

Billboard 1979-1980

international buyer's guide



SECTION TWO
SEPTEMBER 29, 1979

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Thanks,



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(212) 888-9700

1 Great Pultney St.
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01-439-9951

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World Radio History

international buyer's guide

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LOOKING FORWARD

TO
ANOTHER
GREAT
YEAR.

MCA RECORDS

SALES ANALYSIS

U.S. \$4 BILLION PACES WORLD SALES

The U.S. prerecorded music market continues to pace world sales though it reflects dramatic shifts during the 1978 study period, most noticeably in the rise of cassette sales.

U.S. manufacturers' sales of recordings in 1978 show an 18% upsurge in retail list value hitting \$4.131 billion compared to \$3.5 billion in 1977 reflecting in part the rise to \$8.98 pricing.

However, were it not for tape unit sales, the unit sales barometer would have not remained on the up side. U.S. unit sales are up only 4% and LP unit sales actually slipped 1%.

Cassette, coming on strong in recent years with a 70% unit sales burst in 1977, continued with 1978 up 66% in units to 61.3 million units from 36.9. Thus, cassette drew closer to 8-track where the U.S. now remains as the only significant market. U.S. 8-track sales were up 5% in units for 1978. Cassette to 8-track ratio in 1978 was 2:1 compared to 4:1 a year prior and 6:1 six years ago.

In other highlights of world market sales, reported elsewhere, Japan and West Germany continue a competitive pace. To offset currency fluctuations, these world sales charts are now expressed in unit sales primarily focusing on LPs. This barometer shows West Germany gaining 14 million units during 1978 and Japan slightly over one million. The U.K. is up four million in LP unit sales.

UNIT SALES ANALYSIS

	Dollar Volume	% Change From '77	Units Sales	% Change From '77
LPs	2,473.3	13%	341.3	-1%
Singles	260.3	6.2%	190	0 ¹
8-tr.	948	17%	133.6	5% ²
Cassettes	449.8	80%	61.3	66%

¹ Approximately 5% 12-inch singles

² 8-track/cassette ratio 2:1 vs. 4:1 in 1977

Source: RIAA (all figures in millions)

1978 SALES BY REPERTOIRE

TYPE OF PRODUCT	% OF DOLLAR VOLUME
Rock	41.7%
Pop	13.1%
Country	10.2%
Disco	9.0%
Soul	8.5%
Middle of the Road	5.0%
Jazz	3.8%
Classical	3.4%
Children's	2.6%
Comedy	1.3%
Other (includes spoken word, ethnic, language)	1.4%
Budget/Economy Priced Product	8.0% ¹

¹ Of total gross dollar volume Source: NARM

U.S. RECORDING SALES 1978-25

Year	Sales \$ Millions	% Change
1978	\$4131	18.00%
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%

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

sales by configuration

U.S. LP AND SINGLES SALES FOR 1970s

	1978	%	%	1977	%	%	1976	%	%	1975	%	%	1974	%	%	1973	%	%	1972	%	%	1971	%	%	1970	%	%
	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.
LPs	2,473.3	13.0	91	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	260.3	6.2	9	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	2,733.6	12.0	100	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 1970s

	1978	%	%	1977	%	%	1976	%	%	1975	%	%	1974	%	%	1973	%	%	1972	%	%	1971	%	%	1970	%	%
	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.
8-Track	948.0	17.0	68	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	78.4	378	26.0	79.1
Cassettes	449.8	80.0	32	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	-23.4	.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" & 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	1,397.8	32.0	100	1,060.6	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

PRERECORDED MUSIC SALES FOR 1970s

	1978	%	%	1977	%	%	1976	%	%	1975	%	%	1974	%	%	1973	%	%	1972	%	%	1971	%	%	1970	%	%
	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.	\$	Change	Dist.
Records	2,733.6	12.0	66	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	1,397.8	32.0	34	1,060.6	15	30.0	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	4,131.4	18.0	100	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

PLAYBACK

RADIO 1979-1971

YEAR	AM STATIONS	FM STATIONS
1979	4526	4016
1978	4510	3903
1977	4497	3676*
1976	4471	3511
1975	4445	3299
1974	4395	3135
1973	4382	2965
1972	4374	2775
1971	4343	2624

*1148 stereo

SOURCE: Television Factbook, F.C.C.

TOTAL U.S. MARKET OF SELECTED CONSUMER ELECTRONIC PRODUCTS

(Estimated in Millions of Dollars)

End Of Year	Auto Radios	Tape Equipment	Components	Radios			
1978							
\$9,303	582	1,975	1,143	485			
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			
		1973	1974	1975	1976	1977	1978
Monochrome TV Receivers	\$ 560	\$ 543	\$ 371	\$ 528	\$ 542	\$ 572	
Color TV Receivers	3,097	2,658	2,121	2,860	3,269	3,736	
Phonographs	614*	554*	400*	491*	602	810	

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

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
1978	4,116	650,000	682	160,000	4,798	810,000
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 ²	4,972	216,000	1,062	209,000	6,034	425,000
1970 ¹	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

*Revised

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

² 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

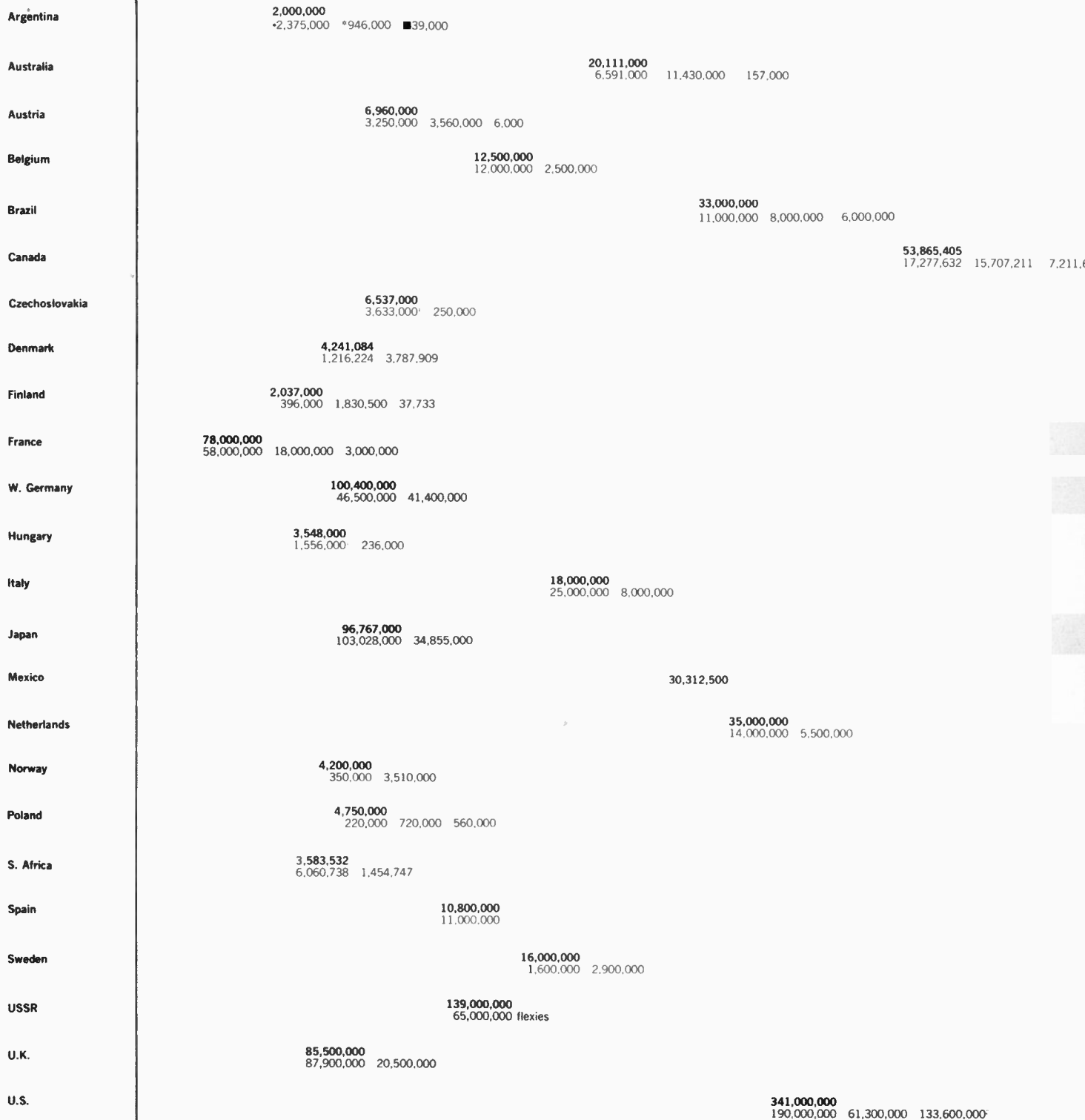
HISTORICAL REVIEW

RECORDED MUSIC REVIEW 1979-1877

1979	Label mergers and the energy/economy crunch rocked the industry just coming off an all-time 1978 sales surge that saw U.S. prerecorded volume shoot past \$4 billion. Major mergers: Paramount acquires 50% of EMI's music operations (earlier, Capitol Industries-EMI had acquired UA); Ariola-Eurodisc planned to acquire Arista; RCA acquired A&M distribution; and MCA acquired ABC.	Formation of Capitol Records.	1942
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 pressing 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.	Record industry charts bow in Billboard. In Germany superior magnetic tape recorders are produced.	1940
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.	First experimental FM goes on air.	1939
1976	Disco breaks as potent promotion and sales source. Columbia Records hints of higher-priced super act releases.	Popularity of jukeboxes boosts industry.	1936
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.	American Decca is launched. A record-player-radio combination is marketed inexpensively by RCA Victor.	1934
1974	Continuing material shortages elevate production costs by 35% for singles and 60% for LPs.	EMI forms through Gramophone Co. and Columbia Graphophone merger. First 33 1/3 long-playing record demonstrated by RCA.	1931
1973	Surge of state antipiracy statutes cuts illicit tape flow.	Depression adds to record industry decline but radio turns more and more to recordings.	1930
1972	RCA, Japan Victor Co. and Panasonic debut 4-channel discrete disk system. Sound recordings afforded greater federal protection against piracy.	Victor purchased by RCA. Warner Bros. buys Brunswick Radio Corp.	1929
1971	CBS/Sony preview the "SQ" disk, a compatible 4-channel disk system. First international conference on video recording (VIDCA).	Brunswick's all-electric Panatropie bows. Columbia and Victor issue electrical recordings.	1925
1970	Compatible 4-channel 8-track cartridge system, Quad-8, introduced by RCA and Motorola.	Record boom shows due to radio. Electrical recording perfected by Bell Laboratories.	1924
1969	Trend toward bigness on all levels of the music business with all areas involved in the merger game.	First commercial radio broadcast over WEAf, N.Y..	1920
1967	Manufacturers raise monaural prices to stereo level as major step in creation of all-stereo industry.	Victor releases first jazz record by Original Dixieland Jass Band, and the first Leopold Stokowski/Philadelphia Orchestra recording.	1917
1966	Breakthrough of tape cartridge.	Cylinder abandoned, many new labels formed.	1912
1965	U.S. excise tax on records rescinded.	Odeon issues first large-scale orchestral recordings.	1909
1964	U.S. record sales hit all-time high with Beatles invasion and great gains in LP sales.	Victrola, first enclosed-horn phonograph, appears.	1906
1962	Summer season one of best in history for singles. Racks register 24% gain over 1961.	First double-sided records issued by Odeon. Caruso becomes exclusive Victor artist.	1904
1961	FM stereo gets FCC okay; racks show gains.	First royalty system for compensation of recording artists. In Berlin, formation of International Talking Machine Co. (Odeon).	1903
1960	Stereo booms to offset singles dip. ("Persuasive Percussion" scores big.)	Columbia and Victor share patent on disk recordings, and cylinder drops from favor. Enrico Caruso records opera for the Gramophone Co..	1902
1959	LP sales surge ("Flower Drum Song," "Peter Gunn," "Kingston Trio At Large").	Marketing of disk recordings moves ahead with formation of Victor Talking Machine Co.	1901
1958	First stereo LPs.	Columbia Phonograph Co. opens London office.	1900
1956	First appearance of high quality stereophonic tape recordings. Elvis craze booms.	Deutsche Grammophon Gesellschaft, oldest record manufacturing company, established in Hanover.	1899
1955	Columbia starts record club, while other companies cut LP prices.	International expansion starts with American Graphophone's London office.	1897
1954	"Sh-Boom" by Crew-Cuts heralds dawn of rock n' roll, "Rock Around The Clock" is out, but sleeps a year.	National Phonograph Co. formed by Edison, manufacturing and distributing spring-driven phonographs for homes.	1895
1952	RIAA founded.	Berliner manufactures gramophones and disks in Washington, D.C. while Pathe brothers in France manufacture phonographs and cylinders.	1894
1950	78 r.p.m. sales dwindle as RCA announces intention to produce LPs.	Columbia Phonograph Co. founded to market American Graphophone products. In Germany, first commercial gramophones and records are manufactured.	1889
1949	45 r.p.m. introduced by RCA sets off battle of speeds. Three-speed phonograph introduced.	Edison improves phonograph, using wax, forms Edison Phonograph Works. First celebrity recordings made in Edison's laboratory. North American Phonograph Co. formed.	1888
1948	Columbia issues 33 1/3 r.p.m. LP, with 23 minutes per side.	Flat phonograph disk patent application by Emile Berliner and formation of American Graphophone Co. launch recording industry.	1887
1947	Limited use of magnetic tape recording in America and Europe. MGM Records bows.	Bell & Tainter patent "graphophone," replacing tinfoil cylinder with wax-coated cardboard.	1885
1945	Mercury Record Corp. is born.	Chichester A. Bell and Charles Sumner Tainter work on phonograph improvements.	1881
1942	Nationwide recording ban by AFM, lasting until Nov. 11, 1944. High fidelity technique used by English Decca.	Edison Speaking Phonograph Co. and London Stereoscope Co. formed. Phonograph interest in limbo.	1878
		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.	1877

WORLD SALES

Configurations expressed in light face on second line are (1) singles, (2) tapes and (3) EPs. Where only two configurations appear, there are no EPs for that country. The broken bar for six nations indicates bar runs off page. The position of the bars indicate relative differences among the six nations.



† also includes EPs
 ‡ 8-tracks

- = Singles
 * = Cassettes
 ■ = EPs

WORLD SALES

5 YEAR UNIT SALES PERSPECTIVE

Country	1977	1976	1975	1974	1973
Argentina	7,924,306	8,897,188	12,581,697 14,541,313	11,318,231	No Report
Australia	37,000,000 [†]	Imports** Exports	Imports* Exports	Imports* Exports	Imports* Exports
Austria	5,800,000 [†] 2,520,000	2,530,000 [†] 4,900,000	4,290,000 [†] 2,045,000	4,000,000 2,262,000	2,800,000 2,500,000
Belgium	8,000,000%	8,000,000	7,150,000 [†] 10,750,000	6,100,000	5,619,510 [†]
Brazil	30,000,000% 10,000,000	20,000,000% 9,000,000	15,000,000% 8,000,000	3,862,946 [†] 1,441,089	15,336,500
Canada	45,979,152 19,821,491	38,825,000 22,692,052	38,826,331 [†] 21,285,806	40,819,290 [†] 18,584,116	38,205,546 [†] 18,670,611
Czechoslovakia	5,696,000 [†] 3,477,000	5,378,000 [†] 2,522,000	5,964,000 [†] 4,075,000	5,571,000 [†] 4,347,000	4,454,000 [†] 5,862,000
Denmark	4,203,622 [†] 908,760	3,826,291 [†]	3,309,611 [†] 1,249,353	3,179,919 [†] 1,276,965 [†]	2,862,027 [†] 1,361,396 [†]
France	72,000,000 [†] 55,000,000 [†]	58,859,060	52,178,559 [†] 57,661,860	58,805,814 [†] 63,440,481	49,755,782 [†] 62,096,880
Finland	2,391,356 453,899	2,150,000 400,000	1,934,000 461,000	1,615,000 372,000	1,604,000 443,000
W. Germany	86,000,000 39,800,000	71,500,000 39,100,000	68,900,000 [†] 38,600,000	60,500,000 48,600,000	71,700,000 [†] 45,800,000
Italy	16,000,000 [†] 21,000,000	14,500,000 [†]	13,000,000 [†] 21,000,000	12,000,000 [†] 19,000,000	8,000,000 [†] 19,000,000
Japan	95,659,000 [†] 91,614,000	97,822,721 [†] 105,197,517	84,665,000 [†] 92,706,000	83,758,146 [†] 91,166,473	78,520,533 [†] 86,743,596
Mexico	30,312,500	22,917,000	25,065,000	17,284,000 19,013,964	14,195,000 17,978,381
Netherlands	25,000,000 [†]	23,000,000 [†]	7,000,000 21,000,000 [†]	7,000,000 18,000,000 [†]	16,000,000
Norway	3,600,000 [†] 370,000	3,500,000 [†] 500,000	2,779,113 [†] 507,513	2,000,000 [†]	1,775,000
Poland	2,162,070	3,430,000 420,000	2,560,000 140,000	3,757,054 145,192	6,000,000 260,000
S. Africa	4,305,000 [†] 6,091,659	3,385,380 [†] 2,734,837	3,142,888 [†] 2,943,546	2,685,467 2,956,178	2,463,681 3,182,059
Spain	11,600,000 [†] 13,000,000	10,000,000 [†]	5,200,000 [†] 14,700,000	4,650,000 15,150,000	4,908,000 14,000,000
Sweden	16,100,000 1,400,000	17,000,000	14,900,000 1,400,000	10,800,000 1,800,000	8,800,000 2,700,000
Switzerland	9,540,000 [†] 4,475,000	6,500,000 [†]	4,052,941 [†] 3,466,700	2,000,000 [†]	2,000,000
U.S.	344,000,000 245,100,000	273,000,000 245,000,000	282,000,000 183,000,000	276,000,000 194,000,000	208,000,000 190,000,000
U.S.S.R.	202,000,000 [†]	202,000,000 [†]	200,000,000 [†]	200,000,000 [†]	198,000,000 [†]
U.K.	81,500,000 59,000,000	85,000,000 55,000,000	107,140,000 [†] 58,400,000	117,116,000 [†] 60,530,000	100,000,000 [†] 60,700,000
Yugoslavia	3,500,000	3,500,000 [†]	3,500,000 [†]	4,500,000 [†]	1,800,000 [†]

domestic and export
domestic and import
LPs and tapes
all units
†Extrapolations from dollar sales
*All imports/exports
‡Estimated
†Import/Export U.S. only
‡EPs-singles

Because world currencies fluctuate continually, this chart now reflects unit sales. Spain's 1978 LP sales provide an excellent example: Whereas dollar value was up nearly \$4 million over 1977, unit sales were actually down 800,000. LPs are the top row and singles the bottom. In some cases, reports combine all units or combine some units. Consult individual notes. For an approximate dollar sales volume, consult the individual country by country listings where this figure is sometimes available. Also often available is the individual unit price for each configuration.

CONSUMER ELECTRONICS U.S. IMPORTS/EXPORTS

VIDEO TAPE EQUIPMENT IMPORTS

VIDEO RECORDERS AND PLAYERS			VIDEO PLAYERS			TOTAL VIDEO RECORDERS AND PLAYERS		
YEAR	UNITS	\$	YEAR	UNITS	\$	YEAR	UNITS	\$
1978	509	279,629	1978	77	19,422	1978	586	299,051
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

(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	\$
1978	15,996	706,523	1978	3,305	83,835	1978	10,507	471,595	1978	29,808	1,261,953
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

(Add 000 to all figures)

TOTAL U.S. IMPORTS

	Home Radios ²		Automobile Radios		Phonographs		Tape Recorders		Home Tape Players		Auto Tape Players		Video Tape Recorders	
	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$
1978	37,935	627,749	5,439	184,471	4,312	231,883	15,997	706,523	3,305	83,835	10,507	471,595	509	279,629
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

(Add 000 to all figures)

¹ Includes receivers for compact and component systems and receivers other than broadcast band.

² Dollar value is defined generally as the market value in the foreign country (FOB) and excludes U.S. import duties, freight charges from the foreign country to the U.S. and insurance.

TOTAL U.S. EXPORTS

Year	Home Radios		Automobile Radios		Phonographs		Recorders ¹		Video Tape Recorders	
	Units	\$*	Units	\$*	Units	\$*	Units	\$*	Units	\$*
1978	836	21,891	795	55,827	336	55,049	278	36,962	4	51,693
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

(Add 000 to all figures)

¹ Excludes office type.

² Dollar value shown is defined generally as the value at the U.S. port of export, based on World Radio Helling price including inland freight insurance, and other charges to the U.S. port of export.

Source: U.S. Department of Commerce and EIA.

RECORD COMPANIES

Of The United States



A Record Co., 1608 Argyle, Hollywood, Calif. 90028. Tel. (213) 462-6608. Owner: George Jay.

A A Recs., 251 W. 57 St., New York, N.Y. 10019. Tel. (212) 765-3350. Pres.: A.I. Massler; Exec. VP: Robert L. Goemann, VP A&R: Ralph Stein.
Labels: (Owned) Wonderland; (distributed) Wonderland/Capitol.

A A T., see American Album & Tape.

A B (Street Level), see Sunrise.

A C I., see Daytwo.

A D & A Recs., PO Box 1412, Hollywood, Calif. 90028. Tel. (213) 462-3745. Pres.: Ardie Bryant, VP: Anne Bryant.

A & G., see Domino Ltd.

A G I., see Centurian.

A J., see Ala Ents.

A & M Recs. Inc., 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel. (213) 469-2411. Cable: ALPERMOSS. Chm.: Jerry Moss, Vice-Chm.: Herb Alpert, Pres.: Gil Friesen, Sr. Exec. VP: Promo: Harold Childs, VP A&R: David Kershbaum; VP Creative Servs. & Prod. Mgmt.: Jeff Ayeroff, VP Financial Affairs: Jolene Burton; VP Bus. Affairs: Ken Powell; VP Sales: Ernie Campagna; VP Promo.: Al Monnet, VP Quality Control/Quality Control Dir.: Marv Bornstein, VP Artist Development: Martin Kirkup, VP Horizon Recs.: Tommy LiPuma; VP Adv. & Mdsq.: Bob Reiman; Int'l Mng. Dir.: Jack Losmann; Sales Information & Analysis Dir.: Bob Elliott; Communications Dir.: Mike Gormley. (Distributed by RCA).
Branch: New York, N.Y., 595 Madison Ave., Zip 10022. Tel. (212) 826-0477. East Coast Opns. Dir.: Michael Leon; East Coast A&R Dir.: Mark Spector; East Coast Artist Development Dir.: Gail Davis; East Coast Pub. Dir.: Kathy Schenker.
Int'l branches: Canada, England, France.
Labels: (Owned) A&M, Horizon.
Int'l reps.: Argentina (EMI), Australia (Festival), Austria (CBS), Belgium (CBS), Bolivia (EMI), Brazil (EMI), Central America (Dideca in Guatemala), Chile (EMI), Colombia (TH), Costa Rica (Dideca), Denmark (CBS), Ecuador (Ruices), El Salvador (Dideca), Finland (CBS), France (CBS), Germany (CBS), Greece (CBS), Hong Kong (PolyGram), India (EMI), Israel (CBS), Italy (CBS), Japan (Alfa), Korea (PolyGram), Malaysia (PolyGram), Mexico (EMI), Netherlands (CBS), New Zealand (Festival), Norway (CBS), Panama (Dideca), Paraguay (EMI in Argentina), Peru (EMI), Philippines (Dyna Prods.), Portugal (Valentim de Carvalho), Singapore (PolyGram), South Africa (RPM), Spain (CBS), Sweden (CBS), Switzerland (CBS), Taiwan (PolyGram), Uruguay (EMI in Argentina), Venezuela (Ruices), West Indies (West Indies Recs.), Yugoslavia (Radio Television Belgrade).

A M C (Brazil), see Brasilia.

A M G., see Mutual Group.

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 Dir.: Horace Coleman, David N. Crawford.

A M P., see Ray Lawrence.

A N S A., see Ansap.

A P A., see TK.

A P I., see Atterram.

A R C (American Rec'g Co.), 9885 Charleville Ave., Beverly Hills, Calif. 90212. Tel. (213) 277-3111. (Distributed by CBS).

A R C Recs. (Artist's Rec'g Co.), 39199 Paseo Padre Pkwy., Fremont, Calif. 94538. Tel. (415) 656-8468. Pres.: Tom Sherrord, VP Nat'l Mktg. & Dist'n: Roy Segal, Nat'l Promo. Dir.: Bob Saporiti.

A R V Int'l., see House of Fun.

A/S., see Alshire.

A S A I Recs. Inc., PO Box 395, Oakwood, Va. 24631. Tel. (703) 498-3337/4566.
Labels: (Owned) ASAI, ASI, ASSI, Modoc.

A S I Recs., 711 W. Broadway, Minneapolis, Minn. 55411. Tel. (612) 521-7631. (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.
Branches: New York, N.Y., 115 E. 57 St. Zip: 10022. Tel. (212) 371-3810. Nashville, Tenn., 1217 16 Ave. S. Zip: 37212. Tel. (615) 327-2753.
Int'l branches: England, France.

A V I Recs. Inc., 7060 Hollywood Blvd., Suite 1212, Los Angeles, Calif. 90028. Tel. (213) 462-7151. Pres.: Treas.: Raymond Harris, VP & Sec'y: Ed Cobb; Gen. Mgr.: Nat'l Sales Mgr. & Disco Contact: John Jossey; Nat'l Promo. Dir.: George Sherlock; Eastern Sales Mgr.: Vito Samala.
Labels: (Owned) AVI; (distributed) In Town, Master 5, Out of Town.

A Z O Recs. & Publ'g, 6806 Lincoln Dr., Philadelphia, Pa. 19119. Tel. (215) 843-9723. Contact: William P. Lightfoot.

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.

Accent Recs., 71906 Hwy. 111, Rancho Mirage, Calif. 92270. Tel. (714) 346-0075. 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.

AcousticGraphic Recs., 1 Simpson's Ln., Edgartown, Mass. 02539. Tel. (617) 627-4639. Owner: Benjamin L. Hall.
Labels: (Owned) AcousticGraphic, AcoustoQuad, Beau-Brian, Benjamin Lambert, Newzonophone.

AcoustoQuad, see AcousticGraphic.

Acropole Corp. of America, 1410 York Ave., Suite 2D, New York, N.Y. 10021. Tel. (212) 628-6315. Pres. & Gen. Dir.: Bruno George Ronty.
Labels: (Owned) Bruno, Colosseum.

Action Recs., PO Box 9470, Fort Worth, Tex. 76107. Tel. (817) 923-1111. Owner: Marvin Moore; Prods.: Lew Gillis, Bob Davis.

Action, Wash., D.C., see Warren.

Adam Prods. Inc., 2501 S. Ocean Dr., Hollywood, Fla. 33022. Tel. (305) 925-1799. Pres.: Robert S. Taran; A&R: Mike Lewis.

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 Heyman; Promo.: Vicki Doyle.
Int'l reps.: Canada (Trebble Clef), Denmark (CSA), Germany (Moers Music, Taxim), Italy (Hi-Fi), Netherlands (Dutch Blues & Boogie), UK (Projection, Swift).

Ades (France), see Playette.

Advance, see Songs by Summers.

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.

Aerospace, see Ray Lawrence.

Aesthetic Artist Recs., PO Box 144, Mid City Sta., Dayton, Ohio 45402. Tel. (513) 252-9426. Owner: Paul Wayne Beach.

Aferton Recs., 2234 Watson Rd., Springfield, Ill. 62704. Tel. (217) 528-7355. Contact: Dave Hoffman. (Distributed by IRDA).

Afro Request, see Request.

Agon, see Dragon.

Aileron, see QCA in Calif.

Air, see Chrysalis.

Airborne, see Discout.

Akashic Recs., 3622-C Mt. Diablo Blvd., Lafayette, Calif. 94549. Tel. (415) 283-5151. Owner: Stephen Jarvis.

Ak Ba, see Black Fire & Mustevic.

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, China, China Doll, Dragon, Ecstasy, Genie, Head, Hong Kong, Horn, Kong, Penetration, Prayer Tower, Shiek.

Ala Ents. Inc., 4218 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel. (213) 737-1000. Pres.: Louis Droze; VP: David Droze; Exec. Admin'r.: Shelby Meadows Ashford.
Labels: (Owned) A.J. Ala, Blues Spectrum, Dingo, Hawk Sound, Laif.

Albatross Recs. Inc., PO Box 66558, Seattle, Wash. 98166. Tel. (206) 246-9400. Pres.: Ken Kinnear.

Albero, see Vintage.

Albert Int'l Music, 1790 Broadway, New York, N.Y. 10019. Tel. (212) 757-4840. Cable: MARKBRO. Telex: 620 960.
Label: (Owned) Albert Prod'ns.

Albert Prod'ns., see J. Albert.

Albradella, see Gwen.

Alear, see Sounds of Winchester.

Alhambra Dist'g Inc., 552 W. 27 St., Hialeah, Fla. 33010. Tel. (305) 885-4298. Pres.: Enrique Inurrieta Sr.; Exec. VP: Enrique Inurrieta Jr.; Gen. Mgr.: Miguel Estivil; Promos. Mgr.: Betty Diaz.
Branches: Los Angeles, Calif., 2720 W. Pico Blvd. Zip: 90006. Tel. (213) 733-0137. Gen. Mgr.: Antonio Estevez—San Juan, P.R., Alhambra Recs., GPO Box 2702, Zip: 00936. Tel. (809) 724-0465/7654. Mgr.: Ricardo Fabregues.
Labels: (Owned) Al Mex, Al Records, Alhambra, Libra, Aljean Recs., RD 4, Myerstown, Pa. 17067. Tel. (717) 866-5067. Owner & Pres.: Jean Shade. Sales & Mktg. & Country Mgr.: Al Shade.

Aljo, see Page.

All Ears Recs., 7033 Sunset Blvd., Suite 322, Hollywood, Calif. 90028. Tel. (213) 465-3990. Pres.: Antony Harrington.

Allegheny, see East Allegheny.

Allegre, see Fania & Mystic.

Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd., Louisville, Ky. 40299. Tel. (502) 267-9658.

Alligator Recs., Box 60234, Chicago, Ill. 60660. Tel. (312) 973-7736. Pres.: Bruce Iglauer; Mktg. Dir.: Melinda Giles.

Int'l reps.: Europe & UK (Sonet in Sweden), Japan (Trio), Sweden (Smokesack, Sonet).

All Platinum Rec. Co. Inc., 96 West St., Englewood, N.J. 07631. Tel. (201) 569-5170.
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 Greg.

Al Mex, see Alhambra.

Al Recs., see Alhambra.

Alsan, see Dragon Int'l.

Aishire Int'l, PO Box 7107, Zip: 91510, 1015 Isabel St., Burbank, Calif. 91502. Tel. (213) 849-4671. Cable:

BUDSOUND TWX (910) 498-2759. Pres.: Al Sherman, Gen. Mgr.: Dick Ceja.

Labels: (Owned) A/S, Alshire, Aria Senza Voce, Audio Spectrum, Oscar, Peter Rabbit, Somerset, Stereo Fidelity, (distributed) Azteca, Gnt.

Int'l reps.: Argentina (Microfon), Australia (Astor), Brazil (Fermata), Canada (Rodyn), Colombia (Colombiana de Discos), Germany (Metronome), Greece (CBS), Israel (Hatakli), Japan (Trio-Kenwood), Mexico (Musart), New Zealand (New World), Philippines (Vicar), Portugal (Movieplay), Scandinavia (Montax), Singapore (Alshire), Spain (Movieplay), UK (Pye), Venezuela (Promus).

Alston, see TK.

Alternatives in American Music, 826 Kains Ave., Albany, Calif. 94706. Tel. (415) 524-0222, 647-9543.

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.: Glorianna Monroe.

Alvorada, see Penco.

Amazon, see TK.

Amberlee, see Doric.

Ameraba, see West End.

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: Hope King; VP Int'l: Warren Ashley; Gen. Mgr.: George Curtiss.
Labels: (Owned) AAT, American Album & Tape, American Entertainment, American Nostalgia, Hall of Fame Jazz.

American Entertainment, see American Album & Tape.

American Gramophone Int'l., see Centurian.

American Int'l., see Casablanca.

American Jazz, see Happy Jazz.

American Nostalgia, see American Album & Tape.

American Playboy, see Music Ents.

American Rhythm Music, see Rollin' Rock.

American Tape Corp., 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel. (201) 943-7860.
Labels: (Owned) Altone, Remington.

American Theme, see American Themes.

American Themes & Tape Inc., 240 W. 55 St., New York, N.Y. 10019. Tel. (212) 247-3690. Cable: BENANTIMUS.
Labels: (Owned) Almanac, American Theme, Fairland, 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.

American Way, see Glolite.

Amherst Recs., 355 Harlem Rd., Buffalo, N.Y. 14224. Tel. (716) 826-9560. WAITS (800) 828-7041. Pres.: Leonard Silver; A&R: David Parker. (Distributed by Infinity).

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., Suite 2A, Brooklyn, N.Y. 11223. Tel. (212) 627-8499. Pres.: Prod'r. & A&R: Cosmo Ohms; VP: Mktg. & Promo.: Dosa Tooner; Art & Graphics: Fae Ellen.
Branch: Chicago, Ill., 7518 N. Winchester. Zip: 60626. Tel. (312) 761-7005. Exec. Prod'r.: Michael Al-len Tubin.
Int'l rep.: UK (Rough Trade).

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.

Angel, see Capitol.

Annuit Coeptis Music Recs. Tapes Ltd., 2933 River Rd., Croydon, Pa. 19020. Tel. (215) 785-1541.

Anomoly, see Jersey Coast.

Ansap 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, Ansap, Faith.

Ansonia Recs. Inc., 802 Columbus Ave., New York, N.Y. 10025. Tel. (212) 865-2121. Cable: ANSORCORD. Pres.: Mercedes Glass; Exec. VP: Herman Glass.
Labels: (Owned) Ansonia, Superior.

Chuck Anthony Music Inc., PO Box 2000, Holbrook, N.Y. 11741. Tel. (516) 472-0900. Pres.: Chuck Anthony; A&R Dir.: Randy Irwin.
Label: (Owned) CVR, Rocky.

Antilles, see Island.

Apollo, see Hilding.

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 Kuznick; Mktg. Mgr.: Don N. Zemann; PR Mgr.: Dorian Michaels.
Labels: (Licensed) Amadeo (Austria), Harmonia Mundi (Germany), Hungaroton (Hungary), Supraphon (Czechoslovakia) (tape masters only).

Appalseed, see June Appal.

Applegate, see Fraternity.

April, see Dragon Int'l.

April Twenty-Two Prod'ns., 9000 Sunset Blvd., Suite 1119, Los Angeles, Calif. 90069. Tel. (213) 274-7877.

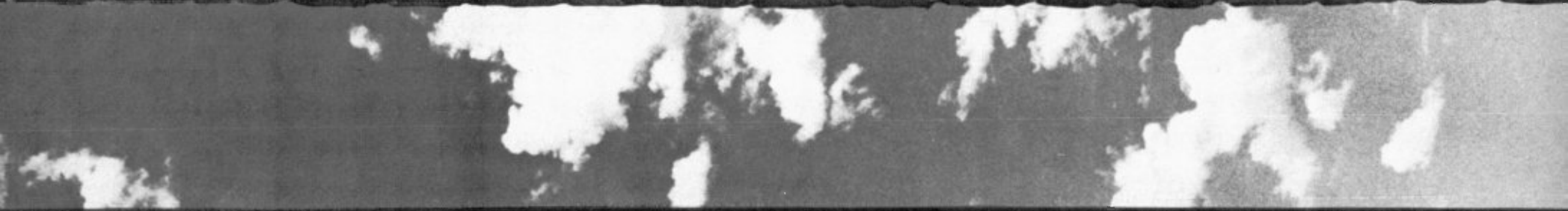
Aquila Rec. Corp., 6730 Tait St., Hollywood, Fla. 33024.

Tel: (305) 945-3738. Pres. & Exec. Dir.: J. Gilday; Disco Contact: M. K. Pancoast; VP A&R: Rufus Smith; Ass't A&R: Don C. Davis; Promo. Dir.: Dan Raymond. **Branch: North Miami Beach, Fla., PO Box 600516.** Zip: 33160; 9367 NE 168 St. Zip: 33161. **Labels: (Owned) Aquila, Gil's Funny Recs.** **Int'l reps.:** Canada (Laurel), UK (Today).
 Arbor, see Puritan.
 Arc Recs., 3100 Mowry Ave., Suite 304, Fremont, Calif. 94531. Tel: (415) 796-4444. Contact: Thomas Sherrod. (Distributed by IRDA)
 Arc, Hollywood, Calif., see Spina.
 Arcade, see Arzee.
 Arcano, see Caytronics.
 Arch, see Dragon Int'l.
 Archive of Folk & Jazz Music, see Everest.
 Archive of Piano Music, see Everest.
 Archiv Produktion, see Classics Int'l.
 Arctic, see Jamie/Guyden.
 Arctic (Norway), see SWS.
 Argo, see London.
 Argus Rec. Prod'n's (div. of Record Room), PO Box 58, Glenora, 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) 525-1495/4996. Pres.: Chris Strachwitz. **Labels: (Owned) Arhoolie, Folklyric; (distributed) Blues Classics, Old Timey.** **Int'l reps.:** Canada (Almada), Finland (Quality), France (Musidic-Europe), Germany (Bellaphon), Italy (Hi-Fi), Netherlands (Agram/Nuis), Sweden (Sonet), UK (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; VP: Otis Smith; VP Promo.: Sales & Mktg.: B.J. McElwee; VP LP Promo.: Bill Bartlett; VP Int'l Finances: Edward Tawil; Nat'l A&R Dir.: Tim O'Brien; Nat'l Singles Promo. Dir.: Chuck Browning; Nat'l Pub. Dir.: Pamela Turbow; Nat'l Creative Servs. Dir.: Terry Barnes; Nat'l Mdsq. Co-ord.: Rich Fazekas; Nat'l Disco Promo. Dir.: Jack Witherby. (Distributed by Capitol) **Labels: (Owned) Ariola; (subsidiary) Ocean.** **Int'l reps.:** Argentina (Microfon), Australia (RCA), Austria (Ariola), Belgium (Ariola), Canada (Quality), Colombia (Sonolux), Denmark (AEG Dansk Elektricitets), Dominican Republic (Distribuidora Dominicana de Discos), Ecuador (Fadisa), El Salvador (Leo), Finland (Finlevy), France (Arabella), Germany (Ariola), Hong Kong (Studer-Revox), Italy (Dischi), Jamaica (Dynamic Sounds), Japan (King), Mexico (Discobol), Netherlands (Ariola), Norway (Disco), Peru (FTA), Philippines (Home), Spain (Ariola), Sweden (CBS), Switzerland (Ariola), UK (Ariola), 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; Ass't to Pres.: Michael Friedman; Exec. VP: Elliot Goldman; Sr. VP Finance: Aaron Levy; VP Sales & Dist'n: Leonard Scheer; VP A&R: Bob Feiden; VP Singles Promo.: Richard Palmese; VP LP Promo.: Scott Jackson; VP Nat'l R&B Prod.: Hank Talbert; VP Artist Development: Rick Dobbs; VP Pub. & Press Servs.: Dennis Fine; Nat'l Disco Promo. Dir.: Audrey Joseph. **Branch: Los Angeles, Calif., 1888 Century Park E., Suite 1510.** Zip: 90067. Tel: (213) 553-1777. Sr. VP: Larkin Arnold; VP West Coast Opns.: Michael Lippman. **Int'l branch: England.** **Labels: (Owned) Arista, Savoy; (distributed) Buddah.** **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. **Label: (Owned) BHR.**
 Armada Recs. Inc., 5825 N. 96 St., Milwaukee, Wis. 53225. Tel: (414) 462-5590. Pres.: Timothy Brophy; Sec'y Mgr.: Bob Ambos; A&R: Jim Spencer.
 Arrest Recs., 1420 K St. NW, Washington, D.C. 20005. Tel: (202) 347-1420. Mgr.: Sonia Karkenny; Prod'n Dir.: John Freeman; Chief Eng.: Tom McCarthy; Promo. Dir.: Cerphe Colwell.
 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 Attack Recs. Inc., 964 W. Grant Rd., Tucson, Ariz. 85705. Tel: (602) 622-8012. Pres.: William Cashman.
 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 reps.:** Benelux (Supreme in Belgium), Japan (Polydor).
 Arth, see TK.
 Artic Recs. & Dist'g Co. Inc., 1806 Division St., Nashville, Tenn. 37203. Tel: (615) 329-3380. Pres.: Eddy Fox; Sales: Kaye Wells.
 Artists House Inc., 40 W. 37 St., New York, N.Y. 10018. Tel: (212) 594-9435. Creative Dir.: John Snyder; Prod'n & Mfg.: Jim Gicking; Sales & Promo.: Chuck Schwartz; Accounting & Foreign Affiliate Liaison: Janet Radtke. **Int'l rep.:** Japan (King).
 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.** Arzee, see Everest.
 Arzee Music Co., PO Box 19518, Zip: 19124; 3010 N. Front St., Philadelphia, Pa. 19133. Tel: (215) 739-7501, 743-8549. Pres.: Rex Zario; Gen. Mgr.: Dave Wilson. **Labels: (Owned) Arcade, Arzee, Lisi, Regima; (distributed) Eastwood Sound.**

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.
 Aslan, see Consolidated Gospel.
 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/Nonesuch.
 Atco, see Atlantic.
 Atlanna, see McKinnon.
 Atlanta, see Trend Recs. in Ga.
 Atlantic Rec'g Corp., 75 Rockefeller Plaza, New York, N.Y. 10019. Tel: (212) 484-6000. Cable: ATCOMUSIC. TWX: (710) 581-6023. Bd. Chm.: Ahmet Ertegun; Pres.: Jerry Greenberg; Exec. VP: Sheldon Vogel; Sr. VP & Gen. Mgr.: Dave Glew; Sr. VP Atlantic & Pres. Cotillion: Henry Allen; VP's & Co-Dirs.: Nat'l Promo.: Tunc Erim, Vince Faraci; VP Special Markets: Eddie Holland; VP Jim Delehan; 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.; Hartford, Conn.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Greenbelt, Md.; Boston, Mass.; Detroit, Mich.; Minneapolis-St. Paul, Minn.; Kansas City, 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, Cotillion; (distributed) Big Tree, Finnadar, Hilltak, Little David, #1, Pacific, Rolling Stones, Scotti Bros., She, Swan Song, Virgin, Westbound, Zephyr.** **Int'l reps.:** See WEA Int'l.
 Atlantis Recs., 2460 Spring Lake Dr., Marietta, Ga. 30062. Tel: (404) 973-1170. **Labels: (Owned) Atlantis, Star Song.**
 Atlas, see Velvet de Puerto Rico.
 Atteiram Prod'n's Inc. (API), PO Box 606, Marietta, Ga. 30061. Tel: (404) 522-8106. Pres. & Prod'r: Carl Queen; VP: Bob Abel; Sales & Mktg. Mgr.: Lamont Crenshaw; Mgr.: Randall Collins; Promo. & Tape Mgr.: Shirley Queen. **Branch: Atlanta, Ga., 190 Boulevard S.E.** Zip: 30312. **Labels: (Owned) Atteiram, Lanta, Mars La Tour.**
 At the Copa, see SEI.
 Audax, see Discocorp.
 Audio Accessories Co., 38 W. 515 Deerpark Rd., Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney. (Tape product)
 Audio Arts Inc., 5617 Melrose Ave., Los Angeles, Calif. 90038. Tel: (213) 461-3507. **Labels: (Owned) Audio Arts, Audio Gospel.**
 Audio Fidelity, see Audioidentity Ents.
 Audioidentity Ents. Inc., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-7111. Cable: AUDIOFIDEL. Bd. Chm.: Herman D. Gimbel; Pres.: Harold Drayson; VP: Classical A&R & Int'l: Carl Shaw; Treas.: John Freitag; Promo. Mgr.: Mary H. Welch; Prod'n Mgr.: Philip Goldschmidt; Art Dir.: Ron Warwell. **Labels: (Owned) Audio Fidelity, Audio Int'l, Audio Rarities, Chiaroscuro, First Component Series, Image, Karate, Mr. G., Thimble; (distributed) Harlequin, Improv, SMI.** **Int'l reps.:** Argentina (Microfon), Australia (Carinia), Austria (Bellaphon), Benelux (Dureco), Brazil (Gravacoes Electricas), Canada (Phonodisc), Central America (Indica in Costa Rica), Colombia (Philips), Costa Rica (Indica), Dominican Republic (La Guarachita), Finland (PSO), Germany (Bellaphon), Israel (Unatex), Italy (Font-Cetra), Japan (Teichiku), Mexico (Pren), New Zealand (Carinia in Australia), Philippines (Dyna), Scandinavia (Ad-Lib), South Africa (Gallo), Spain (Trova), Switzerland (Bellaphon), Thailand (Ching Thai), UK (Pye).
 Audio Gospel, see Audio Arts.
 Audio Int'l, see Audioidentity.
 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. Pres.: Rafael Diaz Gutierrez; Gen. Mgr.: Hilda Diaz Gutierrez. **Labels: (Owned) Auditorama, Madely, Taurus.**
 Audio Rarities, see Audioidentity.
 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), Telarc, Toshiba-EMI (Japan).**
 Aural Explorer, see MMO.
 Aurora Borealis, see Crimson Dynasty.
 Aurum Recs. (div. of RBR Communications Inc.), 43 W. 61 St., New York, N.Y. 10023. Tel: (212) 757-8805. Pres.: Richard Bradley; VP & Gen. Mgr.: Bill Radics; A&R Dir.: Ron Beigel.
 Aus-Tex, see Colonel Buster Doss.
 Authentic, see Sonic Arts.
 Autograph, see Sonic Arts.
 Autumn, Calif., see R. Dean Taylor.
 Autumn Hill Prod'n's, PO Box 844, Hendersonville, Tenn. 37075. Tel: (615) 824-4594. Pres.: Jim Voytek. **Labels: (Owned) Autumn Hill, Country Moods.**
 Autumn Int'l Recs., 3810 Cavalier St., Garland, Tex. 75042. Tel: (214) 494-3494. Pres.: Phil Otten Jr.; VP & Gen.

Mgr.: Glen Pace; Prod'rs: James Pritchett, Glen Pace. **Avalanche, see Crimson Dynasty.**
 Avant, see Crystal.
 Avante Recs., 8853 Sunset Blvd., Los Angeles, Calif. 90069.
 Avanti 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).
 Avanti, see Reflection Sound.
 Avoca Recs. & Tapes, 1404 Sun Flower Ln., New Port Richey, Fla. 33553. Tel: (813) 868-5196. Owner: Francis X. Cashin; Prod'n Mgr.: Anna M. Cashin. **Branch: Deer Park, N.Y., 194 Gleeland St.** Zip: 11729. Tel: (516) 242-3539. Sales Mgr.: Nora M. O'Neill. **Labels: (Owned) Avoca, Blarney Castle, IMI.** **Int'l rep.:** Ireland (Dolphin).
 Aztec, see Dorn.
 Azteca Rec. Inc., 1015 Isabel St., Burbank, Calif. 91502. Tel: (213) 849-4671. Cable: BUDDSOUND. Pres.: Al Sherman; VP: Richard Ceja. (Distributed by Alshire Int'l)
B
 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 G O Recs. Inc., 3297 Northcrest Rd., Suite 203, Doraville, Ga. 30340. Tel: (404) 491-0950. Pres.: Arnie Geller; VP: Buddy Buie; VP/Bus. Affairs: Gloria Bue. (Also see polydor)
 B H R, see Arlo.
 B I, see Bollman.
 B I R C Recs., 601 E. Blackledge Dr., Tucson, Ariz. 85705. Tel: (602) 882-9016. Pres.: Joe Bidwell; Pop A&R: Erin Brooks; Country A&R: Joe Bidwell; Adv.: Joseph Ostrom; Sales & Mktg.: Bob Rollins.
 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 Jersey Coast & World Int'l.
 B M R, see Big Mack.
 B N A, see TK.
 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) 136-8807. Pres.: Barry Glosky; VP Promo.: Joel Bernstein; Pop A&R: Andy Doherty; Sales & Mktg.: Fred Margolis; Pub.: Amy Glosky; Adv.: Nina Lanzillo; Promo.: Dawn De Angeles; Country Contact: Steve Morse. (Distributed by Rounder)
 Backlash, see Bomp.
 Backstreet, see MCA. (SEE ADVERTISEMENT)
 BaKim Rec. & Music Group, 18447 W. Eight Mile Rd., Detroit, Mich. 48219. Tel: (313) 862-5870. Pres.: Kenneth W. Baker; VP Promo. & Sales: William J. Davis. **Labels: (Owned) BaKim, Centaur, Odessa; (distributed) HouseTop.**
 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: Slavko A. V. Hlad; Sales Mgr.: Louis J. Hlad. **Labels: (Owned) Balkan Hi-Fi, Balkan Int'l.**
 Balkanton (Bulgaria), see Worldtone.
 Bal Recs., Box 369, La Canada, Calif. 91011. Tel: (213) 790-1242. Pres.: Adrian P. Bal; Sec'y-Treas.: Berdella M. Bal.
 Bambuco, see Discolando.
 Banana, see Stacy-Lee.
 Bandolier, see Suncountry.
 Bang Recs., 4488 N. Shallowford Rd. NW, Suite 1000, Atlanta, Ga. 30338. Tel: (404) 394-2264. Pres.: Hlene Berns; Exec. Ass't: Lynn Carroll; Nat'l Pop Promo.: Rick Rockhill; Nat'l R&B Promo.: Chester Simmons; A&R: James Stroud. (Distributed by CBS) **Labels: Bang, Bullet, Shout, Solid Gold.**
 Banjar Recs. Inc., Box 32164, 7440 University Ave. NE, Minneapolis, Minn. 55432. Tel: (612) 633-7508. Pres.: LeRoy Larson; VP: Bert Woolfrey.
 Banner Recs., c/o ECU Inc., 6515 Sunset Blvd., Suite 300-A, Los Angeles, Calif. 90028. Tel: (213) 467-8172. Contacts: Don Gere, J. Clark Scott.
 Barenreiter (Germany), see Worldwide Music Servs.
 Barnaby Recs., 816 N. La Cienega Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-6150.
 Barricade, see Sabre.
 Nelson Barry Recs. Ltd., 319 E. 44 St., New York, N.Y. 10017. Tel: (212) 679-7900.
 Bartone Studios, 1919 Tuolumne, Fresno, Calif. 93721. Tel: (209) 486-9082. Owner: Don Barton.
 Bass, see Warren.
 Bayou Blue, see Great Southern.
 Bayou Boogie Recs. Inc., 913 Birmingham Dr., Baton Rouge, La. 70815. Tel: (504) 272-1420. Pres.: James M. Rogers; Promo. & Dist. Mgr.: Ricky J. Viator.
 Bayou Classics, see Modern Sound.
 Bay Recs., 1516 Oak St., Suite 320, Alameda, Calif. 94501. Tel: (415) 865-2040. Contact: Michael Cogan. **Labels: (Owned) Bay, Silk Purse.** **Int'l reps.:** Australia (Folkways), Canada (Musimart), Japan (BOM), Sweden (SAM), UK (Free Reed, Swift).
 Beam Junction Recs., 360 E. 72 St., New York, N.Y. 10021. Tel: (212) 288-5149.
 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. 90048. Tel: (213) 655-1177. Pres.: Albert Grossman; VP/Gen. Mgr.: Michael Pilot; Adm'n. Gen. Mgr.: Susan Lee. (Distributed by Warner Bros.)

Backstreet
MCA RECORDS



- Branches:** **Bearsville, N.Y.,** PO Box 135, Wittenberg Rd Zip 12409 Tel (914) 679-7303. **A&R/Artist Development Dir. Ian Kimmet—New York, N.Y.,** 75 E. 55 St. Zip 10022. Tel (212) 751-7030.
- Beau-Brian, see AcoustoGraphic**
- Beau Jim Agency Inc.,** PO Box 758, 301 Plantation Dr., Lake Jackson, Tex. 77566 Tel (713) 297-4030, 393-1703.
- Bee Hive Jazz Recs.,** 1130 Colfax St., Evanston, Ill. 60201. Tel (312) 328-5593. **Owners:** Susan L. & James R. Neumann.
- Int'l reps.:** Canada (Coda), Germany (Discofon), Italy (Hi-Fi), Sweden (Amigo), UK (Cadillac).
- 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'r. Bill Vermilion, Prod'r/Arranger George Atwell, Technical Supervisor Andy de Ganahl.**
- Labels:** (Owned) Hype, Immunity, Tener.
- Tom Bee Prod'ns, PO Box 8207, Albuquerque, N.M. 87198 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)
- Bel Air, see Boot**
- Belkin Prod'ns Inc.,** 28001 Chagrin Blvd., Cleveland, Ohio 44122. Tel (216) 464-5990.
- Label:** (Owned) Sweet City.
- Belle, see La Louisianne**
- 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.**
- Ben-La-Rose, see Heavy Sound**
- The Benson Co.,** 365 Grand Circle Rd., Nashville, Tenn. 37228. Tel (615) 259-9111. **WATS (800) 251-8984. Pres. Robert Benson Sr., Sr. VP/Gen. Circle Recs.: Robert Benson Jr., Sr. VP/Finance Mike Cowart, Sr. VP/Mktg. Eddy Messick, A&R Dir.: Phil Johnson, Promo Mgr. Matt Steinhauer.**
- Int'l branch:** England.
- Labels:** (Owned) CrossCountry, Greentree, Heart-Warming, Impact, (distributed) Jim.
- Int'l reps.:** Australia (Rhema), Belgium (Universal Songs in Netherlands), Canada (Lawson-Falle), Luxembourg (Universal Songs in Netherlands), Netherlands (Universal Songs), UK (Kingsway).
- Bente Recs.,** 382 Central Park W., New York, N.Y. 10025. Tel (212) 749-5613. **Co-Pres.: Karin Mann, John Blount, Disco Mgr. John Blount.**
- Ivan Berg Cassettes, see Communication Institute**
- Berlitz Publ'ns Inc.,** 866 Third Ave., New York, N.Y. 10022. Tel (212) 935-2000.
- Berry Hill, see Buzz Cason**
- Beserkley Recs.,** 1199-B, Spruce St., Berkeley, Calif. 94707. Tel (415) 527-7664. **Reigning Looney: Matthew Kaufman, Ass't Reigning Looney: Steve Levine, VP A&R Gary Phillips, VP Int'l Affairs: John Doukas, Pub. & Adv. Dir. Ken Baker.**
- Int'l branch:** England.
- Labels:** (Owned) Beserkley (distributed by Elektra/Asylum), Home of the Hits, Organ.
- Int'l reps.:** Australia (Festival), Austria (Teldec), Benelux (Ariola), France (Decca), Germany (Teldec), Japan (Teichiku), Sweden (Sonet), Switzerland (Teldec), UK (Polydor).
- Bethlehem, see Salsoul**
- Beverly (Brazil), see Brasilia**
- Bicycle Music,** 8756 Holloway Dr., Los Angeles, Calif. 90069. Tel (213) 659-6361. **Pres.: David Rosner.**
- 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 Ei, see Rob Lee**
- Big Fish, see California Sun**
- 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 Inc.,** 121 S. Lincolnway, North Aurora, Ill. 60542. Tel (312) 859-3199. **Pres. & Gen. Mgr. John A. Montgomery, VP Promos & Sales: James C. Thompson, VP Studio Mgr. Kent Minor.**
- Big Sound Recs. Inc.,** Box 9, 10 George St., Wallingford, Conn. 06492. Tel (203) 269-4465. **Cable: BIGSOD-REC. Pres. & A&R Thomas Cavalier, Chief Eng. Richard Robinson, Mktg. Mdsjg & Promo Dir. Benjamin Gant, Promo Co-ord. Joel Webber.**
- Branch: New York, N.Y.,** Box 520, 175 Thompson St. Zip 10012. **Mng. Dir. Jon Tiven.**
- Label:** (Owned) Miracle.
- Int'l reps.:** Australia (EMI), Germany (Kuckuck), Japan (Decca), UK (Decca).
- Big Town, see Cadet**
- Big Tree Recs.,** 75 Rockefeller Plaza, New York, N.Y. 10019. Tel (212) 484-8061. **Pres. Dick Vanderbilt, Nat'l Promo Dir. Reen Nalli, (Distributed by Atlantic)**
- Big Wheel, see Long Neck**
- 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 (Larrikin), Belgium (Parsifal), France (L'Oiseau Musicien), Japan (Shinsei), UK (EMI).
- Birch Recs.,** Box 92, Wilmette, Ill. 60091. Tel (312) 251-7037, 583-0129. **Pres. Dave Wylie, VP June Wylie, VP Promo: Terry L. Walker, VP Pub.: Ellen Ginden, VP PR: Barbara Allgaier.**
- Birdwing, see Sparrow**
- Birthing Recs.,** 3101 S. Western Ave., Los Angeles, Calif. 90018. Tel (213) 731-0907. **Pres. & Gen. Mgr.: Byron Spears Jr., VP Promo: Carl Spears.**
- Biscuit City Ents. Inc.,** 4027 E. 50 St., Minneapolis, Minn. 55417. Tel (612) 722-6720/7844. **Pres.: Laura Sunday.**
- Int'l reps.:** Italy (Hi-Fi), Japan (Black Hawk, Disc Center)
- Bitter Sweet Jazz, see Sine Qua Non**
- Blackbird, see Lakko**
- Blackbird (Ireland), see Rounder**
- 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 Plunkly Nkabinde, Sales Mgr. Jerome Gray, Bus. Mgr. Sylvia Potts, Promo: Jimmy Gray, Adv. & Graphics: Muzi Nkabinde, Layout & Graphics: Mary Greer.**
- Labels:** (Owned) Black Fire, Cosmic Fire, (distributed) Ak Ba, IPS, Tribe.
- Black Foot, see Startown**
- Black Fox, see Rolashed**
- Black Hawk, see Glenn**
- 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) 456-9541. **Pres. J.C. Garland, VP: Sec'y Jelinda De Vozen.**
- 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) 574-8511.**
- Int'l reps.:** Canada (Coda), Japan (Shinsei).
- Blarney Castle, see Avoca**
- Blaze Rec. Co. (div. of Blaze Org.),** PO Box 1899, Little Rock, Ark. 72203. Tel (501) 375-2911. **Pres. James E. Handy II, Treas./Sec'y Betty Hansberry, VP Promo: Michael Bailey.**
- Labels:** (Owned) Blaze, GMC, Hot City.
- 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.**
- Bloodleaf, see Olivia**
- Blood Recs.,** 1152 Elm St., No. 203, Manchester, N.H. 03101.
- Blue Ash, see Kare**
- Bluebird, see RCA**
- Blue Bonnett, see Jim Hall**
- 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, Chubbuck 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. **Mng. Bob McCracken.**
- Blue Flame, see CJ**
- Blue Goose, see Yellow Bee**
- Blue Horizon, see Sire**
- Blue Mark, see QCA in Ohio**
- Blue River Recs.,** 1741 N. Ivar, Suite 210, 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. (Distributed by CBS).
- Blues Spectrum, see Ala Ents**
- 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. Mfg. & 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**
- Boliva, see Startown**
- Bollman Int'l Recs.,** PO Box 28553, Dallas, Tex. 75228. Tel (214) 328-7770.
- Branch: Lancaster, Calif.,** PO Box 4137, 42314 52 St. W. Zip 93534. Tel (805) 943-2384.
- Labels:** (Owned) BI, Gospel City
- Bomp Recs. Inc.,** 2702 San Fernando Rd., Los Angeles, Calif. 90065. Tel (213) 227-4141. **Pres. Greg Shaw, Gen. Mgr. Meryl Hauser, Dir. Wolfgang Spegg, Phil Lubman, Promo & Pub. Mgr. Paul Goldberg.**
- Labels:** (Owned) Bomp, (distributed) Backlash, Exhibit
- Int'l reps.:** Australia (Phantom), Canada (Bomb, PJ), Denmark (Stiff), France (Music Box), Germany (Sun, Teldec), UK (Rough Trade)
- Bonnet, see Country Stream**
- Booths, see Katie the Great**
- Boot Master Concert, see Boot**
- Boot Recs. Inc.,** PO Box 120478, Nashville, Tenn. 37212. **Pres. Jury Krytiuk, VP Tom C. Connors, Sales: Peter Krytiuk, Promo: Mitch LePage.**
- Home office:** Canada.
- Labels:** (Owned) Boot, Boot Master Concert, Cynda, Generation, (distributed) Bel Air.
- Boppin' Belle, see Rollin' Rock**
- Borinquen (Discos) Inc.,** GPO Box 4785, San Juan, P.R. 00936. Tel (809) 790-4286. **Pres. Darjo 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. **Mng.: Edward Cuervo.**
- Bounty, see Boddie**
- Bouquet-Orchid Ents.,** PO Box 4220, Shreveport, La. 71104. Tel (318) 686-7362. **Pres. Bill Bohannon.**
- Bourne Co.,** 1212 Ave. of the Americas, New York, N.Y. 10036. Tel (212) 575-1800. **Cable: BOURNEMUS.**
- Pres. Bonnie Bourne.**
- Label:** (Owned) Murbo. (SEE ADVERTISEMENT)
- Boyd Recs.,** 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel (405) 942-0462. **Pres. Bobby Boyd.**
- Labels:** (Owned) Boyd, Saguaro.
- Boyzfriends, see Frank Evans**
- Branch Int'l Recs.,** PO Box 31819, Dallas, Tex. 75231. Tel (214) 690-8874. **Owner: Bart Barton, (Distributed by Sunshine Country)**
- Brand-X, see Sivatt**
- Brasilia Recs. & Tapes Corp.,** 29 W. 38 St., New York, N.Y. 10018. Tel (212) 354-5613. **Telex: 666794.**
- Pres. Herbert Cszasznik, Nat'l Sales Mgr. Jim Demay.**
- Labels:** (Owned) Brasilia, Brass, (distributed) AMC, Beverly, Building, Copacabana, Fontana, Discos Marcus Pereira, Philips, Phonogram, Polydor, Polygram, RCA, RGE/Fermata, Sabia, Som, Vision (all Brazil), Movieplay, Polygram (both Portugal), Emergency (SEE ADVERTISEMENT)
- Brass, see Brasilia**
- Brass Ring, see JEMKL**
- Briar, see Sierra**
- Briar-meade, 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 Mgmt. & Mgmt. Herman L. MacIn, VP Promo: Lynnwood 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, see Take Home Tunes!**
- Bronto Saurus, see Crimson Dynasty**
- Bronze, see Chrysalis**
- Brooklyn Country Recs.,** 6666 Brookmont Terr., Suite 712, Nashville, Tenn. 37205. Tel (615) 352-0138. **Promo & Gen. Mgr. Linda Snioris.**
- Brookville Mktg. Corp.,** 420 Lexington Ave., New York, N.Y. 10017. Tel (212) 687-3377.
- Labels:** (Owned) Brookville, TEJ.
- Brotherhood, see SIPRA**
- Brother Recs. Inc.,** 10880 Wilshire Blvd., Suite 306, Los Angeles, Calif. 90024. Tel (213) 475-0361. **Exec. VP Janet Lent-Koop.**
- Brownstone, Calif., see WILD**
- Brownstone, Fla., see TK**
- Brubson, see Gwen**
- Bruno, see Acropole**
- Brunswick Rec. Corp.,** 888 Seventh Ave., New York, N.Y. 10019. Tel (212) 541-9860.
- Branch: Chicago, Ill.,** 1449 S. Michigan Ave. Zip 60605. Tel (312) 427-0828.
- Labels:** (Owned) BRC, Brunswick, Dakar.
- Bryant Recs.,** 1 E 42 St., New York, N.Y. 10017. Tel (212) 682-2539.
- Buckboard, see Springboard**
- Buckshot, see Jere**
- Buddah Recs. Inc.,** 1350 Ave. of the Americas, New York, N.Y. 10019. Tel (212) 582-6900. **Pres. Arthur Kass, VP Chuck Walz, Controller: Mike Marone, (Distributed by Arista)**
- Int'l reps.:** Argentina (Interdisc), Australia (RCA), Belgium (Vogue), Brazil (Som), Canada (Quality), Colombia (Sonolux), Denmark (Teldec in Germany), Finland (Teldec in Germany), France (Vogue), Germany (Teldec), Greece (Phonogram), Italy (RCA), Jamaica (Sonic Sounds), Japan (Nippon Phonogram), Luxembourg (Vogue in Belgium), Mexico (Musart), Netherlands (VIP), Norway (Teldec in Germany), Philippines (Disc Corp.), South Africa (Teal), Spain (Teldec), Sweden (Teldec in Germany), Switzerland (Teldec in Germany), UK (Pye), Venezuela (Palacio de la Musica).
- Building (Brazil), see Brasilia**
- Bulldog, see Ember**
- Bullet, see Bang**
- Burchette Bros.,** PO Box 1363, Spring Valley, Calif. 92077. **Pres. Kenneth W. Burchette, VP Wilburn L. Burchette, Mktg. Ralph Roufus.**
- Burdette, see First American**
- Burlap, see Ken Keene**
- Busch Country Recs.,** 1002 W. Busch Blvd., Tampa, Fla. 33612. Tel (813) 935-6289. **Contact: Randall Bethencourt.**
- Butterfly Recs. Inc.,** 9000 Sunset Blvd., Suite 617, Los Angeles, Calif. 90069. Tel (213) 273-9600. **Pres. A.J. Cervantes, Exec. VP Nancy Sain, Int'l Dir.: Judy Sakawye, Disco Promo Dir.: Dee Joseph, (Distributed by MCA)**
- Int'l reps.:** Australia (Festival), Brazil (Tapecar), Canada (RCA), Colombia (Fuentes), El Salvador (Boni), France (EMI), Germany (EMI), Greece (Polygram), Israel (CBS), Italy (Baby, CGD), Japan (King), Mexico (Gamma), Netherlands (Basov), Peru (IEMPSA), South Africa (Gallo), Spain (Hisvavoc), Sweden (Sounds of Scandinavia), UK (Chrysalis, Ember), Venezuela (Velvet in USA). (SEE ADVERTISEMENT)
- Buttermilk Recs.,** 1310 Tulane, Houston, Tex. 77008. Tel (713) 869-0417. **Owner & Pres.: Charles Bickley, Promo Mgr. Suzanne Bickley, A&R: Trent Burns.**
- Labels:** (Owned) Buttermilk, Flatrock, (distributed) Fair Retail, Hamilton St.
- Buzz Recs. (div. of Brightside Inc.),** 50 Music Square W., Nashville, Tenn. 37203. Tel (615) 329-0776. **Contact: Lee Morgan.**



CBS Recs., 51 W. 52 St., New York, N.Y. 10019. Tel (212) 975-4321. **Cable: COLRECORD. CBS Recs. Group: Pres. Walter R. Yetnikoff, Sr. VP: Opns. Albert B. Earl, Sr. VP Finance & Admin. Seymour Gartenberg, VP Press & Public Affairs: Robert Altschuler, VP Admin.**

*Whenever
and
wherever
a song is
created...*

Si c'est un succès, nous avons notre doigt dessus Wenn es ein Schlager ist, können wir



ihnen bekommen Si es un éxito, no se nos escapa Als het een succes is, dan zijn we erop gevallen Se för successo, este



na mão Se e successo, siamo noi che l'abbiamo ヒットすれば、我々のもの

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

RCA RECORDS/PUBLISHING
INTERNATIONAL

- & Personnel Frank Calamita; VP John J. Casey; VP/Gen Mgr. Masterworks Simon Schmidt **CBS Recs.** Div.: Pres. Bruce G. Lundvall, Exec. VP Walter L. Dean, Sr. VP & Gen Mgr. Mktg. Paul Smith, Sr. VP Opns. Mgt. Samuel Burger, Sr. VP Opns. Mktg. Calvin Roberts, VP Adv. Planning Linda Barton, VP Pkg. Art & Design John Berg, VP Bus. Affairs Marvin Cohn, VP Mktg./Southwest Jack Chase, VP Bus. Development Joe Dash, VP Nat'l Promo. Black Music Mktg. Paris Eley, VP Customer Financial Relations Eugene P. Friedman, VP Finance & Admin. William Fox, VP Mktg. Planning Joan Griewank, VP Planning & Diversification Stanley J. Kavan, VP Opns. Admin. Floyd Kershaw, VP Nat'l Accounts Mktg. John Kotecki; VP Adv. & Creative Servs. Arnold Levine; VP Mdsq. Mike Martinovich; VP Mktg./Northeastern Region; Ron Piccolo; VP Mfg. Admin. John F. Ryan; VP Mfg. Servs. Howard Schwartz; VP Jazz Progressive Mktg. Vernon Slaughter; VP Black Music Mktg.; LeBaron Taylor, VP Mktg./Midwestern Region; Don Van Gorp, VP Press & Public Information Black Music Mktg.; Win Wilford. **Columbia Recs.:** Sr. VP/Gen. Mgr. Jack R. Craig; VP Artist Development Arma Andon; VP Press & Public Information Hope Antman; VP Progressive & Jazz Music A&R George Butler; VP Talent Acquisition/East Coast Don DeVito; VP A&R/East Coast Michael H. Eichner; VP Contemporary Music A&R/East Coast Gregg Geller; VP Nat'l Promo. Ed Hynes; VP Mktg. Joe Mansfield; VP Columbia Rec. Prod'n. Thomas Van Gessel; VP Columbia Masterworks Marvin Saines; VP Columbia Special Prods. Albert E. Shulman **Epic/Portrait/Associated Labels:** Sr. VP & Gen. Mgr. Don Dempsey; VP Press & Public Information Susan Blond; VP Artist Development Al DeMarino; VP Promo. Al Gurewitz; VP Mktg. Ron McCarrell; VP Epic A&R Lennie Petze; VP Portrait A&R Lorne Saifer; VP/Gen. Mgr. CBS Assoc'd Labels Tony Martell
- Branches:** Los Angeles, Calif., 1801 Century Park W. Zip 90067. Tel (213) 556-4700. VP Bus. Affairs/West Coast Myron Roth; VP Mktg./Western Region Del Costello; VP Columbia Recs. A&R/West Coast Michael Dilbeck; VP Columbia Recs. Mdsq./West Coast Ron Oberman; VP Epic A&R/West Coast Frank Rand, VP E/P/A. Mktg./West Coast Stan Monteiro—**Nashville, Tenn.,** 49 Music Square W. Zip 37203. Tel (615) 259-4321 (rec. g. studio); 329-4321 (mktg.) VP Country Mktg. Rick Blackburn; VP Country A&R Billy N. Sherrill
- Distribution branches:** Los Angeles, San Francisco, Calif.; Denver, Colo.; Hartford, Conn.; Miami, Fla.; Atlanta, Ga.; Honolulu, Hawaii; Chicago, Ill.; Silver Spring, Md.; Boston, Mass.; Detroit, Mich.; Minneapolis, Minn.; St. Louis, Mo.; New York, N.Y.; Cincinnati, Cleveland, Ohio; Philadelphia, Pa.; Nashville, Memphis, Tenn.; Dallas, Houston, Tex.; Seattle, Wash. (See Record & Tape Wholesalers section for complete listings for CBS Recs.)
- Labels:** (Owned) CBS, Columbia, Columbia Masterworks, Epic, Odyssey, Portrait; (associated) ARC, Bang, Blue Sky, Caribou, Jet, Kirshner, Lorimar, Nemperor, Pavilion, Philadelphia Int'l, Sam, Starfile, Stiff/Columbia, Stiff/Epic, T-Neck, TSOP, Tabu, Tappan Zee, Unlimited Gold
- 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. Richard Asher; VP John Dolan, VP Admin. Bernard DiMatteo; VP Finance Farrell Bushing Jr.; VP Creative Opns. Bernice Freidus; VP Bus. Development Frank J. Welzer; VP Bus. Affairs Thomas Tyrell; VP Mfg./Eng. Servs. Michi Yoshimura; VP Int'l Artist Development & Promo.: Joe Senkiewicz
- Int'l opns. branches:** Australasia (CBS Int'l) in Australia, Europe (CBS Int'l in France), Latin America (CBS Int'l in Florida)
- Int'l branches:** Argentina (CBS), Australia (CBS), Austria (CBS), Belgium (CBS), Brazil (CBS), Canada (CBS), Central America (India in Costa Rica), Colombia (CBS), Costa Rica (India), Cyprus (CBS), Denmark (CBS), England (CBS), Finland (CBS), France (CBS), West Germany (CBS), Greece (CBS), Hong Kong (CBS/Sony), Ireland (CBS), Israel (CBS), Italy (CBS), Japan (CBS/Sony), Mexico (CBS/Columbia), Netherlands (CBS), New Zealand (CBS), Norway (CBS), South Africa (Gramophone), Spain (CBS), Sweden (CBS), Switzerland (CBS), Venezuela (CBS/Columbia)
- Int'l reps.:** Bolivia (Heriba), Chile (Odeon), Czechoslovakia (Supraphon), Dominican Republic (Continental de Discos), Ecuador (Emporio Musical), Jamaica (Federal), Kenya (Phonogram), Malaysia (EMI), Nigeria (Phonogram), Peru (Industrial Sono-Radio), Philippines (Blackgold), Portugal (Radio Triunfo), Singapore (EMI), Turkey (Grunberg Ticaret), Uruguay (Sondor), Yugoslavia (Suzy). (SEE ADVERTISEMENT)
- C C/Orion,** see Orion
- C D C,** see Commercial Dist'g Corp.
- C D E Recs & Tapes/Toll Free Recs & Tapes,** PO Box 41551, Atlanta, Ga. 30331. Tel (404) 344-2039. Pres. Charles D. Edwards
- C E I,** see Concepts Exchange
- C G M Recs./CGM Prod'n Co.,** 1725 W. Sixth St., No. 306, Los Angeles, Calif. 90017. Tel (213) 483-3911
- C G 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. Hillsman. **Local branch:** 7855 S. Halsted. Zip 60621. Tel 224-5612, 787-8220
- Labels:** (Owned) Blue Flame, C.J. Colt, Firma
- C M H Recs Inc.,** PO Box 39439, Los Angeles, Calif. 90039. Tel (213) 663-8073. Pres. Martin Haerle, Exec. Ass't Paul F. Wells
- Branch:** Charlotte, N.C., 5457 Old Monroe Rd. Zip 28211. Tel (704) 536-0424. VP Arthur Smith
- Int'l reps.:** Austria (Ariola Schallplatten), Canada (Trend), Germany (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc)
- C M S Recs. Inc.,** 14 Warren St., New York, N.Y. 10007. Tel (212) 964-3380. Telex 667138. Pres. Irving Tep-
- per, Sec'y-Treas. Leon Golovner; Sales Dir. Paul Backer
- Labels:** (Owned) CMS, Desto. (distributed) Oryx, Proms, Saga, Summit
- Int'l reps.:** Canada (Almada), UK (Peerless)
- C O R I,** see Continental Rec's
- C P Recs,** PO Box 7142, Berkeley, Calif. 94707. Tel (415) 524-6977. Pres. Tom White, VP Sales Bob Dean, VP A&R Jay Erokan
- C S A,** see Country Showcase
- C T I,** see Creed Taylor
- C V R,** see Chuck Anthony
- C V S,** see Don D. Sheets
- Cable Car,** see Grassroots
- Cactus,** see Jim Hall
- Cadet Polka Recs.,** Box 36, Burnett, Wis. 53922. Tel (414) 689-2211/2215/2320. Pres. Don Peachey
- Cadet Recs. Inc.,** 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel (213) 753-5121. Telex 67-3572. Pres. Jules Bhari; Gen. Mgr.: James Takeda, A&R, George Matola; Sales & Mktg., Tape & Int'l Donald Macmillan
- Branch:** Park Ridge, N.J., 12 Maple Leaf Dr. Zip 07656. Tel (201) 391-3676. VP Sales Robert Herington
- Labels:** (Owned) Big Town, Bright Orange, Crown Custom, Kent, Modern, Mother Goose, Riviera, Robin Hood, Super-8, United, Vee-8
- Cadet, N. J.,** see All Platinum
- 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
- Labels:** (Owned) Caedmon, Soundbook
- Int'l reps.:** Australia (L&S, Phonogram), South Africa (Trutone), UK (Teakfield)
- Caelix,** see Triangle
- Cafe Juli,** see Daytwo
- Cajun Classics,** see Modern Sound
- Calabasas,** see Suncat
- Caliente,** see Caeyronics
- California,** see LA Recs.
- California Mud Slide,** see Crimson Dynasty
- California Sun Recs.,** 10811 Hesby St., North Hollywood, Calif. 91601. Tel (213) 766-7487. Co-Pres. Steve Goddard, Chuck Tennin; Exec. VP Prod'n Ray Thompson
- Labels:** (Owned) Big Fish, California Sun
- Calhoop,** see Festival
- Calumet,** see San-Lyn
- Calvary Recs. Inc.,** 1832 Van Ness, Fresno, Calif. 93721. Tel (209) 486-2170. Pres. Nelson S. Parkerson Jr., A&R Ronnie Drake
- Branch:** Nashville, Tenn., 142 Eighth Ave. N. Zip 37203. Tel (615) 244-8800
- Labels:** (Owned) Calvary, Clarion
- Cambridge Recs. Inc.,** 125 Irving St., Framingham, Mass. 01701. Tel (617) 879-2282
- Camden,** see RCA & Pickwick
- Camden Soul,** see Rob-Lee
- Camerata Tokyo (Japan),** see Outstanding
- Canaan,** see Word
- Canadian American,** see Dawn
- Canary-Yellow Bird Recs Co.,** 1119 Woodrow St., Redwood City, Calif. 94061. Tel (415) 368-5619. Owner Earl Miles
- Candide,** see Moss
- Candle,** see Soundwaves
- Candy Recs.,** 2716 Sprinkale Court, Irving, Tex. 75060. Tel (214) 259-4032. Owner & Gen. Mgr. Kenny Wayne Hagler
- Labels:** (Owned) Candy, Hollt, Lil' Possum, Sweet Tooth
- Candy, Pa.,** see Jeree
- Can Scor,** see R&R
- Canyon Recs. Inc.,** 4143 N. 16 St., Phoenix, Ariz. 85016. Tel (602) 266-4823
- Cap,** see Cha-Cha
- Capital City,** see Centurian
- Capital Star Artist Ent's Inc.,** 1458 Buffalo Rd., Rochester, N.Y. 14624. Tel (716) 328-5565. Pres. Don Bailes, VP & Sales & Mktg. Tony Powlowski; Mgr. Don Redanz
- Branch:** Williamsport, Pa., 836 Franklin St. Zip 17702. Tel (717) 323-6951. Mgr. Pat Craven
- Capitol Recs. Inds.-EMI,** 1750 N. Vine St., Hollywood, Calif. 90028. Tel (213) 462-6252. Cable CAPRECORDS Telex 674051. Bd. Chm. & Chief Exec. Officer Bhsark Menon; Exec. Pres. Don Zimmermann; VP Mktg. Dennis White, VP A&R Rupert Perry, VP A&R/R&B Dr. Cecil I. Hale, VP Creative Servs. Dan Davis, VP Promo. Bruce Wendell, VP Int'l. Helmut Fest; Bus. Affairs Dir. Arnold Holland, Mdsq. & Adv. Dir. Randall Davis, Talent Acquisition Dir.: Bruce E. Garfield
- Branches:** New York, N.Y., 1370 Ave. of the Americas. Zip 10019. Tel (212) 757-7470. Exec. Ira Derfler—**Nashville, Tenn.,** 38 Music Square E. Zip 37203. Tel (615) 244-1842. Div. VP: Lynn Shults; Talent Acquisition Dir. Chuck Flood
- Int'l branch:** Canada
- Distribution centers:** Los Angeles, San Francisco, Calif.; Denver, Colo.; Miami, Fla.; Atlanta, Ga.; Niles (Chicago Metropolitan Area), Ill.; Germantown, Md.; Westwood (Boston Metropolitan Area), Mass.; Madison Heights (Detroit Metropolitan Area), Mich.; Bloomington (Minneapolis-St. Paul Area), Minn.; New York, N.Y.; Cleveland, Ohio; Bala-Cynwyd (Philadelphia Metropolitan Area), Bethlehem, Pa.; Nashville, Tenn.; Dallas, Tex. (See Record & Tape Wholesalers section for complete listings)
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- Int'l reps.:** Argentina (Capitol), Australia (EMI), Austria (EMI), Barbados (West Indies Recs.), Belgium (EMI), Bolivia (Discolandia), Brazil (Capitol), Chile (EMI), China (Four Seas), Colombia (CBS), Czechoslovakia (Artia), Denmark (EMI), Dominican Republic (Julio Tonos), East Germany (Deutsche Schallplatten), Ecuador (IFESA), Egypt (Sono Cairo), Finland (EMI), France (Pathe Marconi-EMI), Sonopresse), Germany (EMI Electrola), Greece (Columbia-EMI), Guatemala (Dideca), Hong Kong (EMI), Hungary (Hungarian Gramophone, Kultura), India (Gramophone), Ireland, (EMI), Israel (CBS), Italy (EMI), Jamaica (Record Specialties), Japan (Toshiba-EMI), Kenya (AIT), Korea (Oasis), Malaysia (EMI), Mexico (EMI-Capitol), Netherlands (EMI-Bovema), New Zealand (EMI), Nigeria (EMI), Norway (EMI), Pakistan (EMI), Peru (IEMPSA), Philippines (Dyna), Portugal (Valentim de Carvalho), Singapore (EMI), South Africa (EMI-Brigadiers), Spain (EMI-Odeon), Sweden (EMI), Switzerland (EMI), Thailand (EMI), Turkey (Grunberg Ticaret), UK (EMI), Uruguay (Ricardo & Rodolfo Gioscia), Venezuela (Los Ruices), Yugoslavia (Jugoton), Zambia (Teal)
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- 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'rs Joe H. Hunter, Roger LeBlanc; Sales Mgr. Catherine Charleton; Adv. Dir. Charlie Dick; Promo. Don H. Howser
- Labels:** (Owned) Caprice, Chariot, Checkmate, Palace, Relco, Soundmate
- Capricorn Recs. Inc.,** 535 Cotton Ave., Macon, Ga. 31201. Tel (912) 745-8511. Pres. Phil Walden, Exec. VP Frank Fenter; VP & Gen. Mgr. Don Schmitzler; VP Promo. Phil Rush; Treas. Ted Senters; Nat'l Pub. Dir. Mark Pucci; Nat'l LP Promo. Dir. Geary Tanner, A&R Dir. David Herscher; Artist Development Dir. Carole Kinzel
- Branch:** Hollywood, Calif., 6255 Sunset Blvd. Suite 814. Zip 90028. Tel (213) 462-7161. VP Special Projects John Scott; Adv./Creative Servs. Dir. Diana Kaylan
- Int'l rep.:** Worldwide excluding Japan & South Africa (Polydor Int'l)
- Captain,** see Sonic Arts
- Car Recs.,** 89 Bleeker St., New York, N.Y. 10012. Tel (212) 254-5315. Contacts Chris Stamey, Jamie Sims
- Cardinal, N.Y.,** see Vanguard
- Cardinal, Va.,** see Richtown
- Carib Recs.,** 1012 Ocean Ave., Brooklyn, N.Y. 11226. Tel (212) 434-5469
- Labels:** Carib, Cookhill
- Caribb,** see Boddie
- Caribou,** see CBS
- Carillon Recs. Inc.,** 521 Fifth Ave., New York, N.Y. 10017. Tel (212) 682-5844
- Carnio,** see Caeyronics
- Carolina Recs.,** 1605 Park Dr., Raleigh, N.C. 27605. Tel (919) 833-6694. Owner Ethel L. Casey; Mgr. Walker L. Casey
- Carol Rec. Co.,** 1076 River Rd., Hinckley, Ohio 44233. Tel (216) 278-4440. Pres. Thomas Gaines, VP/Sec'y Marilyn Gaines, A&R Steve Wasko
- Carousel Recs. Inc.,** 1273 1/2 N. Crescent Heights Blvd., Los Angeles, Calif. 90046. Tel (213) 650-6500. Pres. & A&R Stuart Lanis; VP Finance Adam Bank, VP Creative Servs. Colman Bank; VP Sales & Mktg. Nathan Bank, VP Pub. Mike Canyon, VP Adv. James Scott, VP Promo. Diann Joy
- Carrie,** see James Hendrix
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- Labels:** (Owned) Cap-Orion, Cartoon
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- Carwin Country Recs. & Tapes,** 13357 Lorain Ave., Cleveland, Ohio 44111. Tel (216) 476-2695. Pres. Carl French
- Casablanca Rec & FilmWorks,** 8255 Sunset Blvd., Los Angeles, Calif. 90046. Tel (213) 650-8300. TWX (910) 321-2937. Bd. Chm.: Peter Guber, Pres. Neil Bogart; Sr. VP Cecil Holmes; Exec. VP Bruce Bird; VP Sales Richard S. Sherman, VP Bus. Affairs Dick Etlinger; VP Int'l Mauri Lathower, VP Promo. Howard Rosen, VP Mktg. Peter Jones; VP/Press Roberta Skopp; VP Special Projects Marc Paul Simon
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- Casa Frago Inc.,** PO Box 2774, San Juan, P.R. 00903. Tel (809) 725-8842
- Label:** (Owned) Frago
- Casa Grande Recs./Don-Mar Recs./Shawmut Recs.,** PO Box 113, Woburn, Mass. 01801. Tel (617) 933-1474
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- Labels:** (Owned) Berry Hill, Palace
- Cassandra Recs.,** 2027 Parker St., Berkeley, Calif. 94704. Tel (415) 843-2365. Pres. Malvina Reynolds, Mgr. Ruth Burnstein
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- Casset Major,** see Steady
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- Celluloid Fanfare, see Entracte.
- Cenpro, see Century Prod'ns.
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- Center, see Biograph.
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- Central Sounds, see Point Blank.
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- 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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- Chamber Music Series, see Moss.
- Channel, see Music Resources.
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- Chapel, see Chapel/Bridge.
- Chapel/Bridge Recs. (div. of Pacific Press Publ'g Ass'n) 1350 Villa St., Mountain View, Calif. 94042. Tel (415) 961-2323. Mgr. W. P. Turpel; Nat'l Sales Mgr. E. B. Johnson.
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- Charay, see Christ.
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- Charter, see Gibson.
- Chase, see Chase Media.
- Chase Media Inc., Hotel Newhouse, Suite 1204, Salt Lake City, Utah 84101. Tel (801) 363-5858.
- Label:** (Owned) Chase.
- Chattahoochee Rec. Co., 16038 Ventura Blvd., Encino, Calif. 91436. Tel (213) 788-6863. VP John Yardum.
- Checker, see All Platinum.
- Checkmate, see Caprice.
- Chuck Chellman Co., 1201 16 Ave. S., Nashville, Tenn. 37212. Tel (615) 320-7287.
- Label:** (Owned) Renegade.
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- Chi-City, see Chi-Town.
- Chico, see Kubaney.
- Children's World, see JEMKL.
- Chimneyville, see Malaco & FK.
- China, see Aladdin.
- China Doll, see Aladdin.
- Chiron Cassettes, see Communication Institute.
- Chi-Town Recs. 2123 N. Seminary Ave., Chicago, Ill. 60614. Tel (312) 348-3730. Pres. Carl A. Bonafede; VP Frank Pizani.
- Labels:** (Owned) Chi-City, Chi-Town, Land of Lincoln Railroad Center.
- Chocolate City, see Casablanca.
- Choice Recs. Inc., 245 Tilley Pl., Sea Cliff, N.Y. 11579. Tel (516) 671-7299.
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- Chris, see 3 G's.
- Chrim, see Tempo.
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- Labels:** (Owned) Enaray, Le Cam.
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- Christian Folk, see Skylyte-Sing.
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- Labels:** (Owned) Chrysalis, (distributed) Air, Bronze, Takoma.
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- Circle, see Jazzology-GHB.
- Ciadelle, see Art.
- Claddagh (Ireland), see Rounder & Shanachie.
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- Classic Jazz, see MMO.
- Classics Int'l (div. of PolyGram Corp.), 810 Seventh Ave., New York, N.Y. 10019. Tel (212) 399-7000. VP & Gen. Mgr. James J. Frey; VP M. Scott Mampe.
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- Claves, see Worldwide Music Servs.
- Clay Pigeon Recs. (div. of Clay Pigeon Int'l), PO Box 20346, Chicago, Ill. 60620. Tel (312) 476-2553. Pres. & A&R Vytautas Beleska; Sales Mgr. Rudy Markus; Promo. Dir. M. Bernes; Special Projects Mgr. D. Jaras.
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- Cleveland Entertainment Co., PO Box 783, Willoughby, Ohio 44094. Tel (216) 951-0993. Pres. Steve Popovich; Nat'l Promo. Dir. Bill Catino; Marty Mooney; Nat'l Promo. Mgr. Dave Clemence.
- 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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- Clouds, see TK.
- Clown, see Ray Lawrence.
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- Labels:** (Owned) Cobra, Knight.
- Cochise Rec. Co., PO Box 1415, Athens, Tex. 75751. Tel (214) 675-4170.
- Coco Recs. Inc., 1700 Broadway, New York, N.Y. 10019. Tel (212) 582-6886. Pres. Coco/Graffiti/Gala & Sec'y Treas. Novola Zafiro; Harvey Avenite; Pres. Novola Zafiro & Sec'y Treas. Coco/Graffiti/Gala; Sam Goff; Exec. VP Graffiti; Danny Rivera; VP Gala; Steve Lawrence; VP Novola Zafiro; Esteban Morencos.
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- Coda, see Spanish Music Center.
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- Colibre, see Safari.
- Collectors Series, see Columbia Special Prods.
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- Colonial, see Howard Knight.
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- Color, see IH.
- Colosseum Recs. Ltd., 134 S. 20 St., Philadelphia, Pa. 19103. Tel (215) 698-7710. Pres. Robert F. Morton.
- Colosseum, N.Y., see Acropole.
- Colt, see CJ.
- Columbia, see CBS.
- Columbia Masterworks, see CBS.
- Columbia Special Prods., 51 W. 52 St., New York, N.Y. 10019. Tel (212) 976-4126. VP A.E. Shulman; Gen. Mgr. John Franks; Sales Mgr. Dave Backer. (Also see CBS).
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- Commercial Dist'g Corp. (CDC), PO Box 40212, 2535 Franklin Rd., Nashville, Tenn. 37204. Tel (615) 385-3674.
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- Labels:** (Owned) CI Cassettes, Chiron Cassettes, Ivan Berg Cassettes, London Times Cassettes.
- Communication Recs., 7212 S. Wabash Ave., Chicago, Ill. 60619. Tel (312) 783-3186. Pres. B. L. Dixon.
- Community, see SiPRA.
- Compas, see Godell.
- Compco Rec. Co., 105 Burk Dr., Oklahoma City, Okla. 73115. Tel (405) 677-6448. Pres. & Prof. Mgr.: Yvonne DeVaney, VP. Sonny Lane.
- Composers Recs. Inc., 170 W. 74 St., New York, N.Y. 10023. Tel (212) 873-1250. Pres. Blair Weille; Exec. VP Carter Harman; Nat'l Sales Rep. Larry Sockell.
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- Labels:** (Owned) Con Bro, Concorde.
- Concepts Exchange Int'l (CEI), 1050 Plymouth Dr., Sunnyvale, Calif. 94087. Tel (408) 737-0565. Pres. Martin Espinosa; VP Craig Pedersen; Treas. Paul Giovanetti; Sec'y Bruce Marelich.
- Concert Co., PO Box 531, 3318 Platt Ave., Lynwood, Calif. 90262. Tel (213) 639-1341.
- Label:** (Owned) Concert Rec'g.
- Concert-Disc, see Everest.
- Concerto Live, see Moss.
- Concert Rec'g, see Concert Co.
- Concorde, see Con Bro.
- Concord Jazz Inc., PO Box 845, Concord, Calif. 94522. Tel (415) 682-6770. Pres. Carl E. Jefferson; VP & Admin. Mgr. Joan Kenston; Dist'n Mgr. Margaret Glasgow; Prod'r Frank Dorritte.
- Int'l reps.:** Germany (Bellaphon), Japan (Toshiba-EMI), Netherlands (Nuis Bedrijven), Sweden (Ad Lib), UK (Swift).
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- Connoisseur Society Inc., 390B West End Ave., New York, N.Y. 10024. Tel (212) 873-6769. Cable CONNOSO-REC. Pres. A&R & Tape Dir. E. Alan Silver; VP Sales Rosana M. Silver; Promo. & Int'l Prod. Dir. Claudia Marx; Comptroller Elaine Barish.
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- Labels:** (Owned) Gospel Media, (distributed) Aslan, Eden Inwood, Star Song of California, Street Level, Trinity Sound.
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Labels: (Owned) Boyfriends, Century Artist, Continental Artist, GayArtist, Premier Artist
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Labels: (Owned) Down East, Event
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 Everest Rec. Group, (2020 Ave. of the Stars, Century City, Calif. 90067 Tel. (213) 557-0309
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 Fame, see Vintage
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Int'l rep.: UK (Swift)

Fanfare Recs., PO Box 2501, 5311 SW Ninth, Des Moines, Iowa 50315. Tel: (515) 285-6564. Pres.: Art Stenstrom, Prod'r: Bob Parker.

Fania Recs. Inc., 888 Seventh Ave., New York, N.Y. 10019. Tel: (212) 397-6730. TWX (710) 581-6093. Pres.: Gerald Masucci, VP Johnny Pacheco, Comptroller: Victor Gallo; Int'l: Jose Florez; Press/Promo.: Sergio Rozenblat.

Branch: Condado, P.R., 1400 Magdalena Ave. Zip 00907. Tel (809) 723-9208.

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Int'l reps: Australia (Festival), Austria (Bellaphon), Brazil (Top Tape), Canada (BSR, Emerson, Motown), Denmark (EMI), Finland (EMI), France (Musidisc-Europe), Germany (Bellaphon), Greece (Music-Box), Guatemala (Discos de Centroamerica), Hong Kong (HK), Israel (Hatak-lit), Italy (Fonti-Cetra), Japan (Victor), Mexico (Gamma), Netherlands (EMI), New Zealand (Festival), Norway (EMI), Philippines (Vicar), Portugal (Radio Triunfo), South Africa (Teal), Spain (Hisvox), Sweden (EMI), Switzerland (Bellaphon), UK (EMI)—Fantasy, Stax; RCA—Prestige, Milestone); Venezuela (Allstar), West Indies (Record Specialists in Jamaica), Yugoslavia (Jugoton).

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Fantasy/WMOT, see Fantasy/Prestige/Milestone/Stax.

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Fee Bee Rec. Co., 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel (412) 884-4554. Pres.: Joe Averbach; A&R & Arranger: Butch Martin; Promo.: Carl Hirce.

Labels: (Owned) Fee Bee, Sceptre.

Fee-Line Recs. Ltd., 604 E. Madsion, Knoxville, Iowa 50318. Tel: (515) 842-3933/2135.

Fee Recs. Inc., 19025 Grand River, Detroit, Mich. 48223. Tel: (313) 838-8100. Pres.: Woodrow Wilson; VP Opns.: Jay Butler.

Femix, see Otsoo.

Maynard Ferguson Music Inc., PO Box 716, Ojai, Calif. 93023. Tel (805) 646-8715.

Label: (Owned) MFM.

Fermata Int'l Melodies Inc., Sunset-Vine Tower Bldg., Suite 916, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel (213) 462-7473. Cable: FERMATACAL TWX (910) 321-4063. Mgr.: Debora Frenkiel.

Home office: Brazil.

Labels: (Owned) Discos Premier, Fermata, Importa/Som, Peralta, Pick, RGE, Som/Maior, Young (all imported from Brazil).

Festival/Callope Recs., 17711 Margate, Encino, Calif. 91436. Tel (213) 344-4552. Gen. Mgr.: Chuck Edwards.

Festivo, see Classics Int'l.

Fiction Recs., PO Box 375, Wilmette, Ill. 60091. Contact: Cary Baker.

Label: (Owned) Fiction, Stranger Than Truth, (distributed) 20th Century Fox.

Fiddlededoo, see Rounder.

Fiddler, see Rounder.

Fidelo Recs., 120 Kingston Pl., No. 30, Bloomington, Ind. 47401. Tel (812) 339-2475.

Int'l rep.: UK (Henry Stave).

Fidelity Sound Recs., 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) Dana, Fiesta, Grecophon.

Int'l reps.: Canada (Fiesta, Holborne).

Fiesta Rec. Co. Inc., 1619 Broadway, New York, N.Y. 10019. Tel (212) 757-7760. Pres.: Jose Merand.

Sales Mgr.: Ed Kleinbaum.

Int'l branch: Canada.

Labels: (Owned) Dana, Fiesta, Grecophon.

Int'l reps.: Canada (Fiesta, Holborne).

Fifty-Fifty Prod's Inc., 11 E. 26 St., New York, N.Y. 10010. Tel (212) 686-7010. Pres.: Steve Martin.

50%, see Cord.

50 States Recs., 50 Music Square W., Suite 501, Nashville, Tenn. 37203. Tel (615) 327-1500. Pres.: Donald L. Riis; A&R Dir.: Johnny Howard; Pub. & Adv. Dir.: Georgia Rayhons; Promo. Mgr.: Richard P. Colanzi.

Filly Colt Recs. (div. of Pix-Russ Music), 49 Music Square W., Suite 513, Nashville, Tenn. 37203. Tel (615) 320-5796. Pres.: Bobby Russell; Prod'r & Affairs Dir.: Michael Snow.

Final Connection, see Davida.

Finer Arts Recs./Transworld Recs., 295 Monaco Pkwy., Denver, Colo. 80220. Tel (303) 355-4535. Contacts: Morris, Allan, Barry, Neil & Richard Bernstein.

Finnadar, see Atlantic.

Finnlevy (Finland), see Worldtone.

Fiorucci Inc., 127 E. 59 St., New York, N.Y. 10022. Tel.

(212) 751-1404. Telex 666768. Exec. VP: Gianfranco Rossi; Music Dir.: Cico Colacicco. PR: Peggy Fincher.

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 Kanuk.

Labels: (Owned) Northern Light, Rock City.

Firma, see CJ.

First American Recs. Inc., 65 Marion St., Seattle, Wash. 98104. Tel (206) 625-9992. Bd. Chm.: Jerry Dennon; Pres.: Gil Bateman; VP: R.A. Harlan; Nat'l Accounts Mgr.: Stan Sulman; Nat'l Sales Mgr.: Linda Skore; Prod'n Co-ord.: Tanya Campana.

Labels: (Owned) First American, Great Northwest, Music Is Medicine, Piccadilly, (distributed) Burdette, Potato, Stony Plain.

First Artists Recs., 4000 Warner Blvd., Burbank, Calif. 91522. Tel (213) 843-6000. Telex: 698586. VP: Gary Le Mel; Ass't: Sandi Beach.

First Component Series, see Audiofidelity.

First Edition, see Louisville Orchestra.

Fisherfolk, PO Box FF, Woodland Park, Colo. 80863. Tel (313) 687-9237. Pres.: Grover T. Newman; VP: John P. Farra; Treas.: Lynn Hubbard; Sec'y: Margo Farra.

Int'l branch: England, Celebration Servs.

Labels: (Owned) Celebration, Fisherfolk, Fishermen, Net.

Fishermen, see Fisherfolk.

Fist-O-Funk Recs., 293 Richard Court, Pomona, N.Y. 10970. Tel (914) 634-2446, 354-7157. Pres.: Kevin Misevis; Prof. Mgr.: Ulla Misevis; A&R: T.C. James; Promo.: Lewis Calabro.

Branch: New City, N.Y., 90 Collyer Ave. Zip: 10956. Tel (914) 634-2446. Studio Mgr.: Robert Misevis.

Int'l reps.: Canada (Quality), Italy (EMI), UK (EMI).

Five Star, see Fidelity Sound.

Flama, see Gas.

Flambo, see King Walk.

Flame, see Crimson Dynasty.

Flamngans Recs., 16565 NW 15 Ave., Miami, Fla. 33169. Tel (305) 624-9881. Contact: Tony De Zago.

Flashlight, see Symposium.

Fiatrock, see Buttermilk.

Fiat Town Music Co., Floyd's Bldg., 434 E. Main, Ville Platte, La. 70586. Tel (318) 363-2139. Owner: J. Floyd Soileau; Pub. & Promo.: Benny Graeff.

Labels: (Owned) Jin, Maison de Soul, Swallow.

Int'l reps.: France (Le Chant du Monde), UK (Oval, Swit).

Fleurette Recs., PO Box 34, Claymont, Del. 19703. Pres.: Alex Czarenko.

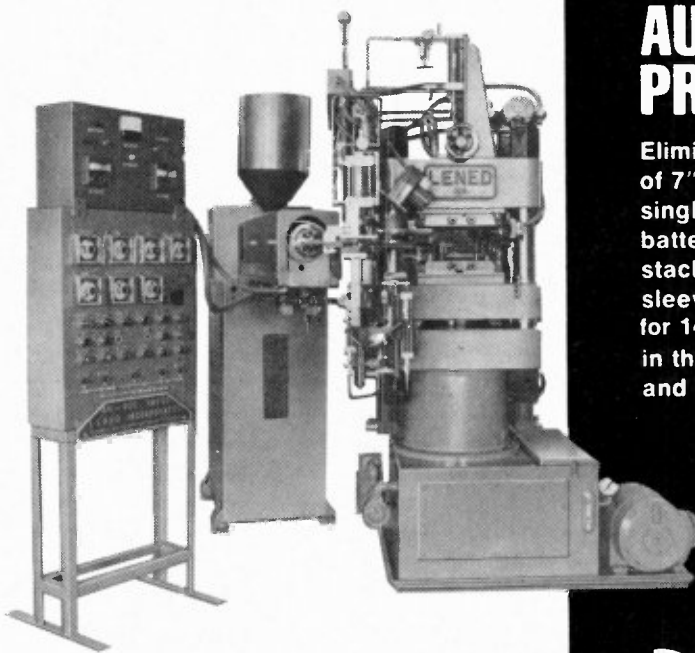
Flin-Flon Country, Box 103, Mullen, Neb. 69152. Tel (308) 546-2293. Gen. Mgr.: L. E. Walker; Sales Mgr.: David L. Walker.

Label: (Owned) Garden of Eden.

Florida Independent Rec. Corp., PO Box 523790, Miami, Fla. 33152. Pres.: Joseph Stanzione.

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Flyright (UK), see Rounder
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Int'l reps.: Australia (Larrikin), UK (Free Reed)
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Folkraft Publ'g Co. Inc., 10 Fenwick St., Newark, N.J. 07114. Tel (201) 243-8700.
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Labels: (Owned) Asch, Broadwaysides, 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).
Fona, see Churchill.
Fonodisco, see DGJ.
Fono-Rex, see Discos Latin
Fontana (Brazil), see Brasilia
Foot, see Red Diamond
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For Singers Only, PO Box 10, North Hollywood, Calif 91603. Tel (213) 274-5863. Pres. Phil Moore, VP. Jack Tracy
Fortune & Hi-Q Recs., 3942 Third Ave., Detroit, Mich. 48201. Tel (313) 833-5383
Labels: (Owned) Fortune, Hi-Q, Strate-8.
415 Recs., 595 Castro St., San Francisco, Calif. 94114. Tel (415) 552-9828. Contacts: Howie Klein, Chris Knab, C.W. Bridges.
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Four Star Recs Inc., 49 Music Square W., Nashville, Tenn 37203. Tel (615) 329-0444.
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Fragoso, see Casa Fragoso
Frane 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 Pat Doran.
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., 6118 S. Padre Island Dr., Corpus Christi, Tex 78412. Tel (512) 992-8411. Owner Freddie Martinez, Gen Mgr. Lee Martinez, Sales & Promo Jessie Salcedo; Sales Rick Longoria; Engs. Ruben Peralta, Hector Gutierrez
Labels: (Owned) Acorn, Freddie, Johnny, Rosita
Freedom Recs Ltd., PO Box 888, Easley, S.C. 29640. Tel (803) 269-7012
Free Flight, see RCA
Free Spirit, see Salsoul.
Free Style, see Vanguard.
Frejo, see Fred Weinberg
Fretless, see Philo.
Fretone Recs Inc., 3114 Radford Rd., Memphis, Tenn. 38111. Tel (901) 327-8187.
Fri, see Discolando
Friends & Co., 108 Sherman Ave., New York, N.Y. 10034. Tel (212) 567-5110.
Frisco Prod'ns, 1218 Hollister Ave., San Francisco, Calif 94124. Tel (415) 467-5157. Owners James B. & William C. Taylor
Front Hall Recs., RD 1, Wormer Rd., Voorheesville, N.Y. 12186. Tel (518) 765-4193. Pres. Kay L. Spence.
Front Row, see Domino Ltd.
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Fuentes (Colombia), see Mirosa
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. Co-Pres. Fred Berk, Jeff Gilman.
Funnystone, see Horizon Publ'g.
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Future Shock, see Red Diamond
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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 S Music & Rec. Group Communications Co., 1236 E. India, Suite 223, Tampa, Fla. 33602.
G S I, see Progressive.
G T P, see Surf City
Gael-Linn (Ireland), see Rounder & Shanachie
Gala, see Cocco.
Gala Ball, see Jamie/Guyden
Galaxie Recs., 11 Music Circle S., Nashville, Tenn 37203. Tel (615) 244-3961. Contact Jim Lusk. (Distributed by IRDA)
Galaxie III Studios, 118 Fifth St., Taylorsville, N.C. 28681. Tel (704) 632-4735. Owner & Pres. Harry Deal
Label: (Owned) Eclipse
Galaxy, see Fantasy/Premiere/Milestone/Stax
Gale Maximum Fidelity (UK), see Audio-Technica
Gallup Recs., PO Box 56055, Los Angeles, Calif 90008. Tel (213) 731-4006.
Gamma Recs Inc., 10822 Overbrook, Houston Tex 77042. Tel (713) 721-3041, 781-2981. Pres. David Bromberg
Garden of Eden, see Flin-Flon
Garden Rec Co., 9000 Sunset Blvd., Los Angeles, Calif 90069. Tel (213) 274-0615
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
Gasparo Recs., PO Box 90574, Nashville, Tenn 37209. Tel (615) 383-3168. Owner Roy Christensen
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. & Gillette-Madison
GayArtist, see Frank Evans
Gear, see Progressive.
Gem Recs., Box 9726, West Gate Sta., San Jose, Calif 95117. Tel (408) 353-3284. Pres. Dr. John E. Moran
Gem Toby, see RCA
General Music Corp., 3012 N. Main St., Houston, Tex 77009. Tel (713) 225-0450. Pres. Jay Collier, Sales Mgr. Bettye Aldis; VP A&R Tommy Melder, Nat'l Promo. Dir. Beau James
Label: (Owned) GMC.
Generation, see Boot
Genesis Rec'g Co., 1228 Reed St., Philadelphia, Pa 19147. Owner & Chief Operating Officer Grace Marchesa
Genesis Recs. Inc., 710 Wiltshire Blvd., Santa Monica, Calif. 90401. Tel (213) 393-9293
Genie, see Aladdin.
Genstation, see International Mod Recs.
Getaway Recs., 228 Normandy Professional Bldg., St. Louis, Mo 63120. Tel: (314) 382-2202. Contact Jim Logan.
Ghost Recs., 1905 Pesos Pl., Kalamazoo, Mich 49008. Tel (616) 375-2641. Pres. Don Jobe, VP Bill Grody.
Labels: (Owned) Ghost, Jobe
Gibson Ents., PO Box 2098, 4009 E. 18 St., Vancouver, Wash 98661. Tel: (206) 695-2112. Pres. Gene Breeden, VP Ellis Miller; Sales & Mktg. Blaine Allen; Pub. Adv. & Promo. Lorraine Walden
Labels: (Owned) Charter, Portland Ltd., Ripcord
Gillette-Madison Co., 600 Somerset St., North Plainfield, N.J. 07060. Tel. (201) 753-0777. Cable GILMADCO.
Pres. Robert W. Schachner, VP Sy Spiegelman
Branch: Studio City, Calif., 11375 Ventura Blvd. Zip 91604. Tel (213) 766-9419. Sales Rep. Michael Sasina
Labels: (Owned) Dyno, Gateway, Personal Choice, (distributed) Thunderbird, Who's Who
Gilleynan Recs., 4736 Volunteer Dr., Antioch, Tenn 37013. Tel: (615) 331-5379. Contact Doug Pierce (Distributed by IRDA)
Gil's Funny Recs., see Aquila.
Glades, see TK
Glad Hamp Recs Inc., 1995 Broadway, New York, N.Y. 10023. Tel (212) 787-1222.
Glamour & Grease, see Dance-A-Thon
Glenn Prod'ns & Promos., 157 W. 57 St., New York, N.Y. 10012. Tel (212) 265-6585. Pres. Ben J. Arrigo.
Labels: (Owned) GP; (distributed) Black Hawk, Juno, Rebecca.
Glo, see Jody.
Globe Ents., 827 Thomas, Memphis, Tenn. 38107. Tel (901) 525-0540. Pres. William E. Glore
Labels: (Owned) American Way, Glotte, Lunx, Memphis & It's Music, Prophesy, Tennessee Country, UFO
Glori Recs Inc., 246 Richmond Ave., Staten Island, N.Y. 10302. Tel (212) 720-6700. Pres. Steven Herman, VP Bruce Herman, Gen Mgr. Arnold McCloud; A&R Dir. Bill Green
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
Goldband Rec'g Studio, 313 Church St., Lake Charles, La 70601. Tel (318) 439-8839. Owner Eddie Shuler.
Golden Crest Recs. Inc., 220 Broadway, Huntington Station, N.Y. 11746. Tel (516) 423-7090
Labels: (Owned) Crest, Golden Crest
Golden Cross, see Gusman.
Golden Hawk, see Crimson Dynasty
Golden Moon Recs., 136 Maple Ln., Mooresville, Ind 46158. Tel (317) 831-5207. Pres. William Haskett
Golden Shield, see Rite Rec.
Golden Soul, see Sonic Arts.
Goldhawk, see MCA
Goldisc, see Timeless
Gold Mind, see Salsoul.
- Goldmont Music Inc., 24 Music Square E., Nashville, Tenn 37203. Tel. (615) 254-3725.
Label: (Owned) Comet.
Gold Recs., 304 N. Point Dr., Stevens Point, Wis 54481. Tel (715) 344-8156. Pres. Norm Dombrowski, VP Lucille Dombrowski
Goldrush Recs., PO Box 7189, Burbank, Calif. 91510. Tel (213) 462-5993, 705-0892. Pres. Kathleen Williamson, VP Kellee Buchanan, VP Disco Promo. Eli Vincente, Exec Prod'r Major Lee Vincente
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 Word.
The Good Sound Factory, 1415 N. Linc 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 Eberman (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 Bollman.
Gospel Media, see Consolidated Gospel
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 Roots, see TK
Gospel Time, see Ralph's Radio
Gotham Rec. Corp., 925 N. Third St., Philadelphia, Pa 19123. Tel (215) 627-2277
Gothic Recs Inc., PO Box 533, Murray Hill Sta., New York, N.Y. 10016
Graduation-Agreement, see Graduation Recs
Graduation Recs. Inc., 212 N. Kingshighway, St. Louis, Mo 63108. Tel (314) 361-4400. Pres. Julian H. Miller II, VP Lynn Schweizer.
Labels: (Owned) Graduation, Graduation-Agreement
Graffiti, see Coco.
Graffiti, see Dawn
Gramercy 5, see Grenadilla
Gramophone Recs (div. of Audio Int'l Inc.), 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
Grandfalloon, see Jersey Coast
I Grandi Interpreti, see Educational Media & Discocorp
Grand Orgue, see Teleson-America
Grand Prix, see Sunshine Group
Granite Music Corp., see Criterion
Granny White, see World Int'l.
Grape Rec Co., PO Box 2466, Jackson, Miss 39205. Tel (601) 956-6014. Pres. R.A. Bridges. (Distributed by Howard Knight)
Grapevine, see Grenadilla
Grapevine Opry, 308 Main St., Grapevine, Tex. 76051. Tel (817) 481-3505. Owner Chisa Childs, Mgr. Johnnie High.
Labels: (Owned) ASR, GO
Grass Mountain, see Richey
Grassound, see Revonah
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.
Great Circle Rec. Co., see Benson
Great Northwest, see First American
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.
Grecophon, see Fiesta
Greenbush, see Lee Anderson
Green Dolphin, see Jerce
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
Green Linnet, see Innisfree.
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 (Sugar), UK (London)
Green Tree, see Rounder.
Greentree, see Benson
Grenadilla Ents. Inc., 345 Park Ave. S., New York, N.Y. 10010. Tel (212) 679-6090. Pres. & A&R Dir. Richard Gilbert.
Labels: (Owned) Gramercy 5, Grapevine, Grenadilla, Rocking Horse.
David Gresham Prod'ns, 7033 Sunset Blvd., Suite 300, Los Angeles, Calif 90028. Tel (213) 462-0833. Pres. David Gresham, Exec VP & Mng. Dir. Patrick Boyle; VP Allan Goldswain
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Grit, see Alshire.
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G M C, Tex., see General Music
G M S-Disc, see Playtette
G M T Recs. Inc., PO Box 25141, Honolulu, Hawaii 96825. Tel (808) 521-0041. Pres. Gil M. Tanaka.
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
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- Labels: (Owned) Blue Bonnett, Cactus, Deadwood, Dynamite, Gospel, Peek, Stardust, Tar Heel, True Love
- John Hall Recs. Inc., PO Box 18344, Fort Worth, Tex. 76118. Tel (817) 281-6605.
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- Hanover Music Corp., PO Box 6296, Beverly Hills, Calif 90212. Pres. Paul Weston; VP Chester A. Kinzelberg, Sec'y-Treas. Marvin Freedman.
- Label: (Owned) Corinthian
- Hansen, see Good Sound Factory
- Happy Day Recs. Inc., 800 N. Ridgeland Ave., Oak Park, Ill 60302. Tel (312) 848-3322. Pres. Roger Paulzy; VP A&R: Vincent J. Ippolito; Nat'l Sales & Promo. Dennis J. Nowak
- Happy Fox Recs., 7188 Sunset Blvd., Suite 204, Los Angeles, 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 Consultant: Virginia Ford, Annie Meadows; Southern Promo Consultant: Ida Perine, Gwendolyn Lay, Southwest Promo Consultant: Linda Lonon.
- Happy Jazz Recs. Inc., PO Box 66, Zip 78291, 522 River Walk, San Antonio, Tex. 78205. Tel (512) 225-6841
- Labels: (Owned) American Jazz, Audiophile, Happy Jazz.
- Happy Tunes, see Springboard
- Hard Times, see Pharoah
- Hardy, see Jersey Coast
- Hardy Station Recs., Box 6A, Rt. 2, Grenada, Miss. 38901 Tel (601) 226-7299/7725. Contacts: W.C. Taylor Jr., Fancher Sargent. (Distributed by IRDA)
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- Harmony Club Recs., PO Box 925, Hollywood, Calif. 90068 Tel (213) 465-6043. Admin. Mgr. Sherry Barnett.
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- Haven Recs. Inc., 9220 Sunset Blvd., Suite 306, Los Angeles, Calif. 90069. Tel (213) 278-8970. Cable: M0S-SAC. Pres. Dennis Lambert; VP: Brian Potter.
- Hawk Sound, see Ala Ent's
- Haydn Society, see Esoteric
- Head, see Aladdin
- Headliner Stars, see Robbins.
- Heartsong, see IRDA.
- HeartWarming, see Benson
- Heavy Sound Prod'ns, PO Box 2875, Washington, D.C. 20013. Tel (202) 396-3009. Pres. & Prod'r: Ben Smalls; VP: Joe Holt; Prod'r & Arranger: Keith Holmes.
- Label: (Owned) Ben-La-Rose.
- Helicon, see Spoken Arts
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- Hello, see Stark
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- James Hendrix Ents., PO Box 90639, 902 42 Ave. N., Nashville, Tenn. 37209. Tel (615) 297-4174. Pres. & Dir.: James Hendrix
- Label: (Owned) Carnie
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- Labels: (Owned) Herald, Kleis, (distributed) Mark Five
- Lawrence Herbst Investment Trust Fund, c/o Antejo Corp., PO Box 1659, Beverly Hills 90213; 3815 Ocean View Blvd., Montrose, Calif 91020 Tel (213) 248-1084. Rec. Div. Admin. Lawrence Herbst; Pres. J. Tomlinson
- Labels: (Owned) Lawrence Herbst, Total Sound.
- Heritage, see Heritage Singers & MJ
- Heritage Singers Gospel Heritage Foundation, PO Box 1358, 3777 Newtown Rd., Placerville, Calif. 95667. Tel (916) 622-9369.
- Label: (Owned) Heritage.
- Herwin Recs. Inc., PO Box 306, Glen Cove, N.Y. 11542. Tel (516) 676-5523. Pres. Bernard Klatzko.
- Int'l reps.: Denmark (CSA), UK (CRD).
- Ht., see Cream
- Hickory Recs. Inc., 2510 Franklin Rd., Nashville, Tenn. 37204 Tel (615) 385-3031 Telex 55-4366. Pres. Wesley H. Rose, VP/Gen. Mgr. John R. Brown; VP/Dir. Mel Foree, A&R/Prod. Dept. Dir.: Ronnie Gant; Pop Div. Prof. Dept. David Kastle; Nat'l Promo. Dir.: Roy Accuff Jr.; Nat'l Promo. Dick Kiser, Ray McClain, Peggy Lamb, Jimmy Holland (Distributed by MCA)
- Ht Fr, see Everest
- HiFi/Life, see Everest.
- Hiding Int'l, PO Box 32111, San Jose, Calif. 95152 Tel (408) 258-6000. Pres. Eric R. Hiding, VP John P. Pecorino
- Labels: (Owned) Apollo, FaderKat, Hiding Int'l, Invader
- Hillside Recs., 948 Studer Ave., Columbus, Ohio 43206 Tel (614) 252-7116 Owner Larry McKenzie.
- Hillsdale, Tenn. see Nationwide Sound.
- Hilltak, see Atlantic.
- Hilltop, see Nationwide Sound.
- Hindsight Recs. Inc., PO Box 7114, Burbank, Calif. 91510 Tel (213) 841-3508. Pres.: Wally Heider.
- Ht-O, see Fortune
- Historical Anthology of Music, see Vanguard.
- Historical Recs. Inc., PO Box 4204, Jersey City, N.J. 07304. PO Box 109, Canaan, N.Y. 12029. Tel (518) 392-3400. Pres. Arnold Caplin.
- Historical Series, see Moss.
- His-Way, see Mitchell
- Hit Machine Recs. (div. of Diversified Mgmt. Group), PO Box 20692, San Diego, Calif. 92120. Tel (714) 277-3141. Pres. & Prod'r: Marty Kuritz; Prod'r's David Sanchez, David Compton, Clark Gault.
- Hit Recs. Inc., 576-B Goldsboro Rd. NE, Atlanta, Ga. 30307 Tel (404) 577-3709. 688-0799.
- Hitstown-Disko Rec. Corp., 327 Upshur St. NW, Washington, D.C. 20011. Tel (202) 882-7339. Pres.: Clifton Thomas; VP & Exec. Sec'y Charles Farmer.
- Labels: (Owned) Disko, Hitstown.
- Hob Recs. Inc., 1733 Broadway, New York, N.Y. 10019. Tel (212) 765-8840. Pres. Nick Albarano
- Label: (Owned) RS Int'l.
- Holl, see Candy
- Hollywood, see Gusto.
- Hologram, Pa., see Crimson Dynasty
- Hologram Recs., 888 Seventh Ave., 12th fl., New York, N.Y. 10019. Tel (212) 245-8170. (Distributed by RCA)
- Holy Cross, see McKinnon.
- Holy Spirit Recs., 27335 Penn St., Inkster, Mich. 48141. Tel (313) 274-5905. Pres. Otis G. Johnson.
- Home Comfort, see Ray Lawrence.
- Home of the Hits, see Beserkeley.
- Home Run, see Solid Smoke
- Homestead, see County
- Honeydew Recs. Inc., 950 Third Ave., Suite 3000, New York, N.Y. 10022. Tel (212) 752-3380. Cable: HOPRESSAM. Pres. Donald Ross; VP: Gayle Ross. (Distributed by Zim)
- Hong Kong, see Aladdin
- Hooks, see Styletone
- Hooks Bros., see Styletone
- Horizon, Calif., see A&M
- Horizon Publ'g Co., 13615 Victory Blvd., Suite 216, Van Nuys, Calif. 91401 Tel (213) 997-9100
- Labels: (Owned) Funnybone, Pedigree.
- Horn, see Aladdin
- Horo (Italy), see Rounder
- Robert Horwitz Org., PO Box 33073, Granada Hills, Calif. 91344. Tel (213) 363-5800. Pres.: Robbie Horwitz; VP Brad Kopenick; A&R Patrick Winningham; Pub.: Ray Rayner
- Hot City, see Blaze
- Hotland Recs., Box 13584, Sta. K, Atlanta, Ga. 30324. Tel: (404) 876-1073. Pres. George Aristotle Poulos; VP: A&R: Hamilton Underwood; Creative Servs. Dir.: Melanie Phillips; VP Mktg. & Sales: Alexander Smart; Disco Promo: Co-ord Vicki Crawley. (Also see Dance-A-Thon)
- Hot Lips, see RCA
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- House of Falcon Inc., 821 N. 23. McAllen, Tex. 78501. Tel (512) 687-7121. Cable: FALCON. Pres. A. Ramirez Sr. Sec'y & Gen. Mgr. A. Ramirez Jr., Rec'g Dir.: Mark A. Ramirez, Gen. Sales Mgr.: Ramiro Perez; Promo. Dir.: Jean Le Norman, Int'l. Rosario Grajales
- Branches: **Los Angeles, Calif.**, 2722 W. Pico Blvd. Zip 90006 Tel (213) 731-7247. Mgr.: Sara Segovia. Promo Mgr. Juan Vila—**San Antonio, Tex.**, 434 S. Main, Suite 207, Zip 78204. Tel (512) 225-3415. Mgr.: Elvia Casillas; Promo Mgr. Carlos Santa Cruz.
- Labels: (Owned) ARV Int'l, Falcon, RIC.
- Int'l reps.: Colombia (Corporacion Musical), Guatemala
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- Labels: (Owned) Hula, Surfside.
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- Hurricane, Pa., see Crimson Dynasty
- Hurricane Ent's., PO Box 3547, 1927 San Mateo NE, Albuquerque, N.M. 87110. Tel (505) 265-3049/4039, 255-8039. Pres.: Al Hurricane; VP: Tiny Morrie; Sec'y-Treas. Bennie L. Sanchez.
- Hype, see Bee Jay.
- I**
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- I C A, see Independence Corp.
- I C M C, see Promotions West.
- I G L, see Iowa Great Lakes.
- I L S Institute, see Institute for Language Study.
- I M I, see Avoca
- I M M C O, see International Mktg. & Mgmt.
- I P A, see Desmar.
- I P S, see Black Fire
- I R C, see International Rec'g Co.
- I R D A (International Rec. Dist'g Assocs.), 260 W. Main St., Suite 107, Hendersonville, Tenn. 37075 Tel (615) 824-9100. Pres. Hank Levine; VP: Mike Shepherd; Nat'l Promo. Dir.: Keith Stewart
- Labels: (Represented) Alerton, Arc, Conestoga, Down Home, Galaxie, Gileyan, Hardy Station, Heartsong, Kard, Odo, Subbarao, Sure Fire, Tina, Triple III.
- I R M, see Sound Inc.
- Ibis Recs. Inc., 9701 Wilshire Blvd., Suite 1000, Beverly Hills, Calif. 90212. Tel (213) 550-8115. Pres.: Alec R. Costandinos; VP/Communications: Sheryl Feuerstein. (Distributed by Casablanca)
- Icepac, see WILD
- Ictus (Italy), see Rounder.
- Image, see Audiofidelity.
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- Imports/Som (Brazil), see Fermata.
- Improvis, see Tobill & Audiofidelity.
- Improving Artists Inc., 26 Jane St., New York, N.Y. 10014. Tel (212) 243-2018. Cable: IMPROVART. Telex: 237166. Pres. & Int'l: Carol Goss; VP & A&R: Paul Biley; Sales & Mktg.: David Good; Artist Tour Dir.: Jim Silverman
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- Inca, see Fania
- Incentive Prod'ns (div. of Jevent Music), 639 Buley Ave., Columbus, Ohio 43205. Tel (614) 258-7112. Pres.: Jeffrey V. Smith
- Inchecronin (Ireland), see Shanachie.
- Independence Corp. of America, 1511 Chester St., Little Rock, Ark. 72202. Tel (501) 376-4002.
- Label: (Owned) ICA
- India Navigation Co., 60 Hudson St., New York, N.Y. 10013. Tel (212) 962-3570. Owner: Bob Cummins.
- Int'l reps.: Canada (Trend), Germany (Moers), Italy (Hi-Fi), Japan (King), Netherlands (Hurleboth), Sweden (Forsyte), Switzerland (America Sound), UK (Cadillac, Jazz Servs.)
- Indian House, Box 472, Taos, N.M. 87571. Tel: (505) 776-2953. Mgr.: Ida Isaacs; Prod'n: Tony Isaacs.
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- Indi Corp. (a/k/a Florida Indi), 790 NE 45 St., Fort Lauderdale, Fla 33334 Tel: (305) 772-0013
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- Int'l branches: Canada, England.
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- Inner Circle, see Stacy-Lee
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- Label: (Owned) Green Linnet.
- Int'l rep.: Shanachie Recs. in USA.
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- Int'l reps.: Australia (7 Recs.), Benelux (CNR), Brazil (K-tel), Japan (SMS), UK (Pye).
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- In Sound, see Accent.
- Institute for Language Study, 136 W. 52 St., New York, N.Y. 10019. Tel (212) 582-3845.
- Labels: ILS Institute, Nutshell, Seventh.
- Inter-Continental Music Corp., 816 Second Ave., Huntington, W. Va. 25701. Tel (304) 523-3951.
- International, see Fania.
- International Folklore, see Sound Inc.

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Labels: (Owned) Gestation, International Mod.
 International Rec. Dist'g Assocs., see IRDA.
 International Rec'g Co. Inc., 1649 W. Evergreen Ave., Chicago, Ill. 60622. Tel. (312) 227-2000. Pres.: Leonard March.
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 In Town, see AVI.
 Invader, see Hilding.
 Inwood, see Consolidated Gospel.
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 Irma, see Melody.
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 J C O A, see Jazz Composer's Orchestra.
 J D C Recs., 610 S. Venice Blvd., No. 4284, Marina Del Rey, Calif. 90291. Tel. (213) 399-3984. Co-Admin's: Jim & Dale Callon.
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J & J, see Styletone.
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 Jacksonville Gramophone Co., 4550 Attleboro St., Jacksonville, Fla. 32205. Tel. (904) 384-3878. Owner/Prod'r. Michael R. Fitzgerald; Talent Co-ord. Phillip Price.
 Jade, see Rob-Lee.
 Jaguar, see Associated Rec'g Cos.
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 Jamie, see Jamie/Guyden.
 Jamie/Guyden Dist'g Corp., 919 N. Broad St., Philadelphia, Pa. 19123. Tel. (215) 232-8383. Pres. Harold B. Lipinus; Sales & Mktg. Paul Fien.
Labels: (Owned) Arctic, Guyden, Jamie, Phil-L A. of Soul, (distributed) Dion, Gala Ball, Top & Bottom. (SEE ADVERTISEMENT)
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 Jam 79 Recs. (div. of BRT Inds. Ltd.), 2501 S. Walter Reed Dr., No. 2, Arlington, Va. 22206. Tel. (703) 379-8761. Pres. A&R, Sales Robert Wardrick; Ass't to Pres. Janice Connor, Promo. Rep. Randy Austin.
Labels: (Owned) Euclid, Jam 79.
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 January Recs., 5137 West Blvd., Los Angeles, Calif. 90043. Tel. (213) 296-4206. Pres. Jean Wilbourn Carbo (Distributed by WILD)
Labels: (Owned) HCP, January.
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Labels: (Owned) Jay Jay, Polka Tone.
Int'l rep.: Canada (Almada).
 Jayson, see Discostar.
 Jazz Ala Carte, see Ray Lawrence.
 Jazz Composer's Orchestra Ass'n Inc. (JCOA), 500 Broadway, New York, N.Y. 10012. Tel. (212) 749-6265. Pres. Timothy Marquand; VP. Jack Jeffers; Exec. Dir. Michael Mantler; A&R Dir. Carla Bley; Sales & Mktg. Dir. Jimmy Eigo; Sales & Mktg. Mgr. Ashton Richards; Promos. Dir.: Kip Hanrahan; Adv.: Taylor Storer; Creative Consultant. Paul Haines.
Label: (Owned) JCOA.

Int'l reps.: Canada (Trend), Europe, excluding UK (ECM in Germany), Japan (Trio), UK (Virgin).
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Labels: (Owned) Anomaly, Output, Recommended Viewing, World; (distributed) BMA, Grandfalloon, Hardy, Karass, Stonehedge.
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 Kiras Musical Works, see Discwasher.
 Don Kirshner Entertainment Corp., 1370 Ave. of the Americas, New York, N.Y. 10019. Tel. (212) 489-0440. Pres.: Don Kirshner; Exec. VP: Herb Moels; VP Music Div.: Wally Gold, Talent Development Dir.: Felix Di Palma; Nat'l Promo. Dir.: Allen LeWinter, 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.: John Wolfe; Gen. Mgr. & Sales & Promo.: Pamela K. Harp, Promo.: Mildred Powell.
Int'l reps.: Canada (Almada), China (Hong Kong Recs.), France (Dave-Music), Germany (Phonogram), UK (EMI).
 Sid Kleiner Music Ent's., 3701 25 Ave. SW, Naples, Fla. 33999. Tel. (813) 455-2696. Mng. Dir.: Sid Kleiner, VP-Treas.: Trudy Kleiner; Sec'y: Sara Kleiner, Mgr.: Mark A. Kleiner
Labels: (Owned) Country-King, Musi-Poe, Top-Star, (distributed) This is It
 Klesis, see Herald Ass'n.
 Klub, see Mark Five.
 Knight, Calif., see Cobra.
 Howard Knight Ent's. Inc., SESAC Bldg., 11 Music Circle S., Nashville, Tenn. 37203. Tel. (615) 244-0461. Pres.: Howard A. Knight Jr., VP Promo. & Mktg.: Jerry W. Hayes, VP A&R: Dave W. Mathes, VP Adv. & Pub.: R. Eric Parton
Labels: (Owned) Colonial, Volunteer, (distributed) Grape.
 Knight, Pa., see Crimson Dynasty
 Koala Recs. Inc., 6253 Hollywood Blvd., Los Angeles, Calif. 90028. Tel. (213) 467-3203. Pres.: Irving Kessler; VP: Mary Kessler.
Labels: (Owned) Deep Roots, Koala, Lamb & Lion (selected titles), Lamb & Lion Country.
 Koko Recs., 888 Seventh Ave., New York, N.Y. 10019. Tel. (212) 541-6880.
 Konduko, see TK.
 Kong, see Aladdin.
 Koo-Koo, see Kangaroo.
 Kool Kat Prod'n 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) Ermo, Kool Kat, RRC, Recordland.
 Kory, see Countrywide.
 Kris, see SIPRA.
 Kronos, see Peters Int'l.
 Kubaney Recs., 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.



L A Recs. & Tapes, PO Box 54021, Los Angeles, Calif. 90054. Tel. (213) 782-6226. Pres. Dave Crawford; Admin. Dir.: Pamela F. Jackson, VP & Gen. Mgr.: Chris Jozz; VP Promos.: Ted McQuiston; Secondary Promos.: Christian Super, Sales Mgr.: Andy Belvin, Gospel Dir.: Rick McGruder.
Labels: (Owned) California, Dave Crawford Prod'ns, Los Angeles.
 L A X, see MCA.
 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-N T S U, see Ray Lawrence.
 L J O Recs., 1466 Broadway, Suite 406, New York, N.Y. 10036. Tel. (212) 840-3670. Pres.: Lonnie Johnson.
 L M I, see Lee Magid.
 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.: Larry Vaughn; Promo. Mgr.: Jack Andrews; Country Dir.: Harold Hodges.
 Laboratory Series, see Sonic Arts.
 Lad, see TH.
 Laff, see Ala Ent's.
 Lakko Rec. Co., 3235 W. Fullerton Ave., Chicago, Ill. 60647. Tel. (312) 772-9444. Owner: Leon A. Kelert.
Labels: (Owned) Blackbird; (distributed) Claremont, Philips-Dutch Swing College Band, Red Onion, Sidewalk Hot Jazz Orch.
 Lake Country Music, PO Box 1073, Graham, Tex. 76046. Tel. (817) 549-5118. Owner & Pres.: Larry Wooldridge. Mgr.: Mark House.
 Lake Country (Switzerland), see Domino Ltd.
 La Louisianne Recs., PO Box 30072, Zip 70503; 711 Stevenson St., Lafayette, La. 70501. Tel. (318) 234-4118/5577. Pres.: Carol J. Rachou Sr.; Sec'y/Treas.: Noel Rachou; Studio Eng.: Carol J. Rachou Jr.
Labels: (Owned) Belle, La Louisianne, Tamm.
 Lamb, see Startown.
 Benjamin Lambert, see AcoustoGraphic.
 Lamb & Lion, see Koala & Sunrise.
 Lamb & Lion Country, see Koala.

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 Lane, see West.
 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).
 Lania, see Atteram.
 Largo, see GNP Crescendo.
 Lark, see Major Rec'g Co.
 Larrikin (Australia), see Rounder.
 Latin Int'l, see Discos Latin.
 Latin Movement, see TR.
 Latin Percussion Ventures Inc., 454 Commercial Ave., Palisades Park, N.J. 07650. Tel. (201) 947-8067. Pres.: Martin Cohen, VP: Marilyn Cohen, Sales & Promo.: Diane Seibert.
Labels: (Owned) Crollo, Latin Percussion Ventures, Turnstyle.
Int'l reps.: Australia (Billy Hyde), France (J. Capelle), Netherlands (World), Switzerland (Core).
 Laurel-Protone, see Protone.
 Laurie Recs. Inc., 20 F. Robert Pitt Dr., Monsey, N.Y. 10952. Tel. (914) 425-7000.
 La Val Rec. Co., 226 N. Burdick, Kalamazoo, Mich. 49006. Tel. (616) 342-5328. Pres.: Vic LaVal, Disco A&R: Tico Taylor, Nat'l Sales Mgr.: Vincent Taylor, Promo.: Val Taylor, Harry Whitted.
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. Cable: RAYLAW. Pres.: Ray Lawrence; VP: Jeff Lawrence; Artist Relations Dir.: Connie Lawrence.
Labels: (Owned) Dobre, Jam Session, LJ-NTSU, Milagro, (distributed) AMP, Aerospace, BBP, Bel-Ad, Clow, Contrast, Cracker Barrel, Earl, Home Comfort, Jazz Ala Carte, Jucu, Meridian, Roast, Royalty (Canada), Tablighi, Uncle Bear, Vegas, Vintage One, Wolf.
 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.
 LeJoint, see London.
 LeMans Rec. Co., 331 Triangle Rd., Somerville, N.J. 08876. Tel. (201) 359-5520. Pres.: Chestelle Goydsh; VP: Bernard Goydsh.
 Lemon, see National Recs.
 LeRo, see Danny Luciano.
 Les-Ron Recs., PO Box 728, Sunland, Calif. 91040. Contacts: Leslie Michaels, Reuben Katz.
 Lester Radio Corp., 515 Madison Ave., New York, N.Y. 10022. Tel. (212) 688-1224. Partners: Sonny Lester, Bud Katzel (Distributed by TK).
Label: (Owned) LRC.
 Mark Levinson Acoustic Rec's Ltd., 131 Leederhill Rd., Hamden, Conn. 06517. Tel. (203) 281-6333.
 Libelula, see Safari.
 Liberty/United Recs., see EMI-America/United Artists.
 Libido, see Old Dominion.
 Libra, see Alhambra.
 Library of Congress, Motion Picture, Broadcasting & Recorded Sound Div., Rec'g Laboratory, Washington, D.C. 20540. Tel. (202) 426-5509. Chief: Erik Barnouw, Laboratory Servs. Head: Robert B. Carneal; Bus. Mgr.: Samuel Brylawski.
 Lifesong/Goldiggers, see Lifesong Recs.
 Lifesong Recs. Inc., 488 Madison Ave., New York, N.Y. 10022. Tel. (212) 752-3033. Pres.: Terry Cashman; Exec. VP: Philip S. Kunitz; VP: Tommy West; Gen. Mgr.: Stanley Nowak.
Labels: (Owned) Lifesong, Lifesong/Goldiggers.
Int'l reps.: Australia (RCA), Benelux (Aniolo-Eurodisc in Netherlands), Brazil (Top Tape), Canada (CBS), Germany (Aniolo-Eurodisc), New Zealand (RCA), UK (GTO).
 Lifetime Rec's, 314 S. Goodman St., Rochester, N.Y. 14607. Tel. (716) 244-7526. Owner: Lester W. Osband.
Labels: (Owned) Joker, Lifetime, Lyndell.
 Light, see Word.
 Lighthouse Prod'ns, 65 Lovel Ave., San Rafael, Calif. 94901. Tel. (415) 454-7548.
 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, Svens-Disk.
 Lineman, see Nationwide Sound.
 Lions Den, see Stacy-Lee.
 Lisboa, see Penco.
 Lisi, see Arzee.
 Listening Library Inc., 1 Park Ave., Old Greenwich, Conn. 06870. Tel. (203) 637-3616.
Labels: (Owned) Listening Library, (distributed) Arca, Caedmon, Columbia, Everest, Folkways, London, RCA, Spoken Arts (all educational product).
 Little David Recs. Inc., 9200 Sunset Blvd., Suite 621, Los Angeles, Calif. 90069. Tel. (213) 278-7975. Pres.: Monte Kay, VP Mktg.: Ben Hurwitz (Distributed by Atlantic).
 Little Giant Recs., Box 205, White Lake, N.Y. 12786. Tel. (914) 583-4471. Pres.: Mickey Barnett.

Little Giant Rec. Co., 1014 16 Ave. S., Nashville, Tenn. 37212. Pres.: Roy Sinkovitch; VP: Mick Lloyd.

Little Nashville, see Don D. Sheets.

Little Richie, see Little Richie Johnson.

Little Star Recs. (div. of Barnum Entertainment), 723 N. Seward, Los Angeles, Calif. 90038. Tel: (213) 462-0723. Living Proof, see Mutual Group.

Loadstone & Open Rec. Co., 163 Orizaba Ave., San Francisco, Calif. 94132. Tel: (415) 334-2247. Pres. & Gen. Mgr.: Walter C. Stone; Sales & Promos.: Charlie Hines; Sales & Promos. Ass't: John E. Harris; Pub. & Assignment: Michael Moeller; Sec'y-Treas.: B.M. Stone.

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 Pop A&R: Walt Maguire; Controller/Treas.: Nick Cosmos; Nat'l Sales Mgr.: Stu Marlowe; Classical Prod. Mgr.: Richard Rolfeisen; Nat'l Classical Sales Mgr.: John Harper.

Home office: England, Decca.

Int'l branches: Canada (London), Germany (Teldec); Italy, Nigeria, Singapore (all Decca).

Labels: (Owned) Deram, London, Parrot, Phase 4, Treasury Series, (distributed) Argo, Das Alte Werk, LaJoint, L'Oiseau-Lyre, Telefunken, Threshold.

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 (Linfair), 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 (Indica), 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.

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. Partner & Sales & Promo. Dir.: Bobby Earl Smith; Partner & A&R: Joe Gracey.

Labels: (Owned) Big Wheel, Long Neck.

Lorimar, see CBS.

Los Angeles, see LA Recs.

Lotus Music Corp., PO Box 2446, Toluca Lake, Calif. 91602. Tel: (213) 782-0988. Pres.: H. Lyman.

Branch: Nashville, Tenn., PO Box 2151. Zip: 37214. Mgr.: M. Michelle.

Lotus, N.J., see Stacy-Lee.

Louisiana Hayride Recs. Inc., 1708 Grand Ave., Nashville, Tenn. 37212. Tel: (615) 244-1322. Pres.: David Kent. (Distributed by World Int'l)

Louisville Orchestra First Edition Recs., 333 W. Broadway, Louisville, Ky. 40202. Tel: (502) 587-8681. (Distributed by Composers Rec'gs)

Label: (Owned) First Edition.

Love (Finland), see SWS.

Loyal, see OK.

Loypriguan 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.

Luuau, see Boddie.

Danny Luciano Prod'ns, 1 Jeffro Plaza, Suite 206, 2655 Philmont Ave., Huntingdon Valley, Pa. 19006. Tel: (215) 947-7743. Pres.: Danny Luciano; VP: Ray Royal; Talent Co-ords.: Bill Mathias, Bob Castaldo, Barbara Super, A&R Dir.: Joe Fortunato.

Labels: (Owned) LeRoI, LuMar, 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 Corri; Sales & Mktg.: Ron Michaels; Pub.: Tom Samuels; Adv. Arlene Patriano; Promo.: Joe Merlino.

Lucky Man Music, The Homeplace, Mount Juliet, Tenn. 37122. Tel: (615) 444-8431. Owner: Alfred H. LeDoux; Sec'y & Treas.: Bonnie J. LeDoux.

Int'l reps.: Denmark (Montax), Germany (Siegel), UK (Westwood).

Lucky's Kum-Ba-Ya Recs., Box 6, Broham, Mich. 49312. Tel: (616) 689-6886. Owner: Rosswell H. Fulton Sr.

LuMar, see Danny Luciano.

Luniz, see Glolite.

Lu-Tex, see Wagon Wheel.

Lybra, see Stacy-Lee.

Lyndell, see Lifetime.

Lynchord Discs Inc., 141 Perry St., New York, N.Y. 10014. Tel: (212) 929-8234. Pres.: Peter Fritsch.

Labels: (Owned) Eterna, Experience Anonymes, Lynchord.

Dir.: Larry White; Nat'l Secondary Promo.: Lorine Mendell; West Coast Pub. Dir.: Barbara Wyatt; Film & Video Serv. Dir.: Anne Lewis. **Backstreet Recs.**—Pres.: Danny Branson. **Songbird Recs.**—Exec. Dir.: Michael Ehrman, A&R Dir.: Chris Christian; Promo. & Prod. Development Dir.: Doug Corbin.

Branches: New York, N.Y., 445 Park Ave. Zip: 10022. Tel: (212) 759-7500. VP: East Coast Gen. Mgr.: Ray D'Arino; Artist Development & Pub.: Lynn Kellerman; East Coast Prod. Mgr.: Harold Fein; Nat'l Disco Co-ord.: Katherine McKilroy—Nashville, Tenn., 27 Music Square E. Zip: 37203. Tel: (615) 244-8944, 385-0840. Pres.: Jim Foglesong; VP Sales & Mktg.: Chic Doherty; VP A&R: Ron Chancey; Promo. Dir.: Erv Woolsey; Pub. Dir.: Jerry Bailey.

Int'l branches: Canada, England.

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Labels: (Owned) Backstreet, Coral, MCA, Songbird; (associated) Mike Curb Recs., Goldhawk, Hickory, LAX, Montage, (distributed) Butterfly, Source.

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

M D J Recs. Inc., 601 Preston Tower, Dallas, Tex. 75225. Tel: (214) 691-7319. Pres.: Jerry J. Davis.

M F M I, see Maynard Ferguson.

M G M, see Thomas J.

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

Label: (Owned) Czech, Heritage.

M M G, see Moss.

M M I, see Music Mill.

M M O Music Group Inc., 423 W. 55 St., New York, N.Y. 10019. Tel: (212) 245-4861. Pres.: Irving Kratka; VP: Morton C. Hillman; Prod'n Mgr.: Kevin Yatarola; Promo. Dir.: Andrew Sussman.

Branch: North Hollywood, Calif., 13012 Satcoy St.

Zip: 91605. Tel: (213) 765-6600. Mgr.: David Kratka.

Labels: (Owned) Aural Explorer, Classic Jazz, Guitar World, Inner City, Music Minus One; (distributed) Choice.

Int'l rep.: Canada (Almada).

M O R G, see Discocorp.

M R I, see Music Resources.

M R C, see Major Rec'g Co.

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

M V P, see Polydor.

M X, see All Platinum.

Mable, see Startown.

Mace, see Springboard.

Made in USA Recs. & Tapes Inc., 185 West End Ave., New York, N.Y. 10023. Tel: (212) 580-0255. Cable: DAM-SOUND. Pres.: Marty Wilson.

Madely, see Auditorama.

Madison Music Ltd., see McKinnon.

Magda, see Marsal.

Magic Minstrel, see Florida Independent & Ind.

Lee Magid Inc., PO Box 532, Malibu, Calif. 90265. Tel: (213) 457-2056. Cable: LEEMAG. Pres.: Lee Magid.

Label: (Owned) LMI.

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.

Magnet, see Polydor.

Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills, Mich. 48024. Tel: (313) 477-6066.

Magneto, see Safari.

Maggie (UK), see Rounder.

Mahalo, see Surfside Hawaii.

Mainstream, see Roulette.

Maison de Soul, see Flat Town.

Majega Recs., 240 E. Radcliffe Dr., Claremont, Calif. 91711. Tel: (714) 624-0677. Pres. & A&R Dir.: Gary K. Buckley; VP Mktg.: Mark Aurelius; VP Sales: Jody Barry; Sales: Terry Anderson.

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.

Labels: (Owned) Lark, MRC.

Major, Mass., see Rounder.

Major, Mich., see We Prod'ns.

Major, N.Y., see Thomas J.

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.

Mandala Int'l, 112 Maureen Dr., Hendersonville, Tenn. 37075. Tel: (615) 824-7144. Pres.: Louis Lofredo; VP: Jan Robin.

Mandy Kaye, see World Int'l.

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 Mansion, see Sweetson
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 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
 McKinnon Pictures/Rec. Co., PO Box 691, Reading, Pa. 19601 Tel (215) 372-7361 Pres. Leonard McKinnon, Ass't to Pres & Disco Prod. Mgr. Ann McLean, Latin Disco Dir. & Country Prod. Mgr. Phyllis Gray
Labels: (Owned) Atlanna, Black Treasure, Center City, Holy Cross, Madison Music Ltd., McKinnon, Movieland, Otsville, Reading, Slide, Tarheel; (distributed) Path
Int'l reps: Argentina (Microfon), Australia (Electric), Austria (Bellaphon), Bahamas (International House of Music), Belgium (Frankie), Bermuda (Music City), Bolivia (Discolandia Duen), Brazil (Odeon), Bulgaria (Balkanton), Canada (Musimari), Chile (RTI), Colombia (Incolve), Costa Rica (Indica), Denmark (Sonet/Dansk), Egypt (Sono Cairo), El Salvador (Dicesa), Finland (Finnlevy), France (Musidisc, Disc' AZ), Germany (DG), Greece (Music Box), Hong Kong (Cosdel), India (Gramophone), Ireland (Irish Recs.), Israel (Israel Recs.), Italy (Ri-Fi), Jamaica (Dynamic Sounds), Japan (King), Kenya (Sapra), Malaysia (Musico), Mexico (Guitarra), Netherlands (Dutch Rec. Co.), New Zealand (Hoghton Hughes), Nigeria (Senn-Sound), Norway (Arne Bendixsen), Philippines (Vic), Portugal (Radio Trunfo), Singapore (Kwang Sia), Spain (Movieplay), Sweden (Dollars), Switzerland (Metronome), Turkey (Melodi), UK (Black Wax)
 McLain Family Band, CPO 1322, Berea, Ky. 40404 Tel (606) 986-8111. Pres.: Raymond McLain.
Label: (Owned) Country Life
 Meat Man, see Posh Boy
 Meet the Classics, see Sine Qua Non
 Melodeon, see Biograph
 Melodia, see Polish Rec. Center
 Melodiya/Columbia, see CBS
 Melody Mexico (Mexico), see Caytronics
 Melody Rec'g Studio, 1912 St. Clair St., Hamilton, Ohio, 45011 Tel (513) 895-0719
Labels: (Owned) Irma, Melody, Pine Tree, Sunrise
 Melway, see Music of Polynesia
 Memorial, see Cord
 Memphis & It's Music, see Glolite
 Mercantile Recs., PO Box 2271, Palm Springs, Calif. 92262 Tel (714) 327-3271 Pres. Kent Fox
 Mercurio, see Velvet de Puerto Rico
 Mercury, see Phonogram
 Mercury Golden Imports, see Classics Int'l
 Mercana Rec Corp., 240 Madison Ave., New York, N.Y. 10016 Tel (212) 889-7340
Labels: (Owned) Mericana, Salsoul (Salsa).
 Meridian, see Ray Lawrence
 Merry Elf, see Argus
 Mersey, see Country Star
 Message, see Superior Sound
 Messenger Recs. (div. of Full House Inc.), PO Box 931, Zip 38101; 642 N. Second St., Memphis, Tenn. 38107. Pres.: William E. Taylor; VP Sales & Promo. Willie H. Bean; VP Mdsq. J. W. Crudginton.
 Metric, see Educational Film Systems & Opus
 Met Richmond Latin Rec. Sales, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel. (212) 253-4600. Cable SEECODISC N.Y. Pres. & Int'l: David Last. Sec'y Bea Last; Pub Mgr. S. Press, Promo Mgr. D. Erlichman, Tape Supervisor B. Cohen
Labels: (Owned) Datone, Seeco, Tropical
 Metro, see Daytwo
 Metrobeat Prod'n's Inc., PO Box 755, Minneapolis, Minn. 55440. Tel (612) 636-0841. Pres. Mike Jann.
Labels: (Owned) Metrobeat, Peak, (distributed) West Wind.
 Mexi-Rex Recs. Inc., 230 Peachtree NW, Atlanta, Ga. 30303 Tel (404) 688-1333 Pres. Ray Schoonmaker.
 Miami Recs. & Dist'g Corp., 2819 NW Seventh Ave., Miami, Fla. 33127 Tel (305) 635-7925. Pres. Caridad E. Moya; Sec'y-Treas. Carlos Diaz-Granados Jr.; Ass't Sec'y A. Sedenio; Promo./Sales Rolando Gonzalez
Labels: (Owned) Miami; (distributed) Fuentes (Colombia)
 Miami Valley Rec'gs, 2821 Oxford Dr., Springfield, Ohio 45506. Tel (513) 322-0516. Owner Patrick Suarez
 Michele Audio Corp., Andrews Street Rd., Massena, N.Y. 13662. Tel (315) 769-2448. Pres. Ginette Cormier.
Int'l branch: Canada
Labels: (Owned) Deutsche Klassische, Michele, Produktion Deutschmark, Windmill; (distributed) Garnet, Jes-sup
 Mickey Recs., 26 Mountain Ave., Dover, N.J. 07801 Tel: (201) 361-2084. Pres. Michael F. Matushin Sr.
 Microfon, see Discos Latin
 Microton America, 8155 NW 103, Hialeah Gardens, Fla. 33016. Tel (305) 558-1661.
Home office: Argentina
 Midsong Int'l Inc., 1650 Broadway, New York, N.Y. 10019. Tel (212) 541-5100 Cable MIDSONG. Pres.: Bob Reno, Exec. VP Louis DeBiase, VP Opns. Harry Spero; VP Sales & Mktg. Sy Warner; Nat'l Disco Promo.: Tony Gioe
 Midway Prod'n's, see Jezreel
 Mighty Wind, see Sunrise Mercantile
 Milagro, see Ray Lawrence
 Milestone, see Fantasy/Prestige/Milestone/Stax
 Milk & Honey, see Singpiration
 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 Lerner.
 Miller-Brody Prod'n's Inc., see Newbery Award
 Miller & Kresel Sound Corp., 8719 Wilshire Blvd., Beverly Hills, Calif. 90211. Tel (213) 652-8318. Pres. Ken Kresel, VP Sales & A&R Jan Baskin; VP Jonas Miller.
Label: (Owned) RealTime
Int'l rep.: Europe (Audio Int'l in Germany)
 Mini Recs. Inc. (div. of Prosop Recs.), 736 Franklin Ave., Brooklyn, N.Y. 11238 Tel (212) 857-2324
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 Minstrel, see Collegium
 Mira, see Educator
 Miracle, see Big Sound
 Mirror Ball Discs, 958 W. Edgemont Dr., San Bernardino, Calif. 92405 Tel (714) 882-6796. Gen. Mgr. & A&R Dir. Bill Bellman, Admin. Myral Bellman
 Mirror Recs. Inc., 645 Titus Ave., Rochester, N.Y. 14617 Tel (716) 544-3500 Pres & Sec'y Bruce Schaubroeck, VP & Treas. Armand Schaubroeck, Promo. & Sales Jim Deignan; Promo. Brian Ormon
Labels: (Owned) House of Guitars, Mirror
Int'l reps.: Australia (Aleide), Canada (Opus 69), France (Music Box)
 Mr. G, see Audiofidelity
 Mr. Pickwick, see Pickwick
 Mistletoe, see Springboard
 Misty Blue, see Crimson Dynasty
 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, Vima
 Mobile Fidelity Sound Lab., PO Box 919, 9421 Winnetka Ave., Chatsworth, Calif. 91311 Tel (213) 993-4945. Pres. Brad S. Miller; VP Sales/Mktg. Gary Gorgi, Mgmt. Consultant Herbert A. Belkin; Mktg. Sales & Warehouse Mgr. L.R. Miller; Sales Mgr. Diane Giorgi; VP/Sec'y Patricia A. Miller; Comptroller: A.H. Reppel.
Branch: Olympic Valley, Calif., PO Box 2157 Zip 95730 Tel (916) 583-2664
 Mod-Art Recs. (div. of Mod-Art Prod'g Co. Inc.), 10358 S. Forest Ave., Chicago, Ill. 60628 Tel (312) 264-2463. Modern, see Cadet Recs.
 Modern Sound Studio Prod'n's Inc., 413 N. Parkerson Ave., Crowley, La. 70526 Tel (318) 783-1601
Labels: (Owned) Bayou Classics, Blues Unlimited, Cajun Classics, Kajun, Part T, Showtime, Soul Unlimited, Tribute
 Modiner, see Godell
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 Molly, see Danny Luciano
 Monica (Discos), see Peer-Southern
 Monitor Recs. Inc., 156 Fifth Ave., New York, N.Y. 10010 Tel (212) 989-2323 Cable MONRECOIN
Int'l reps.: Argentina (Madrigal), Australia (Carinia), Belgium (Schoff Freres), Canada (Almada), France (Chant du Monde), Germany (Electrola), Hong Kong (Jones), Italy (Sciascia), Japan (Nippon Columbia), Netherlands (Pastor), Portugal (Mundusom), Switzerland (Musikverlag Zum Pelikan), UK (Conifer)
 Monkey Joey, see International Mktg. & Mgmt
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 Monmouth Recs., 1697 Broadway, Suite 1201, New York, N.Y. 10019. Tel. (212) 757-5105. Pres.: William H. Borden, Sales Mgr. Claire R. Olivier.
Label: (Owned) Monmouth/Evergreen.
 Monta, see Warren
 Montage Recs. Inc., 2049 Century Park E., Suite 2240, Century City, Calif. 90067. Tel. (213) 552-0134. Pres.: David Chackler; VP & Gen. Mgr. Arnie Orleans; VP A&R Stuart Love. (Distributed by MCA)
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 Montilla Recs. of Puerto Rico Inc., Carrera 185, Km 0.7 Canovanas, P.R. 00629 Tel (809) 724-1434.
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Labels: (Owned) Monument, Sound Stage 7.
Int'l rep.: Worldwide (CBS Int'l)
 Moogtown Prod'n's, 290 West End Ave., New York, N.Y. 10023 Tel (212) 580-7326. Pres. Mark Klingman; VP David Klingman; VP Artist Relations: Thomas Hamlin.
 Moonglow Recs., Box 317, 1610 N. Argyle Ave., Hollywood, Calif. 91403 Tel (213) 995-7611. Owner & Gen. Mgr. Ray Van Hogen; Promo. Mgr.: Connie Van Hogen.
Labels: (Owned) Moonglow. (distributed) Ronnex (Belgium)
 Moonridge, see Do-Tell
 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.
Labels: (Owned) Arrival, Moonstone Int'l; (distributed) Bristol, Kashmir
Int'l reps.: Greece (Seagull), UK (Contempo, Gull, Sun-Pacific)
 Morrhythm, see Outstanding
 The Moss Music Group Inc., 211 E. 43 St., New York, N.Y. 10017. Tel (212) 867-9360. TWX: (710) 581-5948. Pres.: Ira Moss; VP: S. Gordon Strenger; Sales Mgr.: Tom DiVita, A&R George H. de Mendelssohn-Bartholdy; A&R Dir./Creative Servs.: Carol Marunas; Promo. Patricia Willard.
Int'l branch: Canada
Labels: (Owned) Candide, Chamber Music Series, Concerto Live, Historical Series, MMG, Opera Live, Turnabout, Turn On, Vox, Vox Box; (distributed) Storyville Jazz
 Mother Cleo Prod'n's, PO Box 521, Sunset Blvd., Newberry, S.C. 29108. Tel (803) 276-0639 Studio Mgr. Polly Davis, Prod'r/Dir. Hayne Davis; Int'l: O.T. Hudson, Field Rep. Willard Brown.
Labels: (Owned) Cleo, Cub, Mother Cleo.
 Mother Goose, see Cadet Recs.
 Motivation Recs., 6605 Hollywood Blvd., Suite 209, Hollywood, Calif. 90028 Tel (213) 469-4631 Pres. Randolph Stewart; VP Bruce Stewart; VP & Nat'l Promo. & PR Head: Richard Bernstein
 Motown Rec. Corp., 6255 Sunset Blvd., Los Angeles, Calif. 90028 Tel (213) 468-3500 Chm. Berry Gordy, Vice-Chm. & Chief Operating Officer: Michael Roskind; Exec. VP Sales & Gen. Mgr. Mike Lushka, Sr. VP Promo. A. Skip Miller; VP Creative: Don Ellis; VP Artist Relations: Shelly Berger; Nat'l LP & Tape Sales Mgr.: Steve Jack; Nat'l Sales & Singles Sales Mgr.: Miller London Jr.; Nat'l Press & Pub. Dir.: Bob Jones; Nat'l Disco Promo. Dir.: Barry M. Bluestein.
Int'l branches: Canada, England.
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 Mount, see Outlet
 Mountain Railroad Recs. Inc., 2103 Pleasant Dr., Cambridge, Wis. 53523 Tel (608) 423-4358. Pres.: Stephen Powers; VP/Sales: Jeffrey C. Laramie; Promo. Dir.: Tom Van. (Distributed by Flying Fish)
 Movieland, see McKinnon
 Movieplay (Portugal), see Brasilia
 Movieplay (Spain), see Caytronics
 Mudies (Sweden), see SWS
 Mulberry Square Recs., 10300 N. Central Expwy., Dallas, Tex 75231 Tel (214) 369-2430
 Mulligan (Ireland), see Rounder & Shanachie
 Mums, see Landers-Roberts
 Murbo, see Bourne
 Muscle Shoals Sound Recs., 1000 Alabama Rd., Sheffield, Ala. 35660. Tel (205) 381-2060 Owners: Jimmy Johnson, Barry Beckett, Roger Hawkins, David Hood. (Distributed by TK)
 Muse Recs. (div. of Blanchris Inc.), 160 W. 71 St., New York, N.Y. 10023. Tel. (212) 873-2020. Pres.: Joe Fields.

Labels: (Owned) Deluxe Music (distributed) Timeless Music

Mushroom Recs Inc. 9000 Sunset Blvd Suite 710 Los Angeles Calif 90069 Tel (213) 550 4502 TWX (910) 490-2538 Creative Servs & Artist Development Dir Susie Gershon Nat'l Promo Dir Liam Mullen A&R Dir Marc Gilutin Bus Affairs Dir Rick Block Prod'n Mgr Paul Stofferahn Mktg Dir Mark Cope **Int'l branch:** Canada

Labels: (Owned) Chanterelle Mushroom

Music Adventures Recs Inc. 12501 Madison Ave Cleveland Ohio 44107 Tel (216) 521-1222 Int'l Pres Jon J Baruth USA Pres Dan Baruth Exec Ass't to Pres Terry Bruno VP Nat'l A&R David Baruth VP Nat'l Promo Denny Corder VP Artist Development Patrick Daley VP Finance Terry Stovering Midwest Promo Mgr Denny Conrad Nat'l Pub Dir Donna Nichols

Branch: Martinez, Calif., PO Box 967 Zip 94553 Tel (415) 228-1971 Western A&R Debbie Wolfe Western Mgr Jim Blake

Int'l branch: Italy

Label: (Owned) Ohio

Muscianza Corp. 2878 Bayview Ave Wantagh N.Y. 11793 Tel (516) 862-2735 Pres Al Rubin

Music City, see Dawn

Music Ents Inc. 5626 Brock Houston Tex 77023 Tel (713) 926-4431 Pres Huey P Meaux Treas Aaron Schechter Sec'y Mary E Thornton Studio Mgr Mickey Moody

Labels: American Playboy Bego Crazy Cajun Jet Stream Pacemaker Star Flite

Music Factory Inc. 567 NW 27 St Miami Fla 33127 Tel (305) 576 2600 Pres Robert Archibald

Label: (Owned) Platinum

Music Inn. 169 W Fourth St New York N.Y. 10014 Tel (212) 243-5715

Music Is Medicine, see First American

Music Machine, see Dawn

Music Mill Recs (div of Johnny Morris Prod'ns) 21 Music Circle E Nashville Tenn 37203 Tel (615) 256-0700 Pres Johnny Morris Mktg & Promo George W Cooper III

Label: (Owned) MMI

Music Minus One, see MMO

Music of Many Lands, see Request

Music of Polynesia Inc. Ala Moana Bldg Suite 1500 Honolulu Hawaii 96814 Tel (808) 946 1677

Labels: (Owned) Melway Music of Polynesia

Muscor, see Springboard

Musicrama Recs. 68 Box St Brooklyn N.Y. 11222 Tel (212) 389-2477 (Exporter)

Music Resources Int'l Corp. 161 W 54 St Suite 601 New York N.Y. 10019 Tel (212) 265-6420 Pres Andy Hussakowsky Gen Mgr Gene O'Brien Bus Affairs Dir Joseph Leist Controller Paul Kreindler

Branch: Los Angeles, Calif., 1100 N Alta Loma Rd Zip 90069 Tel (213) 657-5000 659-6692 Exec VP Steve Brodie

Labels: (Owned) MRI (distributed) Channel Sahara Thunderbird

Musimex, see Musitron

Musi-Poe, see Sid Kleiner

Musi-Que, see Blue River

Musique Circle Recs. PO Box 7991 Long Beach Calif 90807

Musi-Que Contemporary, see Blue River

Musitron Inc. 2534 1/2 W Pico Blvd Los Angeles Calif 90006 Tel (213) 380-6840 Pres Erasmo C Dominguez VP & Mktg Sales PR & Adv Dir Luis A Conte Gen Mgr Reginald Peacock A&R Edgar Galvis Quality Control Dir Nora Dominguez

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Mutual Group of Rec'g Cos. 130 E Sixth St Cincinnati Ohio 45202 Tel (513) 621-6233 Pres & Exec Prod'r Bill Stith Exec Prod'rs Bud Reneau Carl Edmondson Promo Tim Ferguson Diane Woahmeyer

Branch: Columbus, Ohio, 16 E Broad St Suite 410 Zip 43215 Tel (614) 221-0660

Labels: (Owned) AMG Living Proof Mutual Pilot Master

Muza, see Polish Rec. Center

My Rec Co. see Suncat

Myrrh, see Word

Mystic Recs (div of Mystic Music Centre Inc.) 6277 Selma Ave Hollywood Calif 90028 Tel (213) 464-9667 Pres Doug Moody A&R & Special Projects Keith Powe Adv Pub & Country Suzy Moore Promo & Sales Steve Saulter

Labels: (Owned) Allegre Clock Mystic Sassafras Solar

N M I Miss, see Startown

N M I Prod'ns Corp. 516 W 75 St Kansas City Mo 64114 Tel (816) 333-9617 Pres Eugene Gold VP Gilbert Roland Exec Dir Sales & Mktg Roy Boykins A&R Mike Green Country A&R Harold Stark Promo Dir C King Promo Charles Smith

Labels: (Owned) Cory FBC NMI

N S D, see Nationwide Sound

Nang Rec Co. PO Box 2069 Chapel Hill N.C. 27514

Nasco, see Nashboro

Nashboro Rec Co. 1011 Woodland St Nashville Tenn 37206 Tel (615) 227-5081 Pres Bud Howell VP Shannon Williams

Labels: (Owned) Abet Creed Excello Mankind Nasco Nashboro (distributed) Kinwood

Nashville Int'l Corp. 20 Music Square W Nashville Tenn 37203 Tel (615) 256-2885 Cable NICORP Pres Reggie M Churchwell VP Ronald L Bailey Sec'y Treas & Sales & Mktg Peggy J Churchwell Controller Donna Ancelet Adv & Pub James E Gray

Branch: Hollywood, Calif., 6255 Sunset Blvd Suite 1116 Zip 90028 Tel (213) 464-4260

Labels: (Owned) Nashville Int'l Phoenix

National Music Ents. PO Box 35855 Houston Tex 77035 Tel (713) 499-5943 Mgr Dan Mechura Sr Country A&R Danny James

Labels: (Owned) Allstar Star

National Recs. 3410 Ave R Lubbock Tex 79412 Tel (806) 744-5590 Pres Bud Andrews

Labels: (Owned) Lemon National

Nationwide Sound Dist. PO Box 23262 Nashville Tenn 37202 Tel (615) 385-2704 Pres Joe Gibson VP David Noel Gibson Nat'l Promo Dir & Sales Mgr Betty Gibson Ass't Promo Dir Debbie Gibson Promo Edie McCroskey Secondary Promo Jerry Duncan

Labels: (Represented) Charta Hillside Hilltop King Coal Lineman NSD Pantheon Desert Phono Prairie Dust Soundwaves Travel

Natural Resources, see Motown

Nature's Music, see RCA

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Nemperor, see CBS

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Int'l reps: Germany (Ring) Italy (Hi-Fi) Netherlands (Replicars) Sweden (Amigo) Switzerland (America Sound) UK (Projection)

Net, see Fisherfolk

Network Recs. Fifth Ave Plaza Des Moines Iowa Tel (515) 243-3116

Never Ending Music, see Argus

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New Dimension Recs Inc. 218 W Broad St Statesville N.C. 28677 Tel (704) 873-0706 872-7769 Pres H Cowles Bristol VP Parks Allen Gen Mgr Jim Barrow

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New Directions, see Dimitri

New England Bay, see Seal

New England Rec Co. Drawer 520 Stafford Tex 77477 Contact Daniel Andrade

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New Horizon, see Owl Rec Co

New Mex, see Godell

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Int'l reps: Australia (Spotlight) UK (Word)

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 Pickwick Recs. (div. of Pickwick Int'l), 7500 Excelsior Blvd., Minneapolis, Minn. 55426. Tel: (612) 932-7869. Gen. Mgr.: Richard Bibby; Mktg. Dir.: Ron Harvieux; A&R Mgr.: Steve Vining; Nat'l Sales Mgr.: Ken Yastic; Specialty Sales Mgr.: Dan Mounts; Opns. Dir.: Jim Tuller.
Branches: Sun Valley, Calif., 11350 Sherman Way, Zip 91352. Tel: (213) 764-5050. West Coast Div. Reg'l Sales Mgr.: Michael Mathewson—Atlanta, Ga., 365 Patton Dr. SW. Zip 30336. Tel: (404) 696-1850. East Coast Div. Reg'l Sales Mgr.: Larry Menatre—Arlington, Tex., 2200 E. Randol Mill Rd. Zip 76011. Tel: (817) 261-4281. Central Div. Reg'l Sales Mgr.: Tom Colley.
Labels: (Owned) Mr. Pickwick, Pickwick, Quintessence; (licensed—USA & Canada) Camden.
 Pic SOUND, see Peer-Southern.
 Pic-Vue, see Vantage.
 Pic Paper Recs., PO Box 5251, Evansville, Ind. 47715. Tel: (812) 477-8885. Pres.: Bob Alexander.
 Pied Piper, N.C., see Charma.
 Pilgrim, see Spiral.
 Pilot, see Stark.
 Pilot Master, see Mutual Group.
 Pina, see TR.
 Pine Tree, see Melody.
 Pioneer, see Sivatt.
 Pirate Recs. (div. of New Vista Music Corp.), PO Box 801, Williamsville Branch, Buffalo, N.Y. 14221. Pres.: David Coutts; Gen. Mgr.: John Watt.

Pitch, see Gusman.
 Plain, see Pantego.
 Planet Recs., 9120 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-4710. Pres.: Richard Perry; VP: David Urso. (Distributed by Elektra/Asylum)
 Plantation, see Shelby Singleton.
 Platinum, see Music Factory.
 Platinum Int'l Recs., 3256 Laurel Canyon Blvd., Studio City, Calif. 91604. Tel: (213) 766-1529. Contact: Laurance Hurwich.
 Platinum Sound Recs., 502 1/2 S. Berendo St., Los Angeles, Calif. 90026. Tel: (213) 387-6450. Pres.: K.H. Smith; VP: S.C. Scott.
 Playette Corp., 301 E. Shore Rd., Great Neck, N.Y. 11023. Tel: (516) 487-3064. Pres.: Sidney A. Evans.
Labels: (Owned) GMS-Disc, Wilmac; (distributed) Ades (France), Cetra (Italy), DGG-Green Label (Germany), Pleiade (France).
 Playground Recs., PO Box 133, Ojai, Calif. 93023. Pres.: Jim Pewter.
 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.
 Pliant, see Vantage.
 Podium, see Paramount-West.
 Poima Music, 8996 Fruitridge Rd., Sacramento, Calif. 95826. Tel: (916) 383-4387. Gen. Mgr./Adv. Dir.: Vladimir Sirota; Prod'n Mgr.: Thomas Conrad.
Label: (Owned) Rainbow.
 Point Blank Prod'n's, 2849 Granville, Los Angeles, Calif. 90064. Tel: (213) 478-8850. 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 Fruechtenicht; Eastern Opns. Dir.: Leon Hemminger.
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.
Labels: (Owned) Melodia. (distributed) Muza.
 Polka-rama, see Point Blank.
 Polka Tone, see Jay Jax.
 Polka Towne Music (div. of Polka Music Corp.), 211 Post Ave., Westbury, N.Y. 11590. Tel: (516) 334-6228.
 Poltergeist, see Crimson Dynasty.
 Polydor (Brazil), see Brasilia.
 Polydor Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7075. Bd. Chm.: Irwin H. Steinberg; Pres.: Fred Haayen; Exec. VP: Dick Kline; Sr. VP Bus. Affairs: Dr. Ekke Schnabel; Sr. VP Mktg.: Harry Anger; VP Finance: Steve Salmonsohn; VP Sales: Mario DiFilippo; VP A&R: Rick Stevens; VP Artist Development: Jerry Jaffe; VP Special Projects: Sonny Taylor; VP Promo.:



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Home office: Germany
Labels: (Owned) MGM, Molyvd, Verve, (distributed) BGO, Charisma, EG, Harlem, PVP, Magnet, Manken, Oyster, Panama, Radar, Spring

Polygram (Brazil), see Brasilia
PolyGram Corp., 450 Park Ave., New York, N.Y. 10022. Tel. (212) 371-3000. Worldwide Pres. Coen Solleveld, Exec VP Irwin H. Steinberg; Sr. VP Finance Edward Forast; VP Law Arnold I. Rich; VP Taxes Peter Dordal
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Polygram (Portugal), see Brasilia
Ponderosa, see Page
Portland Ltd., see Gibson
Portrait, see CBS
Pose, see Cord

Posh Boy Servs., 4205 W. Sixth St., Los Angeles, Calif. 90020. Tel. (213) 464-3001. Pres. & Sales Robbie Fields; A&R Brendan Mullen; Art Dir. Ginger Canzoneri; Artist Relations Jennie Stern; Mktg. Kendall Behnke

Int'l branch: England.
Labels: (Owned) Meat Man, Posh Boy
Positive Int'l Prod'n Inc., 4323 Bluffview Blvd., Dallas, Tex. 75209. Tel. (214) 352-4821. Pres. James Gribble III
Potato, see First American
Power Pak, see Gusto

Prairie Dust Recs., PO Box 40364, Nashville, Tenn. 37204. Tel. (615) 292-6677. Pres. Sam Kirkpatrick; A&R & Prod'r Larry Morton; Promos Mgr. Ann Morton; Promos /Sec'y Lynn Kirkpatrick (Distributed by Nationwide Sound)

Praise Recs., 1515 W. North St., Bellingham, Wash. 98225. Tel. (206) 671-9562
Home office: Canada

Prayer Tower, see Aladdin
Prelude Recs., 200 W. 57 St., New York, N.Y. 10019. Tel. (212) 581-4890. Pres. Marvin Schachter, Exec VP Stanley Hoffman, Sales Mgr. Joe Kolsky

Premier, see Steady
Premier Artist, see Frank Evans
Premier (Brazil), see Fermata
Prescription Co., 70 Murray Ave., Port Washington, N.Y. 11050. Tel. (516) 767-1929. Owner & Pres. David F. Gasman, Ass't Prod'r. Charles Fischer, Ass't Kirk Nordstrom

Prestige, see Fantasy/Prestige/Milestone/Stax
Prime Cut Recs., 439 Tute Hill, Lyndonville, Vt. 05851. Tel. (802) 626-3317. Pres. Bruce James

Primitive, see Ken Keene
Priority Recs., 2300 Lincoln Ave., Fort Worth, Tex. 76106. Owner John Case

Prism Recs., 1700 Broadway, 40th fl., New York, N.Y. 10019. Tel. (212) 582-6886

Private Stock Recs. Ltd., 40 W. 57 St., New York, N.Y. 10023. Tel. (212) 397-1600. Cable. PRIVATSTOX. Pres. Larry Uttal
Int'l branch: England.
Labels: (Owned) Private Stock, (distributed) Quality (Canada)

Privilege, see Classics Int'l
Pro-Arte, see Spanish Music Center
Process, see Country Star
Prodigal, see Motown

Produktion Deutschmark, see Michele
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
Branch: New York, N.Y., 95 Christopher St. Apt 7C. Zip 10014. Tel. (212) 929-0890
Labels: (Owned) GSI, Gear, Progressive, Statiras

Int'l rep.: Japan (Sunkyo)
Project 3, see Total Sound

Promotions West Inc., PO Box 10287, Eugene, Ore. 97440. Tel. (503) 484-5812. Pres. M.S. Briggs
Labels: (Distributed) Hanna Barbera, ICMC

Proms, see CMS
Pronto, see Caytronics
Prophecy, see Glotite

Protone Recs., 970 Bel Air Rd., Los Angeles, Calif. 90024. Tel. (213) 472-5344. Dir. Jane Courtland Welton; Exec Ass't: Laïla Padorn Nilles
Labels: Laurel-Protone, Protone

Proud Cock, see King Walk
Proud Earth, see Salt City
Providence, see Daytwo
Pulstrak, see Sceneville

Pumehana, see Tropical Music
Pumkins Recs., 6753 Hollywood Blvd., Suite 206, Hollywood, Calif. 90028. Tel. (213) 469-2008/5117. Contacts: Ralfi Pagan, Stephen Burke

Pure Gold, see SIPRA
Puritan Recs., Box 44, 512 Jewett St., Battle Ground, Ind. 47920. Tel. (317) 567-2273. Pres.: Dave Samuelson; Sales Mgr.: Jean McGroarty

Labels: (Owned) Arbor, Puritan
Int'l reps.: Japan (BOM, Towai), UK (Swift)

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, see QCA in Calif.
Q.C.A. PO Box 1127, Burbank, Calif. 91507. Tel. (213) 769-6582. Pres. Peter Skye
Labels: (Owned) Aileron, Q, QCA, Skye, Software, Studio Q

Q.C.A. Recs. Inc., 2832 Spring Grove Ave., Cincinnati, Ohio 45225. Tel. (513) 681-8400. Bd. Chm. Edward R. Bosken; Pres. Frank Ruhl; VP & Gen. Mgr.: Daryl Kalmus; VP A&R Chuck Seitz, Sec'y & Office Mgr. Betty Jennings; Radio Promo: Dennis Williams
Labels: (Owned) Blue Mark, New Day, QCA, Red Mark, Rejoice, Wildwood

Q-Key, see Musitron
Q.M.O. Sales Inc., 2300 W. Oakland Park Blvd., Fort Lauderdale, Fla. 33311. Tel. (305) 485-0020. Pres.: Margaret Goodman; VP/Treas. Everett Goodman; Sec'y: Ron Rosenberg

Quadrasonic Talent Inc., PO Box 630175, Miami, Fla. 33163. Tel. (305) 472-7757. Pres. Jack P. Bluestein; VP: Ethel Kanter, Sec'y Dorothy Leonard

Label: (Owned) Twister
Int'l rep.: Brazil (Firate)

Quality (Canada), see Private Stock
Quickway, see Revonah
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 B F, see Folkways
R.C.A. (Brazil), see Brasilia
R.C.A. Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel. (212) 598-5900. Pres. Robert Summer, Div. VP RCA Recs.-USA: Bob Fead; Div. VP Int'l Arthur Martinez; Div. VP Music Serv.: Rodney Starmer, Div. VP Finance: John Mangin; Div. VP Bus. Affairs: Mel Ibarman; Div. VP Int'l Creative Affairs: Kelli Ross; Div. VP Creative Servs.: Jack Chudnoff; Div. VP Int'l Relations: William O'Grady; Div. VP Public Affairs: Herb Helman; Div. VP Red Seal A&R: Thomas Z. Shepard; Div. VP Black Music Mktg.: Ray Harris; Div. VP Pop Promo: John Betancourt; Staff VP & Sr. Counsel: Jon Walton

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R.C.A./R.V.C. (Japan), see Audio-Technica
R.C.I. Recs., PO Box 126, Elmsford, N.Y. 10523. Tel. (914) 592-7983. VP: Ray Roberts

Labels: (Owned) RCI, Thomas

R.C.S., see Record Company of the South
R.E., see Indi

R.F.C. Recs., c/o Warner Bros. Recs. Inc., 3300 Warner Blvd., Burbank, Calif. 91510. Tel. (213) 846-9090. Pres.: Ray Caviano; VP A&R Vince Aletti; VP & Gen. Mgr.: Veronica Brice; Nat'l Disco Promo. Dir.: Craig Kostich (Distributed by Warner Bros.)

R.G.E. (Brazil), see Fermata
R.G.E./Fermata, see Brasilia

R.I.C., see House of Falcon
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 Jerald West, Treas. Winston Burse; Prod'r: 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. Int'l, see Hob
R.S.O. Recs. Inc., 8335 Sunset Blvd., Los Angeles, Calif. 90069. Tel. (213) 650-1234. Telex 69-8130. Pres. Al Coury, Exec. Ass't to Pres. Janis Lundy; VP Promo: Richard Fitzgerald; VP Sales: Mitch Huffman; Nat'l Promo. Dir.: Bob Smith; Nat'l Sales Mgr.: Mel DaKroob; Nat'l Pub. Dir.: Ronnie Lippin; Creative Servs. Dir.: Glenn Ross; Admin. Ass't: Larime Ward; Controller: Peter Fassler

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R.T.P. Int'l, see Rik Timory
Radar, see Polydor

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Radio & Television Commission of the Southern Baptist Convention, 6350 W. Freeway, Fort Worth, Tex. 76150. Tel. (817) 737-4011. Cable: BAPTCOM

Rae-Cox Recs. Inc./Enrica Recs. Inc., 1697 Broadway, Suite 702, M.O. Park, N.Y. 10019. Tel. (212) 586-9406. Pres.: Theodore McRae; VP: Fredia Staton; A&R: Williams Gray; Pub. Dir.: Tina Whitehead

Labels: (Owned) Enrica, Rae-Cox
Ragdoll Rec'g Studio, 205A Television Circle, Savannah, Ga. 31406. Tel. (912) 927-1761. Contact: David M. Evans

Ragtime, see Grassroots
Railroad Center, see Chi-Town

Rainbow 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, Calif., see Poema
Rainbow Room, 30 Rockefeller Plaza, New York, N.Y. 10020. Tel. (212) 757-9090

Label: (Owned) Above All
Rainbow Sound Inc., 1322 Inwood Rd., Dallas, Tex. 75247. Tel. (214) 638-7712. Pres.: Bob Cline; Exec. VP: Jim Greer; VP: Jack Whitt

Rally, see Ralph's Radio
Ralph's Radio Music, Demorest, Ga. 30535. Tel. (404) 778-9117

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) 847-4419. Pres.: Mira Ann Smith; VP's: Margaret Lewis, A. Alton Warwick

Int'l rep.: Canada (Mark-Lin)
Rambler, see Rounder

Ramex Recs. Inc., 202 S. Milby St., Houston, Tex. 77003. Tel. (713) 223-3591. Pres.: Emilio V. Garza; District Mgr.: Juan Mendoza

Rampart Recs. (div. of Gordo Ent's.), 255 N. New Hampshire, Los Angeles, Calif. 90004. Tel. (213) 384-9586. Owner & Nat'l Sales Mgr.: Edward L. Davis

Int'l reps.: Mexico (Cronos), UK (Croole)
Randall Recs., 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. A&R Samuel Randall—Syracuse, N.Y., 1900 W. Genesee St. Zip 13204. Tel. (315) 468-0161

Range Buster, see Colonel Buster Doss
Ranger, see Forrest Green
Rapsodia, see Penco

Rare Earth, see Motown
Bill Rase Prod'n Inc., 955 Venture Court, Sacramento, Calif. 95825. Tel. (916) 929-9181. Owner & Pres.: Bill Rase; VP: Lori Rase; Sec'y: Shirley Rase

Label: (Owned) Escar
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

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RealTime, see Miller & Kreisel
Real, see Sire
Rebecca, see Glenn

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Labels: (Owned) Rebel, Zap

Int'l reps.: Canada (Trend), 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 & Discocorp
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Recommended Viewing, see Jersey Coast

Record Company of the South (RCS), 5220 Essen Ln., Baton Rouge, La. 70808. Tel. (504) 766-3233. Pres.: Cyril E. Vetter; VP/Gen. Mgr.: John Fred, Promo. & Sales: Ronnie Shaab

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.), 231 E. 51 St., New York, N.Y. 10022. Tel. (212) 753-9820. Cable: RECANTH. Pres. Herman E. Krawitz; A&R Dir.: Elizabeth Ostrow; Dist'n Mgr.: Jess Auerbach; Office & Promo. Mgr.: Christine McCarthy (Distributed by Peters Int'l)

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 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
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Label: (Owned) Simon Says
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 Recordland, see Kool Kat.
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Label: (Owned) Rendezvous
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 Red (Italy), see Rounder
 Red Clay, see Sonyatone
 Red Diamond Rec. Co., 42 Chapman Ave., Auburn, N.Y. 13021. Tel (315) 253-4921
Labels: (Owned) Future Shock, Red Diamond, (distributed) Disco 3, Foot.
 Red Dot, see Marullo
 Red Greg Ents Inc., 1650 Broadway, New York, N.Y. 10019. Tel (212) 586-6543. Pres. Gregory Carmichael. VP & Gen Mgr.: Victor M. Carew
Labels: (Owned) Almaria, Dance Disk, Red Greg, Shylden
 Red Mark, see QCA in Ohio
 Red Onion, Ill., see Lakco
 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 Inc., 200 W 57 St., New York, N.Y. 10019. Tel (212) 582-3585. Pres. Martin Thau. Information Minister: Roy Trakin, Press Officer: Miriam Linna
 Redwood Recs., 3384 21 St., San Francisco, Calif. 94110. Tel (415) 821-1170. Quality Control/A&R: Marsha Cummings, Dist'n Co-ord.: Trudy Fulton, Bus. Mgr. Carol Orshan, Promo Dir. Torie Osborn
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 Reflection Sound Prod's Inc., 1018 Central Ave., Charlotte, N.C. 28204. Tel (704) 377-4596. Pres. Wayne Jernigan, A&R Roger Branch, Duke Hall
Labels: (Owned) Avanti, 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 Delgatto. (Distributed by Sierra/Briar)
 Regima, see Arzee.
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 Reid's World, see TK
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 Renegade, see Chuck Chellman.
 Renoire, see Old Dominion
 Ren Rome, see R&R
 Reo Tahiti, see Criterion.
 Repertoire, see Sonic Arts
 Reprise, see Warner Bros
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Int'l reps.: Canada (RCA), UK (Decca).
 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
Branch: Cos Cob, Conn., 28 Fado Ln. Zip: 06807. Tel (203) 869-1988. Eastern Reg'l Mgr. George Saydoh
Labels: (Owned) Afro Request, Classical Excellence, Demand, Euphoria, No Holds Barred, Music of Many Lands, Oasis, Request, Sounds of the Caribbean.
Int'l reps.: Canada (Almada), Germany (Phonogram), Netherlands (Basart), Switzerland (Evasion).
 Resco Recs., 2039 Antoine, Houston, Tex. 77055. Tel (713) 683-7171. Mgr. Russ Reeder, A&R Gene Watson
 Reuben Recs., 8537 Sunset Blvd., No. 2, Los Angeles, Calif. 90069. Tel (213) 657-8852
 Revelation, see Reflection Sound & Shiloh
 Review, see Starcrest
 Revolver, see Dance-A-Thon
 Revonah Recs., Box 217, Ferndale, N.Y. 12734. Tel (914) 292-5965. Owner & Chief Eng. Paul Gerry, Studio Mgr. & Promo. Patricia James
Labels: (Owned) Quickway, Revonah, Studio 17, Tel-E-Vue. (distributed) Grassound.

Int'l reps.: Canada (Almada), Japan (BOM, Pooh Yo-kocho), Netherlands (Only Yesterday), UK (Siring, Mike's Country Music)
 Reynolds Recs., 260 Kearny St., No. 402, San Francisco, Calif. 94108. Tel (415) 421-2216. Pres. Paul Reynolds. Exec. VP. William A. Parrish, Controller: Alma F. Lane. Sales Dir.: Jack Spinnato, A&R Dir.: Peggy J. Heath, Pub. Dir.: Marie Porche, Promo. Dir.: Albert Marshall
 Rhythms Prod's, 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's, Tom Thumb
 Rice Recs. Inc., 49 Music Square W., Suite 303, 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
Int'l reps.: Australia (MR Acoustics), Canada (Andre Ferrault), Germany (Audio Components)
 Richey Recs., 7121 W. Vickery, Unit 118, Fort Worth, Tex. 76116. Tel (817) 731-7375. Owner & Int'l Rep. Slim Richey, 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., PO Box 7552, Richmond, Va. 23231. Tel (804) 226-0424. Bd. Chm. Reginald A. Charity Sr., Musical Minister Joseph N. Sire
Labels: (Owned) Cardinal, Charity Richtown/Sire
 Richtown/Sire, see Richtown
 Rico Recs. Prod's Inc., 748 10 Ave., New York, N.Y. 10019. Tel (212) 247-6330
Labels: (Owned) Combo, Neliz, Rico, Solo. (distributed) EGC, PRAS
 Ridge Runner, see Richey
 Right On! Recs. USA, 408 W 115 St., Suite 2-W, New York, N.Y. 10025. Tel (212) 222-8715. Cable RIGHTON. Pres. Bill Downs, A&R Carl Palmer; Mgr. Christopher Tchadje
Int'l reps.: Austria (Crystal), Belgium (Crystal), Canada (Quality), France (Crystal), Germany (Crystal), Netherlands (Crystal), Switzerland (Crystal)
 Rim Canyon Recs., 2616 Kendall Ave., Madison, Wis. 53705. Tel (608) 233-0347. Pres. V. Mordenti
 Riot, see Stacy-Lee.
 Ripcord, see Gibson.
 Ripsaw Rec. Co., 121 N. Fourth St., Easton, Pa. 18042. Tel (215) 258-5990. Pres. James Kirkhuff
Branch: New York, N.Y., 320 W 30 St. Zip 10001. Tel (212) 564-3246. VP. Jon Strong
 Rising Star, see Parr-X
 Rising Sun, see Scene Prod's
 Rite Rec. Prod's 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
 Riva Recs. Inc., Hotel Navarro on the Park, Suite 705, 112 Central Park S., New York, N.Y. 10019. (Distributed by Phonogram)
 Rivendell Recs./Star Song Recs., 2223 Strawberry, Pasadena, Tex. 77502. Tel (713) 472-5563. WATS (800) 231-3456. Texas WATS (800) 392-2088. Pres. Darrell Harris
 Riverside, see Fantasy/Prestige/Milestone/Stax
 Riviera, see Cadet Recs.
 Roadshow Recs. Corp., 1733 Broadway, New York, N.Y. 10019. Tel (212) 765-8840. Pres. Fred Frank, Co-Pres. Sid Maurer, Exec. VP Julie Lipsius. (Distributed by RCA)
 Roast, see Ray Lawrence.
 Robbins Recs., Box 277, Rt 3 Leesville, La. 71466. 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) 663-4540. Pres. Rob Russen, Exec. VP Bob Russen, VP A&R Rodney Russen; Sales Mgr.: Bob Harris, Pub. Mgr. Eric Russen, Adv. Mgr. Jeff Quig, Promo Mgr. Mark Porter, Tape Mgr. Gary Marlin, Country Mgr.: Marc Tomiselli, Accounts Mgr. Barbara Russen
Labels: (Owned) Big El, Camden Soul, Castle Jade, Pyramid, Rock Island, Silverbird, TCB
 Rockabilly Uprising, see Rollin' Rock.

Rock City, see Fire Sign.
 The Rocket Rec. Co., 489 Fifth Ave., 32nd fl., New York, N.Y. 10017. Tel (212) 682-8427. Telex 428013. Bd. Chm.: John Reid; Contact: Janet Weber.
Branch: Beverly Hills, Calif., 211 S. Beverly Dr. Zip 90212. Tel (213) 550-0144. TWX (910) 490-2586. Pres. Barney Ales; Nat'l Pub. Dir. Jane Ayer.
Int'l branch: England
 Rocking Horse, see Grenadilla
 Rockin' Ronny, see Rollin' Rock
 Rockin' Weiser, see Rollin' Rock
 Rock Island, see Rob-Lee.
 Rockland, see Europa.
 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.
 Rocky, see Chuck Anthony
 Roda, see Penco
 Rodeo, see Paramount-West
 Rodgers & Hammerstein, see Ziv
 Rogue Recs., 21315 Ibanez Ave., Woodland Hills, Calif. 91364. Tel (213) 992-4922. Pres. Ron Hitchcock
 Roi Recs., 4712 Elmwood Ave., Los Angeles, Calif. 90004. Tel (212) 467-1524. Pres. Joseph R. LeClair
 Rolashed Ents Inc., 1408 Taylor, Memphis, Tenn. 38106. Tel (901) 942-1937
Labels: (Owned) Black Fox, Rolashed, Silver Shadow, Rolling Stones Recs., 75 Rockefeller Plaza, New York, N.Y. 10019. Tel (212) 484-8760. (Distributed by Atlantic)
 Rollin' Rock Recs., 6918 Peach Ave., Van Nuys, Calif. 91406. Tel (213) 781-4805. Pres. Ronny Weiser, VP Patricia Weiser; Promo.: David Zalkus.
Labels: (Owned) American Rhythm Music, Boppin' Belle, Ollie, Rockabilly Uprising, Rockin' Ronny, Rockin' Weiser, Rollin' Rock, Tubby.
Int'l reps.: Canada (Don Park), France (Rollin' Rock), Italy (Rollin' Rock), Netherlands (Diwa), Norway (Scandinavian Rock 'N' Roll Society), UK (Radar, Rollin' Rock)
 Romar, see Nautilus.
 Romona, see Jody
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 Romnex (Belgium), see Moonglow
 Ron Service Prod's, N.Y. 12457, Nashville, Tenn. 37212. Tel (615) 297-0266.
 Roots, see TK
 Roper Recs. Inc., 45-15 21 St., Long Island City, N.Y. 11101. Tel (212) 786-2401. Pres. Franc Peri.
Int'l reps.: Canada (Trend), Germany (W. Glow)
 Rose Ents., PO Box 3443, Hollywood, Calif. 90028. Tel (213) 291-0539. Pres. & VP Rudy Aaron Rosales, Gen. Mgr. Willie E. Hoskins Jr.; Artist Development: Ester Rosales, PR Dianne Hoskins
 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
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 Rose Recs. Co. Inc., 922 Canterbury Rd. NE, Atlanta, Ga. 30324. Tel (404) 237-1162. Pres. & A&R: Mano W. Peralta, VP & Int'l Mgr. Larry Marshall-Paul, VP. Frank P. Lappas, Controller, Rosalia P. Peralta.
 Rosita, see Freddie
 Ro Tab, see Marullo.
 Roulette Recs. Inc., 1790 Broadway, New York, N.Y. 10019. Tel (212) 757-9880. Pres. & Promo. Dir. Marian Leighton; A&R Ken Irwin; Sales Mgr. Bill Nowlin.
Labels: (Owned) Green Tree, Rambler, Rounder, (distributed) Acorn (UK), Back Door, Bear Family (Germany), Big Ben (UK), Bija, Blackbird (Ireland), Black Saint (Italy), Cezame (France), Claddagh (Ireland), Cur-Non, Eckenworks, Esca, F&W, Fiddledadoo, Fiddler, Flyright (UK), Gael-Linn (Ireland), Horo (Italy), Ictus (Italy), Larrikin (Australia), Leader (UK), Longdivity, Maggie (UK), Major, Mulligan (Ireland), Ogham (Ireland), Orient, Outlet (Ireland), Outrageous, Physical, Ram (Ireland), Red (Italy), Rubber (UK), Soulmate (Italy), Springwater (Canada), String (UK), Tangent (UK), Tara (Ireland), Topic (UK), Trailer (UK), Transatlantic (UK), Village Thing (UK), Xtra (UK).
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Rovi, see Musimex
 Royal Flush, see TK
 Royalty (Canada), see Ray Lawrence
 Rubber (UK), see Rounder
 Rugby, see Dee Prod's
 Rumble Recs., PO Box 84, Peoria, Ill. 61650 Contacts: Craig Moore, Gary Becka, Bill Knight
 Frank Russell Music & Recs. Group Inc., 170 Linwood Ave., Paterson, N.J. 07502, Tel. (201) 595-7557
 Russell Recs. Inc., 1403 Callens Rd., Ventura, Calif. 93003, Tel. (805) 642-3555
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S A M, see Utopia.
 S C M Recs., PO Box 2096, Clearwater, Fla. 33517.
 S C R, see Sunshine Country.
 S E I Recs., 3610 McKinley St. NE, Minneapolis, Minn. 55418, Tel. (612) 781-0600 Pres. & Promo Dir.: Daniel G. Thompson; VP/PR/Artist Relations: Charles C. Osowski.
Labels: (Owned) At the Copa, SEI
 S F M (Society for Forgotten Music), see Contemporary.
 S I D, see Discocorp.
 S I P R A (Small Independent Prod'n & Rec. Assocs.), 247 N. Wester Ave., Suite 6, Los Angeles, Calif. 90004, Tel. (213) 462-9355 Pres. Bobby Sanders; VP: Ernie Freeman; A&R: Cardella DeMilo; Sales Mgr.: Marion Mitchell; Adv. Mgr.: Carolyn Wiggs. **Local branch:** 6255 Sunset Blvd., Suite 1903, Hollywood 90028 Tel. (213) 466-3261.
Labels: (Owned) Brotherhood, Community, Pick-A-Hit, Pure Gold, Soutdown, (distributed) Kris, Manton, Silver Sword, US, Velvet, Visconjon
 S & M Recs., 6777 Hollywood Blvd., 9th fl., Hollywood, Calif. 90028, Tel. (213) 466-4352 Pres. Charles Emmons; VP & A&R: John Condon.

S M C, see Spanish Music Center
 S M I, see Audiofidelity
 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 O R, see Legrand-Norfolk
 S R I Recs. & Tapes/Halpern Sounds, PO Box 720, Zip 94302, 260 Sheridan Ave., Palo Alto, Calif. 94306, Tel. (415) 493-3344, Pres.: Steven Halpern; Admin. Ass't: Joyus Albright; PR: Joel Goldfus
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 S S S Int'l, see Shelby Singleton
 S W S Org. Inc., 1370 Ave. of the Americas, New York, N.Y. 10019, Tel. (212) 737-8106, 586-1451, Telex 224600. Pres.: Sverre O. Sundman.
Int'l branches: Sweden—Bastun Studio AB, Scandinavian Music Dist'n AB, Scandinavian SWS Music AB.
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Int'l reps.: Denmark (Metronome), Finland (Love), Germany (Bellaphon, Orion), Sweden (Scandinavian Music Dist'n)

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 Sabre Rec. Co., PO Box 90612, Nashville, Tenn. 37209, Tel. (615) 646-1974, Pres.: Ray Reeves.
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 Sacred, see Word
 Safari Recs. Co., 139 Maryland St., El Segundo, Calif. 90245, Tel. (213) 322-5460
Labels: (Owned) Accion, Corrito, Coro, Safari, (distributed) Colibre, Libelula, Magneto
 Saga, see CMS
 Sagittar, see Texas Sound
 Saguaro, see Boyd
 Sahara, see Music Resources
 Salsoul Recs., 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; Sr. VP Promo: Chuck Gregory; Nat'l Artist Development Dir.: Priscilla Chatman; Nat'l R&B Promo Dir.: Connie Johnson; Assoc. Nat'l Disco Promo: David Rodriguez; Ellen Galloway; Nat'l Disco Radio Promo: Chuck Rush; Nat'l Secondary Promo: Amy Rothlein (Distributed by RCA)
Labels: Bethlehem, Differant Drummer, Free Spirit, Gold Mind, Salsoul
Int'l reps.: Australia (RCA), Austria (Musica Schallplatten), Benelux (Phonogram), Brazil (Top Tape), Canada (RCA), Caribbean (Dynamic Sounds in Jamaica), Colombia (Codiscos), Denmark (Hede Nielsen), Dominican Republic (Dominica 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 (IEMPSA), Philippines (Disc Corp.), Singapore (Pro Grammy in Hong Kong), South Africa (CCP), Spain (Ariola-Eurodisc), Sweden (Electra), Turkey (Gruenberg Ticaret), UK (EMI), Venezuela (CBS)

Salsoul (Salsa), see Mericana
 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 Aaron; VP A&R: Chris Aaron
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 Sam Prod'n's, 41-43 39 St., Long Island City, N.Y. 11104, Tel. (212) 786-7667, Telex: 235976, Owner: Sam

Weiss, Promo. & Mktg. Dir.: Daniel Glass (Distributed by CBS)
 Sami, 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.
 M R Sand & Co., PO Box 2255, 6211 Milan Rd., Sandusky, Ohio 44870, Tel. (419) 625-0028.
 San-Lyn Group, Box 46, 414 Cortland Ave., Syracuse, N.Y. 13205, Tel. (315) 476-2779
Labels: (Owned) Calumet, San-Lyn
 Sanskrit Recs., 4120 Excelsior Blvd., Minneapolis, Minn. 55416, Tel. (612) 920-9590 Pres.: Keith Christian-son
 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.
 Sassafrazz, see Mystic
 Sav-All, see HSE
 Savoy Recs. Inc., 342 Westminster Ave., Elizabeth, N.J. 07208, Tel. (201) 351-6800; NYC (212) 962-3354, VP & Gen. Mgr.: Fred Mendelsohn; Prod'r: Milton Bigg-ham; Jazz Prod'r: Robert Porter; Promo. Mgr.: Ben Mid-dleton; Exec. Ass't: Helen Gottesman. (Distributed by Arista)
 Scala, see Everest
 Scandinaviana, see Lindberg
 Scaramouche Recs., PO Drawer 1967, Warner Robins, Ga. 31093, Tel. (912) 922-1955 Pres.-Dir.: Robert R. Kovach; Sec'y: Judi L. Kovach.
 Scene Prod'n's, 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 (Metronome)

Sceneview Inds., 78-08 88 Ave., Woodhams, 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
 Sceptre, see Fee Bee
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Labels: (Owned) Demand, Texas
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 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
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 Scorpion, see Scorpio Ent's
 Scotti Bros., see Atlantic
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 Sealsong, see Wormwood
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 Sesame Street Recs. (div. of Distinguished Prod'n's Inc.), 1 Lincoln Plaza, New York, N.Y. 10023, Tel. (212) 874-2700, Pres.: Arthur Shimkin; VP Sales: Shy Raiken; Mktg. Dir.: Arthur Denish. (SEE ADVERTISEMENT)
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Labels: (Owned) EKK, Seven Hills
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 Shaffer, Hollywood, Calif., see Phono Rec. Dist'g
 Shaffer Recs., 13412 Gladstone Ave., Sylmar, Calif. 91342, Tel. (213) 367-0214, Co-Owner & Chm.: Frank J. Jacobs; Co-Owner & Pres.: Mrs. F. J. Jacobs; Sales & Promo: Deloris Ann
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Labels: (Owned) Shanachie, (distributed) Claddagh (Ire-

land), Dolphin (Ireland), Gael-Linn (Ireland), Inchechronn (Ireland), Innisfree, Mulligan (Ireland), Oats (Ireland), Oldie Blues (Netherlands), Release (Ireland), Sonet (Sweden), Tara (Ireland), Topic (UK), Transatlantic (UK)
Int'l reps.: Australia (Larrikin), Canada (Almada), France (DAM), Ireland (CBS, Tara), Netherlands (Munich), Sweden (Sonet), UK (Croislin, Spartan)
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 She, see Atlantic
 Don D. Sheets Prod'n's, Box 212, Rt. 3, Nashville, Ind. 47448, Tel. (812) 988-2000, Co-Owners/Prod'rs: Don D. & Marti Mae Sheets.
Labels: (Owned) CVS, Delmarti, Little Nashville
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Int'l reps.: Australia (Megasound), Belgium (Blomhof), Canada (Gray), Denmark (SAC), France (Delta), Germany (Audio Int'l), Italy (Audio SNC), 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). (SEE ADVERTISEMENT)
 Shelter Rec'g Co. Inc., 5112 Hollywood Blvd., Hollywood, Calif. 90027, Tel. (213) 660-1605, Telex: 674981, Pres.: Denny Cordell; Gen. Mgr.: Bernadette Gorman; A&R: Nick Basich
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 Shiek, see Aladdin
 Shield, see TK
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Int'l reps.: Finland (Quality), Italy (Hi-Fi), Japan (Disc Center, Pooch Yokochi), Norway (Norsk Musikforlag), UK (Mike's Country Music Room, Projection)
 Shire, see Wormwood
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 Showtime, PO Box 40074, Washington, D.C. 20016, Tel. (202) 397-6952, Exec. Pres.: C. Ables; Gen. Mgr.: B. Salles
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Int'l reps.: Austria (Ariola), Belgium (Ariola-Eurodisc), France (Arabella Eurodisc), Germany (Ariola-Eurodisc), Italy (Caru, Hi-Fi, Millerecoms), Japan (BOM, Disc Center, Disc Union, Harmony House, Music Rec. Shop, Pooch Yokochi, Shinjuku, Tony's Recs.), Netherlands (Ariola-Eurodisc), Spain (Ariola-Eurodisc), Sweden (Country Music Center), Switzerland (Ariola-Eurodisc), UK (Mike's Country Music in Scotland, Swift)
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 Silverbird, see Rob-Lee
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 Silver Cloud Recs., 65 W. 55 St., New York, N.Y. 10019, Tel. (212) 765-4410
 Silver Shadow, see Rolashed
 Silver Sword, see SIPRA
 Simon Says, see Record Guild
 Sinbad, see Crimson Dynasty
 Sine Qua Non Prod'n's Ltd., 25 Mill St., Providence, R.I. 02904, Tel. (401) 521-2010, Pres.: Samuel S. Attenberg; VP: Joan Grow
Branch: Los Angeles, Calif., 1362 Lucile Ave. Zip: 90026, Tel. (213) 666-6082, Sales Mgr.: John Ierardi
Labels: (Owned) Americana, Bitter Sweet Jazz, Masterpiece, Meet the Classics, Perceptive, Sine Qua Non, Superba
 Sinergia Inc., 46-003 Aialoa St., Kaneohe, Hawaii 96744, Tel. (808) 235-2940, Pres. & Treas.: Peter Coraggio; VP & Sec'y: Sheryl Coraggio
 Sing, see Skyline-Sing
 Singcord, see Singspiration
 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; Promo. Dir.: Tom McConnell
Labels: (Owned) Plantation, SSS Int'l
 Singspiration Rec'gs (div. of Zondervan Corp.), 1415 Lake Dr. SE, Grand Rapids, Mich. 49506, Tel. (616) 459-6900

land), Dolphin (Ireland), Gael-Linn (Ireland), Inchechronn (Ireland), Innisfree, Mulligan (Ireland), Oats (Ireland), Oldie Blues (Netherlands), Release (Ireland), Sonet (Sweden), Tara (Ireland), Topic (UK), Transatlantic (UK)
Int'l reps.: Australia (Larrikin), Canada (Almada), France (DAM), Ireland (CBS, Tara), Netherlands (Munich), Sweden (Sonet), UK (Croislin, Spartan)
 Shawmut Recs., see Casa Grande
 She, see Atlantic
 Don D. Sheets Prod'n's, Box 212, Rt. 3, Nashville, Ind. 47448, Tel. (812) 988-2000, Co-Owners/Prod'rs: Don D. & Marti Mae Sheets.
Labels: (Owned) CVS, Delmarti, Little Nashville
 Sheffield Lab Inc., PO Box 5332, Santa Barbara, Calif. 93108, Tel. (805) 969-4744, WATS (800) 235-5737, 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 SNC), 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). (SEE ADVERTISEMENT)
 Shelter Rec'g Co. Inc., 5112 Hollywood Blvd., Hollywood, Calif. 90027, Tel. (213) 660-1605, Telex: 674981, Pres.: Denny Cordell; Gen. Mgr.: Bernadette Gorman; A&R: Nick Basich
Int'l reps.: Australia (Festival), Austria (Ariola-Eurodisc in Germany), France (Arabella), Germany (Ariola-Eurodisc), Greece (CBS), Italy (Ariston), Japan (Nippon Phonogram), Netherlands (Ariola-Eurodisc), Scandinavia (Ariola-Eurodisc in Germany), South Africa (Gallo), South America (Phonogram in Netherlands), Spain (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc in Germany), UK (Island)
 Sherri, see Startown
 Shiek, see Aladdin
 Shield, see TK
 Shih Shih Wu Ai Recs. Inc., 8120 Oakland Ave. S., Bloomington, Minn. 55420, Pres.: Milo Fine
 Shiloh Recs., 215 Ave. Del Mar, San Clemente, Calif. 92672, Tel. (714) 498-4330, VP Sales: Dale M. Davis; A&R Dir.: Gene A. Humphrey; Nat'l Music Dir.: Floyd "Gib" Gilbeau; Creative Arts Dir.: Pete Kleinow
Labels: Revelation, Seminole, Vantage
Int'l reps.: Finland (Quality), Italy (Hi-Fi), Japan (Disc Center, Pooch Yokochi), Norway (Norsk Musikforlag), UK (Mike's Country Music Room, Projection)
 Shire, see Wormwood
 Shooting Stars Recs. Co., PO Box 1294, Omaha, Neb. 68101, Tel. (402) 397-9052/7049, Pres.: Edward Thomas Weldon; Exec. VP & Gen. Mgr.: Clair Edward Weldon; VP Prod'n: James Monroe Walter; Treas.: Betty Lou Weldon; Mktg. Dir.: Gary Albert Weldon; Chief Eng. & A&R: Mike Mulaney
 Shout, see Bang
 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 Reg
 Shur-Tinga, see Styletone
 Sidewalk Hot Jazz Orch., see Lakko
 Sierra/Briar Recs., PO Box 5853, Pasadena 91107, 11312 Santa Monica Blvd., Suite 7, Los Angeles, Calif. 90025, Tel. (213) 477-1438, Exec. Dir.: John M. Delgatto; Mng. Dir.: Marsha Necheles; Sales & Promo Dir.: Roz Lerman; Art Dir.: Vicki Nadsady; Gen. Counsel: S. D. Ashley; Accounting Dir.: Steve Chapman; A&R Dir.: Gene Parsons
Labels: (Owned) Briar, Sierra, (distributed) Regency
Int'l reps.: Austria (Ariola), Belgium (Ariola-Eurodisc), France (Arabella Eurodisc), Germany (Ariola-Eurodisc), Italy (Caru, Hi-Fi, Millerecoms), Japan (BOM, Disc Center, Disc Union, Harmony House, Music Rec. Shop, Pooch Yokochi, Shinjuku, Tony's Recs.), Netherlands (Ariola-Eurodisc), Spain (Ariola-Eurodisc), Sweden (Country Music Center), Switzerland (Ariola-Eurodisc), UK (Mike's Country Music in Scotland, 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
 Silverbird, see Rob-Lee
 Silver Blue Recs., 220 Central Park S., New York, N.Y. 10019, Tel. (212) 586-3535, Pres.: Joel Diamond, (Distributed by TK Prod'n's)
 Silver Cloud Recs., 65 W. 55 St., New York, N.Y. 10019, Tel. (212) 765-4410
 Silver Shadow, see Rolashed
 Silver Sword, see SIPRA
 Simon Says, see Record Guild
 Sinbad, see Crimson Dynasty
 Sine Qua Non Prod'n's Ltd., 25 Mill St., Providence, R.I. 02904, Tel. (401) 521-2010, Pres.: Samuel S. Attenberg; VP: Joan Grow
Branch: Los Angeles, Calif., 1362 Lucile Ave. Zip: 90026, Tel. (213) 666-6082, Sales Mgr.: John Ierardi
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 Sinergia Inc., 46-003 Aialoa St., Kaneohe, Hawaii 96744, Tel. (808) 235-2940, Pres. & Treas.: Peter Coraggio; VP & Sec'y: Sheryl Coraggio
 Sing, see Skyline-Sing
 Singcord, see Singspiration
 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; Promo. Dir.: Tom McConnell
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 Sherri, see Startown
 Shiek, see Aladdin
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 Shout, see Bang
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Labels: (Owned) Plantation, SSS Int'l
 Singspiration Rec'gs (div. of Zondervan Corp.), 1415 Lake Dr. SE, Grand Rapids, Mich. 49506, Tel. (616) 459-6900

Labels: (Owned) Milk & Honey, Singcord, Supreme.
Sirco Recs. Inc. (sub of 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 Yolanda Ayers
Labels: (Owned) Flying Hawk, Sirco
Int'l reps.: Argentina (Circle Line), Benelux (Money Tree in Netherlands), Brazil (Tapacar), Chile (Circle Line in Argentina), Germany (Decca), Greece (Greek Communications), UK (Decca), Uruguay (Circle Line in Argentina)
Sire Recs Co., 165 W 74 St., New York, N.Y. 10023 Tel (212) 595-5500 Cable BLUHORIZON Telex 62622 Pres. Seymour Stein Ass't to Pres. Michael Rosenblatt VP Bus Affairs Jonathan Brett VP Artist Development Ken Kushnick VP Sales & Mktg John Montgomery, Singles Promo Co-ord. Sue Emil Controller Nannette Rogoff Press Officer Audrey Strahl Creative Servs Co-ord. Gloria Robinson Int'l & Prod'n Dir John Gillespie (Distributed by Warner Bros.)
Branch: Burbank, Calif., 3300 Warner Blvd Zip 91510 Tel (213) 846-9090 VP Promo Mark Nathan Nat'l Promo Dir. Richard Sargent
Int'l branch: England
Labels: (Owned) Blue Horizon, Real, Sire
Int'l reps.: Australia (WEA), Benelux (WEA), Brazil (WEA), Denmark (Metronome), France (Pathe Marconi), Germany (Aniolo-Eurodisc), Greece (General Publ'g), Italy (RCA), Japan (Nippon Phonogram), New Zealand (WEA), Scandinavia (Phonogram), Spain (Hispanox), UK (WEA), Yugoslavia (Jugoton)
Sir Lion Recs. Co., 455 W Hanover St., Trenton, N.J. 08618 Tel (609) 989-9202 Pres. O. Weather.
Sister Sun., see Olivia
Sivatt Music Co. Inc., PO Box 7172, Greenville, S.C. 29610 Tel (803) 269-5529 Pres. Jesse B. Ewate
Labels: (Owned) Brand-X, Pioneer
Six Shooter., see Colonel Buster Doss
Skill Recs., 4154 NW 79 Ave., Miami, Fla. 33166 Tel (305) 591-2427 Pres. Laurence H. Shiller
Branch: New York, N.Y., 100 W 57 St. Zip 10019
Skye., see QCA in Calif.
Sky-High., see King Rec. Dist.
Skylite., see SkyLite-Sing
SkyLite Country., see SkyLite Sing
SkyLite-Sing Inc., 1008 17 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 Country, Stateswood, Temple
Slade Rec. Co., Box 536, Crookston, Minn. 56716 Tel (218) 281-3862 Owner Gary Emerson
Sleeping Giant Recs., PO Box 411, 847 Springfield Hwy., Goodlettsville, Tenn. 37072 Tel (615) 859-2820 Pres. Sidney Prosen, Treas. Florence Heitowitz, Music Co-ord. Stan Free
Branch: Jackson Heights, N.Y., 80-08 35 Ave. Zip 11372 Tel (212) 651-8213
Slide., see McKinnon
Small Independent Prod'n & Rec. Assocs., see SIPRA
Smile., see La Val
Smithsonian Collection., see Smithsonian Institution
Smithsonian Institution, Performing Arts Div., Washington, D.C. 20560 Tel (202) 381-6525
Label: (Owned) Smithsonian Collection
Snowdrop Recs., 400 First National Bank Tower, Garland, Tex. 75040 Tel (214) 272-8536 Contact Dick Roth
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 Irvin Finiger
Society for Forgotten Music., see Contemporary Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America Inc., see SPEBS/QSA
Software., see QCA in Calif.
Solar, Calif., see Mystic
Solar, N.Y., see RCA
Solid Gold., see Bang
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 Arbunch, Rick Tolmach
Label: (Owned) Home Run
Solo., see Rico
Solo Plus., see Blue River
Soma Recs., 5105A Golden Ln., Las Vegas, Nev. 89119 Tel (702) 739-9606 Pres. Phil Gitelman, VP Barry Goldsmith
Som (Brazil)., see Brasilia
Somerset., see Alshire
Som / Major (Brazil)., see Fermata
Sonar Recs. Corp., PO Box 455, Bronx, N.Y. 10463 Tel (212) 549-1770 Pres. Norman E. Mendenhall, VP Jack W. Garner, Promo Mgr. K. Marani
Labels: (Owned) Hammar, Sonar
Sonata Recs., 4304 Del Monte Ave., San Diego, Calif. 92107 Tel (714) 222-3346 Pres. A&R Paul DiLella VP Joseph DiLella, Sales Mgr. Melba Lee Newberry, Promo & Dist'n Helen DiLella
Sonet (Sweden)., see Shanachie
Sonet USA., see Kicking Mule
Songbird., see MCA
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) Advance
Sonic., see Iowa Great Lakes
Sonicarts., 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 Artistic Development J.M. Speck, VP Direct Mail, Kenneth Kew, Gen. Mgr. Admin. Lydia Terry, Creative Servs. Leontine L. Kulka, Graphics Wayne Pope
Int'l branch: Germany
Labels: (Owned) Authentic, Autograph, Captain, Dimension Six, Direkt to Disk, Golden Soul, Laboratory Series,

Nostalgia, Repertoire, Sonicarts, Super Dimension Six, Washboard, (distributed) Star (Switzerland)
Sonido Int'l., see Marsal
Sonolux., see Discolando
Sonotropic., see Musitron
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
Sonyatone Recs., PO Box 567, Santa Barbara, Calif. 93102 Tel (805) 965-3784 Pres. Peter F. Feldman VP Toni Young
Labels: (Owned) Hen Cackle, Sonyatone (distributed) Red Clay
Int'l reps.: Australia (Folkways), Germany (Bear), Japan (BOM)
Soul., see Motown
Soul City., see East Allegheny
Soul City Recs., 10609 Budlong, Los Angeles, Calif. 90044 Tel (213) 779-7875
Soul Deep., see Indi
Souled Out., see Tom Bee
Soulin., see Warren
Soulmate (Italy)., see Rounder
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) 681-1403 Co-Owner Alvin Don Chico Pettijohn
Soutlown., see SIPRA
Soultrack., see Startown
Soul Unlimited., see Modern Sound
Soundbook., see Caedmon
Sound 80 Inc., 2709 E 25 St., Minneapolis, Minn. 55812 Tel (612) 721-6341 (Distributed by Nautillus)
The Sound Environment Rec'g Series., 5421 S 84 St., Lincoln, Neb. 68516 Tel (402) 423-8736 TWX (910) 621-8240 Pres. Bob Bailey VP Bill Hendrix
Branch: St. Paul, Minnesota., 1236 Lincoln Ave. Zip 55105 Tel (612) 690-2707 Prod'n Eng G. Russ Borud
Sound Inc., 56880 North Ave., New Haven, Mich. 48048 Tel (313) 749-5182
Labels: (Owned) Cupid, IRM, International Folklore, Keepsake, 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
Sound Plus., see TK
Sounds of the Caribbean., see Request
Sounds of Winchester., 314 Lanny Dr., Winchester, Va. 22601 Tel (703) 667-9379 Pres. Jim McCoy, VP R. J. Alford Jr., Sec'y Bertha McCoy
Labels: (Owned) Alear, Winchester
Sounds Reasonable., 2000 P St. NW, Washington, D.C. 20036 Tel (202) 457-0852
Sounds South Recs. Inc., 203 Culver Ave., Charleston, S.C. 29407 Tel (803) 766-2500 Pres. Harold Thomas, VP A&R Michael Thomas
Labels: (Owned) Sounds South, Wahr
Int'l rep.: Belgium (Supreme)
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
Soutrac., see Sunbeam
Source Recs. Inc., 1902 Fifth Ave., Los Angeles, Calif. 90018 Tel (213) 731-0693 Pres. Logan H. Westbrook (Distributed by MCA)
Sourwood Mountain., see June Appal.
South Breeze Recs., 1018 16 Ave. S., Nashville, Tenn. 37212 Tel (615) 255-8635
Southern Bell., see East Allegheny
Hal Southern Prod'ns., Box 4234, Panorama City, Calif. 91412 Tel (213) 786-6957 Pres. Hal Southern, VP Grace Dee
Labels: (Owned) Country Gold, Ivory
Southern Library of Rec'd Music., see Peer-Southern
Southern Wing., see Reflection Sound
Southland., see Jazzology-GHB
So Philly Prod'ns Inc., 1221 Bainbridge St., Philadelphia, Pa. 19147 Tel (215) 546-1808 Opns. Dir. John N. Anastasio, A&R Mike Forte, Bruce Weeden, Admin. Ass't Cheryl Solem
Label: (Owned) Philly World
Souvenir., see Art
Sovereign Rec. Corp., 1619 Broadway, Suite 411, New York, N.Y. 10019
Space Recs., 2037 Alvarado Dr. NE, Albuquerque, N.M. 87110 Tel (505) 268-8405
Spanish Music Center Inc., Belvedere Hotel, 319 W 48 St., New York, N.Y. 10036 Tel (212) 582-4280 Owner Gabriel Oller
Labels: (Owned) Coda, Pro-Ante, SMC
Spark., see Peer-Southern
Sparrow Recs. Inc., 8587 Canoga Ave., Canoga Park, Calif. 91304 Tel (213) 998-1733 Pres. Billy Ray Hearn, Ass't to Pres. Adeline Griffith, Nat'l Mktg. Dir. Steven Potratz
Labels: (Owned) Birdwing, Sparrow, (distributed) Spirit
Int'l reps.: Australia (Spotlight), Canada (Words), UK (Word)
Specialty Recs. Inc., 8300 Santa Monica Blvd., Los Angeles, Calif. 90069 Tel (213) 656-7711 Pres. Art Rupp, VP Sales & Mktg. Rosemary Patterson
Specs., see Gusman
Phil Spector Int'l., 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, VP Pub. Dir. Avril Giacobbi

Spectrum Recs., PO Box 757, San Carlos, Calif. 94070 Tel (415) 593-9554 Pres. Paul Weaver
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
Spinlet Recs., 3008 Belden Dr., Los Angeles, Calif. 90068 Tel (213) 469-2719 Pres. Nick Therry, 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 Finfer
Labels: (Owned) Pilgrim, Spigot, Spiral
Spiral, Pa., see Danny Luciano
Spirit., see West End
Spirit, Calif., see Sparrow
Spoken Arts Inc., 310 North Ave., New Rochelle, N.Y. 10801 Tel (914) 636-5482 Pres. Dr. Arthur Luce Klein, VP Dr. Luce A. Klein, Admin. r. Harold Kaplowitz, Sales Promo Janice Mallin, Mktg. Servs. Dir. Daryl O'Rourke, Art Dir. Barbara Flynn, A&R Christopher King
Labels: (Owned) Helicon, Spoken Arts
Spoonfed Recs., 21544 Ramba Vista, Malibu, Calif. 90265 Tel (213) 456-8862
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. Mrs. Winnie R. Pisano
Nat'l sales office: Los Angeles, Calif., 8295 Sunset Blvd. Zip 90046 Tel (213) 654-6240 VP Opns. John Salas
Labels: (Owned) Buckboard, Happy Tunes, Mace, Mistletoe, Musicor, (Springboard, Trip, Upfront)
Int'l reps.: Australia (Astor—Springboard, Festival—Musicor), Brazil (Som—Musicor & Springboard), France (Musidisc—Springboard), Japan (Nippon Phonogram—Springboard, Victor—Musicor), Mexico (Capitol), New Zealand (Allied—Springboard, Festival—Musicor), Panama (Onda Nueva—Springboard), South Africa (EMI), Spain (Palobal—Springboard), Switzerland (Musidisc in France—Springboard)
Springwater (Canada)., see Rounder
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 Aileen Joy, A&R Kenny Luv
Labels: (Owned) Banana, Inner Circle, Joy, Lions Den, Lotus, Lybra, Riot, Stacy-Lee
Stage Prod'ns Recs. Ltd., 189 W. Madison, Chicago, Ill. 60602 Tel (312) 346-3173 Pres. Willie Nance
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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
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Starcrest Rec. Co., 23200 Chagrin Blvd., Cleveland, Ohio 44122 Tel (814) 455-7729 A&R Dir. Frank J. Sonzala, Dist'n Co-ord. Janice Scheppner, Mktg. Dir. Mart Conn, Financial Mgr. Billy Lang
Branch: Erie, Pa., 2314 Peach St., Suite 1, Zip 16502 Tel (814) 455-7729
Labels: (Owned) Starcrest, (distributed) Wide World of Music
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 Stinson Recs., PO Box 3415, Granada Hills, Calif. 91344. Tel: (213) 368-1612. Pres.: Jack M. Kall.
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 Branch: Oklahoma City, Okla., 3313 NW 41 St. Zip 73112. Tel: (405) 947-5907. Pres.: Ron Hicks; VP: Gordon Johnson.
 Int'l branches: Canada, Venezuela.
 Labels: (Owned) Suncat, Windi, Windi-South (Venezuela); (distributed) Calabasas, My Rec. Co., Nova-Sol. Suncoast Recs., PO Box 5208, Clearwater, Fla. 33518. Tel: (813) 446-2914. Pres.: Earl Wagenseller.
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 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.
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 Labels: (Owned) Sun-Glo, Tempus.
 Sun Int'l 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 Sales: Richard Bruce; Promo. Dir.: Tom McConnell.
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 Superba, see Sine Qua Non.
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 Super-8, see Cadet Recs.
 Superior, see Ansonia.
 Superior Sound Studio, Rockland Rd., Hendersonville, Tenn. 37075. Tel: (615) 824-5141.
 Labels: (Owned) Message, Rockland Road, Superior.
 Super Star, see Phono Rec. Dist'g.
 Supreme Rec. Co., 110 21 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 Singpiration.
 Sure Fire Recs., RFD 100, Lowell, Vt. 05447. Tel: (802) 744-2710. Contact: W. Warner. (Distributed by IRDA)
 Sure Music & Rec. Co. Inc., PO Box 94, 39 N. Sprout Rd., Broomall, Pa. 19008. Tel: (215) 356-2996.
 Surf City Recs., Box 14, Hollywood, Calif. 90028. Tel: (213) 851-3161. Pres. Gary M. Theroux; VP: Robert L. Gilbert; Sales Mgr.: Michael Slick; A&R Dir.: Mark Changer; Opns. Mgr.: Joan Holpuch; Creative Servs.: Dusty Ann Smoke.
 Branch: Northbrook, Ill., 4 Court of Harbinger Falls. Zip: 60062. Tel: (312) 564-3673. Mgr. M.E. Theroux; Ass't Mgr.: B.D. France.
 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.
 Labels: (Owned) Lehua, Mahalo.
 Survivor Recs. Inc., 349 S. Lafayette Park Pl., No. 323, Los Angeles, Calif. 90057. Tel: (213) 383-0720. Exec. Dir.: Jason Schwartz; Gen. Mgr.: Richard Schulenberg.
 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.
 Swan Song, see Atlantic.
 Swedish Discophile (Sweden), see Worldtone.
 Sweet City, see Belkin.
 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.
 Syntonic Research Inc., 175 Fifth Ave., New York, N.Y. 10010. Tel: (212) 243-5434. Pres.: Irv S. Teibel; VP: Michael Kron; Prod. Mgr.: Kip Kaplan; Research & Development Mgr.: Russ Aarons; Adv. Mgr.: M. Berman.
 Int'l reps.: Australia (Modern Age), Canada (Treble Clef), Japan (Nippon Phonogram), Netherlands (Munich).
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 T H Rec. & Tapes Inc., 10124 NW 80 Ave., Hialeah Gardens, Fla. 33016. Tel: (305) 558-2722. Pres. Wilhelm Ricken; VP: Bernard Brecht; Gen. Mgr. & Sec'y: Antonio Moreno Jr.; Int'l Co-ord. & Dir.: Carlos Vidal; A&R Dir.: Antonio Moreno Sr.
 Branches: Puerta de Tierra, P.R., 304 Fernandez Junco Ave. Zip: 00906. Tel: (809) 722-1344. Mgr.: Frank Torres—San Antonio, Tex., 431 Linda Dr. Zip: 78216. Mgr.: Carlos Santa Cruz.
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 T K Prod'ns, 495 SE 10 Court, Hialeah, Fla. 33010. Tel: (305) 888-1685. Pres.: Henry Stone; VP: Steve Alaimo; VP Financial Affairs: Jack Kratish; Nat'l Sales Mgr.: Jim Solmson; Nat'l Mktg. & Mdsgr. Mgr.: Linda Fine; Prod. Affairs/Foreign & Domestic Dir.: Katie Kahrs; Pub. Dir.: Jae Zitzkin; Prod'n Mgr.: Ron Ransom; Gospel Dir.: Timmy Thomas; Nat'l R&B Promo.: George Chavous; R&B Promo. Co-ord.: Glynn Daniels; Nat'l Pop Promo.: Moe Preskell; Pop/AOR Promo.: Peggy Armstrong.
 Branches: Los Angeles, Calif., 6484 Sunset Blvd., Suite 780. Zip: 90028. Tel: (213) 462-6238. West Coast Mktg. Mdsgr. & Sales Dir.: Sandy Horn—New York, N.Y., 65 E. 55 St. Zip: 10022. Tel: (212) 752-0160. VP Special Projects & Nat'l Disco Promo. Dir.: Dan Joseph; Ass't to Nat'l Disco Promo. Dir.: Laurie Ingber; Mgr.: Norman Rubin; East Coast Mktg. Mdsgr. & Sales Dir.: Steve Stephens.
 Labels: (Owned) Alston, Amazon, Arth, Blue Candle, Bold, Brownstone, Cat, Clouds, Dash, Drive, Glades, Gospel Roots, Marlin, Reid's World, Roots, TK, TKD, Weird World, Wolf; (distributed) APA, BNA, Chimneyville, Dial, Good Sounds, HDM, Inphasion, Juana, Kayvette, Konkudo, LRC, Malaco, Musclic, Shoals, Royal Flush, Shield, Silver Blue, Sound Plus, Sunshine Sound.
 T M S Recs., 8833 Sunset Blvd., Penthouse, Los Angeles, Calif. 90069. Tel: (213) 855-0881. Chief Exec.: Thomas Schieno; Exec. VP: Barney Fields.
 T-Neck, see CBS.
 T P M, see Loypriquan.
 T R Recs. Inc., 747 10 Ave., New York, N.Y. 10019. Tel: (212) 582-5600.
 Labels: (Owned) Clave, Del Mundo Int'l, Disko-Mania, Latin Movement, Pina, 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 Toppie, 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.
 Tabligh, see Ray Lawrence.
 Tabu, see CBS.
 Tadarab, see Charma.
 Taino, see Otao.
 Take Home Tunes! Rec. Co., Box 496, Georgetown, Conn. 06829. Tel: (203) 544-8288. Prod'rs: Bruce D. & Doris Chu Yeko.
 Branch: Fort Lee, N.J., Box 15. Zip 07024. Tel: (201) 224-5811.
 Labels: (Owned) Broadway Baby, Original Cast.
 Takoma Recs. Corp., 9255 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 550-0171. Pres.: Terry Ellis; A&R: Denny Bruce, John Fahey; Nat'l Sales Mgr.: Jon Monday. (Distributed by Chrysalis)
 Tall Man, see Pamlyn.
 Talpro Prod'ns Inc., 870 Seventh Ave., Suite 348, New York, N.Y. 10019. Tel: (212) 581-4680. Cable: ARTALMADGE. Pres.: Art Talmadge; Promo. & Sales & Disco Contact: Irwin Rawitz.
 Labels: (Owned) Double Feature, Dynamo, Groove Sound, Talpro.
 Tamborin, see Musitron.
 Taml, see Motown.
 Tamm, see La Louisianne.
 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.
 Tappan Zee Recs. Inc., 100 W. 57 St., No. 20G, New York, N.Y. 10019. Tel: (212) 765-0580. Pres.: Bob James; Gen. Mgr.: Peter Paul; Prod'r: Jay Chataway; Prod'r/Eng. Joe Jorgensen; Prod'n Co-ord. Marion Orr; Prod. Mgr.: J. Jaime Wilson. (Distributed by CBS)
 Tara (Ireland), see Rounder & Shanachie.
 Tar Heel, see Jim Hall.
 Tarheel, see McKinnon.
 Taurus, see Auditorama.
 Taxi Recs., 1740 Howard St., Chicago, Ill. 60626. Tel: (312) 274-5100. Owner: Alan Krookey.
 Creed Taylor Inc., 1 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) 489-6120. Bd. Chm.: Creed Taylor; Pres. Gerald Wagner; VP Sales & Mktg.: Tom Wolff; Nat'l Promo. Dir.: Bob Riley; Press: Arnold J. Smith.
 Labels: (Owned) CTI, Kudu, Salvation, Three Brothers.
 Int'l reps.: Argentina (Microfon), Australia (Phonogram), Austria (Metronome), Belgium (Dureco), Brazil (Gravacoas Eletlicas), Canada (RCA), Central America (Dideca), Colombia (Sonolux), Denmark (Metronome), Dominican Republic (Distribuidora Dominicana), Finland (Metronome), France (RCA), Germany (Metronome), Greece (Minos Matsas), Israel (Eastronics), Italy (CBS), Jamaica (Dynamic Sounds), Japan (King), Mexico (Gamma), Netherlands (Dureco), New Zealand (Phonogram), Norway (Metronome), Peru (Disco Casette), Philippines (Jem), Singapore (Phonogram), South Africa (Gallo), Spain (Hispanovox), Sweden (Metronome), Switzerland (Metronome), UK (Polydor), Venezuela (Velvet), West Indies (Dynamic Sounds).

R. Dean Taylor Prod'ns, c/o RDT Prod'ns Inc., 6515 Sunset Blvd., Suite 309, Hollywood, Calif. 90028. Tel. (213) 464-9903.
Labels: (Owned) Autumn, Jane.
 Tee Vee Recs. Inc., 1710 Grand Ave., Nashville, Tenn. 37212. Tel. (615) 327-4785. Gen. Mgr.: Stephen Hawkins.
Home office: Canada.
 Telarc Recs., 23293 Commerce Park Rd., Cleveland, Ohio 44122. Tel. (216) 464-2313. Pres. & Chief Eng. Jack Renner. Prod'r. Robert Woods. Mktg. & Promo. Dir.: Albert Petrak. (Distributed by Audio-Technica)
 Telectra, 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) Philips (UK), Al Pierson, Rediffusion, TM, Sydney Thompson (dance records only).
 Teleson America, 333 Beacon St., Boston, Mass. 02216. Tel. (617) 353-1664. Dirs.: Jacques Maigret, Kenneth Starr.
Home office: France, Teleson.
Label: Grand Orgue.
 Teleslar (Sweden), see Worldtone.
 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: Hiram White, Lloyd Jones; Eng. Larry Merritt.
 Temple, see SkyLite-Sing.
 Tempo Inc., 1900 W. 47 Pl., Mission, Kan. 66205. Tel. (913) 384-1266. Pres.: Jesse Peterson; VP: Kent Barber, Adv. & Promo. Dir.: Bill Rayborn, Special Markets Dir. & Co-ord.: Don Klein.
Int'l branch: Denmark.
Labels: (Owned) Chrism, Sound III, Tempo; (distributed) Pax, Petra, Scripture in Song.
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.
 Terock Recs., PO Box 4740, Nashville, Tenn. 37216. Tel. (615) 361-5356. Pres.: Wade Curtiss.
Label: (Owned) Susan.
 Texas, see Don Schaefer.
 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.
Branch: Austin, Tex., 2227 E. Ben White. Zip 78741. Tel. (512) 444-7699.
Labels: (Owned) Texas Re-Cord, Texas Roc Co., (distributed) Crazy Meskin.
 Texas Roc Co., see Texas Re-Cord.
 Texas Soul Recs., 3417 73 St., Suite F, Lubbock, Tex. 79423. Tel. (806) 795-1480, 747-7047. Contacts: Larry Corbin, Don Caldwell.
 Texas Sound Inc., 1311 Candlelight Ave., Dallas, Tex. 75115. Tel. (214) 298-9576.
Label: (Owned) Sagittar.
 The Record Co., 8535 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.
 This is Country Music (div. of International Heritage Music Ass'n), 133 Walton Ferry Rd., Hendersonville, Tenn. 37075. Tel. (615) 822-4827. Pres.: Ralph H. Compton.
 This is It, see Sid Kleiner.
 Thomas, see RCI.
 Thoroughbred Recs., PO Drawer 2176, Zip 78767; 910 Post Oak St., Austin, Tex. 78704. Tel. (512) 442-3375. Owner: Rex T. Sherry.
 Thoth, see Castalia.
 Three Brothers, see Creed Taylor.
 3 G's Inds., 516 W. 75 St., Kansas City, Mo. 64114. Tel. (816) 333-9617. Pres.: Eugene Gold; VP Prod'n: Gilbert Roland; A&R Dir.: J. J. Gadsdon; A&R: Mike Green, Sales & Promos. Dir.: C. King.
Labels: (Owned) Chris, 3 G's.
 Threshold, see London.
 Thunderbird, see Olivia, Music Resources & Gillette-Madison.
 Thunder-Compute, 6362 Hollywood Blvd., Suite 218, Los Angeles, Calif. 90028. Tel. (213) 467-3619. Pres.: Damon Albert; VP: Sam Kleinman; Sec'y: Marz Frost.
 Thunder Lizzard, see Crimson Dynasty.
 Tico, see Fania.
 Tiger Lily, see Roulette.
 Tikal, see Discolando.
 Timberhill, see Supreme.
 Timberline Recs. Inc., 420 E. Frank St., Birmingham, Mich. 48009. Tel. (313) 646-1115. Contact: Paul Shubert.
 Time, see Charta.
 Timeless Entertainment Corp., 160 E. 56 St., New York, N.Y. 10022. Tel. (212) 233-5949. Pres.: Fred Bailin.
Labels: (Owned) Goldisc, Perfect.
Int'l reps.: Austria, Germany & Switzerland (Ariola-Eurodisc).
 Timeless-Muse, see Muse.
 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.
 Tina Recs., PO Box 189, Antioch, Tenn. 37013. Tel. (615) 833-1287. Contact: Dale Vast. (Distributed by IRDA).
 Rik Tinory Prod'ns, 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.
 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. (Distributed by Audiofidelity)

Label: (Owned) Improv.
 Toll Free Recs. & Tapes, see CDE.
 Tomato Music Co. Ltd., 611 Broadway, New York, N.Y. 10012. Tel. (212) 477-2800. Pres.: Kevin Eggers; VP: Mktg. & Sales: Mel Fuhrman; A&R Dir.: Heiner Stadler; Nat'l Promo. Dir.: Bob Gooding; Nat'l Pub. Dir.: Marion Sommerstein.
Int'l reps.: Canada (GRT), Japan (Victor).
 Tom 'n Jerry, see Casablanca.
 Tom Thumb, see Rhythms Prod'ns.
 Tool Room Recs., Box 118, Pewaukee, Wis. 53072.
 Top & Bottom, see Jamie/Guyden.
 Topic (UK), see Rounder & Shanachie.
 Top-Star, see Sid Kleiner.
 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.
Label: (Owned) Project 3.
Int'l reps.: Argentina (Jorge Esperon), Australia (Festival), Brazil (Som), Canada (London), Mexico (Guitarra), Netherlands (Barnart), Philippines (Dyna), Portugal (Radio Trunfo), South Africa (Teal), Spain (Hispanovox), Venezuela (BASF).
 Total Sound, Calif., see Lawrence Herbst.
 TownHall Recs., PO Box 5332, 1253 Coast Village Rd., Santa Barbara, Calif. 93108. Tel. (805) 969-3731. Pres.: Lincoln Mayorga; Mgr.: Linda Jones; A&R & Promo. Dir.: Patricia Meredith.
 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.
 Tradition, see Everest.
 Trailer (UK), see Rounder.
 Transatlantic (UK), see Rounder & Shanachie.
 Transatlantic USA, see Kicking Mule.
 Transworld Recs., see Finer Arts.
 Trash, see Sound Inc.
 Travel, see Nationwide Sound.
 Treasury Series, see London.
 Trend, Pismo Beach, Calif., see Nautilus.
 Trend Rec. Corp., 117 N. Las Palmas Ave., Los Angeles, Calif. 90004. Tel. (213) 938-5482. Pres.: Albert Marx; VP: Dennis Smith; Promo.: Pat Nickerson.
Labels: (Owned) Discovery, Renaissance, Trend, Very-disco.
 Trend Recs., PO Box 201, Smyrna, Ga. 30081. Tel. (404) 432-2454. Owner & Pres.: Thomas E. Hodges; VP: Frank D. Brannon; Assoc. VP: Jerry Burke.
Labels: (Owned) Atlanta, Stepping Stone, Trend, Trendsetter, Trendsides.
 Trendsetter, see Trend Recs. in Ga.
 Trendsides, see Trend Recs. in Ga.
 Triangle Recs. Inc., 824 19 Ave. S., Nashville, Tenn. 37203. Tel. (615) 329-1429. Pres.: Buryl Red; VP & Gen. Mgr.: Elwyn Raymer.
Labels: (Owned) Caelix, Triangle.
 Tribal, see Tom Bee.
 Tribe, see Black Fire.
 Tribute, see Modern Sound.
 Trinity Sound, see Consolidated Gospel.
 Trip, see Springboard.
 Triple Ill Recs., 2601 Hillsboro Rd., Nashville, Tenn. 37212. Tel. (615) 385-3058. (Distributed by IRDA).
 Trish Nugent, see Olivia.
 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 Engs.: Phil Austin, Steve Robb.
 Tubby, see Rollin' Rock.
 Tumbleweed Music Co. Inc., 200 Central Park S., New York, N.Y. 10019. Tel. (212) 586-8879. Pres.: Arie Fisher.
 Turbo, see All Platinum.
 Turnabout, see Moss.
 Turn On, see Moss.
 Turnstyle, see Latin Percussion.
 Twelve O'Clock, see Florida Independent & Indr.
 20th Century-Fox Rec. Corp., 8544 Sunset Blvd., Los Angeles, Calif. 90069. Tel. (213) 657-8210. Cable 20CENREC. Pres.: Alan Livingston, Sr. VP: Neil Portnow; VP Promo.: Dave Parks; VP Black Prod. Promo.: Bunky Sheppard; VP/Controller: Monty Houdeshell; VP Bus. Affairs: Frank Molloy; Int'l Dir.: Liz Gardener, Sales & Mktg. Dir.: Mort Weiner; Adm. Dir.: Caroline Molzan. (Distributed by RCA).
Int'l branch: England.
Int'l reps.: Argentina (Phonogram), Australia (RCA), Austria (Phonogram), Belgium (Phonogram), Brazil (Phonogram), Canada (RCA), Chile (Philips), Colombia (Philips), Denmark (Phonogram), Dominican Republic (Sonido), Ecuador (Fediscos), Ethiopia (Philips) Finland (Finnlevy), France (RCA), Germany (Phonogram), Ghana (Phonogram), Greece (Phonogram), Indonesia (Philips), Israel (Eastronics), Italy (Phonogram), Jamaica (Record Specialists), Japan (King), Lebanon (Philips), Mexico (Gamma), Netherlands (Phonogram), New Zealand (RCA), Nicaragua (Sonido), Norway (Phonogram), Panama (Discos Phonograficos), Peru (El Virrey), Philippines (Home Inds.), Portugal (RCA), Singapore (Phonogram), South Africa (Teal), Spain (RCA), Sweden (Phonogram), Switzerland (Phonogram), Turkey (Gruenberg Ticaret), UK (RCA), Venezuela (Polydor).
 20th Fontery Sex, see Fiction.
 Twister, see Quadraphonic.

2-J Recs. Inc., 1115 S. Lillian, Ottumwa, Iowa 52501. Tel. (515) 684-4195. Pres.: Jack Paris; Sec'y-Treas.: Ivan Tennyson. (Distributed by Ozark Opry).
 2-Mac Recs., 2097 Vistadale Court, Tucker, Ga. 30084. 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 F O, see Glolite.
 U G R, see Unlimited Gold.
 U K Recs. Inc., 315 W. 57 St., Suite 3H, New York, N.Y. 10019. Tel. (212) 581-7577.
Home office: England.
 U S, see SIPRA.
 U U S, see Utopia.
 Ultra-Audio, see Point Blank.
 Ultragroove, see Crystal Clear.
 Umpire Enterprises, 1824 Laney Dr., Longview, Tex. 75601. Tel. (214) 758-9855. Owner-Pres.: Jerry Haymes; Mgr.: Betty Jacobs; Sec'y: Sandy Wilson; Assoc. 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) Enterprize.
 Uncle Bear, see Ray Lawrence.
 Underground, see Record & Music.
 Unicorn (UK), see HNH.
 Unidisc (France), see Worldtone.
 Union Label, see United Rec'g.
 Unique Jazz (Italy), see Zim.
 United, see Cadet Recs.
 United Artists Recs., see EMI-America/United Artists & Capitol.
 United Artists (UK), see DRG.
 United Rec'g Group, Fourth & Race Tower, Suite 520, Cincinnati, Ohio 45202. Tel. (513) 621-1446. Pres. & Exec. Prod'r: Sanford S. Paris; VP & A&R & Artist Development Dir.: Tom Bass.
Labels: (Owned) Union Label, Urge.
 United States, see Van Winkle.
 Unity, Fla., see Art.
 Unity Recs., PO Box 63, Colona, Ill. 61241. Tel. (309) 796-0752. Contact: Wanda Hurry.
 Universal Sound, see Sound Inc.
 Unlimited Gold Recs. Inc. (UGR), 12403 Ventura Court, Studio City, Calif. 91604. Tel. (213) 760-1665, 877-0535. Cable: UNLIMGOLD. Pres.: Barry White; Exec. VP: Paul Politi; VP, Gen. Mgr. & Int'l: Ralph L. Seltzer; VP Promo.: Elmer Hill; VP Prod'n: Tony Sepe; Ass't to Pres.: Frank Wilson; Controller: Laurie Fernandez. (Distributed by CBS).
 Upront, see Springboard.
 Up With People, 3103 N. Campbell Ave., Tucson, Ariz. 85719. Tel. (602) 327-7351.
 Urania, see American Themes.
 Urge, see United Rec'g.
 Utopian Ents. Inc., PO Box 5314, Macon, Ga. 31208. Tel. (912) 477-0415. Pres. & Gen. Mgr.: Randy L. Howard.
 Utopia Ultra-Sound, PO Box 718, Newark, Ohio 43055. Tel. (614) 345-9426. Pres.: Robert H. Kirk Jr.
Labels: (Owned) SAM, UUS, Utopia.

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V

Vadeca, see Penco
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 Vandalia Recs., Box 32, Rt. 2, Quaker St., Vandata, Mich. 49095. Tel. (616) 476-2110
 Vanguard Rec'g Society Inc., 71 W. 23 St., New York, N.Y. 10010. Tel. (212) 255-7722. Cable VANMUSICA. Pres. & Classical A&R Seymour Solomon; Sec'y-Treas. Maynard Solomon; Pop & Jazz A&R Danny Weiss; Nat'l Sales & Promo. Dir., Nat'l LaPatin; Pub. Dir.: Laurel Dann; Foreign & Licensing Opns. Dir. Jo Inguanti; Art Dir. Jules Halfant; Musicologist James Ringo
Labels: (Owned) Bach Guild, Cardinal, Everyman Classics, Free Style, Historical Anthology of Music, Nomad, Vanguard.
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 Vantage, Calif., see Shiloh
 Vantage Rec'g Co., 915 Queen St., Pottstown, Pa. 19464. Tel. (215) 323-3336
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Int'l rep.: France (Flammingo)
 Vaya, see Fania
 Vee-8, see Cadet Recs.
 Vee Jay Int'l Music, 131 E. Magnolia Blvd., Burbank, Calif. 91502. Tel. (213) 849-2469. Pres. Betty L. Chiappetta, Sec'y-Treas. Frank J. Chiappetta; A&R Dir. Patrick X. Britt; Special Prods. Dir.: Michael A. Ochs; Pub. & Promo. Dir. J.V. Barbieri II
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 Vegas Encore, see Vintage
 Velvet, Calif., see SIPRA
 Velvet de Puerto Rico Inc., Calle Cerra 627, Santurce, P.R. 00907. Tel. (809) 722-3191, 723-4640. Pres. Roberto Page
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 Vic, see La Val
 Victor, see RCA
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 Village Recs. Inc., 6325 Guilford Ave., Suite 4, Indianapolis, Ind. 46220. Tel. (317) 255-3116. Pres. Joe Halderman; VP & Gen. Mgr. Terry Barnes; Promo. Ron Townsend; Sales & Mktg. Gary Below; Pub. Debbie Rubush
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 Virgin Recs., Inc., 43 Perry St., New York, N.Y. 10014. Tel. (212) 243-6200. Telex. 666640. (Distributed by Atlantic)

Virginia Rec'g Co., 209 Main St., Fort Lee, N.J. 07024. Tel. (201) 947-3900. Owner: Al Thomas; A&R Tom Argro. Pub. & Promo. Jim McCarty (Distributed by Johnson Rec. Co.)
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 Voyager Rec'gs, 3727 Seattle-First Nat'l Bank Bldg., Seattle, Wash. 98154. Tel. (206) 623-0110. Owners Philip L. & Vivian T. Williams, A&R Allen Yonge, Sales & Mktg. Vivian T. Williams
Labels: (Owned) Crossroad, Voyager

W

W A T T Works Inc., Willow, N.Y. 12495. Tel. (914) 688-5373. Owners Michael Mantler, Carla Bley.
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 Waltner Ent., 14702 Canterbury, Tustin, Calif. 92680. Tel. (714) 731-2981. Owner & Pres. Steve Waltner, Sales, Mktg. & Promo. Reggie South
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 Windi-South (Venezuela), see Suncat
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 Wolf, Calif., see Ray Lawrence
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 Wonderland, see AA
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 Worldtone Music Inc., 230 Seventh Ave., New York, N.Y. 10011. Tel: (212) 691-1934. Pres. & Gen. Mgr.: Kenneth Spear.
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 World (UK), see DRG Recs.
 World Wide Music Inc., 1300 Division St., Nashville, Tenn. 37203. Tel: (615) 256-7543. Pres.: Calvin H. Everhart; Sales: Debra S. Ward.
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 Worldwide Music Servs., 1966 Broadway, New York, N.Y. 10023. Tel: (212) 724-4212.
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 Wormwood Projects, 1540 Lehigh St., Boulder, Colo. 80303. Tel: (303) 499-1108. Pres.: Michael D. Aisner.
 Labels: (Owned) Sealsong, Shire, Wormwood.
 Joseph Wyndell Prod'ns, PO Box 666, Madison, Tenn. 37115. Tel: (615) 868-7370. Exec. Prod'r: Neely Reynolds; Assoc. Prod'r/Dir.: Susan Reynolds.
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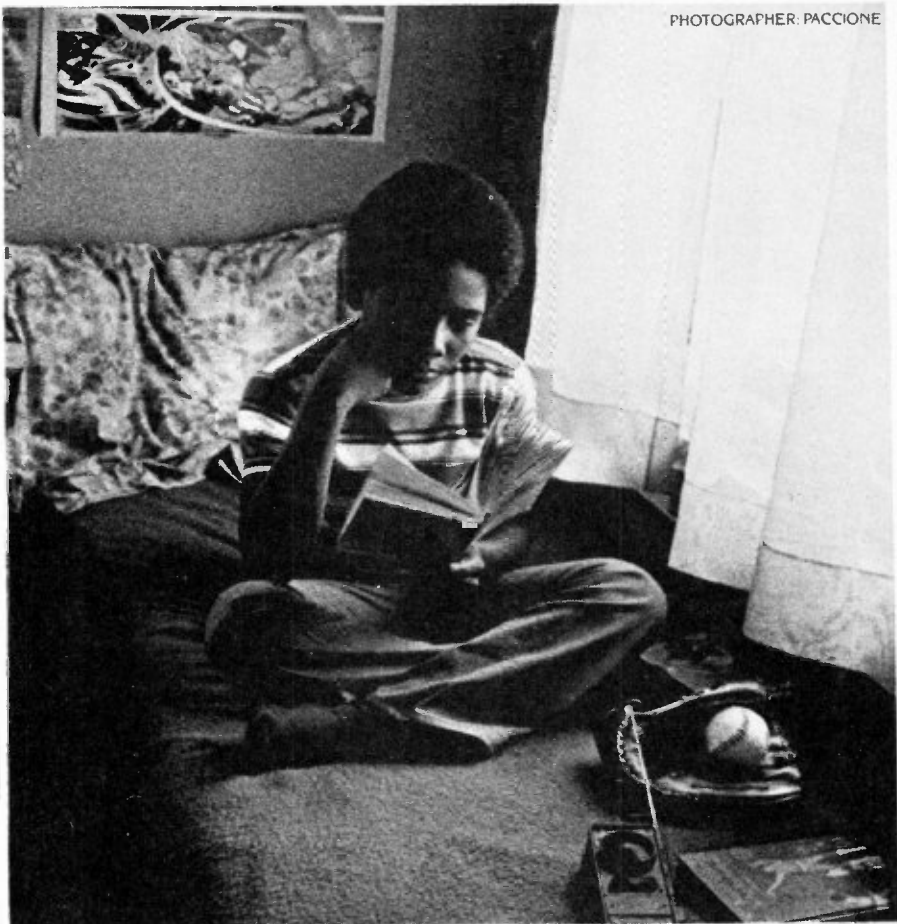
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 Ardavan Music (ASCAP), PO Box 2512, Hollywood, Calif. 90028. Tel: (213) 462-3745. Pres. & Gen. Mgr.: Ardie Bryant; Prof. Mgr.: Anne Bryant.
 Ardesea Music (ASCAP), see Martin Cohen.
 Ardo Music Corp. (BMI), see Copyright Serv. Bureau.
 Arellia Music Co. (ASCAP), see Copyright Serv. Bureau.
 Argo Music Inc. (BMI), see BRS Inc.
 Argonaut Music (BMI), see ARGONAUT Music Group.
 Argonaut Music Group (div. of Hiding Int'l), PO Box 32044, San Jose, Calif. 95152. Tel: (408) 258-6000. Pres.: Eric R. Hilding; Gen. Mgr.: John P. Pecorino; Prof. Mgr.: Michael Drake.
 Argyle Music (ASCAP), see Spina.
 Arian Publ'ns (ASCAP), see OAS.
 Arie Publ'ns (ASCAP), see Music Sales.
 Ariola America Inc. (ASCAP), 8671 Wilshire Blvd., Beverly Hills, Calif. 90211. Tel: (213) 659-6530. Pres.: Jay Lasker; Exec VP: Howard Stark; Int'l Licensee Mgr.: Isaura Gutierrez. (Administered by Interworld)
 Arion Music (BMI), see Royalty Control Corp.
 Arista Music (ASCAP), see Arista Music Publ'g.
 Arista Music Publ'g Group, 6 W. 57 St., New York, N.Y. 10019. Tel: (212) 489-7400.
 Branch: Century City, Calif., 1855 Century Park E. Zip: 90067. Tel: (213) 553-1777.

Ark of Glens Publ'g Co., PO Box 19215A, Los Angeles, Calif. 90018. Tel: (213) 737-3496.
 Arko Music Corp. (ASCAP), see Edwin H. Morris.
 Arlo Publ'g/Bearce Publ'g, 7653 Telephone Rd., LeRoy, N.Y. 14482.
 Branch: Rochester, N.Y., 52 Belmont St. Zip: 14620.
 Ariou Music Inc. (ASCAP), see Chappell.
 Armstrong Music, see T.B. Harms—Harry Von Tilzer.
 Army Music Co., see Royalty Control.
 Arnakata Music Inc. (ASCAP), 65 E. 55 St., New York, N.Y. 10022. Tel: (212) 688-0888. Telex: 427284. Pres.: J.P. Dawson; Gen. Mgr.: Debra D. Shemesh.
 Home office: England.
 Arrex Music (BMI), see Empire.
 Arrowhead Publ'g Co. (BMI), see Copyright Serv. Bureau.
 Arrow Music Press (ASCAP), see Boosey & Hawkes.
 Ars Nova Music (ASCAP), see Rondor.
 Artal Music Inc. (ASCAP), see Catalogue.
 Art Audio Publ'g Co. (BMI), 9706 Cameron St., Detroit, Mich. 48212. Tel: (313) 893-3406. Pres.: Albert M. Leigh; Gen. & Prof. Mgr.: Dolores M. Leigh. Local branch: 12080 Moenart St. Zip: 48212.
 Artemis Music (ASCAP), see Arnold Mills.
 Artful Dodger Ents. Ltd. (ASCAP)—Pres.: Gary Kurfist—see Beldock Levine & Hoffman.
 Douglas Arthur Music (BMI), see Larry Spier.
 Edward Arthur Music Co. (BMI), see Copyright Serv. Bureau.
 Artisan Music Press (ASCAP)—Pres.: Robert O'Brien—see Envelope Music Group.
 Artrec Publ'rs (BMI), see Artsongs.
 Artref Publ'g (BMI), 846 Seventh Ave., New York, N.Y. 10019. Tel: (212) 757-3800. Pres.: Art Trefferson.
 Artrex Corp., 229 Las Vegas Blvd. S., Las Vegas, Nev. 89101.
 Artsongs Publ'g (ASCAP), PO Box 15032, Fort Lauderdale, Fla. 33318. Tel: (305) 584-1904. Pres.: Harold E. Doane; Exec. VP: Vivian P. Doane.
 Artwork Music Co. Inc. (ASCAP), see Ivan Moguil.
 Arzee Music Co. (ASCAP), see Rex Zario.
 Ascension Music (ASCAP), PO Box 2484, Trenton, N.J. 08607. Tel: (609) 921-6200. Pres.: Robin Garb.
 Int'l rep.: Canada (CMRRA).
 Ashley Hill Music (BMI), see Cape Ann.
 Ashley Publ'ns Inc. (BMI), 263 Veterans Blvd., Carlstadt, N.J. 07072. Tel: (201) 935-1113.
 Int'l reps.: UK (Ashley, Fields).
 Ash Valley Music Inc. (ASCAP), 25 Music Square E., Nashville, Tenn. 37203. Tel: (615) 244-1060. Pres.: Owen Bradley; Gen. Mgr.: Harold Bradley; Prof. Mgr.: Cecile Light.
 Asilomar Music (ASCAP) (div. of RBR Communications Inc.), 43 W. 61 St., New York, N.Y. 10023. Tel: (212) 757-8805. Pres.: Richard Bradley; VP & Gen. Mgr.: Bill Radics.
 Aslaug Publ'g Co. (BMI), see Sanskrit.
 Asleep At The Wheel Music (BMI), see Bug.
 A Song Music Inc. (ASCAP)—Pres.: Gayle Hill—see Shada.
 Assinborne Music Co. (BMI), see Copyright Serv. Bureau.
 Associated Music Publ'ns Inc. (sub. of G. Schirmer Inc.) (BMI), 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-5100.
 Int'l firms represented: Bote & Bock (Germany), Breitkopf & Haertel (Germany), Ludwig Doblinger (Austria), Enoch & Cie (France), Max Eschig (France), F.E.C. Leuckart (Germany), Nagels Verlag (Germany), D. Rahter (Germany), N. Sirop (Germany), Union Musical Espanola (Spain), VWAOP (USSR).
 Int'l reps.: Australia (Allen), Austria (Ludwig Doblinger), Denmark (Wilhelm Hansen), France (Max Eschig), Germany (Bote & Bock), Italy (G. Ricordi), Spain (Union Musical Espanola), UK (G. Schirmer).
 Assorted Music (BMI), see Mighty Three.
 Assurance Music (BMI), see Party-Time.
 Astral Gift Shoppe (ASCAP), see Prima-Donna.
 Astral 7 Publ'g (BMI) (div. of Herbe Smith Music Inc.), 1514 W. Dorothy Ln., Dayton, Ohio 45409. Tel: (513) 298-8640, 293-3535. Pres., Gen. & Prof. Mgr.: Herbert J. Smith.
 Astronette Publ'g Co. (BMI), 2037 Alvarado Dr. NE, Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres.: Gen. & Prof. Mgr.: A. Medley.
 Athenaise Music Ltd. (ASCAP), see JBP & Chappell.
 At Home Music (ASCAP), see Martin Cohen.
 Athon Music Co. (BMI), 26 W. Benton Ave., Naperville, Ill. 60540. Tel: (312) 355-8343. Owner: Conrad Haidu.
 Int'l rep.: Japan (Arrow).
 Atlantic Music Corp. (BMI), see Criterion.
 At Last Publ'g Co. (BMI), see Marzique.
 Atmosphere Music Co. (BMI), see Chappell.
 Atomic Music (ASCAP), see Fourth Floor.
 Atrium Music Corp. (ASCAP), see Big Seven.
 Attache Music (BMI), see ATV Music.
 Attearun Publ'g Co. (BMI), PO Box 606, Marietta 30061. 1672 Spring St. SE, Smyrna, Ga. 30081. Tel: (404) 522-8106.
 Atwater Music Co. (ASCAP), see Copyright Serv. Bureau.
 Atzal Music Inc. (BMI), see Chappell.
 Audigram Music (BMI) (div. of Audigram Inc.), PO Box 22635, Nashville, Tenn. 37202. Tel: (615) 383-8318. Pres.: A. Ashworth.
 Audio Architects Publ'g Co. (BMI), 790 NE 45 St., Fort Lauderdale, Fla. 33334. Tel: (305) 772-0013. Pres.: J. Michelle Scott.
 Audio Arts Publ'g Co. (ASCAP), 5617 Melrose Ave., Los Angeles, Calif. 90038. Tel: (213) 461-3507. Owner, Pres., Gen. & Prof. Mgr.: Madelon Baker; VP & Admin. Ass't: Robert G. Young.
 Int'l reps.: Australia (Essex), Germany (Global/Altus), Japan (Toshiba), South America (Odeon in Argentina), UK (Carlin).
 Aud-Lee (BMI), 806 16 Ave. S., Suite 300, Nashville, Tenn. 37203.
 Audophone Music Inc. (ASCAP), see Shelby Singleton.
 Audre Mae Music (BMI), see Royalty Control Corp.
 Audway Music (BMI) (div. of Howard Knight Ents.), 11 Music Circle S., SESAC Bldg., Nashville, Tenn. 37203. Tel: (615) 244-0461. Pres.: Dave W. Mathes.
 Augsburg Publ'g House (SESAC), 426 S. Fifth St., Minneapolis, Minn. 55415. Tel: (612) 332-4561. Pres. &

Gen. Mgr.: Albert E. Anderson; Music Sales Mgr.: William O. Bliss.
 Branches: Los Angeles, Calif., 3224 Beverly Blvd. Zip: 90057. Tel: (213) 386-3722—Columbus, Ohio, 57 E. Main St. Zip: 43215. Tel: (614) 221-7411—Seattle, Wash., 2001 Third Ave. Zip: 98121. Tel: (206) 624-0244.
 Int'l rep.: Australia & New Zealand (Lutheran Publ'g House).
 Aulos Music Publ'rs, PO Box 54, Montgomery, N.Y. 12549. Tel: (914) 692-6270. Ed.: Robert A. Carabia; Publ'ns Dir.: Howard M. Feldsher.
 Aunt Polly's Publ'g Co. (BMI), PO Box 120657, Nashville, Tenn. 37212. Tel: (615) 385-2555. Owner: Allen Reynolds; Gen. Mgr.: John Donegan.
 Int'l reps.: Worldwide (Morning Music).
 Aunt Susie Publ'g (BMI), 308 Main St., Grapevine, Tex. 70651. Tel: (817) 481-3616. Pres.: Chisai Chilos; Gen. Mgr.: Johnnie High. (Administered by Grapevine Opry).
 Aurelia Music (ASCAP), see Caribou—James William Guercio.
 Auspex Music (ASCAP), 12188 Laurel Terrace Dr., Studio City, Calif. 91604. Tel: (213) 877-1078. Owner & Pres.: Jules Chaikin.
 Autograph Music (BMI), 601 E. Blackledge Dr., Tucson, Ariz. 85705. Tel: (602) 882-9016. Pres.: Joe Bidwell; Artist Relations: Erin Brooks.
 Autumn Hill Music (BMI), PO Box 844, Hendersonville, Tenn. 37075. Tel: (615) 824-4594. Pres.: Jim Voytek.
 Branch: Bloomington, Ind., 3929 E. Third St. Zip: 47401. Tel: (812) 332-3616. VP: Linden Hepler.
 Autumn Leaves Music (ASCAP), 3810 Cavalier St., Garland, Tex. 75042. Tel: (214) 494-3494. Pres.: Glen Pace; Prof. Mgr.: James Pritchett. (Administered by United Artists Music Group).
 Avant Garde Music Inc. (ASCAP), see Rondor.
 Avellino Music (ASCAP)—Pres.: Dee Anthony—see Beldock Levine & Hoffman.
 Average (ASCAP), c/o John C. Mitchell, 315 S. Beverly Dr., No. 400, Beverly Hills, Calif. 90212.
 Avary Music (BMI), see Beldock Levine & Hoffman.
 Aviva Music Inc. (BMI), see Shapiro Bernstein.
 Axehandle Music Inc. (ASCAP), see Chappell.
 Roy Ayers (ASCAP), 390 Riverside Dr., Apt. 1C, New York, N.Y. 10025.
 Ayler Desiree Music (BMI), see United Int'l Copyright.
 Azmoro Music Co. (BMI), see Cetra.
 Azyo Publ'g (SESAC), see Inspirational Sounds.
 Azure Music Co. (ASCAP), see Memnon.



B A S Music Publ'g (ASCAP), 5925 Kirby Dr., Suite 226, Houston, Tex. 77005. Tel: (713) 522-2713. Pres., Gen. & Prof. Mgr.: Shelton Bissell.
 B B P Music (ASCAP), see Valgroup.
 B C Ents. of Memphis Inc. (BMI), 726 E. McLemore, Memphis, Tenn. 38106. Tel: (901) 947-2553. Pres.: Bob Catron Jr.; VP & Admin. Ass't: Byron Catron; VP: Claudette Catron; VP & Gen. Mgr.: Linda Hillard.
 B-Flat Music (BMI), see Copyright Serv. Bureau.
 B L & H Music Corp. (ASCAP), see H. B. Webman.
 B M G Publ'g (ASCAP), 517 N. Robertson Blvd., Los Angeles, Calif. 90048. Tel: (213) 273-9600. VP Publ'g: Don Sorkin.
 B N P Music Publ'g Co., see T.B. Harms—Bibo.
 B O Cuit Songs Inc. (ASCAP), 23 Green St., Huntington, N.Y. 11743. Tel: (516) 423-2227. Pres.: Samuel Pearlman; Treas. & Gen. Mgr.: Bruce Clayton.
 B R S Inc., 15010 Ventura Blvd., No. 306, Sherman Oaks, Calif. 91403. Tel: (213) 990-1004.
 B W Music, 114 W. Maiden Ln., Monroe, Conn. 06468. Tel: (203) 261-2979. Pres.: Vincent E. Meyer II; VP: David Roberts; Gen. Mgr.: James Lategano.
 Branch: Wyckoff, N.J., Dartmouth St. Zip: 07481—Rensselaer, N.Y., 223 Broadway. Zip: 12144. Tel: (518) 434-2014.
 Baby Chick (BMI), PO Box 12513, Nashville, Tenn. 37212. Tel: (615) 373-1255. Mgr.: Anne Waller.
 Baby Fingers (ASCAP), 1205 Koletta Dr., Harbor City, Calif. 90710. Tel: (213) 326-6140.
 Baby Foxx Music (ASCAP), see Fred Fox.
 Baby Powder Music (ASCAP), see Paul Leka & Mietus.
 Baby Tate Music Corp. (BMI), PO Drawer AB, Rosendale, N.Y. 12474. Tel: (914) 687-9573. Pres.: Peter B. Lowry.
 Bacchanalia Music Co. (BMI), PO Box 3201, Oak Ridge, Tenn. 37830. Tel: (615) 482-2752. Pres.: Kit Haaland.
 Bach-Trac Music Inc. (ASCAP), 315 E. 86 St., New York, N.Y. 10028. Tel: (212) 348-4450.
 Back Bay Music (BMI), see Mietus.
 Back Porch Music (BMI), see Copyright Serv. Bureau.
 Back to Mono Music Inc. (BMI), see Mother Bertha.
 Back Yard Music (ASCAP), see Front Lawn & April/Blackwood.
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 Bagatelle Music Publ'g Co. (BMI), see Floyd Tillman.
 Bainbridge Music (BMI), see Jerden.
 Baked Alaska Music (BMI), see Beldock Levine & Hoffman.
 Baker's Lane (ASCAP)—Owner: Mike Reid—see Hal Bernard.
 Baker's Mule (BMI), see Kicking Mule.
 Bakim Music Div., Bakim Rec. & Music Group, 18447 W. 8 Mile Rd., Detroit, Mich. 48219. Tel: (313) 342-4881. Exec. Dir.: Kenneth W. Baker; Assoc. Dir.: Ronald L. Kimbrough.
 Bal & Bal Music Publ'g Co. (ASCAP), PO Box 369, La Canada, Calif. 91011. Tel: (213) 790-1242. Pres.: Adrian P. Bal.
 Bald Medusa Music (ASCAP), see Martin Cohen.
 Bald Mountain Music Corp. (ASCAP), 2984 Goodview Trail, Los Angeles, Calif. 90068. Tel: (213) 876-7086. Pres.: J.C. Phillips; VP: Daniel D. Fantz; Bus. Mgr.: V. Catala.
 Baldy Baldwin Music (BMI), see April/Blackwood.
 Russell Ballard Ltd. (ASCAP), see April/Blackwood.
 Balloon Head Music (ASCAP), see Chicago Music.
 Balloon Music (ASCAP), see Segel & Goldman.

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- Banff (BMI), see Jasper.
- Banjar Publ'ns (ASCAP), Box 32164, 7440 University Ave. NE, Minneapolis, Minn. 55432. Tel: (612) 633-7508. Pres.: LeRoy Larson; VP: Bert Woolfrey.
- Bantu Music (ASCAP), see Martin Cohen.
- Baradat Music (BMI), 1310 E. Kern St., Tulare, Calif. 93274. Tel: (209) 686-2533. Owner & Pres.: Raymond A. Baradat; Gen. Mgr.: Pamela R. Baradat.
- Baray Music Inc. (BMI), 50 Music Square W., Suite 603, Nashville, Tenn. 37203. Tel: (615) 329-1323. Pres.: Ray Baker; Prof. Mgr.: Barbara Baker.
- Barbam (BMI), see Pickwick.
- Barbecue Bar Music (BMI) (div. of Jam '79 Recs.), 2501 S. Walter Reed Dr., No. 2, Arlington, Va. 22206. Tel: (703) 379-8761. Contact: Janice Connor.
- Barber-Picone Music Co. (BMI), see Copyright Serv. Bureau.
- Barberry Music (ASCAP), see Royalty Control Corp.
- Barclay Music Corp. (ASCAP), see Shapiro Bernstein.
- Barcone Music Co. Inc. (BMI), see Copyright Serv. Bureau.
- Peter Barden Songs (BMI), see Copyright Serv. Bureau.
- Bare Back Music (ASCAP), see Intercontinental Entertainment.
- Barenreiter Music Publ'ns—Gen. Mgr.: Eric Fletcher—see Worldwide Music Publ'rs & Dists.
- Bar Fox Sound (BMI), see April/Blackwood.
- Barking Spider Music (ASCAP)—Owners: Michael D. Aisner, Eric Holle—see Ferndock.
- Barmasus Music (BMI), see Mietus.
- Barmour Music Corp. (BMI), see Pickwick.
- Barmatopom Music (BMI), see Martin Cohen.
- Bar Music (ASCAP)—Contacts: Billy Fox, Souren Mozian—see MRI.
- Barney Music (BMI), see Blanchris.
- C. L. Barnhouse Co. (SESAC), 110 B Ave., Oskaloosa, Iowa 52577. Tel: (515) 673-8397. Pres.: C. L. Barnhouse III; Gen. Mgr.: Robert Barnhouse.
- Int'l reps.: Austria, Germany & Switzerland (Emil Ruh in Switzerland); Norway (Schlagerforlaget).
- Bar None Music, see Piccasso.
- Bar None Music, see Piccasso.
- M. Baron Co., PO Box 149, Oyster Bay, N.Y. 11771. Tel: (516) 922-3377. Mgr.: Virginia Baron.
- Baron Music Publ'g Co. (BMI), 1117 17 Ave. S., Nashville, Tenn. 37212.
- Barracks 9 Music Inc. (BMI), see Star Spangled.
- Barricade Music (ASCAP), see Rondor.
- Jeff Barry Music (ASCAP), see Broadside.
- Barstic Music (BMI), 1921 Walnut St., Philadelphia, Pa. 19103. Tel: (215) 561-1283.
- Earl Barton Music Inc. (BMI), 1121 S. Glenstone, Springfield, Mo. 65804. Tel: (417) 869-6379. Pres. & Gen. Mgr.: E. E. Siman Jr.; Prof. Mgr.: Scott F. Siman. (Licensed through Publishers' Licensing Corp.).
- Barton Music Corp. (ASCAP), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 541-6103.
- Branch: Los Angeles, Calif.: 9220 Sunset Blvd., Zip: 90069. Tel: (213) 273-3590.
- Baruth Music (ASCAP) (div. of Baruth Prod'ns Inc.), PO Box 07120, Cleveland, Ohio 44107. Tel: (216) 521-1222. Pres.: Jon J. B. Baruth; Gen. Mgr.: Dan Baruth; Prof. Mgr.: David Baruth.
- Branch: Martinez, Calif.: PO Box 967, Zip: 94553. Tel: (415) 228-1971. Chief Exec.: Debbie Wolfe.
- Barwin Music Co. Inc. (ASCAP), see Edwin H. Morris.
- Diane Basie Music Corp. (ASCAP), see Big Seven.
- Basitone Music Inc. (SESAC), see Midsong.
- Baskin Music (BMI), see Open End—Open End.
- Bates Music Publ'g Co. Inc. (BMI), see Van-Jak.
- Bathurst Music (BMI), see Morning Music.
- Robin Batteau Music (ASCAP), see April/Blackwood.
- Mel Bay Publ'ns, 4 Industrial Dr., Pacific, Mo. 63069. Tel: (314) 257-3970. Pres.: Mel Bay.
- Int'l reps.: Canada (Leeds), Europe (Belwin-Mills).
- Bayou Boogie Music Co. (BMI), 913 Birmingham Dr., Baton Rouge, La. 70815. Tel: (504) 272-1420. Pres.: James M. Rogers.
- Beachtime Music (BMI), see Argonaut Music Group.
- Beacon Hill Music (SESAC), see Lillenas.
- Beagle Publ'g Co. (ASCAP), Gettysburg, Pa. 17325. Tel: (717) 334-2434. Contact: Craig Dayton.
- Bealin Music Publ'g Co., see T. B. Harms—Harry Von Tilzer.
- Beam Junction Music (BMI), see Mietus.
- Beantown Publ'g Co. (BMI), 206 E. Jordan St., Pensacola, Fla. 32503. Tel: (904) 438-2763. Pres. & Gen. Mgr.: Earl Lett; Prof. Mgr.: Matty Swain.
- Bear Brown Publ'g Co. (BMI), see R.A. Hodge.
- Beau-Di Music Inc. (BMI)—Tel: (713) 393-1703. Pres. & Gen. Mgr.: Buddy Hooper—see Beau-Jim.
- Beau-Jim Agency Inc. (ASCAP), PO Box 758, Lake Jackson, Tex. 77566. Tel: (713) 297-4030. Pres.: James E. Hooper.
- Beautiful Things Unlimited (BMI), see 20th Century.
- Beaver Music Publ'g Corp. (ASCAP), see H.B. Webman.
- Beckenhorst Press (ASCAP), PO Box 14273, 3841 N. High St., Columbus, Ohio 43214. Tel: (614) 268-3010. Owner: John Ness Beck.
- Beckie Publ'g Co. Inc. (BMI), see Sounds of Memphis.
- Bedivere Music Ltd.—Pres. Brian Lane—see Beldock Levine & Hoffman.
- Bedrock Music Co. Inc. (BMI), see Chappell.
- Beechic (BMI), see Chicorel.
- Beechmont Music Corp. (BMI), see H. B. Webman & Co.
- Beechwood Music Corp. (BMI), 6255 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 469-8371. VP & Prof. Activities Dir.: Paul Tannen; VP Creative Affairs: Iza Jaffe. (Administered by Screen Gems-EMI).
- Branch: Nashville, Tenn., 1014 17 Ave. S. Zip: 37212. Tel: (615) 244-2789. Gen. Prof. Mgr.: Richard Allen.
- Int'l branches: Canada, Beechwood Music of Canada.
- Bee Cool Publ'g Co. (BMI), see Jamie.
- Beeheart Music Co., see Martin Cohen.
- Beeff Baron Music Inc. (BMI), see Roger Talent.
- Beeff State Publ'g Co. (BMI), Box 14267, Omaha, Neb 68114. Tel: (402) 432-3498. Pres. & Gen. Mgr.: Fenton R. Isaacson; Prof. Mgr.: Chuck Penington.
- Jenny Bee Music (BMI), see Horse Creek.
- Bee Keeper (ASCAP), c/o Honey Recs., 4045 Bellevue Ave., No. 401, Oakland, Calif. 94610.
- Beekman Music Inc. (ASCAP), see Theodore Presser.
- Beelezebub Music (ASCAP), see Royalty Control Corp.
- Bee Ray Music (BMI), see Berry Lo.
- Beethoven Music Co. (ASCAP)—Pres.: Lincoln Myorga—see Harrison.
- Begonia Melodies Inc. (BMI), see Chappell.
- Bekson Music Publ'g Inc. (BMI), see Gene Kennedy.
- Beldock Levine & Hoffman, 565 Fifth Ave., New York, N.Y. 10017. Tel: (212) 490-0400. Cable: TELHOFFLAW. Telex: 422046. Gen. Mgr.: Elliot L. Hoffman; Prof. Mgr.: Peter S. Matorin.
- Int'l firm represented: William Tell Music Ltd. (UK).
- Belinda Music Inc. (BMI), see Chappell.
- Belkin Music (BMI), see Stone-Rap.
- Belladonna Music (ASCAP), see Rondor.
- Bellboy Music (BMI), see Mighty Three.
- Bell Holding Music (ASCAP), 1260 E. Main St., Meriden, Conn. 06450. Tel: (203) 728-5639. Cable: BELHOP.
- Bellis Music Publ'g Co. (ASCAP), see Brunswick.
- Bell Kat Music (BMI), see Chappell.
- Bello Music Ltd. (ASCAP), see Copyright Serv. Bureau.
- BelMar Music (BMI), see Copyright Serv. Bureau.
- Belmont Music (BMI), see M. M. Cole.
- Belmont Music Publ'rs (ASCAP), PO Box 49961, Los Angeles, Calif. 90049. Tel: (213) 472-2557. Cable: BELMUSIC. Pres.: Lawrence A. Schoenberg; Dir.: Reiko Bisey.
- Int'l firms represented: B. Schott Sohne (Germany), Universal (Austria).
- Int'l rep.: Austria (Universal).
- Belton Music Inc. (ASCAP), see Vector.
- Belwin-Mills Publ'g Corp. (ASCAP), 1776 Broadway, New York, N.Y. 10019. Tel: (212) 245-1100. Cable: BELMILPUB. Pres.: Martin Winkler; VP & Gen. Mgr.: Burton L. Litwin.
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- Belzam Music Co. of Canada, see Martin Cohen.
- Bema Music (ASCAP)—Pres.: Carl Maduri; Prof. Mgr.: Gary Doberstyn—see Stone-Rap.
- Bendig Music Corp. (BMI), see Fermata Int'l.
- Benfel Music (BMI), 10th & Parker Sts., Berkeley, Calif. 94710. Tel: (415) 549-2500. Mgr.: Jack L. Aho.
- Bengrad Ents. Inc. (BMI), see Mietus.
- Bennie Benjamin Music Inc. (ASCAP), see Chappell.
- Phil Bennett Music Co. (ASCAP), 1 E. 42 St., New York, N.Y. 10017. Tel: (212) 682-2539. Pres.: Phil Bennett; VP: Julia Lincoln.
- John T. Benson Publ'g Co. Inc. (ASCAP), 365 Great Circle Rd., Nashville, Tenn. 37228. Tel: (615) 259-9111. Pres.: Robert Benson Sr.; Gen. Mgr. & Music Publ'ns Dir.: Jim Van Hook; Catalog Admin.: Jackie Peters.
- Int'l branch: England, Benson Co. Publ'g Ltd.
- Int'l reps.: Australia (Rhema), Benelux (Universal Songs in Netherlands), Canada (Lawson-Falle), UK (Kingsway). (SEE ADVERTISEMENT)
- Berdoog Music (BMI), PO Box 8875, Universal City, Calif. 91608. Tel: (213) 985-2539. Pres.: Geroge Clements; Prof. Mgr.: Jim McGuckin.
- Beresford Music Inc. (BMI), see Damila.
- Norman Bergen Music (BMI), see Ceborg.
- Bergstrom Music Ltd. (ASCAP), see Publishers' Licensing Corp.
- Berkeley Cooperative Publ'rs, PO Box 3233, Berkeley, Calif. 94703. Tel: (415) 452-1248. Mgr.: Ed Denson.
- Int'l reps.: Scandinavia (Sonet), UK (SONAT).
- Berkshire Music Inc. (BMI), see Copyright Serv. Bureau.
- Irving Berlin Music Corp. (ASCAP), 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 247-4200.
- Hal Bernard Ents. Inc., see listing under "H."
- Bern Doubt Music (BMI), see Richard Kaye.
- Berner Music (BMI), see DaAnn.
- Bernetia Music Co. (BMI), see Copyright Serv. Bureau.
- Bernice Music Inc. (ASCAP), see Copyright Serv. Bureau.
- Dave Bernie Music Co. (ASCAP), see Gordon.
- M. Bernstein Music Publ'g Co. (ASCAP), 295 Monaco Pkwy., Denver, Colo. 80220. Tel: (303) 355-4535. Pres.: Morris Bernstein; Gen. Mgr.: Allan Bernstein; Prof. Mgrs.: Barry, Neil & Richard Bernstein.
- Berry Hill Songs (BMI), see Southern Writers.
- Berry Lo Music (ASCAP), 7046 Hollywood Blvd., No. 410, Hollywood, Calif. 90028. Tel: (213) 462-0502. Owner, Pres. & Prof. Mgr.: Harry Gordon; Gen. Mgr.: Linda Gordon.
- Bertram (ASCAP), c/o William Robinson, 6255 Sunset Blvd., Hollywood, Calif. 90028.
- John Berthelot & Assocs. (ASCAP), PO Box 13977, New Orleans, La. 70185. Tel: (504) 482-4211. Pres.: John Berthelot.
- Besco Music (ASCAP), see Copyright Serv. Bureau.
- Beserkeley, 1199 Spruce St., Berkeley, Calif. 94707. Tel: (415) 527-7664. Chief Execs.: Mathew King Kaufman, Steve Beserkeley.
- Besson (ASCAP), see Boosey & Hawkes.
- Bestat Music (ASCAP), see Copyright Serv. Bureau.
- Best Bet Music (ASCAP), 106 W. Madison, Kirkwood, Mo. 63122. Tel: (314) 821-5537. Pres.: Russ Lewis.
- Int'l rep.: Canada (CMRRA).
- Betdolph Music (ASCAP), see Notable.
- Beth-Ann Music Co. (ASCAP), 615 Baldwin Ln., Wilmington, Del. 19803. Tel: (302) 762-2410. Pres.: Albert G. Teoli.
- Better-Half Music Co. (ASCAP), 1894 N. Stanley Ave., Hollywood, Calif. 90046. Tel: (213) 874-1707.
- Bett Lou Music (BMI), PO Box 2424, Muscle Shoals, Ala. 35660. Tel: (205) 381-4549. Pres.: Wayne Henderson.
- Beverly-Culver Music Inc. (ASCAP), see Shoestrung & Copyright Serv. Bureau.
- Beverly Hills Music (BMI), c/o Lawrence Herbst Investment Trust Fund, PO Box 1659, Beverly Hills, Calif. 90213. Tel: (213) 248-1084. Pres. & Admin'r: Lawrence Herbst.
- Bevill Music Co. (BMI), see Arnold Mills.
- Bewalk Music (BMI), see Copyright Serv. Bureau.
- Bibo Music Publ'rs Inc. (ASCAP), see T. B. Harms.
- Bi-Circle Music (BMI), see Gopam.
- Bicycle Music Co., 8756 Hollywood Dr., Los Angeles, Calif. 90069. Tel: (213) 659-6361.
- Johnny Bienstock Music (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 489-8170. Comptroller: Lester Boles.
- Bifern Music Publ'g (BMI), 3361 S. Blue Ridge Court, Westlake Village, Calif. 91361. Tel: (805) 495-8765. Owner: Bill Doane.
- Big Apple Music Co. (BMI), see The Entertainment Co.
- Big B Music Inc., see T. B. Harms—Harry Von Tilzer.
- Big Baby Music Inc. (BMI), see Copyright Serv. Bureau.
- Big Bass Music (BMI), see April/Blackwood.
- Big Bopper Music Co., see T. B. Harms—Hall-Clement.
- Big Boro Publ'g Corp., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 757-4534.
- Big C Music (ASCAP), see 20th Century.
- Big Diamond Publ'g (BMI), PO Box 15018, Tulsa, Okla. 74115. Tel: (918) 939-0641, 324-5553. Owner: Ken Holiday Garton.
- Big E Little e Music (BMI), see Segel & Goldman.
- Big Elk (ASCAP), c/o James William Guercio, PO Box 310, Nederland, Colo. 80465.
- Big Fish Music (BMI), 10811 Hesby St., North Hollywood, Calif. 91601. Tel: (213) 766-7487. Co-Owners: Chuck Tennin, Steve Goddard.
- Big Five Music Inc. (BMI), see Copyright Serv. Bureau.
- Big Fuss Music (BMI), see Chappell.
- Big Heart Music Inc. (BMI), 9454 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel: (213) 278-7020. Pres.: Sherwin Bash; VP: Alan Mink; Gen. & Prof. Mgr.: Randy Bash.
- Big Hill (ASCAP), 41-A E. 74 St., New York, N.Y. 10021.
- Big Hurry Music Co. Inc. (ASCAP), 321 Commercial Ave., Palisades Park, N.J. 07650. Tel: (201) 224-8000. Telex: 135384. Pres.: Alfred Haber. (Represented by Mietus)
- Big Jim Music (SESAC), see Autumn Hill.
- Big Kitty Music (ASCAP), see Rondor.
- Big Mama Music (BMI), see Royalty Control Corp.
- Big Mike Music (BMI), 408 W. 115 St., New York, N.Y. 10025. Tel: (212) 222-8715. Cable: RIGHTON. Pres.: William H. Downs; Gen. Mgr.: Dolly Gilmore; Prof. Mgr.: Carl Palmer.
- Int'l firm represented: Minerva Music (Germany).
- Int'l rep.: France (Michel Meyer).
- Big Music (BMI), PO Box 9, 10 George St., Wallingford, Conn. 06492. Tel: (203) 269-4465. Cable: BIGSO-DREC. Pres.: Thomas Cavalier; Gen. & Publ'g Mgr.: Edyth L. Mercier.
- Branch: New York, N.Y., 2 Washington Square Village, Suite 7D, Zip: 10012. Tel: (212) 260-8645. Mgr. Dir.: John Tiven.
- Int'l rep.: Worldwide excluding USA & Canada (Celestial Harmonies in USA).
- Big Seven Music Corp. (BMI), 1790 Broadway, New York, N.Y. 10019. Tel: (212) 582-4267. Cable: ROULREC. Telex: 422573. Pres.: Morris Levy; VP, Gen. & Prof. Mgr.: Phil Kahl.
- Int'l branches: Australia (Planetary-Nom), Belgium (Caradam Eds.), France (Caradam Eds.), Germany (Musiwerk Verlag Planetary), Netherlands (Caradam Eds.), South Africa (Planetary-Nom), Switzerland (Caradam Eds.), UK (Planetary-Nom).
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- Big Shoe Publ'g Co. (BMI), 1011 Fountain Rd., Jacksonville, Fla. 32205. Tel: (904) 781-4311. Pres.: Bruce Beard.
- Big Six Music Co. (BMI), see Chappell.
- Big Sky Music (ASCAP), PO Box 660, Cooper Sta., New York, N.Y. 10003. Tel: (212) 473-5900. Admin'r: Naomi Saltzman.
- Big Smoky Publ'g (BMI), PO Box 585, Central Sta., St. Louis, Mo. 63188. Pres.: George E. Patterson II.
- Big State Music Publ'g (BMI), 1311 Candlelight Ave., Dun-canville, Tex. 75137. Tel: (214) 298-9576. Pres.: Paul S. Ketter.
- Big Swing (BMI), c/o L.D. Allen, 3120 S. Robinson, Oklahoma City, Okla. 73109.
- The Big 3 Music Corp., see United Artists.
- Big Willie Music (BMI), 5004 W. Francis Rd., Clio, Mich. 48420. Tel: (313) 686-0189. Pres.: Forrest Green, VP: David O. Norris.
- Bijou Ridge Music, PO Box 476, First & Montana Sts., Wakkonda, S.D. 57073. Tel: (605) 267-2859. Owner: Douglas Sharples.
- Bikini Music Publ'g Corp. (ASCAP), see Jova.
- Bilt Publ'g (BMI), see Bug.
- Steve Binder Prod'ns, 1800 Century Park E., No. 418, Los Angeles, Calif. 90067. Tel: (213) 277-7855, 456-2777.
- Biograph Music Inc. (ASCAP), 16 River St., Chatham, N.Y. 12037. Tel: (518) 392-3400. Pres.: Arnold S. Caplin; Gen. Mgr.: Joel Bernstein.
- Birchfield Music, see Faron Young.
- Birch Island Music Press (ASCAP), see C.L. Barnhouse.
- Robert Fairfax Birch Publ'ns (ASCAP), see Theodore Presser.
- Benny Bird Co. (BMI), see Copyright Serv. Bureau.
- Birdes Music Corp. (ASCAP), see Cream.
- Birdseye Music (BMI), see United Int'l Copyright & Copyright Serv. Bureau.
- Birdsheet Music (BMI), 21350 Califa St., No. 224, Woodland Hills, Calif. 91367. Tel: (213) 884-9312. Pres.: Roger Jewell.

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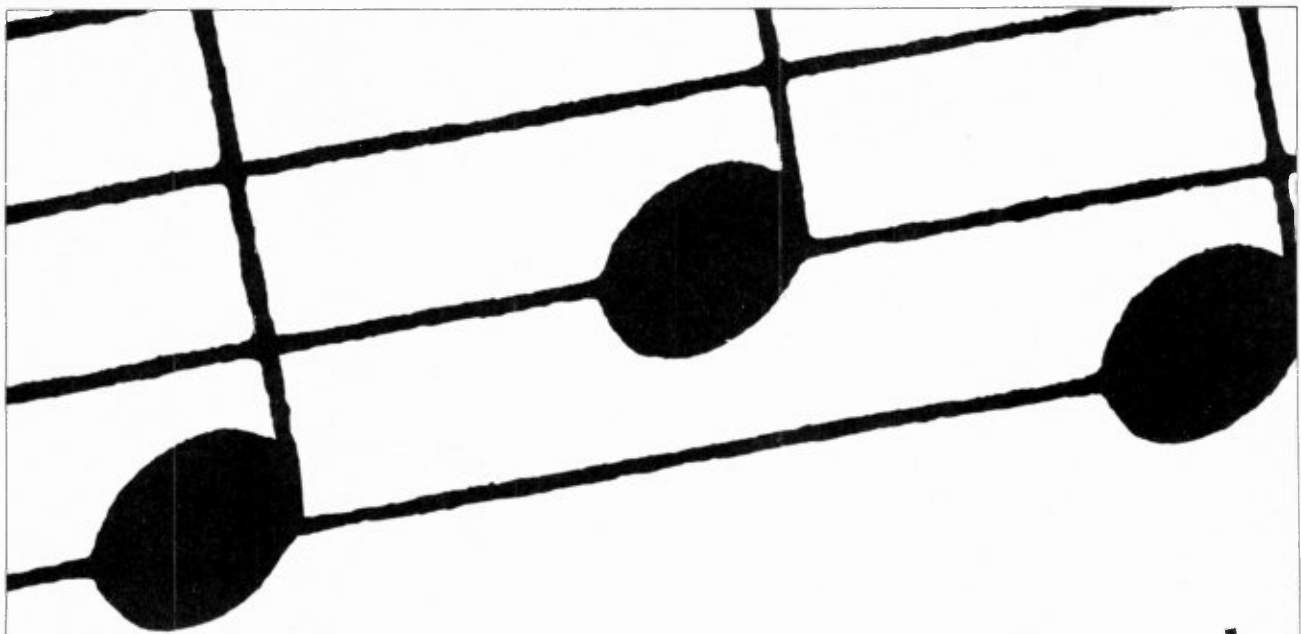
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 Bill Black Music Inc. (ASCAP), see Lyn-Lou.
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 Black Caviar Music Inc. (ASCAP), 540 Madison Ave., New York, N.Y. 10022. Tel. (212) 838-6670. Pres.: Ronnie Lyons. Gen. Mgr.: Fred Biehl.
Int'l rep.: Worldwide excluding USA & Canada (Chappell Int'l).
 Black Coffee Music Inc. (BMI), see Prophecy.
 Black Ivy Music (BMI), see Mietus.
 Black Kat Rec. Co. Publ'g (BMI), 542 S. Dearborn, Suite 1102, Chicago, Ill. 60605. Tel. (312) 939-9066, 486-2989. Bd. Chm., Admin'r & Nat'l Dir.: Hank Williams; Ass't Mgr. & Project Dir.: Barbara McNeal.
Branch: Midfield, Ala., 544 Bessemer Super Hwy. Zip 35228.
 Blackland Music Co. (BMI), PO Box 7349, Tulsa, Okla. 74105. Tel. (918) 456-9541. Pres.: J.C. Garland. VP: Jelinda Devorzon.
 Black Magic Music (BMI), 1109 Brooks Ln., Indianapolis, Ind. 46202. Tel. (317) 637-9498. Pres.: George Khaliq. Creative Dir.: Michael Whittaker.
 Black Molasses (ASCAP), see Segel & Goldman.
 Black Sheep Music (BMI), PO Box 22635, Nashville, Tenn. 37202. Tel. (615) 383-8318. Pres.: Audie Ashworth.
 Black Stone Music (BMI), see Main Stone.
 Milton Blackstone Music Corp. (ASCAP), see Copyright Serv. Bureau.
 Black Tent Music (BMI), see Bug.
 Black & White Music Co. (BMI), see Copyright Serv. Bureau.
 Blackwood Music Inc. (BMI), see April/Blackwood.
 Eubie Blake Music (ASCAP), 284-A Stuyvesant Ave., Brooklyn, N.Y. 11221. Tel. (212) 574-8511. Pres.: Eubie Blake. (Administered by Beldock Levine & Hoffman).
 Blanchris Music (BMI), 160 W. 71 St., New York, N.Y. 10023. Tel. (212) 873-2020. Office Mgr.: Renee Steele.
 Blanding Publ'g Co. (BMI), PO Box 162, Provo, Utah 84601. Tel. (801) 224-1775. Pres.: Stan Bronson.
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 Eric Blau Music Inc. (BMI), 251 W. 92 St., New York, N.Y. 10025. Pres.: Eric Blau.
 Blaze Music Co. (BMI), Box 1899, Little Rock, Ark. 72203. Tel. (501) 375-2911. VP: Kenneth Baker.
 Blecker Street Music (BMI), see Katch Nazar.
 Blendingwell Music Inc. (ASCAP), 488 Madison Ave., New York, N.Y. 10022. Tel. (212) 752-3033. Cable: PHILKURN. Telex: 234128. Co-Pres.: Terry Cashman, Tommy West, VP & Gen. Prof. Mgr.: Bob Esposito. Gen. Mgr.: Stan Nowak. (Administered by Publishers Licensing Corp.).
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 Blind Baby Music (BMI), see Rondor.
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 Blockbuster Music Inc. (BMI), see Jamie.
 Blonde Lion Songs (BMI), see Martin Cohen.
 Blue Ace Music (ASCAP) (div. of Bass-Goldstein Inc.), PO Box 497, Yonkers, N.Y. 10702. Tel. (914) 423-8789. Pres.: Bruce Bass; VP: Jay Goldstein. (Administered by Copyright Serv. Bureau).
 Blue Band Music (BMI), see Ray Griff.
 Blue Book Music (BMI), 1225 N. Chester Ave., Bakersfield, Calif. 93308. Tel. (805) 393-1011. Owner: Buck Owens; Gen. Mgr.: Dorothy Owens; Prof. Mgr.: Jim Shaw.
 Blue Bottle Music (BMI), see Copyright Serv. Bureau.
 Blue Branch (BMI), see Eriction.
 Blue Bros. Music (BMI), see AlRuby.
 Blue Canyon Music (BMI), 1000 Granville Ave., Los Angeles, Calif. 90049. Tel. (213) 826-0649. Owner: Jim Terr.
 Blue Coast Music Inc. (ASCAP), see Fairlyland.
 Blue Dahlia / Paraflores Music, 1901 Ave. Of The Stars, Suite 740, Los Angeles, Calif. 90067. Tel. (213) 277-2224. Pres.: Lauren Caplan.
 Blue Echo Music (ASCAP), see Ray Griff.
 Blue Fin Music Co. (ASCAP), see Robin Hood.
 Blueford Music (ASCAP), see Mercantile.
 Blue Fox Music (ASCAP), see Skip Taylor.
 Blue Guitar Music Co. (ASCAP), see Chappell.
 Blue Island Music (BMI), see South Breeze.
 Blue Lick Music (BMI), see Bald Mountain.
 Blue Mace Music (BMI), PO Box 62263, 2716 Sandy Valley Rd., Virginia Beach, Va. 23462. Tel. (804) 340-3366. Pres.: Alex Spencer.
 Bluemark Music (ASCAP), see QCA.
 Blue Max Music (BMI), see Americus.
 Blue Melody Music (ASCAP), see Ray Griff.
 Blue Menu Music Co. (BMI), see Green Menu.
 Blue Monday Music (BMI), see Garrett.
 Blue Moon Music (ASCAP), see Nashville Copyright.
 Blue Rangers Music (ASCAP), see Greasy King.
 Blue River Music Inc. (BMI), 1741 N. Ivar, Suite 210, Hollywood, Calif. 90028. Tel. (213) 463-7661. Pres.: Harry Bluestone; Gen. Mgr.: Ross J. Bluestone; Prof. Mgr.: Michael Reynolds.
 Blue Rock Music (BMI), see Copyright Serv. Bureau.
 Blue Sable Publ'g (BMI), see Fairchild.
 Blueside Music (BMI), see April/Blackwood.
 Blues Man Music (BMI), see Copyright Serv. Bureau.
 Bluesome Lady Music (ASCAP), see Jondora Music—Delta R&E.
 Bluestocking (ASCAP)—Owner: Annie Dinerman—see Hal Bernard.
 Blue Umbrella Music Publ'g Co. (ASCAP), 3011 Beach 40

St., Sea Gate, Brooklyn, N.Y. 11224. Tel. (212) 372-6436, 449-5265. Owner: Nadish Millet.
 Bobbin & Weavin Music (ASCAP), see Martin Cohen.
 Bobby Anthony Music (ASCAP), see Chappell.
 Bobby's Beat Music (SESAC), see Cross Country.
 Bobcat Music (ASCAP), see PPX.
 Bobob Music Corp. (ASCAP), see Clardge.
 Bobrich Music Inc. (BMI), see Ashley.
 Boca Music Inc. (ASCAP), 532 Sylvan Ave., Englewood Cliffs, N.J. 07632. Tel. (201) 567-8100. TWX (710) 991-9372. Co-Pres.: Luigi Creatore, Hugo Peretti, Prof. Mgr.: Landy McNeal.
Int'l reps: Australia (Festival), Belgium (Intersong in Netherlands), France (Radio Music), Germany (Melodie der Welt), Italy (Sugar), Japan (Victor), Netherlands (Intersong), Philippines (Lustre), South Africa (Leeds), Sweden (Sweden Music), UK (Carlin).
 Bocephus Music Co. (BMI)—Pres.: J.R. Smith—see Single-tree.
 Fred Bock Music Co. (ASCAP), Box 333, Tarzana, Calif. 91356. Tel. (213) 996-6181.
 Bo-Gal Music (BMI), PO Box 6687, Wheeling, W. Va. 26003. Ohio Tel. (614) 758-5812. Pres. & Gen. Mgr.: Robert H. Gallion.
 Bohannon Phase II Music Publ'g Co. (ASCAP), see Chappell.
 Bokirk Music (ASCAP), 6255 Sunset Blvd., Suite 1005, Hollywood, Calif. 90028.
 Boldex Ent's. Inc. (BMI), see Copyright Serv. Bureau.
 Bomac Publ'g Inc. (BMI), see Copyright Serv. Bureau.
 Bomass (BMI), c/o Aucoin Mgmt., 645 Madison Ave., New York, N.Y. 10022.
 Bombs Away Music Inc. (ASCAP), see Castle Hill.
 Bomike Music Co. (ASCAP), see Mietus.
 Bonhomme Music (BMI), see Open End—New Times.
 Bonnyview Music Corp. (ASCAP), see Drive-In.
 Bonton Music (ASCAP), 10441 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel. (213) 279-1659.
 Boogie Music (BMI), see Skip Taylor.
 Boogie Nite Music (SESAC), see Red Greg.
 Boomerang Music Co. (BMI), see S&R Music.
 Boossey & Co. (ASCAP), see Boossey & Hawkes.
 Boossey & Hawkes Inc. (ASCAP), 30 W. 57 St., New York, N.Y. 10019. Tel. (212) 757-3332. Cable: SO-NOROUS. Pres. & Mng. Dir.: W. Stuart Pope. Copyright & Royalty Dept. Mgr.: Sylvia Goldstein.
Home office: England.
Int'l branches: Australia, Canada, France, Germany, South Africa, Sweden.
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Int'l reps.: Argentina (Barry), Austria (Theater-Verlag Erich), Denmark (Wilhelm Hansen), Italy (Carisch), Japan (Academia Music, Nippon Gakki), Netherlands (Albersen), Norway (Norsk Musikforlag), Spain (Vidal Limona y Boceta), Sweden (Carl Gehrmann).
 The Boppers Music (BMI), see Martin Cohen.
 Border Brigands Music, 1101 E. Morehead St., No. 5, Charlotte, N.C. 28204. Owner: Ted Holt.
 Border Star Music Inc. (BMI), PO Box 0107, Los Angeles, Calif. 90048. Tel. (213) 655-6189. Pres. & Gen. Mgr.: Roger B. Perry; Prof. Mgr.: Richard Perry.
 Bornwin (BMI), see Beechwood.
 Bosken Music Inc. (BMI), see QCA.
 Boston Music Co. (ASCAP) (div. of Williamson Music Inc.), 116 Boylston St., Boston, Mass. 02116. Tel. (617) 426-5100. Gen. Mgr.: Warren W. Morris.
Int'l reps.: Australia (Allens), UK (Chappell).
 Botnk Music Co. (ASCAP), see SuLyn.
 Bottom Line Music Co. (ASCAP), see Chappell.
 Bouldin Music Publ'g Co. (BMI), PO Box 1375, Baltimore, Md. 21203. Tel. (301) 327-8236. Pres. & Prof. Mgr.: Ray Donahoe; Gen. Mgr.: Henry Donahoe.
 Bourne Co. (ASCAP), 1212 Ave. of the Americas, New York, N.Y. 10036. Tel. (212) 575-1800. Cable: BOURNEMUS. Pres.: Bonnie Bourne; Prof. Dept.: Dick Stone, Ken Brescia. (Sheet music distributed by G. Schirmer).
Branch: Los Angeles, Calif., 6381 Hollywood Blvd. Zip: 90028. Tel. (213) 469-5101.
Int'l branches: Canada (Bourne Music Canada), France (Bourne-France), UK (Bourne Music Ltd.).
Int'l reps.: Australia (Boossey & Hawkes), Germany (Melodie der Welt), Italy (Gallazzi), Japan (High Note), Mexico (Brambila), Netherlands (Basari), Portugal (Ivan Mogull), South America (Fermata in Brazil), Spain (Ivan Mogull), Switzerland (Melodie der Welt) (SEE ADVERTISEMENT).
 Bovina Music Inc. (ASCAP), 1650 Broadway, New York, N.Y. 10019.
 Bowling Green Music (BMI), see Trust Music.
 Bow Man Music Corp. (BMI), see Sagittarius.
 Bow Wow Music (BMI), see Stone-Rap.
 Box (BMI), see MacArthur.
 Boxcar Music Publ'g Co. (BMI), 13615 Pinerock Ln., Houston, Tex. 77079. Tel. (713) 468-6622. Pres.: Peter Breaz.
 Boxer Music (BMI), Box 120501, Nashville, Tenn. 37212. Tel. (615) 383-5073. Pres.: Curtis L. Allen.
Branch: North Hollywood, Calif., 10200 Riverside Dr., No. 202. Zip 91602. Tel. (213) 766-3818. Gen. Mgr.: Mickey Gross.
Int'l rep.: Worldwide excluding USA (Morning Music in Canada).
 Tommy Boyce & Melvin Powers Music Ent's (ASCAP), 12015 Sherman Rd., North Hollywood, Calif. 91605. Tel. (213) 875-1711. Pres.: Melvin Powers; Gen. Mgr.: Tommy Boyce; Prof. Mgr.: Karen Sweeney.
 Boy Wonder Music Co. (BMI), see Mietus.
 Bracknuc Music (BMI), see Chappell.
 Bradshaw Music (BMI), see Beechwood.
 Braintorm Music Co. (BMI), see Stoneway.
 Braintree Music (BMI), see Bug.
 Brantree Music (BMI), c/o Segel & Goldman, 9126 Sunset Blvd., Los Angeles, Calif. 90069. Tel. (213) 278-9200. Pres.: Richard Perry; Prof. Mgr.: Cathie Carey; Publ'g Admin'r.: Paul Giger. (Administered by Segel & Goldman).

Int'l reps.: Australia (Rondor), Austria (Altus in Germany), Belgium (Pathe Marconi in France), Central America (CBS), Denmark (Sweden Music in Sweden), Finland (Sweden Music in Sweden), France (Pathe Marconi), Germany (Altus), Hong Kong (Pathe), Iceland (Sweden Music in Sweden), Ireland (Rondor in UK), Italy (RCA), Japan (Pacific), Luxembourg (Pathe Marconi in France), Malaysia (Pathe in Hong Kong), Mexico (CBS), Netherlands (Universal Songs), New Zealand (Rondor in Australia), Norway (Sweden Music in Sweden), Portugal (Penta/Quiroga in Spain), Singapore (Pathe in Hong Kong), South Africa (Music Publ'g Co.), South America (CBS), Spain (Penta/Quiroga), Sweden (Sweden Music), Switzerland (Altus in Germany), UK (Rondor).
 Bramsdene Music Corp. (BMI), see Campbell Connelly.
 Brand X Music, see Beserkley.
 Branston Music Inc. (BMI), see Big Seven.
 Brass Music Ltd. (ASCAP), see Brass Press.
 Brass Press (BMI), 136 Eighth Ave. N., Nashville, Tenn. 37203. Tel. (615) 254-8969. Owner & Pres.: Stephen L. Glover. Sales Mgr.: James Vester.
Int'l firm represented: Musica Rara—Brass Eds. (UK).
Int'l reps: Australia (Brass & Reed), Norway (Norsk Brass), Switzerland (BMI).
 Braun Music Inc. (SESAC), see Music Sales.
 Brazos Valley Music Co. (BMI)—Pres.: Hank Thompson—see Jim Halsey.
 Break of Dawn (BMI), PO Box 490, Bogalusa, La. 70427.
 Breegh Music (BMI), see Yuggoth.
 Breeze Publ'g Co. (BMI), Box 1354A, Rt. 2, Cheyenne, Wyo. 82001. Tel. (307) 638-8733. Gen. Mgr.: Ray Alexander.
 Bregman Vocco & Conn Inc. (ASCAP), see 20th Century.
 Briar Music Co. (ASCAP), see The Entertainment Co.
 Brian Music (BMI), see BC Ent's.
 Briarhead Music Unlimited (ASCAP), PO Box 515, St. Louis, Mo. 63166. Tel. (314) 776-2278, 464-1773. Pres. & Prof. Mgr.: Ken Keene. VP: Frankie Ford.
Branches: New Orleans, La., PO Box 3763, Zip 70117. Prof. Mgr.: Wayne Keene—Nashville, Tenn., PO Box 24561, Zip 37203. VP: Tom Pallardy.
Int'l firms represented: Baby Snaker (UK), Southern Sound (UK).
Int'l reps.: UK (Baby Snaker, Southern Sound).
 Briarpatch Music (BMI)—Pres.: Edward T. Rabbit. Gen. Mgr.: Keni Wehrman—see DebDave.
 Brickbert Music (BMI), 6801 W. 76 St., Overland Park, Kan. 66205. Tel. (913) 642-9600. Owner & Gen. Mgr.: William E. Gilbert.
Branch: St. Louis, Mo., 1843 Kennett Pl. Zip 63104. Tel. (314) 772-2894. Gen. Mgr.: William J. Keyes.
 Bridge Music (BMI), see The Herald Ass'n.
 Bridge Music Publ'g Co. (BMI), (a div. of Pacific Press Publ'g Ass'n), 1350 Villa St., Mountain View, Calif. 94042. Tel. (415) 961-2323.
 Bridgeport Music Inc. (BMI), 19631 W. Eight Mile Rd., Detroit, Mich. 48219. Tel. (313) 255-6740. Pres.: Armen Boladian. Ass't to Pres.: Carole Luedeman.
 Brigantine Music (BMI), 23 Darby Rd., Cherry Hill, N.J. 08002. Pres.: Martin Dippolito. VP: Richard DeMarco. Treas.: Norman D. Cooper.
 Briggsville-Taylortown (BMI), see Copyright Serv. Bureau.
 Joani Brightharp (BMI), see Copyright Serv. Bureau.
 Bright Moments (BMI), 40 Bulkley Ave., Sausalito, Calif. 94965.
 Bright Tunes (ASCAP), c/o Howard Sheldon, 292 Madison Ave., New York, N.Y. 10017.
 Brim Music Inc. (SESAC), 38 Music Square E., Suite III, Nashville, Tenn. 37203. Tel. (615) 256-3373. Pres. & Prof. Mgr.: Marty Williamson. Gen. Mgr.: Dick Runyeon.
 British Rocket Music Publ'g Co. (ASCAP), see Rocket Publ'g.
 Broad River Press, see Brass Press.
 Broadside Music Inc. (BMI), see Segel & Goldman.
 Broadway/Hollywood Int'l Music Publ'rs, Box 496, Georgetown, Conn. 06829. Tel. (203) 544-8288. Contacts: Doris & Bruce Yeko.
Branch: Fort Lee, N.J., PO Box 15. Zip 07024.
 Broadway Music Corp. (ASCAP), see Copyright Serv. Bureau.
 Brodt Music Co. (ASCAP), PO Box 9345, Zip 28299, 1409 E. Independence Blvd., Charlotte, N.C. 28205. Tel. (704) 332-2177. Owner: Gladys F. Brodt.
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 Broken Arrow Music Inc. (BMI), see Segel & Goldman.
 Broken Bird Music (ASCAP), see Segel & Goldman.
 Broken Soul Music Co. (BMI), see Copyright Serv. Bureau.
 Bronjo Music (BMI), 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel. (212) 253-4600. Cable: SEECODISC.
Int'l rep.: UK (Sparta-Florida).
 Samuel Bronston Music Publ'g Inc. (ASCAP), see TRO.
 Bronze Music Co. Inc. (SESAC), see Sure-Fire.
 Brookdale Music Inc. (BMI), see Copyright Serv. Bureau.
 Brooklyn Heights Music Inc. (ASCAP), 124 Montague St., Brooklyn, N.Y. 11201. Tel. (212) 237-0250. Pres.: Bob W. Motta. VP & Sec'y: Vince Traina.
 Brooklyn Music (ASCAP), see 20th Century.
 Brooks Bros. Publ'rs (BMI), 311 Marga Ln., Nashville, Tenn. 37211. Tel. (615) 834-4124. Gen. Mgr.: Jake C. Brooks. (Affiliated with Enchantment Music).
 Brookside Music Corp. (ASCAP), 159 W. 53 St., New York, N.Y. 10019. Tel. (212) 541-7761. Pres.: Reid White-law.
 Brookville Music Inc. (BMI), see Mietus.
 Brother Publ'g Co. (BMI), 10880 Wilshire Blvd., Suite 306, Los Angeles, Calif. 90024. Tel. (213) 475-0361. Exec. VP: Janet Lent-Koof.
 Brothers Two Music (BMI), see Chappell.
 Alexander Broude Inc., 225 W. 57 St., New York, N.Y. 10019. Tel. (212) 586-1674. Cable: ALBRO. Pres.: Robert J. Bregman. VP: Dean Street. Sec'y-Treas.: Michael Lefferts.
Int'l firms represented: Breitkopf & Haertel, J&W Chester (Choral Works), Composers Library Eds., Continuo Music Press, J.B. Cramer & Co. Ltd., Deutscher Verlag fur Musik, Fenette Music, Fentone Music, Gemini



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Brouhaha Music (ASCAP), see Copyright Serv Bureau

Brouhahn Music (ASCAP), 221 W 57 St., New York, N.Y. 10019

Brownleaf Music Co (BMI), PO Box 7221, Mobile, Ala 36607 Tel (205) 342-1177 Pres. John N. Blackburn, VP Sara Ann Smith

Brown Moon Music (ASCAP), PO Box 19274, Houston, Tex 77024 Tel (713) 785-5779 Pres. Rusty Holster
Branch: Midland, Tex., PO Box 2661 Zip 79701

Brown Shoes (BMI), see Rondor

Brown Shoes Music Co (ASCAP), see Chappell

Brown Trout Music Inc (BMI), see Chappell

Bruin Music Co (BMI), see Famous

Brusser Music (BMI), see April/Blackwood

Brujo Publ'g (BMI), see Western Head

John Brumage Co., 514 W 57 St., New York, N.Y. 10019 Tel (212) 245-6119 Owner John Brumage; Gen Mgr Linda Brumage

Albert E. Brumley & Sons (SESAC), Powell, Mo 65730 Tel (417) 435-2225 Pres. Bill Brumley Gen Mgr Bob Brumley

Brunswick Music Publ'g Co (BMI), 136 S. Small Dr., Beverly Hills, Calif. 90211 Tel (213) 657-4895 Owner, Pres. & Gen. & Prof. Mgr. Lee Silver

Brushape Music Co Inc (BMI)—VP Gary S. Paxton—see Window

Brut Music Publ'g (ASCAP) (div. of Brut Prod'ns Inc.), 1345 Ave of the Americas, New York, N.Y. 10019 Tel (212) 581-3114

Bryn Mawr Music Co (ASCAP), see Accadia

Bubble Gum Music Co (ASCAP), see Mietus

Backboard Jazz Music (ASCAP), 1108 17 Ave. S., Nashville, Tenn 37212 Tel (615) 327-4571 Pres. Dave Converse

Buckeye Music Inc (ASCAP), see Carlson

Buckhorn Music Publ'rs Inc (BMI), 1007 17 Ave. S., Nashville, Tenn 37212 Tel (615) 255-0543 Pres. Marjorie Wilkin

Int'l reps.: Australia (Castle), Jamaica (Woodwater), Japan (Tokyo Music), South Africa (Reveille), UK (Valentine)

Buckingham Music Co (ASCAP), see Pavanne

Bucksport (BMI), PO Box 24265, Nashville, Tenn. 37203 Tel (615) 824-1169

Bucky Music (ASCAP), see Copyright Serv Bureau (US rights)

Bucenitis Music Co (BMI), see Copyright Serv Bureau (US rights)

Buddah Music Inc (ASCAP), 1350 Ave. of the Americas, New York, N.Y. 10019 Tel (212) 582-6900 Dir., Mktg. & Sales Charles K. Walz (Administered by United Artists)

Int'l rep.: Worldwide (United Artists)

Budd Music Corp (ASCAP), 18531 Wells Dr., Tarzana, Calif. 91356 Tel (213) 345-4204 Pres. Buddy Kaye
Branch: Las Vegas, Nev., 850 Tam O Shanter, Zip 89109

Int'l rep.: UK (Budd)

Bud-Don Music Co (ASCAP), see Glad Music

Budget Music (BMI), see Mietus

Buena Vista Publ'g Co (BMI), PO Box 28553, Dallas, Tex 75228 Tel (214) 328-7770 Owner B. L. Bollman

Buffalo Bill Music (BMI), 2501 S. Ocean Dr., Hollywood, Fla 33019 Tel (305) 921-6550 Pres. Robert S. Taran, Nat'l Sales Evelyn Geldon

Bug Eyes Music (BMI), see Bug Music

Bug Juice Music (BMI), see Bug Music

Bug Music (BMI), see Bug Music Group

Bug Music Group, 6777 Hollywood Blvd., 9th fl., Hollywood Calif. 90028 Tel (213) 466-4352 Pres. Daniel Bourgoise, VP & Gen. Mgr. Fred Bourgoise Copyright Admin'r Lydia Frazier, Prof. Mgr. Bruce Hoffman

In 1 reps.: Australia (Matthews), Belgium (Ardmore & Beechwood), Germany (Roba), Italy (Chappell) Japan (Pacific), Scandinavia (Air in Sweden), Switzerland (EMI) UK (Warner Bros)

Bullet-Proof Music (BMI), see Dozier

Bullfrog Ballades (ASCAP), see Folklore

Bullfrog Music (ASCAP), see Skip Taylor

Bull-Kent Music (ASCAP), see Mercantile

Bull Pen Music Co Inc (BMI), see Perren-Vibes

Bullwinkle Music Co (ASCAP), PO Box 48, Lithia Springs, Ga 30057 Pres. James F. Brannon Jr

Bumpershoot Music Inc (BMI), see Hal Bernard

Burd Music (BMI), see Chappell

Fred Burd Music (BMI), see Cedarwood

Burdette Music Co (BMI), see Jerden

Burlington Music Corp (ASCAP), 539 W. 25 St., New York, N.Y. 10001 Tel (212) 675-6060 Cable FULL-RANGE Mgr. Carolyn Kalet

Int'l branches: Australia (Palace), Canada (Burlington), France & French Union (Palace), Germany (Burlington), Hong Kong (Burlington-Palace), Italy (Palace), Netherlands (Palace), South Africa (Burlington), Spain & Portugal (Burlington), Sweden (Palace), Switzerland (Burlington), UK (Burlington-Palace)

Burning Rope Publ'g Co (BMI), 137 E. Sixth St., Austin, Tex 78701 Tel (512) 477-7100 Owners Charles D. Tullis Jr., Leon Vernon Eagleson

Burresci-Palmiteri Music Prod'ns (ASCAP), 28 Cover Ave., Stewart Manor, N.Y. 11530 Tel (516) 328-1505 Co-Chm. Richard C. Burresci, William L. Palmiteri, Gen. Mgr. Donald T. Burresci, Prof. Mgr. Donald C. Burresci

Branch: Ballerice, N.Y., 73 Huron Rd., Zip 11426 Tel (516) 775 4656 Gen. Mgr. William L. Palmiteri

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Burt Topper Music (BMI), see Chappell

Buskirk Music (BMI), see Royalty Control Corp

Butler Music Publ'g Corp (ASCAP), see Chappell

Butterflygurd Music (BMI), see BMG

Buttermilk Sky Music Publ'g Corp (BMI), 515 Madison Ave., Suite 808, New York, N.Y. 10022 Tel (212) 759-2275 Pres. Murray Deutch, Gen. Mgr. Stuart Cantor; Prof. Mgr. Jaime Vaughan

Butter Music (BMI), see Cream

By Full Co. (BMI), see Kropotkin

By Gene Music (BMI), see Chappell & Sounds of Memphis

Bygosh Music Corp (ASCAP), RD 1, Brookfield, Vt 05036 Tel (802) 276-3393 Pres. Bobby Gosh, Gen. Mgr. Al Weissman

Byrdshire Music Co (ASCAP), 1601 N. Orange Grove Ave., Hollywood, Calif. 90046 Tel (213) 874-0044 Partners Betty & Jack Carlton

Bytown Music (BMI), see Copyright Serv Bureau

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C A M Prod'ns (BMI), 489 Fifth Ave., New York, N.Y. 10017 Tel (212) 682-8400 Cable CAMUSA INC. Telex: 236920 Pres. Vittorio Benedetto

C A M (USA) Inc (BMI), see CAM Prod'ns

C B Music Inc (BMI), see Big Seven

C B G B's Music Inc (ASCAP), see Larry Spier

C B S, see April/Blackwood (SEE ADVERTISEMENT)

C J Publ'g (BMI), 4827 S. Prairie Ave., Chicago, Ill 60615 Tel (312) 285-1616 Pres. Carl Jones

C M G Music (ASCAP), see Music Music Music

C P W Music (ASCAP), see Chappell

C T I Recs. (div. of Creed Taylor Inc.), 1 Rockefeller Plaza, New York, N.Y. 10020 Tel (212) 489-6120 Bd. Chm.: Creed Taylor, Pres. Jerald Wagner, Prof. Mgr.: Amy Roslyn

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Cabriole Music (BMI), PO Box 7422, Shreveport, La. 71107 Pres. Mary Logan, Prof. Mgr. Don Logan

Cachand Music (BMI), see Curton & Copyright Serv Bureau

Caesar's Music Library (ASCAP), 1022 N. Palm Ave., Los Angeles, Calif. 90069 Tel (213) 659-6034 Pres. Marc Gordon Jr

Cafe Americana (ASCAP), 8255 Sunset Blvd., Los Angeles, Calif. 90046 Contact Andrea Starr

Cajun Crawdaddy Music (BMI), see Bug

Cakewalk Music (BMI), see 20th Century

Caleb Music (ASCAP), see Rondor

Calelo Music (ASCAP), see April/Blackwood

Calico (BMI), see Drive-In

California Music Press, see Copyright Serv Bureau

California's Blue-Rose (BMI), 483 Shadow Ln., Fontana, Wis 53125 Tel (414) 275-3369 Owner Felix Kubik Sr.; Pres. Felix Kubik Jr., Gen. Mgr. Martha Arentsen

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Int'l rep.: UK (Carlin)

Callee Music Corp (ASCAP), see Fourth Floor

Callon-Love Music (BMI), 610 S. Venice Blvd., No 4284, Marina del Rey, Calif. 90291 Tel (213) 399-3984 Co-Admin'r's Jim & Dale Callon

Int'l reps.: Benelux (Dutchy), Canada (Abovewater), Germany (Siegel), UK (Carlin)

Calua Music Co (BMI), see Copyright Serv Bureau

Calumet Music (BMI), see M M Cole

Calwest Songs (BMI), c/o Le Anderson Ents., PO Box 4141, North Hollywood, Calif. 91607 Tel (213) 782-6915 Owner & Pres. Le Anderson, VP Bruce Anderson, Pub. Dir. Beth Anderson

Branch: Bellingham, Wash., 1602 Carolina St. Zip 98225 Tel (206) 671-2860 Gen. Mgr. Bob Wood

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Camelback Mountain Music Corp. (ASCAP), see Shapiro Bernstein

Camel's Hair (BMI), see KRPCO Music

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Camex Music Inc (BMI), see CAM Prod'ns

Camino Real Music (ASCAP), see Garrett

Campbell Connelly & Co. Inc. (ASCAP), 271 North Ave., New Rochelle, N.Y. 10802 Treas. Nathaniel Miller

Home office: England

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Int'l reps.: Europe Orient & UK (all Florida Music)

Camp & Canyon Music Co., see T. B. Harms—Vogue

Canaanland Music (BMI), see Word Music Inc

Canaan Music Inc (ASCAP), see Fourth Floor

Canal Publ'g Inc (BMI), 6325 Guilford, Indianapolis, Ind 46220 Tel (317) 255-3116

Can Do Music (BMI), see Mietus

Candue Music Inc., 19 S. Broadway, White Plains, N.Y. 10601 Tel (914) 682-8069 Pres. Richard Taninbaum (Administered by Copyright Serv Bureau)

Candy Mountain Music (BMI), see Sweet Cherry

Cannes Music Inc (BMI), see Ivan Mogull

Cannette Music Co (BMI), see Mietus

Cannlynn Music Co (BMI), see Mietus

Cannon Point Music Inc (BMI), see Claridge

Can't Stop Music (BMI), 65 E. 55 St., Suite 302, New York, N.Y. 10022 Tel (212) 751-6177 Telex 427317 Pres. Henri Belolo

Int'l firm represented: Scorpio (France)

Cantus Press (ASCAP)—Contact Morgan Lowry—see Triune

Canyon Press Inc., PO Box 1235, Cincinnati, Ohio 45201 Tel (513) 852-7850 Pres. G. W. Fahrer Jr., VP Alison Fahrer

Capano Music (div. of Britone Inc.) (ASCAP), 237 Chestnut

St. Westville, N.J. 08093 Tel (609) 456-4402 Pres. Anthony J. Capano, Gen. Mgr. Patrick Capano, Prof. Mgr. Brian A. Capano

Capaquin Music Publ'g (ASCAP), 750 Kappock St., Suite 1015, Riverdale, N.Y. 10463 Tel (212) 796-2490 Chm. & Pres. Ms. P.J. Watts, Gen. Mgr. Januari Watts, Prof. Mgr. Queen Yahna

Cape Ann Music Inc (BMI), PO Box 120128, Nashville, Tenn 37212 Tel (615) 646-0279 Pres. John D. Richbourg Gen. & Prof. Mgr. Matt Richbourg

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Capella Music (ASCAP), see McAfee & Lorenz

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Capitol Dome Music (ASCAP), see Independence

Caplin Music (BMI), see Biograph

Cap Orion Music Publ'g Co Inc (BMI), PO Box 1235, New Rochelle, N.Y. 10802 Tel (914) 961-7189 Gen. Mgr. Joe Messina

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Cap Quist Music (BMI), see Copyright Serv Bureau

Caprice (BMI), see Jaspur

Capricorn Music Co (ASCAP), see Copyright Serv Bureau

Capri Music Corp (BMI), see Alfred

Captain Crystal Music (BMI), see Hampstead Heath

Captain Marvel Music (BMI), see Chappell

Captive Music (BMI) (div. of Allases Inc.), Granny White Pike, Nashville, Tenn 37204 Tel (615) 383-6376

Cara Publ'ns (ASCAP), 2000 W. Devon Rd., Columbus, Ohio 43212 Tel (614) 486-3334 Owner John Tattenhorst

Cardio Music (BMI) (div. of Art Attack Recs. Inc.), 964 W. Grant Rd., Tucson, Ariz 85705 Tel (602) 622-8012, 881-6833 Pres. William Cashman

Career Music (BMI), see Arista

Caribbean Music Co (BMI), see Copyright Serv Bureau

Carleen (ASCAP), 20 E. Huron, Chicago, Ill 60611 Tel (312) 943-0305

Carleigh Music (ASCAP), see April/Blackwood

Carlson Music Co (BMI), 4625 NW 44 St., Fort Lauderdale, Fla 33319 Tel (305) 731-4669 Owner Harry Carlson

Carlwood Music (SESAC), see Critique

Carlyle Music Publ'g Corp (ASCAP), see H. B. Webman

Carobell Music Corp (BMI), see Mietus

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Carwin Publ'g Co (BMI), see Carwin Country

Cary & Mr. Wilson Music Inc (BMI), PO Box 500, Nashville, Tenn 37202 Tel (615) 242-5400

Casa Latina Inc (ASCAP), see Mexican Music

Don Casale Music (BMI), 377 Plainfield St., Westbury, N.Y. 11590 Tel (516) 333-7898 Pres. & Gen. Mgr. Don Casale

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Buzz Cason Publ'ns Inc (ASCAP), see Southern Writers

Cassan Music (ASCAP), see Wilhos

Casserole Music Inc (BMI), see RSO & Chappell

Castalia Music (BMI), PO Box 11516, Milwaukee, Wis 53211 Pres. Jim Spencer, Sales & Promo. E.T. Caldwell

Castle Hill Publ'g Ltd (ASCAP), 635 Madison Ave., Suite 1003, New York, N.Y. 10022 Tel (212) 759-7294

Catalpa Publ'g Co (BMI), 2609 NW 36 St., Oklahoma City, Okla 73112 Tel (405) 942-0462 Pres. Bobby Boyd

Catchup Music (BMI), PO Box 9830, 3507 W. Vickery, Fort Worth, Tex. 76107 Tel (817) 737-9911 Pres. J. P. Kimzey

Cat Clothes Music (BMI), see Bug

Cate Bros Music (BMI), see Segel & Goldman

Catpach Music (BMI)—Pres. Michael Curtis, VP Richard L. Dew-Curtis—see Rondor

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Cayman Music Inc (ASCAP), see Copyright Serv Bureau

Cayton Publ'g, PO Box 367, Mayfield Rd., Orwell, Ohio 44076 Tel (216) 437-8422 Pres. Richard Rhodes, Bus. Mgr. Thomas Nordquist

Cayuga Music (BMI), see Chappell

Ceberg Music Corp. (ASCAP)—Pres. Norman Bergen—see Brookside

Cecilian Music Publ'g (BMI), see Jaspur

Cedarwood Publ'g Co Inc (BMI), 39 Music Square E., Nashville, Tenn 37203 Tel (615) 255-8535 Pres. & Gen. Mgr. J. William Denny, Prof. Mgr. John E. Denny

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Celebration Press (ASCAP), see Fred Bock

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Celestial Harmonies (div. of Mayflower Music), 20 W. 64 St., Suite 42-G, New York, N.Y. 10023 Tel (212) 595-6360

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Cell (BMI), see C. F. Peters

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Cenico Music Publ'g Co (ASCAP), see Slide

Centaur Publ'g Corp (ASCAP), see Sagittarius

Centerpoint Music Publ'g (BMI), see Rontom

Centerstream Music (BMI), see April/Blackwood

Central Songs (BMI), see Screen Gems-EMI

Century Music Publ'g Co Inc (SESAC), see Ashley

Century Songs (BMI), see Beechwood

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Cesta Music (ASCAP), see Copyright Serv Bureau

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 Chalice Music Group, 326 N. LaCienega Blvd., Los Angeles, Calif. 90048. Tel: (213) 658-7002. Cable: CHAL-PROD. Tel: 691187. Pres. & Gen. Mgr.: Leonard Hodges. Prof. Mgr. Norman Salitt.
Int'l firm represented: Beautiful Sunday (UK), Robin Gibb (UK), Brian Morrison, Son Music.
Int'l reps: Australia (Leeds), Benelux (Veronica), Italy (Sugar), Japan (Pacific), UK (Dick James).
 Challove (BMI), c/o Love Songs Publ'g Group, PO Box 3720, Santa Barbara, Calif. 93105.
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 Champion Music Corp. (BMI), see MCA Music.
 Chandler Music Co. Inc. (ASCAP), see Loring.
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 Chan Music Publ'rs (BMI), see Real To Reel.
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 Chappridge Music Publ'g Co. (ASCAP), see Bridge.
 Chappell & Co. Inc. (ASCAP), see Chappell Music Co.
 Chappell Music Co., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7373. Cable: SYMPHONY. Pres. Irwin Z. Robinson, Sr. VP, Creative: Irwin Schuster. VP Creative: Frank Military. (Sheet music distributed by Theodore Presser Co.)
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Int'l firm represented: Snowblind Music (Canada).
 Chappell-Styne Inc. (ASCAP), see Chappell.
 Char Barb Music (BMI), Rt. 1, Box 120A, Swoope, Va. 24479. Tel: (703) 885-3309. Pres. & Gen. Mgr. Barbara R. Flowers. Prof. Mgr.: Charles A. Flowers.
 Char-Belle Music (BMI) (sub. of Anspac Recs. Inc.), 1005 Frank Nelson Bldg., 205 N. 20 St., Birmingham, Ala. 35203. Tel: (205) 252-8271.
 Charing Cross Music Inc. (BMI), 36 E. 61 St., New York, N.Y. 10021. Tel: (212) 751-6590. Gen. Mgr.: Ian E. Hobblyn.
Int'l firms represented: DeShufflin (UK), Pattern (UK).
Int'l reps: UK (DeShufflin, Pattern).
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 Char-Liz Music Inc. (BMI), see CTI (US rights) & Ivan Mogull (int'l rights).
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 Charmlee (BMI), see Peaceable Kingdom.
 Chary Music, see Tree.
 Charter Publ'ns Inc. (ASCAP) (div. of J.W. Pepper & Son), PO Box 850, Valley Forge, Pa. 19482. Tel: (215) 666-0363.
 Chartcap (BMI), 3307 Laurel Dr., Glenshaw, Pa. 15116. Tel: (412) 487-6156. Owner: James Grimes.
 Chatawa Music (ASCAP), see Copyright Serv. Bureau.
 Chatham Music Corp. (ASCAP), see 20th Century.
 Cheavoria Music Co. (BMI), PO Box 1304, Brewton, Ala. 36426. Tel: (205) 867-2228. Pres. Roy Edwards.
 Cheezburger Music Inc. (BMI), see Copyright Serv. Bureau.
 Cheren-Klishins Music Corp. (ASCAP), 254 W. 54 St., New York, N.Y. 10019. Tel: (212) 757-0695.
 Cherie Music (BMI), 3621 Heath Ln., Mesquite, Tex. 75150. Tel: (214) 279-5858. Owners: Jimmy Fields, George McCoy.
 Chero (BMI), c/o Lee Eastman, 39 W. 54 St., New York, N.Y. 10019.
 Cherry Lane Music Co. (ASCAP), 50 Holly Hill Ln., Greenwich, Conn. 06830. Tel: (203) 661-0707; NYC Tieline (212) 824-7711. Partner: Jean Dinegar.
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 Chevris Music Inc. (BMI), see Shada.
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 Chic (BMI), c/o Martin Itzler, 110 E. 59 St., New York, N.Y. 10022.
 Chicago Music Publ'g, c/o Greene & Reynolds, 1900 Ave. Of The Stars, Suite 1424, Los Angeles, Calif. 90067. Tel: (213) 553-5434.
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 Chilly Winds Music (BMI), see Chappell.
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 J. Christopher Music Co. (ASCAP)—Pres.: Vaclar Nelhybel—see Charter Publ'ns.
 Chrysalis Music Corp. (ASCAP), see Chrysalis Music Group.
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Home office: England.
 Chu-Fin Music Inc. (BMI), see Shelby Singleton.
 John Church Co. (ASCAP), see Theodore Presser.
 Churn Music (ASCAP), see Cream.
 Ciano Publ'g Co. (BMI), PO Box 263, 37 Woodside Ave., Hartsbrook Heights, N.J. 07604. Tel: (201) 288-8935. Pres.: Ron Luciano.
 Cifi Publ'g Co. (BMI), 3966 Standish Ave., Cincinnati, Ohio 45213.
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 Cindy Lee Music (SESAC), see Universal.
 Cin-Kay Publ'g Co. (BMI), see Sheri Kay.
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 Cireco Music Inc. (BMI), see Jondora.
 Cissi Music Inc. (BMI), see Copyright Serv. Bureau.
 Cityside Songs (BMI), PO Box 371, Beverly Hills, Calif. 90213. Tel: (213) 652-9627. Gen. Mgr.: F. Stuart Wilson.
 Clamike Music Publ'g Co. Inc. (BMI), see Mietus.
 Clara Music Publ'g Corp. (ASCAP), c/o Leventhal, 250 W. 57 St., Suite 2017, New York, N.Y. 10019. Tel: (212) 586-6553. Pres.: Harry Belafonte.
 Claridge Music (ASCAP), 6381 Hollywood Blvd., Suite 318, Hollywood, Calif. 90028. Tel: (213) 469-8149. Pres.: Frank Slay; Prof. Mgr.: Vic Catala.
 Clarity Music Inc. (BMI), see Copyright Serv. Bureau.
 Clarke Music (BMI) (div. of Contemporary Artist Ent's Inc.), 8500 Wilshire Blvd., Suite 829, Beverly Hills, Calif. 90211. Tel: (213) 652-6220. Pres.: Stanley Clarke, Exec. Dir.: Carolyn Clarke.
Int'l reps: Europe (Intersong), Japan (Taiyo).
 Gene Clark Music (BMI), see Chappell.
 Clark Musical Prod'ns (BMI), PO Box 299, Watseka, Ill. 60970. Tel: (815) 432-5601. Pres. Dr. Paul E. Clark; Gen. Mgr.: Michael K. Spitzer; Prof. Mgr.: Mark Peterson.
 Clark Music Publ'g (BMI), see Clark Music Prod'ns.
 Roy Clark Music (BMI), see Chappell & Jim Halsey.
 Clay Music Corp. (BMI), PO Box 220551, Zip: 28222, 5457 Old Monroe Rd., Charlotte, N.C. 28211. Tel: (704) 536-0552. Chm.: Arthur Smith; Pres.: R. Clayton Smith.
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 Clear Profit (ASCAP)—Tel: (213) 988-6746. Gen. Mgr.: Eddie Gurren; Prof. Mgr.: Robert Gentile—see E. J. Gurren.
 Clear Sky Music Inc. (BMI) (sub. of Ampex Corp.), 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 593-6000.
 George Clements Publ'g (ASCAP), see Berdoo.
 Cling Publ'g (ASCAP), see Soprano.
 Clita Music Inc. (BMI), see Mietus.
 Clocks Music Co. (BMI), Star Rt., Milford, Calif. 96121. Tel: (916) 253-3689. Owner: Ed Marmor.
 Closed Door Publ'g Ltd. (ASCAP), see Castle Hill.
 Clotho Music Inc. (BMI), see Beldock Levine & Hoffman.
 Coal Miners Music Inc. (BMI), 7 Music Circle N., Nashville, Tenn. 37203. Tel: (615) 259-9448. Pres. & Prof. Mgr.: O.V. Lynn Jr.; Gen. Mgr.: Meredith Stewart.
Int'l reps: Australia (Allans Music), Canada (RCA), France (Frances Day), Japan (Watanabe), Netherlands (Intersong Basart), Sweden (Sonet), UK (Carlin), West Germany (Siegel).
 Coat of Arms Music (BMI), Box 217, Oak Hill, Ohio 45656. Tel: (614) 682-7771. Pres.: D. Howell.
 Cobblehill Music (BMI), see McAfee & Lorenz.
 Cochise Publ'g Co. (BMI), PO Box 1415, Athens, Tex. 75751. Tel: (214) 675-5683.
 Cocinodan Music (BMI), see Mietus.
 Cockroach Music Inc. (BMI), see Copyright Serv. Bureau.
 Coco Music Inc. (BMI), 1700 Broadway, New York, N.Y. 10019. Tel: (212) 582-6886. Pres.: Harvey Averno; Gen. Mng. Partner: Sam Goff.
 Coconut Grove Music (BMI), see Martin Cohen.
 Coeptis Music Ltd. (BMI), see Annuitt.
 Cog Music (BMI), see Copyright Serv. Bureau.
 George M. Cohan Music Publ'g Co. Inc. (ASCAP), see Edward B. Marks.
 Martin Cohen, 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) 463-1151, TWX (910) 323738. Cable: COBOLEX Admin'r Martin Cohen.
 Bruce Cohn Music, PO Box 359, Sonoma, Calif. 95476. Tel: (707) 938-1212.
 Coke Music (BMI), see Royalty Control Corp.
 Colca Music Co. (BMI), see BC Ent's.
 Cold Zinc (BMI), see Dawnbreaker.
 Cole-Arama Music (BMI), 9000 Sunset Blvd., Suite 503, Los Angeles, Calif. 90069. Tel: (213) 858-7755. Gen. Mgr.: Frank Gould; Prof. Mgr.: Olivia Bower.
 M. M. Cole Publ'g Co. (BMI), 919 N. Michigan Ave., Suite 1602, Chicago, Ill. 60611. Tel: (312) 787-0804. Cable: MMCOLE.
 Colgems-EMI Music Inc. (ASCAP), see Screen Gems-EMI.
 Collbeck Publ'g Co. (BMI), PO Box 6390, Corpus Christi, Tex. 78411. Tel: (512) 854-7376. Pres. & Prof. Mgr.: Gary Beck; Gen. Mgr.: Jada Vaughn.
 Collection Litoff (BMI), see C.F. Peters.
 Collins/Saraceno Music Corp. (ASCAP, BMI), 6000 Sunset Blvd., Suite 201, Hollywood, Calif. 90028. Tel: (213) 462-6606. Pres.: Heyward Collins; VP: Joe Saraceno; Prof. Mgr.: Cynthia Rosen.
Int'l reps: Australia (M7 Recs.-Bellbird Music), Europe (UEP), Japan (Watanabe).
 Columbia Music Co. (ASCAP), see Theodore Presser.
 Columbia Pictures Music Corp. (ASCAP), see Shapiro Bernstein.
 Columbia University Press, see Galaxy.
 Column Music Co. (BMI), see Copyright Serv. Bureau.
 Column One Music (ASCAP), PO Box 4086, Springfield, Mo. 65804. Tel: (417) 881-5150. Pres.: James M. Martin.
Int'l rep: Worldwide excluding USA (Publisher's Licensing Corp. in USA).
 Column Two Music (BMI), see Column One.
 Combine Music Corp. (BMI) (div. of Monument Rec. Corp.), 35 Music Square E., Nashville, Tenn. 37203. Tel: (615) 255-0624. Pres.: Robert J. Beckham; VP: Johnny MacRae; Gen. Mgr.: Al Cooley; Prof. Mgr.: Alan Rush.
Int'l reps: Australia (Festival), France (Rideau Rouge), Germany (Rolf Budde), Italy (G. Ricordi), Japan (Taiyo), Netherlands (Basart), South Africa (Clan), Sweden (Air Scandinavia), UK (Keith Rowse).
 Comet Music Corp. (ASCAP), see ATV Music.
 Commander Publ'ns (ASCAP), 1209 N. Western Ave., Hollywood, Calif. 90029. Tel: (213) 469-3528. Gen. Mgr.: Marshall Robbins.
 Commodores Entertainment Publ'g Corp. (ASCAP), c/o Ashburn Assocs., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 246-0385.
 Com Music (ASCAP), see Chicago Music.
 Complex Three Ltd. (BMI), see Copyright Serv. Bureau.
 Composers Library Eds., see Alexander Broude.
 Composers Music Corp. (ASCAP), see Carl Fischer.
 Comreco Music Inc. (ASCAP), 3 Kensington Oval, New Rochelle, N.Y. 10805. Tel: (914) 235-1229. Pres.: Milt Gabler.
 Con Brio Music (BMI), PO Box 196, Nashville, Tenn. 37202. Tel: (615) 329-1944. Pres.: Bill Walker; Gen. Mgr.: Jeff Walker; Prof. Mgr.: Jeanne Walker.
Int'l rep: Worldwide excluding USA & Canada (Burlington).
 Concert Music (BMI), see Stone-Rap.
 Concert Music Publ'g Co. (ASCAP), see Studio P/R.
 Con Conrad Music Co. Ltd. (ASCAP), see Denton & Haskins.
 Concorde Publ'g Co. (SESAC), see Con Brio.
 Concordia Publ'g House (SESAC), 3558 S. Jefferson Ave., St. Louis, Mo. 63118. Tel: (314) 664-7000. Cable: CONPUBCO.
 Concord Music Publ'g Co. Inc. (ASCAP), see Henri Elkan.
 Conductive (BMI), c/o Stanley J. Diamond, 10850 Wilshire Blvd., Los Angeles, Calif. 90024.
 Cone Music Co. (BMI), see Joe Keene.
 Conley Music Inc. (ASCAP), see Claridge.
 Connecticut Music Studios (BMI), see Mietus.
 Mike Conner Music Corp. (BMI), see Loring.
 Conn-Lang Publ'g (BMI), 23200 Chagrin Blvd., Cleveland, Ohio 44122. Tel: (814) 455-7729.
 Conquest Music Corp. (ASCAP), see Copyright Serv. Bureau.
 Conquistador Music (ASCAP), see Groovesville.
 Con Conrad Music Co. Ltd. (ASCAP), see Denton & Haskins.
 Conrad Music (BMI), see Goodman Group.
 Consolidated Music Publ'rs (ASCAP), see Music Sales.
 Consort Press—Ed. John Biggs—see Mark Foster.
 Consue Music (BMI), see Copyright Serv. Bureau.
 Contentious Music (SESAC), PO Box 824, Nashville, Tenn. 37202. Tel: (615) 244-8839. Pres. & Gen. Mgr.: Ted Harris; Prof. Mgr.: Jackie Harris.
 Content Music (BMI), see Copyright Serv. Bureau.
 Continuo Music Press Inc. (BMI), see Alexander Broude.
 Controlled Sheet Music Serv. Inc., 112 Hudson St., Copiague, N.Y. 11726. Tel: (516) 842-8080. Pres.: Ronald Ravitz; Gen. Mgr.: Linda Press; Sales: Edward Hurley.
Branch: Fort Lauderdale, Fla., 2990 NW 46 Ave. Zip: 33313. Tel: (305) 735-7777. Gen. Mgr.: Sol Ravitz.
 Cookaway Music Inc. (ASCAP), see Dick James.
 Cook County Music (ASCAP), see Chicago Music.
 Cookie Box Music Inc. (BMI)—Pres.: Phil Hurlt—see Lloyd Zane Remick.
 Cool Duck Music (ASCAP), 2058 First St., Highland Park, Ill. 60035. Tel: (312) 432-0116. Pres.: David J. Dahl.
 Martin Cooper Music (ASCAP), PO Box 3331, Beverly Hills, Calif. 90212. Tel: (213) 275-4508. Owner: Marty Cooper.
Int'l rep: Germany (Francis Day & Hunter).
 Copper Band Music Co. Inc., see T.B. Harms—Hall-Clement.
 Copper Basin Publ'g Co., see Coal Miners.
 Copper Robert Music (ASCAP), see Ivan Hoffman.
 Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-5030/1188. Cable: COPYSEB. Chm.: Walter Hofer; Pres.: Gitte A. Hofer; Exec. Dir. & Prof. Mgr.: Jeri R. Spencer.
Int'l branches: Argentina (CSB), Australia (Leosong), Belgium (CSB), Brazil (CSB), Denmark (Nordisk), England (Leosong), France (CSB), Germany (CSB Kaminsky), Greece (CSB), Japan (CSB/Hara Int'l), Mexico (CSB), Netherlands (CSB), South Africa (CSB).
 Coquette Music (BMI), see Copyright Serv. Bureau.
 Coral Blossom Music—Contact: Bobby Fischer—see Orange Blossom.
 Cora Lee Music (BMI), 314 S. Goodman St., Rochester, N.Y. 14607. Tel: (716) 244-7526. Owner: Lester W. Osband.
 Coral Reefer (BMI), PO Box 2202, Palm Springs, Calif. 92263.
 Cora Music Co. (BMI), 6823 Leland Way, Hollywood, Calif. 90028. Tel: (213) 462-9510. Pres.: Major Lee Vicente; VP's: Paul Flynn, Annie Skelly.
 Corcovado Music Corp. (BMI), see Helios.
 Cordon Music Corp. (BMI), see Big Seven.
 Cordova Publ'g Co. (BMI), see Alshire.
 Cornsinn Music (BMI)—Pres.: Les Matthews. Tel: (615) 531-9290—see Wyandotte.

Cortlandt Music Publ'g Inc. (ASCAP). see Beldock Levine & Hoffman.
 Cos Cob (ASCAP). see Boosey & Hawkes.
 Don Costa Prods Inc. (BMI), 9229 Sunset Blvd., Los Angeles, Calif. 90069. Tel. (213) 550-8542.
 Coastal Publ'g (ASCAP). see R.A. Hodge.
 Cotaba (BMI), c/o Ned Shankman, 1888 Century Park E., Suite 662, Los Angeles, Calif. 90067.
 Cotillion Music Inc. (BMI), 75 Rockefeller Plaza, New York, N.Y. 10019. Tel. (212) 484-6000. Cable ATCOMUSIC. Pres. Jerry Greenberg; Bus. Affairs Dir. Joanne Feltman.
Int'l reps.: Australia (Warner Bros.), Belgium (PECF), France (PECF), Germany (Musik Unserer Zeit), Greece (Musik Unserer Zeit), Israel (April), Italy (Warner Bros.), Jamaica (Sheila), Japan (Taiyo), Mexico (Gamma), Netherlands (Basart), South Africa (Laetrec), South America (Peer-Southern), Spain (Armonico-Clipper s).
 Cottonhill Publ'g Co. (BMI), PO Box 3128, Roanoke, Va. 24015. Tel. (703) 343-6000. Owner James E. Parcell.
 Cotton Pickin' Music (ASCAP). see Garrett.
 Counterpart Music (BMI), 3744 Applegate Ave., Cincinnati, Ohio 45211. Tel. (513) 661-8810. Pres. Howard Lovdahl.
 Countless Songs Ltd. (BMI), see Ivan Mogull.
 Country Boy Publ'g Co. (BMI), see Glolite Publ'g.
 Country Classics Music Publ'g Co. (BMI), 105 Burk Dr., Oklahoma City, Okla. 73115. Tel. (405) 677-6448. Pres. & Prof. Mgr. Yvonne Delaney; Gen. Mgr. Sonny Lane.
 Country Gentleman Music Inc. (BMI), see Big Seven.
 Country Line Music (ASCAP). see Chappell.
 Country Moods Music (ASCAP). see Autumn Hill.
 Country Mornin' Music (BMI), see Chappell.
 Country Road Music Inc. (BMI), 431 S. Palm Canyon Dr., Palm Springs, Calif. 92262. Tel. (714) 325-5095.
 Country Showcase (BMI), 11350 Baltimore Ave., Beltsville, Md. 20705. Tel. (301) 937-7200. Pres. Frances Gosman.
 Country Star Music (ASCAP), 439 Wiley Ave., Franklin, Pa. 16323. Tel. (814) 432-4633. Pres. Norman Kelly.
Int'l reps.: Canada (Morning Music), UK (B Feldman).
 Country Stream Music (BMI), 5053 Tholozan Ave., St. Louis, Mo. 63109. Tel. (314) 481-3916. Pres. Tony Mazzola; Gen. Mgr. Sam Mazzola.
 County Line Music (ASCAP). see Skinny Zach.
 Courial Music (BMI), see Royalty Control Corp.
 Court of Kings Music (BMI), see Deaton-Young.
 Cousins Music Inc. (BMI), 211 Birchwood Ave., Upper Nyack, N.Y. 10960. Tel. (914) 358-0861. Pres. Louis E. Cicchetti (Administered by Copyright Serv. Bureau).
 Cove (ASCAP). see Pickwick.
 Covina High Music (BMI), 4205 W. Sixth St., Los Angeles, Calif. 90020. Tel. (213) 464-3001. Pres. & Sales Head: Robbie Fields.
 Cowboy Junction Publ'g Co. (BMI), Box 1, Star Rt. 1, Le-canto, Fla. 32661. Tel. (904) 746-2394. Pres. Boris Pastuch.
 Cowboy Kazoo Music (BMI), 5926 El Prado NW, Albu-

querque, N.M. 87107. Tel. (505) 345-4835. Pres. Jeffrey A. Burrows.
 Coyote Prods Inc., 14002 Palawan Way, Marina del Rey, Calif. 90291. Tel. (213) 822-7905. Pres. Leonard Sachs.
Int'l reps.: Worldwide excluding U.S., Canada & Germany (April/Blackwood), Germany (Melodie der Welt).
 Crabshaw Music (ASCAP), 5028 Geary Blvd., San Francisco, Calif. 94118. Tel. (415) 221-8550. Pres. Elvin Bishop (Administered by Gelfand, Brestauer, Rennert & Feldman).
 Cracking Up Music (ASCAP). see Segel & Goldman.
 Craig & Co. Music Publ'rs (ASCAP). see Athon Music.
 Craig-Ellis & Co. Music Publ'rs (ASCAP). see Athon Music.
 Crazydad Music (BMI), see Shelby Singleton.
 Crazy (ASCAP), c/o Timmie Rogers, 1911 Garth Ave., Los Angeles, Calif. 90034.
 Crazy Cajun Music (BMI), 5626 Brock, Houston, Tex. 77023. Tel. (713) 926-4431. Pres. Huey P. Meaux; Gen. Mgr. Beth Thornton.
 Crazy Crow Music (BMI), see Segel & Goldman.
 Crazy Horse Music (BMI)—Pres. Ron Stone; Gen. Mgr. Dotie Ross—see Star Show (US rights) & Rondor (int'l rights).
 Cream Publ'g Group, 8025 Melrose Ave., Los Angeles, Calif. 90046. Tel. (213) 655-0944. Cable BENNCO HOLLYWOOD. Telex 696182. Pres. Al Bennett; VP & Publ'g Dir. Bob Todd; VP & Int'l Dir. Bobby Weiss; Prof. Mgrs. Allan Rider, Greg Gayton; Publ'g Admin'r. Pam Shira.
Branch: Memphis, Tenn., 1320 S. Lauderdale. Zip 38106. Tel. (901) 775-3790. VP & Gen. Mgr. Eddie Ray; VP A&R. Willie Mitchell.
Int'l reps.: Australia (Leeds), Brazil (Latino Ed.), Denmark (Kleinens), France (Traffic), Germany (Melodie der Welt), Hong Kong (EMI), Israel (Musicor), Italy (Curci), Japan (Victor), Philippines (World), Spain (Canciones del Mundo), UK (Mews).
 Creative Concepts Publ'g Corp., 967 E. Ojai Ave., Ojai, Calif. 93023. Tel. (805) 646-4811. Pres. John L. Haag.
 Creative Corps., 6607 W. Sunset, Suite E., Hollywood, Calif. 90028. Tel. (213) 462-6164. Pres. Kurt Hunter.
 Creative Music (ASCAP). see Ovation.
 Creative World Music Publ'ns (BMI & ASCAP), 2340 Saw-telle Blvd., Los Angeles, Calif. 90064. Tel. (213) 477-1509. Pres. Stan Kenton; VP. Phil Herring; Copyright Admin. Nita Bush.
Int'l rep.: Worldwide (Chappell).
 Cremo Music Co. (BMI), see Copyright Serv. Bureau.
 Crescendo Music Sales Co., PO Box 395, 8 Bunting Ln., Naperville, Ill. 60540. Tel. (312) 357-0207. Owner: Ed Adams.
 Crestview Music Corp. (ASCAP). see Ivan Mogull.
 Criga Music (BMI), 13450 Vanowen St., No. 222, Van Nuys, Calif. 91405.
 Crimson Dynasty (ASCAP), PO Box 271, Cedar & West Ave., Jenkintown, Pa. 19046. Tel. (215) 757-8022. Pres. Stan Peahota; Exec. VP. Frank Mulvenna; VP. Alan Meier; Sec'y-Treas. Kathy Peahota.

Cristeval Music (BMI), 5050 Vanalden, Tarzana, Calif. 91356. Tel. (213) 996-1771.
 Criswell Music Press—Contact: Eddie Farqason—see Triune.
 Crited Music (BMI), see Chappell.
 Criticon Music Corp. (ASCAP), 6124 Selma Ave., Hollywood, Calif. 90028. Tel. (213) 469-2296. Pres. & Gen. Mgr. Michael H. Goldsen; VP & Prof. Mgr. Bernard Goldsen (Sheet music distributed by Studio P/R).
Int'l branch: France.
 Critique Music Publ'g Co. (BMI), 125 Main St., Reading, Mass. 01867. Tel. (617) 944-0423. Pres. Carl Strube; Gen. Mgr. Linda Gear; Prof. Mgr.: Steve Dinan (Administered by Intersong).
 Cromma Music Co. (ASCAP), 37 W. 57 St., New York, N.Y. 10019. Tel. (212) 759-8730.
Int'l branches: England, France, Germany, Italy.
 Cromwell Music Inc. (ASCAP). see TRO.
 Crooked Creek Music (BMI), see Sing Me.
 Cross Country, Box 23333, Nashville, Tenn. 37203. Tel. (615) 292-9710.
 Cross Keys Publ'g Co. Inc. (ASCAP). see Tree.
 Crouch Music (ASCAP). see Lexicon.
 Crowbeck Music (BMI), c/o Segel & Goldman, 9200 Sunset Blvd., Suite 1000, Los Angeles, Calif. 90069. Tel. (213) 278-9200 (Administered by Lambert & Potter).
 Crow Jane Alley Music (BMI), see Bug.
 Crown-Aztec Music (ASCAP). see John T. Benson.
 Crown-Black Music (SESAC). see John T. Benson.
 Crown Music Press—Pres. Charles Stine; Gen. Mgr.: Stephen L. Glover—see Brass Press.
 Crown-Royal Music (BMI), see John T. Benson.
 Crusin' Music (BMI), see Bug.
 Crunchy Granola Music (BMI), see Copyright Serv. Bureau.
 Crushing Music (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel. (212) 265-0741.
 The Crystal Jukebox (BMI), c/o CBS Studio Center, 4024 Radford Ave., North Hollywood, Calif. 91604. Tel. (213) 763-8411 x 1161.
 Cube Music Corp. (ASCAP). see Rohm.
 Cudda-Pane Music Inc. (BMI), see Big Seven.
 Cue Music Co. (BMI), see Lee Magid.
 Beverly Culver Music (ASCAP). see Copyright Serv. Bureau.
 Cundy-Bettoney Co. Inc. (ASCAP). see Carl Fischer.
 Curton Rec. Co., 5915 N. Lincoln Ave., Chicago, Ill. 60659. Tel. (312) 769-4676. (Also see Warner Bros.).
 Curzerio Music Publ'g (BMI), see Copyright Serv. Bureau.
 Cusic Music (ASCAP). see April/Blackwood.
 V & M Cutler Music Co. (ASCAP), PO Box 43, Chatsworth, Calif. 91311. Tel. (213) 886-7746. Pres. Victoria-Diane Cutler.
 Cyma Music Co. (ASCAP). see Chappell.
 Czedon Music (BMI), see Mietus.

D R (ASCAP). see Lee Magid.
 D R G Music Inc., 200 W. 57 St., New York, N.Y. 10019.



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- Tel: (212) 582-3040. Cable: STETRECS. Pres.: Hugh Fordin.
- Daahoud Music (BMI), see Mietus.
- DaAnn Music Inc. (ASCAP), PO Box 54021, Los Angeles, Calif. 90054. Tel: (213) 782-6226.
- D'Accord Music Inc. (ASCAP), see Publishers' Licensing Corp.
- Dacie Music (ASCAP), see Callon-Love.
- Dahlhouse Publ'g House (ASCAP), see Surf City.
- Daje Music (BMI), see Chappell.
- Daleo Music (BMI), see Martin Cohen.
- Dalya Recs. (BMI), see Better-Half.
- Damian Music Publ'g Co. (ASCAP), see Chappell.
- Dana Publ'g Co. (BMI), 824 83 St., Miami Beach, Fla. 33141. Tel: (305) 865-8960. Pres.: Walter Dana; VP Promo.: Gus Dana.
- Danby Music Co. (BMI), see Fisher Music Corp.
- Dandelion Music Co. (BMI), see Jamez.
- Dandy Dittys (ASCAP), see A. Schroeder.
- Danielle Music Co. (ASCAP) (div. of Hilton House Inc.), PO Box 315, Cleveland, Ohio 44127. Tel: (216) 429-1159. Pres.: Donald B. Catalano; Gen. Mgr.: Danielle Catalano; Prof. Mgr.: Marian Discoll.
- Danor Music Inc. (BMI), 1802 Grand Ave., Nashville, Tenn. 37212. Tel: (615) 327-4570. Pres.: David Briggs; Office Mgr.: Ann J. Keener.
- Daramus Inc. (BMI), see Dick James.
- Dar-Jen Music Inc. (BMI), see April/Blackwood & 20th Century.
- Darkhorse Prod'ns, 64 Carol Dr., Carnegie, Pa. 15160. Tel: (412) 276-6833.
- Darla Music (ASCAP), see April/Blackwood & 20th Century.
- Dartmoor Music (ASCAP), see Bicycle.
- Daval Music Co. (ASCAP), see Alshire.
- David Publ'g (BMI), see Davida & Fimmel Connection.
- Davida Rec. & Publ'g Co. (BMI), PO Box 24-A, Detroit, Mich. 48227. Tel: (313) 491-7409, 834-2798. Pres.: David Futch; Gen. Mgr.: Dana V. Andrews; Prof. Mgr.: James Johnson Jr. (Administered by Fimmel Connection Prod'ns).
- Branch: Los Angeles, Calif., PO Box 7761. Zip: 90007. Tel: (213) 235-2835. Prof. Mgr.: Trevor Laing. Int'l firm represented: Eds. & Prod'ns Int'l's (France). Int'l rep.: Germany (Roba-Music).
- David Music (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 247-2159.
- Davike Music Co. (ASCAP), PO Box 8842, Los Angeles, Calif. 90008. Tel: (213) 385-6838. Owner: Isaiah Jones Jr.
- John Davis Music Inc. (ASCAP)—Pres.: John Davis—see Midsong.
- Davin Music (ASCAP), see Royalty Control.
- Dawnbreaker Music Co. (BMI), 216 Chatsworth Dr., San Fernando, Calif. 91340. Tel: (213) 365-9375.
- Int'l reps.: Australia (Chappell), France (Eddie Barclay), Germany (Global), Italy (RCA), Japan (Pacific), UK (Carlin).
- Dawn Prod'ns (BMI), Cloud 40, Paradise, Pa. 17562. Tel: (717) 299-1600. Cable: URSWALE. Pres.: Joey Wetz; Gen. Mgr.: Dave Smith; Prof. Mgr.: Ray Vernon; Ass't Prof. Mgr.: Randy Boykin.
- Branch: Belair, Md., Box 535, Main St. Zip: 21014.
- Dawsonville Music (ASCAP), see Column One.
- Day Cat Publ'g Co., see Days of Old.
- Daydan Music Corp. (ASCAP), see Acoustic Music.
- Daylight Music (BMI), see Sutton/Miller.
- Days Of Old Publ'g Co. (BMI), 3116 Metairie Rd., Metairie, La. 70001. Tel: (504) 834-5711. Pres.: Traci Borges; Gen. & Prof. Mgr.: Philip A. Borges.
- Int'l firm represented: Carlin (Europe).
- Dayspring Music (BMI), see Word Inc.
- D'Azure Music Inc. (ASCAP), see Music Music.
- Deacon Daniel Music (ASCAP), 17 Ann, Osgining, N.Y. 10562. Tel: (914) 762-0504. Pres.: Richard O. Daniel; Gen. Mgr.: Deborah Horn Daniel.
- Dead Boys Music (ASCAP), see Larry Spier.
- Deaf Monkey Music (ASCAP), PO Box 325, Nashville, Tenn. 37221. Tel: (615) 646-3335. Pres.: Robert A. May; VP: John A. Clark.
- Dean's List Publ'g (ASCAP), see Owlfoot.
- Deaton-Young Publ'ns (BMI, ASCAP), 1300 Division St., Suite 103, Nashville, Tenn. 37203. Tel: (615) 244-7116. Pres. & Prof. Mgr.: Billy Deaton; Gen. Mgr.: Faron Young; Ass't Mgr.: David Hall.
- DebDave Music Inc. (BMI), PO Box 2154, Nashville, Tenn. 37214. Tel: (615) 320-7227. Pres.: James Edward Mallory; Gen. Mgr.: Keni Wehrman.
- Debmar Music (ASCAP), see Ivan Hoffman.
- Debonair Music (BMI), 721 Colman St., Altadena, Calif. 91001. Tel: (213) 292-5330. Pres. & Gen. Mgr.: Treman Trenair.
- De Camera Publ'g Co. (ASCAP), see G. Schirmer.
- Decibel (BMI), c/o Cory Wade, 4901 71 Pl., Miami, Fla. 33155.
- Dedication Publ'g (BMI, ASCAP), 629 S. Dale, Anaheim, Calif. 92804. Tel: (714) 527-4319. Pres.: Mike Jacobs; Gen. Mgr.: Dirk Van Tatenhove.
- Dedrick Bros. Music (ASCAP), see Publishers' Licensing Corp.
- Charlie Dee Music Publ'g Co. (BMI), 1324 Old Yatesville Rd., Thomaston, Ga. 30286. Tel: (404) 647-7995. Owner: Don Buchanan.
- Deejay Music Co. (BMI), 3008 Belden Dr., Los Angeles, Calif. 90068. Tel: (213) 469-2719/8204. Owner: Nick Terry; Gen. Mgr.: Bud Mathis.
- Deep Canyon Music (ASCAP), see Homefire.
- Deep Roots Music Co. (BMI), see Koala.
- Deer Patch Music Inc. (ASCAP), see Clear Sky.
- Deerwood Music (BMI), see Cream.
- Defrantz Monique Music (BMI), see Copyright Serv. Bureau.
- De Gar Music (ASCAP), 665 Harrison, San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka; Exec. VP: H. Haas.
- Int'l firm represented: Star (Switzerland).
- Pietro Deiro Publ'ns (SESAC), 133 Seventh Ave. S., New York, N.Y. 10014. Tel: (212) 675-5460. Owner & Mgr.: Pietro Deiro.
- Dejamas Inc. (ASCAP), see Dick James.
- Delaware Music Co. (ASCAP), see Mietus.
- Delev Music Co. (BMI), 7231 Mansfield Ave., Philadelphia, Pa. 19138. Tel: (215) 276-8861. Pres. William L. Lucas; Gen. Mgr.: Adele J. Lucas.
- Delhi Publ'ns Inc. (SESAC), see Willis.
- Delicate Music Ltd. (ASCAP), see Rondor.
- Delightful Music Co. Ltd. (BMI), see Mietus.
- Lou DeLise Prod'ns (BMI), 6123 Reach St., Philadelphia, Pa. 19111. Tel: (215) 725-6388. Owner: Lou DeLise.
- Deliverance Music (BMI), Box 576, Litchfield, Ill. 60048. Tel: (312) 367-0107. Pres. & Creative Dir.: John B. DeVos; VP & Music Dir.: Ken Miller.
- Deliver Music Publ'g Co., see Will-Du.
- Delmore Music Co. (ASCAP), PO Box 2324, Menlo Park, Calif. 94025. Tel: (415) 322-2947. Pres.: Cy Cohen; Gen. Mgr.: Mykil Nagel.
- DeLory Music (ASCAP), see Chappell.
- Delsiana Music Publ'g Co. (ASCAP), see Slide.
- Delstone Music Co. (BMI), see Mietus.
- Delta Mirror Music (BMI), 51 Elm St., No. 1, Somerville, Mass. 02144. Tel: (617) 628-5341. Pres.: Steve Kaufman.
- Delta R&E (ASCAP), see Jondora.
- DeLuxe Music (BMI), see M.M. Cole.
- Richard Delvy Ent's Inc. (ASCAP), 8127 Eirita Dr., Los Angeles, Calif. 90046. Tel: (213) 656-6509. Pres.: Richard Delvy; VP & Gen. Mgr.: Ed Fournier; Prof. Mgr.: Vic Gargano.
- Branch: San Francisco, Calif., 480 Melrose. Zip: 94127. Tel: (415) 584-0996. Prof. Mgr.: Ingrid Geyer.
- Delyles Music (BMI), see Red Greg.
- Demain Music (BMI), see Springboard.
- Denny Music Inc. (ASCAP), see Cedarwood.
- Denton & Haskins Corp. (ASCAP), PO Box 340, Radio City Sta., New York, N.Y. 10019. Tel: (212) 227-4714. Pres. Chesley V. Young; VP & Gen. Mgr.: Morris N. Young.
- DePatie-Freleng Music Co. (ASCAP), 6859 Hayvenhurst, Van Nuys, Calif. 91406. Tel: (213) 988-3890.
- Derby Music (SESAC), 3977 Vegas Valley Dr., Las Vegas, Nev. 89121. Tel: (213) 457-4365. Pres., Gen. & Prof. Mgr.: Hank Castro.
- Derringer Music Inc. (BMI), see Organic Mgmt.
- Derry Music Co. (BMI), 240 Stockton St., San Francisco, Calif. 94108. Tel: (415) 433-1800. Mgr.: Richard Singer.
- Desert Moon Songs Ltd. (BMI), see Roadshow.
- Desert Palms Publ'g Co. (BMI), see Renda.
- Desert Rain Music Ltd. (ASCAP), see Roadshow.
- Desert Rose, 72 Brewster Rd., Scarsdale, N.Y. 10583. Chief Exec.: Frederick P. Rose.
- Branch: New York, N.Y., 552 Fifth Ave. Zip: 10036.
- DeShufflin Inc. (ASCAP), see Charing Cross.
- Desiderata Music (BMI), see April/Blackwood.
- DeSylva Brown & Henderson (ASCAP), see Chappell.
- Devin James Music (ASCAP), see Pewter Pal.
- Devon Music Inc. (BMI), see TRO.
- Dew Music Co. (BMI), see Don White & Copyright Serv. Bureau.
- Diabalis Music Corp. (BMI), see Rohm.
- Diagonal Music Inc. (BMI), see Midsong.
- Diamondback Music Co. (BMI) (sub. of Great Pyramid Ltd.), 10 Waterville St., San Francisco, Calif. 94124. Tel: (415) 468-4288. Pres.: Martyn Buchwald; Gen. & Prof. Mgr.: Joseph Buchwald.
- Diamond Gang Music (ASCAP), see Martin Cohen.
- Diamond Touch Music (BMI), see Copyright Serv. Bureau.
- Diana (BMI), c/o Hecht & Co., 1500 Broadway, New York, N.Y. 10036.
- Diane Music Co. (BMI), see Blue River.
- Jimmy Dickens Music (BMI), see Cedarwood.
- Dickerson (BMI), 810 Bellevue Rd., Nashville, Tenn. 37221.
- Dietz Music (ASCAP), see Lone Lake.
- Dig It Music (ASCAP), see Publishers' Licensing Corp.
- Dijon Music Publ'ns (BMI), 9033 Wilshire Blvd., Beverly Hills, Calif. 90211. Tel: (213) 278-8118. Gen. Mgr.: Buddy Epstein. (Administered by April/Blackwood).
- Dimension Music (SESAC), see John T. Benson.
- Dime Prod'ns, see New Dimension.
- Dimitri Publ'g Co. (SESAC), see Catalpa.
- Ding Dong Music Corp. (BMI), see Barton Music.
- Dinsdale Music (BMI), see Copyright Serv. Bureau.
- Dirfarm Music Inc. (ASCAP), see Stevens H. Weiss.
- Discount Music Co. (ASCAP), see Martin Cohen.
- Walt Disney Music Co. (ASCAP), 350 S. Buena Vista St., Burbank, Calif. 91521. Tel: (213) 845-3141. Cable: DISNEY. VP & Gen. Mgr.: Gary Krisel; Publ'g Dir.: Vic Guder.
- Int'l branches: Australia, Canada, Denmark, France, Germany, Japan.
- Int'l reps.: Argentina (Korn), Germany (UFA), Greece (Intersong), Hong Kong (EMI), Israel (Ilanot), Italy (Suvini Zerboni), Mexico (Brambilja), Netherlands (EMI), South Africa (Music Publ'g Co.), Spain (Hispavox), UK (Music Sales, Carlin).
- Oliver Ditson Co. (ASCAP), see Theodore Presser.
- Dixcotech Music (BMI), see Bug.
- Dixiana Publ'g Co., see T.B. Harms—Hall-Clement.
- Dixie Bow Music (BMI), see Garrett.
- Bernard L. Dixon Publ'g (BMI), 7212 S. Wabash Ave., Chicago, Ill. 60619. Tel: (312) 783-3186. Pres.: B.L. Dixon.
- Django Music Inc. (ASCAP), see Sidney A. Seidenberg.
- Djiwa Music (ASCAP), see Martin Cohen.
- Dobbins Music (BMI), see Ironside & Chappell.
- Dobre Music (BMI), see Ray Lawrence Ltd.
- Dobre Publ'g Co. (BMI), Box 49, Rt. 1, Utica, N.Y. 13502. Tel: (315) 724-0895. Pres.: Mario Ketchum; Gen. & Prof. Mgr.: Floyd Ketchum.
- Doc Dick Ent's (BMI), 16 E. Broad St., Mount Vernon, N.Y. 10552. Tel: (914) 668-4488. Pres. Richard Rashbaum; Gen. Mgr.: Elizabeth Rashbaum; Prof. Mgrs.: Howard Strauss, Jack Uram.
- Docrabb Music (ASCAP), see Martin Cohen.
- Dogfish Music (ASCAP), PO Box 278, Inverness, Calif. 94937. Tel: (415) 669-1162. Gen. Mgr.: Lowell Levinger.
- Int'l rep.: Harry Fox in New York, N.Y.
- Dog Soldier Music (ASCAP), see Martin Cohen.
- Doheny Music (BMI), 8571 Holloway Dr., No. 2, Los Angeles, Calif. 90069. Tel: (213) 659-5479. Pres.: J.W. Alexander.
- Dolfi Music Inc. (ASCAP), see Chappell.
- Dolly Bee Music (BMI), 515 E. Racquet Club Rd., Palm Springs, Calif. 92262. Tel: (714) 327-9216. Owner & Pres.: George R. Brown.
- Domax Music Inc. (BMI), see Copyright Serv. Bureau.
- Domestic Music Co. (ASCAP), see Copyright Serv. Bureau.
- Dondee Music Co. (BMI), see Mietus.
- Donna-Dijon Music (BMI), see April/Blackwood.
- Donna Lee Music (ASCAP), 131 E. Magnolia Blvd., Burbank, Calif. 91502. Pres.: Betty L. Chiappetta; Sec'y-Treas.: Frank Chiappetta.
- Donna Marie Music Publ'g (ASCAP), PO Box 6497, Philadelphia, Pa. 19145. Tel: (215) 947-7743. Pres. Danny Luciano; Gen. Mgr.: Ray Royal.
- Donna Music Publ'g Co. (ASCAP), PO Box 1173, Woburn, Mass. 01801. Tel: (617) 933-1474/7651. Pres. Frank P. Pappalardo; Gen. Mgr.: Frank Paul; Prof. Mgr.: Joseph Pappalardo.
- Donnybrooke Music (BMI), see Royalty Control Corp.
- Dooms Publ'g Co. (BMI), PO Box 2072, Waynesboro, Va. 22980. Tel: (703) 942-0106. Owner: John Major.
- Door Knob Music Publ'g (BMI), see Gene Kennedy.
- Doors Music Co. (ASCAP), c/o Greene & Reynolds, 1900 Ave. of the Stars, Suite 1424, Los Angeles, Calif. 90067. Tel: (213) 553-5434. Prof. Mgr.: Robert L. Greene.
- Int'l reps.: Africa (Music Publ'g Co. of Africa), Australia (Rondor), Austria (Altus), Brazil (Mundo Musicale), Central America (CBS Int'l), Denmark (Sweden Music in Sweden), Finland (Sweden Music in Sweden), Germany (Altus), Hong Kong (Pathe Far East), Iceland (Sweden Music in Sweden), Ireland (Rondor), Japan (Taiyo), Malaysia (Pathe Far East), Mexico (CBS Int'l), Norway (Sweden Music in Sweden), Singapore (Pathe Far East), South America (CBS Int'l), Spain (Panta/Quiroga), Sweden (Sweden Music), Switzerland (Altus), UK (Rondor).
- Dooto Inc., see Dootsie Williams.
- Dora Music, PO Box 995, Norfolk, Va. 23501.
- Dorella Music Inc. (ASCAP), see Chappell.
- Dormat Music (ASCAP), see Skinny Zach.
- Dor-Resa Publ'g (ASCAP), see April/Blackwood.
- Dorsey Bros. Music (ASCAP), see Music Sales.
- Buster Doss Music (BMI), PO Box 927, Manchaca Sta., Austin, Tex. 78652. Tel: (512) 282-4010. Pres.: Col. Buster Doss; Gen. Mgr.: Barbara Doss; Prof. Mgr.: Bo Doss.
- Dotted Lion Music (ASCAP), see Chappell.
- Double Diamond Music (BMI), see April/Blackwood & 20th Century.
- Double F (ASCAP), see Mietus.
- Double Helix Music (BMI), see Royalty Control Corp.
- Double R Music Corp. (ASCAP)—Pres.: Charlie Rich—see Makamillion & Tree.
- Double R Publ'g Co. (BMI), see Chappell.
- Douglas Music Co. Inc. (ASCAP), see Chappell.
- Dovetail Music Publ'g Co. (BMI), PO Box 2802, 530 S. Water St., Corpus Christi, Tex. 78403. Tel: (512) 992-5126. Owner: Bruce Taylor.
- Down N' Dixie (BMI), see Rondor.
- Downstairs Music Co. (BMI), see Mighty Three.
- Downtown Music Co. (ASCAP), see The Entertainment Co.
- Dozier Music Inc. (BMI), 8467 Beverly Blvd., Suite 200, Los Angeles, Calif. 90048. (Administered by April/Blackwood.)
- Draft Music (BMI), see Rogan.
- Dragon Int'l Music (BMI), PO Box 8263, Haledon, N.J. 07508. Tel: (201) 942-6810. Pres.: Samuel Cummings; Gen. Mgr.: Patrick Simpson.
- Kelvin Drake Music (BMI), see 20th Century.
- Drayeniv Music Publ'g Co. (BMI), PO Box 934, Edgartown, Mass. 02539. Tel: (617) 627-4639. Owner: Benjamin L. Hall.
- Dreana Music (BMI), see Asilomar.
- Driftaway Music (ASCAP), see T.B. Harms—Jack & Bill.
- Drifter Music (BMI), see Bug.
- Driftwood Publ'g Co. Inc. (BMI), see Cedarwood.
- Drive-In Music Co. Inc. (BMI), 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 851-2500.
- Driving Music (ASCAP), see Creative Corps.
- Drucker Publ'g Co. (BMI), 234 W. Green St., West Hazleton, Pa. 18201. Tel: (717) 455-7260. Pres.: Jim Drucker; Gen. Mgr.: Louis P. Butch.
- Drury Lane Music Corp. (BMI), see Copyright Serv. Bureau.
- Duane Music Inc. (BMI), 382 Clarence Ave., Sunnyvale, Calif. 94086. Tel: (408) 739-6133. Pres.: Garrie E. Thompson; Gen. Mgr.: Duane N. Thompson.
- Branch: Albany, Calif., PO Box 6174. Zip: 94706. Tel: (415) 524-4939.
- Dub Music Co. (BMI), see Roncom.
- Duce (ASCAP), c/o TAT Communications Co., 1901 Ave. of the Stars, Los Angeles, Calif. 90067.
- Duchess Music Corp. (BMI), see MCA Music.
- Dudzack Music (ASCAP), see April/Blackwood.
- Dunamis Music (ASCAP), 8319 Lankershim Blvd., North Hollywood, Calif. 91605. Tel: (213) 767-4522. Pres.: Freddie Piro; Gen. Mgr.: Ms. Teri Piro.
- Dundee Music (BMI), see Nor Va Jak.
- Bill Duniven Music (BMI), see Briarmead.
- Dunwich Music (ASCAP), see Yuggoth.
- Dusksongs Music (BMI) (div. of Dusk Rec'g Studios), 2217-A The Alameda, Santa Clara, Calif. 95050. Tel: (408) 727-2840. Prof. Mgr.: Paul Blote.
- Dusty Roads Music Corp. (BMI), see Al Gallico.
- Dwarf Music (ASCAP), PO Box 860, Cooper Sta., New York, N.Y. 10003. Tel: (212) 473-5900. Gen. Mgr.: Naomi Saltzman.
- Dy-Cor Inc. (BMI), 792 Columbus Ave., Apt. 10A, New York, N.Y. 10025. VP: Harvey Court.
- Dyjeta Music (BMI)—Pres.: Clifton Dyson; Gen. & Prof. Mgr.: Robert H. Williams—see Dimitri.
- Dynamic Music (ASCAP), see Paragon Assocs.
- Dynatone Publ'g Co. (BMI), see Chappell.



E B A Music (ASCAP), see Segel & Goldman.
 E D M Music Publ'rs (ASCAP), see Clockus.
 E D W (ASCAP), see Edwin F. Kalmus.
 E & M Publ'g Co. (BMI), 2674 Steele, Memphis, Tenn.

38127. Tel (901) 357-0064. Owner, Pres. & Gen. Mgr.: Marshall E. Ellis.
- E M P Co. (BMI), see The Entertainment Co.
- E S P-Disk Ltd., Acorn Hill Rd., Krumville, N.Y. 12447 Tel (914) 657-6675. Pres.: Bernard Stoliman.
- E V Music Publ'g Co. (ASCAP), 6130 E. Cholla Ln., Scottsdale, Ariz. 85253. Tel: (602) 994-9067. Pres.: Eve Smith. Gen. & Prof. Mgr.: Bill Smith.
- Eagleleaf Music (ASCAP)—Owner: Michael D. Aisner—see Ferndock.
- Earl Music Co. (ASCAP), see Chappell.
- Earlon Music Corp (ASCAP), see Chappell.
- Early Bird Music (BMI), 14702 Canterbury, Tustin, Calif. 92680 Tel (714) 731-2981. Owner & Pres.: Steve Waltner. Sales, Mktg. & Promo: Reggie South.
- Earmark Music Inc. (BMI), see Fourth Floor.
- Ear-Responsible Music, see Beserkeley.
- Earthborn Music Co. (BMI), see Mietus.
- Earthbound Publ'g Co. (BMI), 8428 Kate St., No. 226, Dallas, Tex. 75225 Tel (214) 368-1305. Pres.: Sam Lombello III. Gen. Mgr.: Michael Kubiak.
- Earthing Music (ASCAP), 110 W. 86 St., New York, N.Y. 10024 Tel (212) 799-4181. Pres.: Bob Sakayama; Prof. Mgr.: Lynne Raymond.
- Earth Music (BMI), see Copyright Serv. Bureau.
- East Coast Recs. Inc., 6012 Lindbergh Blvd., Philadelphia, Pa. 19142. Tel (215) 726-6049. Pres.: A. Messina; Gen. Mgr.: Steve Levy; Prof. Mgr.: T. Rocca.
- Eastex Music (BMI), 8537 Sunset Blvd., No. 2, Los Angeles, Calif. 90069 Tel (213) 657-8852.
- Eastman School of Music (ASCAP), see Carl Fischer.
- East / Memphis Music Corp. (BMI), see Cream.
- Eastwick Music Publ'g Co. (BMI), 1314-24 S. Howard St., Philadelphia, Pa. 19147 Tel (215) 334-5662. Pres.: Sam Hodge. VP: Valerie M. Hodge; Sec'y-Treas.: Shirley B. Martocci.
- Easy Listening Music Corp. (ASCAP), see Al Gallico.
- Easy Nine Music (BMI), see Chappell.
- Eat Your Heart Out Music (BMI)—Pres.: Nona Hendryx. Gen. Mgr.: Vicki Wickham; Prof. Mgr.: Josh Gold—see Gospel Birds.
- Eau d'Yeah, see Beserkeley.
- Eboni / Dawn Music (BMI), c/o Jonathan R. Black. Western Savings Bank, Suite 911, Philadelphia, Pa. 19107 Tel: (215) 732-2652. Cable: BLACKJACK. Pres.: Mikki Farrow. Admin'r.: Jonathan R. Black.
- Eddie-O Music Co., see T.B. Harms—Bibo.
- Eddy (Trustees under the will of Mary Baker Eddy) Ed. (ASCAP), see Carl Fischer.
- Eden Music Corp. / Iza Music Corp. (BMI), PO Box 325, Englewood, N.J. 07631. Tel (201) 567-7538. Pres.: Clyde Otis. Gen. Mgr.: Janie Washington.
- Int'l branch:** England.
- Int'l reps.:** Australia (Essex), UK (Essex).
- Don Edgar Music Co. (BMI), 2312 Jasper, Fort Worth, Tex. 76106. Tel (817) 626-3448. Pres. & Gen. Mgr.: Don D. Edgar.
- Edmark Prod'ns (BMI), 20802 Cedar Ln., Tomball, Tex. 77375. Tel (713) 351-1807. Pres.: Edmond A. Evey; Prof. Mgr.: Michael D. Merchant.
- Branch:** Aransas Pass, Tex., PO Box 1147, Zip: 78336. Tel (512) 758-3271. VP: William L. Ellis.
- Edotha Publ'g Co. (ASCAP), see Jondora Music—Tru-Sound.
- Edu-Tainment Publ'g Co. (ASCAP), see G. Schirmer.
- Edwards Music Co. (ASCAP), see Copyright Serv. Bureau.
- Edwood Music (BMI), see American Mutual.
- Effective Music (ASCAP), see Martin Cohen.
- Egap Music (BMI), see Lear.
- Elbejay Ent's. Inc. (BMI), PO Box 40544, Nashville, Tenn. 37204. Tel (615) 297-3767. Pres.: H. Raymond Ligon. Gen. & Prof. Mgr. & Sec'y-Treas.: Sewall B. Jackson.
- El Chicano Music (ASCAP), 20531 Plummer St., Chatsworth, Calif. 91311. Tel (213) 998-0443. Pres.: M. Lespron; Gen. Mgr.: A.E. Sullivan.
- Eldad Music (ASCAP), see Rondor.
- Eldee Music Corp. (ASCAP), see Chappell.
- Electric Mule Music Publ'g (BMI), c/o Jim Foster, 2308 Belmont, Nashville, Tenn. 37212.
- Electron Music Co., see T.B. Harms—Vogue.
- Eleonora Music (ASCAP), see Copyright Serv. Bureau.
- Elephant V. Ltd. (ASCAP), see Big Seven.
- Eleventh Ave. Theatricals Inc. (ASCAP), see Copyright Serv. Bureau.
- Elizabeth Music Publ'g (BMI), 515 E. Racquet Club Rd., Palm Springs, Calif. 92262. Tel (714) 327-9216. Owner: George R. Brown.
- Henn Elkan Music Publ'r (ASCAP), 1316 Walnut St., Philadelphia, Pa. 19107 Tel (215) 735-1900.
- Int'l firms represented:** Ed. Andel-Gervan (Belgium), Ed. Musicales Brogneaux (Belgium), CeBeDeM (Belgium), Ed. A. Cranz (Belgium), Ed. Metropolis (Belgium), Arthur Meulmans-Fonds (Belgium), Molenaar (Netherlands), Scherzando (Belgium), Tieroloff-Rosendaal (Netherlands), J.A.H. Wagenaar (Netherlands) Ed Ysaye (Belgium).
- Elkan-Vogel Inc. (ASCAP), see Theodore Presser.
- Ellebie Music Publ'g Co. (BMI), 410 Union St., Farrell, Pa. 16121. Tel (412) 342-9330. Pres. & Prof. Mgr.: Willie James Ellebie; Gen. Mgr.: Margaret Herrington.
- Ellipsis Music Corp. (ASCAP), see Jamie.
- Ellis & Co. Music Publ'rs (ASCAP), see Athon Music.
- Ellis Music Ent's. Inc. (BMI), 5436 Auckland Ave., North Hollywood, Calif. 91601. Tel (213) 980-8122.
- Elm Publ'g Co. (BMI), PO Box 1100, 14621 Allen St., Westminster, Calif. 92683. Tel (714) 898-7317. Pres.: Edd L. McNeely.
- El Paso Music Co. (ASCAP), PO Box 9398, Fort Worth, Tex. 76107. Tel (817) 267-4915. Pres. & Gen. Mgr.: Sam Atchley. Prof. Mgr.: Frank Henderson.
- El Paso Music Div. (ASCAP), see Peaceful.
- Elrita Music (ASCAP), see Richard Delvy.
- Elsher Music Co. (ASCAP), see April/Blackwood.
- Elva Music Inc. (ASCAP), see Publishers' Licensing Corp.
- Elvis Music Inc. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel (212) 489-8170. Comptroller: Lester Boles.
- Elvitree Rec'g Music Publ'g Co. (BMI), PO Box 3022, Wilmington, N.C. 28401. Tel (919) 762-0474/4706. Pres.: John Lewis Jones; VP: Betty Foy Scavella; Prof. Mgr.: James L. Wheeler; Promos.: Sonny Franks.
- Int'l reps.:** Canada (London), Philippines (Playtex).
- Embamba Music Inc. (ASCAP)—Pres.: Alphonso Johnson—see Lloyd Zane Remick.
- Embassy Music Corp. (BMI), see Music Sales.
- Ember Ent's. Inc., 747 Third Ave., 27th fl., New York, N.Y. 10017. Tel (212) 688-8170. Bd. Chm.: Jeffrey S. Kruger. Pres.: Hal Shaper; VP: Creative Affairs: Mike Berry; VP: Copyright & Licensing: Margaret Brace.
- Int'l branch:** England, Sparta Florida Music Group Ltd.
- Int'l firms represented:** Ed. Musicales Catalogue (France), Florida (UK), Gloucester (UK), Henney (UK), International Music Of Italy—IMI (Italy), Mark Music (UK), Metropole (UK), Mood Music (UK), Sharon (UK), Sleeping Bunny (UK), Soul Music (UK), Sparta (Netherlands), Sparta Florida (UK), York (UK).
- Int'l reps.:** UK (Ember, Sparta Florida Music Group).
- Emeline Music Co. (ASCAP), see Koala.
- Emerald Music (ASCAP), see Snowdrop.
- Emerald Isle Music Inc. (BMI), PO Box 22635, Nashville, Tenn. 37202. Tel (615) 383-8318.
- Emergency Music Inc. (ASCAP), 270 Madison Ave., Suite 1410, New York, N.Y. 10016. Tel (212) 683-5320. Gen. Mgr.: Sergio Cossa.
- Emes Music, see T.B. Harms—Harry Von Tilzer.
- Emilanda Musique (BMI), 731 1/2 N. Croft, West Hollywood, Calif. 90069. Tel (213) 653-7538. Contacts: Bob Brownstein, Steve Cagan.
- Emko Music Corp. (BMI) (div. of Emko Talent Assocs. Corp.), PO Box 176, Monsey, N.Y. 10952. Tel (914) 425-6040. VP: Gen. & Prof. Mgr.: Edward M. Kaplan.
- Emperor Music Inc. (BMI), see H. B. Webman.
- Empire Songs (ASCAP), see Deejay.
- Enchantment Music Co. (BMI), PO Box 998, Mesilla Park 88047, 105 E. Idaho, Las Cruces, N.M. 88001. Tel (505) 524-1889. Owner: Emmitt H. Brooks. (Affiliated with Brooks Bros.)
- Encounter Music Co. (BMI), see Tempi.
- Endeavor Music (ASCAP), 30064 Annapolis Circle, Inkster, Mich. 48141. Tel (313) 729-7836. Pres.: Hardie W. Daniel.
- Branch:** Detroit, Mich., 2043 Clements St. Zip 48238. Tel (313) 865-9582. Gen. Mgr.: Clark Daniel.
- Enoch & Sons (N.Y.) (ASCAP), see Boosey & Hawkes.
- Enrica Music Inc. (BMI), see Rae-Cox & Cooke.
- Ensemble Music Press (ASCAP), see Carl Fischer.
- Ensign Music Corp. (BMI), see Famous.
- Enterprize Music Publ'g (ASCAP), 3036 N. Peoria Rd., Springfield, Ill. 62702. Tel: Pres.: Jerry Haymes. Gen. Mgr.: Betty Jacobs.
- Branch:** Longview, Tex., 1824 Laney Dr. Zip 75601. Tel (214) 758-4063.
- Entertainment Capital Corp., 4 E. 82 St., New York, N.Y. 10028. Tel (212) 734-1652.
- The Entertainment Co. Music Group, 40 W. 57 St., New York, N.Y. 10019. Tel (212) 265-2600, 586-3600.

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 Entropy Ents Ltd. (BMI), see Copyright Serv. Bureau
 Envolv Music Co. (ASCAP), see Envolv Music Group
 Envolv Music Group Ltd., Box 767, Radio City Sta., New York, N.Y. 10019. Tel: (212) 581-4597. Pres. Gene Frank, VP Bob O'Brien (Sheet music distributed by G Schirmer).

Envolv Publ'g Co. (BMI), see Envolv Music Group
 Epitome Music Co. (BMI), see BC Ents.
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Equator Music (BMI), see Valgroup
 Equinox (BMI), c/o Raymond Harris, 7060 Hollywood Blvd., Suite 1212, Hollywood, Calif. 90028
 Erection Publ'g (BMI), 4606 Clawson, Austin, Tex. 78745 Tel (512) 444-5489. Pres. Windell Tyler, VP Tommy Byrd, Gen. Mgr. J. Tyler.

Eric Dynamic Co. (BMI), PO Box 14755, Cincinnati, Ohio 45214. Tel (513) 281-8645. Pres. Eric Wilson Jr.
 Ernkell Music Co. (BMI) (div. of Ernest Kelley Inc.), 18329 W. McNichols Rd., Detroit, Mich. 48219. Tel (313) 533-1550. Pres. Ernest Kelley, Gen. Mgr. Irving R. Kelley, Prof. Mgr. John E. Griffith Jr.

Eroom Music (BMI), see Copyright Serv. Bureau
 Erva Publ'g Co. Inc. (BMI), 200 W. 57 St., Suite 1404, New York, N.Y. 10019. Tel (212) 765-5722
 Espirm Ltd. (BMI), see Copyright Serv. Bureau

Essbee Music, see Copyright Serv. Bureau
 Essential (BMI), 9454 Wilshire Blvd., Suite 700, Beverly Hills, Calif. 90212
 Essex Music Inc. (ASCAP), see TRO

Essex Music Int'l Inc. (ASCAP), see TRO
 Estimated Time Of Arrival (BMI), see Copyright Serv. Bureau
 Estimated Time Of Departure (ASCAP), see Copyright Serv. Bureau

Eternity Music (ASCAP), see Martin Cohen
 Ethnic Music Publ'g Co. Inc. (ASCAP), see Ashley
 Eudamonic Publ'g Co. (BMI), see Copyright Serv. Bureau
 Eulenburg (SESAC), see C.F. Peters

European American Music Dist. Corp. (ASCAP), 195 Allwood Rd., Clifton, N.J. 07012. Tel (201) 777-2680, NYC (212) 868-1165. Telex: 252311. Pres. Ronald L. Freed, Prof. Mgr. George Sturm, Copyright Admin'r. Carolyn Hunter, Promo Dir., Norman Auerbach

Int'l firms represented: Barenreiter—partial catalog (Germany), Schott (Germany, Japan, UK), Universal (Australia, Austria, Switzerland, UK)
 Evans Music Co. (ASCAP), see Carl Fischer
 Evansongs (ASCAP), c/o E.S. Prager Inc., 1790 Broadway, New York, N.Y. 10019

Richard Evans Music (ASCAP), see Yuggoth
 Evanton Music (BMI), PO Box 2217, Inglewood, Calif. 90205. Tel (213) 644-8182. Pres. Leonard S. Falconer, Treas. M.P. Falconer
 Evelyn Music Co. Ltd., 1305 North Highland Ave., Hollywood, Calif. 90028. Tel (213) 463-5888

Everybody's Music (BMI), see Intercontinental
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 Evil Eye Music Inc. (BMI), see TRO

Evilut Music Inc. (ASCAP), see Publishers' Licensing Corp.
 Exbrook Music Co. (BMI), see Chappell
 Exbrook Publ'g Co. (BMI), 9110 Sunset Blvd., Suite 100, Los Angeles, Calif. 90069. Tel (213) 271-1103. Owner: Melville A. Shauer

Excellorec Music Co. Inc. (BMI), 1011 Woodland St., Nashville, Tenn. 37206. Tel (615) 226-5660. Pres. Bob Tubert, Gen. Mgr. Patricia Nolen
 Int'l rep: UK (Campbell Connelly)

Existential Music (BMI), 118 Fifth St., Taylorsville, N.C. 28681. Tel (704) 632-4735. Pres. & Owner: Harry Deal, Office Mgr. Shirley Robinette
 Eyeball Music (BMI), PO Box 60234, Chicago, Ill. 60660. Tel (312) 973-7736. Pres. & Gen. Mgr. Bruce Iglauer
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 Ezra (BMI), 8600 Melrose Ave., Los Angeles, Calif. 90069



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 F Y D A Q Music (BMI), 240 E. Radcliffe Dr., Claremont, Calif. 91711. Tel (714) 624-0677. Pres. Gary Buckley
 Fab Music Inc. (BMI), see Brut

Face Music (BMI), see Copyright Serv. Bureau
 Fairchild Music Publ'g (BMI), PO Box 6495, Buena Park, Calif. 90620. Tel (714) 554-0851. Owner & Gen. Mgr.: Jerry Wood
 Branch: Buena Park, Calif., 6601 San Diego Dr. Zip 90620

Fairfield Publ'ns (BMI), see Novello
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 Fairlight Music Co. Inc. (BMI), see Fred Ahlert
 Fairlyland Music Corp. (ASCAP), 240 W. 55 St., New York, N.Y. 10019. Tel: (212) 247-3690. Cable: BENAN-TIMUS. Pres.: Jack Benantny

Fairystone Publ'g Co. (BMI), PO Box 594, Rocky Mount, Va. 24151. Tel (703) 483-0689. Pres. & Gen. Mgr.: W. Rod Shively
 Fallen Angel Publ'g (BMI), 256 S. Robertson, Suite 6124, Beverly Hills, Calif. 90211. Tel (213) 368-0604. Pres. J. Christopher Michel

Fall River Music Inc. (BMI), see Sanga
 Falls City Music (BMI), 9701 Taylorsville Rd., Louisville, Ky. 40299. Tel (502) 267-9658. Pres. Ray Allen
 Falstaff Music (BMI), see Copyright Serv. Bureau
 Fame Publ'g Co. Inc. (BMI), 603 E. Avalon Ave., Muscle Shoals, Ala. 35660. Tel (205) 381-0801

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Branches: Hollywood, Calif., 6430 Sunset Blvd. Zip 90028. Tel (213) 461-3091. West Coast Creative Affairs Dir.: Bill Ficks Jr. Prof. Mgr. Julie Chester—Nashville, Tenn., 2 Music Circle S. Zip 37203. Tel (615) 242-3531. Opns. Dir. Judi Götter

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 Fargo House Int'l (ASCAP), see Prima-Donna & Al Gallico
 Farjay Music Publ'g Co. Inc. (BMI), see Gil Gilday
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Faro Music Publ'g (BMI), 255 N. New Hampshire Ave., Los Angeles, Calif. 90004. Tel (213) 384-9586. Owner: Edward L. Davis

Far Out Music Inc. (ASCAP), 7417 Sunset Blvd., Hollywood, Calif. 90046. Tel (213) 874-1300
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 Farr Music Inc. (BMI), Box 1098, 350 Grove St., Somerville, N.J. 08876. Tel (201) 725-3850. Bd. Chm. Asa H. Farr, Mgr. & Controller Candace Campbell

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 Favorite Music Inc. (ASCAP), see Big Seven

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 Feckless (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire Blvd., Los Angeles, Calif. 90048
 Fedora (BMI), see Segel & Goldman

Fee Bee Music Co. (BMI), 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel (412) 884-4727/4554. Cable: FEBE. Pres. J.M. Averbach. Gen. Mgr.: G. Phillips. Prof. Mgr.: Al Olvieri

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Home office: Brazil
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 Fiddleback Music Publ'g Co. Inc. (BMI), see Tommy Valando

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Fifth Star Music (BMI), see Segel & Goldman
 Fifth World Music (BMI), see Copyright Serv. Bureau
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 Figurette Music Co. (ASCAP), see Lone Lake
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Finchley Music Corp. (ASCAP), c/o Arrow, Edelstein, Gross & Margolis, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel (212) 586-1451
 Finch Rec'g Co., 2430 Spring Grove Ave., Cincinnati, Ohio 45214. Tel (513) 421-0850

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 Fine Colorado Music (BMI)—Pres. Richard Perry—see Border Star

Finger Music (ASCAP), see Martin Cohen
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Branch: Studio City, Calif., 12403 Ventura Court. Zip 91604. Tel (213) 760-1665, 877-0500. Gen. Mgr.: Ralph L. Seltzer
 Int'l rep.: France (Francis Day)

Fireside Music (ASCAP), see Copyright Serv. Bureau
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First General Music Co. (BMI), see Combine
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Harold Flammer Inc. (ASCAP), see Shawnee Press
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 Flanka Music Corp. (ASCAP), see MCA Music
 Flatcar Music (BMI), see Chappell

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Floss Music (BMI), see Ermo
 Fluffo Tunes (BMI), see Cedarwood
 Flying Address Music (BMI), see Musicways
 Flying Dutchman Music (BMI), see Copyright Serv. Bureau

Flying Fish Music (BMI), 1304 W. Schubert, Chicago, Ill. 60614. Tel (312) 528-5455. Pres.: Bruce Kaplan, Dir.: Charles Gutfield
 Int'l reps.: Europe (Sonet), Japan (Pumpkin)

Flying Fox Music Ltd. (BMI), see Space Potto
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Focal Point Music Publ'g (BMI), 922 McArthur Blvd., Warner Robins, Ga. 31093. Tel (912) 923-6533. Pres. Ray H. Melton; Gen. Mgr.: Jeannette C. Melton; Prof. Mgr.: Eugene Hatfield

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 Fool's Gold (ASCAP), see Segel & Goldman

Foo Music (ASCAP), see Skip Taylor
 Fore Most Music Co. (BMI), see Copyright Serv. Bureau
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David Forest Music, see Crabshaw
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 Fostico Music Press (ASCAP)—Ed. J. McKelvy—see Mark Foster
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 Tel: (217) 367-3939.
- Foundation Music (BMI), see Martin Cohen.
 Four Aces Music Inc. (BMI), see Dwarf.
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 Four Grand Music Publ'rs (BMI) (div. of Jemki Ents. Inc.), PO Box 680460, Zip 33168; 1100 NE 125 St., Miami, Fla. 33161. Tel: (305) 891-0633.
 Four Knights Music (BMI), 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3484. Pres. & Prof. Mgr.: Nesbert Hooper Jr.; Gen. Mgr.: Tom Hooper.
 Four Seasons Music (ASCAP), see Nashville Int'l.
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 4 Star Sales (BMI), see Copyright Serv. Bureau.
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 Fourth Floor Music Inc. (ASCAP), 75 E. 55 St., Suite 404, New York, N.Y. 10022. Tel: (212) 751-9560.
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Branch: Buffalo, N.Y., 241 N. Hampton, Suite 401.
 Zip: 14208.
 Wallace Fowler Publ'ns, see T.B. Harms—Vogue.
 Foxborough Jr. Music Inc. (ASCAP), see Mietus.
 Fox Fanfare Music Inc. (BMI), see 20th Century.
 Fox Music Publ'ns (ASCAP), see Fred Bock.
 Sam Fox Film Rights (ASCAP), see Sam Fox Publ'g.
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Int'l rep.: Worldwide (United Artists).
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- Frank & Nancy Music Inc. (BMI), 812 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-2740. VP & Gen. Mgr.: Camille Shelton. (Administered by Hudson Bay).
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- French Music Ltd. (ASCAP), see Chappell.
- Friendly Finley Music (BMI), see Shelby Singleton.
- Frito Bandito Music (BMI), see PA Ents.
- Donnie Fritts Music (BMI), see Southern Writers.
- Frituna Music (ASCAP), see Publishers' Licensing Corp.
- Front Lawn Music (BMI), see April/Blackwood.
- Frontwheel Music (BMI), see Homefire.
- Frost Music Corp. (BMI), see Big Seven.
- Fruit Music (BMI), see Boxer.
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- Fullness Music Co. (BMI), see April/Blackwood.
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- Funway Prod'ns (ASCAP), see Copyright Serv. Bureau.
- Richie Furay Music (BMI), see Segel & Goldman.
- Furz Music Co. (BMI), see Chappell.
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Int'l firms represented: Seven Seas Music Co. Ltd., TV Asahi Music (Japan).
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Gaither Music Co. Inc. (ASCAP), PO Box 300, Alexandria, Ind. 46001. Tel: (317) 724-4438. Pres.: William J. Gaither; Gen. Mgr.: Robert G. Huff; Mktg. Mgr.: Robert G. Rist. (Administered by Paragon Assocs.)

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Galamar Music Corp. (BMI), see Al Gallico.

Galanco Music (BMI), 726 Elgin Rd., Newtown Square, Pa. 19073. Tel: (215) 356-0245. Pres.: Ed E. Colletta; VP: Damian Douglas.

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Al Gallico Music Corp. (BMI), 120 E. 56 St., New York, N.Y. 10022. Tel: (212) 355-5980. Pres.: Al Gallico; VP Admin.: Linda Landi.
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 Tel: (213) 462-2251—**Nashville, Tenn., 50 Music Square W. Zip: 37203.**
 Tel: (615) 327-2773. Gen. Mgr.: Dan Darst.
Int'l branch: England.

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Gambol Music (ASCAP), see R.A. Hodge.

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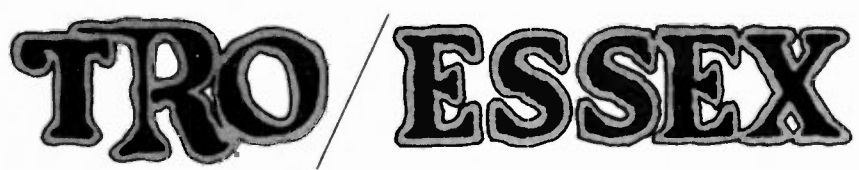
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- Ghost Creek Canyon Music, see Border Brigands
- Gigantic Publ'g (BMI), see Jonvis
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- Glad Hamp Music Inc. (ASCAP), 1995 Broadway, New York, N.Y. 10023. Tel. (212) 787-1222. Contact: Bill Titone.
- Glad Music Co. (BMI), 3409 Brinkman, Houston, Tex. 77018. Tel. (713) 861-3630
- Gladys Music (ASCAP), see Chappell
- Glamorous Music Co. (BMI), see Helios Music & Copyright Serv. Bureau
- Gleam Music Inc. (ASCAP), see BRS Inc.
- Glen Brook Music Corp. (BMI), see Copyright Serv. Bureau
- Glen Helen Music (ASCAP), see R.A. Hodge
- Glenn (BMI), see MacArthur
- Glenn Regan Music Co. (BMI), see Terry
- Glenn To Glenn Publ'g (BMI), PO Box 1214, Hendersonville, Tenn. 37075
- Glenwood Music Corp. (ASCAP), see Beechwood & Screen Gems-EMI
- Global (ASCAP), Schillings Crossing Rd., Canaan, N.Y. 12029. Contact: Lyle K. Engel.
- Gloria Music (BMI), see Martin Cohen
- Gliott Publ'g Co. (BMI), 827 Thomas, Memphis, Tenn. 38107. Tel. (901) 525-0540. Pres.: William E. Glorie, Gen. Mgr.: Greg Oswald, Prof. Mgr.: Frances Light
- Glori Gospel Music (BMI), 246 Richmond Ave., Staten Island, N.Y. 10302. Bd. Chm.: Mel Herman, Pres.: Steven Herman
- Glorious Music Ltd., see Chappell
- G-Major Music Ltd. (BMI), see Alpha-Omega
- Gnosso Music (ASCAP), see Segel & Goldman
- Gnostic Music Co. (ASCAP), see Green Menu
- Goblet Music (BMI), see Chalice
- Gold Book Music Inc. (ASCAP), see Blue Book
- Gold Clef Music Publ'g Co. (BMI), PO Box 43, Chester, Pa. 19016. Tel. (302) 798-1048. Pres.: Alexander Czarenko
- Int'l rep.:** UK (Pedro)
- Gold Coast Music Publ'g Co., 8268 NE Miami Court, Miami, Fla. 33138. Tel. (305) 758-1800. Partner: Danny Poto
- Goldcrest Music Publ'g Co. (ASCAP), see Jondora—Delta RBE
- Gold Dust Music (BMI), see Jack Music
- Golden Age Music (BMI)—Pres.: Johnny Rivers, Gen. Mgr.: Celeste Geller—see Rivers Music
- Golden Bells Prod'ns (ASCAP), see Hayseed Publ'g
- Golden Boy (BMI), see Country Stream
- Golden Chain Music (BMI), see Tannen
- Golden Dawn Music (BMI), 26177 Kinyon Dr., Taylor, Mich. 48180. Tel. (313) 292-5281. Pres.: Peggy LaSorda
- Golden Fleece (BMI), c/o David J. Steinberg, 818 Widener Bldg., Philadelphia, Pa. 19107
- Golden Guitar Music Publ'g (BMI), PO Box 40602, Tucson, Ariz. 85717. Pres.: Jeff Johnson
- Golden Spread Music (ASCAP), see Segel & Goldman
- Golden Syrup Music (BMI), see Segel & Goldman
- Golden Tyrilm Music (BMI), see Copyright Serv. Bureau
- Golden Unlimited Music (BMI), see A. Schroeder
- Golden Valley (ASCAP), see Val-Dare
- Golden West Melodies Inc. (BMI), 5858 Sunset Blvd., Hollywood, Calif. 90028. Tel. (213) 462-7373. Pres.: Gene Autry
- Int'l reps.:** Worldwide excluding USA & Canada (Palace-Burlington), Canada (Sunbury-Dunbar)
- Eugene Gold Music (BMI), (div. of NMI Prod'ns Corp.), 516 W. 75 St., Kansas City, Mo. 64114. Tel. (816) 333-9617. Pres.: Eugene Gold, Gen. Mgr.: Gilbert Roland, Prof. Mgr.: Charles Smith
- Gold Forever Music (BMI), see April/Blackwood
- Goldfresh Music (BMI), 7033 Sunset Blvd., Suite 300, Los Angeles, Calif. 90028. Tel. (213) 462-0833. Pres.: David Gresham, Exec. VP & Mng. Dir.: Patrick Boyle
- Int'l firms represented:** Little Monster Music Ltd., Yackama Music Ltd. (both South Africa)
- Gold Hill Music Inc. (ASCAP), 5032 Lankershim Blvd., North Hollywood, Calif. 91601. Tel. (213) 766-7142. Pres.: Stephen Stills, Mng. Dir.: Ken Weiss, Creative Servs. Dir.: Malcolm J. Jones
- Int'l reps.:** Australia (April), Caribbean (Ivan Mogull), Central America (Ivan Mogull), France (Warner Bros.), Germany (Siegel), Israel (Ivan Mogull), Italy (Warner Bros.), Japan (Victor), Mexico (Ivan Mogull), Netherlands (Basart-Intersong), New Zealand (April), Spain (Armonico), South Africa (EMI Brigadiers), South America (Ivan Mogull), UK (Warner Bros.)
- Gold Horizon (BMI), see Screen-Gems-EMI
- Goldlocks Music Co. (BMI), see DePatie-Freleng
- Goldline Music Inc. (ASCAP), see Silverline
- Manny Gold Music Publ'g (ASCAP), 895 McDonald Ave., Brooklyn, N.Y. 11218. Tel. (212) 435-1910. Pres.: Gen. & Prof. Mgr.: Manny Gold
- Goldmont Publ'g Co. (BMI), 24 Music Square E., Nashville, Tenn. 37203. Tel. (615) 254-3725. Contacts: J. William & Betty McInturff, Frank X. Finke
- Bobby Goldsboro Music Inc. (ASCAP), see House of Gold
- Michael H. Goldsen Inc. (ASCAP), see Criterion
- Gold Sovereign Music (BMI), see Fred Ahlert
- Gold Steak Music (BMI), see Main Stage
- Gold Teak Music Co. (BMI), see Respect
- Golo Publ'g Co. (BMI), see Chappell
- Go Mental Music (BMI), see Bug
- Good Child Music (BMI), see Copyright Serv. Bureau
- Good Flavor Songs Inc. (ASCAP), see Buttermilk Sky
- Good Gratin Music (ASCAP), see Ice Nine
- Good High Inc. (ASCAP), c/o Gelfand, Breslauer, Rennert & Feldman, 1800 Century Park E., Suite 900, Los Angeles, Calif. 90067
- Good, Hot & Fresh Music (ASCAP), see Natural Groove
- Goodman Group, 110 E. 59 St., New York, N.Y. 10022. Tel. (212) 751-7300. Gen. Mgr.: Buddy Robbins.
- Good Music Co. (ASCAP), see Aunt Polly's
- Good Night Kiss Music (BMI)—Pres.: Janet Fisher—see Border Star
- Goodpay Music Co. (BMI), see Mietus
- Good Sam Music (BMI), see Rondor
- Good Sphere Songs (ASCAP), see Hilaria
- Google Music Inc. (ASCAP), 7800 Woodman Ave., No. 15A, Panorama City, Calif. 91402. Tel. (213) 786-3324. Pres.: Jeffrey Wheat, Gen. & Prof. Mgr.: Bob O'Brien
- Branch:** Pittsford, N.Y., 1265 Calkins Rd., Zip 14534. Tel. (716) 334-1700. Gen. Mgr.: Randy Wheat
- Goombay Music (ASCAP), see Copyright Serv. Bureau (US rights)
- Goosepimple Music (BMI), RD 4, Myerstown, Pa. 17067. Tel. (717) 866-5067. Owner: Jean Shade, Mgr.: Al Shade
- Gopam Ent's Inc. (BMI), 11 Riverside Dr., No. 13C-W, New York, N.Y. 10023. Tel. (212) 724-6120. Pres.: John Levy, Mng. Dir.: Laurie Goldstein
- Int'l reps.:** Australia (Jewel), Austria (Melodie der Welt in Germany), Bulgaria (Melodie der Welt in Germany), Czechoslovakia (Melodie der Welt in Germany), France & Monaco (Caravelle), Germany (Melodie der Welt), Hungary (Melodie der Welt in Germany), Italy (Suvini Zerboni), Japan (Shinko), Poland (Melodie der Welt in Germany), Portugal (Quiroga in Spain), South Africa (Laetrec), Spain (Quiroga), Switzerland (Melodie der Welt in Germany), UK (Keith Prowse), USSR (Melodie der Welt in Germany), Yugoslavia (Melodie der Welt in Germany)
- Gordon Music Co. Inc. (ASCAP), 2680 Cherokee Way, Palm Spngs, Calif. 92262. Tel. (714) 328-5312. Pres.: David M. Gordon, Gen. & Prof. Mgr.: Jeff Gordon.
- Int'l reps.:** Australia, France, Germany, Netherlands (all TRO), Italy (Curci, TRO), UK (EMI, TRO)
- David Gorstn (BMI), see Sam Fox
- Gospel Birds Inc. (BMI), 250 W. 57 St., New York, N.Y. 10019. Tel. (212) 765-0540. Pres.: Vicki Wickham, Gen. Mgr.: Ina Meibach
- Gospel Clef Publ'g Co. (BMI), 279 Buffalo Ave., Brooklyn, N.Y. 11213. Tel. (212) 773-5910
- Gospel Int'l Publ'ns (BMI), see Eliebe
- Gospel Message Music Co. (SESAC), see Full House
- Morton Gould Catalog (ASCAP), see G. Schirmer
- Goutris Music, see Kidada
- Goydish Music & Publ'g Co. (BMI), 331 Triangle Rd., Somerville, N.J. 08876. Tel. (201) 359-5520
- Graceland Music Corp., PO Box 1318, Texarkana, Tex. 75501. Tel. (214) 793-0956. Pres.: Glen Martin
- Graduation Music Inc. (ASCAP), 212 N. Kingshighway, St. Louis, Mo. 63108. Tel. (314) 361-4400. Pres.: Julian H. Miller II, Gen. Mgr.: Lynn Schweizer
- Graffiti Music Publ'g Co. (BMI), see Coco
- Roger Graham Music Publ'g (ASCAP), see Athon Music
- Grajonca (BMI), c/o Bill Graham Presents, 201 11 St., San Francisco, Calif. 94103. Tel. (415) 864-0815
- Gramophone Music Co. (ASCAP), see Hall of Fame
- Grand Artists Music (BMI) (div. of Paul Stevens Assocs. Inc.), 1033 Coral Way, Coral Gables, Fla. 33134. Tel. (305) 442-1635. Pres. & Prof. Mgr.: Paul Stevens, Gen. Mgr.: Jeannine Stevens
- Grand Commander Music Inc. (BMI), see Chappell
- Grand Concourse (ASCAP), see Segel & Goldman
- Grand Prize Music (BMI), see Crazy Cajun
- Granite Music Corp. (ASCAP), see Criterion
- Granny White Publ'g Co. (BMI), 428 Riverwood, De Soto, Tex. 75115. Tel. (214) 223-8999
- Gratitude Music (ASCAP), see Argonaut Music Group
- Gravenhurst Music (BMI), 105 Park Ln., Beaver Falls, Pa. 15010. Tel. (412) 843-2431. Pres.: Jerry Reed, Prof. Mgr.: Roz Miller
- Branch:** New Brighton, Pa., 1469 Third Ave., Zip 15066. Tel. (412) 847-0111
- Gravy Publ'g Co. (BMI) (div. of Cookhouse Prod'ns), 2541 Nicollet Ave. S., Minneapolis, Minn. 55404. Tel. (612) 827-5441
- Grawick Music Publ'g (BMI), see James Hendrix Ents
- Greasy King Music Inc. (ASCAP), PO Box 9245, Berkeley, Calif. 94709. Tel. (415) 526-8005. Pres.: John Fogerty
- Greasy Shift Music (BMI), see Bug
- Great American Music Machine Inc. (ASCAP), 1130 W. Evans, Denver, Colo. 80223. Tel. (303) 922-3668
- Great Auk Music (ASCAP), 6 University Mews, Philadelphia, Pa. 19104. Tel. (215) 471-8003. Owner & Pres.: Julian Winston
- Great Honesty Music Inc. (BMI), Box 547, Larkspur, Calif. 94939. Tel. (415) 924-8778. Pres.: Erik Jacobsen
- Great Leewood Music Inc. (ASCAP), 336 S. Cumberland, Lebanon, Tenn. 37087. Tel. (615) 444-3753, 3865. Pres.: Chester E. Johnson, Gen. & Prof. Mgr.: Orlene Johnson
- Branch:** Leewood, Kan., 3012 W. 84 Pl., Zip 66206. Tel. (913) 381-8165. Branch Mgr.: Irene Dierks
- Great Legend Music (BMI), Box 448, Rt. 2, Hendersonville, Tenn. 37075. Tel. (615) 824-7011. Owners: Hank & Jeannie Seely Cochran. **Local branch:** 903-C 18 Ave., Nashville 37212
- Al Green (BMI), 3208 Winchester Rd., Memphis, Tenn. 38118
- Green Apple Music Co. (BMI), 9229 Sunset Blvd., Suite 811, Los Angeles, Calif. 90069. Tel. (213) 657-6752
- Int'l rep.:** UK (Carlin)
- Greenbar Music Corp. (ASCAP), 7235 Hollywood Blvd., Los Angeles, Calif. 90046. Tel. (213) 874-4275. Pres.: Ben Barton
- Green Door Music (BMI), PO Box 9470, Fort Worth, Tex. 76107. Tel. (817) 923-1111. Pres. & Gen. Mgr.: Marvin Moore
- Greene Music Inc. (ASCAP), see Copyright Serv. Bureau
- Greene Pastures Music (BMI), 1022-15 Ave. S., Nashville, Tenn. 37212. Tel. (615) 255-3500. Partners: Lucinda Greene, Ann Stuckey
- Greene-Stone Music (BMI), see Copyright Serv. Bureau
- Green Menu Music Co. (ASCAP), (div. of Green Menu Music Factory Inc.), 50 W. 57 St., New York, N.Y. 10019. Tel. (212) 489-0859/0806. Pres.: Henry Jerome, Ass't to Pres.: Donald Castaldi, VPs: Edward Remusat, Wallace Barneke, Prof. Mgr.: Bob Blume
- Green Mountain Music Corp. (BMI), 747 Pontiac Ave., Cranston, R.I. 02910. Tel. (401) 781-0554. Co-Pres.: Stuart Wiener, Mike Lewis
- Green-Up Music (BMI), see Bo-Gal
- Grenoble Songs (BMI), Box 222, Groveport, Ohio 43125. Tel. (614) 837-7506. Gen. Mgr.: Ed Graham
- Ray Griff Ents. (ASCAP), PO Box 15203, Nashville, Tenn. 37215. Tel. (615) 327-2197. Pres.: Ray Griff, Ass't: Larry D. Hughes
- Grimes Creek Music (ASCAP)—Gen. Mgr.: William H. Schubart—see Other
- Grimora Publ'g (ASCAP), see April/Blackwood
- Grob Music Co. (ASCAP), see Chappell
- Groovesville Music (BMI), 15855 Wyoming Ave., Detroit, Mich. 48238. Tel. (313) 861-2363. Publ'g Dir.: Brian A. Spears
- Gross Den Ren Music (BMI), see Kicking Mule
- Grosvenor House Music (ASCAP), PO Box 1563, Hollywood, Calif. 90028. Tel. (213) 467-7644. Pres. & Prof. Mgr.: Arthur H. Benson, Gen. & Prof. Mgr.: Hy Seaman (Administered by Attrax)
- Groundhog Publ'g (ASCAP), 254 E. 29 St., Los Angeles, Calif. 90011. Tel. (213) 748-6074. Owner: Jerry Hooks
- Ground Round Music (BMI), see R.A. Hodge
- Grovemusic (ASCAP), see Farr
- Growl Music (BMI), see LF Music
- Guard Music (BMI), see De Gar
- Gudi Music (BMI), 157 W. 57 St., New York, N.Y. 10019. Tel. (212) 582-6135. Pres.: John Shoup, Gen. Mgr.: Mark Cosmedy (Administered by Music Music Music)
- Branch:** Chicago, Ill., 205 W. Wacker Dr., Zip 60606. Tel. (312) 368-0032
- Guerilla Music Inc. (BMI), see Segel & Goldman
- Frank Guida Publ'g Co. (BMI), see Rockmasters
- Guitar Player Books/Recs. (div. of Guitar Player Magazine), PO Box 615, Saratoga, Calif. 95070. Tel. (408) 446-1105
- Gullah Music Co. (ASCAP), PO Box 10, Talking Rock, Ga. 30175. Tel. (404) 337-2201. Pres.: Curtis L. Smith
- Branch:** Hilton Head Island, S.C., 97 Flicking Pl., Zip 29928. Tel. (803) 785-4432. Gen. & Prof. Mgr.: Mike Taylor
- E. J. Gurren Music (ASCAP), 3929 Kentucky Dr., Los Angeles, Calif. 90068. Tel. (213) 980-7501. Pres.: Eddie Gurren, Gen. Mgr.: Barnett Williams, Prof. Mgr.: Gloria-anna Monroe (Administered by April/Blackwood)
- Gusman Co. (BMI), 1216 E. Broad St., Savannah, Ga. 31401. Tel. (912) 236-6733. Pres.: Waymon A. Jones
- Guthel (Ed.) (ASCAP), see Boosey & Hawkes
- Gwong Songs (BMI), see Copyright Serv. Bureau
- Gypsy Family (BMI), c/o Ronald Geslin, 7311 Dogwood, Excelsior, Minn. 55331
- Gyrus Music Corp. (ASCAP), see Big Seven



H E Music Inc (ASCAP), see Riva
 Hael Music Co (ASCAP), see Chappell
 Merle Haggard Music Inc (BMI)—Pres. Merle Haggard, Gen & Prof. Mgr. Glenn Martin—see Shade Tree
 Hairtrigger Music (BMI), 2206 Belmont Blvd., Nashville, Tenn. 37212 Tel. (615) 383-6649 Prof. Mgr. Ms. Micki Foster
 Hal Bernard Ents. Inc. PO Box 6507, 2181 Victory Pkwy., Cincinnati, Ohio 45206 Tel. (513) 861-1500 Pres. Stan Hertzman
 Half & Half Music (BMI), see Mietus
 Half-Owned Music (ASCAP), see Sea Three
 Halkey Music Co (BMI), see Mietus
 Albert Hall Music (BMI) (div. of Gilmore Prod. Inc.), 11595 Kelsey St., Studio City, Calif. 91604 Tel. (213) 761-3625
 Hall-Clement Publ'ns (BMI), see T. B. Harms
 John Hall Music (SESAC), PO Box 18344, Fort Worth, Tex. 76118 Tel. (817) 281-6605 Pres. John Hall, Sec'y-Treas. Theta Hall
 Hallnote Music Co (BMI), PO Box 40209, Nashville, Tenn. 37204 Tel. (615) 373-5221 Pres. Tom T. Hall, Gen. Opns. Mgr. Judi Simmons
 Hall of Fame Music Co (BMI), PO Box 921, Beverly Hills, Calif. 90213 Tel. (213) 276-2726 Pres. Oliver Berliner
Int'l firms represented: Brambila (Mexico), Hncs. Marquez (Mexico), Musicabana (Cuba)
 Rick Hall Music (ASCAP), see Fame
 Halnat Publ'g Co (ASCAP), PO Box 37156, Cincinnati, Ohio 45222 Tel. (513) 793-6075 Pres. Saul Halper, VP Steve Halper, Gen. Mgr. Fred A. Halper
Int'l reps.: Australia (J. Albert & Sons), Brazil (Itaipu), France (Caravelle), Japan (Toshiba-EMI), UK (EMI)
 Halseon Music Inc (ASCAP), see Mietus
 Halsey Music Inc (ASCAP), see Mietus
 Halwill Music (ASCAP), see Harlem
 Hamblen Music (ASCAP), see Paragon Assocs.
 Hamman Publ'g Inc (BMI), 122 N. Kirkman Rd., Orlando, Fla. 32811 Publ'g (305) 295-5079 Pres. Glenn Hamman Jr.
 Hammer & Nails Music (ASCAP), see Rondor
 Hampshire House Publ'g Corp (ASCAP), see TRO
 Hampstead Heath Music Publ'rs (ASCAP), PO Box 223, Sky Forest, Calif. 92385 Tel. (714) 337-2802 Pres. Charls Senter
 Hancock Music (BMI), see David Rubinson
 Hankbee Music Co (BMI)—Gen. & Prof. Mgr. Henry Boye—see Joli
 Hankeychp Music Publ'rs (ASCAP), see Derby
 Hank s Music Inc (BMI), see Chappell
 Hanover Music Corp (ASCAP), PO Box 6296, Beverly Hills, Calif. 90212 Pres. Paul Weston, VP Chester A. Kinzelberg, Sec'y-Treas. Marvin Freedman
 Charles H. Hansen Music Inc (ASCAP), see Copyright Serv. Bureau

Hanzell Music (BMI), see Copyright Serv. Bureau
 Happenstance Music (BMI), see Martin Cohen
 Happy Birthday Music (BMI), see Martin Cohen
 Happy Day Music Co (BMI), see Joe Keene
 Happy Tuesday Music (ASCAP), see Garrett
 Harbot Music (SESAC), 2 Music Circle S., Nashville, Tenn. 37203 Owner Joe Talbot
 Harden-Bradford Music (BMI), see April Blackwood
 Hardhit Music (BMI), PO Box 12722, Nashville, Tenn. 37212 Tel. (615) 259-3625 NYC (212) 242-1664 Mgr. Mort Cooperman
 T. M. Hardin, see Copyright Serv. Bureau
 Hargail Music Press (ASCAP), 28 W. 38 St., New York, N. Y. 10018 Tel. (212) 245-7246
 Harlem Music (BMI), 355 Harlem Rd., Buffalo, N. Y. 14224 Tel. (716) 826-9560 WATS (800) 828-7041 TWX (710) 522-1249 Pres. Leonard Silver, Gen. Mgr. David Parker, Publ'g Admin. Mgr. Lynn Boehringer
 Harlene Music Publ'ns (ASCAP), see Dijon & April/Blackwood
 Harmonia Ed (ASCAP), see C. F. Peters
 Harmony Hill Music Publ'g Co (ASCAP), see Nashville Copyright
 T. B. Harms Co (ASCAP), 100 Wilshire Blvd., Suite 700, Santa Monica, Calif. 90401 Tel. (213) 871-0911 Pres. Lawrence Welk, Exec. VP & Gen. Mgr. Dean Kay, VP Prof. Activities Roger Sovine
Branches: Hollywood, Calif., 6255 Sunset Blvd. Zip 90028 Tel. (213) 467-3197 Div. Mgr. Gaylon Horton—New York, N. Y., 200 W. 57 St., Suite 807 Zip 10019 Tel. (212) 581-3197 East Coast Div. Mgr. Joseph Abend—Nashville, Tenn., PO Box 1026, 11 Music Circle S. Zip 37202 Tel. (615) 256-7648 Nashville Div. Mgr. Bill Hall (SEE ADVERTISEMENT)
 Harpath Music Co (ASCAP), see Amestoy
 Harral Music (ASCAP), see Amestoy
 Harrick Music Inc (BMI), PO Box 1780, Hialeah, Fla. 33011 Tel. (305) 888-1685 x 54 Pres. Harry Wayne Casey, Gen. Mgr. Sherry Smith
 Charles K. Harris Music Publ'g Co. Inc. (ASCAP), see Peer-Southern
 Harrison Music Corp (ASCAP), 6381 Hollywood Blvd., Hollywood, Calif. 90028 Tel. (213) 466-3834 Pres. Hannah Russell, Gen. Mgr. Molly Hyman, Prof. Mgr. Jeffrey Spirit
 Hartford Music Co (SESAC), see Albert E. Brumley
 Hartline Music Inc (BMI), 1901 Ave. of the Stars, Suite 305, Los Angeles, Calif. 90067 Tel. (213) 552-2124 Pres. Freddie Hart, Gen. Mgr. Peter S. Brown
 Harvard Music Inc (BMI), see Ivan Mogull
 Harwin Music Corp (ASCAP), see Edwin H. Morris
 William Haskins Music Co. Inc. (ASCAP), see Denton & Haskins
 Hat Band Music (BMI), Sound Seventy Suite, 210 25 Ave. N., Nashville, Tenn. 37203
 Hatfield Music (BMI), see Martin Cohen
 Havana Moon Music (BMI), see Kentucky Colonel
 Hav-A-Tune Inc., see T. B. Harms—Bibo
 Havenhurst Music (ASCAP), see Amestoy

Hawaii Music Co. Inc. (BMI), see MCA
 Hawkes & Sons (ASCAP), see Boosey & Hawkes
 Walter Hawkins Music (BMI), see Lexicon
 Hayako Music (ASCAP), see Martin Cohen
 Hayseed Publ'g (BMI), PO Box 1528, Shreveport, La. 71165 Tel. (318) 742-7803 Pres. & Prof. Mgr. David Kent (Administered by Welbeck)
 Lee Hazelwood Music Publ'g, see Criterion
 Haze Prod'ns, PO Box 1802, Hollywood, Calif. 90028
 Hazy Day Music (ASCAP), see Chappell
 Headlight Music (BMI), see April/Blackwood
 Head Music (BMI), see Copyright Serv. Bureau
 Head Publ'g Co (BMI), see Mietus
 Headquarters of Entertainment & Music (BMI), see Martin Cohen
 Heart Warming Music Co (BMI), see John T. Benson
 Heath-Levy Music Co. Inc. (ASCAP), see MCA & April/Blackwood
 Heavy Gravity Music, see Fourth Floor
 Heavy Jam'n Music (ASCAP), PO Box 4740, Nashville, Tenn. 37216 Tel. (615) 361-5356 Pres. Wade Curtiss
 Heavy Metal Music, see Fourth Floor
 Heavy Music Inc (BMI), 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086 Tel. (408) 734-2910 Telex (910) 339-9201 VP, Bus. Affairs Jim Levy
Int'l reps.: Australia (Chappell), Brazil (Nova), New Zealand (Chappell in Australia), Scandinavia (Air in Sweden) UK (Intersong)
 Heldon Music Inc (ASCAP), see Don Costa
 Helicon Music Corp (BMI), see European American
 Helios (Ed.) (BMI)—Ed. Halsey Stevens—see Mark Foster
 Helios Music Corp (BMI), 1619 Broadway, Suite 603A, New York, N. Y. 10019 Tel. (212) 581-0280 Pres. Claus Ogerman (Mechanical rights administered by Copyright Serv. Bureau Ltd.)
Int'l firm represented: Ebony (Germany)
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 Hello Darlin' (SESAC), see Twitty Bird
 Hello There! Music Inc. (ASCAP), see Fred Ahlert
 Hemlane Music Co (ASCAP), see Cherry Lane
 Hemphill Music Co (BMI), see John T. Benson
 Hena! Music (ASCAP), see Copyright Serv. Bureau
 Hendon Music Inc (BMI), see Boosey & Hawkes & Lyra
 James Hendrix Ents. (BMI), PO Box 90639, 902 42 Ave. N., Nashville, Tenn. 37209 Tel. (615) 297-4174 Pres. & Dir. James Hendrix
 Henmar Press (ASCAP), see C. F. Peters
 Heno Publ'g Co (BMI), 8959 S. Oglesby Ave., Chicago, Ill. 60617 Tel. (312) 375-4276 Pres. Oscar Jackson, VP Armond Jackson
 The Herald Ass'n Inc. PO Drawer 218, Wellman Heights, Johnsonville, S. C. 29555 Tel. (803) 386-2600 Pres. & Gen. Mgr. Erv Lewis, Prof. Mgr. Frances B. Lewis
 Heraldic Music (ASCAP), see Herald Ass'n
 Herald Square Music Co (ASCAP), see Hudson Bay
 Herford Music (ASCAP), see Brim
 Heritage Music Press (ASCAP), see Lorenz Inds
 Heritage Music Publ'ns Inc. (SESAC), see Ashley

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 Hi-Cue Prod'ns (ASCAP), see Irving Mills
 Hierophant Inc. (BMI), see Organic Mgmt.
 Highball Music (BMI), PO Box 40484, Nashville, Tenn. 37204. Tel. (615) 383-6564
 High Class Music Publ'g Ltd. (BMI), see Chappell
 High Class Publ'g (ASCAP), see Segel & Goldman
 Highgate Press (BMI), see Galaxy
 High Seas (BMI), 17175 Ventura Blvd., Encino, Calif. 91318
 Hightree (BMI), c/o Renaissance Mgmt., 433 N. Camden Dr., Suite 950, Beverly Hills, Calif. 90210
 High Wave Music (ASCAP)—Pres. Gary Wright—see Bel-dock Levine & Hoffman
 Highway Publ'g (BMI), see Copyright Serv. Bureau
 Hilaria Music Inc. (ASCAP), 520 University Ave., No. 125, Madison, Wis. 53703. Tel. (608) 251-2644, 255-7875. Pres. Ken Adamany, Gen. & Prof. Mgr. Jeffrey Messenger
 Hillbrow Music Inc. (ASCAP), see Ember Ents.
 Hillgreen Music (BMI), see Folklore
 Hill & Range Songs Inc. (BMI), see Chappell
 Z. Z. Hill Music (BMI), see April/Blackwood
 Hilmer Music (BMI), see Rondor
 Hilmer Publ'g Co. Inc. (ASCAP), c/o Michael Rosenfeld, 270 N. Canon Dr., Beverly Hills, Calif. 90210. Tel. (213) 278-6624. Pres. Nils Lofgren, Gen. Mgr. Arthur Linton, Prof. Mgr. Michael Rosenfeld
 Hindsight Music (ASCAP), see Chappell
 Hinrichsen Ed. (BMI), see C.F. Peters
 Hipolit Music (ASCAP), see Memnon
 His Eye Music (SESAC), see Sparrow Recs.
 HitKit Music (BMI), PO Box 24235, Nashville, Tenn. 37202. Tel. (615) 385-0900. Pres. David N. Gib
 The Hit Machine Music Co. (BMI) (div. of Diversified Mgmt. Group), PO Box 20692, San Diego, Calif. 92120. Tel. (714) 277-3141. Pres. Marty Kuritz, VP. David Sanchez
 Hitmakers (ASCAP), see Bonton
 Hiward Music Co. (ASCAP), see Chappell
 Hobbittion Ents. Inc., (ASCAP) see 20th Century
 Hobby Horse Music (BMI), see Garrett
 R. A. Hodge, c/o Gordon & Hodge, 544 Pacific Ave., San Francisco, Calif. 94133. Tel. (415) 391-4550
 Hodge Music (BMI), see Berkeley Cooperative
 Ivan Hoffman, 2040 Ave. of the Stars, Los Angeles, Calif. 90067. Tel. (213) 556-2804
 Holland-Dozier-Holland Music (ASCAP), see April/Blackwood
 Hollis Music Inc. (BMI), see TRO
 Hollytree Music (BMI), 48 Music Square E., Nashville, Tenn. 37203. Tel. (615) 244-7300. Pres. Sherry Sanders
 Hollyville Music (SESAC), see Manna
 Hollywood Songs (ASCAP), see Sam Fox
 Eddie Holman Inc. (BMI), 905 Robinson Bldg., 42 S. 15 St., Philadelphia, Pa. 19102. Tel. (215) 564-6050. Pres. Eddie Holman, Gen. & Prof. Mgr. Harold Rosenthal
 Homelife Music (BMI), 2049 Century Park E., Los Angeles, Calif. 90067. Cable PHOENREC. Chm. & Pres. David Chackler, Pres. Music Publ'g Leonard Hodes, Ass't to Pres. Music Publ'g Jai Jai Jackson
 Home Grown Music (BMI), see April/Blackwood
 Home Is Where The Heart Is Music (ASCAP), see Martin Cohen
 Home-Made Music Co. Inc. (BMI), see Stone-Rap
 Homer & Jethro Publ'g (BMI), see Copyright Serv. Bureau
 Homewood Music Co. (ASCAP), 80-08 35 Ave., Jackson Heights, N.Y. 11372. Tel. (212) 651-8213. Pres. Sidney Prosen, Music Coord. Stan Free
Branch: Goodlettsville, Tenn., 847 Springfield Hwy. Zip 37202. Tel. (615) 859-2820
 Homewood House (BMI), 9465 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel. (213) 550-1010
 Charles W. Homeyer & Co. (ASCAP), see Carl Fischer
 Honeycomb Music, see T.B. Harms—Bibo
 Honeytree Music Inc. (ASCAP), see Baray
 Honiton Music (BMI), see Arnakata
 Honky Tonk Music (BMI), see Chappell
 Hoochie Coochie Music (BMI)—Dir. Jean M. Cameron—see Cameron
 Hoolie Music Co. (ASCAP), see Tradition
 Hooperman Music (BMI), see Creative World
 Hooster Hill Publ'g (BMI), 1309 Celesta Way, Sellersburg, Ind. 47172. Tel. (812) 246-2959. Owner & Mgr.: Buddy Powell
 Hope Publ'g Co. (ASCAP), 380 S. Main Pl., Carol Stream, Ill. 60187. Tel. (312) 665-3200
 Hornsby Music Co. (BMI), PO Box 13661, Houston, Tex. 77019. A&R Rep. Ezzard Topps, Promo. J.D. Horn
 Horse Creek Music, see T.B. Harms—Vogue
 Horseshoe Canyon Music (ASCAP), see Don Williams
 Horttor Music Co. (BMI), 313 El Tejon Ave., Oildale, Bakersfield, Calif. 93308. Tel. (805) 399-9028. Owner Robert L. Horttor
 Hot City Super Songs, see Artref
 Hot Damn Song Co. (ASCAP), see Skip Taylor
 Hot Rock Music (BMI), see Landers-Roberts
 Hourglass Music (ASCAP), see Publishers' Licensing Corp.
 House of Bryant Publ'ns (BMI), PO Box 120608, Nashville, Tenn. 37212. Tel. (615) 385-3245. Gen. Mgr. Nona Thomas
Int'l reps.: Australia (Chappell), Austria, Germany & Switzerland (Rudolf Slezak in Germany), Scandinavia (Safir Music in Sweden), UK (Showcase)
 House of Cash Inc. (BMI), PO Box 508, Hendersonville, Tenn. 37075. Tel. (615) 824-5110. Co-Pres. John R. & June Carter Cash. (Administered by Clay Music)
 House of David (BMI), see Songs of David
 House of Diamonds (BMI), PO Box 449, Cleburne, Tex. 76031. Owner Jan Diamond
 House of Dreams Music (BMI), see Rondor
 House of Gold Music Inc. (BMI), PO Box 50338, Belle Meade Sta., Nashville, Tenn. 37205. Tel. (615) 383-4667. Pres. Bobby Goldsboro. Exec. VP. Bob Montgomery. Prof. Mgr. Jeff Silbar, Promo. & Pub. Dir. Linda McCoy

House of Hi Ho (BMI), PO Box 8135, Chicago, Ill. 60680. Tel. (312) 254-5612, 787-8220. Exec. VP. R.C. Hillsman
 House Of Knox (ASCAP), 41418 50 St. W., Quartz Hill, Calif. 93534. Owner Robert B. Knox
 House of Living (ASCAP), see Chappell
 House Of Melton (ASCAP), see Focal Point
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 House of Talley (BMI), see Birthright
 House of Weiss Music Co. (ASCAP), see 20th Century
 Howard Beach Music Inc. (ASCAP), see Sanga
 Harlan Howard Songs, see Tree
 David Hubert & Assocs., 541 Continental Court Bldg., 201 N. Orange Grove Blvd., Pasadena 91103. Tel. (213) 796-9693. Contact David Hubert. (SEE ADVERTISE-MENT)
 Hubris Music (ASCAP), see David Hubert
 Hudmar Publ'g Co. (ASCAP), 24157 Lupin Hill Rd., Hidden Hills, Calif.
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 Huffman Publ'g Co. (BMI)—Pres. Joe Huffman, Gen. Mgr. Erv Lewis, Prof. Mgr. Frances B. Lewis—see Herald Assn. & Township Group
 Huh Music (BMI), see Placid
 Hungry Mountain Music Inc. (BMI), see House of Gold
 R. L. Huntzinger Inc. (SESAC), see Willis
 Hurdy Gurdy (BMI), see Counterpart
 Hustlers Inc. (BMI), 602 Southern Trust Bldg., Macon, Ga. 31201. Tel. (912) 745-5391

I

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 Ice Man Music Corp. (BMI), see Chappell
 Ice Music (ASCAP), see Martin Cohen
 Ice Nine Publ'g Co. Inc. (ASCAP), PO Box 1073, San Rafael, Calif. 94901. Tel. (415) 457-6300. Pres. Robert Hunter, Gen. Mgr. Alan Trist
Int'l rep.: Worldwide except USA & Canada (Warner Bros.)
 Ichabod Music Co. (BMI), see Worthy
 Idress-Brown-Tibbles (ASCAP), see Dolly Bee
 Iffin Music Publ'g Co. (BMI), 34 Music Square E., Nashville, Tenn. 37203. Tel. (615) 254-0825. Pres. Heath Webb, Gen. Mgr. Charles Bragg
 Iffit Fitz Music, 4550 Atteborro St., Jacksonville, Fla. 32205. Owner & Mgr. Michael R. Fitzgerald
 Ila Music (BMI), see Martin Cohen
 Imagination Inc. (ASCAP)—Pres. Billy Edd Wheeler, Gen. & Prof. Mgr. Jerry Chesnut—see Jerry Chesnut
 I'm A Truck Music (BMI), see Ripcord
 Immunity Music (ASCAP), see Schabraf
 Improvat (BMI), see Pablo
 Impulsive Music (ASCAP), c/o Home Run Systems Corp., 14 E. 60 St., New York, N.Y. 10022. Contact: William Joel. (Affiliated with April/Blackwood)
 Impulsive Music Inc., see RCS
 Indaba Ents. (BMI), see April/Blackwood
 Indano Music Co. (ASCAP), see Ivan Mogull
 Independence Corp. of America, 1511 Chester St., Little Rock, Ark. 72202. Tel. (501) 376-4002
 India Music Ink (ASCAP), c/o Greene & Reynolds, 1900 Ave. of the Stars, Suite 1424, Los Angeles, Calif. 90067. Tel. (213) 553-5434. Pres. Lou Adler, Bus. Mgr. Robert L. Greene
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 In Music (ASCAP), see Rondor
 Inner City Trade Publ'g Co. (BMI), see Insurance Music
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 Insight Music Co. (BMI), see BC Ents.
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 International Doorway Music (ASCAP), 3410 Ave. R, Lubbock, Tex. 79412. Tel. (806) 744-5590. Pres. & Prof. Mgr. Bud Andrews
 The International Music Co. (ASCAP), see TIM
 Intersong-USA Inc. (ASCAP), see Chappell
 Interworld Music Group Inc., 8304 Beverly Blvd., Los Angeles, Calif. 90048. Tel. (213) 852-0771. Cable: IN-MUSIC. Telex: 674999. Pres. Michael Stewart; Bus. Affairs Dir. Jeff Brabec, Copyright Mgr. & Int'l Judy Hicks
Branch: New York, N.Y., 25 W. 57 St. Zip 10019. Tel. (212) 582-8810. Prof. Mgr. Lanny Lambert
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J

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 J E D O (ASCAP), 5062 Calatrana Dr., Woodland Hills, Calif. 91364. Tel. (213) 703-0083. Pres. Jon Devirian
 J L T Christian Agape Music Co. (ASCAP), 104 Eighth St., Salem, N.J. 08079. Tel. (609) 935-1908. Owner & Pres.: John L. Tussey Jr.
 J P Music Ltd. (BMI), see Shapiro Bernstein
 J W T Music Inc. (ASCAP) (sub. of J. Walter Thompson Co.), 420 Lexington Ave., New York, N.Y. 10017. Tel. (212) 867-1000. Pres.: Don Johnston, VP & Gen. Mgr. Marion Preston; VP & Sec'y. Hugh P. Connell
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 Jace Music, see Rammus Music
 Jack & Bill Music Co. (ASCAP), see T.B. Harms
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 Jackson-Jodejvan Music (BMI), see Alice M. Jackson
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Int'l rep.: Japan (Yamaha)
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 Jamie Music Publ'g Co. (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel. (215) 232-8383. Pres.: Harold B. Lipsius
 Jamlin Music Co. (BMI), see Copyright Serv. Bureau
 Jamil Music (BMI), 413 N. Parkerson Ave., Crowley, La. 70526. Tel. (318) 783-1601. Pres. Jay Miller; VP. Bill Miller
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 Jando Music (ASCAP), see Jack Music
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 Jarett Music (BMI), see Shalynn
 Jasmine Music Co. (ASCAP), see Dawnbreaker
 Jason Dee Music (BMI), see Mr. Tort
 Jason Ink Music (BMI), 349 S. Lafayette Park Pl., No. 323, Los Angeles, Calif. 90057. Tel. (213) 383-0720. Chm. & Pres. Jason Schwartz, Gen. Mgr. Richard Schulenberg; Prof. Mgrs.: Jason & Sandra Schwartz; Anita Kagan. Local branch: 5934 Buffalo, Van Nuys 91401. Tel. 997-8819
 Jason Sean Music (ASCAP), see 20th Century
 Jaspur Music Publ'g Co. Ltd. (BMI), 852 Elm St., Manchester, N.H. 03101. Tel. (603) 623-9749, 624-1990. Cable: W&G. Mng. Dir. James Parks

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 Javors Music Co. (ASCAP), see 20th Century
 Jayboy Music Corp. (BMI), see Copyright Serv. Bureau
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 Jay Jay Publ'g Co. (BMI), PO Box 4155, Normandy Branch, Miami Beach, Fla. 33141 Tel. (305) 758-0000
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 Jennifer (ASCAP), see Croma
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 Jimskip Music (BMI), see Skip Taylor
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 June 16 Music Co. (BMI), see Mietus
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- Int'l branch:** France, Pygmalion.
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- Int'l rep.:** Netherlands (Ariola-Eurodisc)
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- Kevrick Music (ASCAP)**, see San-Lyn.
- Keymen Music (BMI)**, see Copyright Serv. Bureau.
- Kick-A-Rock (ASCAP)**, c/o Glickman/Marks Mgmt. Corp., 655 Madison Ave., New York, N.Y. 10021.
- Kichelle (ASCAP)**, see Jamerson.
- Kicking Mule Publ'g Inc. (BMI)**, PO Box 3233, Berkeley, Calif. 94703. Tel: (415) 452-1248. VP: Ed Denson.
- Int'l reps.:** Europe (Sonet), Japan (Toshiba-EMI).
- Kidada Music Inc. (BMI)**, c/o A&M Recs., 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 469-2411. Cable: ALPERMOSS. Pres.: Quincy Jones; Gen. Mgr.: Beverly Giddens.
- Int'l firm represented:** RCA Int'l.
- The Kids Music Inc.**, see Martin Cohen.
- Kilkenny Music Inc. (BMI)**, 5825 N. 96 St., Milwaukee, Wis. 53225. Tel: (414) 462-5590. Pres.: Tim Brophy; Nat'l Sales Mgr.: Bob Ambos.
- Kilyn Music Publ'g Inc. (BMI)**, see Mietus.
- Kim-Kev Music (ASCAP)**, see Segel & Goldman.
- Kimkris Music (BMI)**, see 20th Century.
- KimLyn Music Co. (ASCAP)—Gen. Mgr.: Lanny Lambert—see Sheryln.**
- Kim-Pat Publ'g (SESAC)**, Box 654, Hillwood Dr., Fayetteville, Tenn. 37334. Tel: (615) 433-2323. Pres.: Elynn Trigg.
- Kimtra Music (ASCAP)**, see Hat Band.
- Kiner Music Co.**, PO Box 724, Redmond, Wash. 98052. Tel: (206) 885-0523. Owner: L.F. Kiner.
- King Coal Music Inc. (ASCAP)**, see Coal Miners.
- K. L. King Music House (SESAC)**, see C.L. Barnhouse.
- King of Spades Music Inc. (BMI)**, see Munka.
- Kingsland Publ'g Co. (ASCAP)**, see Briarmeade.
- Kingsley Music Inc. (ASCAP)**, see Copyright Serv. Bureau.
- Kingsmen Publ'g Co. (BMI)**, see John T. Benson.
- King Solomon Music (ASCAP)**, see Martin Cohen.
- Kinlu Music (ASCAP)—Pres.: N. L. King—see Playnote.**
- Kiongazi Music (BMI)**, see Rondor.
- Kipahulu Music Co. (ASCAP)**, c/o Colgems-EMI Music Inc., 711 Fifth Ave., New York, N.Y. 10022. Tel: (212) 751-4400.
- Charles Kippis Music Inc. (BMI)**, 1 Lincoln Plaza, New York, N.Y. 10023. Tel: (212) 580-0154. Pres.: Charles H. Kippis Jr.
- Branch:** Springfield, Va., 6901 Old Keene Mill Rd. Zip: 22150. Tel: (703) 569-5330. Gen. Mgr.: Don Flynn.
- Int'l reps.:** Australia (Castle), Italy (Ariston), UK (EMI).
- Kirshner/April Music Publ'g (ASCAP)**, see April/Blackwood.
- Kirshner/CBS Music Publ'g**, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 489-0440. Pres.: Don Kirshner; Exec. VP: Herb Moelis; VP, Gen. & Prof. Mgr.: Wally Gold; Talent Development: Felix Di Palma; Copyrights Dir.: Sandy Kerrien.
- Branch:** Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 278-4160.
- Int'l reps.:** Australia (Warner Bros.), Argentina (Melograf), Belgium (Kirshner), Brazil (ELAM), Central America (Mundo Musical), France (Warner Bros.), Germany (Kirshner), Italy (Kirshner), Japan (Shinko), Mexico (Mundo Musical), South Africa (Laetrec), Spain (April), Sweden (Don Kirshner), UK (Kirshner/Warner Bros.), Venezuela (Mundo Musical).
- Don Kirshner/Blackwood Music Publ'g (BMI)**, see April/Blackwood.
- Kirshner Songs (ASCAP)**, see Don Kirshner.
- Kirzo Music (BMI)**, see Copyright Serv. Bureau.
- Kisco Music Ltd. (BMI)**, see Copyright Serv. Bureau.
- Kiss Me Music (SESAC)**, see Sing Me.
- Kittyhawk Music (ASCAP)**, see 20th Century.
- Neil A. Kjos Music Co. (SESAC)**, 4382 Tutland Dr., San Diego, Calif. 92117. Tel: (714) 270-9800.
- Branch:** Park Ridge, Ill., 525 Busse Hwy. Zip: 60068. Tel: (312) 825-2168.
- Kjos West (SESAC)**, see Neil A. Kjos.
- Kjos West La Jolla Music Publ'g Co. (BMI)**, see Neil A. Kjos.
- Klickitat Music (BMI)**, 1931 SE Morrison St., Portland, Ore. 97214. Tel: (503) 238-4525. Pres.: Russell E. Gorsline.
- Klondike Ents. Ltd. (BMI)**, see Mietus.
- Knee Trembler Music**, see Fourth Floor.
- Howard Knight Music (SESAC)**, see Audway.
- Knollwood Music Corp. (ASCAP)**, see Fred Ahlert.
- Know (ASCAP)**, PO Box 66558, Seattle, Wash. 98166. Tel: (206) 246-9400.
- Knowles Music (BMI)**, see Royalty Control Corp.
- Knud-Feldt Music Co. (BMI)**, c/o Sceneville Inds., 78-08 88 Ave., Woodhaven, N.Y. 11421. Tel: (212) 296-1877. Pres.: Robert L. Knudsen; VP: Arthur J. Kleinfeldt; Nat'l Publ'g Dir.: James Knudsen.
- Koala Music Inc. (ASCAP)**, N.Y., see Music Music Music.
- Koala Recs. Inc.**, 6253 Hollywood Blvd., Los Angeles, Calif. 90028. Tel: (213) 467-3203. Pres.: Irv Kessler; VP: Mary Kessler.
- Kodi Music (ASCAP)**, c/o Baron, Weiss & Singer, 9100 Wilshire Blvd., Suite 220, Beverly Hills, Calif. 90212. Tel: (213) 278-3123.
- Kohaw Music Inc. (ASCAP)**, see Bicycle.
- Koko Music (ASCAP)**, see Boxer.
- Kolber Publ'g Co. (BMI)**, 332 W. 14 St., Upland, Calif. 91786. Tel: (714) 981-2783.
- Kolormark Music (BMI)**, see OCA.
- Kona Kai Publ'g Co.**, see Beechwood.
- Kool Kat Music (BMI)** (div. of Kool Kat Prod'ns Inc.), PO Box 176, Monsey, N.Y. 10952. Tel: (914) 425-6040. Pres.: Edward Kaplan; Gen. Mgr.: Sy Kaplan.
- Kool Music Inc. (BMI)**, see Buttermilk Sky.
- Kool Soul Music (BMI)**, see Mietus.
- Kooper Music Co. (BMI)**, see Mietus.
- Koppelman-Bandier Music Corp. (BMI)**, see The Entertainment Co.
- Kortchma (ASCAP)**, 433 N. Camden Dr., Suite 860, Beverly Hills, Calif. 90210.
- Kosmic Lady Music Publ'g Co. (ASCAP)**, see Studio 10.
- Kountry Kate Music Publ'g Co. (BMI)—Contact: Jim Little—see Acquire.**
- Koussevitzky (Ed.) (ASCAP)**, see Boosey & Hawkes.
- John Krachtus Co. (SESAC)**, see Vitak-Elsnic.
- Kradar Music Co. (ASCAP)**, see Sam Fox.
- Krandon Music Co. (BMI)**, see Copyright Serv. Bureau.
- Kreimers (BMI)**, c/o Dennis Katz, 110 E. 59 St., New York, N.Y. 10022.
- Krishane Music Co. (ASCAP)** (div. of Kris Stevens Ents. Inc.), 14241 Ventura Blvd., Suite 204, Sherman Oaks, Calif. 91423. Tel: (213) 981-8255. Pres. & Gen. Mgr.: Kris Erik Stevens; Prof. Mgr.: Michael Jordan.
- Kris Publ'g Co. (SESAC)**, see Kim-Pat.
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- Sid & Marty Krott Prod'ns Inc. (ASCAP)**, see April/Blackwood.
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- Kryder Music Corp. (BMI)**, see Copyright Serv. Bureau.
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- L P S Corp.**, see Saka Music.
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- Laces & Boots Music (BMI)**, see Chappell.
- La De Ole Music (BMI)**, see Don Williams.
- Ladd Music Co. (BMI)**, 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd.
- Lady Casey Music (BMI)**, see Trust Music.
- Lady Jane Music (BMI)**, PO Box 614, Tahoe City, Calif. 95730. Tel: (916) 583-6587. Owner & Pres.: Hoyt Axton; Gen. Mgr.: Marlene Prins.
- Branch:** Hendersonville, Tenn., PO Box 1077. Zip: 37075. Tel: (615) 824-9412. VP: John B. Axton.
- Int'l reps.:** Australia (Rondor), France (Marouani), Germany (Global), Hong Kong (Pathe-Far East), Japan (Pacific), Netherlands (Universal), South Africa (Music Publ'g Co. of Africa), Spain (Quiroga), Sweden (Sweden Music), UK (Rondor).
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- La Jolla Music Publ'g Co. (BMI)**, see Neil Kjos.
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- Laminations Music (ASCAP)**, see Chicago Music.
- Lamplighter (BMI)**, 2227 Fifth Ave., Seattle, Wash. 98121. Tel: (206) 623-2030. Owner: Kearney W. Barton.
- Lamp Music (BMI)**, see Coco.
- Landers-Roberts Music (ASCAP)**, 9255 Sunset Blvd., Los Angeles, Calif. 90048. Tel: (213) 550-8819. Co-Pres.: Hal Landers, Bobby Roberts; VP: Jay Landers; Gen. Mgr.: Barry Jay Josephson.
- Landscape Music Co. (BMI)**, see Lion's Gate.
- Langley Music Co. (BMI)—Prof. Mgr.: Eddie White—see White Way.**
- Stuart Lanis Music Inc. (BMI)**, 1273½ N. Crescent Heights Blvd., Los Angeles, Calif. 90046. Tel: (213) 650-6500. Pres.: Stuart Lanis; VP's: Adam, Jason & Nathan Bank.
- Lantana Music Inc. (BMI)**, PO Box 630175, Miami, Fla. 33103. Tel: (305) 472-7757. Pres. & Gen. Mgr.: Jack P. Bluestein; Prof. Mgr.: Kevin McManus.
- Int'l reps.:** Brazil (Pirate), Canada (CMRRA).
- Larball Music (BMI)**, see Finchley.
- Laredo Publ'ns (BMI)**, see Red River.
- Lark Music Inc. (BMI)**, see Sidney A. Seidenberg.
- La Salle Music Publ'rs Inc. (ASCAP)**, see Peer-Southern.
- Las Palmas Music (ASCAP)**, see Amestoy.
- Late Music**, see BW Music.
- Latimer Music**, see Copyright Serv. Bureau.
- Latin American Music (LAM) (BMI)**, see TIM.
- Laughing Duck Music Publ'g Co. (BMI)**, see Studio 10.
- Lauralan Music (ASCAP)**, see Chappell.
- Laurel Canyon Music Ltd. (ASCAP)**, 75 E. 55 St., New York, N.Y. 10022. Tel: (212) 759-1610.
- Int'l reps.:** Australia (Penjane), Belgium (Hans Kusters), France (Intersong Tutti), Germany (Siegel), Italy (Curci), Mideast (Intersong), Japan (April), Netherlands (New Dayglow), South Africa (Intersong) Sweden (Intersong), UK (Intersong).
- Lauren Kim Music (ASCAP)**, 16 Dundee Rd., Stamford, Conn. 06903. Tel: (203) 322-5778, 329-9646. Pres.: Joan R. Weinberg; Gen. Mgr.: Fred Weinberg.
- Laurentian Music Ltd.**, see Copyright Serv. Bureau.
- Laurie House Music**, see Schwartz.
- Lawco Publ'rs (BMI)**, see PARI.
- Lawday Music Corp. (BMI)**, 49 Music Square E., Nashville, Tenn. 37212. Tel: (615) 244-3450. Pres.: Danny Davis; Prof. Mgr.: Lamar Morris.
- Law Publ'g Co. (BMI)**, 305 N. Hwy. 43, Saraland, Ala. 36571. Tel: (205) 675-4431. Pres.: Lois Anne Whiting; Gen. Mgr.: Doc Whiting; Prof. Mgr.: Jamey Whiting.
- Ray Lawrence Ltd.**, PO Box 1987, Studio City, Calif. 91604. Tel: (213) 552-1000. Pres.: Ray Lawrence.
- Ray Lawrence Music (ASCAP)**, see Ray Lawrence Ltd.
- Lawson-Gould Music Publ'rs Inc. (ASCAP)**, see G. Schirmer.
- Mabel Lawton Music (BMI)**, see Mietus.
- Layback Music (BMI)**, see RCS.
- Lazy Libra Music (ASCAP)**, see April/Blackwood.
- LeAire Music (BMI)**, see Martin Cohen.
- Leandro Music (BMI)**, see Rondor.
- Lea Pocket Scores**, PO Box 138, Audubon Sta., New York, N.Y. 10032. Tel: (212) 866-4026. Pres.: F. Steinhart. (Distributed by European-American).
- Int'l rep.:** Austria & UK (Universal).
- Lear Music Inc. (ASCAP)**, 8899 Beverly Blvd., Los Angeles, Calif. 90048. Tel: (213) 273-4070. Pres.: Jack Rael; Gen. Mgr.: Corinne Shayne.
- Lebasongs (ASCAP)**, see Neil Sedaka.
- The Bill Music Inc. (BMI)**, PO Box 11152, Fort Worth, Tex. 76110. Tel: (817) 738-8843. Pres.: Major Bill Smith.
- Int'l branch:** UK.
- Leblon Music Corp. (BMI)**, see Copyright Serv. Bureau.
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- Leeds Music Corp. (ASCAP)**, see MCA.
- Kevin Lee Music (BMI)**, see listing under "K".
- Legz Music (BMI)**, see Ciano.
- Lehua Music Co. (ASCAP)**, 1365 Colburn St., Honolulu, Hawaii 96817. Tel: (808) 847-0855. Pres.: C. Robert Clarke.
- Leigh Group Inc.**, 1650 Oak St., Lakewood, N.J. 08701. Tel: (201) 367-0080. Pres.: Milton Herson; Gen. Mgr.: David Muldowney; Prof. Mgr.: Mitch Leigh.
- Paul Leka Music (BMI)**, 132 Merriman Dr., Trumbull, Conn. 06611. Tel: (203) 261-9610. Pres.: Paul Leka; Gen. Mgr.: Gary Regan; Prof. Mgr.: David Anderson; Barbara Clabby. Local branch: PO Box 9171, Bridgeport 06604. Tel: 364-0254. (Administered by Mietus).
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 Lesgor Music (BMI), see Copyright Serv. Bureau
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 91040. Contacts Leslie Michaels, Reuben Katz.
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 LifeSong Music Press (BMI), see Paragon Assoc.
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 Sonny Limbo Music (BMI), PO Box 9869, Atlanta, Ga.
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 Int'l branch: Denmark
 Lincoln Road Music Co. (BMI), see Joe Keene.
 Lineage Publ'g Co. (BMI), PO Box 211, East Prairie, Mo.
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 Rapids, Minn. 55433. Tel. (612) 757-6666.
 Sandy Linzer Music Co. (BMI), see Chappell
 Lion's Gate Films Inc., 1861 S. Bundy Dr., Los Angeles,
 Calif. 90025. Tel. (213) 820-7751. Pres. Robert B.
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 Lion's Gate Music Co. (ASCAP), see Lion's Gate Films.
 Lion's Pride Music (ASCAP), see Martin Cohen.
 Lion Tracks Music (BMI), see Chappell.
 Lip-Pick Music (BMI), see Mietus
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 Mosaic Lister Publ'ns (SESAC), 11306 Carrollwood Dr.,
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 List Music (BMI), see Mietus
 Lit Cal Music (BMI), see Copyright Serv. Bureau
 Lifetime Music—Owner Linda Gordon—see Berry Lou
 Lit'l David Music (ASCAP), see Songs of David
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 Little City Publ'g Co. (BMI), 1922-F Prospect Dr., Charlotte,
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 Little Darlin' Music (BMI), see Martin Cooper.
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 Little Dickens Music Publ'rs (ASCAP), see Segel & Goldman.
 Little Dipper Music Corp. (BMI), see Big Seven.
 Little Dove Publ'g Co. (BMI), 1228 Reed St., Philadelphia,
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 Lone Lake Songs Inc. (ASCAP), PO Box 126, Elmsford, N.Y.
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 Longshot Music (SESAC), see Harrison Tyner.
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 Lorenz Inds. (ASCAP), 501 E. Third St., Dayton, Ohio
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 Lorenzo Music (BMI), see Bug.
 Lorenz Publ'g Co. (ASCAP), see Lorenz Inds.
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 Love That Music (BMI), see Bug.
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 Low-Bam Music (BMI), see Lowery Group.
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 Lower Arcade Music (ASCAP), see American Mutual.
 Lowery Group, PO Box 49386, 3051 Clairmont Rd. NE, At-
 lanta, Ga. 30329. Tel. (404) 325-0832. Pres.: Bill Low-
 ery. (SEE ADVERTISEMENT)
 Lowlands Music (BMI), see Bug.
 Low-Note Publ'g Co. (BMI), see Crazy Cajun.
 Low-Sal Music Inc. (BMI), see Lowery Group.
 Low-Twi Music Inc. (BMI), see Lowery Group.
 Loyola Music (BMI), see Mietus.
 Lucky Man Music (ASCAP), The Homeplace, Mount Juliet,
 Tenn. 37122. Tel. (615) 444-8431. Owner Alfred H.
 LeDoux.
 Lucky's Kum-Ba-Ya Publ'g Co. (ASCAP), PO Box 6, Broh-
 man, Mich. 49312. Tel. (616) 689-6886. Owner: Ross
 Fulton.
 Lucky Star Music (BMI), see Lori-Joy.
 Lucky Stroke Music (ASCAP), see Jamil
 Lucky Three Music Publ'g Co. (BMI), see Salsoul & Larry
 Spier.
 Luckyu (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire
 Blvd., Los Angeles, Calif. 90048.
 Lu-Cor Music (ASCAP), 7357 S. Euclid Ave., Chicago, Ill.
 60649. Tel. (312) 471-2035.
 Ludix Publ'g Co. Inc. (BMI), see Mietus.
 Ludlow Music Inc. (BMI), see TRO
 Lujac Music Inc. (ASCAP), see Chappell.
 Luminar Music (SESAC), see Lexicon.
 Luristan Music Inc. (ASCAP), see A-Mark.
 Lu-Tex Publ'g Co., see Jack Redick.
 Luxury Music Co. (BMI)—Pres.: Elliot L. Hoffman—see Bel-
 dock Levine & Hoffman.
 Lynda Songs, see Copyright Serv. Bureau.
 LyndseyAnne Publ'g Co. (BMI), see Sheryln.
 Lyn-Lou Music Inc. (BMI), 1518 Chelsea, Memphis, Tenn.
 38108. Tel. (615) 725-1400.
 Lynnstorm Publ'g Co. (ASCAP), see Irving Mills
 Lyra Music Co. (ASCAP), 133 W. 69 St., New York, N.Y.
 10023. Tel. (212) 874-3360. Owner Don Henry.
 Lylesong Inc. (BMI), 1227 Spring St. NW, Atlanta, Ga.
 30309. Tel. (404) 873-6425. Pres.: Harry Karras; VP.
 Robert B. Richardson; Sec'y-Treas. Babs Richardson.
 Lyrical World Co. (BMI), see Copyright Serv. Bureau.

MUSICOR. Pres. Salvatore T. Chiantia; Contacts: Mark
 Koren, John McKellen, Leeds Levy
 Branches: Los Angeles, Calif., East Tower, Suite 530,
 9100 Wilshire Blvd. Zip: 90212. Tel. (213) 550-
 3913.—Nashville, Tenn., 1106 17 Ave. S. Zip:
 37212. Tel. (615) 242-3551. Contact: Jerry
 Crutchfield.
 Int'l branches: Australia (Leeds), Belgium (MCA), Brazil
 (MCA), Canada (Leeds), France (MCA), Germany (MCA),
 Italy (Pickwick), Japan (MCA), Netherlands (MCA), UK
 (Leeds).
 Int'l firms represented: Le Chant du Monde (France),
 Hans Gerg/Arno Volk (Germany), Suvin Zerboni (Spain),
 Int'l reps.: Argentina (Korn), Mexico (EMLASA), Spain
 (Southern Music Espanola), Sweden (Sweden Music).
 M D K Music Ltd., 515 E. Spring St., No. 1, Bluffton, Ind.
 46714. Pres.: Malcolm Kigar. (Administered by Copy-
 right Serv. Bureau).
 Home office: Brazil.
 M-E Music Co. (ASCAP), 1697 Broadway, Suite 1201, New
 York, N.Y. 10019. Tel. (212) 757-5105. Co-Owners
 William H. Borden, Claire R. Olivier.
 M E W G Music Inc. (BMI), see Sidney A. Seidenberg & Copy-
 right Serv. Bureau.
 m f Music Inc. (ASCAP), see Copyright Serv. Bureau.
 M J Q Music Inc. (BMI), 200 W. 57 St., New York, N.Y.
 10019. Tel. (212) 582-6667. Pres.: John Lewis; Gen.
 Mgr.: Paul Schwartz.
 M M O Music Group Inc., 423 W. 55 St., New York, N.Y.
 10019. Tel. (212) 245-4861. Pres.: Irving Kratka, VP.
 Morton C. Hillman; Prof. Mgr.: Kevin Yatarola.
 Branch: North Hollywood, Calif., 13012 Satcuy St.
 Zip: 91605. Tel. (213) 765-6600. Gen. Mgr. David
 Kratka.
 M P L Communications Inc. (ASCAP), c/o Eastman & East-
 man, 30 Park Pl., East Hampton, N.Y. 11937.
 M R C Music Inc. (BMI), see Chappell.
 M R E Publ'g (ASCAP), see Copyright Serv. Bureau.
 M R I Music (ASCAP) (div. of Music Resources Int'l Corp.)
 161 W. 54 St., Suite 601, New York, N.Y. 10019. Tel.
 (212) 265-6420. Pres.: Andy Hussakowsky; Gen.
 Mgr.: Gene O'Brien; Prof. Mgr.: Joseph Vose. (Adminis-
 tered by Copyright Serv. Bureau).
 Branch: Los Angeles, Calif., 110 N. Alta Loma Rd. Zip
 90069. Tel. (213) 657-5000, 659-6692. Exec. VP.
 Steve Brodie.
 Int'l reps.: Australia, Brazil, England, France, Germany,
 Japan (all Copyright Serv. Bureau in USA).
 Mabrak Music (BMI), see Bug.
 MacArthur Music (BMI), PO Box 82, 1659 Sweetbrier St.,
 Palmdale, Calif. 93550. Tel. (805) 947-1232. Pres. &
 Gen. Mgr.: Glen MacArthur.
 Macaulay Music (ASCAP), see Rondor.
 Mac Lean (BMI), see ATV.
 MacLen Music Inc. (BMI), see ATV.
 Madelon Music (BMI), see Audio Arts.
 Madison Music Ltd. (ASCAP), see Slide.
 Mad Man's Drum Music (ASCAP), see Segel & Goldman.
 Madrid Music Co. (ASCAP), PO Box 504, 4290 Acacia Ave.,
 Bonita, Calif. 92002. Tel. (714) 421-0865. Pres. &
 Gen. Mgr.: Virginia B. Anderson; Exec. VP & Prof. Mgr.:
 Robert Lee Anderson Sr.
 Maffy Music (BMI), see Speed.
 Mafundi Music Co. (BMI), see Chappell.
 Magic Castle Music (BMI), see April/Blackwood
 Magic Fleet Music Inc. (BMI), see Brookside.
 Magicians Music (ASCAP), see April/Blackwood.
 Magic Muffin Music (BMI), see 20th Century.
 Lee Magid Inc., PO Box 532, Malibu, Calif. 90265. Tel.
 (213) 457-2056. Cable: LEEEMAG. Pres. Lee Magid.
 Int'l firm represented: Point Music Ltd. (UK).
 Mag Music (BMI), PO Box 1493, Landover, Md. 21285. Tel.
 (301) 350-3458; Wash. D.C. (202) 232-3060. Pres.
 Michael Angelo Graham.
 Magnanimous Music Co. (ASCAP), see A. Schroeder.
 Magnet (BMI), c/o Albert Gamse, 3313 Corsa Ave., Bronx,
 N.Y. 10469.
 Magnum Music (SESAC), 150 Gorman St., Naugatuck,
 Conn. 06770. Tel. (203) 729-2508. Pres. George Fe-
 dorick; Gen. Mgr.: Andrew C. Doback; Prof. Mgr.
 George Csanka Jr.
 Main Floor (BMI), see McRon.
 MainMan Ltd. (ASCAP), 200 Central Park S., New York, N.Y.
 10019.
 Mainsail Music (BMI), 1126 Boylston St., Boston, Mass.
 02215. Tel. (617) 262-7880. Pres., Gen. & Prof. Mgr.:
 Fred Berk.
 Mainspring Music Corp. (ASCAP), see Al Gallico.
 Mainspring Watchworks Music (ASCAP), PO Box 40133,
 San Francisco, Calif. 94140. Tel. (415) 626-4467.
 Gen. Mgr.: H.S. Carr.
 Main Slave Music (ASCAP), PO Box 3763, Hollywood, Calif.
 90028. Tel. (213) 761-9679. Pres. Jeff G. Oxman;
 Exec. VP: Marko Perko; Copyright Mgr.: Gary Engel;
 Prof. & Royalty Mgr.: K.L. Dossat. (Affiliated with Mir-
 song Music).
 Int'l reps.: Greece (Sun-Pacific), Japan (Pacific) Neth-
 erlands (Number One), South Africa (Sun-Pacific), UK
 (Sun-Pacific).
 Mainstay Music Inc. (BMI), see Al Gallico.
 Makamillion Music (BMI), see Tree.
 Makamint Music (ASCAP), see Makamillion & Tree.
 Maka Music (ASCAP), see MacArthur.
 Make Me Smile Music (ASCAP), see Chicago Music.
 Makemore Music Publ'g Co. (BMI), 11201 Kling St., North
 Hollywood, Calif. 91602. Tel. (213) 760-3204. Pres. &
 Gen. Mgr.: John-Everett Beal.
 Make Music (ASCAP), see Myrna March.
 Malaco Music Co. (BMI), 3023 W. Northside Dr., Jackson,
 Miss. 39213. Tel. (601) 982-4522. Pres.: Tom Couch;
 VP & Prof. Mgr.: Wolf Stephenson.
 Malbiz (BMI), see Segel & Goldman.
 Malcolm Music Ltd. (BMI), see Shawnee Press.
 Mal & Rac Music Ent's. (ASCAP), 3308 Midway Dr., Suite
 120, San Diego, Calif. 92110. Tel. (714) 223-5566 x.
 120. Pres. & Prof. Mgr.: Robert Racouillat; Gen. Mgr.:
 Mal Warner.
 Richard Maltby Inc., see T.B. Harms—Bibo.
 Maltone Music (BMI), see Bug.
 Mamma Sadie Music (ASCAP), see Chappell.

Manacor Music Co. Inc. (ASCAP), see Fred Ahlert
 Management Agency & Music Publ'g Inc. (BMI), see MCA Music
 Manasquan Prod'ns, see Marielle
 Mancuso Music (ASCAP), see Martin Cohen
 Mandan Music Corp. (BMI), see Big Seven
 Mandina Music (BMI), see Trust Music
 Mandrill Music Publ'g (ASCAP), see Chappell
 Mandy Music (ASCAP), see Frank & Nancy
 Manikin Music Co. (ASCAP)—Pres. Carl Maduri, Prof. Mgr. Gary Doberstyn—see Stone-Rap & 20th Century
 Man-Ken Music Ltd. (BMI), 34 Pheasant Run, Old Westbury, N.Y. 11568 Tel. (212) 752-1330 Telex 620400. (Administered by Stevens H. Weiss)
 Int'l rep.: UK (St. Annes)
 Manna Music Inc. (ASCAP), 2111 K. nmore, Burbank, Calif. 91504. Tel. (213) 843-8100
 Herbie Mann Music Corp. (ASCAP), see Mietus
 Mannman Music (BMI), see Segel & Goldman
 Mann & Weil (BMI), see ATV
 Man of Peace Music (ASCAP), 1155 N. Hyperion Ave., Hollywood, Calif. 90029. Tel. (213) 665-2807. Pres.: James H. Freedner
 Mantoloking Music Corp. (ASCAP), see Marielle
 Mantra Music (BMI), 222 E. Garvey Ave., Monterey Park, Calif. 91754. Tel. (213) 280-8783. Owner & Pres.: Johnny Thompson
 Manwin Music (BMI), c/o Chapman Dist'g Co., 1212 Albany St., Los Angeles, Calif. 90015. Tel. (213) 749-9484. Owner: Al Chapman
 Maplehill Music (BMI), see T.B. Harms—Vogue
 Maple Leaf Music Publ'g (BMI), see H.B. Webman
 Maple Music Inc. (ASCAP), see Sure Fire
 Mara-Lane Music Corp. (ASCAP), see Chappell
 Marantha Music Inc. (ASCAP), 2902 W. Garry Ave., Santa Ana, Calif. 92704. Tel. (714) 546-9210. Pres.: Chuck Fromm, Gen. Mgr.: Ted Bleymaier, Prof. Mgr.: Tom Comes
 Maranta Music Publ'g Co. (BMI), see Aguirre
 Maraville Music Corp. (ASCAP), see Barton Music
 Marbert Publ'g Co., 5763 Nassau St., Philadelphia, Pa. 19131. Tel. (215) 477-4417. Contacts: Robert & Mary M. Anstrom
 Marbill Music (BMI), see Le Bill
 Marble Music Publ'g (ASCAP), see Brunswick
 Marcell Music Inc. (BMI), see MBA
 Marcella Music (BMI), see Bug
 March First Music, see Ferndock
 March Music Inc., see T.B. Harms—Harry Von Tilzer
 Myrna March Music Inc. (ASCAP), 400 E. 56, Suite 12-P, New York, N.Y. 10022. Tel. (212) 758-7127. Pres.: Myrna March, Gen. Mgr.: Martin Hoffman
 Marcia Music Co. (BMI), see Ivan Mogull
 Marc-Jean Music Publ'g (BMI), see Elizabeth Music
 Mardanza Music (ASCAP), see Copyright Serv. Bureau
 Mardee Music (ASCAP)—Pres. Dee Anthony—see Beldock Levine & Hoffman & Rondor
 Ma-Ree Music Inc. (ASCAP), see Jim Reeves

Marfre Music Publ'g Co. (BMI), 6118 S. Padre Island Dr., Corpus Christi, Tex. 78412
 Margenia Music (BMI), see Gopam
 Marguerita Music Inc. (ASCAP), see H.B. Webman
 Marian Music Corp. (ASCAP), see Copyright Serv. Bureau
 Mariabus Music Inc. (BMI), see Dick James
 Marielle Music Publ'g Corp. (BMI), PO Box 842, Radio City Sta., New York, N.Y. 10019. Tel. (212) 580-9723
 Pres. & Gen. Mgr.: Don Seat, Gen. & Prof. Mgr.: A. Cole
 Branch: Chicago, Ill., PO Box 11012, Zip 60611. Tel. (312) 266-9611
 Marnwood Music Publ'g (ASCAP), see Jordan
 Marposa Music Inc. (BMI), see Marty Robbins
 Marius Music (ASCAP), see Chappell
 Mar-Ken Music Co. (BMI), see Cherry Lane
 Marko Press (BMI)—Ed. J. McKelvey—see Mark Foster
 Edward B. Marks Music Corp. (BMI), 1790 Broadway, New York, N.Y. 10019. Tel. (212) 247-7277. Cable: MARK-BRO. Pres.: Joseph Auslander, VP Publ'ns Dir.: Bernard Kalban; VP & Prof. Mgr.: Barry Bergman
 Marlen Music Co. (ASCAP), see Gordon
 Bob Marley Music Ltd. (ASCAP), see Rondor
 Marmaduke Music (ASCAP), see Copyright Serv. Bureau
 Marmony Music Co. Inc. (BMI), see Copyright Serv. Bureau
 Marmor Music Co. (BMI), see Clockwork
 Marnel Music Co. Inc. (ASCAP), see Copyright Serv. Bureau
 Marpet Music Corp. (ASCAP), see T.B. Harms—Bibo
 Marsant Music Inc. (BMI), 3809 Clematis Ave., New Orleans, La. 70122. Tel. (504) 949-8386. Pres.: Allen Toussaint, Gen. & Prof. Mgr.: Marshall E. Sehorn. (Administered by Warner Bros. Inc.)
 Marshmitt Music (BMI), see Amestoy
 Marson Inc., 817 18 Ave. S., Nashville, Tenn. 37203. Tel. (615) 329-0212
 Martha Louise Music (BMI), see Nashville Copyright
 A. W. Marullo Music (BMI), 1121 Market St., Galveston, Tex. 77550. Tel. (713) 762-4590. Pres.: A.W. Marullo Sr., Gen. Mgr.: A.W. Marullo Jr.
 Marville Music Co. (BMI), see Lee Magid
 Marvin Music Co. (ASCAP)—Contact: Marvin Fisher—see Fisher Music Corp.
 Josef Marx Music Co. (ASCAP), see McGinnis & Marx
 Marycords (ASCAP), Box 48, Powers Lake, N.D. 58773
 Maryhill Music, see Twin Tail
 Mary Jane Music Inc. (ASCAP), see Mietus
 Mary-Jo Nic Music Publ'g (BMI), see Donna Marie
 Marzique Music (BMI), 5752 Bowcroft St., Los Angeles, Calif. 90016. Tel. (213) 295-0058. Pres.: Harold R. Battiste Jr., Gen. Mgr.: Alvierte M. Battiste
 Dave Mason Music (BMI), see April/Blackwood
 Masong Music (ASCAP), 6632 Belmar Ave., Reseda, Calif. 91335
 Master Fox Music Publ'g Co. (BMI), PO Box 90612, Nashville, Tenn. 37209. Tel. (615) 646-1974. Pres.: Ray Reeves
 Masterlease Music Publ'ns (BMI), PO Box 234, St. Louis, Mo. 63166. Tel. (314) 296-9526. Pres.: Bob J. Bax
 MasterSession Music (ASCAP), see Pablo
 Mastership Music Inc., 1017 N. LaCienega, Los Angeles, Calif. 90069. Tel. (213) 657-8730
 Masterview Music Publ'g Corp. (BMI), Ridge Rd. & Rt. 563, Perkase, Pa. 18944. Tel. (215) 257-9616. Pres.: John Wolf, Gen. Mgr.: Tom Fausto, Prof. Mgr.: Ann Fausto
 Matador Music Publ'g Co. Inc. (BMI), see Copyright Serv. Bureau
 Matchmaker Music (BMI), see April/Blackwood
 Mathematical Music (ASCAP), see Blue Canyon
 Matragun Music Inc. (BMI), c/o Edward Poll, 9777 Wilshire Blvd., Suite 718, Beverly Hills, Calif. 90212. Tel. (213) 550-7201. Pres.: Rick Nelson, Gen. Mgr.: Edward Poll, Office Mgr.: Georgianna F. Matsuhara
 Matrix Publ'g Co. (ASCAP), PO Box 12246, Memphis, Tenn. 38112. Tel. (901) 274-7788. Contacts: Dane & Gala Sullivan
 Int'l rep.: Worldwide except USA & Canada (Ivan Mogull)
 Mavid Music Inc. (BMI), see Copyright Serv. Bureau
 Max Fil Music Co. (ASCAP), see Copyright Serv. Bureau
 Maxim Music Inc. (ASCAP), see Cromia
 Maximus Music, see Marielle
 Ray Maxwell Music Publ'g Co. (BMI), PO Box 317, 1610 N. Argyle Ave., Hollywood, Calif. 90028. Tel. (213) 995-7611. Cable: MOONGLOW. Owner & Gen. Mgr.: Ray Van Hogen
 Maybe Music (ASCAP), see Bruce Cohn
 Mayerling Prod'ns Ltd. (BMI), see Chappell
 Mayfield Music (BMI), see Curtom
 Mayflower Music Corp. (ASCAP), Lincoln Plaza, 20 W. 64 St., New York, N.Y. 10023. Tel. (212) 595-6360
 Mayhew Music Co. (BMI), see Copyright Serv. Bureau
 Mayon Music (ASCAP), see Val-Dare
 Maytime Music Inc., see T.B. Harms—Vogue
 Maz-Kap Music (ASCAP), see Country Stream
 McAfee Music Corp. (ASCAP), 300 E. 59 St., New York, N.Y. 10022. Tel. (212) 838-8721
 Jim McCoy Music (BMI), PO Box 574, Winchester, Va. 22601. Tel. (703) 667-9379. Pres. & Prof. Mgr.: Jim McCoy, Gen. Mgr.: R.J. Alford Jr.
 Van McCoy Music Inc. (BMI), 6901 Old Keene Mill Rd., Suite 500, Springfield, Va. 22150. Tel. (703) 569-5330. Pres.: Van McCoy, Gen. Mgr.: Charles H. Kipps Jr. (Administered by Warner Bros.)
 McCulloch Music (BMI), see Beechwood
 McDonald Music Co. (BMI), see Alkatraz Corner
 McDorsob Music (BMI), see Rondor
 McGinnis & Marx Music Publ'ns (BMI), 201 W. 86 St., Apt. 706, New York, N.Y. 10024. Tel. (212) 799-5214. Owner: Mrs. Josef Marx, Mng. Ed.: Margaret Gresh. Int'l reps.: Europe excluding UK (Baerenreiter in Germany), UK (Peters)
 Jimmy McHugh Music Inc. (ASCAP), 9301 Wilshire Blvd., Suite 400, Beverly Hills, Calif. 90210. Tel. (213) 271-1967, 272-4871. Pres. & Prof. Mgr.: Lucille Meyers
 McLaughlin Publ'g Co. Inc. (BMI), see Mietus
 McNeely Music Co. (ASCAP), see Elm
 McRon Music Co. (ASCAP), 521 Fifth Ave., New York, N.Y. 10017. Tel. (212) 682-5844. Pres.: Tsipora Miron, VP & Prod'n Dir.: Steve Monroe, VP & Int'l Mgr.: Thelma

Moore, Pub. Jon Arthur, Promo. Marie M. Gadreau
 McRovscod Music (ASCAP), see Rondor
 Meadowsee Music (BMI), 1727 Roanoke Ave., Sacramento, Calif. 95838. Tel. (916) 925-4886. Owner: Jerry Parker
 Meadow Ridge (ASCAP), c/o Max Danzinger, 14755 Ventura Blvd., Sherman Oaks, Calif. 91403
 Meadows Music Co., see Eastwick
 Meager Music (BMI), see LF Music
 Me-Benish Music Inc. (ASCAP), see A. Schroeder
 Medad Music (BMI), see Rondor
 Medallion Avenue Music (ASCAP), see Sutton/Miller
 Media Interstellar Music (BMI), (div. of Clay Pigeon Int'l.), PO Box 20346, Chicago, Ill. 60620. Tel. (312) 476-2553. Pres.: Vytautas Beleska; Sales: Rudy Markus
 Mediation Combine, PO Box 203, Evanston, Ill. 60204
 Medicine Hat Music (ASCAP), see Bicycle
 Medicine Music Publ'g Co. (SESAC), see Slide
 Mee Moo Music (BMI), see Copyright Serv. Bureau
 Melbourne Music Publ'g Co. (ASCAP), see Jasper
 Meled Music Corp. (BMI), see Cheren-Klishins
 Mella La Salle Publ'g Co. (ASCAP), see Shanga
 Robert Mellin Music Publ'g Corp. (BMI), 1841 Broadway, New York, N.Y. 10023. Tel. (212) 757-3287. Cable: MELLINMUS. Pres.: Robert Mellin, VP: Sanford Green.
 Int'l branch: England
 Mellyric Music (ASCAP), PO Box 12009, Cleveland, Tenn. 37311. Tel. (615) 479-1415. Pres.: Donald B. Gibson
 Melodisong Music (BMI)—Pres.: Marko Perko—see Mirsong
 Melody Delux (ASCAP), c/o Gregory E. Fischbach, 2029 Century Park E., Los Angeles, Calif. 90067
 Melody House Music Publ'g (BMI), see House of Rock
 Melody Lane Publ'ns Inc. (BMI), see Peet-Southern
 Melody Ranch Music Co. Inc., see Golden West
 Melody Trails Inc. (BMI), see TRO
 Melomega Music Ltd. (ASCAP), see Chappell
 Melster Music (BMI)—Contact: Syble C. Richardson—see Woodrich
 Melway Music Inc. (ASCAP), Ala. Moana Bldg., Suite 1500, Honolulu, Hawaii 96814. Tel. (808) 946-3244
 Memnon Ltd. (ASCAP), PO Box 84, Glen Cove, N.Y. 11542. NYC Tel. (212) 265-1292
 Int'l reps.: France (Bourne France), West Germany (Melodie der Welt)
 Memory Lane Music Corp. (BMI), see Larry Spier
 Men of Progress (BMI), see Copyright Serv. Bureau
 Mentor Music Inc., 18 Broadview Rd., Brookfield, Conn. 06804. Tel. (203) 775-1358. Pres.: Robert Nagel
 Mercantile Music (BMI), PO Box 2271, Palm Springs, Calif. 92262. Tel. (714) 327-3271. Owner: Kent Fox
 Mercer Music (ASCAP), see Commander
 Mercury Bird Music (BMI), see Ivan Hoffman
 Mercury Music Corp. (SESAC), see Theodore Presser
 Meredith Music Inc. (ASCAP)—Pres. & Gen. & Prof. Mgr.: Ronnie Peterson—see Buckhorn
 Meron Music Inc. (BMI), see Theodore Presser
 Merjoda Music Inc. (BMI), see Chappell
 Mernee Music (ASCAP), see Woodrich
 Merritt & Norman Music (BMI), Box 368-A, Rt. 5, Yakima, Wash. 98903. Tel. (509) 966-6334. Pres.: Jerry L. Merritt, VP: Lloyd Jones, Gen. Mgr.: Hiram White, Prof. Mgrs.: Jerry & Larry Merritt
 Merrymount Music Inc. (BMI), see Theodore Presser
 Merry Sounds (ASCAP), (div. of Lisa Sue Music), PO Box 313, Kingsbridge Sta., Bronx, N.Y. 10463. Tel. (212) 543-7770. Pres.: Bruce Hest, Gen. Mgr.: Merry Salos, Prof. Mgr.: Neil Fredman
 Meryl Music (ASCAP), see Chappell
 Me & Sam Music (ASCAP), PO Box 40364, Nashville, Tenn. 37204. Tel. (615) 292-6677. Pres.: Ann J. Morton, Gen. Mgr.: Sam Kirk Patrick
 Meshugah Music (BMI), 3242 Irwin Ave., Kingsbridge, N.Y. 10463. Tel. (212) 549-3655. Pres.: Don Schlitten
 Int'l rep.: Japan (Pumpkin)
 Mesquite Music Corp. (ASCAP), see Edwin H. Morris
 Metedeconk Music Corp. (BMI), see Marielle
 Meteorion Music Corp. (ASCAP), 210 Fifth Ave., New York, N.Y. 10010. Tel. (212) 679-9312
 Home office: Switzerland
 Int'l rep.: Denmark (Multitone)
 Metrolina Publ'g Co. Inc. (BMI), 2624 Chesterfield Ave., Charlotte, N.C. 28205. Tel. (704) 377-3992. Pres.: John Roger Branch, Gen. Mgr.: Mike Branch
 Metronome Music Publ'g Co., 400 W. Glenwood Ave., Philadelphia, Pa. 19140. Tel. (215) 426-5017
 Metropolitan Music Co. (BMI), 4225 University Blvd., Houston, Tex. 77005. Tel. (713) 668-3279. Mgr.: J.R. Lee
 Metro Soul Sound Publ'g (BMI), see Little City
 Stephen Metz Music Ltd. (BMI), see Chappell
 Mexican Music Centre Inc. (ASCAP), 345 W. 58 St., Suite 2-P, New York, N.Y. 10019. Tel. (212) 582-5705. Cable: COPYRIGHT Mng. Dir.: Gerard de La Chapelle
 Joseph Meyer (ASCAP), see Larry Spier
 Jun M'hoon & Assocs. (ASCAP), 10519 S. Forest, Chicago, Ill. 60628. Tel. (312) 928-0778. Pres.: Wilbur L. M'hoon Jr., Gen. Mgr.: Joan M'hoon, Prof. Mgr.: Jun M'hoon, Local Branch: 424 S. Maple, Oak Park 60302. Tel. 848-5935
 Michael Music (ASCAP)—Pres.: Michael Lloyd—see Triple H
 Michavin Music (BMI), PO Box 2061, Daytona Beach, Fla. 32015. Owner & Mgr.: Vincent L. Smith III
 Mi-Da-Mark Music (ASCAP), see AnnBen
 Mid-American Music Publ'g (ASCAP), (div. of Ozark Opry Inc.), 155 First St., Box B, Carlisle, Iowa 50047. Tel. (515) 989-0876. Contact: Harold L. Luck
 Midarich Music (BMI), see Schaffer Publ'g
 Midas Music Corp. (ASCAP), see Chappell
 Midday Music Publ'g (BMI), 233 E. Erie St., Chicago, Ill. 60611. Tel. (312) 664-9119. Pres.: Peter H. Wright
 Middle Eastern Music (ASCAP), see KRPCO Music
 Mideb (ASCAP), see Twin Music
 Midget Music (ASCAP), see Widget
 Midships Music (ASCAP), see Segel & Goldman
 Midsong Music Inc. (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel. (212) 541-5100. Cable: MIDSONG. Telex: 422308. Pres.: Bob Reno, VP: Opns. Harry Spero
 Int'l reps.: Worldwide excluding Canada, Germany &

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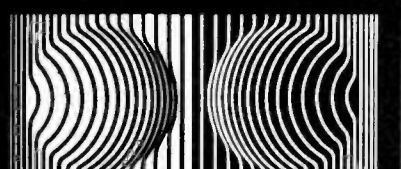
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Midstream Music Publ'rs (BMI), Box 225A, Mountain Falls Rt., Winchester, Va. 22601. Tel (703) 667 7102. Pres. Max Mandel, VP Pete Hand.

Midway Prod'n publ'ns (ASCAP), see Cook Duck.

Midwood Music Corp. (BMI), see Barton Music.

Mietus Copyright Mgmt., 527 Madison Ave., Suite 317, New York, N.Y. 10022. Tel (212) 371-7950. Admin'r Leonard S. Mietus.

Branch: Union, N.J., 2351 Laurana Rd. Zip 07083. Tel (201) 686-0716.

Mifka Music (ASCAP), see Hairtrigger.

Mighty-Fine Music Co. (BMI), 48 Selden St., Dorchester, Mass 02124. Tel (617) 825-5227, 625-6327 Pres. Jackson Whitehead.

Mighty Max Music (ASCAP), 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 Husakowsky.

Mighty Mo Music (ASCAP), see A Dish-A-Tunes.

Mighty Music (BMI), 2901 W. Maryland, Phoenix, Ariz. 85017. Tel (602) 276-8520. Pres. Mike Lenaburg; Gen. Mgr. Vero Duffins, Prof. Mgr. Leila Freeman.

Mighty Ram Music (BMI), see Mighty Max.

Mighty Three Music (BMI), 309 S. Broad St., Philadelphia, Pa. 19107. Tel (215) 546-3510. Pres. Earl Shelton; Prof. Mgr. Ed Martinez; Publ'g Admin. Dir. Constance Heigler.

Branch: Seattle, Wash., 117 S. Main St., Suite 200. Zip 98104. Tel (206) 682-5278. Mng. Partner Thom Bell; West Coast Opns. Dir. Jodee O'mer.

Int'l rep.: UK (Carlin). (SEE ADVERTISEMENT)

Mighty Twinn Music (BMI), 9134 S. Indiana Ave., Chicago, Ill 60619. Tel (312) 264-5452. Pres. & Prof. Mgr. Ron Scott; Gen. Mgr. Pearl Duncan.

Branch: New York, N.Y., 310 Greenwich St., Suite 16-A. Zip 10013. Tel (212) 962-3944.

Mijoy Music (BMI), see Show Biz.

Mike's Tune Shop (ASCAP), see Harold Thomas.

Milbern Music Inc. (BMI), see A-Mark.

Milene Music Inc. (ASCAP), see Acuff-Rose.

Earl Miles Publ'g Co. (BMI), 1119 Woodrow St., Redwood City, Calif. 94061. Tel: (415) 368-5619. Owner Earl Miles.

Int'l rep.: South Africa (RCA-Teal)

Milk & Honey Music (BMI), see Tune-Kel.

Milkman's Chivaree, see Fourth Floor.

Milk Money Music (ASCAP), see Segel & Goldman.

Eddy Miller Music, see Tree.

Roger Miller's Music (BMI), 1880 Century Park E., Suite 900, Los Angeles, Calif. 90067. Tel (213) 553-1707. Pres. Roger Miller.

Int'l firm represented: Debcar (Canada)

Int'l rep.: Worldwide (Peer Int'l)

Million Seller Music (BMI), see Copyright Serv. Bureau.

Arnold Mills & Assocs. 8721 Sunset Blvd., Suite 201, Los Angeles, Calif. 90069. Tel: (213) 657-2024. Pres.: Arnold Mills.

Irving Mills Music Publ'rs, 9001 Lindblade, Culver City, Calif. 90066. Tel (213) 870-7517.

Mills & Mills (BMI), c/o Theodore Life Jr., 1400 E. Weaver St., Philadelphia, Pa. 19150.

Mills Music Inc. (ASCAP), see Belwin-Mills.

Mimic Music (BMI), PO Box 201, Smyrna, Ga. 30081. Tel (404) 432-2454. Pres. & Gen. Mgr. Tom Hodges, Prof. Mgr.: Jerry Burke.

Minaret Music Inc. (BMI), see Martin Cohen.

Ministry Music (BMI), see Rondor.

Minnepaul Music Publ'g Co. (BMI), PO Box 228, New Richmond, Wis. 54017. Tel: (715) 246-5410. Pres. David Anthony; Gen. Mgr. Patricia Wachter; Prof. Mgr.: Dennis Johnson.

Branch: Minneapolis, Minn., 6724 Camden Ave. N. Zip 55430. Tel (612) 566-6454.

Minstrel Music Inc. (ASCAP), see Chappell.

Minta Music (BMI), 549 Cheyenne, Walnut Creek, Calif. 94598. Tel: (415) 932-6965. Pres. Philip R. Jones.

Mint Julep Publ'g Co. Inc. (ASCAP), see Julep.

Mio Music Co. Ltd. (BMI), see Chappell.

Miracle-Joy Publ'ns (BMI), 425 Park St., Hackensack, N.J. 07601. Tel: (201) 488-5211. Pres.: Johnny Miracle; Gen. Mgr.: Kenny Luv; Prof. Mgr.: Aileen Joy.

Branch: Knoxville, Tenn., Rt. 2, Ogg Ln. Zip 37918. Tel: (615) 689-5219. Gen. Mgr. William Dahse; Prof. Mgr.: Sam Starr.

Miracle Recs. Publ'g Co. (ASCAP), 170-30 130 Ave., Jamaica, N.Y. 11434. Tel: (212) 723-9727. Pres., Gen. & Prof. Mgr. Harry Fenster.

Miraka Music Inc. (ASCAP), see Copyright Serv. Bureau.

Miraleste Music (BMI), see Richard Delvy.

Mirsong Music (USA) (BMI) (div. of Moonstone Int'l Recs), PO Box 946, Hollywood, Calif. 90028. Tel: (213) 721-1637, 894-9487. Dirs.: Jeff Oxman, Marko Perko.

Mirwood Music Inc. (BMI), see Copyright Serv. Bureau.

Mishagos Music (BMI), see Copyright Serv. Bureau.

Mishawaka Music (BMI), 2420 River Ave., Mishawaka, Ind. 46544. Tel (219) 259-3215. Owner. Juanita Henson.

Misirlou Music Inc. (BMI), see Ivan Mogull.

Miskatonic Music (BMI), see Yuggoth.

Miss Alatex Music (ASCAP), see Garret.

Miss Molly's Music Co. (BMI), see Aunt Polly's.

Missprint Music (BMI), PO Box 925, Hollywood, Calif. 90068. Tel (213) 464-4988.

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Mr. Dogg Music (BMI), see ATV.

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Mr. Music Co. Inc. (BMI), see Barton Music.

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Joni Mitchell Publ'g Corp. (BMI), see Segel & Goldman.

Mitchell Rec'g & Music Publ'g Co. Inc. (BMI)—Pres. W.B. Mitchell—see California's Blue-Rose.

Mizanne Music (ASCAP), 1014 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 244-3748. (Affiliated with Mick Lloyd Music.)

Mobilized Music (BMI), see Bug.

Modern Lovesongs, see Beserkley.

Modern Music Publ'g Inc. (BMI), 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel (213) 753-5121.

Modest Music Inc. (BMI), see Charing Cross.

Modoc Music Inc. (ASCAP)—Pres. Ken Jordan; Gen. Mgr.: Terry Arrington—see Able Music.

Modville Publ'g Co. (BMI), see Andira.

Ivan Mogull Music Corp. (ASCAP), 40 E. 49 St., New York, N.Y. 10017. Tel (212) 355-5636. Cable IMOGULL. Telex 236973. Pres.: Ivan Mogull; Gen. Mgr. Al Wilens; Prof. Mgr. Yolanda Blum.

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Mole Music Co. (PRS), see Copyright Serv. Bureau.

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Mom Bell Music Publ'g Co. (BMI), c/o David J. Steinberg Esq., 818 Widener Bldg., 1339 Chestnut St., Philadelphia, Pa. 19107. Tel (215) 564-3880. Pres. Tony Bell; Attorney David J. Steinberg.

Charles E. Monday—Pres. Charles E. Monday; Gen. & Prof. Mgr. Albert H. Monday—see Al's Written Music.

Mongo Music Inc. (BMI), see Copyright Serv. Bureau.

Monkhouse Music (BMI), Rt. 6, Ashby Dr., Brentwood, Tenn. 37027. Tel (615) 244-9412. Pres. Ann Stuckey.

Monona Music Co. (BMI)—Pres. Jean M. Cameron—see Cameron.

Monroe-Ames Music (BMI), Box 871, 2700 Ford St., Ames, Iowa 50010. Tel (515) 232-2991. Pres. & Gen. Mgr. Steve Monroe.

Myrtle Monroe Music (ASCAP), 10th & Parker Sts., Berkeley, Calif. 94710. Tel (415) 549-2500. Mgr.: Jack L. Aho.

Monsapac Music Inc. (BMI), see Helios & Copyright Serv. Bureau.

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Montello Music (BMI), 5709 Hempstead Rd., Madison, Wis. 53711. Tel (608) 271-5924. Pres. & Gen. Mgr. Jon W. Wherry.

Montgomery Publ'g Co. (BMI), 8914 Georgian Dr., Austin, Tex. 78753. Tel (512) 836-3201/3194. Pres.: Roy J. Montgomery Sr.; Gen. Mgr. Shirley A. Montgomery, Prof. Mgr. Elmer J. Montgomery.

Branch: Fort Wayne, Ind., 3408 McKinne Ave. Zip 46808. Tel (219) 743-7561. Gen. Mgr. Charles L. Montgomery.

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Moo Moo Music Corp. (BMI), see Marille.

Moonbeam Publ'g Corp. (ASCAP), see Jova.

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Mothball Music Co. (BMI), see Prima-Donna.

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Mountain (BMI), 1229 Alvie Dr., Hollywood, Calif. 90046.

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Mounted Music (ASCAP) (div. of Mounted Recs. Inc.), 888 Eighth Ave., New York, N.Y. 10019. Tel (212) 582-4572. Pres. & Prof. Mgr. J. (Billy) Ver Planck. Gen. Mgr.: Barbara Strazza.

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Movietone Music Corp. (ASCAP), see Sam Fox.

Mowbray Music Publ'rs (ASCAP), see Theodore Presser.

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Musetta Music Co. Inc. (ASCAP)—Pres. Joe Greene—see Loring.

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Nep Music Inc. (ASCAP), see Nor Va Jak.

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 Schlok Publ'g, 1416 Boston Post Rd., Larchmont, N.Y. 10538. Tel: (914) 834-2145. Pres.: Karl Fagan.
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 Schmitt Music Center Inc. (ASCAP), see Schmitt Publ'n's.
 Schmitt Publ'n's (div. of Schmitt Music Centers Inc.) (SESAC), 110 N. Fifth St., Minneapolis, Minn. 55403. Tel: (612) 336-4367.
 Schoochiebug Music (ASCAP), see Eddie Holman.
 Schooner Sooner Songs (ASCAP), see Ivan Hoffman.
 Schott Music Corp. (ASCAP), see European American.
 Schroeder Music Co. (ASCAP), 2027 Parker St., Berkeley, Calif. 94704. Tel: (415) 843-2365. Owner: Nancy Schimmel; Mgr.: Ruth Bernstein.
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Seven B Music, see Tune-Kel.

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Sevengali Music, see Copyright Serv. Bureau.

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Seyah Music (BMI), 1227 Spring St. NW, Atlanta, Ga. 30309. Tel: (404) 873-6425. Pres.: Barbara H. Richardson.

Shade Tree Music Inc. (BMI), PO Box 500, Bella Vista, Calif. 96008. Tel: (916) 547-3396. Pres. & Prof. Mgr.: Merle Haggard; VP: James L. Haggard.

Int'l rep.: Worldwide excluding USA & Canada (South-ern).

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Shakin Music (ASCAP), see Copyright Serv. Bureau.

Shalli Music (ASCAP), see Curtis Wood.

Shalynn Music (ASCAP), PO Box 34131, Dallas, Tex. 75234. Tel: (214) 270-2678, 242-6152, 371-9881. Pres.: Stephen Kediarchuk; Gen. Mgr.: Linwood Henderson; Prof. Mgr.: Rick Jackson.

Branch: San Diego, Calif., 3435 Camino Del Rio S., Suite 113, Zip: 92124. Tel: (714) 280-9803. Gen. Mgr.: David Sahl.

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Int'l reps.: Australia (Wallaby), Caribbean, Central America, Mexico, South America (Ivan Mogull).

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Eddie Shaw Music Corp. (ASCAP), see Barton Music.

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Shoetunes (BMI), see Bug.

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Short Pump Assocs. (BMI), PO Box 11292, 1901-E N. Hamilton St., Richmond, Va. 23230. Tel: (804) 355-4117. Pres.: Ken Brown.

Shotgun Music Co. (BMI), 22 Pine St., Freeport, N.Y. 11520. Tel: (516) 546-8008. Pres.: Anthony Ferrante; Prof. Mgr.: Bill Seabrook.

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Show Biz Music Inc. (BMI), 110 21 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-2532.

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Sigma Alpha Iota (BMI), see C.F. Peters.

Signature Music Press (ASCAP), see Carl Fischer.

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Silver Spur Publ'g (BMI), see R.A. Hodge.

Silver Steed Music Inc. (BMI), see Organic Mgmt.

Silver Stevens Music Inc. (BMI), see Copyright Serv. Bureau.

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Simon House Inc. (BMI), see George Simon.

Paul Simon (BMI), 36 E. 61 St., New York, N.Y. 10021. Tel: (212) 752-2276. Gen. Mgr.: Ian Hoblyn.

Sinatra Songs (ASCAP), see Barton Music.

Since Music Publ'g Co. (BMI), see Copyright Serv. Bureau.

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Renee Singer Music (BMI), see Benfel.

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Singing Wire Music (BMI), see Widget.

Shelby Singleton Music Inc. (BMI), 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 385-1960. Cable: SHELREC. Pres.: Shelby S. Singleton Jr.; VP & Gen. Mgr.: John A. Singleton.

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Int'l rep.: Worldwide except Canada (Burlington).

Sing Me Music Inc. (ASCAP), 19 Music Square W. Nashville, Tenn. 37203. Tel: (615) 256-1886. Pres.: Jean Zimmerman; Prof. Mgr.: Mary Louise Smith.

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Sister John Music (BMI), see Blendingwell & Publishers' Licensing Corp.

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Skull Music (BMI), see Segel & Goldman & Rondor.

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Skyway Music Publ'g (BMI), PO Box 133, Hollywood, Calif. 90028. Owner: Everett L. Whenheim.

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Int'l reps.: Argentina (Julio Korn), Australia (Allians), Austria (Ludmilla), Belgium (Disco), Brazil (Copacabana), Canada (Jendale), Chile (Fermata), Denmark (Winckler), Finland (Coda), Germany (Paul C. Arends), Greece (Arion), Ireland (Segway), Israel (Israeli Music Publ'ns), Japan (Crown), Switzerland (Belmont), Sweden (Globe), UK (Cyril Shane, Soulsational Sounds).

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Slippery Jack Song Co. (ASCAP), see Skip Taylor & Bug Music.

Slow Dancing Music Inc. (BMI), see Buttermilk Sky.

Ethel Smith Music Corp. (ASCAP), see Copyright Serv. Bureau.

Harrison Smith (BMI), 31 Pleasant Pl., Brooklyn, N.Y. 11233. Tel. (212) 385-6699.

Int'l reps.: France (Essex), Italy (Aromando & Fox), Netherlands (Basart), UK (Allegro).

Smoke Shop Music (ASCAP), see Martin Cohen.

Smorgaschord (ASCAP)—Owner: Rob Fetters—see Hal Bernard.

Snoqualmie Music (BMI), see Kaye-Smith.

Snorby Music Inc. (ASCAP), see Copyright Serv. Bureau.

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Snowflake (BMI)—Contact: "Bugs" Bower—see Pelton.

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Sola Gratia Music (SESAC), see Schabraf.

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Solar Systems Music (ASCAP), 441 E. 20 St., New York, N.Y. 10010. Tel. (212) 674-1143. Pres. Sheila Davis, Prof. Mgr.: Hal Zachary.

Solid Smoke Songs (ASCAP), PO Box 22372, San Francisco, Calif. 94122. Tel. (415) 731-0500.

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Solo Music Inc. (ASCAP), 4708 Van Noord Ave., Sherman Oaks, Calif. 91423. Tel. (213) 762-2219. Pres. & Gen. Mgr.: Paul Mills.

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Song of Cash Inc. (ASCAP), see House of Cash & Clay Music.

Songwriter Music Publ'g (ASCAP)—VP's: Fred Bock, Bob Cotterell—see Fred Bock.

Songs for Today Inc. (SESAC), 1300 Division St., Suite 303, Nashville, Tenn. 37203. Tel. (615) 254-9034. Pres. Jeffrey Kruger, VP & Gen. Mgr.: Sylvia Mays.

Songs of Bander-Koppelman Inc. (ASCAP), see The Entertainment Co.

Songs of Bobby & Ginny Music Co. (BMI), PO Box 302, Wilmington, N.C. 28401. Owners: Bobby & Ginny Stanley.

Songs of David Inc., Box 22653, Nashville, Tenn. 37202. Tel. (615) 327-2331. Pres. Dave Mathes.

Songs Of Manhattan Island Music Co. (BMI), see Entertainment Co.

Songs of Mexico Inc. (ASCAP), see Mexican Music.

Song Yard Music (ASCAP), see Velvet Apple.

Sonlife Music Co. (ASCAP) (div. of Paul Johnson Music Prod'ns Inc.), PO Box 552, Woodland Hills, Calif. 91365. Tel. (213) 703-6707. Pres. Paul A. Johnson; Admin. Ass't: Cheryl Wilks.

Son-Lo Publ'g Co. (BMI), see Fort Knox.

Son Mike Music (BMI), see Sutton/Miller.

Sonshine Prod'ns, see Lorenz.

Sons of Ginza Publ'ns, see T.B. Harms—Vogue.

Sophisticate Music Inc. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel. (212) 757-2695. Pres. Buddy Johnson; Gen. & Prof. Mgr.: Gil Miller; Pub. & Promo. Dir.: Jim McCarthy.

Int'l rep.: Europe (Campbell Connolly).

Soprano Music Publ'g (BMI), 4118 W. 106 St., Lennox, Calif. 90304. Tel. (213) 673-3562. Pres. & Prof. Mgr.: Tina L. Thompson; Gen. & Prof. Mgr.: Joseph Chryar.

Int'l reps.: Belgium (Frankie), France (Michael Meyer).

Soquel Songs (ASCAP), see Bruce Cohn.

Sorority Fraternity Recs. Publ'ns (ASCAP), c/o Mayhams Collegiate Recs., Box 46, Morningside Sta., New York, N.Y. 10026. Tel. (212) 368-7275.

Souci Music Co. (ASCAP), see Chappell.

Soulbar Music (BMI), see Mietus.

Soulset Music Co. (BMI), see Stonebass.

Soul Syndicate Music (BMI), see Bug.

Southern Music Co. Inc. (BMI), see Allied Artists.

Soul West Music Co. (BMI), 319 N. 85 St., Seattle, Wash. 98103. Tel. (206) 783-2524. Pres. & Gen. Mgr. Richard Keefer; VP: Donna-Alisa Keefer.

Sound Approach, 31 Penny Dr., Huntington Station, N.Y. 11746. Tel. (516) 421-3824. Pres. Elaine M. Schoppe; Gen. Mgr.: William R. Schoppe Jr.

Sound Attack Music (BMI), see Bug.

Soundboosters Inc. (BMI), see Chappell.

Sound City Music (ASCAP), see Rogan.

Sound Corp. Music (ASCAP), 907 Main St., Nashville, Tenn. 37206. Tel. (615) 226-0724. Pres. R.E. Lewis; Admin. Mgr.: Barbara M. Lee.

Sound Inc. Music (BMI), 56880 North Ave., New Haven, Mich. 48048. Tel. (313) 749-5182.

Sound Investment Co. (BMI)—Pres. Wilbur L. Mhoon Jr.; Gen. & Prof. Mgr.: Season Allegra Mhoon—see Jun Mhoon & Assocs.

Sound Masters Commercial Rec'g Co., 4702 SW 75 Ave., Miami, Fla. 33155. Tel. (305) 264-5000.

Sound Off Music (BMI), see Sound Corp. Music.

Sound of Nolan Music (BMI), 211 S. Beverly Dr., Suite 108, Beverly Hills, Calif. 90212. Tel. (213) 278-7344. Pres. Kenny Nolan; Gen. Mgr.: Peter C. Bennett.

Soundpost Inc. (ASCAP), see Copyright Serv. Bureau.

Sound-Screen Ltd. (BMI), see Emko.

Sounds Music Co. (ASCAP), PO Box 40-2947, Miami Beach, Fla. 33140. Tel. (305) 861-9396. Owner: Stanley Cooper.

Sounds of Country (BMI), 1210 Palm St., Abilene, Tex. 79602. Tel. (915) 677-1508. Contact: George D. Young.

Sounds of Lucille Inc. (BMI), see Sidney A. Seidenberg.

Sounds of Memphis, 904 Rayner, Memphis, Tenn. 38114. Tel. (901) 725-5467.

Sounds Reasonable Publ'g Inc. (BMI), 2000 P St. NW, Washington, D.C. 20036. Tel. (202) 457-0852. Pres.: Edmund S. Barnett Jr.; Exec. VP: Elizabeth Garrett Bunker.

Soundstage Studios Inc., 10 Music Circle S., Nashville, Tenn. 37203. Tel. (615) 256-2676.

Sound Syndicate, 7769 Melrose Ave., Los Angeles, Calif. 90046. Tel. (213) 653-4818. Pres. Al Durand; Gen. Mgr.: Donna Lee; Prof. Mgr.: Dick Gordon.

Sound View Music (SESAC), see Sound Corp. Music.

South Breeze Music Group & Filmworks Inc., 1018 16 Ave. S., Nashville, Tenn. 37212. Tel. (615) 255-8635. Exec. VP & Prof. Mgr.: B.T. VornDick; Gen. Mgr.: Donnie Cumming.

Southern Crescent Publ'g (BMI), 121 N. Fourth St., Easton, Pa. 18042. Tel. (215) 258-5990. Contact: Jim Kirk.

Branch: New York, N.Y., 320 W. 30 St., No. 5-J Zip 10001. Tel. (212) 564-3246.

Southern Love Music Co. (BMI), see Chappell.

Southern Melody Publ'g Co. (BMI), 122 W. Woodridge Dr., Durham, N.C. 27707. Tel. (919) 489-4349. Pres. Barry Posa.

Southern Music Co. (ASCAP), 1100 Broadway, San Antonio, Tex. 78292. Tel. (512) 226-8167. Pres. & Gen. Mgr.: Arthur Gurwitz; Publ'ns Dir.: Arthur Ephross.

Int'l rep.: UK (Belwin-Mills).

Southern Music Publ'g Co. Inc. (ASCAP), see Peer-Southern.

Southern Writers Group, Box 40764, 2804 Azalea Pl., Nashville, Tenn. 37204. Tel. (615) 383-8682. Pres. Buzz Cason; VP: Bill Martin.

Southfield Music Inc. (ASCAP), see Bridgeport.

South Mountain Music Corp., see T.B. Harms—Vogue.

Southtown Music Inc. (BMI), see Pickwick.

Southwest Music Co. (ASCAP), see Dolly Bee.

Southwest Words & Music (BMI), 14 E. Second St., Tucson, Ariz. 85705. Tel. (602) 792-3194. Pres. Fred Knupe; Country Music Div. Mgr.: Tom Chandler; Prof. Mgr.: Steve Chandler.

Spaceark Ents. (ASCAP), PO Box 4523, North Hollywood, Calif. 91607. Tel. (213) 761-6830. Pres. Troy B. Raglin; Gen. Mgr.: J. McAllister; Prof. Mgr.: T. Dodds.

Space Cowboy Music (BMI), see April/Blackwood.
 Space Potato Music Ltd (ASCAP), 150 E 58 St., New York, N.Y. 10022 Tel: (212) 752-9700. Pres. David Nichtern. Gen. Mgr. E. Judith Berger
 Spame Music, see Copyright Serv. Bureau.
 Spanka Music Corp. (BMI), see MCA Music.
 Sparrow Recs. Inc. (BMI), 8587 Canoga Ave., Canoga Park, Calif. 91304 Tel: (213) 998-1733. Pres. Billy Ray Hearn. Publ'g Dir. Greg Nelson. Mktg. Dir. Steve Potratz. Ass't. Adeline Griffith.
 Sparrow Song (BMI), see Sparrow Recs.
 Spartan Music Co., see T. B. Harms—Harry Von Tilzer.
 Speak Music Co. (BMI), see Window
 Special Rider Music (ASCAP), see Dwarf
 Specific Gravity Music (BMI), see Bug & Martin Cohen
 Spectacular Music Inc. (ASCAP), see Chappell.
 Spectrum Publ'ns (SESAC), PO Box 757, San Carlos, Calif. 94070 Tel: (415) 593-9554. Dir. Dr. Paul L. Weaver.
 Speed Music (BMI), 8465 Shirley Ave., Northridge, Calif. 91324 Tel: (213) 885-7456. Pres. Daniel Moore.
 Spencer Music Co. (ASCAP), 507 Fifth Ave., New York, N.Y. 10017 Tel: (212) 697-5895. Pres. J.C. Algeier. Gen. Mgr. Bruce Spencer. Prof. Mgr. Alan Abel.
 Spicy Music (BMI), see Martin Cohen
 Spider (SESAC), see World Wide Music Inc.
 Larry Spier Inc. (ASCAP), 240 Madison Ave., New York, N.Y. 10016 Tel: (212) 686-1777. Telex 237322. Pres. Larry Spier. VP. Dorothy Spier
Int'l reps.: Australia (Leeds), Austria (Rolf Budde), Belgium (Kluger Int'l), Germany (Rolf Budde), Italy (Essex), Japan (Pacific), Mexico, Central & South America (CBS Int'l), Netherlands (Kluger Int'l), New Zealand (Leeds), Portugal (RCA), Spain (RCA), Switzerland (Rolf Budde), UK (Memory Lane).
 Spikes Music (BMI), see Bruce Cohn
 Spina Music (ASCAP), 2232 Vista Del Mar Pl., Hollywood, Calif. 90068. Tel: (213) 467-6018. Pres. & Prof. Mgr. Harold Spina. Gen. Mgr. Edith Spina.
Int'l rep.: UK (Wilson)
 Spin These Tunes (BMI), see Live Music
 Spiral Rec. Corp. Publ'rs (ASCAP), 17 W. 60 St., New York, N.Y. 10023 Tel: (212) 581-6985. Gen. & Prof. Mgr. Harry Finfer (SEE ADVERTISEMENT)
 Spirefire Music (BMI), see Rondor
 Spook Publ'g Co., see Cedarwood
 Sporo Music Co. (BMI), see Martin Cohen
 Springboard Music Publ'g Group, 947 US Hwy 1, Rahway, N.J. 07065 Tel: (201) 574-1400. NYC (212) 233-7380. Telex (710) 996-5874. Pres. Dante J. Pugliese; Sec'y-Treas. Margaret Johnson; Office Mgr. C. Blackford.
Branch: Hollywood, Calif., 8295 Sunset Blvd. Zip 90048 Tel: (213) 654-6240
 Springcreek Music Inc. (ASCAP), see Southern Writers.
 Bruce Springsteen (ASCAP), c/o Ramrod Music, 36 E. 61 St., New York, N.Y. 10021.
 Springtime Music (SESAC), see Springboard.
 Sprinkle Publ'g (BMI), PO Box 13464, Austin, Tex. 78751. Owner John Blandford.
Branch: Houston, Tex., PO Box 55584. Zip 77055. Gen. Mgr. James Rowe. Tel: (713) 464-4248.
 Sreeby Music Co. (BMI), see Mietus
 Stable Music Co. (BMI), PO Drawer 2176, Zip 78767; 910 Post Oak St., Austin, Tex. 78704 Tel: (512) 442-3375. Owner Rex T. Sherry.
 Stafree Publ'g Co. (BMI) (div. of Fretone Recs. Inc.), 3114 Radford Rd., Memphis, Tenn. 38111 Tel: (901) 327-8187. Pres. Estelle Axton. Prof. Mgr. Steve Gatlin
 Stage Door Music Publ'g Inc. (BMI), see Platinum
 Stairway Music Publ'g (BMI), see Tree
 Stallings Music (BMI), see Valgroup
 Stallion Music Inc. (BMI), see Tree
 Stallman Recs. Inc. (BMI), 333 E. 70 St., New York, N.Y. 10021 Tel: (212) 988-2873. Pres. Lou Stallman
 Standard-Colonial Music Publ'g Co. (BMI), Bldg. 8, 6 Gill St., Woburn, Mass. 01801. Tel: (617) 935-7500. Pres. Robert D. Levinson
 Stanger Music Publ'g, PO Box 130, Glassboro, N.J. 08028. Pres. George Stanger
 Stanton Music (ASCAP), see Lee Magid
 Stanwood Music Corp. (ASCAP), see Barton Music
 Stanyan Music Co. (ASCAP), 8440 Santa Monica Blvd., Hollywood, Calif. 90069 Tel: (213) 656-7311. Pres. Rod McKuen. Gen. Mgr. Wade Alexander
 Staple Music Inc., see Jun Mhoon
 The Staples Music, 255 E. 103 St., Chicago, Ill. 60628 Tel: (312) 785-3838
 Starbase Music (BMI), see April/Blackwood
 Starchild Inc. (ASCAP), see Copyright Serv. Bureau
 Starco Music Publ'g Co. (BMI), 3211 Park Ave., St. Louis, Mo. 63104 Tel: (314) 664-8888. Pres. Jack Allison. Gen. Mgr. Charles Allison. Prof. Mgr. Marv Wilson
 Starcraft Music (ASCAP), PO Box 3415, Granada Hills, Calif. 91344 Tel: (213) 368-1612. Pres. Jack M. Kall
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 Star Mountain Publ'g & Rec'g (BMI), Box 421, Rt. 1, Monte Ne Rd., Rogers, Ark. 72756 Tel: (501) 636-6231. Pres. & Gen. Mgr. Gladys M. Hunt; Prof. Mgr. Guy Paul Hunt
 Star of David (SESAC), see Songs of David
 Starship Music Inc. (ASCAP), c/o David Chase, 6 E. 45 St., New York, N.Y. 10017 Tel: (212) 661-8720
 Startime Music (ASCAP), PO Box 643, La Quinta, Calif. 92253 Tel: (714) 564-4823. Pres. Frederick H. Rice. Gen. Mgr. Robert S. Rice
 Star Trip Music Ltd (ASCAP), see Buttermilk Sky
 Star Tunes Music (BMI), see Grosvenor House
 Starwest Music (BMI), PO Box 21, Longview, Wash. 98632 Tel: (206) 423-9085. Pres. Dustin Poe. Gen. Mgr. Mike Poe. Prof. Mgr. Derek Poe
 Stasy Music (ASCAP), see Bug
 Statras Music Co. (ASCAP), see Genelle

Stax Music (ASCAP), 10th & Parker Sts., Berkeley, Calif. 94710 Tel: (415) 549-2500. Mgr. Jack L. Aho
 Staysail Music (BMI), see Segel & Goldman
 Stazybo Music (BMI), see Mietus
 Steamboat Gothic (ASCAP), see R. A. Hodge
 Steelchest Music (ASCAP), see Skinny Zach
 Steel Plate Music (ASCAP), see T. B. Harms—Bibo
 Steeple Chase Music (BMI), see Segel & Goldman
 Steeplechase Music (SESAC), see Vector
 Stellar Music Co., see T. B. Harms—Vogue
 Stephanye Music Co. (BMI), see Mietus
 Geoff Stephens Music Inc. c/o Prager & Fenton, 444 Madison Ave., New York, N.Y. 10022 Tel: (212) 751-9660
 Stepping Stone Music (BMI)—VP Jimmy H. Moore—see Mimic
 Sterling Music Co. Inc. (ASCAP)—Pres. Fred Ahlert Jr., VP. Bones Howe—see Fred Ahlert
 Miriam Rose Stern Agency Inc., 301 E. 69 St., New York, N.Y. 10021 Tel: (212) 288-3979 (Administers reversionary rights emanating from United Kingdom, Canada, Australasia, Ireland, Union of South Africa, representing 189 estates of deceased songwriters. Also represents 75 writers, negotiating renewal & "additional years" agreements.)
 Ray Stevens (BMI), 1707 Grand Ave., Nashville, Tenn. 37212
 Stigwood Music Inc. (BMI), see RSO & Chappell.
 Robert Stigwood Org., see RSO
 Stephen Stills Music (BMI), see Gold Hill
 Stinger Music Corp. (BMI), see Firedrum
 Stone Agate Music Div. (BMI), see Jobete
 Stonebass Music Co. (BMI), 163 Orizaba Ave., San Francisco, Calif. 94132. Tel: (415) 334-2247. Pres. Walter C. Stone.
Int'l affiliate: Shark Music (Brazil)
 Stonebridge Music (ASCAP), see Bicycle
 Stone Buffalo (ASCAP), see Copyright Serv. Bureau
 Stone Diamond Music Corp. (BMI), see Jobete
 Stoned Individual (BMI) c/o Joel A. Katz, 5775 Peachtree-Dunwoody Rd. NE, Atlanta, Ga. 30342
 Stoneforest Music (BMI), see Martin Cohen
 Stone Green Music (ASCAP), see Copyright Serv. Bureau
 Stonehill Music Co. (BMI), 50 Music Square W., Suite 201, Nashville, Tenn. 37215. Pres. & Gen. Mgr. Bill Gatzimos. VP. Crystal Gayle
Int'l rep.: Canada (Morning)
 Stone Lane Music Corp. (BMI), see Lou Levy
 Stone Porch (BMI), 818-18 Ave. S., Nashville, Tenn. 37203
 Stone Post Music (BMI), PO Box 1213, Emporia, Kan. 66801. Tel: (316) 343-2727. Pres. Richard Bisterfeldt. Gen. & Prof. Mgr. Jacki Bisterfeldt
Branch: Tulsa, Okla., 1201 E. 63 St., Suite A. Zip 74136 Tel: (918) 747-2355
 Stone-Rap Music Co. Inc. (BMI), 28001 Chagrin Blvd., No. 205, Cleveland, Ohio 44122 Tel: (216) 464-5990. Pres. Mike Belkin. Gen. Mgr. Jules Belkin (Administered by Chappell)
 Stone Row Music Co. (BMI), 2022 Vardon Ln., Flossmoor, Ill. 60422 Tel: (312) 799-7194. Pres. Joanne Swanson
 Stonewall Publ'g Co. (BMI), see Cedarwood
 Stoneway Publ'g Co. (BMI), 2817 Laura Koppe, Houston, Tex. 77093 Tel: (713) 697-7867. Pres. Roy M. Stone
 Stop Light Music (ASCAP), 65 E. 55 St., New York, N.Y. 10022 Tel: (212) 751-6177. Telex 427317. Pres. Henri Belolo. Prof. Mgr. Eileen Mohr
Int'l firm represented: Scorpio Music (France)
 StormKing Music Inc. (BMI), see Sanga
 Storyville Publ'g Co. (BMI), see John Berthelot
 Straight Shooter Tunes Inc. (BMI), see Stone-Rap
 Strait James Music (BMI), see Bug
 Strange Music (SESAC), see Excellorec
 Stratford Music Corp. (ASCAP), see Chappell
 Strawbed Music (ASCAP), see Beechwood
 Strawberry Hill Music (ASCAP), see Earl Barton & Publishers' Licensing Corp.
 Strawhat Music (ASCAP), see Copyright Serv. Bureau
 Streamline (BMI), c/o Bash, Barkin & Besas, 9401 Wilshire Blvd., Beverly Hills, Calif. 90212
 Street People Songs (BMI), see Fourth Floor
 Carl Strube Music (ASCAP), see Critique
 Struggle Music (ASCAP), see Mietus
 Stuckey Publ'g Co. (BMI), PO Box 102, Brentwood, Tenn. 37027 Tel: (615) 244-9412. Pres. Nat Stuckey. Gen. Mgr. Ann Stuckey
 Studio P/R Inc. (BMI), 224 S. Lebanon St., Lebanon, Ind. 46052 Tel: (317) 482-4440. Pres. James G. Houston. VP & Sales Mgr. John F. Welch; VP. Editing & Opns. Tom Johns, Sec'y-Treas. Ann Houston
 Studio 10 Inc. Ltd., 20 Sunnyside Ave., Mill Valley, Calif. 94941 Tel: (415) 383-8122
 Studio 224 (ASCAP), see Studio P/R
 Stygian Songs (ASCAP), see Rondor
 Sudden Rush Music Inc. (BMI), 750 Kappock St., Riverdale, N.Y. 10463 Tel: (212) 884-6014. Pres. Alan Korwin; Creative Dir. Michael Berman
Int'l firm represented: Your Music Ltd. (UK) (SEE ADVERTISEMENT)
 Suede Music Inc. (BMI), see Copyright Serv. Bureau
 Suelor Music (BMI), see Bill Rase
 Sueno Publ'g Co. (BMI), Rt. 2, Troutman, N.C. 28166. Tel: (704) 528-4843. Pres. Gen. & Prof. Mgr. Don E. Moose
 Sufi Pipkin Music (BMI), PO Box 3991, Hollywood, Calif. 90028 Tel: (213) 276-2063. Owner Linda R. Moxley; Prof. Mgr. James Byron
 Sugarbush Music Inc. (ASCAP), see Gus Kahn
 Sugarfree Music (BMI), see Sugar N' Soul
 Sugar N' Soul Music, 3929 Carpenter Ave., Bronx, N.Y. 10466 Tel: (212) 655-8217. Pres. Don Levy. Prof. Mgr. Mark Sameth
 Sugarplum Music Co. (BMI), 1022 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 255-5711. Pres. Patsy Bruce
 Sug-Sug Music (ASCAP), see Red Greg
 Suite 7 (ASCAP), see Room 7
 Sujay Music, see Bronjo
 Suki (BMI), see JEDO
 SuLyn Publ'g Inc. (BMI), PO Box 28835, Memphis, Tenn.

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Sumac Music Inc. (BMI), 1697 Broadway, Suite 1209, New York, N.Y. 10019. Tel: (212) 246-0575. Pres. Susan McCusker; VP: Jerry Love; Gen. & Prof. Mgr. Deirdre O'Hara.

Int'l reps.: Australia (April), Austria (Butterfly in Germany), Brazil (Fermata), Canada (April), Central America (Chappell in UK), France (Marouani), Germany (Butterfly), Italy (Sugar), Japan (Watanabe), Mexico (Chappell in UK), Scandinavia (Sweden Music in Sweden), Spain (Ego), UK (Carlin).

Su-Ma Publ'g Co. Inc. (BMI), PO Box 1125, Shreveport, La. 71163. Tel: (318) 222-0195. Pres.: Stanley J. Lewis; Gen. Mgr. Laura Sutherland.

Summer Duck Publ'g Corp., 12116 Granby St., Norfolk, Va. 23510. Tel: (804) 625-0534. Pres. D.H. Burlage.

Summerhome Music (ASCAP), Box 118, Pewaukee, Wis. 53072. Tel: (414) 594-2846. Pres.: Bill Camplin.

Gene Summers Music Ltd. (BMI), see Silicon.

Summit Music Corp. (ASCAP)—Pres. Margo Reis; Gen. Mgr. Patricia Bente—see Herb Reis.

Summy-Birchard Music (ASCAP), Box CN-27, Princeton, N.J. 08540. Tel: (609) 896-1411. Pres.: David K. Sengstack.

Int'l firm represented: Zen-On (Japan).

Int'l reps.: Japan (Zen-On), UK (Boosey & Hawkes, Keith Prowse, EMI).

Sun-Bear Corp., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-4495. Telex: 237224. Pres. Steve Loeb; VP & Dir. Ezra Cook; VP: Billy Arnell. (Represented by Buzz Cason Ent.).

Int'l reps.: Australia (Castle), France (Pascal, Allo), Germany (Siegel), Japan (Shinko, Toshiba-EMI, Watanabe), Netherlands (Anagon, Intersong-Basart, Universal), Scandinavia (Sweden Music), UK (ATV, EMI, Heath Levy).

Suncat Recs., see Sundaze.

Suncountry Song Co. (ASCAP), see Southwest Words & Music.

Sunday Music Publ'rs (BMI), 1 N. LaSalle St., Chicago, Ill. 60602.

Sundaze Music (BMI), PO Box 66, Manhattan Beach, Calif. 90266. Tel: (213) 371-9578. Pres.: Gary Young; Gen. Mgr. Jim Morris; Prof. Mgr.: Larry Thatt; Pub. Dir.: Linda Green.

Branch: Oklahoma City, Okla., 3313 NW 41 St., Zip 73112. Tel: (405) 947-5907. Gen. Mgr.: Ron Hicks; Prof. Mgr. Gordon Johnston.

Int'l rep.: Worldwide except USA & Canada (Sunbury in UK).

Sunflower Music (BMI), see Rondor.

Sung Words (ASCAP)—Owner Adrian Belew—see Hal Bernard.

Sunie Day Music (BMI), see Chappell.

Sunlight Music, see April/Blackwood.

Sunny Blue Music (ASCAP), see Chappell.

Sunnybrook Music Co. (BMI), PO Box 775, Tyler, Tex. 75710. Tel: (214) 592-7677. Pres. Robin H. Brians Jr.; Gen. Mgr. Randy Fouts.

Int'l rep.: Worldwide (Mietus in USA).

Sunnyslope Music Inc. (ASCAP), see Hal Bernard.

Sunshine Country Ent's Inc. (BMI), 777 S. Central, Richardson, Tex. 75080. Tel: (214) 690-8875. Cable: SUNSHINE. Pres. & Gen. Mgr. Bart Barton; Prof. Mgr.: Pat McKool; Nat'l Sales Mgr. Rusti James.

Sunshine Group Ltd., see Scully.

Sunshine Music Co. (BMI), see Gordon.

Sunshiner Music (BMI), see April/Blackwood.

Superhype Publ'g (ASCAP), see Cotillion.

Superscreen Music (ASCAP), see Dick James.

Super Songs (BMI), see A. Schroeder.

Superstar Music Ltd. (ASCAP), see Chappell.

Supreme Music Corp. (ASCAP), see 20th Century.

Sure-Fire Music Co. Inc. (BMI), 60 Music Square W., Nashville, Tenn. 37212. Tel: (615) 244-1401. Pres.: Doyle Wilburn; VP: Leslie Wilburn.

Sure Music & Rec. Co., PO Box 94, 39 N. Sproul Rd., Broomfield, Pa. 19008. Tel: (215) 356-2996. Pres. Leonard Rosen; Gen. Mgr. Larry Stephens; Prof. Mgr.: Beth Merle.

Sure Thing Music Co. (BMI), see Mietus.

Surething Music Publ'rs (ASCAP), see Real To Reel.

Surface Tension Music (BMI), see Bug Music.

Surf City Music (ASCAP), Box 14, Hollywood, Calif. 90028. Tel: (213) 851-3161. Pres. Gary M. Theroux; Exec. VP: Robert L. Gilbert; Sales Dir.: Mark Charger.

Branch: Northbrook, Ill., 4 Court of Harbinger Falls. Zip: 60062. Tel: (312) 564-3673. Gen. Mgr.: Marjorie Ann Prance.

Surrey Music Co. (ASCAP), see Pavanne.

Susaper Music (ASCAP), see Invador Music.

Sutton/Miller Ltd. (ASCAP, BMI), 8913 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 652-4782. TWX: (910) 490-2565.

Int'l reps.: Australia (Image), France (Marouani), Germany (Roba), Italy (CBS-Sugar), Japan (Tokyo), Netherlands (Dutchy), Spain (Zefiro), UK (Chappell).

Swados Ent's. Inc. (BMI), see April/Blackwood.

Swallow Turn Music (BMI), see Segel & Goldman.

Swamp Music Inc. (ASCAP), see Crazy Cajun.

Sweet Bucks Music (ASCAP), see Bald Mountain.

Sweet Cherry Music (ASCAP), (div. of New Vista Music Corp.), PO Box 801, Williamsville Branch, Buffalo, N.Y. 14221. Pres. Dave Coutts; Gen. Mgr. John Watt.

Int'l firm represented: Maple Creek/Snowberry Music (Canada).

Sweet Cowboy Music, see Copyright Serv. Bureau.

Sweet Home Music (BMI), 16835 Rinaldi St., Granada Hills, Calif. 91344. Tel: (213) 363-8253. Pres.: Manny Freiser; Gen. Mgr. Patti McCarron.

Sweet Mary Music (BMI), see Dwarf.

Sweet N Low Music (BMI), see Madrid.

Sweet Polly Music (BMI), PO Box 521, Hwy. 76, Newberry, S.C. 29108. Tel: (803) 276-0639. Dir.: Hayne Davis; Mgr.: Polly Davis; Relations: O.T. Hudson; Field Rep. Willard Brown.

Sweet River Music Inc. (BMI), see Clear Sky.

Sweet Stuff Music (BMI), see Main Stage.

Sweet Swamp Music (BMI), The Gables, Halcott Rd., Fleischmanns, N.Y. 12430. Tel: (914) 254-4565. Pres.: J. & Prof. Mgr. Barry Drake.

Sweet Tooth Publ'g (BMI), 2716 Springlake Court, Irving, Tex. 75060. Tel: (214) 259-4032. Owner & Gen. Mgr. Kenny Wayne Hagler.

Swell Sounds (ASCAP), c/o Gregory E. Fischbach, 2029 Century Park E., Los Angeles, Calif. 90067.

Swing Bee Publ'g, 1130 Colfax St., Evanston, Ill. 60201. Tel: (312) 328-5593. Owners: Susan L. & James R. Neumann.

Swing & Tempo Music Inc. (BMI), see Glad Hamp.

Swirl Lane (BMI), see WPN Music.

Sydo Music (BMI), see Copyright Serv. Bureau.

Sylco Music (ASCAP), see Chappell.

Sylvanian Music (BMI), see Mietus.

Sylverpride (ASCAP), see Chappell.

Sylverpride & Joy Music (BMI), see Chappell.

Symbol Music Inc. (BMI), see BRS Inc.

Symposium Music Publ'g Inc. (BMI), 204 Fifth Ave. SE, Minneapolis, Minn. 55414. Tel: (612) 331-5750.

Synchrofox Background Music Library, see Sam Fox.

Syndicate Music Inc. (ASCAP), see Copyright Serv. Bureau.

Syndicore Music (BMI), see ESP.

Synergistic Music (SESAC), see Heavy Music.

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T E K Publ'g (BMI), see Nasetan.

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T I M (The International Music Co.) (ASCAP), 214 W. 96 St., New York, N.Y. 10025. Tel: (212) 866-3112. Cable: OTOARECO. Pres. L. Paul Bernard; Gen. Mgr. Raul M. Bernard.

T R O (The Richmond Org.), 10 Columbus Circle, New York, N.Y. 10019. Tel: (212) 765-9889.

Int'l reps.: Australia (Essex), Canada (Essex), France (Essex), Germany (Essex), Italy (Mario Aromando), Japan (E. Japan (Essex), Mexico (Essex), Netherlands (Essex), Scandinavia (Essex in Sweden), South Africa (Essex), Spain (Essex), Switzerland (Essex), UK (Essex). (SEE ADVERTISEMENT)

T W C Music (SESAC), GPO Box 2021, New York, N.Y. 10001. Tel: (212) 691-4565. Pres.: Tommy Blue; Gen. Mgr. Jerome Haggart; Prof. Mgr. Walter Balderson.

Tablerock Music Inc. (BMI), see Publishers Licensing Corp.

Table Top Music (ASCAP), see Leo Lou.

Tad Music Publ'g Co. (ASCAP), see Copyright Serv. Bureau.

Taeper Music (ASCAP), (div. of Barcus-Berry Inc.), 15461 Springdale St., Huntington Beach, Calif. 92649. Tel: (714) 898-9211. Pres. L.M. Barcus; Prof. Mgr.: John F. Berry.

Taggie Music Co. (BMI), see Gopam.

Tahoe Rec. Corp. (ASCAP), see Chappell.

Tairi Music (ASCAP), see Copyright Serv. Bureau.

Taj Music Co. (ASCAP), see Copyright Serv. Bureau.

Takalofme Music (ASCAP), see Paragon Assocs.

Take Home Tunes!, Box 496, Georgetown, Conn. 06829. Tel: (203) 544-8288. Contact: Bruce D. & Doris Yeko.

Takya Music Inc. (ASCAP), 265 W. 20 St., New York, N.Y. 10011. Tel: (212) 989-8048. Pres. Stuart Scharf.

Int'l rep.: Worldwide (DeShufflin).

Talent Finders Inc. (BMI), see Copyright Serv. Bureau.

Tall Corn Publ'g Co. (BMI), see Mid-American.

Tall Texan Publ'g Co., see Adams-Ethridge.

Tall Tunes Publ'g—Pres. Max Gronenthal—see 3rd Street.

Tallyrand Music Inc. (BMI), see Bicycle.

Talmon (BMI), see Pickwick.

Tamara Music Publ'g Co. (ASCAP), see Slide.

Tamarin Music Inc. (ASCAP), see MBA.

Tam-Jet Music Publ'g (BMI), see 20th Century.

Tamkoda Music Co. (BMI), see Faro.

Tammi Music Publ'g Ltd. (BMI), see Rondor.

Tamrose Music (BMI), see Southern Writers.

Tancy Music Co. (ASCAP), see Don Costa.

Tandem Publ'ns (BMI), see No Exit.

Tannen Music Inc. (BMI), 1207 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 320-7700.

Tan Soul Music Inc. (BMI), see Chappell.

Tamarin Music (ASCAP), see Chappell.

Tapestry Music Corp. (BMI), see T. B. Harms—Vogue.

Tapez Music Inc. (ASCAP), see Don Costa.

Tara Music (BMI), see Shoestring & Copyright Serv. Bureau.

Tarantula Music (ASCAP), see Segel & Goldman.

Tark Music Co. (ASCAP), see Copyright Serv. Bureau.

Tarka Music (ASCAP), see Skyhill.

Tarsan Music Corp. (BMI), see Clay Music.

Tash-Tana Music (BMI), see Martin Cohen.

Taurgo Music (BMI), see Collins/Saraceno.

Tauripin Tunes (ASCAP), see Bruce Cohn.

Taurus Music Co. (BMI), see Sounds Music.

Tauvir Publ'g (BMI), see April/Blackwood.

Taya Music (ASCAP), see Copyright Serv. Bureau.

Creed Taylor Inc., see CTI.

Taylor House Of Music (BMI), see Joe Taylor.

Joe Taylor Music (ASCAP), 2401 Granny White Pike, Nashville, Tenn. 37204. Tel: (615) 385-0035.

Taylor Made Music (BMI), 2501 Franklin Rd., Nashville, Tenn. 37204.

Teakbird (ASCAP)—Owner: Pres. Chris Jolly—see Hal Bernard.

Teamuck Music (BMI), 10 & Parker Sts., Berkeley, Calif. 94710. Tel: (415) 549-2500. Gen. Mgr. Henry Cosby.

Teardrop Music (ASCAP), PO Box 40001, 4701 Trousdale Dr., Nashville, Tenn. 37220. Tel: (615) 385-3726. Pres. Ronnie Hayes.

Tebo Music Ltd. (ASCAP), see JBP Music & Chappell.

Teddy Don't Dance Prod'ns, see Border Brigands.

Teddy Jack Music (BMI), c/o William I. Hoyt, 9255 Sunset Blvd., No. 710, Los Angeles, Calif. 90069. Tel: (213) 278-2303. Owner: Leon Russell; Gen. Mgr.: William I. Hoyt.

Teena Joy Music Publ'g Co. (SESAC), see Songs of Bobby & Ginny.

Tektra Publ'g (BMI), 711 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 521-7631. Pres.: Dan R. Holmes; VP: Wes Hayne; Gen. Mgr. Sandra Milan; Prof. Mgr.: Susan Oliver.

TeleFunk Music (ASCAP), see Tim Riley.

Telescope Music (BMI)—Gen. Prof. Mgr. Ed Michaels—see Periscope.

Tellaro Music Co. (BMI), see Pavanne.

Tempi Music Co. (BMI), 133 W. 87 St., New York, N.Y. 10024. Tel: (212) 799-5557. Cable: TEMPICO.

Templeton Publ'g Co. Inc. (ASCAP), see Shawnee Press.

Tenalina Music (ASCAP), see Audway.

Tennessee Swamp Fox Music Co. (ASCAP), see Combine.

Ten-Tex Music Co. Inc. (BMI), see Sure-Fire.

Tenuto Publ'ns (ASCAP), see Theodore Presser.

Tequila Music (BMI), see Garrett.

Terlawn Music (BMI), see Martin Cohen.

Termyra Music Publ'g Co. (BMI), 909 Keil Rd., Toledo, Ohio 43607. Tel: (419) 531-2271. Pres. Porter Roberts.

Terrace Music Group, 1249 Waukegan Rd., Glenview, Ill. 60025. Tel: (312) 729-7300. TWX: (910) 651-4856. Pres.: Dick Schory; Pub. Dir.: Cary Baker.

Branch: Nashville, Tenn., 50 Music Square W. Zip: 37203. Tel: (615) 327-4871. Publ'g Dir.: Mike Kosser.

Terry Music Co. (ASCAP), c/o Ben Arrigo, 157 W. 57 St., New York, N.Y. 10019. Tel: (212) 265-6585. Mgr. & Dir. Ben J. Arrigo.

Tescot Music Inc. (ASCAP), see Chappell.

Tessies Tunes (BMI), see Cross Country.

Tetra Music Corp. (ASCAP), see Alexander Broude.

Peter Tevis Music (BMI), PO Box 1102, Burbank, Calif. 91507. Tel: (213) 874-7656. Pres.: Peter Tevis; Prof. Mgr.: Scott Tevis.

Thank You, thank you, thank you Music Inc. (ASCAP), 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-4200. Pres.: Alan Amron; VP: Larry Halpern. (Administered by Arista).

Branch: Los Angeles, Calif., 8831 Sunset Blvd. Zip: 90069. Tel: (213) 855-7061.

Then (BMI), see Drive-In.

Theofilim Music Corp. (BMI), see Copyright Serv. Bureau.

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Thermostat Music Inc. (ASCAP), see Chappell & Stone-Rap.

Bob Thiele Music Ltd. (ASCAP), see Chappell.

Thin Ice Music (ASCAP), see Segel & Goldman.

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Third Story Music Inc. (BMI), see Martin Cohen.

Third Stream Music Inc. (ASCAP), see MJQ Music.

3rd Street Music, PO Box 480048, Los Angeles, Calif. 90048. Pres. Martin Wolff.

Thirst Music (BMI), see Martin Cohen.

This Is Country Music (ASCAP) (div. of International Heritage Music Assn.), 133 Walton Ferry Rd., Hendersonville, Tenn. 37075. Tel: (615) 822-4827. Pres.: Ralph H. Compton.

Thistle Prod'ns (ASCAP), 6560 Colbert St., New Orleans, La. 70124. Tel: (504) 482-9511. Owner & Pres.: James K. Morrison; Gen. Mgr.: Barbara Morrison; Prof. Mgr.: Roberta James.

Harold Thomas Music (BMI), 203 Culver Ave., Charleston, S.C. 29407. Tel: (803) 766-2500. Pres.: Harold Thomas.

Thom Thom Publ'g Co. (ASCAP), 2112 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 225-3270.

Thorkus Publ'g Co. (BMI), see Don Williams.

Thornbrook Publ'ns (BMI), see Pamlyn.

Three Bears Music (BMI), see Martin Cohen.

Three Bridges Music Corp. (ASCAP), see Chappell.

Three Brothers Music Inc. (ASCAP), see CTI (US rights) & Ivan Mogull (Int'l rights).

Three Cheers Music (ASCAP), see Cape Ann.

3-Deal Music (BMI), 2123 N. Seminary Ave., Chicago, Ill. 60614. Tel: (312) 348-3730. Pres.: Carl Bonafede; VP: Frank Pizani.

3' G's Music (ASCAP)—Contact: Gilbert Roland—see Eugene Gold.

3 H's Music (ASCAP), 1103 Neff Ave. S., West Covina, Calif. 91790. Tel: (213) 966-2535. Pres.: Henry Oakes; Gen. Mgr.: Loretta Oakes.

Int'l firms represented: Acetatos (Mexico), J. Albert & Sons (Australia).

Int'l reps.: Europe & UK (Cyril Shane in UK), Italy (Sidel).

Three-Penny Music Publ'g (BMI), PO Box 755, Minneapolis, Minn. 55440. Tel: (612) 636-0841. Pres.: Mike Jann.

Threesome (ASCAP), 1801 Ave. of The Stars, Suite 911, Los Angeles, Calif. 90067.

Three & Three Music Inc. (BMI), see Big Seven.

Three W Music (ASCAP), see Bug.

Thrifty Music (ASCAP), see Jonvis.

Thruppence Music (ASCAP), see Chappell.

Thrush Music Publ'g (BMI), see Brian Ross.

Thunderbird Music Inc., see T. B. Harms—Bibo.

Thursday Music Corp. (BMI), see Fred Ahlert.

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Tidewater Music Co., PO Box 4192, Huntsville, Ala. 35802 Tel (205) 881-7976 Owner George Wells

Tiffany Music (ASCAP). see Peter Tevis

Tight Corp. (BMI). see Chappell

Floyd Tillman Music Co. (BMI), 400 San Jacinto St., Houston, Tex. 77002 Tel (713) 225-6654 Pres. Byron Benton, Gen. Mgr. Charles Benton, Prof. Mgr. Floyd Tillman

Timberjack Music (BMI). see Harrison Tyner

Timberland Publ'g Co. (BMI). Forest City, Iowa 50436 Tel (515) 582-2992 Pres. Arlo C. Johnson

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Times Square Music Publ'ns Co. (BMI). see Hudson Bay

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Tired Iron Publ'g (BMI). see Copyright Serv. Bureau

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Tobill Music (ASCAP). c/o AudioFidelity Ent's., 221 W. 57 St., New York, N.Y. 10019 Tel (212) 757-7111

Lew Tobin Music. see GRS

Toeshoe Tunes (ASCAP)—Owners: Michael D. Ainsner, Keith D. Avedon—see Ferndock

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Tom Cabin Music (BMI). RD 2, Honesdale, Pa. 18431 Tel (717) 253-3779

Tomcat Music Publ'g Co. (BMI). see Tree

Tom Music Co. (BMI). see Chappell

Tomjon Music (BMI). see 20th Century

Tomlew Publ'g (BMI), 12202 Union Ave., Cleveland, Ohio 44105 Tel (216) 752-3440 Pres. & Gen. Mgr. Thomas R. Boddie

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Tompalland Music (BMI), 916 19 Ave. S., Nashville, Tenn. 37212 Tel (615) 327-0005

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Tone Craft (BMI). see Sure Music

Tonmar Music (BMI). see Mietus

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Topographic Music Inc. (BMI)—Pres. Elliot L. Hoffman—see Beldock Levine & Hoffman

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Tor Musiccompany (ASCAP). see Gordon

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Total Music Servs Inc. (BMI). see TRO

Touchdown Music Co. (BMI). see Adventure

Touch Of Gold Music Inc. (BMI). see Lambert & Potter

Touchstone Music Inc. (ASCAP). see Copyright Serv. Bureau

Toulouse Music Publ'ns (BMI), PO Box 96, El Cerrito, Calif. 94530 Tel (415) 526-3491 Pres. Jacques Disraeli Bronson, Gen. Mgr. James Bronson Jr. (Administered by Copyright Serv. Bureau)

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Town & Country Music Co. Inc. (BMI). see Copyright Serv. Bureau

Township Group Inc., 10 Michael Dr., Greenville, S.C. 29611 Tel (803) 269-3961

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Trails End Music. see Cedarwood

Trajames Music Co. (ASCAP), 11 Harrison Court, South Orange, N.J. 07079 Tel (201) 762-2504 Pres. Jimmy Wisner, Gen. Mgr. Jane Berson

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Int'l firms represented: Australasia (Festival), Japan (Victor), Scandinavia (Sweden Music), UK (Bocu)

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Branch: Chicago, Ill., 9006 S. Ridgeland, Zip 60617 Tel (312) 374-0331

Tri-Chappell Music Inc. (SESAC). see Chappell

Tri-Circle Music (ASCAP). see Gopam

Tricky Music Inc. (ASCAP). see Big Seven

Tridex Music Co. (BMI), PO Box 1646, Burbank, Calif. 91507 Tel (213) 849-5774 Owners Robert L. Bogle, Donald L. Wilson, Gen. Mgr. S. Rivera

Tri-Envolve Music Co. (SESAC). see Envolve Music Group

Trillium Music Co. (ASCAP). see Chappell

Trina Jill Music Corp. (ASCAP), 240 Madison Ave., New York, N.Y. 10016 Tel (212) 889-7340 Pres. Joseph Cayre

Trio Music Co. Inc. (BMI), 1619 Broadway, New York, N.Y. 10019 Tel (212) 489-8170 Co-Pres. Jerry Leiber, Mike Stoller

Triple H Music (BMI) (div. of Hank's Music Ent's Inc.), 11746 Goshen Ave., Suite 7, Los Angeles, Calif. 90049 Tel (213) 479-6091 Pres. Gen. & Prof. Mgr. Hank Haldeman

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Triple O Songs Inc. (BMI). see Roadshow

Trippington Music Publ'g Corp. (BMI). see Copyright Serv. Bureau

Tri-Song Music (ASCAP). see Collins/Saraceno

Tri-State Music Publ'g Co. (BMI), PO Box 121, 300 Court St., Soda Springs, Idaho 83276 Tel (208) 547-3715 Pres. Ronald Watts

Tritone Press (BMI). see Theodore Presser

Truene Music Inc. (ASCAP), 824 19 Ave. S., Nashville, Tenn. 37203 Tel (615) 329-1429 Pres. Buryl Red, VP & Gen. Mgr. Elwyn Raymer

Branch: New York, N.Y., 123 W. 57 St. Zip 10017 Tel (212) 582-7140

Trolley Music (ASCAP) (div. of the Trolley Group Inc.), Tower Place, Suite 2930, 3340 Peachtree Rd. NE, Atlanta, Ga. 30326 Tel (404) 252-3660 Gen. Mgr. Jim Healy

Tromba Publ'ns—Pres. Gerald Endsley, Gen. Mgr. Stephen L. Glover—see Brass Press

Troy Music Co. (BMI). see Chappell

Troyville Music, 66 Highland Ave., Somerville, Mass. 02143 Tel (617) 625-9805 Pres. James Murphy

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Trust Music Mgmt. Inc., 6255 Sunset Blvd., Los Angeles, Calif. 90028 Tel (213) 462-6933 Telex 69-8356 Pres. & Gen. Mgr. Samuel S. Trust

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Tune-Kel Publ'g Co. Inc. (BMI), PO Box 50650, New Orleans, La. 70150 Tel (504) 392-1525 Pres. Joseph Banashak

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20th Century Music Corp. (ASCAP), 8544 Sunset Blvd., Los Angeles, Calif. 90069 Tel (213) 657-8210 Pres. Herbert N. Eisenman, Creative Activities Ron Vance; Catalog Exploitation Rick Landy, Copyright Admin. Mgr. Barbara Brunow

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Twin Music Inc. (BMI), 41-45 39 St., Long Island City, N.Y.

1104 Tel (212) 786-7667 Telex 235976 Pres. Sam Weiss

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Twin Tail Music (BMI), 8809 N. 115 Rising Sun Ave., Philadelphia, Pa. 19115 Tel (215) 676-8992 Pres. Frank Virtue

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Twitty Bird Music Publ'g Co. (BMI), 8 Music Square W., Nashville, Tenn. 37203 Tel (615) 327-3162 (Administered by Tree)

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212 Music Co. (BMI). see The Entertainment Co.

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Two Toots Music (BMI), 5017 Bakman Ave., North Hollywood, Calif. 91601 Tel (213) 506-6633 Pres. Robert Stephen Moske, Gen. Mgr. James Phelan, Prof. Mgr. Karen Daily, Local branch: 552 N. Windsor Ave., Los Angeles 90004 Tel 464-8755

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Tyler Publ'g Co. (BMI), PO Box 231, Tyler, Tex. 75710 Tel (214) 597-2961 Mgr. Curtis Kirk

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Harrison Tyner Int'l Inc., 38 Music Square E., No. 115, Nashville, Tenn. 37203 Tel (615) 244-4224 Pres. Harrison Tyner, Gen. Mgr. Gene Leviner, Prof. Mgr. Dallas Laird

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Ultimate Recs. Music Publ'g (ASCAP, SESAC), 7087 Bark Ln., San Jose, Calif. 95129 Tel (408) 257-2048 Pres. Earl B. Johnson

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Unicorn Music Co. (ASCAP). see Sam Fox

United Artists Music, 6920 Sunset Blvd., Los Angeles, Calif. 90028 Tel (213) 461-9141 Cables UNARTMUSIC, ROB MUSIC Press. Harold Seider, Exec. Ass't to Pres.; Frank Banyar, Copyright Mgr. Silvia Blach; Professional Staff Suzanne Logan, Peter Pasternak

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United Methodist Publ'g House. see Abingdon Press

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Universal Entertainment Corp., 120 Hickory St., Madison, Tenn. 37115 Tel (615) 868-7172 Pres. Lee Stoller

Universal Stars Music Inc. (BMI), Box 277, Rt. 3, Leesville, La. 71446 Pres. Sherree Scott

Branch: Magazine, Ark., Box 157, Rt. 1 Zip 72943

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University of Washington Press. see Galaxy

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 Up With People (ASCAP), 3103 N. Campbell Ave., Tucson, Ariz. 85719. Tel: (602) 327-7351. Pres.: J.B. Belk.
 Urge Music (BMI), see April/Blackwood.
 Utopia Music (ASCAP), PO Box 5314, Zip: 31208; 380 Riverdale Rd., Macon, Ga. 31204. Tel: (912) 477-0415. Pres. & Gen. Mgr.: Randy L. Howard.

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V F A Music (ASCAP), see April/Blackwood.
 V I P (BMI), see MacArthur.
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 Vaam Music (BMI), 3740 Evans Ave., Suite C-114, Los Angeles, Calif. 90027. Tel: (213) 665-6221. Pres.: Pete Martinez.
 Vado Music Co. (ASCAP), 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 373-4468. Pres.: Vincent A. Velardi; Gen. Mgr.: Gloria Bach.
 Tommy Valando Publ'g Corp., 1270 Ave. of the Americas, Suite 2110, New York, N.Y. 10020. Tel: (212) 489-9696. Pres.: Tommy Valando; VP, A.J. Sullivan.
 Valco Music Publ'g (BMI), 1327 Cobb Ave., Kalamazoo, Mich. 49007. Tel: (616) 342-5328. Pres.: Vic La Val; Gen. Mgr.: Val Taylor.
 Val-Dare (BMI), PO Box 4234, Panorama City, Calif. 91412. Tel: (213) 786-6957. Pres.: Hal Southern.
 Rocky Valdez Music, 4640 W. 118 St., Hawthorne, Calif. 90250. Tel: (213) 676-8882. Pres.: Rocky Valdez.
 Thomas J. Valentino Inc. (ASCAP), 151 W. 46 St., New York, N.Y. 10036. Tel: (212) 246-4675. Pres.: R.F. Valentino. (SEE ADVERTISEMENT)
 Valeria Music (BMI), see Martin Cohen.
 Valgroup Music (USA) Co. (BMI), 7033 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 462-0833. Mng. Dir.: Patrick Boyle. Gen. Mgr.: Maritta Boyle.
 Home office: England. Valentine Music Group Ltd. Int'l firms represented: GP (Japan), Arthur's Mother, Bettytunes, Bulldog, Burnt Ash, Corner Stone, Eden Studios, Golora, Latchmere, Maiden, Marathon, Middle Eight, Monkton, Muggleton, Nutmeg, Pickle, Rainbow, Sally, Sapphire, Alan Tew (all UK).
 Int'l rep.: Canada (BC Music).
 Valis Music (ASCAP), see ATV Music.
 Vallarta Music (ASCAP), see Martin Cohen.
 Valsong (ASCAP), see Ascension.
 Valynn Music (BMI), see Aletha Jane.
 Vanguard Music Corp. (ASCAP), 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-1343. Pres.: Frank Siegfried; Gen. Mgr.: Bobby MacFarland.
 Int'l branch: England.
 Vanguard Songs (BMI), see Beechwood.
 Van Heusen Music Corp. (ASCAP), 301 E. 69 St., New York, N.Y. 10021. Tel: (212) 288-3979. Pres.: James Van Heusen; VP: Josephine Van Heusen; Sec'y-Treas.: Miriam Stern.
 Van-Jak Music Corp. (ASCAP), 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-7111. Cable: AUDIO-FI-DEL.
 Vanlee Music Corp. (ASCAP), see Jova.
 James R. Vanleer Music Inc. (BMI), see 20th Century.
 Vaudell Music Publ'ns (ASCAP)—Gen. & Prof. Mgr.: V.E. Moss—see Apex.
 Vaudeville Music (BMI), see Mainman.
 Vaya Publ'g Inc. (ASCAP), see Fania.
 Vector Music (BMI), 1107 18 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-4161.
 Vee Ve Music Corp. (BMI), see Mietus.
 Velva Music Inc. (SESAC), see Chappell.
 Velvet Apple Music (BMI), 4321 Esteswood Dr., Nashville, Tenn. 37215. Tel: (615) 292-0432. Gen. Mgr.: Carla Scarborough.
 Int'l reps.: France (Francis Day), Germany (Siegel), Japan (Taiyo), Netherlands (Intersong-Basart), Scandinavia (April in Sweden), South Africa (EMI-Brigadiers), South America & Mexico (Southern in USA), UK (Carlin).
 Velvet Music Inc. (BMI), 10128 NW 80 Ave., Hialeah Gardens, Fla. 33016. Tel: (305) 823-0812.
 Vemco Music (BMI), see Mietus.
 Venice Music Inc. (BMI), 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. VP & Prof. Mgr.: Dorothy D. Rupe.
 Venox Music (BMI), see April/Blackwood.
 Verde Vista Music (ASCAP), 2383 Union St., No. 4, San Francisco, Calif. 94123. Tel: (415) 567-6935. Pres.: S. White.
 Vernon Music Corp. (ASCAP), see 20th Century.
 Very Own Music Co. (BMI), see A. Schroeder, 20th Century & Martin Cohen.
 Vette Music Co. (ASCAP), 6290 Sunset Blvd., Suite 1809, Hollywood, Calif. 90028. Tel: (213) 462-5466. Pres.: Dave Bell; VP: Larry Shayne.
 Branch: New York, N.Y., 250 W. 57 St., Suite 2401. Zip: 10019. Tel: (212) 247-7080. Gen. Mgr.: Randy Irwin; Office Mgr.: Patricia Bente.
 Int'l reps.: Austria (Compass), France (Francis O'Neill), Germany (Compass), Ireland (Larry Shayne), Iron Curtain Countries (Compass in Germany), Italy (Compass in Germany), Japan (Tone), Netherlands (Larry Shayne), Scandinavia (Compass in Germany), UK (Larry Shayne).
 Via Rita Music (BMI), see Mietus.
 Vibration Music Co. (BMI), PO Box 9726, West Gate Sta., San Jose, Calif. 95117. Tel: (408) 353-3284. Pres.: Dr. John E. Morlan.
 Vicki Music (BMI), see Bug.
 Andre Victor Publ'g (BMI), see Segel & Goldman.
 Victory Music Co. (BMI), see Mietus.
 Videon Music (BMI), see Bug.
 Vidor Publ'ns Inc. (BMI), see Red River.
 Vignest Music Inc. (BMI), see Copyright Serv. Bureau.
 Vignette Music (BMI), see Mietus.
 Village Music Co. (BMI), see Hometown.

Villa Reserve Music (BMI), Box 32, Rt. 2, Quaker St., Van-dalia, Mich. 49095. Tel: (616) 476-2110.
 Norm Vincent Publ'g (BMI), 2110 The Woods Dr., Jackson-ville, Fla. 32216. Tel: (904) 246-3216. Pres.: Norman F. Vincent; Gen. Mgr.: Karen W. Vincent.
 Stan Vincent Music (BMI), see April/Blackwood.
 Vintage Music Inc. (BMI), see Combine.
 Viper Music (BMI), see Bug.
 Virginia Music Co. (BMI), 209 Main St., Fort Lee, N.J. 07024. Tel: (201) 947-3900. Pres.: Al Thomas; Gen. Mgr.: Mark Donald; Prof. Mgr.: Jim McCarthy.
 Virtumusic (ASCAP), see Twin Tail.
 Vitak-Elsnic Co. (SESAC), 6400A S. Woodward Ave., Down-ers Grove, Ill. 60515. Tel: (312) 963-0200. Pres.: Lawrence Musielak.
 Jerry Vogel Music Co. Inc. (ASCAP), 58 W. 45 St., New York, N.Y. 10036. Tel: (212) 730-0478. Cable: TIN-PANALLY.
 Vogue Music Inc. (BMI), see T.B. Harms. (SEE ADVERTISE-MENT)
 Vokes Music Publ'g Co. (BMI), PO Box 12, New Kensington, Pa. 15068. Tel: (412) 335-2775. Pres. & Mgr. Howard Vokes.
 Volkwein Bros. Inc. (ASCAP), 117 Sandusky St., Pittsburgh, Pa. 15212. Tel: (412) 322-5100. Bd. Chm. Carl R. Volkwein; Pres.: Carl W. Volkwein; Gen. Mgr.: Walter E. Volkwein.
 Harry Von Tilzer Music Publ'g Co. (ASCAP), see T.B. Harms.
 Voytek Music (BMI), see Autumn Hill.

W

W B Music Corp. (ASCAP), see Warner Bros.
 W E M G Music Inc. (ASCAP), see Sidney A. Seidenberg & Copyright Serv. Bureau.
 W E P Music Corp. (BMI), see Rondor.
 W-G Music Corp. (ASCAP), see Chappell.
 W I M O T Music Publ'g Co. (BMI), see Jondora Music—Parker.
 W P N Music Co. Inc. (ASCAP), 10 Swirl Ln., Levittown, N.Y. 11756. Tel: (516) 796-3698. Pres.: Paul Friedberger, VP & Prof. Mgr.: Warren Schatz; Sec'y-Treas. Nat Schnapf.
 Branch: New York, N.Y., 723 Seventh Ave. Zip 10019. Tel: (212) 245-7640.
 Int'l rep.: UK (Cyril Shane).
 Wah Watson Music (BMI), see Ivan Hoffman.
 Walden Music Inc. (ASCAP), see Cottilion.
 Wall Music Publ'rs (BMI), see Real To Reel.
 Walters Music (ASCAP), see Jay Jay.
 Wanellen Music Inc. (BMI), see Wanessa.
 Wanessa Music Inc. (BMI), PO Box 387, Radio City Sta., New York, N.Y. 10019. Tel: (212) 582-0543. Pres.: George Brown.
 War Drum Publ'g Co. (BMI)—Pres., Gen. & Prof. Mgr.: Ron-nie Sessions; VP: Ray D. Willis—see Buckhorn.
 Warhawk Music (BMI), see Tree.
 Warman Music Inc., see T.B. Harms—Vogue.
 Warminster Music (BMI), see Mietus.
 Warne Marsh, see Copyright Serv. Bureau.
 Warner Bros. Music (ASCAP) (div. of Warner Bros. Inc.), 9200 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-3323. Cable: WANG. Chm.: Ed Silvers; Pres.: Mel Bly; Gen. Mgr. Bob Stabile; Prof. Mgrs.: Michael Sandoval, Greg Penny; Copyright Dir.: Al Kohn. Branch: New York, N.Y., 75 Rockefeller Plaza. Zip: 10019. Tel: (212) 484-8000—Nashville, Tenn., 44 Music Square W. Zip: 37203. Tel: (615) 254-8777.
 Int'l branches: Australia, Brazil, England, France, Ger-many, Italy, Netherlands, Scandinavia, South Africa.
 Int'l firms represented: Bright, Bron Group, Fuse, Mog-gie, Pendulum, Pentangle, Skylark, Slim Chance, Sweet, Topographic, Winterfold.
 Warner/Levenson Publ'g Co. (ASCAP), 9 E. 46 St., New York, N.Y. 10017. Tel: (212) 661-2106.
 Warner-Tamerlane Publ'g Corp. (BMI), see Warner Bros.
 Warp Seven Music Co. (BMI), see Chappell.
 Warus Music (BMI), 1410 E. 72 St., Chicago, Ill. 60619. Tel: (312) 752-2755. Pres.: U.S. Warren.
 Waterhouse Music (BMI), 100 N. Seventh St., Minneapolis, Minn. 55403. Tel: (612) 332-6575.
 Water Toys Publ'g Co. (BMI), see 20th Century.
 Watertoons Music (BMI)—Pres.: McKinley Morganfield—see Cameron.
 Waterwheel Music Inc. (BMI), 13 Moore St., Bristol, Va. 24201. Tel: (703) 466-8675. Pres. & Prof. Mgr.: Joe Deaton.
 Watt Works Inc. (BMI), Willow, N.Y. 12495. Tel: (914) 688-5373. Pres.: Michael Mantler.
 WaVe Music Inc. (ASCAP), see Shade Tree.
 Wax Songs Inc. (BMI), see SWS.
 Wayward Music Inc. (ASCAP), see Charing Cross.
 Weatherly Music (BMI), 1415 N. Hudson Ave., Hollywood, Calif. 90028. Tel: (213) 464-0251. Pres.: Samuel L. Weatherly; Prof. Mgr.: Essra Weatherly.
 H. B. Webman & Co., 1650 Broadway, Suite 701, New York, N.Y. 10019. Tel: (212) 586-0240. Cable: WEB-MANMUS.
 Joel D. Webster Music (BMI), see Copyright Serv. Bureau.
 Wedge Music Inc. (BMI), see Skinny Zach.
 Wee-B (ASCAP), see World Wide.
 Weeks Music Co. (BMI), see Mietus.
 Wei Chi Music (BMI), see Rondor.
 Weintraub Music Co., 33 W. 60 St., New York, N.Y. 10023. Tel: (212) 246-0325.
 Ron Weiser Publ'g (BMI), see Bug.
 Weiss & Barry Copyrights Inc. (BMI), see Pickwick.
 Sam Weiss Music Inc. (ASCAP), 6087 Sunset Blvd., Holly-wood, Calif. 90028. Tel: (213) 464-9251. Pres.: Sam Weiss.
 Stevens H. Weiss, 444 Madison Ave., New York, N.Y. 10022. Tel: (212) 752-1330. Cable: SONGBIRD. Adm-in'r: Stevens H. Weiss; Ass't Admin'r: Shelley Kaye.
 Welbeck Music Corp. (ASCAP), see ATV Music.
 W. R. Welch Publ'g House—Pres.: W.R. Welch; Gen. Mgr.: Stephen L. Glover—see Brass Press.
 Eddie Weldon Music Co. (BMI), PO Box 1294 DTS. Zip: 68101; 8402 Blondo, No. D-13, Omaha, Neb. 68134.

Tel: (402) 397-9052. Pres.: Mr. Clair Weldon; Gen. Mgr.: Eddie Weldon. (Affiliated with Accadia Music).
 Wellesley Music Co. (BMI), see Integrity.
 Wells Drive Music (BMI)—Tel: (213) 987-1055—see Budd Music.
 WellSound Music Co. (BMI), see Mietus.
 Welstro Music Co. (BMI), see Copyright Serv. Bureau.
 Welz Music Co. (ASCAP), see Dawn Prod'ns.
 Wembley Music Co. (BMI), see Chappell.
 Wensley Music Ltd. (BMI), see Copyright Serv. Bureau.
 We Prod'ns Inc., 14744 Puritan, Detroit, Mich. 48227. Tel: (313) 273-4635.
 Wesjak Music (BMI), PO Box 743, 317 S. Church St., Lake City, S.C. 29560. Owner: William R. Bragdon Jr.
 Weslous Music, PO Box 10044, Denver, Colo. 80210. Tel: (303) 777-9648. Owner, Gen. & Prof. Mgr.: W.L. Horning.
 Western Head Music Co. (ASCAP), PO Box 19, Bulverde, Tex. 78163. Tel: (512) 438-2465. Pres.: Augie Meyers; Gen. Mgr.: Carol Meyers; Dir.: Lucky Tomblin.
 Western Hemisphere Music Co. (BMI), 252 Broadway Ln., New Hyde Park, N.Y. 11040. Tel: (516) 627-8861. Pres.: Harvey Rachlin; Gen. Mgr.: Steve Rachlin; Prof. Mgr.: Craig Rachlin.
 Western Hills Music Co. (BMI), see Jim Reeves.
 Western Music Publ'g (ASCAP), see Golden West.
 Robert Joseph Weston, see Copyright Serv. Bureau.
 Wet Bull Music (ASCAP), see Martin Cohen & 20th Century.
 We Three Music Inc. (BMI), see H. B. Webman.
 Wet Paint Music, see Copyright Serv. Bureau.
 We've Got Rhythm Music (BMI), see Rondor.
 Wexford Music Ltd., see Copyright Serv. Bureau.
 Whalen Music, see T.B. Harms—Harry Von Tilzer.
 What You Need Music (BMI), see Martin Cohen.
 Wheen Music (ASCAP), c/o Stoy Inc., 279 E. 44 St., New York, N.Y. 10017. Tel: (212) 986-4994. Pres.: Norman Dolph; Prof. Mgr.: Elizabeth Henry.
 Int'l rep.: Australia (Leeds).
 Wheezer Music (ASCAP), 1701 Nichols Canyon Rd., No. 204, Los Angeles, Calif. 90046. Tel: (213) 874-6983.
 Owners: Howard & Beth F. Bloch; Gen. & Prof. Mgr.: Beth F. Bloch.
 Int'l firm represented: Pathe (Italy).
 Int'l rep.: Europe & Asia (Intersong).
 Whiskey Drinkin' Music (BMI), see Bug.
 Whispering Wind (ASCAP), see Copyright Serv. Bureau.
 Whistle Music (BMI), see Coco.
 Whitchurch Music Corp. (ASCAP), see Whitsett Churchill.
 Whitecap (BMI), see Jaspur.
 Don White Publ'g (ASCAP), 2020 Ridge Ave., Philadelphia, Pa. 19121. Tel: (215) 765-4889. Pres. P. Donald White.
 White Haven Music Inc. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 489-8170.
 White Light Music (BMI), see Copyright Serv. Bureau.
 White Way Music Co. Inc. (ASCAP), 65 W. 55 St., Suite 11G, New York, N.Y. 10019. Tel: (212) 757-4317. Cable: WHITPRODIN. Pres.: Edward R. White.
 Whitewing Music (BMI), see Jamil.
 Whitfield Music Inc. (BMI), see Copyright Serv. Bureau.
 Whiting Music Corp. (ASCAP), see George Paxton.
 Whitsett Churchill Music Corp. (BMI), 4403 Manhattan Dr., Jackson, Miss. 39206. Tel: (601) 366-2076. Pres.: Tim Whitsett; VP: Chick Churchill, Admin'r: Janis R. Whitsett.
 Branch: New York, N.Y., 720 Fifth Ave., Suite 705. Zip: 10019. Contact: Rick Talmadge.
 Int'l branch: England.
 Int'l reps.: Australia (Rondor), Austria, Germany & Swit-zerland (Global), Benelux (Dutchy), New Zealand (Rondor), Scandinavia (Sweden Music).
 Widget Publ'g (BMI) (div. of Widget Rec'g Inc.), PO Box 2446, Muscle Shoals, Ala. 35660. Tel: (205) 381-1300. Pres. & Prof. Mgr.: Ron Ballew.
 Widmont Music (ASCAP), see April/Blackwood.
 Wilco Publ'g Inc. (BMI), see Copyright Serv. Bureau.
 Shane Wilder Music (BMI), 1680 N. Vine St., Suite 313, Hollywood, Calif. 90028. Tel: (213) 467-1958. Pres.: Shane Wilder.
 Int'l branches: Germany, Ireland, UK.
 Wild Sanctuary (BMI), 680 Beach St., No. 411, San Fran-cisco, Calif. 94109. Tel: (415) 673-4544. Cable: DOOBYDOO. Pres.: Bernie Krause; VP: Sid Goldstein.
 Wild Woman Music (ASCAP), see Martin Cohen.
 Wilhos Music (BMI), PO Box 3443, Hollywood, Calif. 90028. Tel: (213) 291-0539. Pres. & Gen. Mgr.: Willie E. Hoskins Jr.
 Wiljex Publ'g Co. (ASCAP), see Con Brio.
 David Wilkes Music Corp. (BMI), see Copyright Serv. Bureau.
 Will-Du Music Publ'g Co. (BMI), 833 N. Orange Grove Ave., Los Angeles, Calif. 90046. Tel: (213) 653-8358. Gen. Mgr.: Lou Duffon.
 Branch: New York, N.Y., 401 W. 56 St., Suite K. Zip: 10019.
 Slim Willet Music (BMI), see Copyright Serv. Bureau.
 Don Williams Music, see T.B. Harms—Vogue.
 Don Williams Music Group, 1888 Century Park E., No. 1222, Los Angeles, Calif. 90067. Tel: (213) 556-2458. Owner & Gen. Mgr.: Don Williams. Prof. Mgr.: Gloria Jackman.
 Dootsie Williams Publ'ns (BMI) (formerly Doot 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 & 20th Century.
 Parker Williams Music (BMI), see April/Blackwood.
 Williamson Music Inc. (ASCAP), see Chappell.
 Willis Music Co. (SESAC), 7380 Industrial Rd., Florence, Ky. 41042. Tel: (606) 283-2050. Pres.: Edward R. Cran-ley. Controller: Fred N. Dittich.
 Willong Music (BMI), see Pickwick.
 Wilmit Music Prod'rs (BMI), Box 67, Rt. 7, Ridge Rd., Co-lumbus, Miss. 39701. Pres.: W.B. Mitchell.
 Wilojarston Music (ASCAP), see Brother.
 WilSing Music Publ'rs (BMI), Box 100-N, RFD 3, Stuart, Va. 24171. Tel: (703) 694-6128. Pres. & Gen. Mgr.: John F. Williams; Prof. Mgr.: Frank W. Singleton.
 Wilsons (ASCAP), PO Box 66558, Seattle, Wash. 98166. Tel: (206) 246-9400.
 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) 935-0355. Pres. Ron Wilson.
 Tony Wilson Music Ltd. (ASCAP), see Fourth Floor
 Wit-Too Music (ASCAP), 2405 Pennington Bend Rd., Nashville, Tenn. 37214. Tel (615) 883-2457. Pres. Tom Wilkerson.
 Wind Breeze Music Ltd. (ASCAP), see Sidney A Seidenberg
 Windchimes Music Inc. (BMI), see House of Gold
 Windcor 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. Gen Mgr. Rose Trimble.
 Winds & Dragons Publ'g Co. (BMI), see R A Hodge.
 Windsea Music (BMI), see Cherry Lane
 Windsor Music Co. (BMI), see Newport.
 Windstar Music (ASCAP), see Cherry Lane.
 Windy City Music Co., see T.B. Harms—Harry Von Tilzer
 Windy Jenny Music (BMI), see Cherry Lane
 Mike Wing Music Publ'g (BMI), PO Box 171, Bellevue, Wash. 98009. Tel (206) 828-3642. Owner Mike Wing.
 R P Winkelman Songs (ASCAP), see Bruce Cohn
 Winner Music Inc. (BMI), see Edwin H. Morris
 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.
 Winthrop Rogers (ASCAP), see Boosey & Hawkes
 Wishbone Music (ASCAP), see Skyhill & Don Williams.
 Within Reach Music (ASCAP), see Martin Cohen.
 Wizard Music Co. (ASCAP), 11 Harrison Court, South Orange, N.J. 07079. Tel (201) 762-2504. Pres. Jimmy Wisner. Gen Mgr. Jane Berson.
 Lanny Wolfe Music (SESAC), see John T. Benson.
 Wonderland Music Co. Inc. (BMI), see Walt Disney
 Curtis Wood Music (ASCAP), 1010 17 Ave. S., Nashville, Tenn. 37212. Tel (615) 256-8076. Pres. Curtis Wood.
 Wooden Bear Music (ASCAP), see Big Heart.
 Wooden Nickel Music Inc. (ASCAP), 9465 Wilshire Blvd., Suite 820, Beverly Hills, Calif. 90212. Tel (213) 550-1010. Pres. James Golden, VP Bill Traut
 Woodglen Publ'ns (BMI), PO Box 35855, Houston, Tex. 77035. Tel (713) 499-5943. Owner & Gen. Mgr. Dan Mechura Sr.
 Woodmont Music (BMI), see Valgroup.
 Woodrich Publ'g Co. (BMI), George Wallace Park Dr., Lexington, Ala. 35648. Tel (205) 247-3983. Pres. Gen & Prof. Mgr. W.P. Richardson
 Int'l rep.: UK (Dick James)
 Woodside Publ'g Co. (BMI), see Earl Miles.
 Woolfsongs Inc. (BMI), see 20th Century & Rondor (certain copyrights)
 Woolnough Music (BMI), see Rondor.
 Woomera see Jaspur
 Word Inc. (ASCAP), 4800 W. Waco Dr., Waco, Tex. 76710. Tel (817) 772-7650.
 The Word of God Music (BMI) (div. of Charismatic Renewal Servs. Inc.), PO Box 8617, Ann Arbor, Mich. 48107.

Tel (313) 761-8505. Pres. George Martin; Dir. James J. Cavnar. Mng. Ed. Mark P. Mathias
 Working Mans Music (BMI), 155 Walton-Nicholson Pike, Walton, Ky. 41094. Tel (606) 356-3928. Pres., Gen. & Prof. Mgr. George W. Napier
 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 Garbarine.
 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. Calvin H. Everhart
 Worldwide Music Publ'rs & Dists., 1966 Broadway, New York, N.Y. 10023. Tel (212) 724-4212. Pres. Eric Fletcher
 Int'l firms represented: Musica Rara (UK); Antico, Mapa Mundi, Emerson, Pro Musica
 Worldwide Music Servs. Inc. (ASCAP), see TRO
 Worthless Music (ASCAP), see JEDO & Chappell
 Worthy Music Co., 1909 Ave. K, Brooklyn, N.Y. 11230. Tel (212) 377-4321. Owner Gil Snapper
 Wren Music Co. Inc. (BMI), see Edwin H. Morris
 Writehit Music (ASCAP), see Needahit.
 Writers Music Publ'g Co. (BMI), see April/Blackwood
 Writer's Night (ASCAP), PO Box 22635, Nashville, Tenn. 37202. Tel (615) 383-8318.
 Writing Table Music Co. (ASCAP), see Spaceark Ents
 Wrytree Music Ltd. (PRS), see Copyright Serv. Bureau
 Wynne Music Corp. (ASCAP), see Copyright Serv. Bureau
 Wynwood Music (BMI), see Dawn Prod'ns.

Y

Yahnita Music (BMI)—Mgr. Gwendolyn Dennison—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) 690-4155
 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
 Ying Yang Music (BMI), see Coco
 Yo-Ho Publ'g Co. Inc. (BMI), see Mietus
 Yo' Mama's Music (BMI)—Partners Jack Hall, Jimmy Hall,

Marshall Smith & T.K. Lively. Gen. Mgr. Pat Halverson—see Hat Band & April/Blackwood
 Yorktown Music Press Inc. (ASCAP), see Music Sales.
 Yosef Music (ASCAP), see T.B. Harms.
 Vincent Youmans Co. (ASCAP), 8 E. 77 St., New York, N.Y. 10021. Tel (212) 734-6099. Mng. Agent Robert Lissauer
 Int'l rep.: UK (Lissauer)
 Young Carney Music (ASCAP), see Teddy Jack.
 Faron Young Music (ASCAP), see Deaton-Young
 Young Ideas Music (ASCAP), see April/Blackwood & 20th Century.
 Young Music Co. (BMI), 1063 N. Liberty St., Elgin, Ill. 60120. Tel (312) 695-2798. Owner: Kenneth L. Young
 Youngun' Publ'g Co. (BMI), see Combine
 Victor Young Publ'ns (ASCAP), see Chappell.
 Youngwood Publ'g Co. (BMI), 849 Bing Dr., Santa Clara, Calif. 95051. Tel (408) 249-1143
 Young World Music (BMI), see Southern Writers
 Yo-Yo Music (BMI), see Startime.
 Yuggoth Music Co. (BMI), 9465 Wilshire Blvd., Suite 820, Beverly Hills, Calif. 90212. Tel (213) 550-1010. Partners Bill Traut, Jim Golden, Bob Monaco
 Yuma Music Corp. (ASCAP), see Shapiro Bernstein.

Z

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.
 Frank Zappa Music Inc. (BMI), see Open End.
 Zap Publ'g Co. (BMI), see Mount Rainer.
 Rex Zano Music (BMI), 3010 N. Front St., Philadelphia, Pa. 19133. Tel (215) 739-7501. Pres. & Gen. Mgr. Rex Zano
 Int'l reps: Australasia (Festival), Benelux (Charles Bens), Germany (Charles Bens), UK (Campbell Connelly, Chappell)
 Zariit Music Publ'g Co. (BMI), 2703 W. Juenau St., Tampa, Fla. 33614. Tel (813) 933-1869.
 Zawinul Music (BMI), see Gopam
 Zeller Music Co., see T.B. Harms—Harry Von Tilzer.
 Zerlad Music Ents. Ltd. (BMI), see TRO.
 Zethus Music (ASCAP), see Chappell.
 Zia Music Press (ASCAP), see Carl Fischer.
 Zizanee Music Inc., see T.B. Harms—Bibo.
 Z-Musique Ltd., see Sight & Sound.
 Znrg Music (BMI), see Chappell.
 Zomba Corp. (ASCAP), see Chappell.
 Zonal Music (BMI), see ATV Music.
 Zoobe (ASCAP), 2600 River Rd., Des Plaines, Ill. 60018.
 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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Home office: Minneapolis, Minn.

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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.

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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 Mingus, Mgr.: John Olson, Buyers: Singles, Craig Doucette, Albums & Tape, Andy Tenzer (Rec. & Tape OS).
Accessories: Audio Technica, Le-Bo, Maxell, Memorex, Planstiehl, Scotch, Sound Guard, TDK, Watts.

● COSTA MESA (Area Code 714)

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Largo Music Corp., 7421 Anaconda Ave. Zip 92641 Tel 898-0507 Mgr Jack Griffith, Buyer Michael Scharwath (Rec. & Tape OS & RJ)
Home office: Columbia (Baltimore Metropolitan Area), Md.

● **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 I A Inc., 349 S. Lafayette Park Pl., Suite 129 Zip 90057 Tel 383-2165 Pres Kumar Ruttan (Rec. & Tape E)
A R V Rec. Sales, see House of Falcon

Aldisc Int'l (Rec. & Tape E), see Record Sales Co. Inc
Alternative Music Dists. Inc., 2702 San Fernando Rd Zip 90065 Tel 227-4141 Cable AMD/BOMP Pres Greg Shaw; Treas. Phil Lubman, Gen. Mgr. Meryl Houser, Sales Mgr. & Buyer Bo Clifford, Ass't Sales Mgr. Rich Schmidt (Rec. D, OS, I & E)
Labels: BFD, BOMP, Blind Pig, Bomb, Brain, Dangerhouse, Missing Link, RFD, Rollin' Rock, Rough Trade, Siren, Spoonfed, Vox, What (SEE ADVERTISEMENT)

Ameria-Mex Dist'g Co., 2534 W Pico Blvd Zip 90006 Tel: 487-4100. Owner Leonard Silver, Mexican Albums & Tape Buyer Elliot Mellman (Rec. & Tape RJ)

American Music Mktg., 2952 W Pico Blvd Zip 90006 Tel 734-1996. Pres. & Buyer Chet Coplen, Sales Joe D'Amore (Rec. & Tape D & E)
Distributes budget lines, cut-outs. (SEE ADVERTISEMENT)

Amex Recs Inc., 267 N Lake Ave., Pasadena 91101, Tel 681-0271 Pres Horacio Von Sydow, Mgr Guillermo Von Sydow (Rec. & Tape RJ)

Amigo Recs. Dist., 2858 W Pico Blvd Zip 90006 Tel 735-1358 Owner & Mgr. Edmund Perez, Buyer Esther Plascencia (Rec. & Tape D)

Rec. labels: ARV, Alhambra, Arcano, Audio Latino, Auditorama, Billo, CR, Caliente, Cara, Carino-Caytronics, Coco, Cronos, Dicesa, Discolando, E&G, Falcon, Fama, Gala, Gas, Gema, Graffiti, Jaguar, Melody, Microfon, Musart, Nova Vox, Orfeon, Peerless, Pronto, Raff, Ramex, Salsoul, Seeco, TR, TH, Tikal, Velver, WS Latino, Zafiro, Zeida.
Tape lines: Same as rec. labels.

Bob Andrews Recs., PO Box 7000-115, Redondo Beach 90277 Tel 378-9674 Owner & Albums Buyer Bob Andrews (Rec. D)
Labels: Interplay, Jazz Chronicles, Nortac, Seabreeze, Straight-Ahead.

Armo Exporting Co., 1212 S Albany St Zip 90015 Tel 746-6973 Pres Moe Arbeitel (Rec. E)

Baly Rec & Tape Dists., 2525 W Pico Blvd, Zip 90006 Tel 487-2155, Owner, Mgr & Buyer Isaac Baly (Rec. D, OS, RJ & I; Tape D & OS—Latin & Spanish prod only)

Labels: Arcano, Arriba, Audiomex, Caytronics, Discolando, Fama, Fania, Gala, Melody, Mericana, Musart, Musimex, Nova Vox, Orfeon, Peerless, Pronto, Ramex, Rio Bravo, Romex, Sonart, Soundmex, Viza

Berklay Air Servs., PO Box 91156 World Way, Zip 90009 Tel 674-6690 (Rec. & Tape E)
Home office: Jamaica (New York Metropolitan Area), N.Y. (SEE ADVERTISEMENT)

Black & White Sales Inc., 9957 Canoga Ave., Chatsworth 91311 Tel 998-2503 VP Sales Bud Borkovec, Gen Mgr Tony Donato. (Rec. & Tape D—cut-outs, overstocks)

CBS Recs., 17337 Ventura Blvd., Encino 91316 Tel 995-1234 VP Western Region Del Costello Reg'l Co-ord Mickey Schwelgien; Branch Mgr Dennis Hannon. (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nempeor, Odyssey, Philadelphia Int'l, Portrait, Starflite, Stuff, T-Neck, Tabu, Tappan Zee, Unlimited Gold
Tape lines: Same as rec. labels

California Music Co., 2933 W Pico Blvd Zip 90006, Tel 733-1181 Pres Sam Ricklin, VP & Gen. Mgr Ronald E. Ricklin, Buyers Albums Nash Lazalde, Singles & Tape, Ron Vermette (Rec. & Tape OS & E) (SEE ADVERTISEMENT)

California Rec Dists Inc., PO Box 4035, Glendale 91202, 1242 Los Angeles St., Glendale 91204 Tel 245-6464, 246-8228 Opns Mgr Harold Baloyan, Sales Mgr. Don Davis, Promo Mgr Ted Higashioka, Sales Tony Jacobs (Rec. D)
Branches: San Rafael (San Francisco & Bay Area), Calif., Seattle, Wash.

Labels: AECC, Abattoir, Accent, Adephi, Advent, Archcheck, Ajax, Alligator, Annuciata, Arcane, Archive of Folk & Jazz, Archive of Piano Music, Arhoolie, Aries, Artist House, Ascension, Ashtree, Audio Fidelity, Audio Rarities, Aviva, BBP, BIJA, Bach Guild, Bar T, Bay, Bean, Beehive, Beet, Big Band Int'l, Big Town, Biograph, Birthright, Biscuit City, Bix Lives, Blind Pig, Blue Angel, Blue Goose, Blue Heaven, Blue Labor, Blue Lantern, Blues Blood, Blues Classics, Bountiful, Broadway, Bull Frog, CIF, CIT, CMH, CRD, Caedmon, Candide, Cardinal, Center, Century, Chiaroscuro, Classical Excellence, Coby, Coco, Columbia Special Prods., Concert Disc, Concord, Contemporary, Cook, Corinthian, Counterpoint, County, Creative World, Creed, Criterion, Curtain Calls, DRG, Dawn Club, Delmark, Demand, Discus, Dixieland Jubilee, Dobre, Dooto, Dove, Dream Street, ENJA, East Coast, Ecker Works, Electric Lemon, Ernie,

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Cat-Mex Int'l One Stop, 4819 E Whittier Blvd Zip 90022. Tel 261-6723 Owner, Mgr & Buyer John O'Valle, Tape Mgr Edward G Jaloma. (Rec. D, OS, I & E; Tape D & OS)

Rec. labels: ARV, Alhambra, Arcano, Badboys, Bego, CR, CRC, Caytronics, Cronos, Doubleshot, Eco, Falcon, Fama, Fania, Fuego, Gas, Head, Hi oldies, Latin Int'l, Mares, Marsal, Mericana Melody, Musart, Nasco, Nashboro, Orfeon, Paula, Peerless, Pronto, Raff, Ramex, Ronn, TH, TR, Whiz
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Capitol Recs., 3117 San Fernando Rd. Zip 90065 Tel. 254-9111. 258-3275. (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists
Tape lines: Same as rec. labels
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Home office: New York, N.Y., Caytronics Corp. (Rec. & Tape D, OS, RJ, I & E). (See for prod. distributed)
Celebrity Concert Corp., 315 S. Beverly Dr., Beverly Hills 90212. Tel. 553-0111. Cable: CEBEBRIA Owners: Sidney Justin, Bernard Lubet. (Rec. & Tape I)
Imports all USSR product.
Chapman Dist'g Co. Inc., 1212 S. Albany St. Zip 90015. Tel. 749-9484. Owner: Al Chapman. Mgr., Singles & Albums Buyer: Herb Chapman. (Rec. & Tape D)
Rec. labels: Alshire, Alwin, Audio Arts, Birthright, Cabot, Camden, Canaan, Capitol, Children's Rec. Guild, Copeland, Columbia, Conversa-Phone, Creative Re-

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Tape lines: Avant Garde, Cabot, Canaan, Capitol, Columbia, Conversa-Phone, Creative Sound, Heart Warming, Hilltop, Light, Living Language, Monitor, Myrrh, Pickwick, RCA, Sacred, Word (SEE ADVERTISEMENT)
City Hall Recs., 237 S. Tower Dr., Beverly Hills 90211. Tel. 655-5322. District Sales Mgr., Robert Marin. (Rec. D, I & E; Tape D)
Home office: San Francisco, Calif. (See for prod. distributed)
City 1 Stop, 1810 W. Venice Blvd. Zip 90006 Tel. 737-7759. Owner: Sam Billis. Mgr. Sol Zamek. Buyers: Supervisor, Todd Ramcke. Albums: David Hoeltje. Tape, Gary Strong. (Rec. & Tape OS & E) (SEE ADVERTISEMENT)
Frank Cooke Ents., 8052 Vineland Ave., Sun Valley 91352. Tel. 767-3205. Owners: Frank & Tony Cooke. (Rec. & Tape D)
Rec. labels: Cambridge, Chalfont, Citadel, Delos, Delos-FY, Desmar, Desmar IPA, Ensayo, Experiences Anonymes, Gateway Dance, Genesis, Grenadilla, Haydn Society, Impromptu (Shony Alex Braun), Lyrichord, Pandora, Pelican, 1750 Arch, Telarc, Titanic.
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Rec. labels: Fono Rex, Latin Int'l, Microfon, Pega.
Tape lines: Same as rec. labels.
Distribution By Dave, 7220 Owensmouth Ave., Suite 103, Canoga Park 91303. Tel. 887-7930. Mgr. & Buyer: Dave Peters. (Rec. & Tape D—religious prod. only)
Rec. labels: Asylum, Birdwing, Birthright, Bread N Honey, Calvary, Capitol, Chico Holiday, Columbia, Continental Singers, Cream, Cross Country, Day Spring, Dean Brown, Dynamic, Good News, Greetree, Hart-song, Heart Warming, Herald, Hi, Hobbs, Impact, Jimmy Swaggart, John Hall, Ken Copeland, Koala, Lamb & Lion, Light, Lightship, MCA, Manna, Maranatha, Master Disc, Mercury, Messianic, Mighty Wind, Milk & Honey, Myrrh, New Life, New Pax, New Song, New World, Paragon, Paul Johnson, Ranwood, Republic, Shalom, Singcord, Skylite, Solid Rock, Sunrise, Sparrow, Star Song, Tempo, United Artists, Vesper, Warner, Word.
Tape lines: Same as rec. labels.
Fermata Int'l Melodies Inc., 6290 Sunset Blvd., Suite 916, Hollywood 90028. Tel. 462-7473. TWX (910) 321-4063. Cable: FERMATACAL. Owner: Enrique Lebendiger. Mgr. Debora Frenkiel. (Rec. I)
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G & G Rec. Discs., see Musica Latina.
Global Rec. Ents., PO Box 49345. Zip: 90049. Tel. 995-8627. Pres.: Randy Hoffman. (Rec. & Tape D)
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Greenworld Recs., 23703 Madison St., Torrance 90505. Tel. 373-8947. Telex: 181892. Mng. Dir.: Steve Boudreau, William Hein; Avant Garde Repertoire Mgr.: Archie Patterson; New Wave Repertoire Mgr.: Wesley Hein. (Rec. D, I & E)
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Handleman Co., 1544 N. Knowles Ave. Zip 90063. Tel. 261-0268. Mgr.: George Rosenjack. Buyer: Anita Ortiz. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

House of Falcon Inc./ARV Rec. Sales, 2722 W. Pico Blvd. Zip 90006. Tel. 731-7247. Mgr.: Sara Segovia. Promo: Juan Vila. (Rec. & Tape D)
Home office: McAllen, Tex. (Rec. & Tape D, OS & RJ)
Labels: ARV Int'l, Falcon, Ric.

Inspirational Music, 18108 Parthenia St., Northridge 91328. Tel. 987-2911. Owner, Mgr. & Buyer: Hugh H. Edwards. (Rec. & Tape D)
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International Rec. Sales, 2820 W. Pico Blvd. Zip: 90006. Tel. 731-2331. TWX (910) 321-4539. Gen. Mgr.: Andre Fontijn. (Rec. I & E)
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Home office: South Plainfield, N.J., Jem Recs. Inc. (See for prod. distributed)
John's Music, 11020 S. Main St. Zip: 90061. Tel: 755-1165. Owner: John L. Jackson; Mgr.: Marie Jackson; Buyers: Singles, Marie Jackson, Albums & Tape: John L. Jackson **(Rec. & Tape OS)**
Kandamerica Inc., 5134 Walnut Grove Ave., San Gabriel 91776. Tel: 286-6611. Telex: 675337. Pres.: Toshi Fujimoto, VP: Birgitta Landmark, Mgr.: Y. Ujije. **(Rec. & Tape I & E)** (SEE ADVERTISEMENT)
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Licorice Pizza Inc., 1747 Flower St., Glendale 91201. Tel: 240-6290. Owner: Jim Greenwood, Purchasing Dir.: Jana Brooks, Singles Buyer: Cary Mansfield. **(Rec. & Tape OS)**
MCA Dist'g Corp., 11312 Penrose St., Sun Valley 91352. Tel: 768-3200. Reg'l Dir.: Des Moines Green, Branch Mgr.: Les Silver. **(Rec. & Tape D)**
Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
Tape lines: Same as rec. labels.
Marsal Prod'ns, 2854 W. Pico Blvd. Zip: 90006. Tel: 737-7771. **(Rec. & Tape D, OS, I & E)**
Home office: San Antonio, Tex. (See for prod. distributed)
Molaman Rec. Dist'g, 1650 21 St., Santa Monica 90404. Tel: 828-4295. Pres.: Steve Gabor. **(Rec. & Tape OS & RJ)**
Musica Latina Inc. (G&G Rec. Dist's), 2360 W. Pico Blvd. Zip: 90006. Tel: 385-2151. **(Rec. D, OS & RJ; Tape D)**
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Tape lines: Same as rec. labels.
Musical Tapes Inc., see Musical Recs. Co./Musical Tapes Inc.
Music Brokers (div. of Rainbow Inds. Inc.), 2576 W. Pico Blvd. Zip: 90006. Tel: 386-4937. Owner: Webber & Assoc's. Inc.; Mgr.: Hugh M. Behr; E Mgr.: Robert

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Home office: Minneapolis, Minn.
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Pickwick Int'l Inc., Rack Servs. Div., 7100 Tujunga Ave., North Hollywood 91605. Tel: 764-5050. Prod. Mgr.: Paul Buetell, Sales Mgr.: Ray Reed. **(Rec. & Tape RJ)** **(Rec. & Tape D as Pickwick Int'l Inc., Distribution Div.)**
Home office: Minneapolis, Minn.
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Record Rack Serv., 1532 S. Berendo St. Zip: 90006. Tel 487-6440. Owner Sid Talmadge, Gen. Mgr.: Malcolm Talmadge. (Rec. & Tape OS, RJ&E), (Rec. & Tape D as Record Mdsq. Co. Inc.) (SEE ADVERTISEMENT)

Record Sales Co. Inc., 1015 Isabel St., Burbank 91502. Tel 849-4671. Owner Al Sherman, Mgr. Dick Ceja. Sales Jim Wilson. (Rec. D), (Rec. & Tapé E as Aldisc Int'l)

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Home office: Woodside (New York Metropolitan Area), N.Y., Record Shack of New York City Inc. (SEE ADVERTISEMENT)

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Sound Music Sales, 2546 W. Pico Blvd. Zip. 90006. Tel 381-6054. Owner: M.J. Pinto, Gen. Mgr.: Jerry Eggert; Buyer: Duncan Brown. (Rec. & Tape OS & E)

M. Stewart & Co., 10289 W. Pico Blvd. Zip 90064. Tel 879-0644. Pres.: Mendel Stewart. Export Mgr.: Louise King. (Rec. & Tape E)

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Home office: Chicago, Ill. (See for prod. distributed)

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West Coast Music Sales, 727 Venice Blvd. Zip 90015. Tel 748-5591. Owner, Mgr., Singles, Albums & Tape Buyer Joel Miller. (SEE ADVERTISEMENT) (Rec. & Tape OS)

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Folk Arts Rare Recs., 3611 Adams Ave. Zip: 92116. Tel: 282-7833. Owners: Lou & Virginia Curtiss; Mgr.: Lou Curtiss; Buyers: Singles, Wilmer Watts; Albums, Ishman Bracy. (Rec. D)

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Tape lines: GRT catalog.

Back Room Rec. Dist' Co. (div. of Arhoolie Recs.), 10341 San Pablo Ave., El Cerrito 94530. Tel: 525-4996.

Pres. Chris Strachwitz, Mgr., Singles, Albums & Tape Buyer: Bob Greenberg; Sales & Promo.: Bob Greenberg, John Swift, Jeff Alexson. (Rec. D & I, Tape D)

Rec. labels: Advent, Arhoolie, Azteca, BRI, Baker, Bandy, Bay, Berkeley Rhythm, Bertram Int'l, Blue Goose, Blues Classics, Blues Maker, Briar/Sierra, Broadway, Bullfrog, Cabbage, Collectors Classics, Country Turtle, County, Crazy Cajun, Crown, D, DLB, Davis Unlimited, Delmark, Demo, Disco Grande, Doric, Eckersworks, Esca, F&W, Flying Crow, Flying High, Flyright, Folk Legacy, Folklyric, Folkways, Freckle, Fretless, Front Hall, Gaviota, Goldband, Golden Country, Grass Mountain, Grassound, Helios, Herwin, Hot Times in Tucson, Hush, Iron Horse, JEMF, Jack Rabbit, Jalyn, Jessup, Jin, Juke Joint, Kaleidophone, Kaleidoscope, Kiamichi, Kicking Mule, King Bluegrass, Kris, La Louisianne, Lanor, Lariat, Lehua, Lemco, Lion & Lamb, Lira, Lo Ball, Long Sleeve, Magpie, Mason of Soul, Mamlish, Mardi Gras, Minstrel, Missouri Friends of Old Time Music, Mr. Blues, Montel/Michelle, Muskadine, NCTA, Night-hawk, Norteno, Old Homestead, Old Timey, Omac, Outlet, Owl, P.Vine, Pearl, Philo, Physical, Pine Mountain, Pine Tree, Puritan, Ramblin', Rebel, Red Clay, Revonah, Ridge Runner, Roi de Blues, Roots, Rounder, Saico, Seventy Seven, Shiloh, Sierra/Briar, Smoky Mary, Solid Smoke, Sombrero, Sonet, Sonet/Specialty, Son-yatone, Specialty, Spivey, Steel Guitar Club, Stoneway, Storyville, String, Sugar Hill, Swallow, Teardrop, Temple, Thunderhead, Top Soil, Trix, Troika, Troubadour, Vecco, Voyager, Wagon Tracks, Westwind, Windham Hill, Yazoo.

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Home office: Glendale (Los Angeles Metropolitan Area), Calif.
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 PolyGram Dist'n Inc., 1700 Montgomery St., Suite 211, Zip: 94111. Tel: 433-8755. Mgr.: Bill Follett. (Rec. & Tape D)

Home office: New York, N.Y.
 Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, DeLite, DeutscheGrammophon, Emarcy, Festivo, Fontana, Limelight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.
 Tape lines: Same as rec. labels.
 R C A & Assoc'd Labels, The Showplace, Suite 441, 2 Kansas St. Zip: 94103. Tel: 864-7900. Sales Mgr.: Charlie Rice. (Rec. & Tape D)
 Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong.
 Tape lines: Same as rec. labels.
 Record Mdsq. Co. Inc., 70 Dorman Ave., No. 3, Zip 94124, Tel: 285-0959. Sales Mgr.: Earl Martis, Promo. Mgr.: Larry Karp. (Rec. D)
 Home office: Los Angeles, Calif.
 Labels: Abkco (singles), Brunswick, CTI, Cash, Churchill, Claridge, Dakar, Disneyland, Fiesta, Gordy, H&L, Hi Oldies, Hitsville, JAS, Jamie, Jupar, Kudu, Mojo, Motown, Original Sound, Phil-L-A, of Soul, Phoenix, Private Stock, Prodigal, Quality, Rare Earth, Soul, Sundi, Taml, Three Brothers. (SEE ADVERTISEMENT)
 Rivera Ent's., 1908-1910 Mission St. Zip: 94103. Tel: 626-1212. Owner: M. Castillo Rivera, Mgr.: L. Vargas Rivera. Buyers: Singles, Fatima Escobar, Albums, M. Castillo Rivera. (Rec. & Tape D, I & E)
 Labels: Discos America, Melodias, RKG.
 Trackdown Rec. Dist's., PO Box 514, Oakland 94605. (Rec. D, OS, RJ, I & E)
 Home office: Chicago, Ill. (See for prod. distributed).
 Warner/Elektra/Atlantic Corp., 680 Beach St. Zip: 94109. Tel: 441-6111. Sales Mgr.: Bill Perasso. (Rec. & Tape D)
 Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nemporer, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer, Zephyr.
 Tape lines: Same as rec. labels.
 Western Rec. Sales, 1416 62 St., Emeryville 94608. Tel: 655-4320. Owner & Mgr.: Vern Cupples. (Rec. & Tape D & RJ). (Also see Pacific Rec. Servs., Tukwila (Seattle Area), Wash.
 Distributes: Disneyland, Living Language.
 Accessories: Recoton.
 • SAN JOSE (Area Code 408)
 Luna Recs., 85 S. Second St. Zip: 95448. Tel: 295-3203. Mgr. & Buyer: Glada Medina. (Rec. & Tape OS, RJ, I & E)

Home Office: Healdsburg, Calif.
 • SAN LUIS OBISPO (Area Code 805)
 Square Deal Rec. Co., 169 Prado Rd. Zip: 93406. Tel: 543-3636. TWX: (910) 351-6700. Owner: Richard Ferris. (Rec. & Tape D, OS & E)
 Rec. labels: A&M, Bomp, Columbia, Golden, MDA, Pickwick, RCA, Rhino, Rolling Rock, Shiloh, Sierra/Bnair, 20th Century, Varese/Sarabande, Windham Hill (budget labels & cut outs).
 Tape lines: Same as rec. labels.
 Accessories: BASF, Capitol I, Scotch, TDK.
 • SCOTTS VALLEY (Area Code 408)
 Earth Music Sales, 30 Janis Way, No. H. Zip: 95066. Tel: 438-2025. Mgr. & Buyer: S. Rice. (Rec. & Tape OS)

COLORADO

• DENVER AREA (Area Code 303)
 A & N One Stop, PO Box 2671, Zip: 80201. Tel: 572-9099. Owner: James C. Scott Sr., Mgr.: L. Dean, Buyers: Singles, James C. Scott Jr., Albums, M.A. Scott. (Rec. OS). (Rec. RJ as James Sales Co.)
 Alpha & Omega, 70100 Broadway, Bldg 6, Unit H. Zip: 80221. Tel: 429-4046. Owner: Mel Berg. Mgr.: Bob Dyer. (Rec. & Tape D)
 Labels: Alexandria House, Benson, Consolidated Gospel, Good Life, Foster Co., Messianic, New Life, Singpiration, Sparrow, Star Song, Tempo, Word.
 CBS Recs., 5680 S. Syracuse Circle, Suite 418, Englewood 80110. 837-8333. Branch Mgr.: Mike Waggoner. (Rec. & Tape D)
 Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemporer, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T Neck, Tabu, Tappan Zee, Unlimited Gold.
 Tape lines: Same as rec. labels.
 C M D Sales Co., 1855 W. Dartmouth Ave., Englewood 80110. Tel: 761-1715. Owner: Mgr. & Singles Buyer: Ronald J. Staggs. (Rec. & Tape OS & RJ)
 Phonographs: BSR, Garrard, Marantz, Sanyo, Sharp. Playback equip.: Akai, Kenwood, Marantz.
 Accessories: Le-Bo, Maxell, Savoy, Soundsaver, TDK, Tracs, Transcriber.
 Capitol Recs., 4725 W. Quincy Ave. Zip: 80236. Tel: 794-5555. (Rec. & Tape D)
 Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.
 Tape lines: Same as rec. labels.
 Christy Rec. Sales Dist., PO Box 367, Westminster 80030. Tel: 429-2429. Owner, Mgr. & Buyer: Christina Marquez. (Rec. OS)
 D L M Music Dist's., 4990 Nome, No. 3D. Zip: 80239. Tel: 371-3260. VP: Larry Gentry. Mgr.: Mel Nimon, Buyers: Albums, Bill Hesselbach; Tape, Tom Satriano. (Rec. & Tape OS)
 Accessories: Discwasher, Le-Bo, Maxell, Scotch, TDK, Watts.
 Danjay Music Inc., 10625 E. 47 Ave. Zip: 80239. Tel: 373-1760. Owner: Phil Lasky; Buyer: Roger Adcock. (Rec. & Tape OS)
 Branch: Tukwila (Seattle Area), Wash., P.J.L. Corp.
 Handleman Co., 4860 Nome St. Zip: 80239. Tel: 373-1420. Mgr.: Ed Cook; Buyers: Ron Alanis, Ed Cook. (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich.
 House Dist's., 1855 S. Sherman St. Zip: 80210. Tel: 733-1420. Mgr.: Bob Ake. (Rec. & Tape D)
 Home office: Kansas City, Mo. (See for prod. distributed) (SEE ADVERTISEMENT)
 Intal Recs. Inc., 2144 Champa St. Zip: 80205. Tel: 892-7141. Owner & Buyer: Victor M. Hernandez. (Rec. & Tape OS, RJ & I)
 James Sales Co., 2327 E. 28 Ave. Zip: 80205. Tel: 572-9099. Owner: C.W. James, Mgr.: James C. Scott Sr., Buyers: Singles, Jim Scott, Albums, M.A. Scott. (Rec. RJ). (Rec. OS as A&N One Stop)
 Lieberman Ent's. Denver, 11000 A.E. 51 Ave. Zip: 80239. Tel: 371-2190. Mgr.: Jack Goodman; Opns. Mgr.: Bruce Voigt; OS Mgr.: Richard Weiner, Buyers: Singles, Cheryl Brungardt; Albums, Rod Schliecher. (Rec. & Tape OS & RJ)
 Home office: Minneapolis, Minn. (SEE ADVERTISEMENT)
 M C A Dist'g Corp., 288 Clayton St., No. 305, Zip: 80206. Tel: 388-9218. Branch Mgr.: Leroy Sather. (Rec. & Tape D)
 Rec. Labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
 Tape lines: Same as rec. labels.
 Mile Hi One Stop Inc., 150 Rio Grande Blvd. Zip: 80223. Tel: 629-1960. Mgr.: Bob Jacobs. (Rec. & Tape OS, RJ & I). (Rec. & Tape D as Pan American Rec. Supply)
 Home office: Skokie (Chicago Metropolitan Area), Ill., Sound Unlimited.
 Accessories: Blank tape (Ampex, BASF, Maxell, Memorex, Scotch, TDK), carrying & storage cases (Hagerstown, Le-Bo, Savoy), needles (Pfanstiehl), Discwasher, Sound Guard & Watts prods.
 Mountain Dist's., 50 Rio Grande Blvd. Zip: 80223. Tel: 629-6804. Mgr.: Marty Cern, Singles Buyers: Clem Diedrich, Mary Krug. (Rec. OS)
 Pan American Rec. Supply, 150 Rio Grande Blvd. Zip: 80223. Tel: 629-1960. Mgr.: Bob Jacobs. (Rec. & Tape D). (Rec. & Tape OS, RJ & I as Mile Hi One Stop)
 Home office: Chicago, Ill., Sound Unlimited (Rec. & Tape OS, RJ & I)
 Labels: Artist House, CTI, Caedmon, Conversa-phone, Concord Jazz, GNP Crescendo, Impact, Inner City, Light, Living Language, Mainstream, Monitor, Muse,

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 Pickwick Int'l Inc., Rack Servs. Div., 4675 Kingston St. Zip 80239. Tel. 371-0900. Opns. Mgr.: Larry Thurk, Sales Mgr.: Al Wask, Buyer: Lydia Quigley (Rec. & Tape RJ)
Home office: Minneapolis, Minn.
 PolyGram Dist'n Inc., 2160 S. Holly St., Suite 201. Zip 80222. Tel. 756-8317 (Rec. & Tape D)—sales office only)

Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casa Bianca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, LimeLight, MGM, Mercury, Monument, Oasis Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa
Tape lines: Same as rec. labels.

RCA & A&M & Assoc'd Labels, 50 Steele St. Zip 80209. Tel. 759-8181. Sales Mgr.: Mike Ketchum (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Sal-soul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.

Record Mdsq. Co. Inc., 2186 S. Holly St. Zip 80222. Tel. 797-5491 (Rec. D)

Home office: Los Angeles, Calif.
Labels: Abkco, Alarm, All Platinum, Alston, Ameraba, Apa, Black Forum, Blue Canada, CTI, Caocet, Cat, Checker, Chess, Chimneyville, Clouds, Dash, Disneyland/Vista, Dore, Drive, Fiesta, Glades, Good Sounds, Gordy, Highland, Hi-Oldies, JAS, Juana, Jupar, Kudu, MC, Mainstream, Malaco, Malcolm X, Marlin, Motown, Old World, Original Sound, Prodigal, Rare Earth, Roots, Sesame Street, Soul, Stang, Stone Dogg, Sunshine Soul, TK, Tamla, Turbo, Vibration, Wanderick, Weird World, West End, Wicked (SEE ADVERTISEMENT)

Ron's Dist's of Denver, 5201 N. Federal Blvd. Zip 80221. Tel. 477-3611. Owners: Rod Lujan, Wayne Gerken, Mgr.: Wayne Gerken, Buyers: Wayne Gerken, Rod Lujan (Rec. RJ)—Spanish prod. only. **Tape RJ**

Twirl Town Toys, 2355 W. 27 Ave. Zip 80211. Tel. 455-2984 (Rec. & Tape D & RJ)
Home office: Salt Lake City, Utah, Western Toy & Hobby Inc.
Labels: Disneyland, Gusto.
Tape line: Pickwick

W M Dist'g, 4105 Holly St. Zip 80216. Tel. 320-4660. Mgr.: Bob Krug, D Buyer: Ken Haughey, OS & RJ Buyer: Jim Reymann (Rec. & Tape D), (Rec. & Tape OS & RJ as Western Mdsrs. Inc.)

Home office: Amarillo, Tex., Western Mdsrs. Inc.
Labels: AVI, Abkco, Amerama, Amherst, Arista, Artists of America, Audio Fidelity, Aspen, Bang, Butterfly, CTI, Caytronics, Chelsea, Chrysalis, Churchill, Claridge, Cream, Disneyland, Fantasy, GRT, H&L, IRDA, Improv, Inner City, LA Int'l, London, Mushroom, Nashboro, October, PA-USA, PBR, Panama, Plantation, Private Stock, Prelude, Ranwood, Republic, Romero Brothers, Shelby Singleton, Soul City, Sound Bird, TMS, Vanguard

Warner Elektra/Atlantic Corp., 1582 S. Park'g Rd., No. 204. Zip 80231. Tel. 750-4850. Sales Mgr.: Bob Stevens (Rec. & Tape D)

Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, 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, Whitfield, Wing & a Prayer, Zephyr
Tape lines: Same as rec. labels.

Western Mdsrs. Inc. (Rec. & Tape OS & RJ), see WM Dist'g.

CONNECTICUT

• **GEORGETOWN (Area Code 203)**
 Take Home Tunes, PO Box 496. Zip 06829. Tel. 544-8288. Owners: Bruce & Doris Yeko, Buyer: Doris Yeko (Rec. D)
Branch: Fort Lee, N.J.
Labels: Broadway Baby, Broadway/Hollywood, Film Music, Original Cast, Take Home Tunes, also distributes demos, original soundtracks, rare records.

• **HAMDEN (Area Code 203)**
 Roger Brouso Phonograph Recs., 24 Scott St. Zip 06514. Tel. 288-3838. Owner & Buyer: Roger Brouso (Rec. OS)

• **HARTFORD AREA (Area Code 203)**
 Alpha Dist'g Corp., 30 Elizabeth St., Vernon 06066. Tel. 872-8411. Contact: Frank Berman (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed) (SEE ADVERTISEMENT)

Aquarius Dist's of New England Inc., 479 Park Ave., East Hartford 06108. Tel. 278-4061. Pres.: Marvin Ginsburg, Sales Mgr.: Sam Diacosavas, Promo: Tracy Garneau (Rec. & Tape D)
Labels: Alston, Antilles, Arista, Barnaby, Cat, Classic Jazz, Clouds, Cyclone, Dash, Disneyland, Fantasy, GRT, Glades, Inner City, JDC, Janus, K-Tel, Kayvette, Laurie, MMO, Malaco, Milestone, Mushroom, Nostalgia, Peter Pan, Prestige, Ranwood, Riverside, Savoy, Shadybrook, Stax, Superscope, TEC, TK, Tomorrow, Visa, Vista, West End, Wonderland.
Accessories: Blank tape (Maxell).

CBS Recs., 60 Washington St., Suite 805. Zip 06106. Tel. 522-7151. Branch Mgr.: Phil Balsam (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Colum-

bia, Epic, Jet, Kirshner, Melodiya/Columbia, Nempe-
 r Odyssey, Philadelphia Int'l, Portrait, Starlite, Stuff,
 T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.

Central Rec. & Tape Dist's Inc., 145 S. Satellite Rd., South Windsor 06704. Tel. 528-2171. Owner: Edward E. Stein, Mgr.: Robert L. Hoyt, Buyers: Singles, Steve Chamberlain, Albums: Robert L. Hoyt (Rec. & Tape OS & RJ)

M C A Dist'g Corp., 381 Governors Hwy., Unit C, South Windsor 06074. Tel. 289-9555. Branch Mgr.: Harry Borrelli (Rec. & Tape D)

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
Tape lines: Same as rec. labels.

One-Stop Music Serv. Inc., PO Box 321, 24-26 Clark St., East Hartford 06108. Tel. 528-4126. Owner & Mgr.: Richard J. Godlewski; Owner & Buyer: Frank Sutter (Rec. D)

Labels: Advent, Audio Components, Audio Fidelity, BBP, Bert & I, CMH country, Camden, Chiaroscuro, Children's Recs. of America (Sesame Street), Columbia Special Prods., Contemporary, Conversa-Phone, Corinthian, Creative World, Dana, Delmark, Delos, Desmar, Direkt Disk, Discovery, Dobro, Dyno, ENJA, Education Media (Bruno Walter), Electric Lemon, Environment, Erato, Euphoria, Everest, Excellence, Fiesta, Grecophon, First Heard, Golden Age of Radio, Haydn Soc., Improv, JRC, Jazz, Labb, Living Language, Mark 56, Milagro, Monitor, Muse, Orion, PA/USA, Pelican, Peter Pan, Pickwick, Quintessence, Rego, Republic, Request, Sheba, Sound Effects, Stan Kenton, Stanton, Thimble, Varese, Vox, World Jazz.

Accessories: Blank tape (Memorex, Sony), rec. care prods. (Sound Guard).

Tin Pan Recs. Inc., 157 Charter Oak Ave. Zip 06106. Tel. 278-5222. Owner & Mgr.: Thomas Markoski (Rec. & Tape D, OS & RJ)

Rec. labels: GP, Juno, little Darlin', Peerless Classics, Rebecca, SoCon

Tape lines: All major lines
Accessories: Carrying cases (Peerless), needles (Electro-Voice), Recotom prods.

Warner/Elektra/Atlantic Corp., 851 Marshall Phelps Rd., Windsor 06095. Tel. 688-7581. Sales Mgr.: Mike Fontecchjo (Rec. & Tape D)

Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, 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, Whitfield, Wing & a Prayer, Zephyr.
Tape lines: Same as rec. labels.

• **NEW CANAAN (Area Code 203)**
 The MusicSmith, 103 Main St. Zip 06840. Tel. 972-0002 (Rec. OS, RJ & E; Tape OS & RJ)

• **NOANK (Area Code 203)**

Dean Wallace Rec. Dist. Ltd., PO Box 162. Zip 06340. Tel. 536-4749. Pres.: Dean Wallace Jr. Warehouse: 17 Pearl St. Zip 06340 (Rec. D & I)

Labels: Adelphi, Advent, Alfa, Alligator, Arhoolie, Aztec, Bay, Bert & I, Big Star, Biograph, Blind Pig, Blue Canyon, Blue Goose, Blues Classics, Briar, Bullfrog, CMH, CP Prod'ns, Cardinal, Celest, Chelsea House, Clearwater, Collegium, County, Dobro, East River, Everest, F&W, Flying Fish, Folk-Legacy, Folk Lyric, Folkways, Fretless, Front Hall, Giants of Jazz, Gilead, Grass Sound, Green Linnet, Green Mountain, Historical, Impact, Improving Artists, Innisfree, JCOA, Jay, Jay Round, June Appal, Kaleidoscope, Kicking Mule, Legacy, Living Folk, Meadowlands, Michiagn Archives, Minstrel, Morgan Prod'ns, Muskadine, Old Timey, Orchard, Orinda, PM, Paredon, Philo, Physical, Piedmont, Rebel, Red Rooster, Redwood, Revonah, Ridge Runner, Rounder, Rumbleseat, Sackville, Seed, Shanachie, Shilo, Shoostyrng, Sierra/Briar, Skyline Sonory, Spivey, Stash, Stinson, Strata-East, Swallowtail, Symposium, Syntonic Research, Takoma, 360 Degrees, Titanic, Tradition, Traditional, Trix, Troubadour, Voyager, Waterhouse, Watt, Windham Hill, Zap

Labels imported: Baniff, Big Ben, Blackbird, Breakwater, Celtic, Cezame, Chyne, Claddagh, Combats, Dolphin, Fogarty's Cove, Free Reed, Gael-Linn, Hawk, Horselips, Id, Inchechronin, Leader/Trailer, Mulligan, Oldie Blues Outlet, Philips, Polydor, Release, Rubber, Stooft, Tangent, Tara, Topic, Transatlantic, Triskell, Xtra
Accessories: Limberjacks, Cedar Ridge Crafts

DISTRICT OF COLUMBIA

• **WASHINGTON (Area Code 202)**

Black Fire Dist's., PO Box 38054. Zip 20020. 4409 Douglas St. NE. Zip 20019. Tel. 396-0154. Owner & Pres.: James B. Gray, VP & Gen. Mgr.: Plunky Nkabinde, Albums Buyer: Jimmy Gray (Rec. D)

Labels: AKBA, Black Fire, Divine, Freelance, IPS, India Navigation Co., Mbar, Nodlew, SRP, Strata, Sun, Survival, Third World, Tribe, Trident, Triumph, Ujamaa
 District Recs. Inc. (Rec. & Tape RJ)—Tel. 832-3600. Mgr.: James Schwartz—see Schwartz Bros.
 Schwartz Bros. Inc., 2146 24th Pl. NE. Zip 20018. Tel. 529-5700. Owners: James Bertram & Stuart Schwartz, VP Sales: Jerry Jacobs, Sales Mgr.: Eugene Horn, Buyer: Steve Schwartz (Rec. & Tape D), (Rec. & Tape RJ as District Recs. Inc.)

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Tape lines: All lines.
Accessories: Ampex, BASF, Maxell, Memorex, Pickering, Recoton, Scotch, Sony, Sound Guard, TDK, Watts. (SEE ADVERTISEMENT)

boro, New Pax, Paragon, Plantation, Pyramid, QCA, Rebel, SSS Int'l, Shadeway, Sparrow, Springboard/Trip, Stoneway, Sun, Supreme, Tempo, Vesper, WIG, Word.
Phonographs: BSR, Dejay, Sharp
Playback equip.: Akai, Sharp
Accessories: Audio prods (CalCo), batteries (Panasonic), blank loaded tape (BASF, Tracs, XHE), cases (Savoy), needles (Pageant, Walco), phono cartridges (Electro-Voice), rec & tape racks (Royal), rec care prods (Calco, Fidelitone)
 Lieberman Ents. Southeast, 9603 N Main St Zip 32218. Tel 751-2600. Opns, Mgr. V.J. Forrest (Warehouse only, also see listing in Atlanta, Ga)

M C A Dist'g Corp., 7370 NW 36 St., Suite 133 Zip 33166 Tel 592-5140 Branch Mgr. Larry Glaser (Rec. & Tape D)
Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion
Tape Lines: Same as rec. labels.
 M J S Entertainment Corp., 8228 NW 56 St Zip 33166 Tel 592-6085, Telex 51-9739. Cable MJSMU-SICMIA Pres. Michael J. Spector, VP Sales & Opns. Al Zamora; Sales Mgr. David Colburn; Export Sales Mgr. Willy Ramos, Albums & Tape Buyers. Robin Hood, Peter Dunn (Rec. & Tape D & OS), (Rec. & Tape RJ as MJS Rack Inc.), (Rec. & Tape I & E as MJS Int'l Inc.)
Rec. labels: Alshire, Canaan, Disneyland, Increase, Light, Spector Int'l, Word.
Tape lines: ABC, Anchor, Arista, Cadet, Charisma, Chess, Dot, Dunhill, GRT, Janus, Jewel, Paramount, Paula, Private Stock, Ranwood, Roulette, Vanguard
Accessories: Capitol, Duotone, GRT, Le-Bo, Maxell, Memorex, Recoton, Scotch, TDK
 Imports recs & pre-recorded tapes from England.
 M & M Recs. Discs Inc., 501 W 28 St, Hialeah 33010 Tel 887-4522. Owner & Buyer Manuel J. Mato, Mgr. Mariano Rodriguez, (Rec. & Tape D, OS & RJ)
Rec. labels: Atlas, Lad, TH, Velvet
Tape lines: Same as rec. labels

FLORIDA

● **FORT LAUDERDALE (Area Code 305)**
 Raven Recs., 6421 Blvd. of Champions, Suite R Zip 33068 Tel 974-2841. Pres.: Daryl Toor, VP Hal Brodsky. (Rec. D—cutouts)
 Sid's Recs. & Tapes Inc., 2900 E. Sunrise Blvd. Zip 33304. Tel 563-9278. 565-5855. Owner: Sidney Debin, Mgr. & Buyer Skip Asbury. (Rec. OS)

● **GULF BREEZE (Area Code 904)**
 King Rec. Dist., 800 E. Gulf Breeze Pkwy. Zip 32561 Tel 932-2525. Owner: S. Burke; Mgr. & Buyer Jody Wallace (Rec. D & OS, Tape OS)
Labels: Aspen, Crazy Baby, Detroit Sound, Dilo, Excel, Holiday, King, Record Push, Sonic, Soulwish.

● **JACKSONVILLE (Area Code 904)**
 CalCo Dists. Inc., 7656 Lem Turner Rd. Zip 32208 Tel 768-4883. Owner & Mgr. Calvin Davis; Buyers Singles, Jan Morrison. Albums & Tape, B.B. Cubbedge. (Rec. & Tape D & OS)
Rec. labels: Abet, Atina, Boblo, Calvary, Canaan, Creed, Disneyland/Vista, Ernie's, Excello, Good News, Green Tree, Gusto/Starday, HSE, Heart Warming, IRDA, Image Three, Impact, Jewel/Paula, Jim, Jimmie Davis, KCP, Kenwood, Light, Mankind, Michele Audio, Myrrh, Nashboro, New Pax, Paragon, Plantation, Pyramid, QCA, Rebel, SSS Int'l, Shadeway, Sparrow, Spirit of 21st Century, Springboard/Trip, Stoneway, Su-Ann, Sun, Supreme, Tempo, Vesper, WIG, Word.
Tape lines: Abet, Calvary, Canaan, Creed, Excello, GRT, Good News, Green Tree, Gusto/Starday, HSE, Heart Warming, Image Three, Impact, Jim, Jimmie Davis, KCP, Kenwood, Light, Mankind, Michele Audio, Nash-

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

Alhambra Dist'g Inc., 552 W. 27 St., Hialeah 33010 Tel 885-4298. Gen Mgr. Miguel Estivill, Singles, Albums & Tape Buyer Ted Santana (Rec. & Tape D)
Labels: Alhambra, Al, Al Mex, Libra
 B B Recs., 4441 NW 74 Ave Zip 33166 Tel 592-7385 Pres. Bernard Binnick (Rec. E—closeouts)
 C B S Recs., Executive Bldg., Suite 605-606, 1175 NE 125 St., North Miami 33161 Tel 893-7030 Branch Mgr. Jim Urie (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starflite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold
Tape lines: Same as rec. labels
 Capitol Recs., 7425 NW 48 St Zip 33166 Tel 592-3810 (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.
Tape lines: Same as rec. labels
 Cayre Dists. of Florida Inc., 10002 NW 80 Ave., Hialeah Gardens 33015. Tel 822-6967 Mgr. & Buyer Pepe Mora. (Rec. & Tape D)
Home office: New York, N.Y., Caytronics Corp (Rec. & Tape D, OS, RJ, I & E). (See for prod distributed)
 Discos Latin Int'l Inc., 10104 NW 80 Ave., Hialeah Gardens 33016 Tel 557-2135. (Rec. & Tape D)
Home office: Los Angeles, Calif
Rec. labels: Fono Rex, Latin Int'l, Microfon, Pega.
Tape lines: Same as rec. labels
 Florida Independent Promos., 8228 NW 56 St Zip 33166 Owner: Joseph Stanzione (Rec. I & E—cut-outs)
 Guinness Rec. Group Inc., 1401 Brckell Zip 33131. Tel 373-1234 Pres. Mgr. & Buyer Marvin L. Popkin (Rec. D)
Label: Dellwood
 Handelman Co., 2346 NW 147 St., Opa Locka 33054 Tel 681-4618 Mgr. Hal Scovill; Buyers Hal Scovill, Connie Goigschea, Joe Reilly (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.
 Latin Recs. Dists. (Rec. D), see Musical Recs Co

Musical Recs Co./Musical Tapes Inc., 780 W 27 St., Hialeah 33010. Tel 887-2638 Pres. Eliseo Valdes, Gen. Mgr. Angel Tamargo (Rec. & Tape D), (also Rec. D as Latin Recs. Dists.)
Branches: Los Angeles, Calif.; San Antonio, Tex
Rec. labels: Bueno, Dila, Discuba, Ego, Eli, Musart, Musidisc, Peerless.
Tape lines: Alegre, Alhambra, Bornqueno, Caytronics, Columbia, Cotique, Dila, Discuba, Ego, Eli, Fania, Fuentes, Funny, Gema, Inca, International, Kubaney, Latin Int'l, Marvela, Mate, Modiner, Musart, Musidisc, Orfeon, Orion, Panart, Parnaso, Peerless, RCA, Ramy, Rico-Vox, Seeco, Sonolux, Spanoramic, Tico, United Artists, Vaya, Velvet.
 Musical Tapes Inc., see Musical Recs Co /Musical Tapes Inc
 O P One Stop, 1543 NW 163 St. Zip 33169. Tel 625-3122 Zip 33169. Mgr. & Singles Buyer Paul Voss (Rec. OS, I & E)
 Pickwick Int'l Inc., Distribution Div., 13145 NW 45 Ave., Opa Locka 33054. Tel. 685-7601 Mgr. Bob Wilder; Buyers Singles, Gay Levine, Albums, Ben Schlatke, Classical, Leo Nunez, (Rec. & Tape D), (Rec. & Tape RJ as Pickwick Int'l Inc., Rack Servs. Div.)
Home office: Minneapolis, Minn
Labels: ABC/GRT, AVI, Abkco, Argo, Arista, Arista House, Aspetke, Audio Treasury/GRT, Barnaby, Birthright, Blue Thumb/GRT, Buddha, Buena Vista, Buk, Butterfly/GRT, CMH, CRA, CTI, Camden, Chanterelle, Cherry, Chrysalis, Cme, Coconut Grove, Concord Jazz, Connoisseur Society, Cream, De Ram, Disneyland, Dot/GRT, Dunhill/GRT, Fiesta, First American, Flying Fish, GNP Crescendo, GRP, GRT, Golden Age, Gordy, Great Northwestern, H&L, Hi, Hob, Janus, Jem, Kaleidoscope, Kudu, Le Joint, Living Language, L'Oiseau Lyre, London, Midsong, Mike Curb, Music, Motown, Mountain Railroad, Muse, Mushroom, Music, Ms Medicine, NTSU Lab Jazz, Natural Resources, Nessa, Ovation, Pacific Arts, Paramount/GRT, Parrot, Passport, Peacock/GRT, Piccadilly, Pickwick, Potato, Private Stock, Prodigal, Project 3, Quintessence, Ranwood, Rare Earth, Salvation, Savoy, Sesame Street, Shadybrook, Shelter/GRT, Sierra Brar, Sire/GRT, Songbird/GRT, Stiff, Stony Plain, Syntonic Research, Takoma, Talisman, Tamla, Telefunken, Three Brothers, Threshold, Tomato, UK, Visa/Import, Voyage, Xanadu
Accessories: American Lighting, Columbia Magnetics, Dynasound, Memorex, Music Master, Paramount Wire, Service Mfg., Scotch, Soma (SEE ADVERTISEMENT)
 Pickwick Int'l Inc., Rack Servs. Div., 13145 NW 45 Ave., Opa Locka 33054. Tel. 685-7601 Opns Mgr. Manny Perrera; Sales Mgr.: Vince Ferla; Buyer: George Biddle (Rec. & Tape RJ), (Rec. & Tape D as Pickwick Int'l Inc. Distribution Div.)
Home office: Minneapolis, Minn
 PolyGram Dist'n Inc., 8400 NW 52 St., Suite 103 Zip 33166. Tel 592-7970 Mgr. Larry Hensley (Rec. & Tape D)
Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Lighthouse, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Mankan, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.
Tape lines: Same as rec. labels.
 R C A & M & Assoc'd Labels, 7220 NW 36 St., Suite 103. Zip 33166 Tel 592-4646 Sales Mgr. Jerry Silhan. (Rec. & Tape D)
Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.
 Southern Rec. & Tape Servs Inc., 1020 E 14 St., Hialeah 33010 Tel 885-4625 Owner: Lynda Stone, Mgr. Robert DeFreitas, Buyers Singles, Ron Sansone, Albums & Tape, Norman Nessiss. (Rec. & Tape OS, RJ & E)
Accessories: Duotone, Fidelitone, Le-Bo, Savoy, Tracs
 Specialty Dists. Inc., PO Box 4155, Normandy Sta., Miami Beach 33141 Tel 758-0000. Pres. W. Jay (Rec. & Tape D)
Distributes all polka labels
Accessories: Blank tape (Ampex).
 Tone Dists., PO Box 1447, Hialeah 33011; 495 SE 10 Court, Hialeah 33010. Tel 888-1685 Gen. Mgr. Lynda Stone; Sales Mgr. Fred Held. (SEE ADVERTISEMENT)
 Trackdown Rec. Dists., 6940 NW 186 St., Suite 330, Hialeah 33015. (Rec. & Tape D, OS, RJ, I & E)
Home office: Chicago, Ill. (See for prod distributed)

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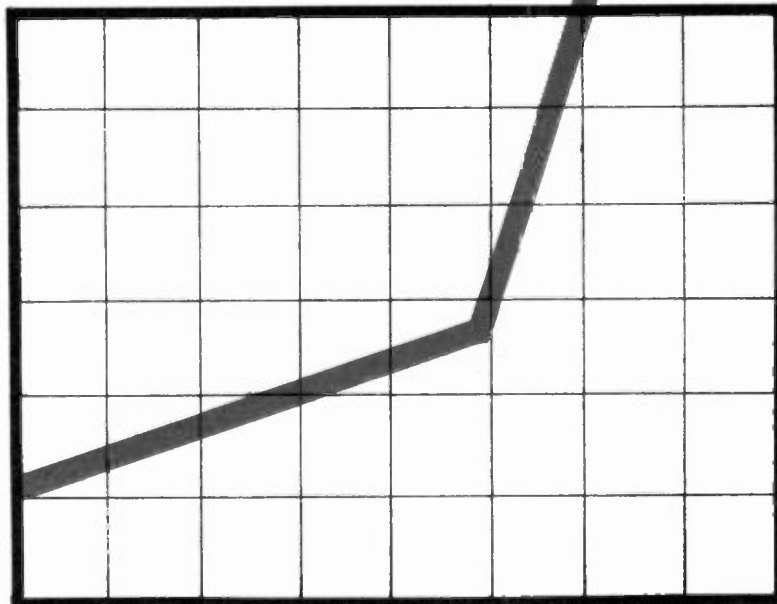
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United Rec. & Tape Inds. Inc., 9880 NW 77 Ave., Hialeah Gardens 33016. Tel: 821-3100. Bd. Chm.: Allan Wolk; VP Mktg. & Sales: Sydney Silverman; VP Opns.: David Jackowitz; Buyers: Marcia Funk, Brad Harrison. (Rec. & Tape RJ)
 Branch: Atlanta, Ga. (SEE ADVERTISEMENT)
 Vibrations, 14700 Biscayne Blvd., North Miami 33181. Tel: 949-7055. Owner: Larry Schaffer. (Rec. & Tape OS, RJ, I & E)
 Warner/Elektra/Atlantic Corp., 1065 NE 125 St., North Miami 33161. Tel: 891-4511. Sales Mgr.: Dave Benjamin. (Rec. & Tape D)
 Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, 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, Whitfield, Wing & a Prayer, Zephyr.
 Tape lines: Same as rec. labels.

● **ORLANDO AREA (Area Code 305)**
 Mountaineer Rec. Serv. Inc., 4936 S. Orange, Zip: 32806. Tel: 859-1472. Pres. & Sales Mgr.: H. Holliday; Buyer: Tommy Flisek. (Rec. & Tape OS)
 Southern Music, 30 S. Orange Ave. Zip: 32801. Tel: 422-8671. Owner: Ron Road; Mgr.: George Brymer; Buyers: Singles, Steve Flesher, Albums, George Brymer. (Rec. OS)
 Sunshine Music, 290 Iris Rd., Casselberry 32707. Tel: 831-3330. Owner & Mgr.: Richard Stultz; Buyers: Singles, Richard Stultz; Albums, Barry Dean; Tape, Jim Boylston. (Rec. & Tape OS & RJ)

● **PALM BEACH (Area Code 305)**
 Victor Kislak Ent's., 307 Chilian Ave. Zip: 33480. Tel: 832-1201. Pres.: Victor Kislak. (Rec. & Tape D)
 Distributes cut-outs, budget recs. & tapes.

● **PLANT CITY (Area Code 813)**
 Sunshine Tapes Inc., PO Box T, 802 E. Reynolds St. Zip: 33566. Tel: 754-2618. (Rec. & Tape OS & RJ)

● **SARASOTA (Area Code 813)**
 Distributors Inc., 258 Shopping Ave. Zip: 33577. Tel: 953-3797. Owner: Gary Kuban. (Rec. OS & RJ)

● **TALLAHASSEE (Area Code 904)**
 Community Literature Inc., see Looking Forward Dist.
 Looking Forward Dist. (Community Literature Inc.), 730 W. Gaines St. Zip: 32304. Tel: 224-9490. Mgr.: Richard Shapiro; Sales Mgr.: Tom Baxter; Buyers: Albums, Richard Shapiro; Tape, Tom Baxter. (Rec. & Tape OS)
 Mobile Rec. Serv. Co., 5505 Debbie Dr. Zip: 32304. Tel: 385-3330. Mgr.: John Montgomery. (Rec. OS—singles only)
 Home office: Pittsburgh, Pa.

● **TAMPA (Area Code 813)**
 Mobile Rec. Serv. Co., 7311 Filbert Ln. Zip: 33617. Tel: 988-8468. Mgr.: Stephen Kozakoff. (Rec. OS—singles only)
 Home office: Pittsburgh, Pa.
 Records Unlimited Dist. Inc., PO Box 952. Zip: 33601. 2110 W. Main St. Zip: 33607. Tel: 251-1186. Mgr. & Rec. Buyer: Joe B. Brown; Tape Buyer: Linda L. Santos. (Rec. OS & RJ, Tape OS)
 Tampa Recs., PO Box 5524, 1416 E. Seventh Ave. Zip: 33605. Tel: 876-5314. Owner & Buyer: S. Delgado. (Rec. & Tape RJ—Latin prod. only)

● **WEST PALM BEACH AREA (Area Code 305)**
 Mobile Rec. Serv. Co., 417 San Mateo Dr., Palm Springs 33460. Tel: 965-4498. Mgr.: Rolan J. Eder. (Rec. OS—singles only)
 Home office: Pittsburgh, Pa.

GEORGIA

● **ALBANY (Area Code 912)**
 Gwen Rec. Serv., 319 Highland Ave. Zip: 31706. Tel: 436-6508. Owner, Mgr. & Buyer: Jesse Boone. (Rec. & Tape OS)

● **ATLANTA METROPOLITAN AREA (Area Code 404)**
 C B S Recs., 18 Executive Park Dr. NE. Zip: 30329. Tel: 321-4553. VP Southeast Region: Roger Metting; Reg'l Co-ord.: Barbara Savage; Branch Mgr.: Dave Swengros. (Rec. & Tape D)
 Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starfite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
 Tape lines: Same as rec. labels.
 Capitol Recs., 1670 NE Freeway Access Rd. Zip: 30329. Tel: 321-5441. (Rec. & Tape D)
 Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.
 Tape lines: Same as rec. labels.
 Duplex Rec. Dist. of Atlanta, 699 McDaniel St. SW. Zip: 30310. Tel: 524-9174. (Rec. D)
 Labels: Arno, Dove, Duplex Startown, Esprit, Rocksoul, Sidetrack, Soultrack, Spacetown.
 Phonographs: Admiral, Magnavox, Masterworks, Motorola, RCA, Zenith.
 Accessories: Carrying cases (Peerless), cleaners

(Watts), needles, cartridges (E-V); phono jacks & plugs (RCA).
 Georgia Music Supply Inc., PO Box 490331. Zip: 30349. Tel: 996-3385. Owner: Richard F. DeCourcy; Buyer Linda Galgano.
 Handleman Co., 1578 Litton Dr., Stone Mountain 30083. Tel: 938-9467. Mgr.: Mike Negrin; Buyers: Mike Negrin, Rick Tully. (Rec. & Tape RJ)
 Home office: Clawson (Detroit Metropolitan Area), Mich.
 Jacyn Sales Inc., 7185 Cane Leaf Dr., Fairburn 30213. Tel: 964-3837. Owner, Mgr. & Buyer: James H. Alexander. (Rec. & Tape D & RJ)
 Rec. labels: Atteram, Gusto, King, Starday.
 Tape lines: Same as rec. labels.
 Lieberman Ent's. Southeast, 2700 Cumberland Pkwy., Suite 260. Zip: 30339. Tel: 432-0306. Mgr.: Dennis Nichols; Buyers: Singles, G. Black; Albums; J. Scaglione. (Rec. & Tape RJ—sales & purchasing only, also see listing in Jacksonville, Fla.)
 Home office: Minneapolis, Minn. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)

M C A Dist'g Corp., 6403 Warren Dr., Norcross 30093. Tel: 448-5584. Reg'l Mgr.: Glenn Hornor; Branch Mgr.: Ron Warren. (Rec. & Tape D)
 Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
 Tape lines: Same as rec. labels.
 M J S Entertainment Corp. of Georgia Inc., 2775-E Bankers Industrial Dr. Zip: 30360. Tel: 448-7772. WATS (800) 241-5390. Telex: 700598. Pres.: Christopher Barr; Buyers: Singles, Genevieve Elliot; Albums & Tape, John Norwood, Ted Williams. (Rec. D & OS, Tape OS)
 Rec. labels: Canaan, Creed, Disneyland, Jewel, Kenwood, Light, Myrrh, Nashboro, Paula, Ronn, Springboard, Trip, Word.
 Accessories: BASF, Capitol, Discwasher, Le-Bo, Maxell, Memorex, Recoton, Scotch, TDK

Music & Video Mdr's Inc., 1424 Kelton Dr. 30083. Tel: 296-1440. Owner & Pres.: John F. Langlois; Opns. Mgr. & Singles Buyer: Gerald M. Hood; Albums, Tapes & Promotions Buyer: John F. Langlois; Ass't Albums, Tape & Promotions Buyer: Gerald M. Hood. (Rec. & Tape RJ)
 One-Stop Rec. House Inc., 1872 Marietta Blvd. Zip: 30318. Tel: 351-9140. Pres. S. R. Freeman; Gen. Mgr.: Hugh West; Buyers: Singles, Carol Sanford; Albums & Tape, Sandy Carter. (Rec. & Tape OS)
 Accessories: Blank tape (BASF, Capitol Magnetic, Memorex), needles (Planstiehl); Le-Bo prods

Pickwick Int'l Inc., Distribution Div., 115 Villanova Dr. Zip: 30336. Tel: 349-5200. Mgr.: Jack Mester; Opns. Mgr.: Lynn Wood; Sales Mgr.: Tom Beckwith; Buyer: Vaughan Jones. (Rec. & Tape D), (Rec. & Tape RJ as Pickwick Int'l Inc., Rack Servs. Div.)
 Home office: Minneapolis, Minn.
 Labels: AFA, AVI, Abet, Abkco, Accent, Ala, Alexander Street, Alston, Amazon, Argo, Arista, Arth, Artist House, At Home, BMA, Barnaby, Birthing, Buck, Buddha, Buffalo, CMH, CTI, Camden, Cat, Chimneyville, Chrysalis, Clouds, Con Brio, Connoisseur Society, Cream, Creed, Dash, Deram, Dial, Dixie Jubilee, Drive, Ernie's, Fantasy, First American, Flying Fish, GNP Crescendo, GRP, GRT, Galaxy, Glades, Good Sound, Gospel Roots, Gospel Truth, Gryphon, HDM, H&L, Heart Warming, Hi, Hilltop, Hitsville, Hot, InPhasion, Janus, Jazzworld, Juana, Ju-Par, Kaleidoscope, Kayvette, Kenwood, Kudu, LRC, Laif, Le Joint, Little Star, Live Wire, Living Language, L'Oiseau Lyre, London, Lyons, Malaco, Marlin, Messenger, Metronome, Midsong Int'l, Milestone, Motown, Mountain Railroad, Muse, Mushroom, Music Is Medicine, Namara, Nashboro, Natural Resources, Novus, Orinda, Ovation, Pacific Arts, Parrot, Passport, Piccadilly, Pickwick, Potato, Prestige, Prodigal, Project 3, Quintessence, Ranwood, Rare Earth, Riverside Jazz, Roadshow, Salvation, Savoy, Seeds & Stems, Sesame Street, Shadybrook, Shield, Silver Blue, Soul, Sound Bird, Sounds South, Stax, Stiff, Sunnyvale, Sunshine Sound, Syntonic Research, TK, Talsman, Tamla, Telefunken, Threshold, Tomato, Venture, Versatile, Wanderick, Weird World, Wicked, Wolf, Xanadu. (SEE ADVERTISEMENT)

Pickwick Int'l Inc., Rack Servs. Div., 365 Patton Dr. SW. Zip: 30336. Tel: 696-1850. Opns. mgr.: Marge Celt; Sales Mgr.: Bernie Hoen; Buyer: Dave Hefner. (Rec. & Tape RJ), (Rec. & Tape D as Pickwick Int'l Inc., Distribution Div.)
 Home office: Minneapolis, Minn.
 Pisce's Rack Serv. & Dist'g Co., 1994 Candler Rd., Decatur 30032. Tel: 288-5864. Mgr.: Evelyn Foster. (Rec. & Tape RJ)
 PolyGram Dist'n Inc., 294 Interstate North, Suite 160. Zip: 30339. Tel: 955-2025. Reg'l VP Herb Heidt; Branch Mgr.: Tim Monnig; Sales Mgr.: Lanny Estes. (Rec. & Tape D)
 Home office: New York, N.Y.
 Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, DeutscheGrammophon, Emarcy, Festival, Fontana, Limgelint, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa
 Tape lines: Same as rec. labels.
 R C A & A&M & Assoc'd Labels, 3395 Northeast Expwy. Zip: 30341. Tel: 455-3636. Reg'l Sales Dir.: Charlie Hall; Branch Sales Mgr.: Harry Clark; Sales Mgr.: George Jackson. (Rec. & Tape D)
 Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong
 Tape lines: Same as rec. labels.
 Record Dist'n Amalgamated (div. of The Group Inc.), 1957 Kilburn Dr. Zip: 30324. Tel: 872-0266. Mgr.: Scott Markhausen; Buyer: Oliver Cooper. (Rec. & Tape D)
 Rec. labels: Banned, Dance-A-Thon, Glamour & Grease, Hotlanta, Hottrax, Screaming Grease, Stereo Spectrum, Thevis.

Tape lines: Banned, Dance-A-Thon, Hottrax.
 Record Dist's, Inc., 6427 Warren Dr., Norcross 30093. Tel: 449-6035. Gen. Mgr.: Gene Donley; Opns. Mgr.: Norman Montrose; Sales Mgr.: Robert Newell; Buyer: Al Moore; Controller: Lisa Walters. (Rec. & Tape OS)
 Accessories: Discwasher, Maxell, Savoy.
 Record Shack of Atlanta, 3123 Oak Cliff Ind'l St. Zip: 30340. Tel: 455-6886. Telex: 707336. Mgr.: James O'Rourke. (Rec. & Tape OS, I & E)
 Home office: Woodside (New York Metropolitan Area), N.Y., Record Shack of New York City Inc. (SEE ADVERTISEMENT)

Tara Rec. & Tape Dist'g Co. Inc., PO Box 13939, 582 Armour Circle NE. Zip: 30324. Tel: 875-8272. Nationwide WATS: (800) 241-5538, Georgia WATS: (800) 282-4060. Pres.: Gwen M. Kesler; Mgr.: Steve Begor; Buyers: Singles, James Waters; Albums & Tape, Joe Terrebonne, James Waters, Promo.: Jamie Miller. (Rec. & Tape D & OS)
 Labels: AVI, Abattoir, Adelphi, Alston, Audio Book, BMA, Big Town, Bright Orange, Calvary, Canaan, Caprice, Cat, Champ, Charta, Chimneyville, Choice, Church Door, Classic Jazz, Clouds, Country Artist, Creed, Dash, Dictation Disc, Disneyland, Door Knob, Dove, Drive, E & B, Ernie's, Fona, 4 Star, Generation Int'l, Glades, Gori, Gospel Roots, Granny, Groovy, HSE, Heart Warming, Honey Bee, ICA, IRDA, Illusion, Inner City, Jamie, Jerri, Jewel, Jim, Juana, Jupiter, Kayvette, Kent, Kentone, Kenwood, Kid Stiff, King, Konduko, LRC, Light, Living Language, Magic Disc, Malaco, Marlin, Memorial, Merry, Messenger, Midtown, Muscle Shoals, Myrrh, Nashboro, Nelson Barry, Nostalgia Lane, One-Two-Three, Page Boy, Paula, Phono, Plantation, Prairie Dust, Prelude, Reborn, Republic, Rice, Ronn, Roots, Roulette, Rounder, SSS Int'l, Savoy, Scorpion, Scrimshaw, Silver Blue, Sound Plus, Sound Waves, Specialty, Spire, Starday, Su-Ann, Sunshine Sounds, Supreme, TK, Takoma, Tiger Lily, United, Visa, West End, Wicked, Wonderland, Word
 Accessories: Capitol Magnetics, Disc-Washer, Le-Bo, Savoy Leather, Sound Guard.

Trac Rec. Inc., 2070-G Boston Dr. Zip: 30337. Tel: 997-2263. Buyer: Ken Jernigan. (OS)
 Trackdown Rec. Dist's., 615 Watling Ln., No. 4, Stone Mountain 30083. (Rec. & Tape D, OS, RJ, I & E)
 Home office: Chicago, Ill. (See for prod. distributed)
 United Rec. & Tape Inds. Inc., 4300-B Bankers Circle, NE Atlanta Ind'l Park. Zip: 30360. Tel: 448-1500. Branch Mgr.: John Brenner; Buyers: Jack Roberge, Herman Watkins. (Rec. & Tape RJ)
 Home office: Hialeah Gardens (Miami Metropolitan Area), Fla. (SEE ADVERTISEMENT)
 Warner/Elektra/Atlantic Corp., 250 Villanova Dr., Atlanta Gateway Park. Zip: 30336. Tel: 344-4933. Mgr.: Bill Biggs. (Rec. & Tape D)
 Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, 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, Whitfield, Wing & a Prayer, Zephyr.

● **AUGUSTA (Area Code 404)**
 Big G Platter Shop, 209 Ninth St. Zip: 30902. Tel: 722-9306. Owner, Singles, Albums & Tape Buyer: Robert Gordon. Local branch: Pyramid Music & More, 826 Broad St. Zip: 30902. Tel: 724-1508. Mgr.: Jephrey Gordon. (Rec. & Tape OS)

● **CLARKESVILLE (Area Code 404)**
 Clarkesville Rec. Sales Co. Inc., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Pres.: Peter J. Rosetty; Mgr.: James Stockton; Singles & Tape Buyer: Wanda Stockton. (Rec. & Tape OS & RJ)
 Accessories: Audio Vox, Automatic Radio, Conic, Electro Brand, Tenna.

● **COLUMBUS (Area Code 404)**
 Trackdown Rec. Dist's., 6612 Foxboard Dr. Zip: 31907. (Rec. D, OS, RJ, I & E)
 Home office: Chicago, Ill. (See for prod. distributed)

HAWAII

● **HONOLULU (Area Code 808)**
 C B S Recs., 1580 Makaloa St., Suite 840. Zip: 96814. Tel: 955-0774. Branch Mgr.: Kelly Conway. (Rec. & Tape D)
 Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starfite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
 Tape lines: Same as rec. labels.
 Eric of Hawaii Inc., 2071 S. Beretania St. Zip: 96826. Tel: 946-6522. Owner, Mgr. & Buyer: Irving Pinensky. (Rec. & Tape D)
 Rec. labels: Asylum, Cream, Elektra, Mele, TK, Trim, Warner Bros.
 Tape lines: Same as rec. labels.
 Hailona Dist's. Inc., 663 Sheridan St. Zip: 96814. Tel: 949-4118. Owner: Peter Morn; Mgr. & Buyer: Harvey Roessler. (Rec. & Tape D&E)
 Rec. labels: First Break, HanaOla, Impact, Ka Leo, Naka-hili, Panini, Pocholinga, RLM, Seabird Sound
 Tape lines: Same as rec. labels.
 Island 1-Stop (Rec. & Tape OS & RJ)—Buyer: Norm Winter—see Surfside Dist.
 Major Dist's. Inc., 1007 Dillingham Blvd. Zip: 96817. WATS: (800) 845-3884. Sales: Scott Ferrand. (Rec. & Tape D & RJ)

Home office: Tukwila (Seattle Area), Wash. (see for prod. distributed)

Microphone Music Co., 2077 S. Beretania St. Zip: 96814. Tel: 946-1488 Owner & Mgr.: Ken Kaizawa; Sales & Promo: Paul Fujii. (Rec. & Tape D, I & E)

Rec. labels: Atco, Atlantic, Barnaby, Berlitz, Big Tree, Cotillion, Disneyland, Fiesta, GRT, Golden, Inner City, Janus, Little David, Living Language, Prelude, Ranwood, Rolling Stones, Roulette, Scotti Bros., Shadybrook, Springboard, Swan Song, Trip, Vista, West End.

Tape lines: Atco, Atlantic, Big Tree, Dooto, GRT, Little David, Nemperor, Prelude, Rolling Stones, Swan Song, Trip, West End.

Rec. labels & tape lines imported: Viking (New Zealand), all Japanese labels.

Accessories: Le-Bo, Royal.

Music Craft Dist. of Hawaii Ltd., 636 Queen St. Zip: 96813. Tel: 533-1223 Owner & Mgr.: Walter Y. Kurokawa. (Rec. & Tape D)

Rec. labels: AVI, Ansonia, Arcano, Arista, Artist House, Audio Fidelity, CTI, Cadet, Caytronics, Coco, Concord Jazz, Contemporary, Discovery, Flying Fish, Folkways, 49th State, Hawaii Sons, Kicking Mule, Kudu, Laff, Laurie, Mark 56, Meridian, Miami, Milestone, Monitor, Monmouth Evergreen, Muse, Nashboro, Nashville Jazz, Orfeon, Original Sound, Orinda, PAUSA, PBR Int'l, Paradise, Parnassus, Plantation, Poki, Polynesian, Prestige, Prism, Private Stock, Project 3, Request, Roper, Rounder, SSS Int'l, Sun, Tradewinds, Vanguard, Waikiki, Word, Yazoo.

Tape lines: Arcano, Arista, CTI, Caytronics, Kudu, Milestone, Original Sound, Plantation, Prestige, Project 3, SSS Int'l, Tradewinds, Vanguard, Waikiki.

Nylen Bros. & Co. Ltd., 820 S. Beretania St. Zip: 96813. Tel: 538-1171 Cable: HOTLEN Pres. William Nylen, Gen. & Sales Mgr.: Ed Nielsen. (Rec. & Tape D)

Rec. labels: Black Jazz, Chrysalis, Coco Palms, Creative World, Delilah, Earl, Fantasy, First American, GNP Crescendo, Gordy, Hama Ho, Hitsville, Hui, Kahana, Kikei, Kobe, Kudu, Laka, Makaha, Motown, Mowest, Mushroom, Music Minus One, Ovation, Pacific Arts, Pickwick, Prodigal, Pumehana, Rare Earth, Sesame Street, Silvercloud, Sinergia, Soul, Stax, Syntonic Research, Tamla, Tomato, Turnabout, Varese/Sarabande, Vox.

Tape lines: Chrysalis, Fantasy, Motown, Mushroom, Ovation, Pumehana, Sesame Street, Tamla.

Playback equip. & phonographs: Fisher, Sylvania.

Accessories: Electro-Voice

Pickwick Int'l Inc., Rack Servs. Div., 2298 Alahao Pl., No. B. Zip: 96819. Tel: 847-2258 Ops. Mgr.: Neal Chong; Sales Mgr.: Tim McNeil. Buyer: Sterling Foster. (Rec. & Tape RJ)

Home office: Minneapolis, Minn.

RCA A&M & Assoc. d Labels, 1221 Kapiolani Blvd., Suite 512. Zip: 96814. Tel: 524-3030. Mgr.: Robert Haas. (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong.

Tape lines: Same as rec. labels.

Rack Serv. Hawaii Inc., 2320-A S. King St. Zip: 96814. Tel: 946-7737. (Rec. & Tape OS & RJ)

Surfside Dist., 1365 Colburn St. Zip: 96817. Tel: 841-0414. Gen. Mgr.: Mac Laris. (Rec. D), (Rec. & Tape OS & RJ as Island 1 Stop)

Labels: Lehua, Mahalo

World Wide Dist. Ltd., 1132 Auahi St. Zip: 96814. Tel: 531-0133. Pres.: Paul Spengler Jr. (Rec. & Tape D)

Rec. labels: Melway, Mountain Apple, Music of Polynesia.

Tape lines: Same as rec. labels.

IDAHO

• IDAHO FALLS (Area Code 208)

Slusser Whistle Co., 920 Lincoln Rd. Zip: 83401. Tel: 523-0775. Mgr.: N.M. Bradley. Buyer: Tecla Corbit. (Rec. & Tape RJ)

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

Antares Dist., 3235 W. Fullerton Ave. Zip: 60647. Tel: 772-9444. Owner, Mgr. & Buyer: Leon A. Kelert. (Rec. D & I)

Labels: Adelphi, Amalgamated, Arcadia, Arcane, Aries, Audiophile, Barron, Bent, Big Band Archives, Birch, Blackbeard, Blackbird, Black Eagle, Blue Flame, Blue Goose, Blue Lantern, Bountiful, Briar, Broadway, Claremont, Command Performance, Cook, Daffodil, Dirty Shame, Echoes of Hollywood, Eubie Blake Music, Euphonic, Euphoria, Famous Door, GHB, Giants of Jazz, Golden Era, Herwin, Homespun, IAJRC, Jazz Archives, Jazz Guild, Jazzology, Jewel, Jim Taylor Presents, Kanawha, Land O Jazz, Merry Makers, Mod-Art, Musicraft, Nessa, New Orleans, No Gap, Old Homestead, Origin, PM, Pa Da, Palm Tree, Pelican, Peter Pan, Phorion, Piedmont, Power, Premiere, Progressive, Pumpkin, Puritan, Red Onion, Retrospect, San Diego Jazz Club, Sandpiper, Shoestring, Smoky Mary, Sounds of Swing, Southland, Spitball, Stash, Straight Ahead Jazz, Swing Era, Takoma, Testament, Triad, Uptown Lowdown, Varese Int'l, West Coast, Yazoo, Zim.

Labels imported: Big Bear (Netherlands), Dawn Club (Germany), Jazz Studies (Canada), Munich (Nether-

lands), Oldie Blues (Netherlands), Sidewalk Hot Jazz (Germany).

Balkan Music Co., 6917 W. Cermak Rd., Berwyn 60402. Tel: 484-6436. Owner: Slavco A.V. Hlad; Mgr.: Cynthia Hlad; Singles & Albums Buyer: Louis J. Hlad. (Rec. & Tape D)

Branch: Beaver Falls (Pittsburgh Metropolitan Area), Balkan Rec. Dist. Co

Rec. Labels: Balkan Int'l, Czech, Delta Int'l, Greyko, Marjon, Monitor

Tape lines: Balkan Int'l, Delta Int'l, Greyko, Monitor

Barney's One Stop, 3400 W. Ogden Ave. Zip: 60624. Tel: 521-6300. (Rec. & Tape OS)

CBS Recs., The Tower, Suite 301, 2850 E. Golf Rd., Rolling Meadows 60008. Tel: 640-5900. VP Midwest Region: Don Van Gorp. Reg. I Co-ord: Judy Lucas; Branch Mgr.: Jim Scully. (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.

Tape lines: Same as rec. labels.

C N S Co. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 375-4052. Owner: Charles N. Stephens. (Rec. & Tape RJ)

Capitol Recs., 6401 Gross Point Rd., Niles 60648. Tel: 647-8338. (Rec. & Tape D)

Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.

Tape lines: Same as rec. labels.

Casa Pan-Americana, see Pan American Recs.

Chicago One Stop Inc., 444 N. Lake Shore Dr. Zip: 60611. Tel: 822-9815. Pres. & Mgr.: Irving Rothblatt; VP: Howard M. Rosen. (Rec. & Tape OS)

China Books & Periodicals Inc., 174 W. Randolph. Zip: 60601. Tel: 782-6004. Mgr.: Mr. Kapczynski. (Rec. I)

Home office: San Francisco, Calif.

Imports from People's Republic of China.

Downtown Recs. Mgmt. Corp. (Rec. & Tape OS), see Mid-America Specialty.

Ernie's One Stop Recs. Inc., 1827 S. Michigan Ave. Zip: 60616. Tel: 842-4100. Owner: Ernie Leaner; Mgr.: Bill Leaner. (Rec. OS)

Fletcher's 1 Stop Recs & Tapes, 450 E. 75 St. Zip: 60619. Tel: 874-4484. (Rec. & Tape OS)

Galgano Dist'g Corp., 4147 W. Armitage Ave. Zip: 60639. Tel: 235-3800. Owner: Anthony Galgano; Mgr.: John Galgano; Buyers: Singles, Vinnie Leva; Albums, Joyce Vermilyer; Tape: Gene Gorjaczew. (Rec. & Tape OS)

Playback equip. & phonographs: Hitachi, Pioneer.

Accessories: GRT, Le-Bo, Maxell, Memorex, Recoton, Scotch, TDK. (SEE ADVERTISEMENT)

Tony Galgano Recs. Inc., 4134 W. Armitage Ave. Zip: 60639. Tel: 278-8300. Mgr. & Buyer: Tony Ignoffo. (Rec. & Tape OS)

Gibson's Town & Country One Stop, 1956 W. 51 St. Zip: 60609. Tel: 776-0700. Owners: Gregory & Kathie Gibson; Mgr. & Buyer: G.G. Gibson. (Rec. & Tape OS)

H N H Dist. Ltd., 820 Davis St., Suite 222, Evanston 60201. Tel: 492-9555. Owner: Harvey Neil Hunt; Gen. Mgr.: David C. Town. (Rec. D & I)

Labels: HNH, Unicorn.

Handelman Co., 801 Lunt Ave., Elk Grove Village 60007. Tel: 364-0230. Mgr.: Gary Bankston; Buyers: Gary Bankston, Bill & Jim Guler. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.

House Dist., 3410 Lake Shore Dr., Suite 7-E. Zip: 60657. Tel: 549-4614. Mgr.: Carol Bernstein. (Rec. & Tape D)

Home office: Kansas City, Mo. (See for prod. distributed) (SEE ADVERTISEMENT)

J S J Tape Dist. Inc., 6620 W. Belmont. Zip: 60634. Tel: 277-0550. Owner, Mgr. & Buyer: Joseph Swiatek. (Tape OS—cut-outs) (SEE ADVERTISEMENT)

K R P C O Kiderian Rec. Dist., 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Owner: Raymond Peck; Mgr.: George Peck; Buyers: Singles, Vince Hartnet; Albums, Ray Peck. (Rec. D)

Labels: Armenian, Black Beauty, Camels Hair, Chicago Sound Factory (CSF), Centaur Talent, Dick/Hike, Ghetto, Glenoaks, Illinois Prod'g Corp., Kid, Kiderian, LRM, Middle Eastern, Newberry, Paw Print, Ray Peck Prod'n, Recordgraph, Rubby, St Lewis, Trinity, Virgin Vinyl, Wind City.

Kiderian Rec. Dist., see KRPCO

Kinnara Rec. & Tape Dist., 4323 N. Elston Ave. Zip: 60641. Tel: 588-7735. 583-5085. Owner & Mgr.: Raeburn Ferlage; Albums & Tape Buyer: Steven Gusler. (Rec. D & I, Tape D)

Rec. labels: Adelphi, Advent, Aerospace, Airways, Alligator, Archive of Folk & Jazz, Archive of Piano Music, Arhoolie, Asch, Atlas, Audio Arts, Avant, Baobab, Barrelhouse, Bartok, Bay, Bet-Car, Blind Pig, Blue Goose, Blue Labor, Blue Ridge, Blues Classics, Blues Factory, Bornand, Briar, Broadside, Bullfrog, CMH, CRI, Cal, Cambridge, Classic Jazz Masters, Clay Pigeon, Con Bro, Contemporary, Conversa-Phone, County, Cowboy Carl, Crystal, Daffodil, Delos, Delos imports, Desmar, Desmar imports, Dictation Discs, Discovery, Dobre, Emily, Ensayo, Erato, Everest group, FKT, Flying Fish, Flying High, Folk Legacy, Folk Lyric, Folkways, Fox Fire, Fretless, Front Hall, GNP Crescendo, Giants of Jazz, Golden Age, Good Time, Good Time Jazz, Gramercy-5, Grapevine, Grenadilla, Grits, Guitar Player, Halcyon, IPS, improvising Artists, India Navigation, Innisfree, International Piano Archives, Interplay, JCOA, Jazz a la Carte, Jazz Archives, Jazz Society, Jin, June Appal, Kaleidoscope, Kicking Mule, Knee Deep, Labor, Lariat, Legend, Leviathan, Lovely Music, Lyricchord, MGD, Maison de Soul, Makossa, Mary, Mbari Messaround, Mr. Blues, Monmouth Evergreen, Morning Glory, Morning Star, Mountain Railroad, Nashville Jazz, Nessa, New World, New Orleans, Nimbus, North Texas State Lab Jazz, Oats imports, Oblivion, Old Timey, Orion, PM, PMP, Pandora, Paredon, Pearl, Pelican, Philly Jazz, Philo, Philomel, Phoenix, Physical, Piedmont, Progressive.



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Rec. labels imported: Affinity (UK), Big Ben (UK), Blackbird (Ireland), Black Saint (Italy), Charly (UK), Gael-Linn (Ireland), Hawk (UK), Ichechronin (Ireland), Mosaic (UK), Mulligan (Ireland), Music Gallery (Canada), Muza (Poland), Oldie Blues (Netherlands), Panorama (Sweden), Sackville (Canada), Steeplechase (Denmark), String (Ireland), Sun (France), Tangent (UK), Tara (Ireland), Topic (UK), Transatlantic (UK)

Tape lines: Advent, CMH, CMS, CR/70, Cal, Con Brio, Conversa-Phone, Discovery, Folkways, GNP Crescendo, Jin, Maison de Soul, Orion, Rebel, Rounder, Scholastic, Swallow, Takoma

La Voiz Hispana, 1824 W. Division St. Zip 60622. Tel. 525-5135. Owner, Mgr. & Buyer Nelson A. Cruz. (**Rec. & Tape OS**—Latin prod. only)

Lieberman Ents. Inc., 1000 Touhy Ave., Elk Grove Village 60007. Tel. 593-2120. Mgr. Dennis Sinclair, World. Mgr. Jerry Skillicorn; Sales Mgr. Ed Chittim; Buyers: Reg'l, Wayne Grossman, Singles, Terry Tauchen; Albums, Rob Taylor. (**Rec. & Tape RJ**)
Home office: Minneapolis, Minn. (**Rec. & Tape CS & RJ**) (SEE ADVERTISEMENT)

M & A Rec. Whslers (**Rec. RJ & OS**)—Mgr. & Buyer Jack Rose—see Surplus Rec. & Tapes.

MCA Dist'g Corp., 10700 W. Higgins Rd., Suite 100, Rosemont 60018. Tel. 298-6600. Reg'l Dir. John Burns; Branch Mgr. Marty Spieler. (**Rec. & Tape D**)
Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion

Tape lines: Same as rec. labels.

M S Dist'g Co., 7901 N. Caldwell Ave., Morton Grove 60053. Tel. 478-1133. Bd. Chm. Milton T. Salstone; Pres. Tony Dalesandro; Exec. VP. John Salston; Buyer Mark Esposito. (**Rec. & Tape D**)

Branch: Clayton (St. Louis Metropolitan Area), Mo.
Labels: APA, ASI, AVI, Ala, Alarm, Alexander Street, Aligator, Alston, Amazon, Antilles, Archives of Jazz, Arista, Arth, Audio-Technica, Big Foot, Big Sound, Blind Pig, Blue Candle, Blue Heaven, Blues Spectrum, Buddha, Canaan, Cat, Century, Channel, Cherry, Chimneyville, Chrysalis, Cloud, Country Int'l, Country Porn, Cracker Barrel, Dash, Dayspring, Delmark, Dharma, Dial, Dobre, Doctor Jazz, Dore, Drive, End, Farr, Fiction, First American, Flying Fish, 4 Star, Freedom Jazz, Fretone, Future, GRO, GRP, Gale, Gee, Glades, Golden Moon, Gold Rush, Good News, Good Sound, Gospel Roots, Gospel Tone, Great Northwest Music, Gryphon, HDM, Hob, IBC, ICA, IRDA, Inphasion, JDC, JSP, Jamm Session, Jazz a la Carte, Jazz World, Jefferson Boulevard, Jem, Juana, Kaleidoscope, Kayvette, Kox, LRC, Lab, Laff, Lamb & Lion, Legendary Ladies, Light, Little Darlin', Magnum, Mainstream, Malaco, Maranatha, Marlin, Meridian, Messenger Gospel, Mirror, Mountain Railroad, Muscle Shoals, Mushroom, Music Is Medicine, Myrrh, Nessa, New Pax, New Song, Novus, October, Orinda, Outstanding, Ovation, PAUSA, Panama, Paragon, Passport (Arista), Passport (Visa), Piccadilly, Potato, Prism, Pyramid, QCA, Quadico, RCA (DD), Ray Lawrence, Republic, Roast, Roulette, Royal Flush, Savoy, Sea Breeze, Seed, Seeds & Stems, Shields, Shiloh, Signature, Silver Blue, Solid Rock, Sound Plus, Stash, Stiff, Stone Dog, Su-D-Lu, Sun, Sunshine Sound, TK, TMS, Talisman, Taxi, Telarc, Tiger Lily, Toshiba-EMI, Umbrella, Universal Jazz, Vanguard, Virgo, Visa, WMAQ, Wanderick, Windjammer, Weird World, Wolf, Word, World Int'l Group, Zebra.

Mable Recs. (div. of Magendie Ents. Inc.), 1127 S. Mannheim Rd., Suite 212, Westchester 60153. Tel. 681-4746. Pres.: W.F. Martin. (**Rec. OS**)

Branches: Columbus, Miss.; Gray Court, S.C.

Mid-America Specialty Dist. Inc., 444 N. Lake Shore Dr. Zip 60611. Tel. 822-0822. Pres. Howard M. Rosen. (**Rec. & Tape RJ**), (**Rec. & Tape OS** as Downtown Recs. Mgmt. Corp.)

Mr. T's Volume Rec. & Tape Sales, 1728 E. 87 St. Zip 60617. Tel. 375-8445. Owner: Max Tannenbaum; Sales Mgr.: Johnny Johnson. (**Rec. & Tape D, OS & RJ**)

Distributes cut-outs, overstocks, promotional material.
Multinational Dists. Inc., 3514 W. 26 St. Zip 60623. Tel. 522-1877. Mgr.: Miguel Remon, Singles, Albums & Tape Buyer: Adelqui Boue. Local branch: 1454 N. Milwaukee Ave. Zip 60622. Tel. 227-8181. (**Rec. & Tape OS, RJ, I & E**)

One Way Recs., 3220 W. Cermak Rd. Zip 60623. Tel. 522-9238. Owner & Albums Buyer: Ofte Reese; Mgr. & Singles Buyer: Norma Reese. (**Rec. OS**)

Pan American Recs. Inc. (Casa Pan-Americana), 3751 W. 26 St. Zip 60623. Tel. 521-1100. Pres. Gustavo Silva. (**Rec. & Tape D, OS & RJ**)

Rec. labels: ARV, Alegre, Alhambra, All Art, Ansonia, Antilla, Arcano, Arriba, Audio Latino, Audimex, Audiovox, Azteca, Bego, Bernal, Borinquen, Buena Suerte, CBS de Mexico, CR, Caliente, Capri, Carino, Caytronics, Columbia, Costeno, Cotique, Crazy Cajun, Cri Cri, DLV, Del Rio, Del Sol, Del Sur, Del Topo, Del Valle, Dimsa, Disco Grande, Discolando, Discuba, Disneylandia, Dominante, EGC, East Bend, Eco, Falcon, Fama, Fania Int'l, Flor, Flor Mex, Freddie, Fuentes, GC, Gas, Gema, Good Luck, Guti, Ideal, Impacto, Inca, Keylock, Kubaney, Latin Int'l, Latin Soul, Magda, Marsol, Mate, Mericana, Mexico, Mex Melody, Miami, Mister G, Montilla, Musart, Musimex, Neliz, Norteno, Novavox, Nuevo, ORO, Odeon, Orfeon, Pan Americana, Papatote, Parnaso, El Pato, Peerless, Pronto, Raff, Ramex, Rovi, Safari, Seeco, Sombrero, Son Art, Sonolux, TH, TR, Tear-drop, Tecca, Tex-Mex, Tico, Tikal, Torres, Tropical, UA Latino, Vaya, Velvet, West Side, ZAZ, El Zarape, Zeida
Tape lines: Ansonia, Antilla, Arcano, Arriba, Audio Latino, Audiomex, Audiovox, Bego, Bernal, Buena Suerte, CBS de Mexico, CR, Caliente, Capri, Carino, Caytronics, Columbia, Cotique, Crazy Cajun, Del Rio, Del Sur, Del

Topo, Del Valle, Dominante, EGC, Falcon, Fama, Fania Int'l, Freddie, Fuentes, Gas, Gema, Inca, Keylock, Kubaney, Latin Int'l, Latin Soul, Magda, Marsol, Mex-Melody, Musart, Musicmex, Norteno, Novavox, Orfeon, Parnaso, Peerless, Raff, Ramex, Rovi, Safari, Seaco, TH, TR, Teca, Tex-Mex, Vaya, West Side, ZAZ, El Zarape, Zeida.

Pickwick Int'l Inc., Rack Servs. Div., 779 Church Rd., Elmhurst 60126. Tel. 832-8850. Opns. Mgr. Stewart Gershbaum; Sales Mgr. Bill Silverthorne; Buyer: John Castellanos. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.
Polish Rec. Center of America, 3055 N. Milwaukee Ave. Zip: 60618. Tel. 772-4044. Owner: Jan Wojewodka. (Rec. & Tape I)

Imports from Poland.
PolyGram Dist'n Inc., 4825 N. Scott St., Bldg. 2, Suite 206, Schiller Park 60176. Tel. 671-5380. Reg'l VP: Harry Lask; Branch Mgr.: Ralph Kick. (Rec. & Tape D)
Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Limelight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.
Tape lines: Same as rec. labels.

Progress Rec. Dist'g Inc., 930 Lee St., Elk Grove Village 60007. Tel. 593-5955. Pres.: Joe Simone; VP & Gen. Mgr.: Harold Davis; Buyer: Chuck Spedel. (Rec. & Tape D)

Branch: Indianapolis, Ind.—also see listing in Highland Heights (Cleveland Metropolitan Area), Ohio
Labels: Abkco, Argo, Aries II, Barnaby, Beserkley, Birthright, CTI, Churchill, Gime, Concord Jazz, Cream, Creed, Cyclone, Disneyland, Exello, Fantasy, Galaxy, Gordy, Gospel Truth, GRT, Hi, Janus, Kudu, Le Joint, L'Oiseau Lyre, London, Mango, Midson, Milestone, Motown, Muse, Nashboro, Pacific Arts, Parrot, Prelude, Prestige, Prodigal, Ranwood, Rare Earth, Richmond, Riverside, Scorpion, Shadow, Shadybrook, Shock, Soul, Stax, Tamla, Telefunken, Threshold, Tomato, UK, Venture, Vista, Waterhouse, Xanadu.

RCA & A&M & Assoc'd Labels, 1415 W. 22 St., Suite 300, East Oak Brook 60521. Tel. 986-8300. Reg'l Sales Dir.: Bill Swearingen; Branch Sales Mgr.: Tom Potter. (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Sal-soul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.

Rac A Recs., 1801 S. Lumber, Zip: 60616. Tel: 666-3828. Owner & Buyer: William Knapp; Mgr.: Charles Knapp. (Rec. & Tape RJ & E)

Rainbow Recs., 144 W. Northwest Hwy., Palatine 60067. Tel. 991-7373. Gen. Mgr.: Norm Rosenthal; Buyer: Chris Lynde. (Rec. & Tape OS)

Ruby Sales Co. Inc., 4038 W. Armitage, Zip: 60639. Tel. 276-5484. Owner, Mgr. & Buyer: R.W. Lawrence. (Rec. & Tape RJ)

Chet Schafer Prod'ns, 864 N. Ashland Ave. Zip: 60622. Tel. 421-4372. Owner & Buyer: Chet Schafer. (Rec. & Tape D)

Rec. labels: Bel-Aire, Chicago Polkas, Dyno, Halo, Halo, Ram, Sound, Starr, Steljo.
Tape lines: Bel-Aire, Chicago Polkas, Dyno, Halo, Sound, Steljo.

Sound Unlimited, 5404 W. Touhy, Skokie 60077. Tel: 674-0850. Pres.: Noel Gimbel. (Rec. & Tape OS, RJ & I)
Branches: Denver, Colo.—Mile Hi One Stop (Rec. & Tape OS & RJ), & Pan American Rec. Supply (Rec. & Tape D)

Imports cut-outs.
Playback equip.: Clarion, Craig, Jensen, Pioneer
Accessories: Blank tape (Maxell, Memorex, Scotch, Sony, TDK), carrying & storage cases (Le-Bo, Hagerstown), needles (Planstiehl), Calibron, Discwasher, Nor-tronics, & Watts prods.

Surplus Recs. & Tapes, 1801 S. Lumber St. Zip: 60616. Tel. 421-1003. Pres.: Merrill Rose; Gen. Mgr. & Buyer: Jack Rose. (Rec. D), (Rec. RJ & OS as M&A Rec. Whslers.)

Branch: Rochelle Park, N.J. (Rec. D & E, Tape E)
Distributes cut-outs & surplus. (SEE ADVERTISEMENT)
Trackdown Rec. Dists., 542 S. Dearborn St., Suite 1102, Zip: 60605. Tel. 486-2989. Owner: S.T. Williams. Local branches: PO Box 295, 1950 Division St., Chicago Heights 60411; PO Box 33, Markham 60426. (Rec. D, OS, RJ, I & E)

Branches: Midfield (Birmingham Area), Selma, Ala.; Phoenix, Ariz.; Canoga Park, Hollywood & North Hollywood (Los Angeles Metropolitan Area), Oakland (San Francisco & Bay Area), Calif.; Hialeah (Miami Metropolitan Area), Fla.; Columbus, Stone Mountain (Atlanta Metropolitan Area), Ga.; Cheneyville, La.; Greenville, Moss, Miss.; Jersey City, N.J.; Albuquerque, N.M.; Asheville, Laurinburg, Lillington, Raleigh, N.C.; Greenville, S.C.; Taylor, Tex.; Richmond, Va.

Labels: Black Kat, Cash in Today, Cherub, Cowyody, Full Speed Ahead, PM, Rhythm, Trackdown.

Fernando Vian, 2151 N. Humboldt Blvd. Zip: 60647. Tel. 278-7613. (Rec. & Tape D)
Home office: Los Angeles, Calif. Discos Latin Int'l.
Rec. labels: Fono Rex, Latin Int'l, Microfon, Pega.
Tape lines: Same as rec. labels.

Warner/Elektra/Atlantic Corp., 222 W. Sivert Court, Bensenville 60106. Tel. 595-6000. Mgr. Al Abrams. (Rec. & Tape D)
Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Mantecore, Nemporer, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, W.M.O.T., Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer, Zephyr.
Tape lines: Same as rec. labels.



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- **MOLINE (Area Code 309)**
Mobile Rec. Serv. Co., 3500 60 St., Apt. 4, Zip: 61215. Tel: 797-2973. Mgr.: Irwin Baraff. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.
- **PEORIA (Area Code 309)**
Sound Investment Inc., 1109 W. Main, Zip: 61606. Tel: 673-3887. Owner: W.R. Love; Mgr.: Dave Roger; Buyers: Dave Roger, Sheldon Eater, Sue Anderson, Jim Gunn. (Rec. OS)
- **ROCKFORD (Area Code 815)**
Festival of Song Music Co., 1519 Windsor Rd. Zip: 61111. Tel: 654-1260. Pres.: E.L. Myers; Albums Buyer: Richard L. Myers. (Rec. & Tape D)
Rec. labels: Agape, Avant Garde, BeeGee, Bridge, Calvary, Cam, Canaan, Capitol, Chapel, Chime, Columbia, Copeland, Diadem, Discovery, Edify, Goff, Gusto, Harvest, Headline, Heart Warming, Heritage, Hope, Impact, Jim, Kiddyland, Lamb & Lion, Light, London, MCA, Manna, Maranatha, Message, Messianic, Nashboro, New Creation, New Life, One Way, Peacock, Pickwick, QCA, RCA, Rainbow, Ranwood, Reverence, Sacred, Savoy, Sing, Singcord, Skylite, Sunrise, Superior, Supreme, Tempo, Triangle, Vista, Word, Word of God, World Wide.
Tape lines: Same as rec. labels.

INDIANA

- **ANGOLA (Area Code 219)**
Gospelrama, PO Box 267, Zip: 46708. Tel: (219) 665-9540; WATS: (800) 348-4677; Indiana WATS: (800) 552-1794. Owner: F. Michael Colacurci. (Rec. D & OS—religious prod. only)
Labels: Birdwing, Calvary, Canaan, Creative Sound, Foster, GTR, Good Life, Green Tree, Heart Warming, Hope, Housatop, Impact, Jews for Jesus, Light, Maiden, Manna, Messianic, Myrrh, New Life, RCA, Rainbow Sound, Skylite, Sunrise, Sparrow, Star Song, Tempo, Word, Zonderman.
- **DECATUR (Area Code 219)**
Midwest Dist., 138 N. Second St. Zip: 46733. Tel: 724-2066. Mgr. & Buyer: Deane May. (Rec. & Tape RJ)
Home office: Fort Wayne, Ind. (Exec. office only)
- **ELWOOD (Area Code 317)**
New Light Dist. Inc., 521 N. Anderson St. Zip: 46036. Tel: 552-9846. Pres. & Buyer: Jim Cochran. (Rec. D)

Distributes cut-outs & overstocks. (SEE ADVERTISE-
MENT)

- **EVANSVILLE (Area Code 812)**
Mobile Rec. Serv. Co., 2244 E. Virginia St. Zip: 47711. Tel: 477-3927. Mgr.: Mark Dale Schweickart. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.
- **FORT WAYNE (Area Code 219)**
Midwest Dist., 2415 Forest Park Blvd. Zip: 46805. Tel: 483-8230. Owner & Mgr.: Walt Ostermeyer. (Exec. office only)
Branch: Decatur, Ind. (Rec. & Tape RJ)
Mobile Rec. Serv. Co., 5336 Southbrook Rd. Zip: 46815. Tel: 485-9446. Mgr.: Jon R. Didier. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.
Tallman One Stop, 1023 E. Pontiac St. Zip: 46803. Tel: 456-8422. Owner: Robert Hatcher Sr.; Mgr. & Buyer: Patricia Hatcher. (Rec. & Tape OS)
- **GARY (Area Code 219)**
Paradise One Stop, 2035 W. 15 Ave. Zip: 46404. Tel: 944-9273. Owner & Buyer: Quinton Nunn; Mgr. & Buyer: Rose Nunn. (Rec. & Tape OS)
United Nat'l Rec. Sales, 4393-91 Tri-City Plaza. Zip: 46406. Tel: 949-1208, 949-1378. Owners: Bobby & Maxine Joiner. Local branches: 1101 E. 21 Ave. Zip: 46407. Tel: 882-4210—8038 E. Melton Rd. Zip: 46403. Tel: 938-4820—3815 Broadway. Zip: 46409. Tel: 884-7200—4704 Indianapolis Blvd., East Chicago 46312. Tel: 398-7464. (Rec. OS)
Woodard Rec. Serv., 2011 Madison St. Zip: 46407. Tel: 885-1908. Owner & Mgr.: Dewitt W. Woodard. (Rec. & Tape RJ)
- **INDIANAPOLIS (Area Code 317)**
Father's & Sun's Inc., 4100 Industrial Blvd. W. Zip: 46254. Tel: 293 5310. Telex: 272127. Pres.: David Crockett; Exec. VP: Marc Freije; Mktg. & Sales: Steve Druley; Album & Tape Buyer: Don Simpson. (Rec. & Tape OS, I & E)
Labels: JCOA; also distributes cut-outs & overstocks.
Labels imported: ECM (Germany), European rock & jazz labels.
Accessories: Blank tape (Maxell, Memorex, TDK), tape carrying & storage cases (Savoy, Service), sleeves, plastic bags, Audio-Technica, Discwasher, Sound Guard & Watts prods. (SEE ADVERTISE-
MENT)
Lieberman Ents. Inc., 5550 Progress Rd. Zip: 46241. Tel: 247-8491. Mgr.: Ken Sinclair; Opns. Mgr.: Danita La Ban; OS Mgr.: Tom O'Flynn; Buwers: Singles, Patty Johnson; Albums, Jim Coffin. (Rec. & Tape OS & RJ)
Home office: Minneapolis, Minn. (SEE ADVERTISE-
MENT)
PolyGram Dist'n Inc., 4009 S. High School Rd. Zip: 46241.

- Tel: 856-3741. Opns. Mgr.: Ron Corya; Ass't Opns. Mgr.: Chuck Reynolds. (Rec. & Tape D—depot)
Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casa-blanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Limelight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.
Tape lines: Same as rec. labels.
Progress Rec. Dist'g Inc., 6325 Gilford, Suite 3A, Zip: 46208. Tel: 259-4873. Sales: Michael Holmes. (Rec. & Tape D)
Home office: Elk Grove Village (Chicago Metropolitan Area), Ill.—see for prod. distributed.
Scott's One-Stop Rec. & Tape Serv. Inc., 1319 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Pres.: Lew Jones; Opns. Mgr.: Don Gobrecht; Sales Mgr.: W.L. Busby. (Rec. & Tape OS)

- **MOORESVILLE (Area Code 317)**
Golden Memories Recs. Inc., PO Box 127, 136 Maple Ln. Zip: 46158. Tel: 831-5207. Pres.: William J. Haskett. (Rec. D & E)
Distributes oldies. (SEE ADVERTISE-
MENT)
- **VALPARAISO (Area Code 219)**
Music Mdrs. Inc., 2904 E. Cascade Dr. Zip: 46383. Tel: 465-1567. Owners: Michael Quick, Mark Duggleby. (Rec. & Tape RJ)

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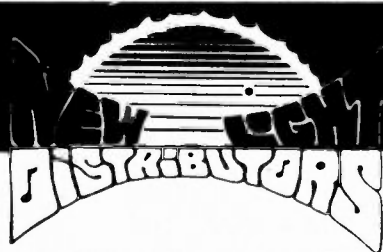
- **DES MOINES (Area Code 515)**
Pickwick Int'l Inc., Rack Servs. Div., 2400 Sunset Rd. Zip: 50321. Tel: 282-8185. Opns. Mgr.: Wayne Olson; Sales Mgr.: Jerry Parker; Buyer: Ray Munson. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

KANSAS

- **LAWRENCE (Area Code 913)**
Kief's Rec. & Stereo Supply Inc., PO Box 2, 2100-A W. 25 St. Zip: 66044. Tel: 842-1544. Owner: John J. Kiefer; Buyer: Steve Wilson. (Rec. & Tape OS & RJ)
- **SHAWNEE MISSION AREA (Area Code 913)**
Hoffman Inds. Inc., 8441 Quivira, Lenexa 66215. Tel: 888-4885. Owner, Singles & Tape Buyer: Arnold J. Hoffman. (Rec. & Tape RJ)
Total Sound Dist., 5622 Johnson Dr., Mission 66202. Tel: 384-0300. Owner & Mgr.: Allan Levy. (Rec. & Tape OS)
- **WICHITA (Area Code 316)**
Friends II Music Inc., 2349 Amidon, Zip: 67204. Tel: 838-3375. Pres.: Gary L. Simmons; Mgr.: Ken Long. (Rec. & Tape OS & RJ)
Branch: Kansas City, Mo.

KENTUCKY

- **CAMPBELLSVILLE (Area Code 502)**
Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron. (Rec. & Tape D, OS & RJ)
Rec. labels: Christian Faith, Design, Heart Warming, Hilltop, Little Darlin', Pickwick, Sing, Skylite, Songs of Faith, Stateswood, Temple, Up Front.
Tape lines: Nashboro, Nashville, Paramount, Pickwick, Plantation, Premier, Radiant, SSS Int'l, Scepter, Sing, Skylite, Songs of Faith, Starday-King, Stateswood, Sun, Word.
Playback equip.: Arthur Fulmer, Stellanonic.
Phonographs: Delmonico, Major, Victor.
Accessories: Spindles (BSR), tape caddies (Amberg), head cleaners (Transcriber), needles & cartridges (Electro-Voice, Transcriber).
- **COVINGTON AREA (Area Code 606)**
RCA & A&M & Assoc'd Labels, 2330 Royal Dr., Fort Mitchell 41017. Tel: 331-9300. Sales Mgr.: John Rucker. (Rec. & Tape D)
Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tontoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.
- **LEXINGTON (Area Code 606)**
R T & E Inc., 1026 Nandino Blvd. Zip: 40582. Tel: 255-8707. Owner: Jim Stivers; Gen. Mgr.: Jeff Aubrey; Buyers: Singles, Mona Lancaster; Albums & Tape, Tony Connor; Sales: Paco Smith. (Rec. & Tape OS & RJ)



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Kings Rec. Shop, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Owner & Mgr.: Gene King. Buyers: Singles, Ann King. Albums & Tape, Gene King. (Rec. & Tape OS & I)

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Orbit Radio, PO Box 1644. Zip: 40201. Tel: 584-5535. Owner & Mgr.: S.A. Cisler. (Rec. & Tape I & E)

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Shively One Stop, 4464 Shively Center. Zip: 40216. Tel: 447-4951. Owner & Mgr.: A.R. Brown. (Rec. & Tape OS)

• **OWENSBORO (Area Code 502)**

Wax Works Inc., 325 E. Third St. Zip: 42301. Tel: 926-0008. Owners: Leroy & Terry Woodward; Buyer: Larry Devuono. (Rec. OS & RJ; Tape D, OS & RJ)

Tape lines: ABC, A&M, Capitol, Columbia, Disneyland, GRT, Heart Warming, MCA, MGM, Mercury, Motown, Philips, Polydor, RCA, Smash, WEA, Word.

Webster's Inc., 1308 W. Ninth St. Zip 42301. Tel: 926-4441. Owner & Mgr.: Doug Webster. (Rec. & Tape RJ)

• **WILLIAMSBURG (Area Code 606)**

H & R Dist's., Box 619, Rt. 4. Zip: 40769. Tel: 549-3392. Owners, Mgrs. & Buyers: Glen & Mildred Leger, James E. Taylor. (Tape RJ—budget lines, cut-outs, sound-alikes)

• **NEW ORLEANS AREA (Area Code 504)**

All South Dist'g Corp., 1924 Lafayette St., Zip: 70113. Tel: 568-0971. Owner: Warren K. Hildebrand; Mgr.: Richard Brown; Buyers: Singles, Jeff Fontz; Albums, Warren Hildebrand, Jeff Fontz, Steve Gifford, Gladin Scott. (Rec. & Tape D, OS & RJ)

Rec. labels: ASI, Abet, Abkco, Ala, Alston, American Variety, Anthem, Archives of Jazz, Arhoolie, Arista, BTM, Barnaby, BeeGee, Biograph, Black Forum, Black Gold, Black Jazz, Blue Canyon, Blues Classics, Blue Star, Bold, Brunswick, Buddah, CMH, CTI, Cadet, Caedmon, Calla, Canaan, Cat, Checker, Cherry Red, Chess, Chimneyville, Chisa, Chrysalis, Cin/Kay, Commercial, Cream, Creative World, Creed, Crossover, Dakar, Daybreak, Deram, Dictation Disc, Disneyland, Dooto, Dore, Douglas, Drive, ESP, Excello, Fantasy, 50 States, 4 Star, GRT, GWP, Gamble, Gec, Glades, Gold Cup, Golden, Gordy, Gospel, Grateful Dead, Greedy, Gull, H&L, Heart Warming, Hi, IRDA, Impress, Inner City, JB, Jamie, Janus, Jewel, Jim, Jin, Kayvette, Kent, Koko, Kudu, Lafl, Light, Living Language, London, MAM, Magic Disc, Mainstream, Malaco, Mankind, Mardi Gras, Marlin, Mericana, Milestone, Mojo, Monkey, Motown, Muse, Mushroom, Music Is Medicine, Musicor, Nashboro, Natural, Natural Resources, Olde World, Old Timey, Old Town, Onyx, Original Sounds, Ovation, Parrot, Partee, Passport, Paula, Peter Pan, Phil-L-A, of Soul, Plantation, Platinum, Poppy, Prestige, Prima, Project 3.

LOUISIANA

• **ALEXANDRIA (Area Code 318)**

Gospel Dist. Inc., PO Box 1706, 1212 Main St. Zip: 71301. Tel: 443-2549. Owner & Mgr.: J.D. Davis. (Rec. D, OS & RJ)

Distributes all gospel labels.

Music Racks, 1406 Fourth St. Zip: 71301. Tel: 453-2549. Owner & Mgr.: J.D. Davis. (Tape OS & RJ)

• **BATON ROUGE (Area Code 504)**

New Generation Inc., 10010 Florida Blvd. Zip: 70815. Tel: 272-1700. Mgr.: Irwin Shaab. Local branch: 3332 Highland Rd. Zip: 70808. Tel: 383-9700. Mgr.: Joseph Shaab; Buyer: David Trivanovich. (Rec. & Tape RJ)

• **CHENEYVILLE (Area Code 318)**

Trackdown Rec. Dist's., Box 60-A. Zip: 71322. (Rec. D, OS, RJ, I & E)

Home office: Chicago, Ill. (See for prod. distributed)

• **GONZALES (Area Code 504)**

Gonzales Music Whsle., PO Box 1153, Southland Dr. Zip: 70737. Tel: 644-2801. Owner: Roy J. Shaw. (Rec. OS)

• **LAFAYETTE (Area Code 318)**

Stagg's Music Shoppe, 503 N. University. Zip: 70501. Tel: 232-1575. (Rec. OS)

• **LAKE CHARLES (Area Code 318)**

Goldband Rec. Dist. Corp., PO Box 1485, 313 Church St. Zip: 70602. Tel: 439-8839. Pres.: Eddie Shuler; Buyer: Jeff Le June. (Rec. & Tape D, I & E)

Rec. labels: Adam VIII, Alshire, Americana, Anla, Big D, Bold, Canaan, Commercial, Con Brio, Discus, Esquire, Farm, Folk-Star, Goldband, Gusto, Heart Warming, Impact, Jador, Jeb, Jin, Lanor, Light, Luffcin, Lyric, Myrrh, Pelican, Power Pak, Puget Sound, Resco, Scorpio, Shannon, Soul Unlimited, Sparrow, Starday-King, Strobe, Swallow, Tempo, Word.

Tape lines: Same as rec. labels. (SEE ADVERTISE-
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Tape lines: All lines.
Accessories: Capitol, Fidelitone, Le-Bo, Memorex, Savoy.

Is Music Inc., 8700 W. Judge Perez Dr., Chalmette 70043. Tel: 279-1120. Mgr. & Buyer: Gary J. Edwards. (Rec. & Tape D & E)

Rec. labels: Bourbon 641, Crescent Country, Dulsi, Fat Tuesday, Nobility, Second Line, Sound of New Orleans.
Tape lines: Same as rec. labels. (SEE ADVERTISEMENT)

Lean Rec. Dist'g Co., 2815 Octavia St. Zip: 70115. Tel: 866-3478. Owner & Buyer: Lou Welsh Jr. (Rec. & Tape D)

Rec. labels: All American group, Biograph, Blue Beat, Con Brio, Cross Country, Deluxe, Dobre, Federal, Firecracker, First Generation, Folly, Golden Moon, Gold Rush, Gusto, Hollywood, Jam Session, Lab Jazz, Little Gem, Ludu Kay, Milagro, Nationwide Sound group, One-Way, Pilot, Power Pak, QCA, Rainbow, Rice, Rob

Chris, SCR, SSS Int'l, Sapphire, Second Generation, Sounds of Music, South Breeze, Starday/King, True, World Int'l group.

Tape lines: Biograph, Gold Rush, Plantation, Power Pak, Starday/King, SSS Int'l, Sun.

Lee Rec. Dist., 4546 S. Park Dr. Metairie 70001. Tel: 888-2406. Owner, Mgr. & Buyer: Paul V. Lee. Local branch: 122 Focis St. (Rec. D)

Labels: ABC, ABC-Dot, ABC-Duke, ABC-Dunhill, ABC-Peccock, ABC-Songbird, Alligator, Benjie, Blue Goose, Delmark, Era, Federal, Fire, Fury, Goldies-45, Riverside, Souffle, Soul-Po-Tion, Specialty, Springboard, Starday-King, Symposium, Takoma, Trip, Trix, Up Front, Yazoo.
One Stop Rec. Shop Inc., PO Box 50833. Zip: 70150; 1400 N. Broad St. Zip: 70119. Tel: 821-1061. Owner & Mgr.: Joe Assunto; Buyer: Lloyd Legendre. (Rec. OS)
Record Sales of New Orleans, 1525 Airline Hwy., Metairie 70001. Tel: 837-8110. Gen. Mgr. & Buyer: Dave Shtrick. (Rec. & Tape OS).

● **SHREVEPORT (Area Code 318)**

B & B Sales Inc., PO Box 7038, 1014 Joseph St. Zip: 71107. Tel: 226-0105. Owner & Mgr.: Al Bell; Buyers: Karen Wasserman, Al Bell. (Tape D)

Tape lines: Adam VIII, Capitol, MCA, Pickwick/Camden, Power Pak, RCA, Starday-King, United.

Playback equip.: Electra Radio, Arthur Fulmer, Pioneer. Stan's Rec. Serv., 728 Texas St. Zip: 71101. Tel: 222-7182. Owner: Stanley J. Lewis; Mgr.: Ronnie Lewis;

Buyers: Singles & Albums, Ronnie Lewis, Jesse Camp, Frankie Spano; Tape, George Willis. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)

● **SULPHUR (Area Code 318)**

Keene & Mashburn Inc., 1625 Arizona St. Zip: 70663. Tel: 625-4276. Mgr. & Buyer: Keith Lawrence; Ass't Buyer: Mark Thompson. Local branch: PO Box 1075, 1401 Cypress St. Zip: 70663. Tel: 527-6333. (Rec. & Tape OS & RJ)

● **VILLE PLATTE (Area Code 318)**

Floyd's Whsie. Dist. Co., PO Drawer 10, 434 E. Main. Zip: 70586. Tel: 363-2184. Owner: j. Floyd Soileau; Mgr.: Ray Lafleur; Buyer: Terry Lafleur. (Rec. D, OS & E, Tape D, OS & RJ)

Rec. labels: American Playboy, Arctic, Arhoolie, Bayou, Boo Ray, Cajun Classics, Cajun Jamboree, Canaan, Crazy Cajun, D, Dooto, Eric, GRC, Goldband, Jewel, Jin, Joliette, Lanor, Lyric, Maison de Soul, NSD, Original Sound, Partee, Paula, Rebel, Rounder, Showtime, Specialty, Springboard, Starbarn, Starflite, Swallow, Trash, Tripp, Word.

Tape Lines: Arhoolie, Crazy Cajun, D, Dooto, GRT, Goldband, Jin, Original Sound, Partee, Specialty, Swallow, Trash.

Playback equip.: General Electric, Hitachi, Panasonic. **Accessories:** GRT, Le-Bo, Pfanstiehl, Seebro.

MAINE

● **AUGUSTA (Area Code 207)**

D I S C Inc., PO Box 2207, 10 Front St. Zip: 04370. Tel: 623-3566. Owner: H.J. Wilder; Mgr.: Singles & Albums Buyer: Glen Peabody. (Rec. & Tape D, OS & RJ)

Labels: CBS, Capitol-EMI, MCA, Newworld, Polygram, RCA/A&M, Sine Qua Non, WEA.

Accessories: Discwasher, Hollywood, Maxell, Memorex, Sound Guard.

● **PORTLAND (Area Code 207)**

Commercial Dist., 8 Somerset St. Zip: 04101. Tel: 774-5362. Owners: Jack & Herbert Holmes; Gen. Mgr.: Bill Hemmens; Opns. Mgr.: Bill Tiffany; Buyers: Singles, Ron Hawkes; Albums & Tape, Bill Tiffany. (Rec. & Tape D, OS & RJ)

Rec. labels: CBS, Capitol, London, MCA, MGM, Motown, RCA, United Artists, WEA group.

Tape lines: All lines.

Accessories: Recoton, Savoy, Watts.
East Coast Dist., 200 Anderson St. Zip: 04101. Tel: 772-5665. Owner: John Jannace; Mgr.: David Gonyer; Buyers: Singles, Dick Horton; Albums & Tape, David Gonyer. (Rec. & Tape RJ)

Photographs & Playback equip.: Sony.

MARYLAND

● **BALTIMORE METROPOLITAN AREA (Area Code 301)**

Action Dist'g Co., 3921 Hollins Ferry Rd., Lansdowne 21227. Tel: 242-5055. Owners: Sam & Mark Anoff; Mgr. & Buyer: Sam Anoff; Sales: Mark Anoff. (Rec. & Tape D)

Labels: Abattoir, Alshire, Artist Rec'g Co., Audio Arts, Audio Gospel, Award, Blue Canyon, Blue Diamond, Bobco, Boblo, Boyd, Brogan, Burgundy, CDC, CIE, CJ, Candle, Charta, Checkmate, Commercial, Con Brio, Concorde, Corona, Crescent, Crusader, Current, DER, Dale, Dallas, Darko, DeeMora, Denim, Dharmas, Door Knob, Doylen, Eagle, Edge, Erin, Essar, Fabolus, Farm, Farview, Favorite Song, 50 States, First Generation, Flick, 4 Star, Fretone, From the Country, G-Bar, GC, GMC, Gemini, Genesis, Gil's Funny Recs., Goddess, Golden Angel, Graceland, Group 5, HSE, Heart Warming, Hilltop, Hit & Run, IRDA, Impact, Inergi, It's Just Country, Jade, Jemkt, Jim, KBA, Kansa, Kansas City, King's Music City, Linox, Little Nashville, Little Ritchie, MMI, Marlo, Maverick, Mercantile, Monitor, NSD, Nashville Country, Nu-Trayl, Ortega, Pantheon Desert, Papa Joe's, Phono, Pickwick, Pinnacle, Pot o' Gold, Prairie Dust, QCA, RDS, Rebel, Renegade, Resco, Roundtable, Royal American, Scorpion, Scrimshaw, Silver Sword Audio, Solid Smoke, Soul Town, Soundwaves, South Breeze, Spirit, Spring River, Starday, Stoneway, Su Ann, Sunshine Country, Superior, TAO, TNB, Teddy Bear, 3J, Title, Travel, True, WILD, World Wide Sound, Yahoo.

Artistic Music Dist., 9033-C Red Branch Rd., Columbia 21045. Tel: 997-1060. Owner & Buyer: Ed Fitch. (Rec. I)

Imports from Europe & Japan.

Ellis Dist'g Corp., 33 New Plant Court, Owings Mill 21117. Tel: 363-1212. Owner: Edgar H. Ellis; Gen. Mgr. & Buyer: Florence Cohen; Warehouse Mgr.: Greg Gaslois. (Rec. & Tape RJ)

Handleman Co., 8320 Sherwick Court, Washington Ind'l Park, Jessup 20794. Tel: 953-1771. Mgr.: Herman Knight; Buyers: Herman Knight, John Schlempp. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich.

Largo Music Corp., 9195 Red Branch Rd., Columbia 21045. Tel: 995-1776. Owner: Lawrence M. Goldberg; Mgr.: Raymond L. Creighton; Singles, Albums & Tape Buyer: Justin Dudley. (Rec. & Tape OS & RJ)
Branch: Garden Grove, Calif.

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Rec. labels: Backstreet, Butterfly, Coral Infinity, LAX, MCA, Songbird, Source, Vocalion.
Tape lines: Same as rec. labels.

Mar Matic Sales Co. Inc., 1140 E. Cold Spring Ln. Zip: 21239. Tel: 435-1477. Owner: Maurice Sykes; Mgr.: Joseph S. Barranco; Singles Buyer: Phyllis Farinholt. (Rec. OS & E)

Marshall-Mangold Dist'g Co. Inc., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. Owner: Manny Goldberg; Mgr.: Sandy Miller. (Rec. D & RJ)
Rec. labels: Archive of Folk & Jazz, Camden, Design, Disneyland, Everest, Peter Pan, Pickwick, Up Front.
Tape lines: Disneyland.

Musical Sales Mobile Serv. (Rec. & Tape RJ), see Musical Sales One Stop Inc.

Musical Sales One Stop Inc., 49 W. Oliver St. Zip: 21201. Tel: 837-5757. Pres.: Milton Bereson; Gen. Mgr.: Mashe Mehlman; Buyers: Singles, Walter Meineke; Albums, Joe Stinett; Tape, Allen Martin. (Rec. & Tape OS & E). (Rec. & Tape RJ as Music Sales Mobile Serv.)

Pickwick Int'l Inc. Rack Servs. Div., 142 Alco Pl. Zip: 21227. Tel: 247-2550. Opns. Mgr. & Buyer: Victor Tremmel; Sales Mgr.: Tommy Lenaghan. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

Potomac Music & Rec. Serv. Inc., 1009 Cathedral St. Zip: 21201. Tel: 837-7726. Mgr.: John Kaminski; Buyer: Regina Schwaab. (Rec. & Tape OS)
Home office: Hyattsville, Md.

Wollman's Music, 233 S. Broadway. Zip: 21231. Tel: 675-7990. Owner & Buyer: Helen Wollman; Mgr.: Sharon Botkin. (Rec. OS)

Zamoiski Co., 1101 De Soto Rd. Zip: 21223. Tel: 644-2900. Owner: Calman J. Zamoiski Jr.; D & OS Mgr.: Joyce Heider; RJ Mgr.: Jim Lavis; Promo. Dir.: Ted Zlatin; Buyers: Singles, Cindy Rocawich; Albums, Joyce Heiders. (Rec. D & RJ; Tape D, OS & RJ)
Rec. labels: ASI, AVI, Abkco, Advent, All Platinum, Amherst, Bar B-Q, Big Sound, Big Town, Biograph, Blue Heaven, Brunswick, Cadet, California, Calliope Festival, Camden, Channel, Checker, Chess, Cin/ Kay, Claridge, Classic Jazz, Con Brio, Concord Jazz, Connoisseur Society, Corral, Country Porn, Cream, Crosswind, Dakar, Dictation Disc, Dooto, Drive, EFS, Emus, Everest, Fiesta, GNP Crescendo, Glori, Greedy, Grenadilla, Gryphone, H&L, Hi, Hickory, Hit Int'l, Hob, Humpin Int'l, ICA, IJE, Inner City, Island, JDC, Jupiter, Kent, LA, LA Int'l, LRC, Libra, Little Darlin', Major Marketing, Malcolm X, Mango, Nostalgia Lane, Olde Worldie, PA/USA, Pacific Arts, Panama, Pickwick, Prism, Project 3, Pyramid, QCA, Quintessence, Rebecca, Red Rooster, Request, Roadshow, Roulette, Sahara, Sandcastle, Shelby Singleton, Signature, Stang, Strawberry, Sun, Syntonic Research, TEC, TK, TPI, Turbo, United, Versatile, West End, Zebra
Tape lines: Same as rec. labels.
Photographs: Zenith
Accessories: Ampro, Le-Bo, Maxell, Memorex, Pacific, Porpatone, Reoton, Service, TDK. (SEE ADVERTISEMENT)

● **GERMANTOWN (Area Code 301)**
Capitol Recs., Century XXI, 20030 Century Blvd. Zip: 20767. Tel: 428-0790. (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.
Tape lines: Same as rec. labels.

● **GREENBELT (Area Code 301)**
PolyGram Dist'n Inc., 9111 Edmonston Rd., Suite 201. Zip: 20770. Tel: 474-3700. Mgr.: Harvey Rosen. (Rec. & Tape D)
Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Lighthouse, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.
Tape lines: Same as rec. labels.

Warner/Elektra/Atlantic Corp., 9200 Edmonston Rd., Suite 305-306. Zip: 20770. Tel: 474-6505, 792-7540. Mgr.: J. Del Medico. (Rec. & Tape D)
Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, 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, Whitfield, Wing & a Prayer, Zephyr.
Tape lines: Same as rec. labels.

● **HAGERSTOWN (Area Code 301)**
Interstate Rec. Dist. Inc., 211 S. Locust St. Zip: 21740. Tel: 733-1378. Owners: Richard M. & Melvin C. Greenwald; Mgr.: Carlton Smith. (Rec. & Tape OS & RJ)

● **HYATTSVILLE (Area Code 301)**
C & M One Stop (div. of LDS Inc.), 5405 Lafayette Pl. Zip: 20781. Tel: 699-5888. Owner: Murray A. Berman; Mgr.: Linda Lochte; Buyers: Singles, Lisa Hunter; Albums & Tape, Murray A. Berman, Lisa Hunter. (Rec. & Tape OS). (SEE ADVERTISEMENT)

Drum Major Music Dist., 5611 Landover Rd. Zip: 20784. Tel: 864-3935. Owner: Michael P. Mackulics; Mgr.: Singles, Albums & Tape Buyer: Tom Hodges. (Rec. & Tape OS)

Potomac Music & Rec. Serv. Inc., 2122 Beaver Rd., Landover 20785. Tel: 322-3666. Owner: John E. Kmiec Jr.; Mgr.: Mario Caputo; Buyer: William Coates. (Rec. & Tape OS)
Branch: Baltimore, Md.

● **SILVER SPRING AREA (Area Code 301)**
CBS Recs., 8720 Georgia Ave. Zip: 20910. Tel: 587-5000. Branch Mgr.: Jim Chiado. (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.

RCA & A&M & Assoc'd Labels, 8630 Fenton St., Suite 120. Zip: 20910. Tel: 585-5575. Sales Mgr.: Bob Heatherly. (Rec. & Tape D)
Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Sal-soul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.

Federated Rec. Co. Inc., 24 Munroe St., Newtonville 02160. Tel: 969-1773. Pres.: Warren Kastner. (Rec. & Tape OS, RJ & E)

Hot Cakes Music Inc., 24 Munroe St., Newtonville 02160. Tel: 969-1773. Pres., Mgr. & Buyer: Michael J. Driscoll. (Rec. & Tape OS, RJ & I—budget labels & cut-outs)

MCA Dist'g Corp., 429 Marrett Rd., Lexington 02173. Tel: 862-5100. Branch Mgr.: Paul Brousseau. (Rec. & Tape D)
Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
Tape lines: Same as rec. labels.

Malco Inds. (div. of Malden Map & Brush Co.), 266 Broad St., Lynn 01901. Tel: 595-7500. Gen. Mgr.: A.T. Goldstein. (Rec. RJ)

Malverne Dist. Inc. of Boston, 77 Summer St. Zip: 02110. Tel: 423-3820. Sales Mgr.: Stan Goodman. (Rec. & Tape D)
Home office: Long Island City (New York Metropolitan Area), N.Y., Malverne Dist. Inc.
Rec. labels: AVI, Abet, Alston, Artist House, Biograph, Blue Candle, Cat, Century, Channel, Chrysalis, Cloud, Concord Jazz, Creed, Dash, Drive, Fantasy, Galaxy, Glade, Gryphon, Hob, Janus, Juana, Kayvette, Kenwood, Konduko, LRC, Light, Malaco, Marlin, Milestone, Muse, Mushroom, Myrrh, Nashboro, Ovation, Penthouse, Prelude, Prestige, Prism, Pyramid, Ranwood, Red Star, Riverside, Roulette, Savoy, Shadybrook, Signature, Specialty, Spy, Stax, Strawberry, Sunshine Sound, TK, Talisman, Weird World, Wolf, Word, Zebra.
Tape lines: AVI, Chrysalis, Fantasy, Milestone, Prestige, Pyramid, Roulette, Specialty. (SEE ADVERTISEMENT)

Massachusetts Rec. Dist'g Co., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. (Rec. & Tape OS & RJ)

Music Suppliers Inc., 77 Wexford St., Needham Heights 02194. Tel: 444-9310. Owner: Gordon Dinerstein; Mgr.: Ed Calmus; Buyers: Singles & Albums, Vahan Ag-hajarian, Tape, Ken Handelman. (Rec. & Tape OS & RJ)

Peter's Rec. One-Stop Inc., 880 Providence Hwy., Dedham 02026. Tel: 329-5210. Owner, Mgr. & Singles Buyer: Peter McDermott; Albums Buyer: Donald Moscatelli. (Rec. & Tape OS)

Plums Dist'g, 290 Moody St., Waltham 02154. Tel: 894-4801. Owner & Buyer: Elliot E. Stone. (Rec. D)
Label: Pickwick.
Accessories: Blank Tape (TDK), rec. & tape carrying & storage cases (Pickwick).

PolyGram Dist'n Inc., 200 W. Cummings Park, Suite M-50, Woburn 01801. Tel: 933-8155. Mgr.: Paul Wennik. (Rec. & Tape D)
Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Lighthouse, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privi-

MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**
Alpha Dist'g Corp., 5 Priscilla Circle, Weymouth 02188. Tel: 266-0354. Contact: Paul Maged. (Red. & Tape D)
Home office: New York, N.Y. (See for prod. distributed) (SEE ADVERTISEMENT)

Boston Rec. Dist. Inc., 24 Ashmont Rd., Wellesley 02181. Tel: 235-7865. Owner, Mgr. & Buyer: Jerry Flatto. (Rec. & Tape OS & RJ)

CBS Recs., 470 Totten Pond Rd., 4th fl., Waltham 02154. Tel: 890-3814. Branch Mgr.: George Ryan. (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.

Capitol Recs., 420 Providence Hwy., Rm. 113, Westwood 02090. Tel: 329-5770. (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.
Tape lines: Same as rec. labels.

Dick's Rec. Co. Inc., 890 Providence Hwy., Dedham 02026. Tel: 326-8790. Owner: Richard Mitchell; Mgr.: Richard Peach; Buyers: Singles, Richard Peach: Albums & Tape, Melvin Robrish. (Rec. & Tape OS)

Disco Inc., 651 Washington St., Brookline 02146. Tel: 734-1900. VP & Buyer: G. Margolis. (Rec. & Tape OS & RJ)

E-Z One Stop Rec. Serv. Inc., 92 Sagamore St., North Quincy 02171. Tel: 328-7900. Owner & Mgr.: Aaron H. Gross; Buyer: Robert Levin. (Rec. & Tape OS). (Rec. & Tape D & RJ as Royal Dist.)

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RCA & A&M & Assoc'd Labels, 65 Williams St., Wellesley 02181. Tel: 237-6663. Sales Mgr.: Rich Atkinson. (Rec. & Tape D)
Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Soul-soul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.

Rounder Recs. Corp., 186 Willow Ave., Somerville 02144. Tel: 354-0700. Owners: Marian Lington, Ken Irwin, Bill Nowlin; Mgrs.: Kathy Kete, Scott Billington; Singles & Albums Buyer: Glenn K. Jones. (Rec. D; Rec. & Tape 1 & E)

Labels: ASI, Ace of Spades, Adelphi, Advent, Affinity, Ahura Mazda, Airborne, Airway, Alligator, American Heritage, Americanto, Arhoolie, Artist House, Ashish, Atteiram, Attic, Auricle, BMA, BRI, Back Door, Banff, Baobab, Barrelhouse, Bay, Bear Family, Bee Hive, Bee Hole, Bent, BetCar, Bija, Biscuit City, Black Eagle, Blind Pig, Blue Canyon, Blues Classics, Boll Weevil, Breakwater, Briar, Broadway, Bullfrog, CCE, CMH, Carawan, Celeste, Celtic, Cezame, Chelsea House, Clockwerke, Collector, Columbia Special Prods., Concord Jazz, Contemporary, Country Life, Country Turtle, County, Cowboy Carl, Crazy Cajun, Creative World, Crown, Davis Unlimited, Delmark, Dharma, Dirty Shame, Discovery, Dolphin, Dominion, Dreamstreet, EMI, EPI, ERC, ESCA, East Virginia, Eckerworks, Eddie Shaw, El Saturn, Emanem, Ember, Equinox, Eubie Blake, Euphonic, FKT, F&W, Fiddledeedoo, Fiddler, First Heard, Flying Crow, Flying Fish, Flying High, Folk Legacy, Folk Lyric, Folkways, Fremar, Fretless, Front Hall, GNP Crescendo, Gateway, Georgie, Gillian, Glendale, Goldband, Grand River, Granite, Grassound, Grass Roots, Green Linnet, Green Mountain, Gusto, HDS, Half Blind's Choice, Hamilton, Harbor, Hawk, Hep, Herald, Herwin, Hoiles, Homestead, Honey Dew, IBMS, ID, IPS, Improvising Artists, Inchechronin, India Navigation, JCOA, JEMF, Jack Rabbit, Jazz Archives, Jessup, Jewel, Jin, Joliet, Juke Joint, June Appal, Just Like Real, Kaleidophone, Kaleidoscope, Kicking Mule, King, Lady of Carlisle, La Louisianne, Lanark, Lariat, Lemco, Le Roi du Blues, Leviathan, Lira, Living Folk, Lo-Ball, Longdivity, MM&R, Maison de Soul, Mamlish, Mar Bren, Mark 56, Mbari, Messaround, Michigan Archives, Midland, Mill City, Mill Wheel, Mineral River, Minstrel, Mr. Blues, Monitor, Morning Glory, Morning Star, Mountain Railroad, Music Is Medicine, Muskadine, NRG, Nama, Nessa, New-orld, Nighthawk, Nimbus, Nymphs & Satyrs, Oats Moo, Okehdokee, Old Homestead, Oldie Blues, Old Timey, Omac, Origin Jazz Library, Outlet (US), Outrageous, PA/USA, PHS, PM, P-Vine, Paredon, Passin' Thru, Pathfinder, Paula, Peaceable, Pearl, Philly Jazz, Philo, Physical, Pine Breeze, Pine Tree, Plantation, Plant Life, Polisar, Poplar, Power Pak, Progressive, Puritan, Quest, Radiola, Rainbow Snake, Ramblin', Rebel, Red Record,

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Rec. labels & tape lines imported: Acorn, Big Bear, Big Ben, Blackbird, Black Saint, Charly, Claddagh, Dell'Isola, Flyright, Free Reed, Gael-Linn, Horo, Ictus, Impact, Isle, Leader/Trailer, Leaf, Magpie, Mulligan, One-Up, Osiris, Outlet, Phillips, Polydor, Ram, Release, Rubber, Silver Hill, Sonet, Springwater, Stal, Starline, Steeplechase, Tangent, Tara, Topic, Towa, Transatlantic, Xtra, Village Thing. (SEE ADVERTISEMENT)

Royal Dist., 96 Sagamore St., North Quincy 02171. Tel: 328-1822. Owner & Mgr.: Aaron H. Gross. (Rec. & Tape D & RJ), (Rec. & Tape OS as E-Z One Stop Rec. Serv. Inc.)

Rec. labels: Contessa, Crown, Custom, Mother Goose, overstocks.
Tape lines: Flair 30, Modern; overstocks
Accessories: Recoton.

Sound Sellers Inc., 80 Independence, Quincy 02169. Tel: 472-3660. Owner: James Lawson; Buyer: Arthur Rich. (Rec. & Tape OS & RJ)

Warner/Elektra/Atlantic Corp., 110H Commerce Way, Woburn 01801. Tel: 935-5170. Mgr.: Don Dumont. (Rec. & Tape D)

Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Mantecore, Nemperor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer, Zephyr.
Tape lines: Same as rec. labels.

• **BROCKTON (Area Code 617)**

RH Country Promos. Inc., 28 Empire Ave. Zip: 02402. Tel: 587-2685. Pres.: Ron Hopkins. (Rec. & Tape D)
Labels: Age of Woman, Alpoalosa, Audem, BMA, Battlewood, Bell Meade, Bobbo, Brand X, CMA, Candle, Caprice, Cayton, Cee Cee Int'l, Centennial, Charta, Churchill, Comstock, Co-Star, Country Detroit, Country Showcase America, Creole Gold, Day-Dan, Dee Bee, Deltune, Derbytown, Donahue Country, Donjim, Door

Knob, Double Heart, Dove, Doyley, El Dorado, 50 States, 4 Star, Giro, Golden Jubilee, Granny Groovy, Hill Country, Hilltop, Hop-a-long, Inergi, JAM, J-Bird, JED, Jannel, King Coal, Little Darlin', Lucky Man Music, MRC, MRI, Memory, Multi-Media, NSD, New Age, Nu-Sound, Nu-Trayl, Orlando, Page Boy, Panda, Pantheon Desert, Peter Pan, Phono, Pilot, Pinnacle, Player Int'l, Prairie Dust, RVA, Ragamuffin, Raincoat, Red Eagle, Reuben, Richmar, Roseway Int'l, SCR, Sand Mountain, Scott-J, Shangri-la, Snapp, Solitaire, Soundwaves, SPIG, TAM, T&G, Tao, 3J, Time, Trayson, True, Vulcan, Wirt, WRC, Webb Hollow, Wenco, Win, Woodchoppertown, Wooden, Woodsmoke, World Int'l, World Wide Music, Yucca

• **LAWRENCE (Area Code 617)**

NER T of New England, PO Box 268, 641 Haverhill St. Zip: 01841. Tel: 686-4293. Owner, Mgr. & Buyer: Jerry P. Marcus. (Rec. & Tape OS, I & E)

• **NEW BEDFORD (Area Code 617)**

Penco Rec. Co., 428 Wood St. Zip: 02745. Tel: 995-0595. Owner: Francisco A. Penha. (Rec. & Tape I & E)
Rec. labels imported: Alvorada, Belter, Clave, Estudio, Interdisco, Lisboa, Ofir, Onda, Orfeu, Rapsodia, Roda, Telectra (all Portugal).
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• **SOMERSET (Area Code 617)**

Pickwick Int'l Inc., Rack Servs. Div., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Opns. Mgr.: Jim Curci; Sales Mgr.: Richard Berube; Buyers: Gerri Costa, Geri Chase. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

• **WEBSTER (Area Code 617)**

Gay Time Rec. Dist., PO Box 381, Zip 01570. Quinebaug, Conn. Tel: (203) 935-5172. Owner: Edward J. Wojcicki-chanski. (Rec. & Tape D)
Rec. labels: Ampol, Bel-Aire, Chicago, Data, Delta, Dyno, Halo, IRM, Jody, Le Mans, Rave, Rex, Rim, Rola, Sound, Starr, Steijo, WAM.
Tape lines: Ampol, Bel-Aire, Chicago, Dyno, Halo, IRM, Jody, Le Mans, Rave, Rex, Rim, Rola, Sound, Starr, Steijo, WAM.

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• **BRIGHTON (Area Code 313)**

Arc-Jay-Kay Dist'g Co. (div. of Handleman Co.), 1279 Rickert Rd. Zip: 48116. Tel: 963-4376. Gen. Mgr.: Tom Schlesinger; Sales Mgr.: Mike McKenzie; Sales AdMin.: Pauline Fras. (Rec. & Tape D)
Rec. labels: ASI, AVI, Abattor, Abkco, Accent, Adamo, Advent, Alexander Street, All Platinum, Alston, Amazon, Amerama, American Variety, Amherst, Apa, Arista, Arth, At Home, Bach Guild, Barnaby, Bee Gee, Beserkley, Big Town, Birthright, Blue Candle, Bold, Bomp, Buddha, CTI, Cadet, Cadet Concept, Calliope, Cardinal, Cat, Catalyst, Celestial, Chanterelle, Checker, Chelsea, Chess, Chrysalis, Churchill, Clouds, Commercial, Contrast, Country Porn, Cream, Creative World, Crescendo, Cyclone, Dash, Dharm, Dial, Dixieland Jubilee, Dobre, Dore, Drive, Dynamite, Era, Everymen, Fantasy, Farr, Festival, First American, Freedom, Future, GNP, GRP, GRT, Galaxy, Generation Int'l, Glades, Good Sounds, Gordy, Gospel Roots, Great Northwest, Gusto, HDM, Hi, Hitsville, Hollywood, IRDA, Import, Improv, Improvising Artists, Inphasion, JRC, Jam Session, Janus, Jay Jay, Jem, Juana, Jucu, Kayvette, Kent, King, Koko, Konduko, Kruggerand, Kudu, LRC, LS, Lab, Largo, Laurie, Malaco, Malcolm X, Marina, Martin, Metric, Midsong Int'l, Milagro, Milestone, Motown, Mushroom, Music Is Medicine, Mustard Seed, NSD, Natural Resources, Nostalgia Lane, Olde World, Original Sound, Outstanding, Ovation, Pacific Arts, Panama, Passport, Plantation, Platinum, Post, Potato, Prestige, Prima, Private Stock, Prodigal, Pyramid, Ranwood, Rare Earth, Rat City, Reid's World, Republic, Rice, Roast, Roots, Roulette, Rounder, Roxbury, Royal Flush, Salvation, Savoy, Scorpion, Seeds & Stems, Shadybrook, Shield, Silverblue, Simtone, Sketches in Black, Soul, Soundbird, Stang, Starday, Stax, Stiff, Stone Dogg, Sun, Sunshine Sound, Syntonic Research, TK, Tablighi, Tamla, Tiger Lily, Tomato, Turbo, Vanguard, Vee Jay, Versatile, Vesper, Vibration, Vintage, Vintage Jazz, Vite, WIG, Wanderick, Weird World, Wolf.
Tape lines: AVI, Abkco, Alexander Street, Alston, Amazon, American Variety, Amherst, Apa, Arista, Arth, At Home, Barnaby, Beserkley, Big Town, Birthright, Blue Candle, Bold, Buddha, CTI, Calliope, Cat, Chantrelle, Chelsea, Chrysalis, Clouds, Creative World, Crescendo, Cyclone, Dash, Dial, Drive, Fantasy, Farr, Festival, First American, GNP, GRP, GRT, Galaxy, Generation Int'l, Glades, Good Sounds, Gordy, Gospel Roots, Great Northwest, Gusto, HDM, Hitsville, Hollywood, Inphasion, JRC, Janus, Jay Jay, Jem, Jewel, Kayvette, Kent, King, Gusto, Koko, Konduko, Kudu, LRC, LS, Largo, Malaco, Marina, Martin, Midsong Int'l, Milestone, Motown, Mushroom, Music Is Medicine, Natural Resources, Nostalgia Lane, Olde World, Original Sound, Ovation, Pacific Arts, Panama, Passport, Paula, Plantation, Prestige, Prodigal, Pyramid, Rare Earth, Reid's World, Republic, Rice, Roast, Ronn, Roots, Roulette, Rounder, Roxbury, Royal Flush, Salvation, Savoy, Scor-



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● **CADILLAC (Area Code 616)**

B & R Music, 2400 E. 30 Rd. Zip: 49601. Tel: 775-3145. Owner, Mgr. & Buyer: Roy Newland. (Rec. & Tape RJ)

● **CHARLOTTE (Area Code 517)**

State-Wide Dist'g, 2370 Brookmead Way, Zip: 48813. Tel: 543-0097. Owner & Mgr.: Norman E. Martens. (Tape OS)

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

Ami Dist. Corp., 34411 Industrial Rd., Livonia 48150. Tel: 525-7600. Owners & Buyers: Harry Manoogian, Carl Mooradian, Bernard Schwarz. (Rec. & Tape D)
Rec. labels: AVI, Ala, Amherst, Argo, Arista, Brunswick, Buddha, Conversa-Phone, Dana, Fantasy, Fiesta, Golden, Gospel Truth, H&L, LA, LaF, Living Language, London, Midsong, Milestone, Monitor, Muse, Ode, Prestige, Project 3, Riverside, Savoy, Stax.
Tape lines: Ala, Brunswick, Conversa-Phone, Fantasy, Fiesta, H&L, Monitor, Muse, Onyx, Prestige, Standard.
Accessories: Audio Magnetics, Memorex, Panasonic, Sony, TDK, Toshiba.

Angott Rec. & Tape Sales, 2616 Puritan St. Zip: 48238. Tel: 341-7053. Owners: Ron Rogers, Allen Walker. Rec. Mgr. & Buyer: Ron Rogers. (Rec. OS; Tape D, OS & RJ)
Tape lines: All lines.
Accessories: Le-Bo.

C B S Recs., 24681 Northwestern Hwy., Suite 32, Southfield 48075. Tel: 354-0470. Branch Mgr.: John Farr. (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemporer, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.

Cadet Dist. Co. Inc., 13380 Capitol Ave., Oak Park 48237. Tel: 548-3171. Owners: Harry & Isadore Levin; Buyer: Leo Cheslak. (Rec. & Tape OS). (Rec. & Tape RJ as Cornell Rec. Inc.)
Accessories: Blank tape (Capitol Magnetics), rec. & tape care kits (Recoton).

Capitol Recs., 550 E. Mandoline St., Madison Heights 48071. Tel: 583-9600. (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.
Tape lines: Same as rec. labels.

Cornell Recs. Inc. (Rec. & Tape RJ), see Cadet Dist. Co. Inc. Gransin Dist., 13731 Woodward Ave., Highland Park 48203. Tel: 867-4500. Mgr. & Buyer: Gary Carpenter. (Rec. & Tape OS—gospel prod. only)
 Handleman Co., 1055 W. Maple Rd., Clawson 48017. Tel: 435-3100. Chm. David Handleman; VP & Rec. Buyer: John S. Kaplan. (Corporate Headquarters).

Dist'n branches: Los Angeles, Calif.; Denver, Colo.; Opa Locka (Miami Metropolitan Area), Fla.; Stone Mountain (Atlanta Metropolitan Area), Ga.; Elk Grove Village (Chicago Metropolitan Area), Ill.; Jessup (Baltimore Metropolitan Area), Md.; North Kansas City (Kansas City Area), Mo.; Latham (Albany Area), N.Y.; Charlotte, N.C.; Blue Ash (Cincinnati Area), Ohio; Youngstown, Ohio; Memphis, Tenn.; Dallas, Tex.; Tukwila (Seattle Area), Wash.

Int'l branches: Canada—Calgary, Alta.; Moncton, N.B.; Toronto, Ont.; St. Laurent (Montreal Metropolitan Area), P.Q.

Inter/Soul Rec. Dist. (div. of Inter/Soul Ent. Inc.), 18329 W. McNichols, Zip: 48219. Tel: 533-1550. Owner & Buyer: Ernest Kelley, Gen. Mgr.; Irving R. Kelley; Mgr.: Jerome Cunningham. (Rec. D)
Labels: Big Hit, Booman, Capsoul, Geneva, Great Joy, Grill, Inter/Soul, Sunburst, Underground.

Jan's One-Stop, 10243 Puritan St. Zip: 48238. Tel: 862-3571. Owner, Mgr. & Buyer: Charles L. Young. (Rec. & Tape OS—gospel prod. only)

Joyline Dist. Inc., 29305 Southfield Rd., Southfield 48076. Tel: 557-4888. Owner: Jay Kravetz; Mgr.: Danny Angott. (Rec. & Tape OS)

Len's One Stop, 3415 Chrysler, Zip: 48201. Tel: 833-5299. Owner & Buyer: Edward Leonard; Mgr.: Lloyd Leonard. **Local branch:** State Song Shop, 9246 Mack Ave. Zip: 48214. Tel: 923-2506. Mgr.: Bootsie Dingle. (Rec. & Tape OS & E)

M C A Dist'g Corp., 20300 Civic Center Dr., Suite 210, Southfield 48075. Tel: 352-2790. Branch Mgr.: Rod Linnum. (Rec. & Tape D)
Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
Tape lines: Same as rec. labels.

Martin & Snyder One Stop, 8880 Hubbell Ave. Zip: 48228. Tel: 272-7800. (Rec. OS & RJ, Tape OS)

Music Peddlers Inc., 1755 E. Maple, Troy 48084. Tel: 524-2800. Pres.: Carl Thom; Gen. Mgr.: Jerry Adams; Buyers: Singles & Pop Albums, Linda Powers; Classical Albums, Bill Close; Tape, Tom Henderson; Accessories, John Beers. (Rec. & Tape OS)
Accessories: Le-Bo, Pfanstiehl.

Music & Video Trend Inc., 24611 Crestview Court, Farmington 48018. Tel: 474-0300. Owner, Mgr. & Buyer: Gene Silverman. (Rec. & Tape D)

Rec. labels: APA, Abet, Alarm, Alston, Amazon, Amara, Arth, Barnaby, Beserkley, Blue Candle, Bold, Candid Jazz, Carnival, Cat, Chimneyville, Clouds, Contempo, Cream, Creed, Dash, Dial, Disneyland/Vista, Doctor Jazz, Dracula, Drive, Excello, GRT, Genesis, Glades, Good Sounds, Gospel Roots, Gryphon, Hi, Honey Bee, Increase, Jam, Janus, Jewel, Juana, Kayvette, Kid Stuff, Konduko, LRC, Little Darlin', Lorio, Malaco, Marlin, Nashboro, Paula, Peter Pan, Power, Prelude, Rebecca, Red Star, Ronn, Roots, Sesame Street, Shield, Silverblue, Signature, Soul Power, Sunshine Sound, TK, Tomato, Vanguard, Wanderick, Weird World, West End, Wolf, XL, Xanadu, Zebra.

Tape lines: Same as rec. labels.

Video tape lines: ABC Films, Avco Embassy, Magnetic Video, 20th Century Fox, Viacom Int'l.

Photographs: Panasonic

Accessories: Plasti-Plex, Savoy, Scotch, TDK.

Pickwick Int'l Inc., Rack Servs. Div., 26010 Pinehurst, Madison Heights 48071. Tel: 398-0400. Opls. Mgr.: John Frie; Sales Mgr.: Mike Neville; Buyer: Donna Mazur. (Rec. & Tape RJ)
Home office: Minneapolis, Minn.

Piks Corp., Mark Plaza, 21411 Civic Center Dr., Suite 108, Southfield 48076. Tel: 353-3230. (Rec. & Tape D)
Home office: Cleveland, Ohio.

Labels: Adkorp, Age of Woman, Alexander Street, Alligator, Amerama, American Gramophone, Antilles, Antonio, Armada, Artist House, Asteroid, Avanti, Axe, BRO, Banner, Barracuda, Bicycle, Buffalo, Busch Country, Butterfly, C-Town, California Gold, Celestial, Century, Century 21, Champion, Chrysalis, Citadel, Covert, Crystal Clear, DG, Denim, Derrick, Direct Disk Labs, Disciple, Dyan, Earthwood, Entr' Act, Eyes, Farr, Fiddlers Wind, First American Music, Flying Fish, Fotoplay, 4 Star, GMC, Gangster, Gateway, Glacier, Gold Rush, Gosco, Gramercy, Grape, Grapevine, Great Northwest, Grenadilla, H&K, Heat, Heavy, Hit Int'l, Hob, Housetop, IBC, ICA, IPM, Import, JDC, Jem, Jeremiah, Karat, LCR, Lamb, Little Darlin', Little Star, Locust, Lucky Man, MCM, Mango, Manila, Mar Brand Metric, Midas, Music Is Medicine, NCS, NSD, Neostat, Network, Ninth Note, Nostalgia Lane, Orlando, Ovation, Pacific Arts, Progressive, QCA, Randa On, Rhino, Ridge Runner, Ridgtop, Riverboat, Roadshow, Robert Lee, Rocking Horse, Rocky, Schubart, Scorpion, Scrimshaw, Shadow, Skyline, Snowdrop, Spoonfed, Starlog, Star Mountain, Strawberry, Sugar Hill, SMS, Talsman, Talpro, Taxi, 3 M's, Timberline, Tomorrow, Versatile, Vista, Waterhouse, Wizard, World Int'l.

PolyGram Dist'n Inc., 755 W. Big Beaver, Suite 508, Troy 48084. Tel: 362-4420. Mgr.: Bill Shulte. (Rec. & Tape D)

Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Lighthouse, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring Vertigo, Verve, Zappa.
Tape lines: Same as rec. labels.

Progress Rec. Dist'g Inc., 19025 W. Ten Mile Rd., Southfield 48075. Tel: 358-3132. Mgr.: Bill Allen. (Rec. & Tape D)

Home office: Highland Heights (Cleveland Metropolitan Area), Ohio
Labels: Bomp, CTI, Cream, Discovery, GRR, Gordy, Hi, Hitsville, Kudu, Motown, Natural Resources, Prodigal, Rare Earth, Ross, Soul, Tamla, Tomato, Venture, Xanadu.

R C A & A&M & Assoc'd Labels, 22255 Greenfield, Suite 140, Southfield 48075. Tel: 569-5980. Sales Mgr.: Mike Duggan. (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Sa-soul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.

Simpson's Whislie, Inc., 16540 James Couzens Hwy. Zip: 48221. Tel: 341-1885. Mgr.: Tommy Jackson. (Rec. & Tape OS)

Accessories: BASF, Bib, Le-Bo, Maxell, Memorex, Pfanstiehl, Recoton, Sony, TDK.

Warner/Elektra/Atlantic Corp., 17500 Northland Park Court, Southfield 48075. Tel: 569-4822. Sales Mgr.: Gil Roberts. (Rec. & Tape D)

Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nemporer, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whittfield, Wing & A Prayer, Zephyr.
Tape lines: Same as rec. labels.

● **EAST LANSING (Area Code 517)**

Old Fogey Dist'g, 541 E. Grand River, Zip: 48823. Tel: 337-7503. Owner & Mgr.: Stanley Werbin, Singles & Albums Buyer: Bob Blackman. (Rec. D)

Labels: Acorn, Adelphi, Alligator, American Heritage, Archive of Folk Music, Arhoolie, Artist House, Attic, BRI, Banff, Bay, Bear Family, BetCar, Bill & Doc, Biograph, Blackbird, Black Saint, Blind Pig, Blue Goose, Blue Ridge, Blues Classics, Briar, CCE, CMH, Cabbage, Celeste, Celtic, Cezame, Chyme, Claddagh, Country Turtle, County, Davis Unlimited, Dolphin, Everest, F&W, Fiddler, Flying Fish, Flying High, Folk Legacy, Folk Lyric, Folkways, Free Reed, Fretless, Front Hall, Gael-Linn, Golden Age, Grass Mountain, Green Linnet, Guitar World, Gusto, Hawk, Heritage, Historical, Horo, Id, Inchecronn, Innisfree, Iron Horse, June Appal, K&A, Kaleidoscope, Kicking Mule, King, King, Bluegrass, Leader/Trailer, Lemco, Leviathan, Major, Mamlish, Melodion, Michigan Archives, Minstrel, Morning Glory, Morning Star, Mountain, Mountain Railroad, Mulligan, Music Minus One, Nessa, Nirx, Oats, Ogham, Old Homestead, Oldie Blues, Old Timey, Olympic, Outlet (Ireland), Outrageous, Owl, Philo, Physical, Plant Life, Polydor, Power Pak, Ramblin', Rebel, Red Clay, Red Goose, Ridge Runner, Rounder, Rubber, Rural Rhythm, Shanachie, Shaskeen, Shiloh, Sierra, Sierra Wave, Silver Hill, Snowflake, Sonet, Sonatone, Starday/King, Stash, Stouf, String, Sugar Hill, Tangent, Tara, Temple, Thunderhead, Topic, Tradition, Transatlantic, Troubadour, Vetco, Weiser, Wheatland, Xtra, Yazoo.

● **GRAND HAVEN (Area Code 616)**

Tant Ent. Inc., 205 Washington St. Zip: 49417. Tel: 846-

Q: What companies in the Netherlands import recording studio equipment?

A: No need to tiptoe through the tulips. Let your fingers do the walking through the "International" section of Billboard's International Recording Equipment & Studio Directory. The information master in the recording/studio world.

6930. Owners: Billie & Ellen Thomas; Mgr. & Buyer: Billie Thomas. (Rec. D, I & E)
Labels: Adelphi, Advent, Ajax, Alligator, Arcadia, Bay, Bee Hive, Big Band Archives, Big Band Landmarks, Big Star, Birch, Bix Lives, Black Bird, Black Eagle, Blind Pig, Blue Canyon, Blue Goose, Blue Hour, Blue Labor, Blue Lantern, Blues Classics, Bountiful, Briar, Broadway, Bull Frog, Chiaroscuro, Choice, Cinema, Claremont, Classic Jazz Masters, Columbia Special Prods., Command Performance, Cowboy Carl, Curtain Calls, Delmark, Dirty Shame, Discocory, Dogwood, Empire, Entr' Acte, Eubie Blake, Euphonic, Eurodisc, Everest, Extreme Rarities, First Time, Flying Fish, Folk Legacy, Folkways, Fretless, Front Hall, Genesis, Glendale, Golden Era, Green Linnet, Halcyon, Harmony, Herwin, High Street Station, IAJRC, Idiomi, Improv, Improvising Artists, India Navigation, Innisfree, JRC, Jazz Archives, Jazz Showcase, Jazz Studies, Jazz Treasury, Jim Taylor Presents, Joker-Bixology, Joliet, Joyce, June Appal, Kaleidoscope, Kicking Mule, Klavier, Knéedeep, Labor, Log Cabin, Mamlish, Mar Bren, Mark 56, Mary, Michigan Archives, Mill City, Mountain Railroad, Mozovon, Mug Time, Muskadine, Nashville Jazz, Nessa, New Orleans, Nighthawk, Old Homestead, Oldie Blues, Onari, PM, Packo, Pearl, Pelican, Pharaoh, Philo, Phoenix, Piedmont, Prairie Schooner, Premier, Puritan, Rebel, Red Onion, Retrospect, Revelation, Ridge Runner, Rounder, Sackville, San Jacinto, 1750 Arch, Shanachie, Shoestring, Skyline, Sounds of Swing, Soundtrack, Spotlite, Startone, Stash,

Sunbeam, Swallowtail, Swing Era, Takoma, Titanic, Topic, Traditional, Trailer, Trix, Vetco, WATT, World Jazz, Yazoo, Yorkshire, Zim.

• **GRAND RAPIDS (Area Code 616)**

Kent One-Stop, 41 S. Division Ave. Zip: 49503. Tel: 459-2670. Owner: William Van Gessel; Mgr. & Buyer: Don Stickroe. (Rec. & Tape OS)
 Mid-America Music Corp., 505 Jefferson Ave. SE. Zip: 49503. Tel: 774-9444. Pres.: Robert L. Hawley; Gen. Mgr.: Robert Reus; Opns. Mgr.: William Castle. (Rec. & Tape OS & RJ)
 Mobile Rec. Serv. Co., Tel: 399-0283. Mgr.: Steve Brownell. (Rec. OS—singles only)
 Home office: Pittsburgh, Pa.
 Monroe Dist'g Co. Inc., PO Box 8458, 3970 Roger B. Chaffee Mem. Dr. Zip: 49508. Tel: 247-3833. Pres.: Herman Rubin; Mgr.: Alan Rubin; Buyer: Charlie McLaughlin. (Rec. & Tape RJ)

• **KALAMAZOO (Area Code 616)**

La Val Rec. Dist., 226 N. Burdick St. Zip: 49006. Tel: 342-5328. Owner: Vic La Val; Mgr. & Buyer: Vincent Taylor; Promo: Harry Whited, Val Taylor. (Rec. D)
Labels: Ball, Bay Tone, Boss, Comedian, Dooto, Funky Finger, Funny, La Val, Luck, Partee, Soul Set, T&L, Trash, Vic, Weird World.

Vinyl Vendors Inc., 7870 Sprinkle Rd. Zip: 49002. Tel: 323-0131. WATS: (800) 632-0870. Owner & Buyer Jeff Boyd; Owner & Sales Mgr.: Craig Hedeon; Singles Buyer & Rack Servs.: Jim Frazer. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)

MINNESOTA

• **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**

Amity Books (div. of North Western Prods. Inc.), 3255 Spring St. NW, Minneapolis 55413. National WATS (800) 328-8628, Minnesota WATS: (800) 462-5302. Owner: Robert Cutshall; Mgr.: Al Martinsen. (Rec. & Tape D)
Labels: Alexandria House, Benson, Birdwing, Lillinus, Messianic, New Life, Singpiration, Sparrow, Tempo, Word.
 Brown Bros. Inc., 3346 Washington Ave. N., Minneapolis 55412. Tel: 822-6648. Pres.: Raymond W. Brown. (Rec. OS)
 C B S Recs., 4570 W. 77 St., Suite 224, Minneapolis 55435. Tel: 831-8626. Branch Mgr.: Bob Ewald. (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stuff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.
 Capitol Recs., 10800 Lyndale Ave., South Bloomington 55420. Tel: 884-0444. (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.
Tape lines: Same as rec. labels.
 Dart Recs. Inc., 1815 W. River Rd. N., Minneapolis 55411. Tel: 529-9571. Pres.: Dick Daly; Buyers: Singles, Irv Gorsen; Albums & Tape, Joel Coryell. (Rec. & Tape RJ)
 Gamco, 858 Decatur Ave. N., Minneapolis 55427. Tel: 545-0129. Owner: Ira Heilicher; Buyer: Jan Jordon. (Rec. & Tape OS & RJ)
 House Distrs., 4027 E. 50, Minneapolis 55417. Tel: 722-7844. Mgr.: Laura Sunday. (Rec. & Tape D)
Home office: Kansas City, Mo. (See for prod. distributed) (SEE ADVERTISEMENT)
 Jim's Rec. Shop, 1724 University Ave., St. Paul 55104. Tel: 646-3357. Owner & Buyer: James Christensen. (Rec. OS)
 Lieberman Ents. Inc., 9549 Penn Ave. S., Minneapolis 55431. Tel: 887-5300. Bd. Chm.: David Lieberman; Pres.: Harold Okinow; VP Opns. Dick Moerbitz; OS Mgr.: Doug Ackerman; Nat'l Buyers: Singles, Larry Ruegger; Albums & Tape, Sylvester Vanyo. Local branch: Opns. Mgr.: Dianne Rasmussen; Buyers: Singles, Sherry Williams; Albums, Pat Weiser. (Rec. & Tape OS & RJ)
Branches: Denver, Colo. (Rec. & Tape OS & RJ); Jacksonville, Fla./Atlanta, Ga. (Rec. & Tape RJ); Elk Grove Village (Chicago Metropolitan Area), Ill. (Rec. & Tape RJ); Indianapolis, Ind. (Rec. & Tape OS & RJ); Kansas City, Hazelwood (St. Louis Metropolitan Area), Mo. (Rec. & Tape OS & RJ); Omaha, Neb. (Rec. & Tape OS & RJ); Mount Laurel, N.J. (Rec. & Tape OS & RJ); Cleveland, Ohio (Rec. & Tape OS & RJ); Portland, Ore. (Rec. & Tape OS & RJ); Dallas, Tex. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)
 M C A Dist-g Corp., 4640 W. 77 St., Suite 212, Edina 55435. Tel: 835-6020. Branch Mgr.: Bob Schneiders. (Rec. & Tape D)
Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
Tape lines: Same as rec. labels.
 Pickwick Int'l Inc., Distribution Div., 7500 Excelsior Blvd., Minneapolis 55426. Tel: 932-7548. Sr. VP: Gene Patch; VP & Gen. Mgr.: Jack Mishler; Nat'l Prod. Co-ord.: Barb Grossman. Local branch: Mgr.: Lu Dahle; Sales Mgr.: Mike Meyer; Buyer: Larry Hoof. (Rec. & Tape D), (Rec. & Tape RJ as Pickwick Int'l Inc., Rack Serv. Div.)
Branches: San Francisco, Sun Valley (Los Angeles Metropolitan Area), Calif.; Opa Locka (Miami Metropolitan Area), Fla.; Atlanta, Ga.; St. Louis, Mo.; Memphis, Tenn.; Arlington (Fort Worth Area), Houston, Tex.
Labels: ASI, AVI, Abkco, Accent, Alligator, Alston, Amherst, Argo, Arista, BUK, Bach Guild, Barnaby, Birthright, Buddah, CMH, CTI, Chrysalis, Clouds, Cognito, Con Brio, Concord Jazz, Conversa-Phone, Cream, Creative World, Dash, Deram, Dore, Drive, ERA, Fantasy, First American, Flying Fish, GNP Crescendo, GRT, Galaxy, Glades, Good Sound, Gordy, HNH, Happy Fox, Hi, Import, Juana, Ju Par, Kaleidoscope, Kayvette, Kudu, LRC, LS, London, Malaco, Marlin, Milestone, Motown, Mulberry Square, Muse, Mushroom, Music Is Medicine, NBR TK, L'Oiseau-Lyre, Onyx, Ovation, PA-USA, Pacific Arts, Panaural, Parrot, Passport, Prestige, Prodigal, Project 3, Ranwood, Rare Earth, Republic, Request, Riverside, Roulette, Rounder, Salvation, Sanscrit, Savoy, Shadow, Shadybrook, Sheffield, Soma, Soul, Sound Bird, Stax, Stiff, Syntonic, TK, Takoma, Tarnia, Telefunken, Threshold, Tiger Lily, Tomato, UK, Unicorn-HNH, Vanguard, Vee Jay, Virgo, Wicked.
Phonographs: APF, Audiovox, BSR, Craig, Emerson, Glenburn, Hitachi, Lloyds, McDonald, Panasonic, Royce, Sanyo, Soma, Superscope, Weltron.
Accessories: Amberg File, American Lighting, Ampex, Columbia, Harmony, Hohner, Memorex, Music Master, Paramount Wire, Service, Soma. (SEE ADVERTISEMENT)
 Pickwick Int'l Inc., Rack Servs. Div., 7500 Excelsior Blvd., Minneapolis 55426. Tel: 932-7548. Sr. VP: Gene Patch; VP & Gen. Mgr.: Jack Mishler; Nat'l Rack Buyer: Bob Dahle. Local branch: Sales Mgr.: Chuck Gilbertson; Buyers: Kathy Dosall, Bob Theisen. (Rec. & Tape RJ), (Rec. & Tape D as Pickwick Int'l Inc., Distribution Div.)
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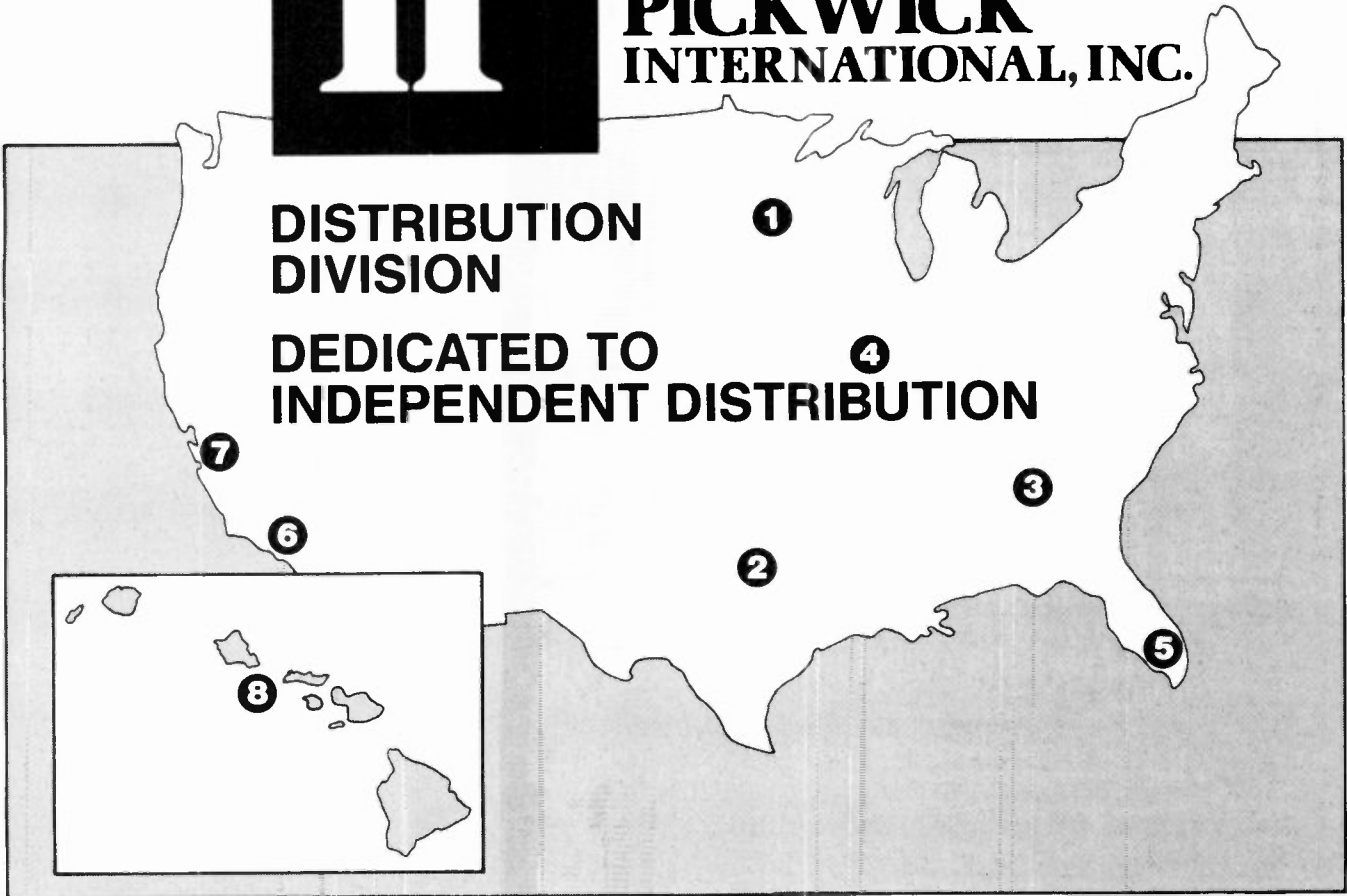
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RCA & A&M & Assoc'd Labels, 4620 W. 77 St., Edina 55424. Tel: 831-5404. Sales Mgr.: John Swenson. (Rec. & Tape D)
Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.

Re-Mark-Co., 2444 Cavell Ave. S., Minneapolis 55426. Tel: 545-1211. Owner & Mgr.: J.L. Goldstein; Mail Order: Mark Goldstein; Buyer: Joan Y. Ostrin. (Rec. & Tape D, OS, RJ & E)
Distributes & exports cut-outs, overstocks & promotional material.

Warner/Elektra/Atlantic Corp., 4930 W. 77 St., Suite 235, Edina 55435. Tel: 835-7255. Sales Mgr.: Chester Sieva. (Rec. & Tape D)
Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curton, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnader, Little David, Loma, Manticore, Nempcor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire,

Slipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Specter, Westbound, Whitfield, Wing & a Prayer, Zephyr.
Tape lines: Same as rec. labels.

MISSISSIPPI

- **COLUMBUS (Area Code 601)**
 Mable Recs. (div. of Magendie Ent's. Inc.), Box 151-A-82, West Columbus 39701. Tel: 327-9977. Promo. Dir.: Allen White. (Rec. OS)
Home office: Westchester (Chicago Metropolitan Area), Ill.
- **GREENVILLE (Area Code 601)**
 Trackdown Rec. Dists., 476 Muscadine. Zip: 38701. (Rec. D, OS, RJ, I & E)
Home office: Chicago, Ill. (See for prod. distributed)
- **JACKSON (Area Code 601)**
 Bennett's Rec. Dists. Inc., Delta Mart Shopping Center,

3152 Delta Dr. Zip: 39213. Tel: 981-4328. Owner & Mgr.: James Bennett; Buyers: Singles, Janice Tolbert, Albums, Doris Ellis; Tape, Annie Ervins. (Rec. & Tape OS)
Playback equip.: Craig.
Accessories: Capitol, Finetone.

● **MOSS (Area Code 601)**
 Trackdown Rec. Dists., PO Box 530. Zip: 39563. (Rec. D, OS, RJ, I & E)
Home office: Chicago, Ill. (See for prod. distributed)

MISSOURI

- **COLUMBIA (Area Code 314)**
 BTR Rec. Serv., 25 S. Ninth. Zip: 65201. Tel: 442-7316. Owner: Phil Bourne, Mgr. Chris Fiorello; Buyers: Singles, Doug Carr; Albums & Tape, Denise White-Cavanah. (Rec. & Tape OS & RJ)
- **JOPLIN (Area Code 417)**
 Gospel Music Dists., 1705 Jackson. Zip: 64801. Tel: 624-6713. Owner, Mgr. & Buyer: Larry E. Yeager. (Rec. & Tape D)
Rec. labels: AB, Calvary, Canaan, Chime, Chrism, Creative Sound, DIP, Dayspring, Deep Roots, Eternal, 4 Star, Freedom, Good News, Gusto, Harvest, Herald, Heritage, Hosanna, Image VII, Jim, John Hall, KCP, King, Lamb & Lion, Light, Lighthouse, Maranatha, Messianic, Mighty Wind, Myrrh, New Day, New Pax, New Song, Paragon, Pax, Petra, Power Pak, Pure Joy, QCA, Rainbow, Sacred, Scripture in Song, Seed, Shilo, Sing, Skyline, Solid Rock, Songs of Faith, Sunrise, Sound III, Starday, Street Level, Superior, Supreme, Tempo, Word.
Tape lines: Same as rec. labels.
- Legg Supply Co., PO Box 2368, 1028 W. Seventh. Zip: 64801. Tel: 781-1491. Owner & Mgr.: Gene F. Legg. (Rec. & Tape OS & RJ)

- **KANSAS CITY AREA (Area Code 816)**
 Friends II Music Inc., 3101 Mercier. Zip: 64111. Tel: 931-1505. Mgr.: Joel Seaman. (Rec. & Tape OS & RJ)
Home office: Wichita, Kan.
- Handleman Co., 1125 Saline St., North Kansas City 64116. Tel: 421-0135. Mgr.: Gary Hancock; Buyers: Gary Hancock, Diana Tate, John Ditch. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.
- House Dists., 3101 Mercier, No. 427. Zip: 64111. Tel: 561-2744. WATS: (800) 821-3324. Owner: Harold S. Brody; Sales Mgr.: Kevin Papuga; Buyer: Lane Turner; Opns. Mgr.: Dave Conn; Promo.: Mindy Farber. (Rec. & Tape D)

Branches: Denver, Colo.; Chicago, Ill.; Minneapolis, Minn.; Austin, Tex.

Labels: ASI, Accent, Adelphi, Advent, Aeco, Airborne, Aircheck, Ajax, Alligator, American Gramophone, American Heritage, Archive of Folk & Jazz, Archives, Arhoolie, Artist House, Audio Directions, Aviva, Bandstand, Barrelhouse, Bay, Beehive, Beet, BetCar, Bija, Biograph, Biscuit City, Bix Lives, Black Saint, Blind Pig, Blue Canyon, Blue Goose, Blue Labor, Blues Classics, Brandywine, Briar, Bullfrog, CMH, CRD, CRI, Caedmon, Candy Apple, Center, Century, Chalfont, Chiaroscuro, Choice, Citadel, Classical Excellence, Classical Int'l Filmicals, Collector's Classics, Concord Jazz, Contemporary, Contrast, Corinthian, Cornographic, Country Porn, Country Turtle, County, Cowboy Carl, Crazy Cajun, Creative World, Crystal Clear, Curtain Calls, Delmark, Delos, Demo, Denon, Desmar, Direkt to Disk, Dirty Shame, Discovery, Discwasher, Dobre, Dreamstreet, EPI, ESCA, Eckerworks, Entr' Acte, Epiphany, Epitaph, Equinox, Eubie Blake, Euphoria, Everest, F&W, Fairmont, Famous Door, Famous Owl, Famous Personality, Fanfare, Farm, Fiddledeedoo, Finite, First Heard, Flashlite, Flying Fish, Flying High, Folk Legacy, Folk Lyric, Folkways, Freckle, Fretless, Front Hall, GNP Crescendo, Gael Linn, Giants of Jazz, Glendale, Golden Age, Golden Country, Golden Legends, Gold Mine, Good Time Jazz, Gramercy 5, Grapevine, Grass Mountain, Grenadilla, Guitar Player, Guitar World, Gusto, HNH, Halcyon, Hawk, Hep, Herwin, Historical, Hollywood Soundstage, Homespun, Honey Dew, Horo, Horselips, Improv, Improving Artists, Inchechronin, India Navigation, Innisfree, JCOA, Jam Session, Jazz Archives, Jazz Classics, Jazz Connoisseur, Jazz Guild, Jessup, Jim Taylor Presents, Jin, Joliet, Joyce, June Appal, Kaleidoscope, Kaycee Jazz, Kaydee, Kicking Mule, King, Klavier, Labor, Lamb & Lion, Legacy, Legends, Le Roi du Blues, Leviathan, Light, Lisa, Lo Ball, Log Cabin, Lost, Lyrichord, MCA/JVC, M&K Reel Time, Maison de Soul, Mamlish, Mar Bren, Mark 56, Mark Levinson, Medoleon, Merry Makers, Messaround, Michigan Archives, Midland, Mission Music, Mr. Blues, Monitor, Monmouth Evergreen, Mozown, Mulligan, Musicraft, Muskadine, Myrrh, Nashville Jazz, Natural Organic, Nessa, New World, Nighthawk, North Country Band, Nostalgia Lane, Oblivion, Old Homestead, Oldie Blues, Old Timey, Olympic, Omac, Omnisonnd, Onari, Origin Jazz Library, Orion, Outrageous, Outstanding, PA-USA, PM, Pandora, Pelican, Philly Jazz, Philo, Philomel, Phoenix Jazz, Plantation, Power Pak, Professional Music Prods., Progressive, Pumpkin, Puritan, RE/SE, Radiola, Ramblin', Rebel, Red Rooster, Request, Retrospect, Revelation, Rhino, Ridge Runner, Rounder, Sackville, Sagoma, San Diego Jazz Club, Sandy Hook, Sanskrit, Scala, 1750 Arch, Shadow, Shanachie, Sheepeater, Shiah, Shiloh, Shoestring, Sierra Wave, Sine Qua Non, Sirens, Skyline, Solid Smoke, Sonet, Soundtrack, Spiball, Spivey, Spokane, Spotlight, Standing Room Only, Stanoy, Starday, Starflite, Slash, Stet, Straight Ahead Jazz, String, Studio 7, Sugar Hill, Sun, Sunbeam, Sun-

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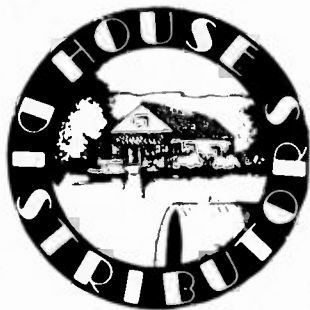
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Lieberman Ents. Inc., 6131 Deramus Rd. Zip 64120. Tel: 231-2470. Mgr. Bob Pockrandt; Opns. Mgr. Tony Burasco; OS Mgr. Dennis Price; Buyers: Singles, Nick Simon; Albums: Steve Miller. **(Rec. & Tape OS & RJ)**
Home office: Minneapolis, Minn. (SEE ADVERTISE-
MENT)

Warner/Elektra/Atlantic Corp., Plaza Center Bldg., Suite 323, 800 W. 47 Zip 64112. Tel 561-5623. Mgr. Jim McAuliffe. **(Rec. & Tape D)**

Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Mantecore, 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, Zephyr.

Tape lines: Same as rec. labels.

Windy Dist. Co. Inc., 13624 E. 50 Hwy. Zip 64138. Tel: 524-8766. Pres. & Albums Buyer Jane M. Longmire. Mgr. Weldon Tyler. **(Rec. D)**

Labels: Aslan, Benson, Birdwing, Calvary, Canaan, Chrism, Dayspring, Good News, Greentree, Heart Warming, Heritage, Lamb & Lion, Light, MCA, Maranatha, Mercury, Myrrh, New Pax, New Song, Paragon, RCA, Seed, Singcord, Solid Rock, Sparrow, Sparrow, Spirit, Star Song, Tempo, Warner Bros., White Horse, Word.

● **ST. LOUIS METROPOLITAN AREA**
(Area Code 314)

C B S Recs., 7711 Carondelet Ave., Clayton 63105. Tel: 727-5100. Branch Mgr. Ron Peek. **(Rec. & Tape D)**
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiva/Columbia, Nemperor Odyssey, Philadelphia Int'l, Portrait, Starflite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.

Great Atlantic & Pacific Music Co., 3310 Lucas Ave. Zip: 63103. Tel: 531-4644. Pres.: Norman Hausfater. **(Rec. & Tape D)**

Distributes cut-outs. (SEE ADVERTISEMENT)

L & R Dist'g Inc., 1901-05 Delmar Blvd. Zip: 63103. Tel: 421-3622/5633. **(Rec. OS)**

Lieberman Ents. Inc., 5610 Anglum Court, Hazelwood 63042. Tel: 731-7171. Mgr.: Darrell Creekmur; Opns. Mgr.: Steve Foerstal; OS Mgr.: Bruce Lowry; Buyers:

Reg'l. Rich Martin; Singles, Doris Gravagna; Albums, Mike Brewer. **(Rec. & Tape OS & RJ)**

Home office: Minneapolis, Minn. (SEE ADVERTISE-
MENT)

M C A Dist'g Corp., 9666 Olive St., Suite 490 Zip 63132. Tel: 991-3015. Branch Mgr. Mike Smith. **(Rec. & Tape D)**

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion

Tape lines: Same as rec. labels.

M S Dist'g Co., 200 S. Hanley, Clayton 63105. Tel: 862-7575. Mgr. Richard Presman. **(Rec. & Tape D)**

Home office: Morton Grove (Chicago Metropolitan Area), Ill. (See for prod. distributed)

Middlewest Rec. Dist. Co., 1911 Washington Zip 63103. Tel: 621-8350. **(Rec. D)**

Labels: Ameraba, Big Town, Blue Heaven, Brunswick, Catalyst, Churchill, Commercial, Dakar, 1st Generation, Fretone, Gil's Funny Recs., Gospel Best, Gusto, ICA, Jewel, Kent, King, LRJ, Little City, MRC, NSD, Nostalgia Lane, Ortega, Paula, Ronn, Spire, Starday, Vee Jay, West End, Wig.

P-B One Stop Rec. Serv. Inc., 1919-21 Washington St. Zip: 63103. Tel: 231-2074. Owner: Patrick J. Blunda. Mgr. Perry F. Blunda; Buyers: Singles, Albums & Tape. John Gavin, Perry Blunda. **(Rec. & Tape OS & RJ)**

Playback equip. & phonographs: Rotel of America

Accessories: Blank tape (Audio Magnetics, Capitol Magnetic, Tracs), Le-Bo, Planstiehl & Savoy prods.

Pickwick Int'l Inc., Distribution Div., 1401 N. Price Rd. Zip 63132. Tel: 997-1800. Branch & Sales Mgr.: Barry Raccoff. Buyer: Terry Donovan. **(Rec. & Tape D), (Rec. & Tape RJ)** as Pickwick Int'l Inc., Rack Servs. Div.)

Home office: Minneapolis, Minn.

Labels: APA, ASI, AVI, Abkco, Ala. Alarm, Alexander Street, Alston, American Variety, Argo, Aspetke, At Home, Barnaby, Beserkley, Big Sound, Birthright, Blue Candle, Bold, Butterfly, CMH, CTI, Cat, Chimneyville, Chrysalis, Cime, Clouds, Con Brio, Concord Jazz, Cream, DJM, Dana, Dash, Deram, Derrick Dial, Dingo, Dixieland Jubilee, Drive, Fantasy, Fiesta, First American, Fotoplay, GNP Crescendo, GRT, Galaxy, Glades, Good Sounds, Gordy, Gospel Tone, Gospel Truth, Great Northwestern, Gusto, Hi, Hitsville, Hob, Honeybee, Import, Inphasion, Janus, Jay World, Juana, Jumar, Kayvette, Kudu, LA Int'l, LRC, Laff, Le Joint, Little Darlin', Living Language, L'Oiseau Lyre, London, Mainstremm, Malaco, Mark 56, Marlin, Melodyland, Messenger Gospel, Midsound, Milestone, Motown, Muse, Mushroom, Music Is Medicine, Natural Resources, Ovation, Pacific Arts, Panama, Parrot, Picadilly, Potato, Prelude, Prestige, Prodigal, Project 3, Ranwood, Rare Earth, Republic, Richmond, Riverside, Roadshow, Roots, Roulette, Royal Flush, Salvation, Savoy, Scorpion, Sesame Street, Shadybrook, Shield, Silver Blue, Soul, Sound Bird, Starday, Stax, Stoney Plain, Sunshine Sound, Syntonic Research, TK, Talisman, Tama, Telefunken, Threshold, Tiger Lily, Tomato, UK, Venture, Virgo, Visa, Vox, Voyage, Wanderick, Western Hemisphere.

Wicked, Wolf, World Jazz. (SEE ADVERTISEMENT)

Pickwick Int'l Inc., Rack Servs. Div., 1401 N. Price Rd. Zip 63132. Tel: 997-1800. Opns. Mgr.: George Genovese, Sales Mgr.: John Rabe; Buyers: John Curran, George Genovese. **(Rec. & Tape RJ), (Rec. & Tape D)** as Pickwick Int'l Inc., Distribution Div.)

Home office: Minneapolis, Minn.

PolyGram Dist'n Inc., 9666 Olive St. Zip 63132. Tel: 991-4650. Mgr.: Paul Luckas. **(Rec. & Tape D)**

Home office: New York, N.Y.

Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Limelight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Mankan, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.

Tape lines: Same as rec. labels.


R C A & A&M & Assoc'd Labels, 12156 Lackland, Suite 1, Zip 63141. Tel: 878-5454. Sales Mgr.: Don Swengros. **(Rec. & Tape D)**

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Sal-soul, Solar, Tortoise, 20th Century, Victrola, Windsong.

Tape lines: Same as rec. labels.

Record-Wide Dist. Inc., 1755 Chase Dr., Fenton 63026. Tel: 343-7100. **(Rec. & Tape RJ)**

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Sound Disk-tributors Inc., 34 S. Old Orchard, Webster Groves 63119. Tel: 726-6277, 961-7008. Pres.: John Mandelker. VP: Steve Ferzacca. Buyers: Singles, Tom Lunt; Albums, William Burkhardt; Tape, Terry Perkins. (Rec. OS)
Top Notch Rec. Co., 20 Century Fair Zip: 63141. Tel: 991-0909. (Rec. & Tape RJ)
Uptown Music Inc., 4703 McPherson. Zip: 63108. Tel: 367-2602. Owner & Singles Buyer: Betty Dorrin; Mgr., Albums & Tape Buyer: Mike Dorrin. (Rec. & Tape OS)
Warner/Elektra/Atlantic Corp., 200 S. Hanley, Suite 417, Clayton 63105. Tel: 862-1030. Sales Mgr.: Pete Pruttii. (Rec. & Tape D)
Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, 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, Whitfield, Wing & a Prayer, Zephyr.
Tape lines: Same as rec. labels.

MONTANA

- **BUTTE (Area Code 406)**
C J Co., 1550 Harrison Ave. Zip: 59701. Tel: 792-0747. Owner: Craig Foley. (Rec. RJ)
- **GREAT FALLS (Area Code 406)**
Holm-James Dists. Inc., Fourth Ave. & Sixth St. S. Zip: 59401. Tel: 761-2420. Owner: R.E. Holm; Buyer: J.E. Holm. (Rec. & Tape D & RJ)
Rec. labels: Capitol, Columbia group, Disneyland, London, MCA group, Mercury, RCA, Ranwood, United Artists, WEA.
Tape lines: Capitol, Columbia, GRT, MCA, RCA, United Artists, WEA.
Playback equip.: Akai, Hitachi, Motorola.
Phonographs: Hitachi.
Accessories: Fidelitone, Koss, Le-Bo, Scotch.

NEBRASKA

- **OMAHA (Area Code 402)**
Lieberman Entis. Inc., 809 S. 25 St. Zip: 68105. Tel: 341-3056. Gen. Mgr.: Evelyn Dalrymple. (Rec. OS)
Home office: Minneapolis, Minn. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)
Records & Tapes Inc., 3124 Harney St. Zip: 68131. Tel: 344-3344. Mgr.: Brian Harden; Buyers: Curt McKean, Jim Rains, Bill Shearer. (Rec. & Tape OS & RJ)
Research Servs. Inc., PO Box 31110. Zip: 68131. Tel: 393-0265. Owner: C.L. Wintz; Mgr.: R.P. Wintz; Buyer: Daniel J. Wintz. (Rec. & Tape RJ)

NEVADA

- **LAS VEGAS (Area Code 702)**
International Music Prod'n & Publ'g, 714 E. Sahara Ave., Suite 201. Zip: 89104. Tel: 457-3539. Owner: Joseph E. Zerga. (Tape I & E)
Imports pre-recorded tape from Austria, Germany, Italy, Switzerland, UK.

NEW HAMPSHIRE

- **LEBANON (Area Code 603)**
World Wide Whsle. Dist., 15 Parkhurst. Zip: 03766. Tel: 298-7953. Owner, Mgr. & Buyer: Earl Heath. (Rec. & Tape D & RJ)
Rec. labels: American Heritage, Country, Jessup, Melody, Pine Tree, Rebel, Revonah, Rounder, Stoneway.
Tape lines: Rebel, Rounder.
Playback equip.: AITC, AR, Admiral, Aiko, BSR, Craig, Electrographic, Emerson, JVC, Juliette, Magnus, Morse, Panasonic, RCA, Sankyo, Sanyo, Solar, Sony, Sylvania.
- **NASHUA (Area Code 603)**
R M E Inc., Simoneau Plaza, 300 Main St. Zip: 03060. Tel: 883-2454. Owner: Tom Plaut; Mgr. & Buyer: Craig Adams. (Rec. & Tape RJ)

NEW JERSEY

- **CAMDEN AREA (Area Code 609)**
M C A Dist'g Corp., 900 Haddon Ave., Suite 206, Collingswood 08108. Tel: 922-5659. Branch Mgr.: Ron De Marino. (Rec. & Tape D)

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
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.: Jack Iacchei. (Rec. & Tape D)

Home office: New York, N.Y.

Rec. labels: American Int'l, Archiv, Capricorn, Casa-blanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Limglight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.
Tape lines: Same as rec. labels.

● **CINNAMINSON (Area Code 609)**

Alex Araco Co. Inc., 835 Industrial Hwy, Zip: 08077. Tel: 386-3288/3266. Owner: Alex Araco; VP: Vincent Dattilo; Sales Mgr.: Mark Friedman; Opns. Mgr.: Eddy Garrow. (Rec. & Tape D, OS & RJ)
Distributes cut-out albums & tapes.

● **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)

Labels: Caedmon, Camden, Candide, Connoisseur Society, Disneyland, Folkways, Gateway, Golden, Peter Pan, Pickwick, Quintessence, Quintessence/Jazz, RCA educational, Simon Says, Spoken Arts, Turnabout, Turn-On, Vox
Accessories: Maxell, Memorex, Recoton, TDK

● **EDISON (Area Code 201)**

PolyGram Dist'n Inc., 180 Mill Rd. Zip: 08817. Tel: 287-3100. NYC Tel: (212) 962-4000. Opns. Mgr.: Dean White; Ass't Opns. Mgr.: Alan Dorfman. (Rec. & Tape D—depot)

Home office: New York, N.Y.

Rec. labels: American Int'l, Archiv, Capricorn, Casa-blanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Limglight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.
Tape lines: Same as rec. labels.

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

German Language Publ'ns Inc., 560 Sylvan Ave. Zip: 07632. Tel: 871-1010. (Rec. & Tape D, I & E)
Home office: New York, N.Y. (See for prod. distributed)

● **FORT LEE (Area Code 201)**

Take Home Tunes, PO Box 15, 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)

● **JERSEY CITY (Area Code 201)**

Trackdown Rec. Dists., PO Box 525, Zip: 07309. (Rec. & Tape D, OS, RJ, I & E)

Home office: Chicago, Ill. (See for prod. distributed)

● **LINDEN (Area Code 201)**

Hit Recs. Inc., 300 W. Elizabeth Ave. Zip: 07036. Tel: 862-6336. Pres: John Ziinski; VP: Jean Scherer.
Distributes cut-outs, overstocks.

● **MAPLE SHADE (Area Code 609)**

R C A & A&M & Assoc'd Labels, 33A Maplewood Dr. Zip: 08052. Tel: 779-0920. Sales Mgr.: Art Weissman. (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.

● **MONTCLAIR (Area Code 201)**

Belmont Rec. One Stop, 350 Bloomfield Ave. Zip: 07042. Tel: 744-5680. Pres. & Buyer: Frank Gottlieb. (Rec. OS—jukebox trade only)

● **MOUNT LAUREL (Area Code 609)**

Lieberman Ents. Inc., 823 Eastgate Dr., Unit 3. Zip: 08054.



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Tel: 234-9150. Mgr.: Steven Bartell; Opns. Mgr.: Jim Riddle; OS Mgr.: Bill Able; Buyers: Singles, Fred Weinstein. Albums, Ken Abrams. (Rec. & Tape OS & RJ)
Home office: Minneapolis, Minn. (SEE ADVERTISEMENT)
Warner/Elektra/Atlantic Corp., 106 Gaither Dr. Zip: 08057 Tel: 234-5600. Mgr.: Peter Stocke. (Rec. & Tape D)
Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curton, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Mantecore, Nempcor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayers, Zephyr.
Tape lines: Same as rec. labels.

• **NEWARK (Area Code 201)**

Double B Recs. & Tape Corp., 16 Fenwick St. Zip: 07114. Tel: 242-6667; WATS (800) 631-8672. Mgr.: Fred Reimer; Tape Buyer: Zeke Lenga. (Rec. & Tape OS)
Home office: Freeport, N.Y.
Euro-American Inds., 204 Vanderpool St. Zip: 07114. Tel: 243-0518. (Rec. RJ & E, Tape E)
Folkraft/Dance Rec. Dists. (div. of Folkraft Publ'g Co. Inc.), 10 Fenwick St. Zip: 07114. Tel: 243-8700. Owner: Jerry Shifrin. (Rec. D, I & E; Tape E)
Rec. labels: Belco, Blue Star, Bogen, Folkraft, Grenn, Hi

Hat, Hoctor, J-Bar K, Jewel, Kalox, Kismet, Kolo Festival, MacGregor, Old Timey, Pilgrim, Pulse, Scope, Sets in Order, Square L, Tikva, Top, Wagon Wheel, Windsor, Xopo, Young People's Recs.
Rec. labels imported: Tanz (Germany); Jugoton, RTB (Yugoslavia).
Exports pre-recorded tape & playback equip.

• **NEW BRUNSWICK (Area Code 201)**

Performance Rec. & Tape Dists., PO Box 1459, 382 George St. Zip: 08901. Tel: 545-3004. Principals S. Kaplan, A. Marko, E. Zinis. (Rec. & Tape D)—cut-outs, overstocks, promotional items (SEE ADVERTISEMENT)

• **PATERSON (Area Code 201)**

Promo Rec. Dist'g Co. Inc., 160 E. Fifth St. Zip: 07524. Tel: 279-2010. WATS: (800) 526-5266. West Coast Tel: (213) 884-8668. Contacts: Carl Post, Max Goldstein, Paul Livert; West Coast Contact: David Greenman. (Rec. & Tape D)
Labels: Emus, Ghent, Golden Goodies; also distributes overstocks, cut-outs, TV prod. (SEE ADVERTISEMENT)

• **PENNSAUKEN (Area Code 609)**

Bandstand Rec. Serv. (Rec. & Tape OS & RJ), see Chips Dist'g.
Chips Dist'g (div. of Abkco Inds. Inc.), 9242 Commerce Hwy. Zip: 08110. Tel: 665-8200. Pres. & Gen. Mgr.: Ernie Santone; Sales Mgr.: Mario Daulerio. (Rec. & Tape D), (also Rec. & Tape D as Hitsville of Pennsylvania), (Rec. & Tape OS & RJ as Bandstand Rec. Serv.)
Rec. labels: AVI, Abkco, Ameraba, Aries, Audio Fidelity, Audio Technica group, Bach Guild, Big Band Int'l, CMH, California Recs. group, Candide, Cardinal, Century, Chiaroscuro, Concord Jazz, Contemporary, Conversa-Phone, Cream, Deluxe, Direct Disc, Discovery, Disney, Dobre, Dyno, Environments, Everyman, Fiesta, First Component, GNP, Gateway, Glori, Golden Era, Goodtime Jazz, Gordy, Grecophon, Gusto, Hi, Image, Improv, JDC, Jewel, Karate, Kent, Kid Stuff, King, Klavier, Kudu, LA, LRC, Largo, Lost Nite, MC, Mango, Motown, Muse, NJP, Natural Resources, Omnisound, PA-USA, Paula, Prodigal, QCA, Rampart, Rare Earth, Rebel, Reborn, Ronn, SMI, Sandcastle, Sesame Street, Shamrock, Soul, Spire, Starday, Sure, TEC, Tania, Tandem, Timeless, Trend, Turnabout, Vanguard, Vantage, Vesper, Vista, Vox, West End, Who's Who in Jazz, World Jazz, Xanadu, Zap, Zebra.
Tape lines: All lines. (SEE ADVERTISEMENT)

Hitsville of Pennsylvania (Rec. & Tape D), see Chips Dist'g.
Richman Bros. Recs. Inc., 6935 Airport Hwy. Ln. Zip: 08109. Philadelphia Tel: (215) 477-1742. Owners: Jerold, Allen & Richard Richman; Gen. Mgr.: Jerold Richman; Buyers: Singles, Mike Mix; Albums, Ted Neumann, Tim Comerford. (Rec. & Tape D & OS)
Rec. labels: Adelphi, Alligator, Arhoolie, Biograph, Black Saint, Blue Goose, County, Delmark, Flying Fish, Flying High, Folk Legacy, Folkways, Fretless, Front Hall, Green Linnet, Harbor, June Appal, Kaleidoscope, Kent, Kicking Mule, Leader, Mountain Railroad, Mulligan, Nessa, Owl, Philo, Rounder, Shanachie, Sonyatone, Sugar Hill, Sure, Swallowtail, Takoma, Topic, Troubadour, Vhhd-Isle, Windham Hill, Yazoo.
Tape lines: Capitol, Columbia, Folkways, GRT, Jubilee, Kent, Prestige, Rebel, Rounder, Savoy.
Accessories: Blank tape (CMC, Memorex, Sony), head cleaners (Memorex); Discwasher, Le-Bo, Neushaefer, Peerless, Sound Guard & Watts prods.
Shulman Rec. Co. Inc., 7030 Colonial Hwy. Zip: 08109. Tel: 662-8870. Exec.: Edward Kochman. (Rec. & Tape RJ)

• **RAHWAY (Area Code 201)**

Apex Recs. Inc., 947 US Hwy. 1. Zip: 07065. Tel: 574-1400; NYC Tel: (212) 233-7380. Telex (710) 996-5874. Pres.: Dante J. Pugliese; VP Sales: Al Schiefelbein. (Rec. & Tape D, I & E)

Springboard Int'l Recs. Inc., 947 US Hwy. 1. Zip: 07065. Tel: 574-1400; NYC Tel: (212) 233-7380. Telex (710) 996-5874. Pres.: Dante J. Pugliese; VP Sales: Al Schiefelbein; Mgr.: Vinnie Pisano. (Rec. & Tape D, I & E)
Rec. labels: Buckboard, Forever Oldies, Happy Tunes, Hit Series, Mace, Memorabilia, Mistletoe, Musicor, Nutmeg, Springboard, Top 16, Trip, Up Front.
Tape lines: Same as rec. labels.

Sutton Rec. Co., 960 E. Hazlewood Ave. Zip: 07065. Tel: 382-7770; NYC Tel: (212) 267-6662. Owners: James & David Sutton; Mgr. & Buyer: Jeff Sturman. (Rec. & Tape RJ, I & E)

Imports & exports cut-outs, over-runs & special prods. (SEE ADVERTISEMENT)

• **ROCHELLE PARK (Area Code 201)**

New York Rec. & Tape Dists. Inc. (Rec. D & E, Tape E), see Surplus Rec. & Tape Dist.
Surplus Rec. & Tape Dist./New York Rec. & Tape Dists. Inc., 68 W. Passaic St. Zip: 07662. Tel: 843-2670. NYC Tel: (212) 695-6117. Owners: Manny G. Wells, Merrill Rose; Buyers: Jack Rose, Pete Hyman. (Rec. D & E, Tape E)
Home office: Chicago, Ill.
Distributes cut-outs. (SEE ADVERTISEMENT)

• **SOMERVILLE (Area Code 201)**

Polka Hits, 331 Triangle Rd. Zip: 08876. Tel: 359-5520. Owner & Buyer: B. L. Goydish; Mgr.: C. Goydish. (Rec. & Tape D, OS & RJ)
Rec. labels: Alishire, Ampol, Bayway, Bel-Aire, Chicago Sound, Data, Dyno, Eastwind, Fantastik, Garden State, Goodwill, Ha-Lo, Jay Jay, Jody, Kerebo, L-Kay, Le Mans, MGM, Maxim, Rave, Rex, Ridge, Rim, Roia, Starr, Steljo, Stella, Tip, Usana, Wam.
Tape lines: Same as rec. labels.

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

Jem Recs. Inc., PO Box 362, 3619 Kennedy Rd. Zip: 07080. Tel: 753-6100. Pres.: Martin Scott; VP: Ed Grossi; Treas.: Jeff Tenenbaum; Comptroller: Howard Herbitter; Gen. Mgr.: Rick Lawler; Sales Mgr.: Bob



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BEST WISHES, GORDON.

VIA WUI 1317 12/19:

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• **SPRINGFIELD (Area Code 201)**

Profit Sales Dist., PO Box 176, Zip 07081, Tel. 379-9640.
Owner: S. Sherman; Mgr.: Joseph Howell; Albums Buyer: Nat. Frapp. (Rec. RJ—budget gospel)
Program One Stop Inc. (Rec. & Tape OS), see Program Recs. Inc.

Program Recs. Inc., c/o Runyon Bldg., Rt. 22 E., Fadem Rd., Zip 07081, Tel. 467-2760. Owners: Ralph Schechtman, Dave Casey; Mgr.: James Hall, Sales & Promo. Mgr.: William Scarborough; Buyers: Dave Casey, James Hall. (Rec. & Tape D), (Rec. & Tape OS as Program One Stop Inc.)

Labels: Abet, Birthright, Canaan, Creed, Dingo, Excellio, Glori, Good News, Gospel Way, Greentree, HSE, Heart Warming, Hob, Image VII, Impact, Inspirational Sounds, Jam Sessions, Jewel, Jubilation group, Kenwood, Light, Locus, Mankind, Myrrh, Nasco, Nashboro, New Pax, Old World, Our World, Paragon, Paula, Peacock, QCA, Reborn, Richburg, Sacred, Savoy, Singarecord, Solid Rock, Song Bird, Specialty, Spire, Su-Ann, Word.
Accessories: Duotone, Le-Bo, Peerless.

• **TEANECK (Area Code 201)**

Hungaria Recs. Inc., PO Box 2073, Zip: 07666, Tel: 343-5240. Exec. Dir.: Kalman Magyar; Prod. Mgr.: Samuel Jackendoff. (Rec. D, I & E)
Labels: Hazam, Hungaria, Hungaroton, Magyar, Pepita, Qualiton, Saban, Supraphon

• **UNION (Area Code 201)**

One Way of New Jersey, 1080 Garden State Rd. Zip: 07083. Tel: 964-6222. VP & Gen. Mgr.: George Zarembo (Rec. OS & Tape E)
Branch: Cleveland, Ohio. (SEE ADVERTISEMENT)
Transcontinent of New Jersey, PO Box 405, 1080 Garden State Rd. Zip: 07083. Tel: 964-6222. VP & Gen. Mgr.: George Zarembo; Buyer: Sharron Hall. Rec. & Tape OS & RJ
Home office: Buffalo, N.Y., Transcontinent Rec. Sales.

• **WESTVILLE (Area Code 609)**

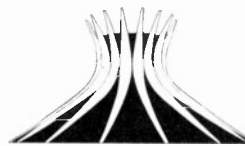
American Rec. Sales Inc., 1120 Crown Point Rd. Zip: 08093. Tel: 848-1900. Pres. & Buyer: Bill Buster; VP: Antony W. Colombet; Mgr.: Bill Carlin; Singles Buyer: Bill Buster. (Rec. D, OS, I & E)
Labels: Eric; all 45 rpm oldies (SEE ADVERTISEMENT)

NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**

Del Norte Rec. Dist., 1930 Gun Club SW. Zip: 87105. Tel: 877-2070. Owner & Buyer: Bennie Martinez; Mgr.: Margaret Martinez. (Rec. & Tape D & OS—Spanish & Indian prod.)
Labels: Alta Vista, Apache Spirit, Christy, DLB, Del Norte, Hermanos, More, Navajo Sundowners.
Hurricane Rec. Dist., 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, Good Luck, Hurricane, Keyloc, Magda, Marsol, Mex-Melody, Miami, More, Mother Lode, Musart, Musimex, Orfeon, Papalote, Parnaso, El Pato, Peerless, RJC, 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.
Trackdown Rec. Dist., 7720 Central SE. Zip: 87108. (Rec. D, OS, RJ, I & E)
Home office: Chicago, Ill. (See for prod. distributed)

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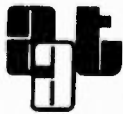
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● **ALBANY AREA (Area Code 518)**

Bee Gee Dist. Corp., Shaker Park, Latham 12110. Tel: 785-1122. Owner: Leonard Smith; Mgr.: Lawrence Smith; Sales Mgr.: Herbert N. Dorfman; Buyers: Singles, Linda Barnum; Albums, Theron Heath, 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, Grecophon, 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.

Handleman Co., 8 Northway Ln., Latham 12110. Tel: 783-5436. Mgr.: Aileen Browning; Buyers: Colleen O'Neil, Woody Howard. (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)

Mobile Rec. Serv. Co., 587 Broadway, Bldg. B, Apt. 10, Menands 12204. Tel: 274-0492. Mgr.: Edward F. Palyswiat. (Rec. OS—singles only)
Home office: Pittsburgh, Pa.

One-Way Recs. Inc., 12 Commercial Rd. Zip: 12205. Tel: 489-3288. Owner & D Mgr.: David Schlang, OS Mgr.: Joe Paone; Tape & I & E Mgr.: Gerald McCarthy; Buyers: Cut-out & Overstock Albums, David Schlang; OS Albums, Joe Paone; OS Tapes, Gerald McCarthy. (Rec. & Tape D, I & E—cut-out, overstocks), (Rec. & Tape OS & E)

Accessories: Blank tape (Sony), Discwasher & TDK prods. (SEE ADVERTISEMENT)

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; Comptroller: Elliot Steinberg; Gen. Mgr.: Frank Griffin; Opns. Mgr.: Mike Raikowski; Sales Mgr.: Steve Kretser; Buyer, Bob Langford. (Rec. & Tape D & RJ), Rec. OS as Upstate Music) Rec. labels: AA, Audio Fidelity, Bert & I, CMS, CRI, Caedmon, Canaan, Chiaroscuro, Connoisseur Society, Conversa-Phone, Creative Sound, Crown, Dana, Desto, Disneyland, Dyno, Everest, Everyman, Fiesta, First Component, Folkways, GNP, Gateway, Golden, Grecophon, Greene Mountain, Heart Warming, Impact, Light, Lyrichord, Monitor, Monmouth-Evergreen, Mountain Dew, Original Sound, Orion, Oryx, Peter Pan, Philo, Pickwick, Qualiton, Rim, Rounder, Sacred, Sesame Street, Sunnyvale, Supraphon, Thunderbird, Turnabout, Vanguard, Vox, Word.

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.

Upstate Music, PO Box 1677, Zip: 12201. Tel: 456-1232. Owner & Pres.: Robert J. Higgins; Exec. VP: Louis J. Del Signore. (Rec. OS), (Rec. & Tape D & RJ as Trans World Music)
Branch: Providence, R.I.

● **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)**

Polyphon Rec. Co., PO Box 124, Zip: 10507. Tel: 666-5287. Owner: Olga Jirakova; Mgr.: Karel B. Weiss. (Rec. D & I)

Labels imported: Supraphon (Czechoslovakia).

● **BUFFALO (Area Code 716)**

Agape Dist'n, 1685 Elmwood Ave., No 208-C. Zip: 14207. Tel: 874-6050. Owners: John Lilley, John Narraway; Sales Mgr.: John Narraway; Albums Buyer, John Lilley. (Rec. D & RJ, Tape D—gospel prod. only)

Labels: AB, Aslan, Birdwing, Bread & Honey, Canaan, Chrism, Dayspring, Fisher Folk, Good News, Greentree, Heartsong, Heart Warming, Impact, Jim, John Hall, Lamb & Lion, Maranatha, Mars Hill, Messianic, Mighty Wind, New Life, New Pax, New World, New Song, Paragon, Pax, Petra, Rainbow, Rock, Sangre, Scripture in Song, Seed, Solid Rock, Sonrise, Sparrow, Spirit, Star-song, Tempo, Word, Word of God.

Alpha Dist'g Corp., 32 Ripley Pl. Zip: 14213. Tel: 883-2936. Contact: Frankie Nestro. (Rec. & Tape D)
Home office: New York, N.Y. (See for prod. distributed) (SEE ADVERTISEMENT)

Best & Gold Rec. Dist's., 355 Harlem Rd. Zip: 14224. Tel: 826-9560. Sales & Promo. Mgr.: Paul Bapst; Buyers:

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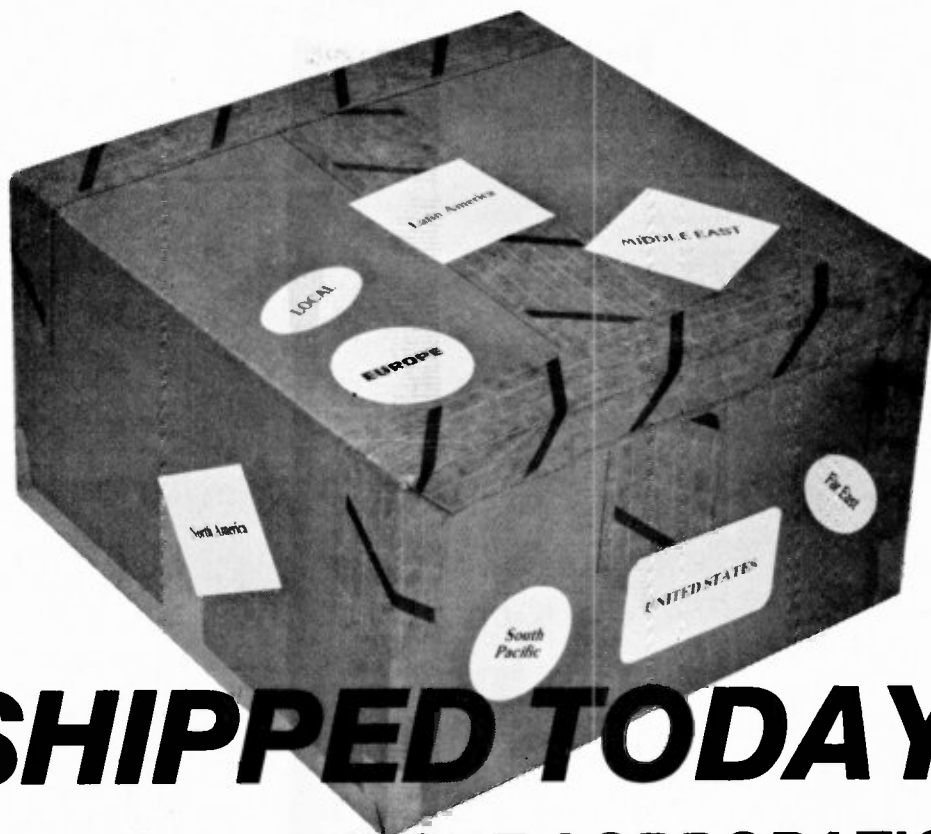
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Singles & Disco LP's: Larry Ver Hagen; Albums & Tape: Jim Primerano. (Rec. & Tape D, also see Transcontinent Rec. Sales)

Rec. labels: Amherst (W.N.Y. only), Arista, BMA, Bell Gold, Buddah, Century, Charta, Commercial, Con Brio, Con Rico, Crescendo, Cyclone, Dellwood, Door Knob, Entr' Acte, Farr, Fire Sign, First American, Flashback Oldies, Flying Fish, Free Spirit, GRP, Guinness, ICA, Image, Import, Improv, Kaleidoscope, L.S. Lil Darlin', Mainstream, Muse, Nationwide Sound, Nessa, IX Chains, Panama, Passport, Prelude, Pyramid, Quality, Queen City Albums, Ranwood, Rebecca, Rebel, Red Star, Roulette, Rounder, St. Simon, Savoy, Shannon, Sierra Briar, Sound Waves, Stiff, Struttin', True, Virgo, Visa, Vista, Wig, Win.

Tape lines: Amherst (W.N.Y. only), Arista, Buddah, Butterfly, Dellwood, Farr, Fire Sign, Free Spirit, Guinness, Passport, Prelude, Pyramid, Savoy.

Accessories: Rec. care prods. (Watts)

Buffalo Ents. Inc., 100 McKesson Pkwy. Zip: 14225 Tel: 685-2400 Pres: Carl Cavage; Mgr. Elizabeth Cavage; Buyer: John Grandoni; Ass't Buyer: Tom Kreppenbeck. (Rec. & Tape OS & R.J.)

Buffalo One Stop, 1790 Main St. Zip: 14208 Tel: 882-0427 Mgr. & Buyer: Larry Ver Hagen. (Rec. & Tape OS, also see Transcontinent Rec. Sales)

Piks Corp., 182 Ashland. Zip: 14222. (Rec. & Tape D)

Home office: Cleveland, Ohio.

Rec. labels: ABC imports, AJ's, APA, ARC, Adkorp, Aerospace, Ala, Alanna, Alarm, Alexander Street, Alligator, Alston, Amazon, Ambassador, American Gramophone, American Mutual group, American Sound, American Variety, American Way, Amour, Antilles, Antonio, Appaloosa, Aquarian, Archive of Jazz, Armada, Artemis, Artist House, Audio Arts, Avanti, Axe, BLHE, BMA, BRO, Bam-Buu, Banana Tree, Banner, Bar-B-Q, Barnaby Candid, Barracuda, Beacon, Beck, Bel-Ad, Bella Linda, Belle Meade, Benton, Bertie, Bicycle, Big Town, Birthright, Black Blues, Blackland, Blue Ash, Blue Candle, Blue Heaven, Blue Max, Blues Spectrum, Bobby Robinson, Boblo, Bold, Boogie Man, Braintrust, Breakthrough, Briar, Brown Dogg, Brownstone, Buddah, Buffalo, Busch Country, Butterfly, CC, CRS, C-Town, California Gold, Cambria, Caprice, Carat, Casino, Cat, Catalyst, Celestial, Centennial, Century 21, Champion, Charade, Charmur, Charta, Checkmate, Chimneyville, Chrysalis, Cin-Kay, Citadel, Classical Excellence, Clouds, Commercial, Compass, Comstock, Con Brio, Contempo, Contrast, Co-Star, Counter Parts, Country Porn, Country Showcase of America, County Line, Covert, Cross Country, Crystal Clear, Cyclone, DG, DRG, Dash, Day & Dan, Dee Bee, Delmark, Delux, Demand, Denim, Derrick, Dial, Dingo, Disciple, Dixie Jubilee, Dobre, Don, Door Knob, Doral, Drive, Dyan, Dyo, Earth, Earthwood, El Con, Elka, End-Gee, Entr' Acte, Epitome, Erotic, Essar, Euphoria, Eyes, Fairview, Farr, Fast Track, Fiddlers Wind, 50 States, First American, Flying Fish, Flying High, Fotoplay, 4 Star, Freedom, Free Form, Fretless, Fre-Tone, Funk, Fury, GMC, GNP, Crescendo, GRO, GRR, Gateway, Gillette-Madison, Gil's Funny, Glacier, Glades, Go-Dak, Golden Moon, Golden River, Gold Rush, Gold Star, Good Co., Good Sounds, Gosco, Gospel Tone, Grab Me, Gramercy, Granny White, Grape, Grapevine, Great Northwest, Greedy, Grenadilla, HDM, Hawkeye, Hawk Sound, Heat, Heavy, Hit Bound Int'l, Hit Int'l, Hob, Hobo, Homa, Hop-A-Long, Hoss, Housetop, Humorsonic, IBC, ICA, IMP, Import, Impulse, Inergi, Inphasion, Instant, Irish Rego, Iron Horse, JDC, JRC, Jazz Masters, Jefferson Boulevard, Jerri, Jeremiah, Jerree, Jett Lagg, Jett Sett, Jo Don, Joel, Juana, Jucu, Kaleidoscope, Karat, Kayvette, Kid Stuff, Kimbo, Konduko, LPG, LRC, LS, Laff, Lamb, Libbi, Libra III, Little City, Little Darlin', Little Richie, Little Star, Liz-Be, Los Angeles, Lotta, Love, Lucky Man, MCM, MF, MRC, MRI, Mainstream, Malaco, Mand, Mango, Manilla, Mantan, Mar Bren, Marlin, Masterpiece, Meridian, Messenger Gospel, Metric, Midas, Midsong, Milagro, Ministri, Miracle, Mogul, Monterey, Morhythm, Mountain Railroad, Motown imports, Movie Star, Muse, Music Flow, Music Is Medicine, Mutt & Jeff, NTSU, Nami, Nashville, Rec. Prod'ns, Nationwide Sound, Ned, Neostat, Nessa, New Day, IX Chains, Ninth Note, Nostalgia Lane, Nu-Tray, October, Ode, Olympus, Opus, Orinda, Orlando, Ovation, Owl, PVC, Pacific, Pacific Arts, Pageboy, Pantheon Desert, Paradox, Paragon, Payola, Peppo, Pharaoh, Philo, Phono, Picadilly, Pick-A-Hit, Pinnacle, Polydor imports, Potato, Prairie Dust, Predator, Prima, Progressive, Pure Silk, Pyramid OCA, R&R, RS, Randa On, Ranwood, Redd Fox, Red's World, Request, Rhino, Rickwood, Ridge Runner, Ridgetop, Rim, Rising Star, Riverboat Roadshow, Roast, Robert Lee, Rocking Horse, Rocky, Roots, Roulette, Royal Flush, Rush, Sabre, St. Simon's Schaffer, Schubart, Scorpio, Scorpion, Scrimshaw, Seeds & Stems, Shadow, Shield, Shue, Sierra, Silver Blue, Silver Sword, Simko, Sipra, Sirlion, Skyline, Snowdrop, Soc-A-Gee, Soul Deep, Soultown, Soundbird, Sounds Superb, Soundwaves, Spoonfed, Stanson, Starlog, Star Mountain, Stone Dogg, Stoney Plain, Stop, Storyteller, Strawberry, Studio B, Studio 7, Sugar Hill, Sunnyvale, Sunshine, Sunshine Sound, Superstar, Swar, TK, TMS, Tablighi, Tailored Music, Takoma, Talisman, Talpro, Taxi, Teddy Bear, Thistle, 3M's, Timberline, Timeless, Tomorrow, Topco, True, 12-00 High, 20th Century, US, Underground, Unicorn, Unital, Vaya, Vee Jay, Venice, Versatile, Vintage, Virgo, Visa, Vista, Vistone, Vivo, WILD, WITG, Wanderick, Waterhouse, Weird World, West, Western Hemisphere, Wheeler, Wicked, Wide World Music, Wizard, Wolf, Woodsmoke, World Jazz, World Wide Music, Yucca.

Tape lines: APA, Ala, Alarm, Alexander Street, Alston, American Variety, Archive of Jazz, Barnaby Candid, Blue Candle, Bold, Buddah, Buffalo, Butterfly, Cat, Chimneyville, Chrysalis, Clouds, Con Brio, Contempo, Dash, Dingo, Drive, Dyo, Earth, End-Gee, First American, Flying Fish, 4 Star, GRT partial catalog, Gillette-Madison, Glades, Good Sounds, Gosco, Gospel Tone, Great Northwest, HDM, Hit Int'l, Humorsonic, Import, Impulse, Inergi, Inphasion, Jazz Vold, Juana, Kayvette, LRC, LS, Laff, Little Darlin', Little Star, MF, MRC, Main-

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Ruda's Dist'g Co., 915 Broadway, Zip: 14212. Tel: 852-3121. (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, VP & Opns. Mgr. Tom Colson, VP & Sales Mgr. Steve Kugel, VP & Nat'l Buyer. David Colson, Singles Buyer: Larry Ver Hagen, Albums Buyer: Jim Primerano, Tape Buyer: Bob Mueckl. (Rec. & Tape RJ), (Rec. & Tape OS as Buffalo One Stop), (Rec. & Tape D as Best & Gold Rec. Dist.).
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- **CARLE PLACE (Area Code 516)**
 Wilmi Sales, 556 Westbury Ave. Zip: 11514. Tel: 333-0275. Owner & Mgr.: Edward Smith. (Rec. OS & RJ, Tape OS)
- **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)
- **FREEMPORT (Area Code 516)**
 Candy Stripe Recs., 371 S. Main St. Zip: 11520. Tel: 379-5151/5760. NYC Tel: (212) 895-3930. Telex: 126851. Owner & Bd. Chm.: Bernard Keil; Pres.: Stan Gecht; Buyers: Recs. & Tapes, Irving Chaffardet; Accessories, Irving Glasser. (Rec. & Tape D, OS, R.J. I & E)
 Labels: ABC, A&M, AVI, Alston, Angel, Apple, Ariola, Arista, Asylum, Atco, Atlantic, Bearsville, Blue Note, Blue Thumb, Buddah, Butterfly, CTI, Capitol, Capricorn, Casablanca, Columbia, Dash, De-Lite, Deram, Dot, Drive, Dunhill, ECM, EMI, Elektra, Epic, Fantasy, Fiesta, Goldmine, Harvest, Hi, Impulse, Infinity, Island, Janus, LRC, Laff, London, London Int'l, MCA, Mainstream, Mango, Marlin, Mercury, Midsong, Milestone, Monument, Motown, Mushroom, Nashboro, Oasis, Odyssey, Parachute, Parrot, Peacock, Polydor, Prelude, Prestige, Prism, RCA, RSO, Ranwood, Red Greg, Reprise, Rolling



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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; Accessories, M. Goldstein. (Rec. & Tape RJ)

● **GREAT NECK (Area Code 516)**

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

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

Tape lines imported: Ades (France), Cetra (Italy), Festi-val (France), Hispavox (Spain), Omnivox (France), Pleiade (France), Visaphon (Germany).

Record Warehouse, 16 Canterbury Rd. Zip: 11022. Tel: 487-8569. Telex ETLX 420001 x 222. Pres.: Arthur Danziger. (Rec. D)

Distributes collector's items, cut-outs, Latin prod., rare rock. (SEE ADVERTISEMENT)

● **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 mate-rials.

● **HICKSVILLE (Area Code 516)**

Export 33 1/2 Recs./Barry Weisfeld, PO Box 773. Zip: 11802. Tel: 931-7737. Owner: Barry Weisfeld. (Rec. D, I & E—catalog, cut-out, 50's, unavailable & collec-tor's items)

● **HUNTINGTON (Area Code 516)**

Cut Corners Rec. Dist. of New York, 310-B, New York Ave. Zip: 11743. Tel: 423-9081. Sales: Kim Land; Buyer: Dave Witthaus. (Rec. & Tape D—cut-outs & overstocks) (SEE ADVERTISEMENT)

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

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

● **ISLAND PARK (Area Code 516)**

Price Rite Rec. Corp., 4245 Austin Blvd. Zip: 11558. Tel: 431-8783. Telex: 126575. Pres. & Buyer: Lawrence Sonin. (Rec. & Tape I & E)

Exports current & close-out records & pre-recorded tape, all US labels.

Accessories: Blank loaded tape (Columbia), record & tape cases (Savoy), Le-Bo prods. (SEE ADVERTISE-MENT)

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. 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 AD-VERTISEMENT)

Zim Recs., PO Box 158, 18 Ivy Dr. Zip: 11753. Tel: 681-7102. Owner: Arthur Zimmerman. (Rec. I & E)

Labels imported: A (UK), Alpha (Netherlands), Amigo (Sweden), Artlaxeras (Sweden), Blue Parrot (UK), Cara-col (France), Dawn Club (Germany), Dragon (Sweden), East West (Sweden), FDC (Italy), Family (Italy), First Heard (UK), Flyright (UK), Fountain (UK), Four Leaf Clover (Sweden), Gaps (Netherlands), Gardenia (Nether-lands), Grannyphone (Netherlands), Guilda da Musica (Portugal), Hefty Jazz (UK), Hep (UK), Jackson (Ger-many), Jazz Connoisseur (Italy), Lee Lambert (UK), Mag-pie (UK), Mahogany (France), Munich (Netherlands), Oldie Blues (Netherlands), On the Loose (Italy), Queen Disc (Italy), Raretone (Italy), Rarities (UK), Redondel (Ar-gentina), Retrieval (UK), Right Keyhole (Italy), Stooif (Netherlands), Tangent (UK), Texas Blues Piano (UK), Two Flats Disc (Italy), Unique Jazz (Italy), Vinyl (UK).

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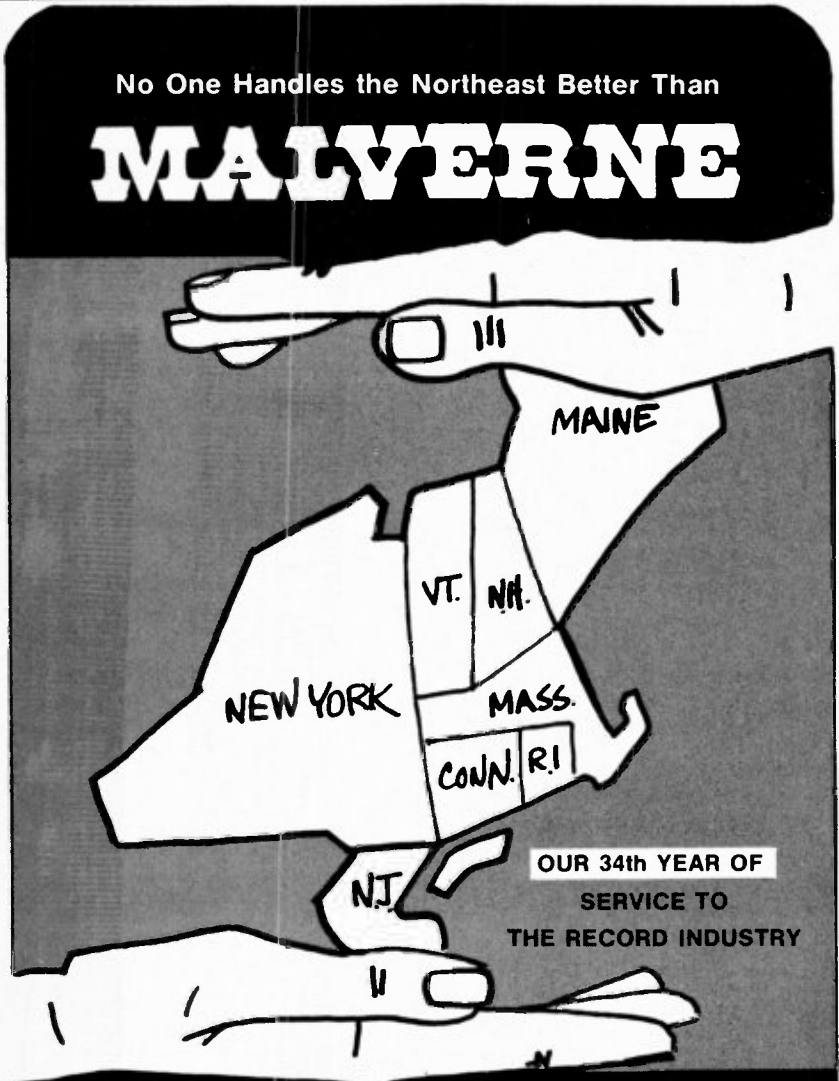
Harbor Rec. Export Corp., 66 Rt. 55. Zip: 12749. Tel: 583-4095. Pres.: Jerome Hornig. (Rec. & Tape E) (SEE AD-VERTISEMENT)

● **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-1 Rec. Sales, 659 10 Ave. Zip: 10036. Tel: 246-1234/3330. (Rec. & Tape OS) (SEE ADVERTISEMENT)
- A R C Rec. Dist. Ltd., 1194 Nostrand Ave., Brooklyn 11225. Tel: 772-5665. (Rec. D & E)
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: 397-1920. 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: Abkco, Amherst, Arista, Buddha, CTI, Children's Recs. of America, Cream, First American, Hi, Living Language, London, M&R, Mainstream, Mango, Midsong, Motown group, Pacific Arts, Passport, Republic, Tamla, Tomato, Vanguard, Venture, Visa
Tape lines: All lines. (SEE ADVERTISEMENT)
- American Album & Tape Dist. / Hope Int'l, 850 Seventh Ave. Zip: 10019. Tel: 247-3188. Pres.: David King; VP: Hope King; Int'l VP: Warren Ashley; Gen. Mgr.: George Curtis. (Rec. & Tape D, I & E)
Rec. labels: Hall of Fame, Jazz Greats; also distributes cut-outs, overstocks.
Imports close-outs, surplus.
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, Funny, Gema, Maype, Modiner, Musicalia, Musicuba, Orosound, Performance, 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).
Tape lines imported: Amadeo (Austria), Christophorus (Germany), Harmonia Mundi (Germany), Jugoton (Yugoslavia), Opus (Czechoslovakia).
- Archer Int'l, 1 Park Ave. Zip: 10016. Tel: 532-2323. VP Sales: Irwin Eisen. (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.

- Arovox Rec. Corp. (Rec. & Tape RJ), see Olympia Rec. Inc.
- Audio Dist. Inc., 1182 Broadway. Zip: 10001. Tel: 725-4570. Pres.: Al Antebi; VP: Buddy Antebi. (Rec. & Tape D)
Distributes cut-outs.
- Audiorama Recs. Corp., 658 10 Ave. Zip: 10036. Tel: 246-9858. Owner: Rafael Diaz Gutierrez; Mgr.: Hilda Diaz Gutierrez. (Rec. D)
Labels: Accion, Atlas, Audiorama, Color, DC, Disco Sur, Duro, Fabuloso, Fonica, Lad, Legal, Madely, Preludio, Quisqueya, Taurus, Top-Hit, Velvet, Virtuoso.
- Berklay Air Servs. Mktg., PO Box 665, JFK Airport, Bldg. 80, Jamaica 11430. Tel: 656-6066. Owner: Bernard Klainberg. (Rec. & Tape E)
Branch: Los Angeles, Calif. (SEE ADVERTISEMENT)
- Beta Recs. Dist. Inc., 599 10 Ave. Zip: 10036. Tel: 239-0440. Pres.: John Halonka; Gen. Mgr.: Jim Demay; Buyer: Clement Cole. (Rec. D, OS, I & E; Tape D)
Labels: BRC, Big Town, Brunswick, Dakar, Dobre, Durium, Light, Plantation, QCA Jazz, Sun, Trojan.
Imports Caribbean, pop, R&B, disco, jazz & classical prod.
- Brasilia Recs. & Tapes Corp., 29 W. 38 St., 8th fl. Zip: 10018. Tel: 354-5613. Telex: 666794 BRASREC. Pres.: Herbert Cszanik; Nat'l Sales Mgr.: Jim Demay. (Rec. & Tape D, I & E)
Rec. labels: Brasilia, Brass, Emergency.
Rec. labels imported: AMC, Beverly, Building, Copaca-

- bona, Fontana, Marcus Pereira, Philips, Phonogram, Polydor, Polygram, RCA, RGE/Fermata, Sabia, Som, Vision (all Brazil), Movie-Play, Polygram (both Portugal).
Tape lines imported: Same as rec. labels. (SEE ADVERTISEMENT)
- C B S Recs., 95-25 Queens Blvd., Rego Park 11374. Tel: 830-3600. VP Northeast Region: Ron Piccolo; Reg'l Coord.: Karen Padgett; Branch Mgr.: Bob Jamieson. (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starflite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.
- Capitol Recs., 1370 Ave. of the Americas. Zip: 10019. Tel: 757-7470. (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists
Tape lines: Same as rec. labels.
- 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, Rinal Sousa. (Rec. & Tape D, I & E). Local branch: Cayre Dist., 653 10



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Tape lines: Same as rec. labels

Chapel-Tone Music, 93-12 Hollis Court Blvd. Queens Village 11428. Tel. 464-3642. Owner & Singles Buyer. Ronald Blair. Mgr. & Albums Buyer. Thomas Laura. Local branch Street Corner Recs., 300 E. 39 St Zip 10020. Tel 733-8813 (Rec. D)
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Dolian Prods Corp., 307 Fifth Ave. Zip 10016 Tel 684-6274. Owner David Robin, Mgr. John Robin (Rec. & Tape E)
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Rec. labels: Audiophile, Audio Technica, Cambridge, Chalfont, Citadel, Delos, Desmar, Gale, HNH, International Piano Archives, Pelican, RCA (Japan), Telarc, Titanic, Toshiba, Umbrella, Unicorn
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Tape line: Connoisseur Society/In Sync Labs
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German Language Publ's 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, EMI-Electrola, Europa, Europa-Klassik, Fontana, Hansa, Jupiter, M. Maritim, Metronome, Philips, Polydor, Sonic, Telefunken (all Germany), Amadeo, Polydor (both Austria)
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Gotham Dist., 21-51 44 Dr., Long Island City 11101. Tel. 786-5400. Owner Joe Bostic. Mgr. Buddy Franklin; Singles, Albums & Tape Buyer. Maxine Neely (Rec. & Tape OS)
Hope Int'l, see American Album & Tape
Victor Hotho & Co., 353 E. 72. Apt. 4-D. Zip 10021. Tel. 737-5749 (Rec. & Tape RJ)
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House of Menorah Inc., 36 Eldridge 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
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International Book & Rec. Dist's., 40-11 24 St., Long Island City 11101. Tel: 786-2966 Owners V. Rudenjak, S. Simunovic. Mgr. Kay Jackson. (Rec. I)

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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 & R Music World, Export Div., 23 Park Row. Zip: 10038. Tel: 732-8600. Telex: 420001 ETLX (Rec. & Tape E) (SEE ADVERTISEMENT)

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

Known Artist Dist., 1619 Broadway. Zip 10019. Tel: 265-1292. Mgr. Krzysztof Z. Purzycki (Rec. RJ & E) Home office: Brewton, Ala.

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

M C A Dist'g Corp., 445 Park Ave. Zip: 10022. Tel: 759-7500. Reg. I Dir.: Bob Specca. Branch Mgr.: Tex Weiner. (Rec. & Tape D) Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion. Tape lines: Same as rec. labels

Malverne Dist's 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 Dist's Inc. of Boston. Rec. labels: APA, AVI, Abet, Alston, Artist House, Biograph, Blue Candle, Cat, Century, Channel, Chrysalis, Cloud, Concord Jazz, Creed, Crescent, Dash, Drive, Excello, Fantasy, GRT, Galaxy, Glade, Gryphon, Hob, Janus, Juana, Kayvette, Kenwood, Konduko, LRC, Light, Malaco, Mankind, Marlin, Milestone, Muse, Mushroom, Myrrh, Nashboro, Ovation, Penthouse, Prelude, Prestige, Prism, Pyramid, Ranwood, Red Star, Riverside, Roulette, Savoy, Shadybrook, Shield Signature, Silver Blue, Specialty, Stax, Strawberry, Sunshine Sound, TK, Talisman, Weird World, Wolf, Word, Zebra. Tape lines: AVI, Alston, Cat, Chrysalis, Creed, Excello, Fantasy, Glade, Marlin, Milestone, Nashboro, Prestige, Pyramid, Roulette, Savoy, Specialty, TK. (SEE ADVERTISEMENT)

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. Racks, 1637 Utica Ave., Brooklyn 11234. Tel: 253-4600. Owner: D. Last; Mgr.: Albito Velez. Buyers: Singles, B. Cohen, Albums, Don Erlichman; Tape, Eolides Corniel (Rec. & Tape RJ), (Rec. & Tape E as Met Richmond Latin Rec. Sales) (SEE ADVERTISEMENT)

Met Richmond Latin Rec. Sales (Rec. & Tape E)—Mgr.: Bob Stack—see Met Richmond Latin Rec. Racks

Music Streams Inc., 161 W. 54 St., Suite 1401, Zip: 10019. Tel: 247-5670. Pres.: Jean-Louis Tersiguel, Sec'y-Treas.: Victor W. O'Gilvie, Sales Mgr.: Andy Simonds. (Rec. I) (SEE ADVERTISEMENT)

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Olympia Rec. Int'l Inc., 239 W. 18 St. Zip: 10011. Tel: 989-7200. (Rec. & Tape D), (Rec. & Tape RJ as Arovox Rec. Corp.) Rec. labels: Capitol, Columbia, Disneyland, Goldin, Keith Aurora, MCA, MGM, Pickwick, Polydor, RCA, United Artists. Tape lines: Capitol, Columbia, Disneyland, Dot, Liberty, MCA, Pickwick, RCA, United Artists. Accessories: Le-Bo.

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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.; Mktg. Dir.: Pierre Bourdain. (Rec. D & I, Tape I) Labels: Arion, Aris, Berlitz, Cosmos, Kronos, New World, Peters Int'l, West 54.

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, Turicophon group.

PolyGram Dist'n Inc., 810 Seventh Ave. Zip: 10019. Tel: 399-7100. Pres.: John Frisoli; VP Sales: Jack Kiernan; VP Opns.: Bert Franzblau; VP Finance: Bob Cappiello; VP Planning: Jules Abramson; VP Mktg. Development: Jon Preisinger; Nat'l Singles Dir.: Rick Bleiweiss; Nat'l Mdsq. Mgr.: Rob Singer; Sales Admin. Dir.: Sterling Devers. (Nat'l office). Local dist'n branch: 15 Columbus Circle. Zip: 10023. Tel: 399-7461. Reg'l VP: Ed Jarman; Branch Mgr.: Shelly Rudin; Sales Mgr.: Jeff Brody. (Rec. & Tape D)

Distribution & sales branches: Los Angeles, San Francisco, Calif.; Denver, Colo.; Miami, Fla.; Atlanta, Ga.; Schiller Park (Chicago Metropolitan Area), Ill.; Greenbelt, Md.; Woburn (Boston Metropolitan Area), Mass.; Troy (Detroit Metropolitan Area), Mich.; St. Louis, Mo.; Cherry Hill, N.J.; Lakewood (Cleveland Metropolitan Area), Ohio; Dallas, Houston, Tex.; Seattle, Wash. Depots: Sun Valley (Los Angeles Metropolitan Area), Calif.; Indianapolis, Ind.; Edison, N.J.

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Tape lines: Same as rec. labels.

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, Stejlo, Stella, Studio 5, Trifon, 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, Stejlo, Stella, Usana, V.

Qualiton Recs. Ltd., 39-28 Crescent St., Long Island City 11101. Tel: 937-8515. Owners: Otto & Judith Quittner; Pres.: Otto Quittner; Sales Mgr.: George Volkening; Albums & Tape Buyer: Judith Quittner. (Rec. & Tape D & I)

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

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

RCA & A&M & Assoc'd Labels, 529 Fifth Ave. Zip: 10017. Tel: 598-4276. Reg'l Sales Dir.: Bill Reilly; Branch Sales Mgr.: Steve Rifici; Sales Mgr.: Mary Beth Connors. (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong.

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.

Rashid Sales Co., 191 Atlantic Ave., Brooklyn 11201. Tel: 852-3295. Owners: Albert, Raymond & Stanley Rashid; Mgr. & Buyer: Stanley Rashid. (Rec. OS, Rec. & Tape I)

Labels imported: Cairophone, EMI (Arabic prod.), Parlophone, Regal Arabic, Sono Cairo, Sout el Phan, Voice of Lebanon.

Raven Rec. Exports Inc., 147-45 182 St., Jamaica 11413. Tel: 995-9200. Telex: 668694. VP: Brien Fletcher. (Rec. & Tape E), (Rec. & Tape I as Important Rec. Dists.) (SEE ADVERTISEMENT)

Raymar Sales Co., 170-21 Jamaica Ave., Jamaica 11432. Tel: 658-4012. Owner & Buyer: Samuel Keenholz; Gen. Mgr. & Buyer: Hal Kaufman. (Rec. & Tape OS, RJ & E).

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, Adevkian, 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 & J, 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 Bird Songs, Coronet, Country, Crystal, Curtain Calls, Daffodil, Dance, Delmark, Delos, Delphi, Desto, Dictation Disc, Dover, Droll Yankee, Duke University, Dyer-Bennet, Eastman Rochester, Educational Media Ass'n, Educo, Elay, Elysee, Entr'acte, ESP, Epsilon, Everest,

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Record Haven, 636 11 Ave. Zip: 10036. Tel: 247-5900. Telex: 666754 Haven. Owners: Sam & Len Fichtelberg. Gen. Mgr.: Paul Freund, Buyer: Bill Moss, Sales Mgr. Gary Hall; Export Div. Mgr. Alex Neel (Rec. & Tape OS, I & E) (SEE ADVERTISEMENT)

Record People, 66 Greene St. Zip: 10012. Tel: 226-7388. Telex: 425233 Amex UI. Owner: Robert Friedman. (Rec. D)

Labels: Adelphi, Advent, Aeco, Airborne, Aircheck, Ajax, Alligator, Archive of Folk, Archive of Jazz, Archive of Piano, Arhoolie, Aries, Asch, Asha, Audiophile, Auricle, Aviva, Baron, Barrelhouse, Bay, Beehive, Beet, BetCar, Big Band Int'l, Biograph, Biscuit City, Blackbird, Blind Pig, Blue Angel Jazz Club, Blue Goose, Blue Labor, Blues Classics, Bomp, Briar, Broadway, Bullfrog, CMH, Caedmon, Car, Catalyst, Catamount, Center, Cetra, Citadel, Classical Excellence, Classic Int'l, Filmusicals, Comedie Francaise, Concert Disc, Contemporary, Copacabana, Corinthian, Counterpoint/Eoteric, Country Turtle, County, Cowboy Carl, Crazy Cajun, Creative Worlds, Crown, Curtain Calls, DRG, Dawn Club, Delmark, Demand, Dobre, Dream Dancer, Dream Street, East Coast, Entr' Acte, Epitaph, Eubie Blake, Euphoria, Everest, Excalibur, Experiences Anonymes, Family Owl, Fanfare, Finite, Firesign, First Heard, Flying Crow, Flying Fish, Flying High, Folk Legacy, Folk Lyric, Folkways, Fourth Wall, Fretless, Front Hall, GHB, GNP Crescendo, Giants of Jazz, Glendale, Golden Age, Golden Era, Golden Legends, Grassound, Green Linnet, Gusto, HDS, HP Music, Halcyon, Herwin, Hidden Meaning, Hollywood Sound Stage, Honey Dew, Hugo's Music, IPS, Improvising Artists, Inagua, Incheconin, India Navigation, Jazz Archives, Jazz Classics, Jazz Guild, Jazzology, Jennie, Joliet, Joyce, Juke Joint, Jump, June Appal, Kaleidoscope, Kharma, Kicking Mule, King, Labor, Legacy, Legends, Le Roi du Blues, Leviathan, Lisa, Lo Ball, Lovely, Lyricord, MF, Mamlish, Marcus Pereira, Mark 56, Medical, Melodeon, Midland, Migraine, Mr. Blues, Monitor, Monmouth Evergreen, Morning Star, Mozown, Mulligan, Muscraft, Music Works, Muskadine, NRG, Natural Organic, Nervus Rex, Nessa, New World, Night Hawk, Northern Lights, O.J.L., Oats, Oblivion, Ogham, Old Homestead, Oldie Blues, Old Timey, Olympic, Omnisound, Onari, Orange Orion, Outrageous, Outstanding, PAUSA, PM, P-Vine, Paredon, Passin' Thru, Payola, Pearl, Period, Philly Jazz, Philo, Philomel, Phoenix, Phonogram, Pious, Plantation, Power Pak, Power Play, Progressive, Pumpkin, RCA (Brazil), RGE, RPE, Radio Archives, Ram, Rambler, Ramblin', Rebel, Red Lightnin', Red Rooster, Retrospect, Revelation, Request, Rhino, Rice, Ridge Runner, Rounder, Route 66, SRI, SRO, SSS, Sackville, Scala, Sefco, Southland, Spokane, Spottite, Stanyon, Starday, Starfire, Starlog, Stash, Stet, Straight Ahead, Strike, String, Studio Seven, Sugar Hill, Sun, Sunbeam, Survival, Sweet Earth, Symposium, Syndicate Chapter, Syntonic Research, Take Home Tunes, Take Two, Taxi, Testament, Texas ReRecord, Third Street, Total Recording, Totem, Tradition, Transatlantic, Trix, Troubador, Two Dozen Plus, Union Pacific, VJ Int'l, Vantage, Varese Int'l, Vetco, Water House, Wines, Wolf, World Jazz, Xanadu, Xtra, Yazoo, Zap.

Record Shack of New York City Inc., 72-02 51 Ave., Woodside 11377. Tel: 899-0200. Telex: 62632. Owner & Pres.: Edward A. Portnoy; VP: Ed Seligman; Mgr.: Gene Fink. (Rec. & Tape OS, I & E)

Branches: Compton (Los Angeles Metropolitan Area), Calif.; Record Shack of Los Angeles; Atlanta, Ga.; Record Shack of Atlanta, Mentor (Cleveland Metropolitan Area), Ohio; Record Shack of Cleveland; Dallas, Tex.; Record Shack of Dallas; Rutland, Vt.; Record Shack of New England. 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 OS & I)

Labels: El-Roy, Rego, Rego Irish Recs. & Tapes, Tifton Irish Party series, Irish Imports. (SEE ADVERTISEMENT) Release Recs. Inc., 4257 Katonah Ave., Bronx 10470. Tel: 325-6308. Owner: Daniel J. Ryan. (Rec. & Tape I).

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

Henry Rosenberg Co., New York Sheraton Hotel, 870 Seventh Ave., Suite 348. Zip: 10019. Tel: 541-5350. Pres.: Henry Rosenberg; Prod. Control: Ralph Smith. (Rec. & Tape D, I & E)

Distributes close-outs, surplus tape lines, cutouts, over-stock.

S M G Dist. Inc., 46-50 54 Ave., Maspeth 11378. Tel: 937-7200. VP's: Barry Goody, Sam Stolon, Bob Menashe. Buyers: Steven Sturm, David Deutsch. (Rec. & Tape D). (Rec. & Tape I & E as Sam Goody Int'l Inc.) Distributes: cut-outs & over-runs.

Albert Schultz Inc., 116 W. 14 St. Zip: 10011. Tel: 924-1122. Cable: ALBYREP. Telex: 236569. Pres.: Albert Schultz, Mgr.: Jorge Alban; Buyer: Ricardo Leon. (Rec. & Tape E)

Exports all current & cut-out rec. & tape labels, accessories, blank loaded tape, tape supplies for mfrs. of cassette & cartridges, high fidelity equip., blank & pre-recorded videocassettes. (SEE ADVERTISEMENT)

Sight & Sound, 20 W. 22 St. Zip: 10010. Tel: 989-6615. Owner: Robin Imandt. (Rec. D)

Labels: ARS Pro Femina, Bloodleaf, Cassandra, Deep River, Dream Machine, Galaxia, Gemini Hall, Lima Bean, Olivia, Open Door, Pacific Cascade, Paredon, Pleiades, Redwood, Schnarf, Sea Friends, Sea Wave, Sister Sun, Stash, Submaureen, Thunderbird, Urana, Windbag.

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)

Exports all rec. labels, tape lines, blank tape, close-outs & stock lots. (SEE ADVERTISEMENT)

David Sternberg Int'l Sales Inc., 221-20 147 Ave., Jamaica 11413. Tel: 525-6747. Telex: 425129. Pres.: Helmut Marcuse. (Rec. E)

Stratford Dist. Inc., 184-23 Jamaica Ave., Hollis 11423. Tel: 454-8800. Telex: 427324. Pres.: Nathan Kaplan; Buyers: Irving & Allen Silverman. (Rec. & Tape OS, RJ, I & E)

Sunshine Rec. Dist., 710 12 Ave. Zip: 10019. Tel: 265-3530. Owner: Howard Rumack; Mgr.: Pat Monaco. (Rec. D)

Labels: Ameraba, Audio Fidelity, Big Sounds, Chiaroscuro, Dance Disk, Discovery, Electric Cat, Eric, GNP Disco, ICA, Improv, JDC, JRC, Jewel, Kick, LA, Little Darlin', Paula, Ralph, Ramparts, Red Greg, Ronn, Sandcastle, Spire, TEC, Trend, Vesper, West End, Will Power.

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, David Abady, David Lubin; Albums, Joseph & David Abady, Claudia Huddleston, David Lubin, Tape, David Abady. (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 Smokeler; Albums, Joe Tortorelli; Tape, Hattie Wilson. (Rec. & Tape OS & E) (SEE ADVERTISEMENT)

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

Warmid Inc., 200 Hudson St., 12th fl. Zip: 10013. Tel: 541-4490. Telex: 236941. Pres.: William Medeot; 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, Beserkley, Big Tree, Cotillion, 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, Whitfield, Wing & a Prayer, Zephyr.

Tape lines: Same as rec. labels.

West Side Sound Dist. Inc., 693 10 Ave. Zip: 10036. Tel: 586-2710. Pres.: Arturo J. Saiz; Gen. Mgr.: Hector Varona. (Rec. & Tape D)

Labels: Raiz, WS Latino, West Side.

Win Recs. Inc., 41-43 39 St., Long Island City 11104. Tel: 786-7667. Owner & Pres.: Sam Weiss; VP, Mgr. & Buyer: George Weiss. (Rec. & Tape, OS & RJ). (Rec. I & E, Tape E as Superior Rec. Dist.)

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), Telestar (Sweden).

Worldwide Music Dist., 1966 Broadway. Zip: 10023. Tel: 724-4212. Pres.: Eric Fletcher. (Rec. I)

Labels imported: Abbey (UK), GFH (UK), Guild (UK), Tactus (UK), Viking (UK).

Zemeron Trading Inc., 114 E. 25 St. Zip: 10010. Tel: 673-

2430. Owner: M. Kagen; Gen. Mgr. & Buyer: Hanna Bolick. (Rec. & Tape D & I).

Labels: Gal-Ton, Hed Arzi, Isradisc. (Israeli prod.).

• **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.

• **PLAINVIEW (Area Code 516)**
Paramount Recs. Inc., 81 Sheen 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.

• **ROCHESTER AREA (Area Code 716)**
House of Guitars Inc., 645 Titus Ave. Zip: 14617. Tel: 544-3500. Owner: Armand Schaubroek; 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, CBS/Sony (Japan), Capitol (France), GRT (Canada), House of Guitars, Mirror, Ozark, Polydor (Canada), Ralph, Sky Dog (France), Stiff (UK).
Phonographs: Craig, Kenwood, Sony
Accessories: Memorex, RCA, Sony, Sound Guard, TDK.

Kack Klick Inc. (Rec. D & OS)—D Mgr.: Bruce Schaubroek; 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 Schaubroek—see House of Guitars Inc.

Rochester One Stop (div. of Transcontinent Rec. Sales), 3047 W. Henrietta Rd. Zip: 14623. Tel: 454-6968. Mgr. & Buyer: Bob Sligar. (Rec. & Tape OS & RJ) Home office: Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)

• **RONKONKOMA (Area Code 516)**
Artie Lewis Ent. Inc., 59 Remington Blvd. Zip: 11779. Tel: 981-5111. Pres.: Artie Lewis; VP: Itta Lewis; Sales Mgr.: Nelson Arce. (Rec. & Tape D & RJ) Distributes cut-outs, overstocks.

• **SYOSSET (Area Code 516)**
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Tape lines: Brasilia, Converse-Phone, Everest, Folkways, GNP Crescendo, Givelo imports, Monitor.

● **SYRACUSE (Area Code 315)**

Mage Serv. Mdsq. Inc., 112 Ronnell Dr. Zip: 13219. Tel: 488-2512. Pres.: 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.
Accessories: Blank tape (Memorex, Scotch), carrying cases (Le-Bo), rec. care prods. (Recotone, Watts), sleeves.
Syracuse One Stop (div. of Transcontinent Rec. Sales), 333 W. Fayette St. Zip: 13202. Tel: 476-4019. Mgr. & Buyer: Jim Dombrowski. (Rec. & Tape OS & RJ)
Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (Rec. & Tape RJ)

● **WANTAGH (Area Code 516)**

Musicanza Corp., 2878 Bayview Ave. Zip: 11793. Tel: 826-2735. Owner, Mgr. & Albums Buyer: Al Rubin. (Rec. & Tape D—children's prod. only)
Labels: CMS, Caedmon, Camden, Disneyland, Disneylandia (Spanish prod.), Folkways, Peter Pan, Pickwick, Sesame Street, Superscope (English, French, Italian, Portuguese & Spanish prod.), Ultra-Sound, Wonderland. Playback equip.: Superscope. (SEE ADVERTISEMENT)

● **WESTBURY (Area Code 516)**

All Rec. Dists. 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 OS & E)
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, Days, Dearborn, Delta Int'l, Don-Joe, Dyno, Eastwind Int'l, Elgin, Eurotone, Fantastik, Fiesta, Garden State, Gold, Goral, Halo, Happy Times, IRM, Imperial Sound, JBL, Jay Jay, Jody, K&B, Kay, Kerobo, L-Kay, Le Mans, Li-Dar Studio, Maxim, Melodie, Micro, Monitor, Muza, Polish Song, Polka Towne, Pronit, Rave, Ray, Request, Resound, Rex, Ridge, Ridgemoor, Rim, Rol, Rola, S&S, Select, Silverball, Sound Spectrum, Spolite, Stamco, Starr, Steljo, Stella, Studio 5, Sure, Tifton, Trash, Usana, Veritor, Vicrom, Vista, Warn, Yar.
Tape lines: Ampol, Bel-Aire, Chicago, Delta Int'l, Dyno, Fiesta, Halo, IRM, Jay Jay, Jody, Le Mans, Monitor, Muza, Polish Song, Polka Towne, Rave, Request, Rex, Ridge, Rim, Rola, Sound, Starr, Steljo, Stella, Trash, Usana, Warn.

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NORTH CAROLINA

● **ASHEBORO (Area Code 919)**

Kenway Sales, PO Box 1553. Zip: 27203. Tel: 625-6354. Owner: H. Wayne McDowell. (Rec. & Tape OS & RJ—gospel prod. only)

● **ASHEVILLE (Area Code 704)**

Trackdown Rec. Dists., 235 Pearson Dr. 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, Christian Dupl'ns, Christian World, Copeland, Creative Sound, Discovery, Edify, GNP Crescendo, Good Life, Hope, Intersarsity, Lillenas, MCA, Manna, Maranatha, Moody Press, New Life, North American Liturgy, Pacific Press, Pickwick, QCA, Rainbow Sound, Renwood, Regal Press, Riverside, Savoy, Servant, Sing-spiration, Sparrow, Supreme, Tempo, Triune-Triangle, Weston Priory, 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: Alarm, Alston, Arista, Buddah, CTI, Canaan, Cat, Chimneyville, Cream, Creed, Dash, Drive, Fantasy, GRT, Glade, Gordy, Granite, Gusto, HSE, Heart Warming, Hi, Impulse, Laff, Light, Milestone, Motown, Mushroom, Nashboro, Prodigal, Rare Earth, Savoy, Su-Ann, TK, TMS, Tamla, Tomato, Weird World, Word.
Accessories: Le-Bo, Pageant.
Dixie Tape & Rec. Co., 900 Atandt Ave. Zip: 28206. Tel: 376-0140. Owners: Dewitt & Othel Brown, Tim Bras-

well; Sales Mgr. & Buyer: John Towles. (Rec. & Tape RJ)

General Music Corp., 1720 Toal St. Tel: 377-5623. Zip: 28206. (Rec. & Tape D—budget prod.)
Handleman Co., 11626-F Wilmer Blvd. Zip: 28203. Tel: 372-1845. Mgr.: Larry Roe; Buyers: Larry Roe, Don Ratliff. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

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

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, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nempetor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMDT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer, Zephyr.
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; Mgr.: Chris Moak:

Buyer: 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)

● **LAURINBURG (Area Code 919)**

Trackdown Rec. Dists., 318 McClelland St. Zip: 28352. (Rec. D, OS, RJ, I & E)
Home office: Chicago, Ill. (See for prod. distributed)

● **LILLINGTON (Area Code 919)**

Trackdown Rec. Dists., PO Box 993. Zip: 28326. (Rec. D, OS, RJ, I & E)
Home office: Chicago, Ill. (See for prod. distributed)

● **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. Dists., 405 E. Martin St. Zip: 27601. (Rec. & Tape D, OS, RJ, I & E)
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• AKRON AREA (Area Code 216)

Audio Technica US Inc., 33 Shawwassee Ave., Fairlawn 44313. Tel: 836-0246. Pres. & Gen. Mgr.: Jon R. Kelly; VP Mktg.: Fred W. Nichols (Rec. D, I & E) Labels: 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
Twelgremm Ent's Inc., 2775 Yellow Creek Rd. Zip: 44313. Tel: 836-5591. Pres.: J. Hugh Macey; Mgr.: Cam Macey; Buyers: Mrs. C. Zavadny (Rec. D & E—dance recs. only)

Rec. labels: Beico, Blue Ribbon, Blue Star, Bogan, CEM, Chicken Fat, Cross Roads, D & ET, D&R, Dance Along, Dance Ranch, Dancetime, E-Z Fun, Elite, FTC, Family Squares, Flutter Wheel, Folkraft, Ghost Town, Gold Star, Greenwood, Grenn, HAT, HMV, Hanf, HiHat, Hctor, 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, Slaviani, Square Dance USA, Square Tunes, Star Dust, Sunny Hills, Swinging Square, TOP, Telemark, Thunderbird, Tikva, Wagon Wheel, Wild West, Windsor, World of Fun, Worldtone.

Photographs: Newcomb.
Accessories: Carrying cases (Grenn, Newcomb); plastic sleeves for 45 rpm's.

• 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: 45206. Tel: 751-5071. VP & Gen. Mgr.: Vernon Hawk; Sales Supervisor: Skip Hawk; OS Mgr. & Singles Buyer: Earl Schaefer; Albums Buyer: Dennis Isaacs; Tape Buyer: Ron Hawk (Rec. & Tape OS & RJ)
Home office: Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)

C B S Recs., Tri-County Office Park, 1313 E. Kemper Rd., Suite 302. Tel: 671-0310. Branch Mgr.: Chip DeNigris. (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nempereor, Odyssey, Philadelphia Int'l, Portrait, Starfile, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.

Halper's One Stop, PO Box 37156. Zip: 45222. Mgr.: Saul Halper.

Handelman Co., 4550 Cornell Rd., Blue Ash 45241. Tel: 891-9633. Mgr.: Bob Prenatt; Buyers: Bob Prenatt, Tom Holwell, Chris Detwiler. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

M C A Dist'g Corp., Atkinson Square, 11750 Chesterdale Rd. Zip: 45246. Tel: 771-4870. Branch Mgr.: Jack Brown. (Rec. & Tape D)

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
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, Byron Russell; Tape, Kirk Stull. (Rec. & Tape OS) (SEE ADVERTISEMENT)

Piks Corp., 3397 Erie Ave. Zip: 45208. (Rec. & Tape D)
Home office: Cleveland, Ohio. (See for prod. distributed)

Progress Rec. Dist'g Inc., 11750 Chesterdale Rd., Bldg. 3, Suite 301. Zip: 45246. Tel: 771-4190. (Rec. & Tape D)

Home office: Highland Heights (Cleveland Metropolitan Area), Ohio.

Labels: Adelphi, Argo, Aspetke, Bomp, CTR, Cime, Cream, Deram, D'harma, Discovery, GRR, Gordy, Hi, Hitsville, JRC, Kris, Kudu, Le Joint, L'Oiseau Lyre, London, Motown, NCI, Natural Resources, Parrot, Prelude, Prodigal, Rare Earth, Richmond, Ross, Sirius, Soul, Tamla, Telefunken, Threshold, Tomato, Venture, Voyage, Xanadu.

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, Atteimar, Birch, Cook, County, Davis, Flying Fish, Gateway, IRMA, Jalyn, Jewel, Jordan, Kanawha, King Bluegrass, Lemco, Log Cabin, Melody, Old Homestead, Old Timey, Outhouse, Pine Tree, Puritan, QCA, Rebel, Reverend, Ridge Runner, Sugar, Takoma, Vetco, Zap.

Tape lines: Atteimar, Cook, Gateway, IRMA, Jalyn, Jewel, Jordan, Kanawha, King Bluegrass, Lemco, Old Homestead, Pine Tree, QCA, Rebel, Takoma, Vetco.

Supreme Dist'g Co. Inc., 1000 Broadway Zip: 45202. Tel: 421-0747. Mgr.: Singles & Albums Buyer: Al Klayman. (Rec. & Tape D)

Rec. labels: APA, Alston, At Home, Audio Fidelity, Big Town, CMH, Cadet, Candide, Chiaroscuro, Chimneyville, Choice, Clouds, County, Creed, Dash, Deep Roots, Discovery, Disneyland, Dobre, Drive, ENJA, Fantasy, Flying Fish, Galaxy, Glades, Gospel Roots, H&L, HSE, J.E. IRDA, Illusion, Image, Improvising Artists, Inner City, Jamie Guyden, Jazz Forum, Juana, Kayvette, Kenwood, Kid Stuff, King Bluegrass, Ko Ko, LRC, Malaco, Marlin, Milestone, Muse, NSD, Nashboro, Nessa, North Texas State Lab, Old Town, Omni Sound, Original Sound, Philo, Plantation, Prestige, Progressive, Project 3, Ray Lawrence, Rebel, Riverside, Rounder, SSS Int'l, Scorpion, Sierra/Briar, Stax, Sun, Sunshine Sound, TK, Takoma, Turnabout, VSBX, Vetco, Vista, Vox, Vox Historical, Weird World.

Tape lines: Same as rec. labels, including GRT catalog.

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, Beserkley, Big Tree, Cotillion, Curton, Dark Horse, Disc-Reel, ECM, Elektra, Embryo, Famous Charisma, Fonnadar, Little David, Loma, Manticore, Nempereor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, W.M.O.T., Warner/Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer, Zephyr.
Tape lines: Same as rec. labels.

• CLEVELAND METROPOLITAN AREA (Area Code 216)

Action Music Sales Inc., 6541 Eastland Rd., Hayes Industrial Park. Zip: 44142. Tel: 243-0300. VP & Mgr.: Dennis Baker; Buyer: Clay Pasternack. (Rec. & Tape D)

Rec. labels: APA, AVI, Abet, Abkco, Ala, Alston, Amazon, Ameraba, Amherst, Archives of Jazz, Arth, Ashtrite, At Home, Audio Arts, Audio Fidelity, Audio Int'l, Audio Rarities, Aural Explorer, Bach Guild, Barnaby, Bean, Betlar, Big Sound, Big Town, Birthright, Blue Candle, Blues Spectrum, Bold, CMH, CRA, Canaan, Cardinal, Carnival, Cat, Century, Channel, Chanterelle, Chiaroscuro, Chimneyville, Choice, Churchill, Classic Jazz, Clouds, Coby, Concord Jazz, Contempo, Contemporary, Cook, Corinthian, Creative Works, Creed, Dana, Dash, Dayspring, Dial, Dingo, Disneyland, Dr. Jazz, Dore, Drive, Dyno, Electric Lemon, Era, Ernie's, Everyman, Excello, Fairmont, Fantasy, Fiesta, First Component, First Generation, First Heard, Fona, GMC, GRT, Galaxy, Gateway, Giants of Jazz, GNP, GTR, Gladioli, Glori, Golden, Golden Age, Good News, Good Sounds, Gospel Roots, Gospel Tone, Gospel Truth, Gramophon, Greccophon, Gryphon, Guitar World, Gusto, HDM, Halper, Happy Fox, Harlequin, Image, Impact Imports, Improv, Inner City, Inphasion, Inspirational Sounds, Janus, Jazz Chronicles, Jazz World, Jeremiah, Jewel, Juana, Karate, Kayvette, Kent, Kenwood, King, Konkudo, LRC, Jaff, Lamb & Lion, Laurie, Light, Living Language, Malaco, Mankind, Maranatha, Mark 56, Marlin, Milestone, Mirror, Modern, Muscle Shoals, Mushroom, Myrrh, N.J.P. Nashboro, Newworld, Newpax, New Song, Nostalgia Lane, Original Sound, Outrageous, PM, Pacific Challenger, Paragon, PA-USA, Paula, Penthouse, Plantation, Power Pak, Prestige, Prism, Project 3, RGB, Radiola, Ramblin', Rampart, Reborn, Reeds World, Revelation, Reverence, Riverside, Ronn, Roots, Rounder, SMI, SSS, Sacred, Sandcastle, Sandyhook, Scorpion, Seed, Shadybrook, Shield, Signature, Silver Blue, Solid Rock, Sound Bird, Sound Effects, Sounds, Spire, Stanyon, Starday, Stax, Stone Dogg, Sun, Sunshine Sound, Sunnysvale, Symbiotic Research, TEC, TK, Tazz Jazz, Testament, Thimble, Thunderbird, Vanguard, Varese, Vesper, Vista, Wanderick, West End, Who's Who in Jazz, Weird World, Wicked, Wolf, Word, World Jazz, ZIV, Zebra.

Tape lines: APA, AVI, Abet, Abkco, Ala, Alston, Amherst, Archives of Jazz, Arth, Ashtrite, Audio Arts, Audio Fidelity, Audio Treasury, Blue Candle, Bold, CMH, CRA, Canaan, Cardinal, Cat, Chimneyville, Clouds, Contempo, Creed, Dash, Dayspring, Disneyland, Drive, Ernie's, Everyman, Excello, Fantasy, Fiesta, First Component, GRT catalog, Galaxy, Glades, Glori, Good News, Gospel Roots, Gospel Tone, Gospel Truth, Gryphon, Gusto, HDM, Inspirational Sounds, Jewel, Laff, Lamb & Lion, Light, Living Language, Malaco, Mankind, Marlin, Milestone, Mushroom, Myrrh, Nashboro, Newworld, Newpax, New Song, Nostalgia Lane, Original Sound,

Orion, Paragon, Paula, Penthouse, Plantation, Power Pak, Prestige, Project 3, Radiola, Ronn, Roots, Rounder, SSS, Sandcastle, Seed, Shield, Silver Blue, Solid Rock, Spire, Starday, Stax, Stone Dogg, Sun, Sunshine Sound, TK, Thimble, Vanguard, Vesper, Vista, Wanderick, West End, Wicked, Weird World, Westminster Gold, Wolf, Word.

Accessories: GRT-Design, Maxell, Memorex, Sound Guard. (SEE ADVERTISEMENT)

Arrow Dist'g Co., 23690 Commerce Park, Beachwood 44122. Tel: 464-5095. Pres.: Don Weiss; Gen. Mgr.: J.W. Owens. (RJ)

C B S Recs., Park Center II, Suite 204, 3681 Green Rd., Beachwood 44122. Tel: 464-7020. Branch Mgr.: Rich Kudolla. (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nempereor, Odyssey, Philadelphia Int'l, Portrait, Starfile, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.

Tape lines: Same as rec. labels.
Capitol Recs., Commerce Place, 7123 Pearl Rd., Suite 105. Tel: 888-8575. (Rec. & Tape D)

Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.

Tape lines: Same as rec. labels.
Cleveland One Stop Inc., 3628 Prospect Ave. Zip: 44115. Tel: 881-4393. Mgr.: Singles, Albums & Tape Buyer: Charles Young. (Rec. & Tape OS)

Lieberman Ent's Inc., 5613 Cloverleaf Pkwy. Zip: 44125. Tel: 524-9750. Mgr.: Ken Sattler; Opns. Mgr.: John Holman; Buyers: Reg'l, Dusty Bowling; Singles, Linda Perron; Albums, Hugh Washem. (Rec. & Tape RJ)

Home office: Minneapolis, Minn. (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)

Sherman Lieberman, 5923 Cantwell Dr., Mayfield Heights 44124. Tel: 461-3342. Owner & Mgr.: Sherman Lieberman. (Rec. D)—also represents House Dist's., Kansas City, Mo., see for prod. distributed)

Labels: Alshire, Conversa-Phone, Everest, Qualitone imports, Telarc.

Accessories: Fidelitone, Savoy.

M C A Dist'g Corp., 1721 Superior Ave. E. Zip: 44114. Tel: 621-9770. Branch Mgr.: Lew Zellman. (Rec. & Tape D)

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion.
Tape lines: Same as rec. labels.

Northern Rec. Sales (div. of Transcontinent Rec. Sales), 1811 E. 40 St. Zip: 44103. Tel: 361-2650. Gen. Mgr.: Dave Spaulding; Ass't Mgr.: Tom Hunter; Sales Supervisor: Jim Burns; Buyer: George Klimek; OS Mgr. & Singles Buyer: Sherry Weicheck. (Rec. & Tape OS & RJ)

Home office: Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)

One Way Recs. of Ohio, 1801 E. 40. Zip: 44103. Tel: 391-9250. Branch Mgr.: William D. Spaulding. (Rec. OS & Tape E)

Branch: Union, N.J. (SEE ADVERTISEMENT)
Piks Corp., 2150 Hamilton Ave. Zip: 44114. Tel: 696-3155. Owners: Ron Schaefer, Harvey Korman; Gen. Mgr.: Harvey Korman; Sales Mgr.: John Horn; Singles, Albums & Tape Buyer: Ken Antonelli. (Rec. & Tape D)

Branches: Southfield (Detroit Metropolitan Area), Mich.; Buffalo, N.Y.; Cincinnati, Ohio; Pittsburgh, Pa.

Rec. labels: ABC imports, A.J.'s, APA, ARC, Adkorp, Aerospace, Ala, Alanna, Alarm, Alexander Street, Alligator, Alston, Amazon, Ambassador, American Gramophone, American Mutual group, American Sound, American Variety, American Way, Amour, Antilles, Antonio, Appaloosa, Aquarian, Archive of Jazz, Arista, Arista Freedom, Arista Novus, Armada, Artemis, Artist House, Audio Arts, Avanti, Axe, BLHE, BMA, BRO, Bambuu, Banana Tree, Banner, Bar-B-Q, Barnaby Candid, Barracuda, Beacon, Beck, Bel-Ad, Bella Linda, Belle Meade, Benton, Bertie, Bicycle, Big Town, Birthright, Black Blues, Blackland, Blue Ash, Blue Candle, Blue Heaven, Blue Max, Blues Spectrum, Bobby Robinson, Bobbo, Bold, Boogie Man, Braintrust, Breakthrough, Briar, Brown Dogg, Brownstone, Buddha, Buffalo, Busch Country, Butterfly, CC, CRS, C-Town, California Gold, Cambria, Caprice, Carat, Casino, Cat, Catalytic, Celestial, Centennial, Century 21, Champion, Charade, Charmur, Charta, Checkmate, Chimneyville, Chrysalis, Cin-Kay, Citadel, Classical Excellence, Clouds, Commercial, Compass, Comstock, Con Brio, Contempo, Contrast, Co-Star, Counter Parts, Country Porn, Country Showcase of America, County Line, Covert, Crystal Clear, DG, DRG, Dash, Day & Dan, Dee Bee, Delmark, Delux, Demand, Denim, Derrick, Dial, Dingo, Direct Disk Labs, Disciple, Dixie Jubilee, Dobre, Don, Door Knob, Doral, Drive, Dyno, Earth, Earthwood, El Con, Elka, End-Ge, Entr' Acte, Epitome, Erotic, Essar, Euro, Eyes, Fairview, Farr, Fast Track, Fiddlers Wind, 50 States, First American, Flying High, Flying High, Fotoplay, 4 Star, Freedom, Free Form, Fretless, Fret-Tone, Funk, Fury, GMC, GNP Crescendo, GRO, GRP, GRR, Gateway, Gillette-Madison, Gil's Funny, Glacier, Glades, Go-Dak, Golden Moon, Golden River, Gold Rush, Gold Star, Good Co., Good Sounds, Gosco, Gospel Roots, Gospel Tone, Grab Me, Gramercy, Granny White, Grape, Grapevine, Great Northwest, Greedy, Grenadilla, HDM, Hawkeye, Hawk Sound, Heat, Hevy, Hit Bound Int'l, Hit Int'l, Hob, Hobo, Homa, Hoop-A-Long, Hoss, Housetop, Humorsonic, IBC, ICA, IMP, Imp, Impulse, Inerti, Inphasion, Instant, Irish Rego, Iron Horse, JDC, JRC, Jazz Masters, Jazz World, Jefferson Boulevard, Jem, Jeremiah, Jerree, Jett Lagg, Jett Sett, Jo Don, Joel, Juana, Juc, Kaleidoscope, Karat, Kayvette, Kid Stuff, Kim, Konkudo, LFG, LRC, LS, Laff, Lamb, Libbi, Libra III, Little City, Little Darlin', Little Richie, Little Star, Liz-Be, Los Angeles, Lotta, Love, Lucky Man, MCM, MF, MRC, MRI, Mainstream, Malaco, Mand, Mango, Manilla, Mantan, Mar Bren, Marlin, Masterpiece, Meridian, Messenger Gospel, Metric, Midas, Midsong, Milagro, Ministri, Miracle, Mogul, Monterey, Morrhythm, Motown, Mountain Railroad, Movie Star, Muse, Music Flow, Music Is Medicine, Mutt & Jeff, NTSU, Nami, Nashville Rec. Prod'n, Nationwide Sound, Ned, Neostat, Nessa, New Day, IX Chains, Ninth Note, Nostalgia, Nu-Trayl, October, Ode, Olym-

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Tape lines: APA, Ala, Alarm, Alexander Street, Alston, American Variety, Archive of Jazz, Arista, Barnaby Candid, Blue Candle, Bold, Buddah, Buffalo, Butterfly, Cat, Chimneyville, Chrysalis, Clouds, Con Brio, Contempo, Dash, Dingo, Drive, Dyno, Earth, End-Gee, First American, Flying Fish, 4 Star, GRT partial catalog, Gillette-Madison, Glades, Good Sounds, Gosco, Gospel Tone, Great Northwest, HDM, Hit Int'l, Humorsonic, Import, Impulse, Inergi, Inphasion, Jazz World, Juana, Kayvette, LRC, LS, Laff, Little Darlin', Little Star, MF, MRC, Mainstream, Malaco, Manilla, Marlin, Messenger Gospel, Mountain Railroad, Muse, Music Is Medicine, New Day, Nostalgia Lane, Ode, Ovation, Pacific Arts, Passport, Picadilly, PVC, Potato, QCA, Ranwood, Redd Foxx, Reid's World, Rim, Royal Flush, Savoy, Seeds & Stems, Shield, Silver Blue, Soundbird, Soundwaves, Stiff, Stone Dogg, Stoney Plain, Strawberry, Sunshine Sound, TK, Tailored Music, Takoma, Talisman, Vee Jay, Versatile, Virgo, Visa, Wanderick, Weird World, Wheeler, Wicked, Wolf.

PolyGram Dist'n Inc., 14600 Detroit Ave., Suite 450, Lakewood 44107. Tel: 228-6412. Mgr.: Jack Kanne; Sales Mgr.: Bob Colosi. (Rec. & Tape D)

Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Limelight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa.

Tape lines: Same as rec. labels.
 Progress Rec. Dist'g Inc., 190 Alpha Park, Highland Heights 44143. Tel: 461-7880. Pres.: Joe Simone; Gen. Mgr.: Brent Marco; Buyer: Ben Delfino. (Rec. & Tape D)
Branches: Southfield (Detroit Metropolitan Area), Mich.; Cincinnati, Ohio—also see listing in Elk Grove Village (Chicago Metropolitan Area), Ill.
Labels: Adelphi, Argo, Aspetke, Bomp, CTI, Cime, Cream, Deram, D'harma, Discovery, Gordy, GRR, Hi, Hitsville, JRC, Kris, Kudu, Le Joint, L'Oiseau Lyre, London, Motown, NCI, Natural Resources, Parrot, Prelude, Prodigal, Rare Earth, Richmond, Ross, Sirius, Soul, Tamla, Telefunken, Threshold, Tomato, Venture, Voyage, Xanadu.
 R C A & A&M & Assoc'd Labels, 601 Rockwell Ave., Rm. 514, Zip: 44114. Tel: 447-1400. Sales Mgr.: Dom Violini. (Rec. & Tape D)
Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong.
Tape lines: Same as rec. labels.
 Record Shack of Cleveland, 5976 Heisley Rd., Mentor 44060. Tel: 354-0700, 951-6650. Mgr.: Robert Wilcox. (Rec. & Tape OS, I & E)
Home office: Woodside (New York Metropolitan Area), N.Y., Record Shack of New York City Inc. (SEE ADVERTISEMENT)

S & M Sales, 4353 Cranwood Court, Warrensville Heights 44128. Tel: 662-6153. Owner: Ernest Furst; Gen. Mgr.: Mark Abram; Buyers: Singles, Mark Abram, Albums & Tape, Ernest Furst. (Rec. & Tape OS & RJ)
 Superior Recs. Inc., 11202 Superior Ave. Zip: 44106. Tel: 421-6770. Owner: Dolores Dean. (Rec. & Tape OS)
 Warner/Elektra/Atlantic Corp., 4560 Willow Pkwy. Zip: 44125. Tel: 271-3900. Gen. Mgr.: Mike Spence. (Rec. & Tape D)
Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, Disc-Root, 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, Zephyr.
Tape lines: Same as rec. labels.

● **COLUMBUS (Area Code 614)**
 E & L One Stop, 111 E. Town St. Zip: 43215. Tel: 221-2744. Mgr.: Ernestine Moore. (Rec. & Tape OS)
 One Stop Inc., 1185 N. High St. Zip: 43201. Tel: 291-3141. Mgr. & Buyer: Jeff Prince. (Rec. & Tape OS & RJ)
Home office: Pittsburgh, Pa.
 Piks Corp., 4314 Astor Ave. Zip: 43227. Tel: 237-7148. (Rec. & Tape D)

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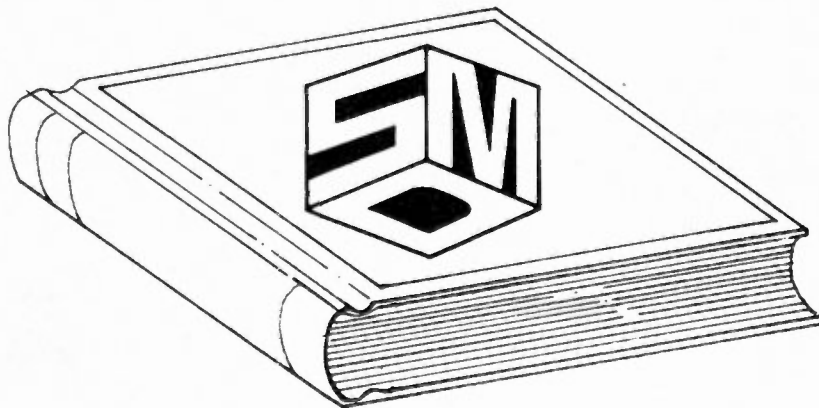
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Home office: Cleveland, Ohio. (See for prod. distributed)
 Robert & Co., 1910 Lockbourne Rd. Zip. 43207. Tel. 444-9842. Owner & Buyer. Robert M. Benjamin. (Rec. & Tape OS—also distributes oldies)

• **DAYTON AREA (Area Code 513)**
 A & B Rec. Co. Inc., 40 Heid Ave. Zip. 45404. Tel. 236-4808. Pres. Morris Kipner. Gen. Mgr.: Larry Frisby; Buyers: Singles, Terry Miller; Albums & Tape, Larry Frisby. (Rec. & Tape RJ)
 Ambat Recs. (div. of Transcontinent Rec. Sales), 509 Xenia Ave. Zip. 45410. Tel: 256-4212. Mgr.: Pete Brown. (Rec. & Tape OS & RJ)
 Home office: Buffalo, N.Y., Transcontinent Rec. Sales (Rec. & Tape RJ)
 Dayton Rec. Serv. Inc., 120 N. Main, Germantown 45327. Tel. 855-6010. (Rec. & Tape RJ)
 Home office: Portsmouth, Ohio.
 Ohio Rec. Rack Dists., 72 S. Main St., Miamisburg 45342. Tel. 866-3629. Owner, Mgr. & Buyer. Chris Kondoff. (Rec. & Tape D, OS, RJ, I & E)
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 Mobile Rec. Serv. Co., 7809 Walnut St. Zip: 43054. Tel. 855-7970. Mgr. Craig S. Gallagher. (Rec. OS—singles only)
 Home office: Pittsburgh, Pa.

• **NEWARK (Area Code 614)**
 Utopia Ultra-Sound, 38 & 40 S. First St. Zip: 43055. Tel. 345-9426. Pres. & Tape Buyer. Robert H. Kirk Jr.; Mgr. Don Shannon. (Rec. & Tape D & RJ)
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 Dayton Rec. Serv. Inc., 1020 Seventh St. Zip: 45662. Tel. 353-2115. Pres. W.A. Carrington; VP, Mgr. & Buyer Joe Taylor. (Rec. & Tape RJ)
 Branch: Germantown (Dayton Area), Ohio.

• **SANDUSKY (Area Code 419)**
 M. R. Sand & Co., PO Box 2255, 6211 Milan Rd. Zip: 44870. Tel. 625-0028. Owner, Mgr. & Buyer Joseph F. Yost III. (Rec. & Tape OS & RJ) (SEE ADVERTISE-
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• **OLON (Area Code 216)**
 Allied Rec. Sales, 34240 Aurora Rd. Zip: 44139. Tel. 248-3090. Pres. R.A. Burke. (Rec. OS & RJ)

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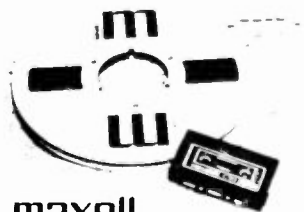
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● **TOLEDO (Area Code 419)**

Northwestern Dists. Inc., 4318 Monroe St. Zip 43606 Tel 744-7114 Pres., Mgr. & Buyer George A. LaCourse (Rec. & Tape RJ)

● **YOUNGSTOWN (Area Code 216)**

Discount Recs. & Tapes, 545 Market St. Zip 44502 Tel 744-7787 Owner & Buyer Tony March (Rec. OS & RJ; Tape OS)

Handleman Co., 625 Bev Rd. Zip 44512 Tel 726-8121 Mgr. Sam Milicia, Buyers Sam Couch, Bill Lestock, Rick Carbine, Sam Milicia (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

OKLAHOMA

● **BROKEN ARROW (Area Code 918)**

Crossroads Dist. g Co., PO Box 283, 1008 N. Hickory Zip 74012 Tel 251-6212 Mgr. & Buyer John R. Lepper (Rec. & Tape D)

Rec. labels: Calvary, Canaan, Dip. Image VII, Jim, Jubilation, Light, Maranatha, Myrrh, Paragon, Newpax, Sparrow, Word

Tape lines: Calvary, Canaan, Dip, Jim, Jubilation, Light, Maranatha, Myrrh, Paragon, Newpax, Sparrow, Word

● **NORMAN (Area Code 405)**

Oklahoma Tapes & Recs. Inc., PO Box 946 Zip 73070 Tel 364-5034 Owner Bill Bodin (Tape D—budget lines)

● **OKLAHOMA CITY (Area Code 405)**

All Recs. Inc., 520 Classen Blvd Zip 73106 Tel 235-3381 Mgr. & Buyer Bill Hill (Rec. & Tape OS)

Bromo Dists. Inc., PO Box 60709, 2500 N. Walker Zip 73146 Tel 521-0301 Buyer Buster Bassett (Rec. & Tape OS & RJ)

Phil's One Stop Recs., PO Box 60349, 1736 Linwood Blvd Zip 73106 Tel 235-9671 Pres. & Mgr. Phil Buringame VP Wayne Dunbar Buyer Susan Dubberstein (Rec. OS)

● **TULSA (Area Code 918)**

Bill's T Recs., 19 N. Harvard Zip 74145 Tel 939-6305 (Rec. OS)

Doc's One Stop, 820 E. 36 St. N. Zip 74106 Tel 425-2643 Owner & Buyer Larry Eck, Mgr. Vicki Lane

Oklahoma News Co., 909 W. 23 St. Zip 74107 Tel 584-4754 Mgr. Peter K. White, Ass't Mgr. Wayne Allen, Buyer Kaihi Hayes (Rec. & Tape RJ)

Western Mdsrs. Inc., 8276 E. 41 St. Zip 74145 Tel 664-2540 Mgr. Howard Miller (Rec. & Tape RJ)
Home office: Amarillo, Tex (Rec. & Tape OS & RJ)

OREGON

● **EUGENE (Area Code 503)**

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● **PORTLAND (Area Code 503)**

Downpour Dist. g Ltd., 8778 NE Sandy Blvd Zip 97038 Tel 255-4805 Pres. Donald McCabe, Exec. VP Bruce Chisholm, Opns. Mgr. Bob Cael, Warehouse Mgr. John DeWitt (Rec. & Tape OS)

Lieberman Ents. Inc., 3014 N. Wygant Zip 97217 Tel 283-1293 Mgr. Ron Peterson, Opns. Mgr. Lee Sherry, OS Mgr. Bob Falleur, Buyers Singles, Chere Clifford, Albums, Bob O'Neil (Rec. & Tape OS & RJ)
Home office: Minneapolis, Minn (SEE ADVERTISEMENT)

Northwest Recs. & Tapes Inc., 115 SE Ninth St. Zip 97214 Tel 232-3616 Owner Bert Bas, Mgr. Chris Millegan (Rec. & Tape RJ)

PENNSYLVANIA

● **BETHLEHEM (Area Code 215)**

Capitol Recs., 2980 Ave. B, Lehigh Valley Ind. l Park, No. 1, Zip 18017 Tel 868-1401 (Rec. & Tape D)

Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya, Angel, Seraphim, United Artists

Tape lines: Same as rec. labels
Rave, 415 Buchanan St. Zip 18015 Tel 865-1941 Owner & Mgr. Joe Timmer (Rec. & Tape D)

Rec. labels: Czech, Fiesta, Haller, LeMans, Rave, Ray, Rex, Stella & all polka recs
Tape lines: Fiesta, Jay Jay, Rave, Stella

● **ERIE (Area Code 814)**

Mobile Rec. Serv. Co., 520 W. Sixth St., Apt. 7 Tel 455-9865 Mgr. James Oseroff (Rec. OS—singles only)
Home office: Pittsburgh, Pa

● **HARMONY (Area Code 412)**

Jesus Music Dists., Box 218, RR 2, Zip 16037 Tel. 452-5556 Owner: Louis P. Hanckerick (Rec. & Tape D—contemporary Christian prod.)
Rec. labels: AB, Airborn, Destiny, Dharmca, Good News, Greentree, Lamb & Lion, Loverock, Mars Hill, Messianic, Myrrh, New Song, Solid Rock, Sunrise Sparrow Spirit, Star Song, White Horse
Tape lines: Same as rec. labels

● **HARRISBURG (Area Code 717)**

A I M Dists Inc., 4911 Jonestown Rd (Rear) Zip 17109 Tel. 652-8097 Owner & Buyer Endo Corsetti (Rec. & Tape RJ)
 D & H Dist'g Co., 2525 N Seventh St. Zip 17105 Tel. 236-8001 Mgr. Gene Diveglia, Buyers Singles, Rick Prayer, Albums, Sharon Ruch (Rec. & Tape OS & RJ)
 One Stop Inc., 3016 Pennwood Rd. Zip 17110 Tel. 234-3048 Mgr. & Buyer Chris Lawrence (Rec. & Tape OS & RJ)
Home office: Pittsburgh, Pa

● **JOHNSTOWN (Area Code 814)**

Page Rec'g Co., 604 Broad St. Zip 15906 Tel. 539-8117 Owner & Mgr. Al Page (Rec. & Tape D & RJ)
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Tape lines: Bel-Aire, Canaan, Chicago Polkas, Fiesta, Jay Jay, Lee, Marjon, Page, Power-Pak, Request, Word
Playback equip.: Granada, Sharp

● **LEHIGHTON (Area Code 717)**

Barnes Rec. Dists., Box 103, RD 2, Zip 18235 Tel. 645-2321 Owner & Mgr. William H. Barnes (Rec. & Tape OS & RJ)

● **LEWISTOWN (Area Code 717)**

Mobile Rec. Serv. Co., 104 Logan St. Zip 17044 Tel. 248-6442 Mgr. John Houser (Rec. OS—singles only)
Home office: Pittsburgh, Pa

● **MILTON (Area Code 717)**

Music Box, 205 Broadway Zip 17847 Tel. 742-7101 Owner Dale L. Reedy (Rec. & Tape D)

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

(Also see listings in New Jersey)
 Almacenes Asturias (Rec. & Tape D), see Villanueva Asturias Corp.
 Asturias (Rec. & Tape OS), see Villanueva Asturias Corp.
 B S Recs., 2 Bala Cynwyd Plaza, Bala Cynwyd 19004 Tel. 839-0246 Branch Mgr. Irv Medway (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melody/A Columbia, Nempor, Odyssey, Philadelphia Int'l, Portrait, Starflite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.
 Capitol Recs., 7 Bala Ave., Bala-Cynwyd 19004 Tel. 835-2450 (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melody/Angel, Seraphim, United Artists.
Tape lines: Same as rec. labels.
 Chips Dist'g, see listing in Pennsauken, N.J.
 Coliseum Recs. & Tape Ltd., 134 S. 20 St. Zip 19103 Tel. 698-7710 Pres. Robert Morton (Rec. & Tape E)
Exports: cut-outs, surplus, deletions.
 Norman D. Cooper Inc., Presidential Apts. Complex, 1 Winding Dr. Zip 19131 Tel. 878-9591 Pres. Norman D. Cooper, Mgr. Bob Hamburg, Buyers Singles, David Brown, Albums & Tape, Joe Alteari (Rec. & Tape OS, RJ & E) (SEE ADVERTISEMENT)
 Foreign Ventures Corp., 8423 Ridgeway St. Zip 19111 Tel. 725-6970 Owner Ira Semanoff (Rec. & Tape I & E)
 Heller's Rec. Buyer-Exporter, 3149 Kensington, Zip 19134 Tel. 634-5663 Owner Robert Heller. (Dealer in rec. collections)
 Richard Kastner Co. Inc., 1100 Virginia Dr., Fort Washington 19034 Tel. 628-4111 WATS (outside Pennsylvania) (800) 523-2318 Pres. Richard Kastner, Sales Mgr. Bill Klein (Rec. & Tape D & E—cut-outs)
 Music Scene, 2864 Limekiln Pike, Glenside 19038 Tel. 885-7990 Owner Jerry Rappaport, Gen. Mgr. Lynn Stelle, Buyer Kevin Bernhardt (Rec. & Tape RJ)
 National Rec. & Tape Co. Inc., see Serv-Rite
 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 Hit Goodies, Pet-Rat, Psychephonic, Rendezvous, Rockin' Richie, sub-distributors: Montgomerys, Scorpio, Tasty Licks, Times Square.
 Richman Bros., see listing in Pennsauken, N.J.
 Ron Del Dist'g Corp., 1100 Block Commerce St. Zip 19107 Tel. 923-8980 (Rec. & Tape RJ)
 David Rosen Inc., 855 N. Broad St. Zip 19123 Tel. 232-2900 VP. Louis Rosen (Rec. & Tape OS)
 A. I. Rosenthal Assocs. Inc., 1035 Louis Dr., Warminster 18974 Tel. 441-8900 Pres. Alfred Rosenthal
Accessories: Audio (Recotone), batteries (Duracell, Eveready), blank tape (Ampex, Capitol, Maxell, Memorex, Recotone, Sony, TDK, 3M), cartridges & styli (Audio Technica, Pickering, Shure), headsets (Audio Technica, Power Drive), needles (Recotone), rec. care products (Audio Technica, Black Magic, Clean Sound, Discwasher, Memorex, Sound Guard, Watts), tape cases (Dynasound, Savoy) (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, Arista, CTI, Casino, Cat, Catfish, Clouds, Dash, Dictation Disc, Direct to Disc, Drive, Friends & Co., GRT, Gladys, Gospel Roots, Janus, Juldane, Kayvette, LPG, Laurie, Light, Mushroom, Malaco, Marlin,

Myrrh, Nashboro, Orinda, Ovation, Prelude, Red Greg, Roots, Savoy, Sesame Street, Shadybrook, Sound Bird, Starday, Stone Dogg, TK, Weird World, Wicked, Word (SEE ADVERTISEMENT)
 Scorpio Music Dists Inc., PO Box 391, Cornwells Heights 2933 River Rd., Croydton 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)
 Serv-Rite Rec. & Tape Co./National Rec. & Tape Co. Inc., 515 Andrews Rd., Trevose 19047 Tel. 364-1370/1372 Mgr., Sylvan Gross; Albums & Tape Buyers Sylvan Gross, Steve Weed (Rec. & Tape RJ—cut-outs)
 Slotkin Rec. Dist. Co., 111 Forrest Ave., Narberth 19072 Tel. 667-1870 Owner Herbert Slotkin, Mgr. & Buyer Stuart Morris (Rec. & Tape OS)
 Third Street Jazz & Rock, 10 N. Third St. Zip 19106 Tel. 627-3366 Buyer Jerry Gordon (Rec. RJ—cut-out & overstock)
 Universal Rec. Dist., 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 & OS)
Labels: Ala, Amherst, Argo, Birthright, Chrysalis, Dearam, Fantasy, First American, Galaxy, Gone, Impact, Jamie, Laff, Le Joint, Living Language, London, Mid-song, Milestone, Original Sound, Parrot, Passport, Prestige, Prism, Ranwood, Republic, Riverside, Roulette, Specialty, Stax, Tomato, Waterhouse
Tape lines: Chrysalis, Fantasy, GRT, London group, Milestone, Original Sound, Prestige
Accessories: Le-Bo (SEE ADVERTISEMENT)
 V A C Dial (Rec. & Tape E), see Villanueva 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, Musicor, Palomino, Peter Pan, Phil-LA of Soul, Pickwick, Radiola, Relic, Rust, Springboard, Sundi, Superscope, Teardrop, Top & Bottom, Trip, Truckstop, Tru-Gems, United, Up Front, Vee Eight, Video Yesterday (video cassettes), cut-out singles, albums & tapes
Accessories: Blank tape & tape accessories (Columbia, Memorex), carrying cases (Hartzell, 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 Dists., 1031 Forbes Ave. Zip 15219 Tel. 391-4676 Owners: Eugene T. Jakiela, John R. Hoebler; Buyers: Singles, Bill Holzer, Albums & Tape Eugene T. Jakiela, Anthony Piotrowski, Walt Wilson (Rec. & Tape OS & RJ)
 Balkan Rec. Dist'g Co., RD 2, Concord Church Rd., Beaver Falls 15010 Tel. 843-1962 Mgr. Ivan J. Krilich; Singles, Albums & Tape Buyer Stana Krilich (Rec. & Tape D)
Home office: Berwyn (Chicago Metropolitan Area), Ill.
Rec. labels: Balkan Int'l, Czech, Delta Int'l, Greyko, Marjon, Monitor
Tape lines: Balkan Int'l, Delta Int'l, Greyko, Monitor
 East Coast Dists., 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, Spotlite, 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 Branches: 9825 Presidential Dr., Allison Park 15101 Tel. 368-0689 Branch Mgr. David Kotlinski (Rec. OS—singles only)
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 One Stop Inc., 1207 Fifth Ave. Zip 15219 Tel. 232-0844 Owner Bill Lawrence; Sales Mgr. Mike Fortunato; Buyer Rich Thomas (Rec. & Tape OS & RJ)
Branches: Columbus, Ohio; Harrisburg, Pa.
 Piks Corp., 354 Cherrydell Dr. Zip 15220 Tel. 341-5801 (Rec. & Tape D)
Home office: Cleveland, Ohio (See for prod. distributed)
 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. & Tape OS & RJ)

● **SCRANTON (Area Code 717)**

Rogers Rec. Dist'n, 2224 Pond Ave. Zip 18508 Tel. 344-7587 Owner, Mgr. & Buyer Bob Rogers (Rec. & Tape D)
Rec. labels: Avoca, Avoca Int'l Folk, Blarney Castle, IMI
Tape lines: Same as rec. labels.

● **WEXFORD (Area Code 412)**

North Country Music, PO Box 311, Rt. 19 N. Zip 15090 Tel. 935-1330 Owner, Mgr. & Buyer C. W. Abbott (Rec. D & RJ)
Labels: American Heritage, Biscuit City, County, Flying Fish, Folk Legacy, Folkways, Front Hall, Green Linnnet, June Appal, Phico, Rebel, Rounder, Sugar Hill

● **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

● **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.)

● **SAN JUAN (Area Code 809)**

Caribe Audio Dist. Inc., PO Box 5833 Zip 00906, 70 Conado Zip 00907 Tel. 725-1650, 722 0219 Pres. Fernando Gallardo, Mgr. Francisco Alonso; Buyers Singles & Albums, Francisco Alonso, Tape, Lilliam Alvarez (Rec. D & I, Tape D)
Labels: Arista, Audio-Technica, Capitol, Direct to Disk, Sheffield Labs
Labels imported: Clocos (France), Deutsche Grammophon (Germany), Telefunken (Germany)
Phonographs: Marantz, Technics, Yamaha
Playback equip.: Marantz, Teac, Technics, Yamaha
Accessories: Audio-Technica, Discwasher, Fidelitone, Maxell
 Casa Frago 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)**

Capitol Recs. Inc., PO Box 6886, Loiza St., 2020 Espana St. Zip 00914 Tel. 727-1348 Mgr. & Buyer Antonio Contreras
 Distribuidora Nacional de Discos Inc., 606 Cerra St. Zip 00907 Tel. 724-4964 Pres. Gilberto Gonzalez Arenas; VP & Gen. Mgr. Pedro Roman; Sales Mgr. Rodolfo Gonzalez Jr.
Int'l branch: Dominican Republic, Distribuidora Dominicana de Discos.
Distributes: all Latin & US labels
 S M L Dist'g Corp., 626 Cerra St. Zip 00907 Tel. 724-5165, 723-3540 Pres. & Gen. Mgr. Sergio Ballesteros
Labels: Arcano, Bethlehem, Caliente, Carino, Caytronics, 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 (Rec. & Tape OS)
 Upstate Music, 509-513 N. Main St., University Heights Shopping Center Zip 02904 Tel. 273-9850 (Rec. OS)
Home office: Albany, N.Y.

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(615) 256-1693

● **WARWICK (Area Code 401)**

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

SOUTH CAROLINA

● **CHARLESTON (Area Code 803)**

Fox Music House Inc., 483 King St. Zip 29403. Tel. 722-0511 (Rec. OS)

● **GRAY COURT (Area Code 803)**

Mable Recs (div. of Magendie Ent's Inc.), Box 80-A-1, Rt. 1. Zip 29645. Tel: 575-2541 VP. M.D. Tennessee. (Rec. OS)
Home office: Westchester (Chicago Metropolitan Area), Ill.

● **GREENVILLE (Area Code 803)**

Trackdown Rec. Dist., PO Box 632. Zip 29602 (Rec. & Tape D, OS, RJ, I & E)
Home office: Chicago, Ill. (See for prod. distributed)

● **GREENWOOD (Area Code 803)**

Cheshire Cat Music Co., 609-A Trakas Ave. Zip 29646. Tel: 223-9199. Owner: Gary D. Fearon; Mgr.: Sherry D. Fearon. (Rec. & Tape RJ)

● **MYRTLE BEACH (Area Code 803)**

Myrtle Beach Stereo Tape Center, 6203 N. Kings Hwy. Zip 29577. Tel: 449-3056. (Tape RJ)

● **PIEDMONT (Area Code 803)**

Cooper's One Stop, Rt. 1, Hwy. 86. Zip: 29673. Tel 845-6862. Owner: George Cooper; Mgr. & Buyer: George Cooper III. (Tape RJ)

TENNESSEE

● **COOKEVILLE (Area Code 615)**

Rack Ent's Inc., PO Box 3066, 1570 Brown Ave. Zip 38501. Tel: 526-9709. Owner: Bill Amonette; Buyer: Lee Clark. (Rec. & Tape RJ)

● **KNOXVILLE (Area Code 615)**

A & R Dist g Co. Inc., 1301 Prosser Rd. Zip 37914. Tel 546-7881. Owner: Tommy Ayres; Mgr.: Larry Long. Singles, Albums & Tape Buyer: Albert W. Smith. (Rec. & Tape OS & RJ)

Accessories: Ampex, Capitol, Le-Bo, Pfanstiehl
Knox Rec. Rack Co., PO Box 11167, 1539 Amherst Rd. Zip 37919. Tel 584-8531. Owners: Sam Morrison, Jay Jacobs; Mgr.: Jay Jacobs, Buyer: Marty Barbour. Albums & Tape, Jay Jacobs. (Rec. RJ, Tape OS & RJ)

Accessories: Recoton
Michael Ginsburg Dist'n, 716 Haynes Pl. Zip: 37917. Tel 522-5320. Owner, Mgr. & Buyer: Michael Ginsburg. (Rec. D, OS & I)

Labels: Adelphia, Cladagh, Flying Fish, Folk Legacy, Fox Fire, Front Hall, June Appal, Kaleidoscope, Kicking Mule, Philo, Richey, Rounder, Transatlantic, Troubadour
Labels Imported: Cezame, Gael-Linn, Mulligan, Tara, Topic
Tucker's Rec. Shop Inc., 25 Market Square Mall. Zip 37902. Tel: 522-9300. Pres. & Buyer: Martin Tucker. Robertson; Mgr. & Buyer: Pat Towery. (Rec. & Tape OS)

● **MEMPHIS (Area Code 901)**

Boss Ugly Bob Recs & Tapes (BC Ent's of Memphis Inc.), 726 E. McLemore. Zip 38106. Tel 774-6400. Pres: Bob Catron Jr., VP. Claudette Catron. Buyers: Singles, Linda Hillard, Albums & Tape. Claudette & Bob Catron
Local branches: 2440 Chelsea Zip 38108. Tel: 458-7230-1416 Airways. Zip 38114. Tel 323-7289-4234 S. Third Zip 38109. Tel. 785-5151-47 S. Main. Zip 38101. Tel: 527-8492-167 N. Tillman Zip 38114. Tel 327-2740 (Rec. & Tape OS)
Branch: West Memphis, Ark.

Accessories: Duotone, Fidelitone, Arthur Fullmer, Le-Bo, Shure.

C B S Recs., 1755 Lynnfield Rd., Suite 112. Zip 38138. Tel 761-3381 Branch Mgr. Barry Mog. (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nemperor, Odyssey, Philadelphia Int'l, Portrait, Starlight, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold
Tape lines: Same as rec. labels

Handleman Co., 3412 Jackson Ave. Zip. 38108. Tel 332-3650 Mgr & Buyer: George Eng. (Rec. & Tape RJ)

Home office: Clawson (Detroit Metropolitan Area), Mich
Hot Line Rec. Dist. Inc., PO Box 3351, 421 S. Main St. Zip 38103. Tel 525-0756 Gen. Mgr. J. W. Crudgington. Opns. Mgr.: Dwight D. Mullens; Buyers: Singles & D Albums, Sandy Meador, OS Albums, Tom O'Neil; Tape, Earl Elgart. (Rec. & Tape D & OS). (Rec. & Tape RJ as Record Dept. Mdsrs.)

Rec. labels: AJ, AVI, Abet, Ace, Ala, Alarm, Alston, Antique, BTM, Barnaby, Birthright, Blue Candle, Blues Spectrum, Bold, Bright Orange, Cadet, Cadet/Concept,

Cat, Checker, Chess, Chimneyville, Clouds, Comedian Int'l, Country Soul, Courage, Cream, Creed, DJM, Dash, Dictation Disc, Dingo, Drive, Ernie's, Excello, Fantasy, Fretone, GRT, Galaxy, Generation Int'l, Glades, Gospel Corner, Gospel Truth, Hi, Juana, Kayvette, Kent, Kenwood, Ko Ko, Laff, Laurie, MD, Malaco, Mankind, Marlin, Messenger, Milestone, Montuno, Nashboro, Nationwide Sound, October, Plantation, Prelude, Prestige, Randy's Spiritual, Ranwood, Republic, Roots, SOH, SSS Int'l, Shadybrook, Sound Bird, Specialty, Spire, Stax, Stone Dogg, Sun, TK, Tomato, United, Weird World, West End, Wicked, Wolf.

Tape lines: Ala, Cadet, GRT, Nashboro, Specialty, TK
Accessories: Blank tape (Capitol, Memorex), needles (Fidelitone, Gemco), Le-Bo prods.

Pickwick Int'l Inc., Distribution Div., 3387 Poplar, Suite 225. Zip 38111. Tel 454-1286 (Rec. & Tape D - sales only, see office in Atlanta, Ga. for prod. distributed). (Rec. & Tape RJ as Pickwick Int'l Inc., Rack Servs. Div.)

Home office: Minneapolis, Minn.

Pickwick Int'l Inc., Rack Servs. Div., 3387 Poplar, Suite 225. Zip 38111. Tel 454-1286 (Rec. & Tape RJ - sales only). (Rec. & Tape D as Pickwick Int'l Inc., Distribution Div.)

Home office: Minneapolis, Minn.

Poplar Tunes One-Stop, 308 Poplar Ave. Zip 38122. Tel 525-6348. Owners: Frank Berretta, John Novarese, Mgr.: Frank Berretta; Buyers, Singles & Albums, Jim Burge; Tape, Ron McAfee. Local branches: Pop Tunes-East, 4195 Summer Ave. Zip 38122. Tel: 324-3855. Mgr. Rose Slais - Pop Tunes-South, 4622 Faronia. Zip 38116. Tel 346-7172. Mgr.: Rose Slais. (Rec. & Tape OS)

Pop Tunes, see Poplar Tunes
Record Dept. Mdsrs Inc., 511 S. Main St. Zip 38103. Tel 526-0567. Sales Mgr. Danny Stovall, Mdsr. Mgr. Jim McCormick; Buyer, Faye Corline. (Rec. & Tape RJ), (Rec. & Tape D & OS as Hot Line Rec. Dist. Inc.)

Select-O-Hit Recs., 605 Chelsea Ave. Zip 38107. Tel 523-1190 (Rec. & Tape D & OS)

Labels: Audio Arts, Glori, HSE, Jewel, Sparrow.

● **NASHVILLE (Area Code 615)**

Capitol Recs., 38 Music Square E. Zip 37203. Tel 244-1842 (Rec. & Tape D)

Rec. labels: Angel, Anrola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists.

Tape lines: Same as rec. labels
Central South Music Sales Inc., 3730 Vulcan Dr. Zip 37211. Tel 833-5960. Owner & Mgr. Randall Davidson, Buyers: J.P. Bennett, Charles Adams. (Rec. & Tape OS)

Jimmy's One Stop, 1707 Church St. Zip 37203. Tel 320-1561. Owner: Hoyt Sullivan; Mgr. Hollie Russell, Buyer: Jimmy Lancaster. (Rec. OS)

M C A Dist g Corp., 50 Music Square W., Suite 205. Tel 327-3466. Branch Mgr. Murray Habbaz. (Rec. & Tape D)

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion

Tape lines: Same as rec. labels

Music City One Stop, 127 Lafayette St. Zip 37210. Tel 256-4115. Mgr.: John Thomas, Buyers: Singles, Marie Silcox, Albums, John Thomas. (Rec. OS). (Rec. & Tape D as Music City Rec. Dist.)

Music City Rec. Dist's Inc., 25 Lincoln St. Zip 37202. Tel 255-7315. Pres.: Hutch Carlock, Mgr.: Ted Adams. Sales Mgr.: Mike Wise, Buyers: Singles, Ted Adams; Albums, Ted Adams, Hayes Carlock, Bruce Carlock, Tape, Ted Adams, Ronnie Tidwell. (Rec. & Tape D), (Rec. OS as Music City One Stop)

Rec. labels: Abet, Alarm, Alston, Camden, Cat, Chimneyville, County Creed, Crescendo, Disneyland, Dore, Drive, Excello, Flying Fish, Four Star, Glades, Gusto, HSE, Heart Warming, Impact, Jewel, Kayvette, Kenwood, Malaco, Mankind, Nasco, Nashboro, Old Homestead, Ovaton, Paula, Pickwick, Rebel, Ronn, Rounder, Rural Road, Soul Power, Sound City, Specialty, Starday, Su-Ann, TK, TMS, Vanguard, Vetco, Vista, Wicked

Tape lines: Nashboro, Rebel, TK Prod'n's
Accessories: Blank loaded tape (Capitol, Maxell, Memorex, Sony, TDK), carrying cases (Hagerstown, Peerless), needles (Fidelitone), rec. care prods (Discwasher, Empire, Fidelitone, Savoy, Sound Guard, Watts)

Superior Rec. Dist'g Co., 11 Music Circle S. Zip 37203. Tel 244-0461. Mgr. & Buyer: Howard A. Knight Jr. (Rec. & Tape D)

Rec. labels: Bee-Line, Benton, Boss, Colonial, GMC, Grape, IRS, Mighty Fine, NRS, Rising Star, Volunteer, Wago, Yucca

Tape lines: Colonial, GMC, Grape, NRS, Rising Star, Tri-State/Music Town Dist's., 62 Music Square W. Zip: 37203. Tel 256-1693. Owner: Cliff Ayers Ostermeyer, Mgr.: Connie L. Wright, Buyers: Singles, Chris Ostermeyer, Albums, Clarke Ostermeyer. (Rec. D)

Labels: Accent, Advance, All Star, Alto, American Sound, Angeltone, Archway, Arrawak, Art, Arvue, Atlas, Audio Arts, Avenue, Ballad, Bandbox, Baton, Bay Uke, Bee, Beltone, Big Sound, Blackbird, Black Gold, Boxer, Breeze, Bronze, Buddy, Bullseye, B&M, Campus, Canary, Capa, CapCity, Cardinal, Carrie, Cavern, Celebrity Circle, Century City, Chante, Chattahoochee, Chroma, Chytown, Cmamaron, Clare, Cloud 9, Colt, Commerce, Conclave, Confederate, Contour, Country World, Creation Sound, Crest, Crossfire, D-J, Daran, Debby, Delden, De-Lite, Del Mar, Desert, De Venus, Dome, Domino, Dot-Mar, Ebb, Electra, Emerald, Empire, Endeavor, Enterprise, Errol, Event, Fabbri, Fax, Film City, Five-O-Flick, Flo-Jo, Ford, GCM, GRT, Gass, General American, Genesis, Glenolden, Golden World, Gurdy, Gusman, H&L, Hallmark, Harvard, High Country, Hit, Htsville, Hudson, Hugo, Injun, Insko, Insight, Jalap, Jame, Jazz, Jemki, Jemki-Soul, Jessup, Julmar, KEF, K-W, Kangaroo, Kanwick, Kasma, Keen, Kenco, Kid Cuz n, Luv, La Salle, Las Vegas, Lincoln, Limp, Lucky Four, Mars, M-Arts, Major, Malinda, Map City, Marvello, Mayhams, Mecca, Mickey, Millage, Miracle, Molly, Moon, Mossrite, Motif, Motown, Music Factory, Music Town, Neptune

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TEXAS

• AMARILLO (Area Code 806)

Western Mdsrs. 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 Dists., PO Box 312, Zip 78767. Tel 321-6271 Mgr. Susan Jarrett. (Rec. & Tape D)
Home office: Kansas City, Mo. (See for prod. distributed)

• BROWNSVILLE (Area Code 512)

U S Sound Dist. Inc., 1215 E. Washington, Zip 78520. Tel 546-4687. Pres. Alvaro Fajardo; Mgr. Ruben Lozano. (Rec. & Tape RJ & E)

• 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 in Fort Worth)

Big State Rec. Dist'g Corp., 4830 Lakawana, Suite 121 Zip 75247 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)

Labels: APA, Abet, Ala, Alston, BTM, Barnaby, Black Forum, Blue Candle, Bold Cat, Century 21, Chimneyville, Cin/Kay, Clouds, Contempo, Country Int'l, Creed, Crescent, D. Dash, Dial, Dictation Disc, Dooto, Dore, Dr Doug, Dooto, Drive, Excello, Fantasy, 50 States, Four Star, Galaxy, Glades, Good Sounds, Gordy, Gospel, Gospel Roots, HDM, Increase, Inphasion, JMI, Janus, Jeremiah, Jim, Juana, Kayvette, Kent, Kenwood, Kik-R, Laff, Little Darlin', Living Language, Malaco, Mankind, Manticores, Marlin, Melodyland, Messenger, Milestone, Motown, Mowest, Nashboro, Natural Resources, Old Favorites, Plantation, Prestige, Prodigal, Pyramid, Rare Earth, Republic, Roulette, SSS Int'l, Shadybrook, Soul, Sound Bird, Sound Plus, Soundwaves, Specialty, Starday, Stax, Stoneway, Sun, Sunshine Sound, TK, TMS, Tania, Texas Int'l, Texasville, Tiger Lily, Vanguard, Virgo, Wicked, Will Barnes, Wolf, Word.

Photographs: 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 Warden, Gen. Mgr. Fran McGill; Adv. Dir. Ray Schmitt; Buyers Singles, Boyd O'Connor, Albums, Tracy Donihoo. (Rec. OS)
Branch: San Antonio, Tex.

C B S Recs., 8700 Stemmons Fwy., Suite 309, Zip 75247 Tel 634-1700. VP Southwest Region Jack Chase, Reg'l Co-ord. Midge Stubbs, Branch Mgr. Danny Yarbrough. (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nempor, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold
Tape lines: Same as rec. labels.

Capitol Recs., 6730 Oakbrook Blvd. Zip 75235. Tel 637-1890. (Rec. & Tape D)
Rec. labels: Angel, Ariola America, Capitol, EMI America, Harvest, Liberty, Melodiya/Angel, Seraphim, United Artists
Tape lines: Same as rec. labels.

Galaxy Sales Co., 9106 Chancellor Row Zip 75247. Tel 688-1931. Mgr. Tom Sims; Sales Mgr. Don Baker; Buyer Brad Kinzbach. (Rec. OS & RJ; Tape D, OS & RJ)
Tape lines: GRT catalog
Playback equip.: Marume, Roadstar
Accessories: Le-Bo, Maxell

H & W One Stop Recs. Inc., 3109 Grand Ave. Zip 75215. Tel 421-7396. Mgr.: Jean Williams. (Rec. & Tape OS)

Handleman Co., 2931 Irving Blvd. Zip 75247. Tel 631-2943. Mgr. Bob Pastiro; Buyers Bob Pastiro, Ron Anderson, Velma Kelly, Bruce Martin. (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich.

Lieberman Ents. Inc., 9670 Chartwell Dr. Zip 75231. Tel 349-2520 Mgr. Jim Sinclair, Opts. Mgr. Robert Smith; OS Mgr. Kenny Wayne; Buyers: Singles, Susan Elder; Albums & Tape, Patty Dawson. (Rec. & Tape OS & RJ)

Home office: Minneapolis, Minn
M C A Dist'g Corp., 11212 Gemini St. Zip 75229 Tel 241-8646 Reg'l Dir. Rod Tremblay, Branch Mgr. Dan Purcell. (Rec. & Tape D)

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion
Tape lines: Same as rec. labels.

PolyGram Dist'n Inc., 14200 Midway Plaza, Suite 125. Zip 75244. Tel 387-2797. Branch Mgr. Marty Markowitz, Sales Mgr. Steve Price. (Rec. & Tape D)

Home office: New York, N.Y.
Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Lmelight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Manken, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa
Tape lines: Same as rec. labels.

R C A & M & Assoc'd Labels, 8700 Stemmons Fwy Zip 75247. Tel 638-6470. Branch Sales Mgr. Jim Yates. (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong
Tape lines: Same as rec. labels.

Rack Suppliers Inc., 519 Gibson St., Seagoville 75159. Tel 287-5451. Owner H.R. Gibson Jr.; Mgr. Lloyd Scott, Buyer Mike Quinones. (Rec. & Tape RJ)

Record Shack of Dallas, 10701 Stemmons Expwy Zip 75220 Tel 556-1000. Mgr. Ken Portnoy. (Rec. & Tape OS, I & E)

Home office: Woodside (New York Metropolitan Area), N.Y., Record Shack of New York City Inc. (SEE ADVERTISEMENT)

Records of Dallas, 4830 Lakawana, Suite 121 Zip 75247. Tel 631-7263 Owners H.W. & Don Daily, Bill Emerson; Mgr. Bill Emerson; Buyers Mike & Bill Emerson, Alta Hayes. (Rec. RJ); (Rec. D & OS; Tape D, OS & RJ as Big State Rec. Dist'g)

Triple S One Stop Recs., 320 S. Lancaster, Kiest Shopping Center Zip 75216. Tel 375-5661 Buyer Jim Sanders. (Rec. & Tape OS)

Warner/Elektra/Atlantic Corp., 1909 Hereford Dr., Irving 75061 Tel 255-2141 Mgr. Paul Sheffield. (Rec. & Tape D)

Rec. labels: Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, Disc-Reet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticores, Nempor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer, Zephyr
Tape lines: Same as rec. labels.

Western Mdsrs. Inc., 1409 Round Table Dr. Zip 75247 Tel 638-1680. Mgr. George Baldwin. (Rec. & Tape RJ)

Home office: Amarillo, Tex. (Rec. & Tape OS & RJ)
Westex Recs. & Reels, 3151 Commonwealth Zip 75247. Tel 637-1810 Owner Jess Wilson, Mgr. Eddie Childers. Buyers Singles, Debbie Childers, Albums & Tape, Eddie Childers. (Rec. & Tape OS & RJ)

• EL PASO (Area Code 915)
Krupp Dist'g Co., 311 S. Santa Fe St. Zip 79901. Tel 532-4961. (Rec. & Tape OS)

• FORT WORTH AREA (Area Code 817)
Victor Hotho & Co., PO Box 9738 Zip 76107 Tel 335-1833 Owner Victor Hotho, Mgr. Jeanine Allen, Buyer Donna Hotho. (Rec. & Tape RJ)
Branch: New York, N.Y.

Landmark Dist. Inc., 2020 E. Randal Mill Rd., Arlington 76011 Tel 469-1071 WATS (Texas) (800) 792-1039. (Other states) (800) 433-1624. Mgr. John DeBord; Buyer Chuck Mertz. (Rec. & Tape D, RJ & E—religious prod. only)

Rec. labels: Birdwing, Broadman, Calvary, Canaan, Capitol, Cross-Country, Crescendo, Dayspring, Good News, Greentree, Heart Warming, Houseput, Image VII, Impact, Jim, Jubilation group, Lamb & Lion, Light, Maranatha, Myrrh, New Life, New Pax, New World, Paragon, Phonodisc, QCA, RCA, Ranwood, Sacred, Singpiration, SkyLite-Sing, Solid Rock, Sparrow, Star-song, Tempo, Triune, Windchime, Word
Tape lines: Same as rec. labels.

Pickwick Int'l Inc., Distribution Div., 2200 E. Randal Mill Rd., Arlington 76011. Tel 261-4281. Nat'l Sales Mgr.: Jack Bernstein; Nat'l Opts. Mgr.: Allan Roller. Branch Mgr. Don Gillespie, Buyer Bebe Pulliam. (Rec. & Tape D); (Rec. & Tape RJ as Pickwick Int'l Inc.; Rack Servs. Div.)

Home office: Minneapolis, Minn
Labels: ASI, AVI, Abkco, Argo, Arista, Artist House, Aspekto, Aural Explorer, Big Sound, Birthright, Buddah, CTI, Camden, Century, Chantarella, Choice, Chrysalis, Churchill, Cime, Classic Jazz, Con Bro, Concord Jazz, Connoisseur Society, Cream, Decca, Deram, Direkt to Disk, First American, Flying Fish, GNP Crescendo, GRP, Great Northwest, Guitar Player, Gryphon, H&L, Headline, Hi, Hilltop, Hob, Honeybee, Inner City, Jewel, Kaleidoscope, Kudu, LS, Le Joint, L'Oiseau Lyre, London, Mark 56, Midsong, Music, Mushroom, Music Is Medicine, Ovation, Pacific Arts, Parrot, Passport, Paula, Piccadilly, Pickwick, Potato, Prelude, Project 3, Quinestence, RDS, Ranwood, Ronn, Salvation, Savoy, Seeds & Stems, Sesame Street, Stiff, Stoney Plain, Syntonic Research, Takoma, Talsman, Telefunken, Threshold, Tomato, UK, Versatile, Visa, Voyage, Who's Who in Jazz, Xanadu. (SEE ADVERTISEMENT)

Pickwick Int'l Inc., Rack Servs. Div., 2200 E. Randal Mill Rd., Arlington 76011. Tel 261-4281 Opts. Mgr. Jim Newhouse; Sales Mgr. Dwayne Neimeyer, Buyer Jim Weatherston. (Rec. & Tape RJ); (Rec. & Tape D as Pickwick Int'l Inc.; Distribution Div.)

Sell 'Dem Recs., 7121 W. Vickery, Unit 118 Zip 76116.

Tel 731-7375 Owner & Mgr. Slim Richey, Adv. & Promo. James W. Colegrove; Buyers Singles & Albums, James H. Yanaway; Tape, Slim Richey. (Rec. D & E, Tape D)

Rec. labels: Adelphi, Advent, American Heritage, Arhoolie, Atterram, B.I.J.A., Backdoor, Bay, Biscuit City, Blue Goose, Blue Royal, Blues Classics, Briar, Broadway Intermission, Chess, Club of Spades, County, Delmark, Fiddle-De-Do, Flying High, Folk Lyric, Gold Band, Grass Mountain, Guitar Player, Guitar World, HDS, Iron Horse, Kaleidoscope, Kicking Mule, King, King Bluegrass, Lemco, Longevity, Long Neck, Midland, MMO, Old Homestead, Old Timey, Outlet, Outrageous, Pearl, Physical, Plantation, Power Pak, Priority, Puritan, Rambler, Rebel, Red Clay, Red Lightnin', Revonah, Ridge Runner, Rounder, Rural Rhythm, SSS Int'l, Shasta, Solid Smoke, Sonet, Sonyatone, Specialty, Starday, Stash, Sugar, Sun, Swallow, Texas Re-Cord, Vetco, Yazoo, Zap

Tape lines: King, King Bluegrass, Plantation, Power Pak, Rebel, Ridge Runner, Rounder, Rural Rhythm, SSS Int'l, Starday, Sun.

• FRANKSTON (Area Code 214)
Mills Specialty Whsle., 4-2 Three Points Est. Zip 75763. Tel 876-3816 Owner, Mgr. & Buyer E.A. Mills. (Tape OS & RJ)

• HOUSTON AREA (Area Code 713)
Acme Dist'g Co., 3743 University Blvd. Zip 77005. Tel 665-0741. Owner & Mgr. Kenneth Parish. (Rec. & Tape RJ)

C B S Recs., 2190 North Loop W., Suite 100, Zip 77018. Tel 680-8900. Branch Mgr.: John Madison. (Rec. & Tape D)

Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nempor, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Tape lines: Same as rec. labels.

H W Daily Inc., 3409 Brinkman, Zip 77018. Tel 861-9251. Owners: H.W. Daily Jr., Don Daily; Sales Mgr. David Bennett; Buyers: Singles, Ross Craft, Albums & Tape, Skip Smith. (Rec. & Tape D & OS)
Labels: D, Disneyland, KIKR.
Accessories: Le-Bo, Maxell, Scotch, Sound Guard, Watts

Eden Recs./Sound Rec'g Co., 803 Usher, Zip 77009. Tel 861-2176. Pres. Joseph A Zimmerman. (Rec. & Tape D)

Labels: Alshire, Audio Spectrum, Big H, Cadet, Conversa-Phone, Diamante, Discos Corona, Disneyland, Living Language, Memorabilia, Mother Goose, Peter Pan, Pickwick-Camden, Request, Robin Hood, Sesame Street, Springboard, Steno-Disc, Super Sonido, United
Accessories: Le-Bo, Pianstheil, Pickwick

G P Recs. & Tapes Dist., PO Box 21100, 2124 N. Main St. Zip 77026. Tel 223-9293 Owner Gaston C. Ponce; Mgr. Herbe R. Ponce. (Rec. D)

Rec. labels: Bonito, Exito Regional, Firmamento, G-poca, Hit, Novavox, Sabroso.

Lotasso, PO Box 10860, 1634 Wakefield Dr. Zip 77018. Tel 686-1155 Owner Maxine Eickenhorst; Albums & Tape Buyer A.H. Eickenhorst. (Rec. & Tape D, OS & RJ)

Rec. labels: AOLT, Alshire, Camden, Pickwick Int'l, Stoneway, United; also distributes cut-outs & close-outs
Tape lines: Same as rec. labels

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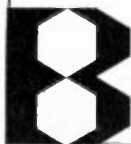
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Phi Beta Fraternity, Shorefront Park, South Norwalk, Conn. 06854. Tel (203) 866-1212. Pres.: Mrs. Robert B. Miller.

Phi Beta Mu, 123 Oak Square S., Lakeland, Fla. 33803. Tel (813) 644-2135. Pres.: Charles Minelli.

Phi Mu Alpha Sinfonia Fraternity, 10600 Old State Rd., Evansville, Ind. 47711. Tel (812) 867-2433. Pres.: Dr. Lucien P. Stark. Exec. Dir.: Dr. Daniel E. Beeman. Office Mgr.: Esther G. Richardson.

Piano Technicians Guild Inc., 113 Dexter Ave. N., Seattle, Wash. 98109. Tel (206) 283-7440, 682-9700. Exec. Dir.: Donald Santny. Mng. Ed. & Art. Dir.: Charlona Rhodes.

Pi Kappa Lambda, Northwestern Univ., School of Music, Evanston, Ill. 60201. Tel (312) 492-7574. Pres.: Thomas W. Miller.

R.I.A.A., see Recording Ind. Ass'n of America.

Radio Registry, 850 Seventh Ave., New York, N.Y. 10019. Tel (212) 582-8800.

Recording Ind. Ass'n of America (RIAA), 1 E. 57 St., New York, N.Y. 10022. Tel (212) 688-3778. Exec. Dir.: Henry Brief.

Branch: Los Angeles, Calif., 9200 Sunflower Blvd., Suite 1005. Zip 90069. Tel (213) 278-5500. Pres.: Stan Gornikow.

S.P.E.B.S.Q.S.A., see Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America.

Society for Ethnomusicology Inc., 201 S. Main St., Rm. 513, Ann Arbor, Mich. 48104. Tel (313) 761-7787. Pres.: William P. Malm.

Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America (SPEBSQSA), 6315 Third Ave., Kenosha, Wis. 53140. Tel (414) 654-9111. Exec. Dir.: Hugh A. Ingraham.

Society for the Preservation of the American Musical Heritage Inc., c/o Library of Congress, Music Div., Washington, D.C. 20540. Tel (202) 287-5000. Founder & Dir.: Karl Krueger. Pres.: Henry H. Reichhold.

Society of the Classic Guitar, 409 E. 50 St., New York, N.Y. 10022. Tel (212) 753-3492. Pres.: Vladimir Bobri. Honorary Pres.: Andres Segovia.

The Sonneck Society, 69 Undine Rd., Brighton, Mass. 02135. Tel (617) 787-2283. Pres.: Irving Lowens. 1st VP: Nicholas E. Tawa.

Southeastern Composers' League, c/o Radford College, Music Dept., Radford, Va. 24142. Tel (703) 731-5000.

T.U.B.A., see Tubist Union Brotherhood Ass'n.

Tau Beta Sigma, Nat'l Band Sorority, see Kappa Kappa Psi.

Theatre Communications Group Inc., 355 Lexington Ave., New York, N.Y. 10017. Tel (212) 697-5230. Dir.: Peter Zeisler.

Tubist Union Brotherhood Ass'n (TUBA), c/o Southwest Texas State Univ., Music Dept., San Marcos, Tex. 78666. Tel (512) 245-2111.

United States Information Agency, ICS/DA, Washington, D.C. 20547. Tel (202) 655-4000.

United States Institute for Theatre Technology Inc., 1501 Broadway, Rm. 1408, New York, N.Y. 10036. Tel (212) 354-5360. Pres.: Charles E. Williams; Exec. Sec'y: Herbert D. Greggs.

Violoncello Society Inc., 101 W. 57 St., Suite 2D, New York, N.Y. 10019. Tel (212) 246-3267. Pres.: Claus Adam; Sec'y-Treas.: Esther Prince.

Young Audiences Inc., 115 E. 92 St., New York, N.Y. 10028. Tel (212) 831-8110. Pres.: J. McLean Stewart. Nat'l Exec. Dir.: Warren H. Yost.

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 Universal Audio Corp., 6540 E. Lafayette Blvd., Scottsdale 85217. Tel: 949-7577. Pres.: John A. Michaelson; Sales Mgr.: James Noonan; Adv. Mgr.: A.K. Gardner. (DES)

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 Allied Rec. Co., 6110 Peachtree St. Zip: 90040. Tel: 725-6900. (PRT—record only)
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• KENSINGTON (Area Code 301)

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. (DES)

• WHEATON (Area Code 301)

Big Ed's Unlimited, 11141 Georgia Ave., Suite A-1. Zip: 20902. Tel: 949-9500. Contact: Edward M. Chambers. (DES & PRT—customized tee-shirts only)

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Fleetwood Communications Co., 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: V.P. Giarrusso; Sales Mgr.: Victor Mancini; Adv. Mgr.: Robin Samora. (DES, PRT)
Ed Hurvitz Music Promos., 129 Bishop St., Brockton 02402. Tel: 588-6348. Pres. & Adv. Mgr.: Edward M. Hurvitz. Sales Mgr.: Linda Berman. (DES—record only)
Rik Tinory Prod'n's, 622 Rt. 3A, Cohasset 02025. Tel: 383-9494. Pres.: Richard F. Tinory; Artist Relations: Claire L. Babcock. (DES, PRT)

The Word Guild, 119 Mount Auburn St., Cambridge 02138. Tel: 492-4656. Pres.: Zelta Fischer. (DES)

• CHICOPEE (Area Code 413)

Dielectrics Inc., 6 Second Ave. Zip: 01020. Tel: 598-8308. Pres.: Earl S. Stahl; Exec. VP: Eric Craig Stahl. (DES, PRT)
Just For the Record, 40 Marion St. Zip: 01013. Tel: 592-0457. Pres.: Robert S. Bator; Adv. Mgr.: C. St. Laurent Bator. (DES)

• TURNERS FALLS (Area Code 413)

Silver Screen Design, 88 Third St. Zip: 01376. Tel: 863-9171. Pres.: David Senior; Sales Mgr.: Ruth Miller; Adv. Mgr.: Sid Jensen. (DES)

MICHIGAN

• DETROIT METROPOLITAN AREA (Area Code 313)

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480. (DES, PRT)
Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48073. Tel: 588-8281. (PRT)

MINNESOTA

• MINNEAPOLIS (Area Code 612)

Ark Rec'g Co. (div. of Fulton Electronics), 4428 Zane Ave. N. Zip: 55422. Tel: 537-7076. (DES)
Bethany Fellowship Inc., 6820 Auto Club Rd., Zip: 55438. Tel: 944-2121. Pres.: T.A. Hegre; Sales & Adv. Mgr.: David W. Anthony. (DES—tape 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'n's Inc., 12 E. 39 St. Zip: 64111. Tel: 531-1375. Pres.: Don Warnock. (DES)

• ST. LOUIS METROPOLITAN AREA (Area Code 314)

Audio Precision Inc., 6 Grandview Park Dr., Arnold 63010. Tel: 464-2333. Pres.: Robert E. Blevins; VP Sales: Jim Cole. (PRT—record only)
Graffix Traffic Inc., 9677 Page Ave. Zip: 63132. Tel: 427-4460. Pres.: William Moir; Sales Mgr.: Special Mkts.: Chris Pecsok. (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)
Int'l branch: England, Seacruise.

MONTANA

• MISSOULA (Area Code 406)

Meadowlark Ventures—Graphic Design by Dolack, PO Box 7218. Zip: 59807. Tel: 728-2180. Pres. & Adv. Mgr.: Chris Roberts.

NEW JERSEY

• ASBURY PARK (Area Code 201)

Sound-Arts Co. Inc., 5 Cindy Ln. Zip: 07712. Tel: 493-8666. Pres.: Charles J. Gspann; VP: Francis M. Gspann. (DES, PRT)

• CAMDEN (Area Code 609)

Recorded Publ'n's Labs. (div. of Recorded Publ'n's Mfg. Co. Inc.), 1100 State St. Zip: 08105. Tel: 963-3000; Phila. (215) 922-8558. Pres.: David H. Goodman; Sales Mgr.: Pat Landon; Adv. Mgr.: Edward J. Goodman. (DES, PRT)
Sales office: New York, N.Y.

• CARLSTADT (Area Code 201)

Q-A-I Inc. (formerly Saxon Adhesive Prods.), 640 Dell Rd. Zip: 07072. Tel: 935-5100; NYC (212) 736-1980. Pres.: Steve Dauman; Sales Mgr.: George Ratowsky. (PRT)

• FARMINGDALE (Area Code 201)

Charlie Roberts Advertising & Promos. Inc., 346 Belmar Blvd. Zip: 07727. Tel: 938-4351. Pres.: Robert Schumann; Sales & Adv. Mgr.: Charlie Roberts. (DES)

• GLENDORA (Area Code 609)

Record Room, 308 E. Evesham Rd. Zip: 08029. Tel: 939-0034. (DES)

• LEONIA (Area Code 201)

S/T Videocassette Dupl'g Corp., 500 Willow Tree Rd. Zip: 07605. Tel: 947-6450. (DES)
Home office: New York, N.Y., Video Corp. of America.

• LYNDHURST (Area Code 201)

Color Seps-Litho Preps Serv., PO Box 151. Zip: 07071. Tel: 438-6729. Pres.: J.G. Principato. (DES)

● **MAPLE SHADE (Area Code 609)**

A M P Rec'gs (div. of IPI), PO Box 14, 307 W. Main St. Zip 08052 Tel. 667-1667 Pres. Donald R. Marsh, Sales Mgr. Gerald Tyson. (DES)

● **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)

● **MOUNT LAUREL (Area Code 609)**

Rand-El Advertising, 240 Burnam Wood Dr. Zip 08054 Tel. 667-2739 Pres. & Creative Dir. Eric Lipsman. (DES)

● **NEWARK (Area Code 201)**

Andria Rec. Corp. Custom Servs. Div. 16 Park Pl. Zip 07102 Tel. 642-5991 (DES, PRT)

● **PARK RIDGE (Area Code 201)**

Cadet Recs. Inc., PO Box 176 Zip 07656 Tel. 391-3676 VP Sales. Robert K. Herrington. (Sales office only) (DES, PRT)
Home office: Los Angeles, Calif.

● **RAHWAY (Area Code 201)**

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

NEW YORK

● **CENTRAL ISLIP (Area Code 516)**

Ramart Printing Corp., 3180 J Expwy. Dr. S. Zip 11722 Tel. 234-0050 (PRT)

● **CLARENCE (Area Code 716)**

Mark Custom Rec'g Serv., 10815 Bodine Rd. Zip 14031 Tel. 759-2600 Pres. & Sales Mgr. Vincent S. Morette. (DES)

● **FARMINGDALE (Area Code 516)**

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip 11735 Tel. 293-7300 (DES, PRT)

● **GREAT NECK (Area Code 516)**

Ivy Hill Communications Inc., Community Dr. Zip 11022 Tel. 487-0200 (PRT)
Branches: Los Angeles, Calif., Terre Haute, Ind.

● **HAUPPAUGE (Area Code 516)**

Disc Graphics (div. of Pickwick Int'l), 10 Gilpin Ave. Zip 11787 Tel. 234-1400 Gen. Mgr. Gus Thalasinis. (PRT)

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip 11787 Tel. 234-1100 NYC (212) 291-7600 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 (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 (DES, PRT)

● **LINDENHURST (Area Code 516)**

Coastal Specialty Tapes Inc. (formerly Pratt-Spector Corp.), 274 Bangor St. Zip 11757 Tel. 226-5900 Pres. Tom Carroll, Sales Mgr. Stanley Gilman, Adv. Mgr. Dan Dobbs. (DES, PRT—tape only)

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

A G I (Album Graphics Inc.), 125 W. 55 St. Zip 10019 Tel. 489-0793 VP Mktg. Richard Block, Sales Mgr. Gary Sitzer. (DES, PRT) (Sales office only)
Home office: Melrose Park (Chicago Metropolitan Area), Ill.
A. D. Adams Advertising Inc., 145 E. 52 St. Zip 10022 Tel. 755-0845 Pres. A. D. Adams (DES)
Branch: Woodbury, N.Y.
Album Graphics Inc., see ACI
Ampro Prod'ns Inc., 150 Fifth Ave. Zip 10011 Tel. 243-7726 Cable TAPEXRON Telex 452333 Pres. Manuel Kopelman, Exec. VP Mktg. Susanne Tarter, VP Arthur Lipton. (DES) (SEE ADVERTISEMENT)
Anco Packaging Corp., 347 Madison Ave. Zip 10017 Tel. 682-8076 (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 Inc., 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, VP S. Campbell, Sales Mgr. Jane Sapiro. (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)
Ely Besalel Ltd., 235 E. 49 St. Zip 10017 Tel. 759-7820 Pres. Ely Besalel. (DES)
Leo Bliok Advertising, 24 W. 57 St. Zip 10019 Tel. 245-8938 Owner. Leo Bliok. (DES—record only)
Bob Bruce—Graphic Design, 108 Willow St., Brooklyn 11201 Tel. 852-2971 Creative Dir. Bob Bruce. (DES—record only)
Edda Brusco Design, 1751 E. 16 St., Brooklyn 11229 Tel. 645-1794 Pres. Edda Brusco, Sales Mgr. Alexander Shakow. (DES)
Creative Media Agency, 227 E. 69 St. Zip 10021 Tel. 472-0100 Owner & Dir. Arthur Krieger, Sales Mgr. Cindy Freeman, Adv. Mgr. Al Douglas. (DES)
Crystal Magic Promos Inc., 130 W. 57 St., Suite 5-D Zip 10019 Tel. 247-4390 Pres. Curtis Gunn, VP. Sales & Adv. Mgr. Lee Heiman. (DES)
DRG Recs. Inc., 200 W. 57 St. Zip 10019 Tel. 582-3040 Cable. STETRECS Pres. Hugh Fordin, Gen. Mgr. Rick Winter, Sales Mgr. Bob Stern, Admin. Dir. Lorna St. Hill. (DES)
Disc Communications Ltd., 743 Fifth Ave. Zip 10022 Tel. 371-0390 Pres. Jerome Boxer, Art. Dir. Susan Murphy. (DES, PRT)
E R H Sales Corp., 221 W. 57 St. Zip 10019 Tel. 582-4200 Pres. Lee Halpern, Gen. Mgr. Michael Halpern, Sales Mgr. Robert Shavelson. (DES) (SEE ADVERTISEMENT)
ElectroSound Group Inc., 1290 Ave. of the Americas, Zip 10019 Tel. 581-5641 (PRT—record only)
Home office: Sun Valley (Los Angeles Metropolitan Area), Calif.
Plants: Sun Valley (Los Angeles Metropolitan Area), Monarch Rec. Mfg. Co., Holbrook, N.Y., Goldisc Rec'gs Inc., Allentown, Pa., Allentown Rec. Co. Inc., Farmlett & Barsanti, 208 Fifth Ave. Zip 10010 Tel. 686-8230 (DES)
Great American Screen Designs Ltd., 363 Seventh Ave. Zip 10001 Tel. 688-9262 Pres. Charles Taublich, Sales Mgr. Mike Dymburt, Adv. Mgr. Bruce Goodwin. (DES, PRT)
Guaranteed Printing Serv., 119 W. 23 St. Zip 10011 Tel. 929-2410 (DES, PRT)
Stephen P. Haas Advertising, 24 W. 57 St. Zip 10019 Tel. 581-8442 Pres. Stephen Haas. (DES)
Image Creators Inc., 310 E. 65 St. Zip 10021 Tel. 535-0257 Contact. Leonard Brauner. (DES)
Jewelle Signs, 13 E. 31 St. Zip 10016 Tel. 683-4474 (DES)
Laboratory Systems Corp., 37 W. 57 St. Zip 10019 Tel. 753-9854 (PRT)
Lee-Myles Assocs. Inc., 160 E. 56 St. Zip 10022 Tel. 758-3232 Pres. Robert M. Miller. (DES, PRT) (SEE ADVERTISEMENT)
Linear Prods. Inc., 37 W. 20 St. Zip 10011 Tel. 255-2917 (DES, PRT)
Branches: College Park (Atlanta Metropolitan Area), Ga., Data-Linear Prods. Inc., Puerto Nuevo, P.R., Linear Prods. of Puerto Rico
Love Unlimited, 15-32 127 St., College Point 11356 Tel. 359-8500 Pres. Barry Kaminsky. (DES & PRT—customized tee-shirts only)
Mac Murray Press Inc., 230 W. 17 St. Zip 10011 Tel. 924-1530 Pres. Bernard Lerman. (DES, PRT)
Marathon Graphics Ltd., 147 W. 15 St. Zip 10011 Tel. 924-3180 (DES)
Morninglight Prod'ns, 145 E. 52 St., Rm. 403 Zip 10022 Tel. 751-2031, 675-8800 Pres. & Art. Dir. Spencer Drate. (DES—record only)
The Music Agency Ltd., 135 W. 50 St. Zip 10020 Tel. 765-1616 Pres. Jay Leipzig, VP. Joel Borowka. (DES)
Olympic Litho Corp., 116 Nassau St., Brooklyn 11201 Tel. 522-2400 (PRT)
P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1185 Ave. of the Americas, Zip 10036 Tel. 997-1250 Pres. Hugh Landy, VP & Sales Mgr. David Grant. (PRT)
Branch: Richmond, Ind.
Charlie Passantino Inc., 311 W. 43 St., 5th fl. Zip 10036 Tel. 586-1469 Pres. Charles V. Passantino, Adv. Mgr. Bob Passantino. (DES & PRT—record only)
Pilgrim Press Corp., 36-01 43 Ave., Long Island City 11101 Tel. 937-9515 Pres. Peter Strauss. (PRT)
Prestone Printing, 147 W. 42 St. Zip 10036 Tel. 354-1871 (DES, PRT)
Home office: Los Angeles, Calif.
Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237 Tel. 497-2320 (DES, PRT) (SEE ADVERTISEMENT)
Promedeus Arts Inc., 1776 Broadway Zip 10019 Tel. 586-3770 Pres. Lew Morris, Sales Mgr. Jerry Present, Adv. Mgr. Ron Parisi. (DES)
Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104 Tel. 457-7700 Pres. Jack L. Hecht, VP. Leonard Verebay. (DES, PRT)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind., Rutgers Packaging Corp.
R S V P Advertising Inc., 969 Third Ave. Zip 10021 Tel. 535-9020 Pres. Leonard R. Brauner, Adv. Mgr. Lisa Brauner. (DES)
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) (DES, PRT)
Home office: Camden, N.J.
Jasper Samuel Advertising & Recs., 97-28 57 Ave., Forest Hills 11368 Tel. 271-2418 Pres. Jasper Samuel, Sales Mgr. David Samuel, Adv. Mgr. Joseph Samuel. (DES, PRT)

ServiSound Inc., 37 W. 57 St. Zip 10019 Tel. 753-9888 (PRT)
Shepard Printing Corp., 111 Eighth Ave. Zip 10011 Tel. 255-1930 Pres. Philip M. Rosenbloom. (DES, PRT)
Shorewood Packaging Corp., 10 E. 53 St. Zip 10022 Tel. 371-1500 Pres. Paul Shore, Exec. VP Mktg. Floyd S. Gliner, VP Sales. Ken Rosenbloom. (PRT)
Branch: Los Angeles, Calif.
Soundtek Inc., 50 W. 57 St. Zip 10019 Tel. 489-0806, Tri-Lon Color Lithographers Ltd. 54 W. 21 St. Zip 10010 Tel. 255-6140 Pres. Morris Strickler, VP. David Strickler. (PRT)
Video Corp. of America, 231 E. 55 St. Zip 10022 Tel. 355-1600 (DES)
Branch: Leonia, N.J., S/T Videocassette Dupl'g Corp. Morton D. Wax & Assocs., 1650 Broadway Zip 10019 Tel. 247-2159 Pres. Morton D. Wax. Local branch: 200 W. 51 St. Zip 10019 (DES) (SEE ADVERTISEMENT)

● **RENSELAE (Area Code 518)**

Wildwood Entertainment, 223 Broadway Zip 12144 Tel. 434-2014 VP. Erich Borden. (DES)

● **SPRING VALLEY (Area Code 914)**

Pro/Creatives Corp., 25 W. Burda Ln. Zip 10977 Tel. 356-4623 Pres. Sales & Adv. Mgr. David Rapp. (DES—record only)

● **UTICA (Area Code 315)**

Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip 13501 Tel. 735-6187 Pres. Stanley Markowski, Sales Mgr. Joyce Markowski, Adv. Mgr. Andrew Cittadino. (DES & PRT—record only)

● **YONKERS (Area Code 914)**

Crackerjack Studio (div. of Crackerjack Ent's Inc.), 262 Rose-dale Rd. Zip 10710 Tel. 793-2649 Pres. & Art. Dir. Suzanne Newman, Sales Mgr. Ralph M. Newman. (DES)

NORTH CAROLINA

● **CANTON (Area Code 704)**

Recording Servs. of Western North Carolina, 10 Penland St. Zip 28716 Tel. 648-6012 Owner. J. Ted Evans Jr., Sales Mgr. Don Barber, Adv. Mgr. Kay Evans. (DES, PRT)

● **THOMASVILLE (Area Code 919)**

Adtees Corp., PO Box 608, Stanley Ave. Zip 27360 Tel. 475-0111 Pres. Tim L. Batten, Sales Mgr. Glenn Brown, Adv. Mgr. Bob Livengood. (DES & PRT—customized tee-shirts only)

OHIO

● **CINCINNATI (Area Code 513)**

Artists Rec'g Co. Inc., 320 Mill St. Zip 45215 Tel. 761-0011 (DES)
Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip 45211 Tel. 661-8810 Pres. Gen. & Sales Mgr. Shad O'Shea, Adv. Mgr. Marilyn Aker. (PRT)
Alex Gellen Design, 405 Executive Bldg Zip 45202 Tel. 651-1308 Pres. Alex Gellen. (DES)
Jewel Rec'g Co., 1594 Kinney Ave. Zip 45231 Tel. 522-9336 Pres. Charles York, Sales Mgr. Linda York, Adv. Mgr. Harry Urschel. (DES—record only)
Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip 45215 Tel. 733-5533 Pres. Carl J. Burkhardt, VP. Philip M. Burkhardt, Sales Mgr. Dan Burkhart. (DES, PRT)

● **CLEVELAND METROPOLITAN AREA (Area Code 216)**

Alcon Rec'g Studios Inc., 35100 Euclid Ave., Suite 300, Willoughby 44094 Tel. 951-0910 Pres. Alan M. Peabody. (DES)
Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip 44105 Tel. 752-3440 Pres. Thomas R. Boddie, Sales Mgr. Dennis R. Boddie. (DES, PRT)

● **COLUMBUS (Area Code 614)**

Graphics of Columbus Inc., 5211 N. High St. Zip 43214 Tel. 846-6126 (PRT)
Hillside Recs., 948 Studer Ave. Zip 43206 Tel. 252-7116 Owner & Pres. Larry McKenzie. (DES)
Roach Inc., PO Box 16548, 2255 Westbelt Dr. Zip 43216 Tel. 876-9951 WATS (800) 848-7970 Pres. John H. Baird, VP Sales. Stuart Levine, Adv. Mgr. Mary Ann MacLeod. (DES & PRT)—customized tee-shirts only
Branch: Sun Valley (Los Angeles Metropolitan Area), Calif.

● **NEWARK (Area Code 614)**

Utopia Ultra Sound, 38-40 S. First St. Zip 43055 Tel. 345-9426 Pres. Robert H. Kirk Jr. (DES)

● **YOUNGSTOWN (Area Code 216)**

United Audio Rec'g Studio, 5947 Stillson Pl. Zip 44512 Tel. 758-5463 (DES)

OKLAHOMA

● **TULSA (Area Code 918)**

I T T Studios (International Teaching Tapes), 4235 S. Memorial Dr. Zip 74145 Tel. 663-7700 Pres. Meredith R. Gray, Sales Mgr. Sonny Gray. (DES, PRT)

OREGON

- **EUGENE (Area Code 503)**
Ad Creations & Consultants Inc., 696 Country Club Rd. Zip 97401 Tel: 686-9669 (DES)

PENNSYLVANIA

- **ALLENTOWN (Area Code 215)**
Allentown Rec. Co. Inc. (sub. of ElectroSound Group Inc.), 1002-10 Walnut St. Zip 18102 Tel: 433-7405 Pres. Sanford L. Wartell (PRT—record only)
Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif., ElectroSound Group Inc.; New York, N.Y., ElectroSound Group Inc.

- **CARLISLE (Area Code 717)**
Gail Sharon Gardens, HUB 783, Dickinson College Zip 17013 (DES)

- **MECHANICSBURG (Area Code 717)**
H R C Printing, 5252 E Trindle Rd. Zip 17055 Tel: 766-0943 Gen. Mgr. Donald E. Baldwin (DES, PRT) (SEE ADVERTISEMENT)

- **PHILADELPHIA (Area Code 215)**
Community Press, 6047-49 Woodland Ave. Zip 19142 Tel: 729-4655 (DES & PRT—record only)
Benjamin Johnson Jr. Ent's., 5025 Penridge St. Zip 19143 Tel: 474-6613 Pres. Benjamin Johnson Jr., Sales Mgr. Richard Simone (DES—record only)
Kalstein Graphics, 6128 York Rd. Zip 19141 Tel: 549-5085 (DES)

- **PITTSBURGH (Area Code 412)**
Matthews Int'l Corp., 1910 Cochran Rd., Manor Oak Two Zip 15220 Tel: 344-9433 (PRT—film masters, symbol consultation & testing) (SEE ADVERTISEMENT)

- **SCRANTON (Area Code 717)**
Keystone Printed Specialties Co. Inc., 321 Pear St. Zip 18505 Tel: 348-1761 Pres. P.G. Fischer Jr., Sales & Adv. Mgr. Martin C. Fischer (DES, PRT) (SEE ADVERTISEMENT)

- **SHARON (Area Code 412)**
Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146 Tel: 347-4726 Pres. John T. Krizancic, Sales Mgr. Martha Krizancic, Adv. Mgr. Ruth Toth (DES, PRT)

PUERTO RICO

- **PUERTO NUEVO (Area Code 809)**
Linear Prods. of Puerto Rico, Old Long Bldg., Matadera Rd. Zip 00936 Tel: (809) 783-4986 (DES, PRT—tape only)
Home office: New York, N.Y., Linear Prods. Inc.

RHODE ISLAND

- **WARWICK (Area Code 401)**
Great Graphics!, PO Box 3, Zip 02887, 151 Keeley Ave. Zip 02886 Tel: 738-6914 Owner & Pres. Bill Montella Jr. (DES, PRT)

TENNESSEE

- **FAYETTEVILLE (Area Code 615)**
Kim-Pat Ent's., PO Box 654, Hillwood Dr. Zip 37334 Tel: 433-2323/5661. Owner Bill Trigg, Sales Mgr. Rita Armstrong (DES)

- **MEMPHIS (Area Code 901)**
T-Shirts Int'l, 239 S. Cooper St. Zip 38104 Tel: 522-8383 (DES, PRT)

- **NASHVILLE AREA (Area Code 615)**
American Sound Recs., 62 Music Square W. Zip 37203 Tel: 256-1693 Pres. Cliff Ayers Ostermeyer, Sales Mgr. Chris Ostermeyer, Adv. Mgr. Connie L. Wright (DES & PRT)
Chumley Prod'ns., PO Box 7195, 2802 Foster Ave. Zip 37211 Tel: 833-6184 Pres. P.E. Chumley (PRT—record only)
Color Graphics Inc., 305 Church St., Goodlettsville 37072 Tel: 859-4001 (PRT)
Creative Concepts, Faron Young Exec. Bldg., 1300 Division St. Suite 106 Zip 37203 Tel: 259-3790 Partners Jim Kent, Vernell Hackett (DES, PRT)
Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip 37210 Tel: 256-1729 Pres. L.C. Tant, Sales Mgr. Mike Tant (DES, PRT—tape only)
International Rec. Dist'g Assocs. (IRDA), 260 W. Main St., Suite 107, Hendersonville 37075 Tel: 824-9100 Pres. Hank Levine, Sales Mgr. Mike Shepherd, Adv. Mgr. Susie Johnson (DES)
M F Inc., 453 Chestnut St. Zip 37203 Tel: 256-6161 (PRT—record only)

- Nashville Album Prod'ns Inc., 617 Seventh Ave. S. Zip 37203 Tel: 256-0121 Pres. Steve Botts (DES, PRT)
Nashville Int'l Corp., 20 Music Square W. Zip 37203 Tel: 256-2885/3271 (DES, PRT)
Pinwheel Art & Photography Studios Inc., 1211 16 Ave. S. Zip 37212 Tel: 327-9125 (DES)
Superior Sound Studios, 329 Rockland Rd., Hendersonville 37075 Tel: 824-5141 (DES)
Home office: St. Louis, Mo., Ken Keene Int'l.
United Rec. Pressing Inc., 453 Chestnut, Zip 37122 Tel: 259-9396 Pres. Ozell Simpkins (DES, PRT—record only)
Williams Printing Co., 417 Commerce, Zip: 37219 Tel: 256-7151. Pres. & Gen. Mgr. B.G. Johnson (DES, PRT)
World Wide Music Inc., 1300 Division St., Suite 201, Zip 37203 Tel: 256-7543 Pres. Calvin H. Everhart, Sales Mgr. Dabi Ward, Adv. Mgr. Shirley Sans (DES—record only)

TEXAS

- **DALLAS (Area Code 214)**
Continental Graphics Inc., PO Box 5057, Zip 75222 Tel: 741-3236, 263-0776. WATS (800) 527-5662. Tex WATS (800) 492-5418. (DES, PRT)
Rainbow Sound Inc., 1322 Inwood Rd. Zip 75247 Tel: 638-7712. Pres.: Bob Cline, Exec. VP. Jim Grier. VP. Jack Whitt. (DES—record only)

- **FORT WORTH AREA (Area Code 817)**
Ink Inc., PO Box 54, Mansfield 76063. Tel: 477-2897. Pres.: James Michael Taylor, Sales Mgr. Charles Bowles, Adv. Mgr. Barbara Anne Taylor (DES)

- **HOUSTON (Area Code 713)**
Riverside Albums, 7400 Pinemont Zip 77040 Tel: (713) 462-2700. Pres.: Earl Thomas, Sales Mgr. Brenda Cox (DES, PRT—record only).

- **SAN ANTONIO (Area Code 512)**
B C L Ent's Inc., 1002 Hoefgen St. Zip 78210 Tel: 532-3216. Pres.: C. Foy Lee, Sales Mgr. Jimmy Burton, Adv. Mgr. Jeannie Hill (DES, PRT)

- **SAN BENITO (Area Code 512)**
Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip 78586 Tel: 399-5377 Pres. & Adv. Mgr. Lionel C. Betancourt, Sales Mgr.: John F. Phillips (DES)

- **WACO (Area Code 817)**
Creative Communications Inc. (sub. of SMI), 918 N. Valley Mills. Zip 76710 Tel: 776-6553 (DES)
Mike's Print Shop, 2507 Grim. Zip 76707 Tel: 752-2321 (PRT)

UTAH

- **SALT LAKE CITY (Area Code 801)**
Covenant Rec'gs Inc., 1345 Major St. Zip 84115 Tel: 487-1096. Pres. & Sales Mgr.: V. Lewis Kofford, Adv. Mgr. Jeff Lund (DES)

WISCONSIN

- **ELKHART LAKE (Area Code 414)**
Sohn Mfg. Inc., Box X, Zip 53020 Tel: 876-3361 Pres. W.J. Beaudry, Sales Mgr.: Deane Jenkins (DES, PRT)

- **MILWAUKEE AREA (Area Code 414)**
Holubek Studios Inc., 4712 N. 125 St., Butler 53007 Tel: 781-4800; WATS (800) 558-0566 Pres. Verne Holubek, Sales Mgr.: R.C. Presendoler, Adv. Mgr.: Michael Dillon. (DES & PRT—iron-on transfers & customized tee-shirts only)

- Orange Prod'n House, 6055 W. Fond du Lac Ave. Zip 53218 Tel: 461-3600. Pres.: Larry Hansen, Sales Mgr.: Ellen Westendorf. (DES)

WYOMING

- **CHEYENNE (Area Code 307)**
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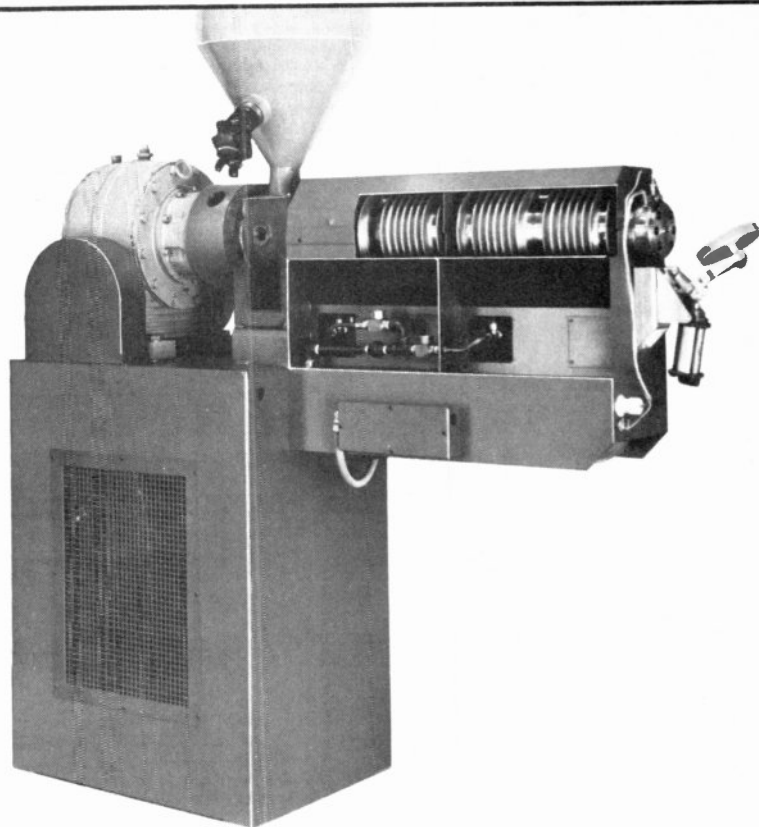
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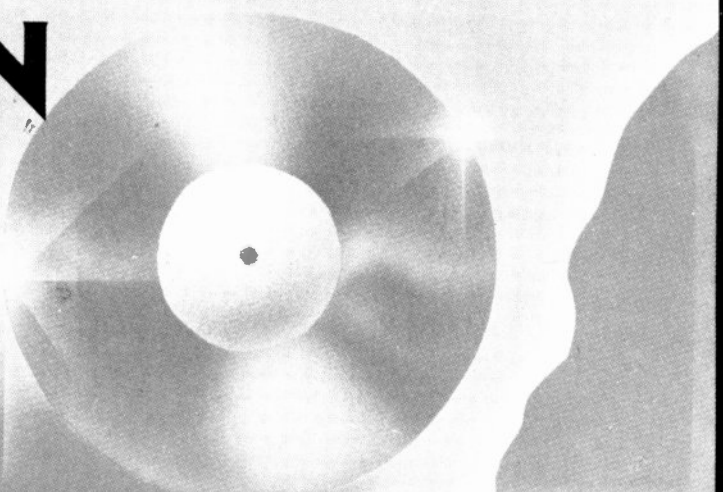
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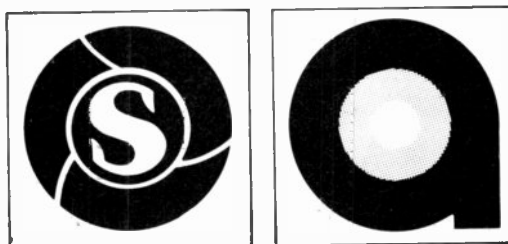
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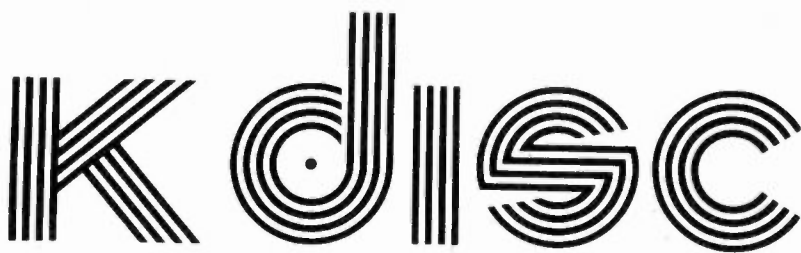
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Plants: Compton (Los Angeles Metropolitan Area), Calif., Richmond, Ind.

R C A Recs., 1133 Ave. of the Americas. Zip 10036. Tel. 598-5900. (Sales office only)

Sales offices: Los Angeles, Calif., Nashville, Tenn. Plant: Indianapolis, Ind.

R G H Rec. Mfg. Corp., 750 Eighth Ave. Zip 10036. Tel. 354-4336. (12" Pressing only) (SEE ADVERTISEMENT)

Soundtek Inc., 50 W. 57 St. Zip 10019. Tel. 489-0806. (Plating & processing only)

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Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip 13501. Tel. 735-6187. Pres. Stanley Markowski. Sales Mgr. Joyce Markowski. Adv. Mgr. Andrew Cittadino. (Pressing only)

OHIO

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Artists Rec'g & Rec. Pressing Co. Inc., 320 Mill St. Zip 45215. Tel. 761-0011

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip 45211. Tel. 661-8810. Pres. & Sales Mgr. Shad O'Shea. Adv. Mgr. Marilyn Aker. (Plating & processing only)

Q C A Custom Pressing, 2832 Spring Grove Ave. Zip 45225. Tel. 681-8400. Pres. Edward R. Bosken. VP & Gen. Mgr. Frank E. Ruhl. Sales Mgr. Keith Myers. Adv. Mgr. D. Kalmus. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip 45215. Tel.

733-5533. Pres.: Carl J. Burkhardt; VP: Philip M. Burkhardt; Sales Mgr.: Dan Burton.
 Studio Pressing Serv., 320 Mill St. Zip: 45215. Tel: 761-8294. Pres.: Joseph Sluder; Sec'y: Connie Sluder (Pressing only)

● **CLEVELAND (Area Code 216)**

Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres.: Thomas R. Boddie; Sales Mgr.: Dennis R. Boddie.

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Allentown Rec. Co. Inc. (sub. of Electrosound Group Inc.), 1002-10 Walnut St. Zip: 18102. Tel: 433-7405. Pres.: Sanford L. Wartell.
 Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.; Electrosound Group Inc.; New York, N.Y.; Electrosound Group Inc.

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Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. NYC (212) 966-3185. Pres.: Morris Ballen. (Pressing only) (SEE ADVERTISEMENT)
 Hodge Rec. Mfg. Co., 13141-24 S. Howard St. Zip: 19147. Tel: 334-5662. (Pressing only)
 Plastic Ents. Corp., 1360 Industrial Hwy., Southampton 18966. Tel: 355-7555. Pres.: Joe Stewart.
 Valley Exports Int'l Inc., PO Box 8, Merion Station 19066. Tel: 627-2277. Contact: Larry Balen. (Designer & builder of pressing plants) (SEE ADVERTISEMENT)

● **SCRANTON AREA (Area Code 717)**

North American Music Inds. Inc., 300 Brook St. Zip: 18505. Tel: 346-9781. Pres.: Don Evans; Sales Mgr.: R.P. Stearns.
 Specialty Recs. Corp., 210 N. Valley Ave., Olyphant 18447. Tel: 383-2471. Pres.: Richard C. Marquardt; VP Sales: John R. Williams. (SEE ADVERTISEMENT)

TENNESSEE

● **LAFAYETTE (Area Code 615)**

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● **NASHVILLE (Area Code 615)**

Chumley Prod'ns, PO Box 7195, 2802 Foster Ave. Zip: 37211. Tel: 833-6184. Pres.: P.E. Chumley.
 Columbia Rec. Prod'ns, 34 Music Square E. Zip: 37203. Tel: 259-4321. Account Exec.: Jerry Parkins. (Sales office only). (Pressing only)
 Plants: Santa Maria, Calif.; Terre Haute, Ind.; Pitman, N.J.
 Dixie Rec. Pressing Inc., 631 Hamilton Ave. Zip: 37203. Tel: 254-3481. Pres.: James B. Gann. (Pressing only)
 G R T Corp., 1110 48 Ave. N. Zip: 37209. Tel: 383-7881. VP & Opns. Mgr.: Chuck Duncan.
 Home office: Sunnyvale, Calif.
 Nashville Album Prod'ns Inc., 617 Seventh Ave. S. Zip: 37203. Tel: 256-0121. Pres.: Steve Bots; Sec'y-Treas.: Robbie McWey.
 Nashville Int'l Prod., 20 Music Square W. Zip: 37203. Tel: 256-2885. (Pressing only)
 Nashville Phono Matrix Inc., 310 Chestnut St. Zip: 37210. Tel: 244-2405. Pres.: Betty J. Kemp; Sales Mgr.: Thomas E. Kemp; Adv. Mgr.: Michael J. Kemp. (Plating & pressing only)
 R C A Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880. VP: Jerry Bradley.
 Home office: New York, N.Y.
 Plant: Indianapolis, Ind.
 Sound of Nashville Inc., 1207 Demonbreun St. Zip: 37203. Tel: 256-2521. Pres.: John Ivanits; Sales Mgr.: Gary W. Moore. (Plating & pressing only)
 Southern American Rec. Pressing Co. Inc., see Sound of Nashville.
 Joe Talbot III, 2 Music Circle S. Zip: 37203. Tel: 256-8978. Pres.: Joe Talbot III. (Pressing only) (SEE ADVERTISEMENT)
 United Rec. Pressing Inc., 453 Chestnut St. Zip: 37203. Tel: 259-9396. Pres.: Ozell Simpkins.

TEXAS

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M B A Prod'ns, 8914 Georgian Dr. Zip: 78753. Tel: 836-3201/3194. Pres.: Roy J. Montgomery Sr.; VP: Shirley A. Montgomery.
 P S G Rec'g Studio, PO Box 1482, 4322A N. Lamar Blvd. Zip: 78767. Tel: 454-5653. Pres.: Pedro S. Gutierrez. (Pressing only)

● **DALLAS (Area Code 214)**

Rainbow Sound Inc., 1322 Inwood Rd. Zip: 75247. Tel:

638-7712. Pres.: Bob Cline; Exec. VP: Jim Grier; VP: Jack Whitt. (Pressing only)

● **SAN ANTONIO (Area Code 512)**

B C L Ents. Inc., 1002 Hoefgen St. Zip: 78210. Tel: 532-3216. Pres.: C. Foy Lee; Sales Mgr.: Jimmy Burton; Adv. & Promo Mgr.: Jeannine Hill.
 Joey Recs., 6703 W. Commerce. Zip: 78207. Tel: 432-7893. Pres.: Joey Lopez. (Pressing only).

● **SAN BENITO (Area Code 512)**

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Pres. & Adv. Mgr.: Lionel C. Betancourt; Sales Mgr.: John F. Phillips. (Pressing only)

VIRGINIA

● **WINCHESTER (Area Code 703)**

Capitol Inds., Kernstown Rt. 652, Shawnee Dr. Zip: 22601. Tel: 667-8125. (Pressing only)

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● **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.

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 Home office: Las Vegas, Nev.

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D J Rec. Serv., 2200 Freemont. Zip: 93304. Te: 832-6633/6897. Owner & Pres.: Angie Woods.

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 Advanced Ventures Promo. Agency, 1400 N. Hayworth, Suite 14, Hollywood 90046. Tel: 876-2834. Pres.: Patrick Jenkins; Sales Mgr.: Jim Samora; Adv. Mgr.: Louie Beljack.
 Alfie Recs. (div. of Sound Syndicate), 7769 Melrose Ave. Zip: 90046. Tel: 653-4818. Pres. Al Durand; Sales Mgr.: Dick Gordon; Adv. Mgr.: Donna Durand.
 Alshire Int'l, 1015 Isabel St., Burbank 91502. Tel: 849-4671. Pres.: Al Sherman; Sales Mgr.: Dick Cera.

American Video Prod'ns, 4265 Marina City Dr., Suite 501, Marina del Rey 90291. Tel: 823-1228. Pres.: Michael Huemmer; Sales Mgr.: Joseph Camacho; Adv. Mgr.: Joseph Gerbino.
 Apple Juice Prod'ns, 6381 Hollywood Blvd., Suite 604, Hollywood 90028. Tel: 464-2482.
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 Fred Benson Promo., PO Box 869, Hollywood 90028. Tel: 463-9311. Pres.: Fred Benson.
 Bly/Hakim Org., 12457 Ventura Blvd., Studio City 91604. Tel: 760-0280. Contacts: Stan Bly, Jack Hakim.
 Mike Borchetta Independent Rec. Promos., 6290 Sunset Blvd., Hollywood 90028. Tel: 461-8488. Pres.: Mike Borchetta; Sales Mgr.: Scott Borchetta; Adv. Mgr.: Diane Davis.
 Jane Britton Disco Rec. Promo, 8170 Beverly Blvd. Zip: 90048.
 California Images Inc., 7611 Fulton Ave., North Hollywood 91605. Tel: 982-1353. (Customized tee-shirts only)
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 Creative Minds Inc., 1560 N. La Brea, Suite M, Hollywood 90028. Pres.: Arthur H. Benson; Sales Mgr.: Howard Wormser.
 Dejay "Gold & Platinum" Rec. Plaques Co., 3010 W. Burbank Blvd., Burbank 91505. Tel: 845-0744, 849-5347. Pres.: Dave Goldstein; Sales Mgr.: Jackie Goldstein.
 Dyna Concept Studio's, PO Box 44113, San Pedro 90731. Tel: 548-5731. Mng. Dir.: Julian Reyna.
 Int'l branch: Surinam
 Lu Fields Promos. Inc., PO Box 1269, Hollywood 90028. Tel: 469-7101. Owner & Pres.: Lu Fields.
 Bruce Hinton, 6255 Sunset Blvd., Suite 1001, Hollywood 90028. Tel: 462-6808.
 Earl Horwitz, 1242 Los Angeles St., Glendale 91204. Tel: 245-6464. (Nat'l Rec. & Tape Sales & Mktg.)
 The Image Factory Inc., 1900 Ave. of the Stars. Zip: 90067. Tel: 552-3596. Pres.: Stanford Blum.
 Image Mktg. & Media, 1420 N. Beechwood Dr. Zip: 90028. Tel: 464-8341. Co-Pres.: Leanne Meyers, Shelly Heber, George Jay & Assocs., 1608 Argyle, Hollywood 90028. Tel: 462-6608. Owner: George Jay.
 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.: Connie Lawrence.
 Levinson Assocs. Inc., 927 N. La Cienega Blvd. Zip: 90069. Tel: 657-8800. Pres.: Bob Levinson.
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Branch: New York, N.Y.

Musicsearch, 9000 Cynthia St., Suite 205, Zip 90069 Tel
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Solters & Roskin Inc., 9255 Sunset Blvd. Zip 90069 Tel
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Miami 33161 Tel 949-6010. Pres. Stu Chernoff
Florida Independent Promos., 8228 NW 56 St Zip 33166
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Eddie Lambert, 985 NE 149 St., North Miami 33161 Tel
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30303 Tel 524-9174

Stan Green & Assocs., 34 Peachtree, No 2410 Zip 30303
Tel 233-1333. Pres. Stan Green

Wade Pepper Promos., 1195 Mount Paran Rd. NW. Zip
30327 Tel 233-5167. Pres. Wade G. Pepper

Pro-Talent Consultants, Bldg. M, Suite 1, 162 Cranfill Rd.,
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Corinne Carpenter Communications, 2840 N. Lake View
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Michigan Ave Zip 60611 Tel 527-2160. Pres.
Shepard Stern, Sales Mgr. J.C. Cole, Adv. Mgr. Mike
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deon

Kiderian Recs. Prod'ns, 4926 W Gunnison St Zip 60630.
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Charles Martignette Mgmt., PO Box 9295. Zip: 02114. Tel: 734-5400. Pres.: Charles Martignette Jr.; Adv. Mgr.: Dudley Winchester.

Rik Tinory Prod'ns, 622 Rt. 3A, Cohasset 02025. Tel: 383-9494. Pres.: Richard F. Tinory; Artist Relations: Claire L. Babcock.

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Doug Lee Midwest Promos., 4120 Excelsior Blvd. Zip 55416. Tel: 929-6727. Owner: Doug Lee. Edwin Neuger & Assocs., 800 Baker Bldg. Zip 55402. Tel: 335-6621.

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● **GLENDORA (Area Code 609)**

Record Room, 308 E. Evesham Rd. Zip: 08029. Tel: 939-0034.

● **MONTCLAIR (Area Code 201)**

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NEW MEXICO

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NEW YORK

● **BINGHAMTON (Area Code 607)**

American Renaissance Music (ARM) Int'l Consultants, PO Box 1124. Zip: 13902. Tel: 754-5748. Pres.: A.R. Moss.

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Marty Angelo's Disco Promos. Inc., 19 Slate Creek Dr., No. 5. Zip: 14227. Tel: 668-3161. Pres.: Marty Angelo; Sales Mgr.: Louis Mersola; Adv. Mgr.: Alpine Randusco.

● **EASTCHESTER (Area Code 914)**

Park Ave Prod'ns, 72 Tuckahoe Ave. Zip: 10707. Exec. Dir.: Richard Perez Jr.; Assoc. Dir.: David T. Weiss. Branch: Brockton, Mass.

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Advanced Ventures Rec. Promo Agency, 200 W. 51 St., Suite 1114. Zip: 10019. Tel: 765-1864. Pres.: Patrick Jenkins. Sales Mgr.: Rich Aronstein; Adv. Mgr.: Jim Samora.

Atwater Press Litho Corp., 207 W. 25 St. Zip: 10001. Tel: 675-2710.

B B Publicity, 3025 Ocean Ave., Brooklyn 11235. Tel: 646-0352. Pres.: Bob Bank; Sales Mgr.: Sheryl Krackow.

James Bell Graphic Design Inc., 114 E. 28 St. Zip: 10016. Tel: 683-3280. Pres.: James Bell; VP: S. Campbell; Sales Mgr.: Jane Sapiro.

J. Bingo Prod'ns Inc., 1456 Ohm Ave., Bronx 10465. Tel: 829-9117. Pres.: Joe Bingo.

Paul Brown, 507 Fifth Ave., Suite 1008. Zip: 10017. Tel: 687-3072.

Budd Prod'ns, 157 W. 57 St. Zip: 10019. Tel: 247-4896. Pres.: Budd Hellawell.

Lee Canaan Assocs. Ltd., 205 E. 42 St., Penthouse. Zip: 10017. Tel: 682-4155. Pres.: Lee Canaan; Promo. Dir.: Ruth Schechter.

George Clark/USA, 127 E. 59 St. Zip: 10022. Tel: 421-1950. Pres.: George Clark.

Copy-Art Photographers (div. of James J. Kriegsmann Inc.), 165 W. 46 St. Zip: 10036. Tel: 757-0233. Pres. & Adv. Mgr.: James J. Kriegsmann.

Crystal Magic Promos Inc., 130 W. 57 St., Suite 5-D. Zip: 10019. Tel: 247-4390. Pres.: Curtis Gunn; VP, Sales & Adv. Mgr.: Lee Heiman.

Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 759-7979. Pres. & Sales Mgr.: Norman Levin.

Disc Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel: 371-0390. Pres.: Jerome Boxer; Art Dir.: Susan Murphy.

Juggy Gayles Inc., 67-45E 190 Ln., Fresh Meadows 11365. Tel: 454-6593. Pres.: Juggy Gayles.

Richard Gersh Assocs. Inc., 200 W. 57 St. Zip: 10019. Tel: 757-1101. (SEE ADVERTISEMENT)

Glenn Prod'ns & Promos., 157 W. 57 St. Zip: 10019. Tel: 265-6585. Pres.: Ben Arrigo.

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Berne Ilson Inc., 65 W. 55 St. Zip: 10019. Tel: 245-7950.

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Home office: Los Angeles, Calif.
 Peter Levinson Communications, 505 Park Ave. Zip: 10022. Tel: 935-1036.
 M K Dance Promos., 1500 Broadway. Zip: 10036. Tel: 398-0511. Contacts: Tom Cossie, Cathy Jacobson.
Branch: Beverly Hills (Los Angeles Metropolitan Area), Calif.
 Mahoney/Wasserman & Assocs. Inc., 510 Madison Ave. Zip: 10022. Tel: 751-2060. Exec. VP: Larry Eisenberg.
Home office: Los Angeles, Calif.
 Morninglight Prod'ns, 145 E. 52 St., Rm. 403. Zip: 10022. Tel: 751-2031. 675-8800. Pres. & Art Dir.: Spencer Crane
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 Myrna Post Assocs., 9 E. 53 St. Zip: 10022. Tel: 935-7122.
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● **RENSSELAER (Area Code 518)**
 Wildwood Entertainment, 223 Broadway. Zip: 12144. Tel: 434-2014. VP: Erich Borden.

● **SPRING VALLEY (Area Code 914)**
 Pro/Creatives Corp., 25 W. Burda Ln. Zip: 10977. Tel: 356-4623. Pres., Sales & Adv. Mgr.: David Rapp.

● **UTICA (Area Code 315)**
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OHIO

● **CINCINNATI (Area Code 513)**
 Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres. Gen. & Sales Mgr.: Shad O'Shea; Adv. Mgr.: Marilyn Aker.
 Jewel Rec'g Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres.: Charles York; Sales Mgr.: Linda York; Adv. Mgr.: Harry Urschel.
 Roosevelt Lee Int'l., 3966 Standish Ave. Zip: 45213. Tel: 793-8191. Pres.: Roosevelt Lee; Sales Mgr.: Robert Williams; Adv. Mgr.: Ronald Lee.
 Q C A Custom Pressing, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP & Gen. Mgr.: Frank E. Ruhl; Sales Mgr.: Keith Myers; Adv. Mgr.: D. Kalmus.
 Record Promo. Serv., 1730 Lantaville Rd. Zip: 45237. Tel: 531-4317. Pres. & Sales Mgr.: Edward Saphier.
 Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; VP: Philip M. Burkhardt; Sales Mgr.: Dan Burton.

● **CLEVELAND METROPOLITAN AREA (Area Code 216)**
 Alcon Rec'g Studios Inc., 35100 Euclid Ave., Suite 300, Willoughby 44094. Tel: 951-0910. Pres. Alan M. Peabody.
 Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres. Thomas R. Boddie; Sales Mgr. Dennis R. Boddie.
 Bold Soul & GPI Jazz Prod'ns, 1605 Euclid Ave. Zip: 44115. Tel: 241-8288, 283-4582. Pres. Sam Baylor; Sales Mgr. William Merritt; Adv. Mgr.: Anthony Luke.
 Solid Soul Prod'ns & Promo. Consultants, 3282 E. 119 St. Zip: 44120. Pres. Fred Fluellen; Sales Mgr. William Merritt; Adv. Mgr. & Exec. VP: Tony Luke.
 Perry Stevens, 29839 Cedar Rd., Mayfield Heights 44124. Tel: 461-3845. Pres.: Perry Stevens

● **COLUMBUS (Area Code 614)**
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 Dave Segel Promos of Ohio, 1304 Cranwood Square S. Zip 43229. Tel 885-2789. Owner Dave Segel.

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 American Sound Recs., 62 Music Square W. Zip: 37203. Tel: 256-1693. Pres. Cliff Ayers Ostermeyer; Sales Mgr.: Chris Ostermeyer; Adv. Mgr.: Connie L. Wright.
 Chuck Chellman Co. Inc., 1201 16 Ave. S. Zip 37212. Tel: 320-7287.
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 Disc-Play Promos, PO Box 60443. Zip: 37206. Tel: 226-2991. Pres. Mike L. Hastings.

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 Don Houser, 907 Main. Zip: 37206. Tel. 226-0724.
 I R D A (Int'l Rec. Dist'g Assocs.), City Square, Suite 107, 260 W. Main St., Hendersonville 37075. Tel 824-9100. Pres.: Hank Levine; Exec. VP & Sales Mgr.: Mike Sheperd; Adv. Mgr. Susie Johnson; Promo Dir.: Keith Stewart.

Kathy's Country Promos., PO Box 24407 Zip 37202 Tel: 834-4789. Contact Kathy Lawson.
Branch: Slaton, Tex., Rt. 1, Box 123 Zip 79364. Tel: (806) 828-6676.
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 Curtis Wood Rec. Promo., 1010 17 Ave S Zip 37212; Tel: 255-8076. Owner & Pres. Curtis Wood
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 World Wide Music Inc., 1300 Division St., Suite 201. Zip: 37203. Tel: 256-7543. Pres. Calvin H. Everhart; Sales Mgr. Debi Ward; Adv. Mgr. Shirley Sans

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 50 State Dist'g Co. Inc., 8383 Stemmons Fwy. Zip: 75247. Tel: 263-0742
Home office: Las Vegas, Nev.
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● **HOUSTON (Area Code 713)**
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● **SAN BENITO (Area Code 512)**
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VERMONT

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WEST VIRGINIA

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WISCONSIN

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General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 257-1880. Pres. Bill Johnson; Sales Mgr. William Wallace. (PKG)
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• **TUCSON (Area Code 602)**

Kyric Corp., 2111 E. 20 St. Zip: 85719. Tel: 624-2408. Pres. & Sales Mgr. Keyvan Mokhtarian. (PKG)
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Audio: Cassette, open reel.

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Home office: San Francisco, Calif.
Audio: Cassette, open reel
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel.

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Nestape, 503-C Vandell Way. Zip: 95008. Tel 379-0871. Sales Mgr. Mike Papp
Audio: Cassette, open reel.

• **CUCAMONGA (Area Code 714)**

Phylco Audio, 8111D Foothill Blvd. Zip: 91730 Tel 982-5996. Owner: Robert Deates.
Audio: Cassette, open reel.

• **GARDEN GROVE (Area Code 714)**

Tapette Corp., 7221 Garden Grove Blvd., Suite C. Zip 92641. Tel 638-7960. Pres. Jim Neiger II; Sales Mgr. Patrick Kenny; Customer Servs. Mgr. Mary Deery
Audio: Cassette
Video: 3/4" cassette, 1/2" Beta & VHS cassette.

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

A G I (Album Graphics Inc.), 424 N. Larchmont Blvd. Zip: 90004. Tel 462-0821. VP. Ed Dwyer. Sales Mgr. Jim Palmer. (Sales office only) (PKG)
A S R Rec'g Servs. Inc., 8960 Eton Ave., Canoga Park 91304. Tel 341-1124. VP. Sales Howard Shapiro. Gen. Mgr.: Robert Goldman. (PKG)
Home office: Fairfield, N.J.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic. (SEE ADVERTISEMENT)
A T & T (Able Turntable & Tape) Rec'g Inc., 725 N. Highland Ave., Hollywood 90038. Tel 933-5701. (PKG)
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Abbey Tape Dupl'rs, 5358 Cartwright Ave., North Hollywood 91601. Tel 985-3136. Gen. Mgr.: Norman C. Cooke. (PKG)
Audio: Cassette, open reel
Able Turntable & Tape, see AT&T
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American Sound Corp., 8120 Webb Ave., North Hollywood 91605. Tel 768-6100. Gen. Mgr.: Michael S. Emerson; Reg'l Sales Mgr.: Richard Hutchinson. (PKG)
Home office: Warren (Detroit Metropolitan Area), Mich.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
American Video Prod'ns, 4265 Marina City Dr., Marina del Rey 90291. Tel 823-1228. Pres. Michael Huemmer, Sales Mgr. Joseph Camacho; Adv. Mgr. Joseph Gerbino.
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Ampex Corp., Magnetic Tape Div., 500 Rodier Dr., Glendale 91201. Tel 240-5000. (Sales office only) (PKG)
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Audio Encounter, 9614 Cozycroft Ave., Unit H, Chatsworth 91311. Tel 998-7455. Pres.: Elinore Freeland.
Audio: Open reel
Cadet Recs. Inc., 5810 S. Normandie Ave. Zip 90044. Tel 753-5121. Pres.: Jules Bihari; Mgr.: Don Macmillan. (PKG)
Branch: Park Ridge, N.J.
Audio: 8-tr., cassette.
Capitol Recs. Inc., 6920 Sunset Blvd., Hollywood 90028. Tel 461-9141. Nat'l Plant Mgr.: Curt Kendall.
Branch: Council Bluffs, Iowa, Liberty/UA Tape Dupl'g. (SEE ADVERTISEMENT)
Certron Corp., 8920 Wilshire Blvd., Beverly Hills 90211. Tel 659-5950. Dupl'g Div. Sales Mgr. Lester P. Edwards.
Columbia Rec. Prod'ns, 1801 Century Park West, Century City 90067. Tel 556-4820. West Coast Reg'l Sales Mgr.: Mike Coolidge. (Sales office only)

Plants: Santa Maria, Calif.; Terre Haute, Ind.; Pitman, N.J.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.
Custom Dupl'n Inc., 6330-36 Arizona Circle. Zip: 90045. Tel 670-5575; 776-4810. Pres. Leonard Gross; Sales Mgr.: Frank Rohloff; Prod'n Jeri Gonzales. (PKG)
Audio: 8-tr. cassette
Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip 90044. Tel 753-5121. Pres.: Jules Bihari. VP James Takeda. (PKG)
Audio: 8-tr.
D A K Inds Inc., 10845 Vanowen St., North Hollywood 91605. Tel 984-1559; WATS (800) 423-2636. Pres.: Drew Alan Kaplan. (PKG)
Audio: Cassette
E M C Corp., 6855 Santa Monica Blvd., Hollywood 90038. Tel 463-3282. (Sales office only) (PKG)
Home office: St. Paul (Minneapolis-St. Paul Area), Minn.
Audio: Cassette, open reel.
H I Ents. Inc., 9537 Telstar Ave., Suite 121, El Monte 91731. Tel 444-9224. (PKG)
Audio: Cassette, open reel.
J & I Cassette, 23947 Ventura Blvd., Calabasas 91302. Tel 992-6200. Pres. John F. Brennan, Sales & Adv. Mgr.: Ivy Brennan. (PKG)
Audio: 8-tr., cassette
Ray Jacobs Audio Inc., 2739 Signal Pkwy., Long Beach 90806. Tel 595-6811. Pres. Ray Jacobs; Sales Mgr.: Larry Stagnaro; Adv. Mgr.: Robert Ellsworth. (PKG)
Audio: Cassette
M L Tape Dupl'g, 16834 Superior St., Sepulveda 91343. Tel 988-2737. Owner & Pres.: Bill Ball. (PKG)
Audio: 8-tr., cassette
Magtec Corp., 8125 Lankershim Blvd., North Hollywood 91605. Tel 768-6200.
Audio: Open reel
Mustron Inc., 2534 1/2 W. Pico Blvd. Zip: 90006. Tel 380-6840.
R C A Recs., 6363 Sunset Blvd., Hollywood 90028. Tel: 468-4000. (Sales office only)
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Audio: 8-tr., 8-tr. quadrasonic, cassette
Radio Central, 427 W. Fifth St., Suite 611. Zip: 90013. Tel: 626-9891. Owner: David B. Sigler; Gen. & Sales Mgr.: Carl Hampson. (PKG)
Audio: Cassette, open reel
Martin Roberts & Assocs. Inc., 9171 Wilshire Blvd., Beverly Hills 90210. Tel: 273-0381. (PKG—audio only)
Shorewood Packaging Corp., 1830 Glendale Blvd. Zip 90026. Tel 660-3043. Sales Mgr.: Marc Shore. (PKG only—audio)
Home office: New York, N.Y.
Springboard Intl., 8295 Sunset Blvd. Zip 90046. Tel 654-6240. (PKG)
Home office: Rahway, N.J.
Audio: 8-tr.
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Inc.), 20525 Nordhoff St., Chatsworth 91311. Tel: 998-9333 x. 2294. Contact: G.T. Thalberg. (PKG)
 Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
 Tape-A-Thon Corp., 502 S. Isis, Inglewood 90301. Tel: 776-7933. Pres.: Lee Tate; Exec. VP & Sales & Mktg. Dir.: Wally Rubin (PKG)
 Audio: Open reel, NAB cartridge.
 Tape Specialty Inc., 13411 Saticoy St., North Hollywood 91605. Tel: 873-5400, 786-6111. Contact: Len Feldman.
 Trans-American Video Inc., 1541 N. Vine St., Hollywood 90028. Tel: 466-2141. Pres.: Murray Schwartz; VP Sales: Harvey Plotnick, Lou Selener; VP Comm'l Sales: Jeff Ross. (PKG—video only)
 Video: ½" quad.
 Video Dup'n Inc., 1136 N. Highland Ave., Hollywood 90038. Tel: 464-7579. Pres.: Andy McIntyre; VP & Sales Dir.: Robert Creamer. (PKG—video only)
 Video: 2" quad & helical scan, ¾" cassette, ½" Beta & VHS cassette.
 Vine Street Video Centre, 1224 N. Vine St., Hollywood 90038. Tel: 462-5860.
 Mgr.: John Alden.
 Video: 1" open reel, ¾" cassette, ½" EIAJ cartridge.
 Whitney Studios, 1516 W. Glenoaks Blvd., Glendale 91201. Tel: 245-6801. (PKG)
 Audio: Cassette, open reel, open reel quadrasonic.

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• SACRAMENTO (Area Code 916)

Alpha Media Inc., PO Box 254452, Zip: 95825. Tel: 383-4385. Owner: Vladimir Sirota. (PKG)
 Audio: Cassette, open reel.
 Bill Rase Prod'n Inc., 955 Venture Court. Zip: 95825. Tel: 929-9181. Owner & Pres.: Bill Rase. (PKG—audio only)
 Audio: Cassette, open reel.
 Video: ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" Beta & VHS cassette.

• SAN DIEGO (Area Code 714)

Studio West, 5042 Ruffner St. Zip: 92111. Tel: 277-4714.
 Owner: LeRoy H. Carrou.
 Audio: Cassette.

• SAN FRANCISCO & BAY AREA (Area Code 415)

Ampeg Corp., Magnetic Tape Div., 401 Broadway, Redwood City 94063. Tel: 367-2011. Pres.: A.H. Hausman; Sales Mgr.: R.A. Antonio; Adv. Mgr.: A. Fisher. (PKG)
 Sales offices: Glendale (Los Angeles Metropolitan Area), Calif.; Denver, Colo.; Orlando, Fla.; Atlanta, Ga.; Overland Park, Kan.; Baton Rouge, La.; Bethesda, Md.; Framingham (Boston Metropolitan Area), Mass.; Hackensack, N.J.; Pittsford, N.Y.; Dallas, Tex.; Salt Lake City, Utah.
 Plants: Opelika, Ala.; Elk Grove Village (Chicago Metropolitan Area), Ill.
 Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.

Coast Rec'rs, 1340 Mission St. Zip: 94103. Tel: 864-5200.
 Pres.: M.T. Putnam; Gen. Mgr.: Steve Atkin. (PKG)
 Audio: Cassette, open reel.

Cory Sound Co., 440 Brannan St. Zip: 94107. Tel: 543-0440. Pres.: George Cory; VP & Prod'n Mgr.: Phillip C. Markinson; VP Sales: Lou Sinclair. (PKG)
 Audio: Cassette, open reel, open reel quadrasonic.

Fred Fox Music Co., 406 Kehoe Ave., Half Moon Bay 94019. Tel: 726-3725. Pres.: F.H. Nesbitt; Sales Mgr.: V.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.

Geis Audio Tape Ent's., 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis; Sales Mgr.: Mary Geis; Adv. Mgr.: John Geis.
 Audio: Open reel.

Highland Labs., 90 Tehama St. Zip: 94105. Tel: 986-5480. (PKG—video only)
 Video: ¾" cassette, ½" Beta & VHS 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.

Sonic Arts Corp., 665 Harrison St. Zip: 94107. Tel: 781-6307. Pres.: Leo de Gar Kulka; Gen. Mgr.: Herbert P. Haas; Sales Mgr.: Joseph Speck. (PKG)
 Audio: PCM-Digital Dupl'n.

Television Assocs. Inc., 2410 Charleston Rd., Mountain View 94043. Tel: 967-6040. Pres.: Ed Carlstone. (PKG)
 Video: 2" quad, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" Beta cassette.

• SAN JOSE (Area Code 408)
 Audiodyne Co., PO Box 825. Zip: 95106. Tel: 287-3520.
 Pres.: Louis R. Chiaramonte.
 Audio: 8-tr., cassette, open reel, open reel quadrasonic.

• SUNNYVALE (Area Code 408)
 GRT Corp., 1286 N. Lawrence Station Rd. Zip: 94086. Tel: 734-2910. Pres.: Robert Jacobs; Opls. Mgr.: Fred Muhl.
 Branch: Nashville, Tenn.
 Audio: 8-tr., cassette.

Recortec Inc., 777 Palomar Ave., Zip: 94086. Tel: 735-8821. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Troxell.
 Audio: Cassette.

COLORADO

• DENVER AREA (Area Code 303)

Ampeg 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., PO Box 92, 77 E. Floyd Ave., Englewood 80110. Tel: 789-2239. Pres.: Sid Laks; Sales Mgr.: Bill Bystrom; Adv. Mgr.: K. Davis.
 Audio: 8-tr.

Audicom Corp., 4950 Nome St., Unit C. Zip: 80239. Tel: 371-3076. Pres.: Jack H. Dunham. (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: 8-tr., cassette, open reel, open reel quadrasonic.

• DARIEN (Area Code 203)
 George Alexander Group Inc., 1063 Post Rd. Zip: 06820. Tel: 655-7791; NYC (212) 886-5600. Pres.: Kev Devajan. (PKG—audio only)

• NORWALK AREA (Area Code 203)
 Cook Labs Inc., 375 Ely Ave., South Norwalk 06854. Tel: 853-3641. Pres.: Emory Cook; Adv. Mgr.: Frank Stall. (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.

Tapecom Inc., 45 Jefferson St. Zip: 06902. Tel: 325-1541; NYC (212) 581-9855. Pres.: Gene Tornatore; Sales Mgr.: Carm Tornatore; Adv. Mgr.: Fred Luminoso. (PKG)
 Audio: 8-tr., cassette, open reel. (SEE ADVERTISEMENT)

• UNION CITY (Area Code 203)
 A.C. Hampson Printing Co. Inc., PO Box 97. Zip: 06770. Tel: 729-2294. (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, Bldg. 1. Zip: 19898. Tel: 999-4251. Pres.: Edward R. Kane; Mktg. Mgr.: E. Richard Buckley; Adv. Mgr.: Grif Harrison. (PKG)

Ken-Del Prod'n 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., cassette, open reel, open reel quadrasonic.
 Video: ¾" cassette.

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: 832-7883. 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 Parsons; Sec'y-Treas.: Lupe Parsons.
 Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel. (SEE ADVERTISEMENT)

• MIAMI METROPOLITAN AREA (Area Code 305)
 Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211. Pres.: Carlos Garcia; Sales Mgr.: Mirella Tunon. (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. (PKG)
 Audio: 8-tr., 8-tr. quadrasonic, cassette.

Video City (div. of Record Dists. of America), 12100 NE 16 Ave., North Miami 33161. Tel: 895-6400.
 Video: 1" open reel, ¾" cassette, ½" EIAJ open reel.

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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)

Amplex 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 (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)

Amplex Corp., Magnetic Tape Div., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: 451-7112. Southeast Reg'l Sales Mgr.: R.E. Douglass Jr. (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. Pres.: R. Don Comstock. Gen. Mgr.: Matt Polakoff.
Audio: 8-tr., cassette.
 Doppler Studios Inc., 1922 Piedmont Circle NE. Zip: 30324. Tel: 873-6941. Pres.: Pete Caldwell.
Audio: Open reel.
 Project 70 Audio Servs. Inc., 1127 Spring St. NW. Zip: 30309. Tel: 875-7008. Pres.: Jerry L. Connell. (PKG)
Audio: Cassette, open reel.
 Video Dupl'ns Inc., 5891 New Peachtree Rd. NE. Zip: 30340. Tel: 458-6111. Contact: Carl Marxer.
Video: All formats

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. Pres.: Donald W. Kosterka. Sales Mgr.: Charles Eaton. (PKG only)
Sales offices: Los Angeles, Calif.; New York, N.Y.
 Album Graphics Inc., see AGI.
 Amplex 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., 720 Landwehr Rd., Northbrook 60062. Tel: 291-1150. Pres.: T.J. Wheeler; Nat'l Sales Mgr.: John Borger. (PKG)
Video: 2" quad, 1" open reel, 1/4" cassette, 1/2" Beta & VHS cassette.
 Boulevard Rec'g Studios Inc., 609 N. La Salle St. Zip: 60610. Tel: 944-2752. Pres.: Hal Kaitchuck.
Audio: Cassette, open reel.
 Century Audio & Development Inc., 1018 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) 696-0675. Pres. & Sales Mgr.: Carol Anspaugh; Adv. Mgr.: Roberta Genovese. (PKG)
Audio: Cassette.
 Chicago Stereo Mastering, 626 W. 26 St. Zip: 60616. Tel: 326-3400. (Mastering only)
Audio: 8-tr.
 Columbia Rec. Prod'ns, 630 N. McClurg Court. Zip: 60611. Tel: 944-6000. Reg'l Sales Mgr. (Central States) 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. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.
 International Rec'g Co., 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Leonard March.
Audio: Cassette, open reel.
 M B S Rec'g Studio, 228 S. Wabash. Zip: 60604. Tel: 939-0866. Dir. & Pres.: Fred Robbins.
Audio: 8-tr., cassette, open reel.
 Media Int'l Inc., 425 N. Michigan. Zip: 60611. Tel: 467-5430. Pres. & Sales Mgr.: Duane Lundeen; Adv. Mgr.: Margaret Lundeen. (PKG)
Audio: 8-tr., cassette, open reel, open reel quadrasonic.
 Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117. (PKG)
Audio: 8-tr., cassette, open reel.
 Poly Com Group, 4 E. Huron St. Zip: 60611. Tel: 337-2040. Pres.: Richard Jablonski; Sales Mgr.: Joseph Hassen; Adv. Mgr.: Carmen Trombetta.
Video: 2" quad, 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.
 Pro I Prods., PO Box 33, Highland Park 60035. Tel: 432-5536. Pres.: Roy Pink. Sales Mgr.: Martin Pink; Adv. Mgr.: Deena Pink. (PKG only—audio)

Sound Studios, 230 N. Michigan Ave. Zip: 60601. Tel: 236-4814. Pres.: Jerry Markham; VP & Gen. Mgr.: Dan Tynus. (PKG)
Audio: Cassette.
 T D K Electronics Corp., 2906 W. Peterson Ave. Zip: 60645. Tel: 274-6661. (PKG)
Home office: Garden City, N.Y.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
Video: 1/4" cassette, 1/2" VHS cassette.
 Tono-Tapes Inc., 5932 N. Northwest Hwy. Zip: 60631. Tel: 763-0980. (PKG)
Audio: 8-tr., cassette, open reel, open reel quadrasonic.
 Vinyl-Weld Inc., 1900 S. Western Ave. Zip: 60608. Tel: 243-0606. (PKG)

• JACKSONVILLE (Area Code 217)

Capitol Inds., 104 Bypass. 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.
 Mgr.: David Anderson.
Audio: Cassette, open reel.

• SPRINGFIELD (Area Code 217)

TeleVisual Prod'ns, 1414 S. Fifth. Zip: 62703. Tel: 525-1238. Pres.: Dave Beatty; Sales Mgr.: Bill Beatty, Adv. Mgr.: Kevin Beatty.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta & VHS cassette.

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. Pres.: Paul R. Bender.
Audio: Cassette, open reel.
 R C A Recs., 6550 E. 30 St. Zip: 46219. Tel: 542-6301. Div. VP: Ernest Ruggieri.
Home office: New York, N.Y.
Audio: 8-tr., 8-tr. quadrasonic, cassette.
 Rutgers Packaging Corp. (div. of Queens Lithographic Corp.), 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777.

Pres.: Abe Garde; Sales & Adv. Mgr.: Morton D. Shecter. (PKG only)
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.
Audio: 8-tr., cassette, open reel.

• RICHMOND (Area Code 317)

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

• TERRE HAUTE (Area Code 812)

Columbia Rec. Prod'ns, 1400 N. Fruitridge Ave. Zip: 47805. Tel: 466-8125.
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 Recs. (div. of Ozark Opry Inc.), 155 First St. Zip: 50047. Tel: 989-0876. Contact: Harold L. Luick.
Audio: 8-tr., 8-tr. quadrasonic, cassette.

• COUNCIL BLUFFS (Area Code 712)

Liberty/UA Tape Dupl'g Inc. (div. of Capitol Recs. Inc.), 2101 S. 35 St. Zip: 51501. Tel: 328-8060. Gen. Mgr.: Marv King.
Home office: Los Angeles, Calif., Capitol Recs. Inc. (SEE ADVERTISEMENT)

Moss Rec'g Serv., PO Box 417, 708 W. Broadway. Zip: 51501. Tel: 322-4513. (PKG)

• DES MOINES (Area Code 515)

Studio 2000 Ltd., 515 28 St. Zip: 50312. Tel: 282-8306. Dir.: Robert Dow; Sales Mgr.: Karen Winchester; Adv. Mgr.: Doyle Smith.
Audio: Cassette, open reel.
 Triad Prods. Inc., 1910 Ingersoll. Zip: 50309. Tel: 243-2125. (PKG)
Audio: Cassette, open reel.

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● OVERLAND APRK (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 Strattan. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.
Video: 1/4" cassette, 1/2" Beta & VHS cassette.

KENTUCKY

● LEXINGTON (Area Code 606)

Lemco Custom Rec'g, 2518 Southview Dr. Zip: 40503. Tel: 277-1183.
Audio: Cassette, open reel.

● LOUISVILLE (Area Code 502)

Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip 40299. Tel: 267-9658. Pres. Ray Allen; Adv. Mgr. Carolyn Davidson.
Audio: Cassette.

LOUISIANA

● BATON ROUGE (Area Code 504)

Ampex Corp., Magnetic Tape Div., PO Box 14754, Zip 70808. Tel: (504) 766-6270. (Sales office only) (PKG)
Home office: Redwood City (San Francisco & Bay Area), Calif.
Audio: 8-tr., 8-tr. 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. (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
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'gs Inc., 210 South St. Zip: 02111. Tel: 426-3131. Pres., Sales & Adv. Mgr.: L. Daniel Flynn. (PKG)
Audio: Cassette, open reel.

Data Packaging Corp., 205 Broadway, Cambridge 02139. Tel: 868-6200. Exec VP. Greg Mathus; VP Mktg.: Jere R. Hill; Nat'l Sales Mgr.: Gene Hull. (PKG only—audio (SEE ADVERTISEMENT))

Fleetwood Communications Co., 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: V.P. Giarrusso; Sales Mgr.: Victor Mancini; Adv. Mgr.: Robin Samora. (PKG)
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 1" cartridge, 3/4" cassette.

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 only)

● NORTH MARSHFIELD (Area Code 617)

Eastern Audio Rec'g (EAR), PO Box 173, Zip 02059. Tel: 834-8117. Owner: Lambert W. Brandes.

MICHIGAN

● DETROIT METROPOLITAN AREA (Area Code 313)

American Sound Corp., 3319 E. Ten Mile Rd., Warren 48091. Tel: 539-2900. Pres.: Frank Day; VP & Sales Mgr.: Paul E. Adams. (PKG)
Branches: North Hollywood (Los Angeles Metropolitan Area), Calif.; Demarest, N.J.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.

Arrie 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, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills 48024. Tel: 477-6066. Pres.: Andre A. Blay; VP Consumer Prods.: Bob Vandegrift; Sales Mgrs. (audio) Kevin Youngs, (video) Al Eicher.
Audio: 8-tr., cassette.

Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" Beta (I&II) & VHS cassette.

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: 463-2592. Pres.: L. Allan Bazzy; Gen. Mgr.: Mike Tattan. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette.

MINNESOTA

● MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

A S I (Audioteck Systems Inc.), 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Pres.: Dan R. Holmes; Sales Mgr.: Wes Hayne; Adv. Mgr.: Sandra Milani.
Audio: Cassette, open reel.

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis 55438. Tel: 944-2121. Pres. T.A. Hegre; Sales & Adv. Mgr.: David W. Anthony. (PKG)
Audio: Cassette

Communication Arts Inc., 2526 27 Ave. S., Minneapolis 55406. Tel: 721-5357. Pres. Roger F. Kletz; Gen. Mgr.: Kathleen Dale; Sales Mgr.: Mike Pallansch.
Audio: Cassette.

E M C Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg; Sales Mgr.: Richard T. Stevens. (PKG)
Sales office: Hollywood (Los Angeles Metropolitan Area), Calif.

Audio: Cassette, open reel.
 Metacomp Inc., 1401-B W. River Rd. N., Minneapolis 55411. Tel: 588-2781. Pres. James I. McCann; Sales Mgr.: Phillip T. Levin; Adv. Mgr.: J.J. Binsfeld. (PKG)
Audio: Cassette, open reel.

MISSISSIPPI

● JACKSON (Area Code 601)

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522.
Audio: Open reel.

MISSOURI

● KANSAS CITY (Area Code 816)

Warren C. Moore & Assocs., PO Box 8451, Zip: 64114. Tel: 333-7654. Owner: W.C. Moore.
Audio: 8-tr., cassette

N M I/Master Sound Studios, 516 W. 75 St. Zip: 64114. Tel: 333-9617. Pres.: Mike Green; Sales Mgr.: Eugene Gold; Adv. Mgr.: Charles Smith.
Audio: 8-tr., cassette, open reel.

Stage 3 Sound Prod'ns Inc., 12 E. 39 St. Zip: 64111. Tel: 531-1375. Pres.: Don Warnock. (PKG)
Audio: Cassette, open reel.

● ST. LOUIS METROPOLITAN AREA (Area Code 314)

K B K Earth City Sound Studio, 4288 Riverline, Earth City 63045. Tel: 291-4840. Pres.: Kent Kesterson; VP: Jim Lake.
Audio: Cassette, open reel.

Technisonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63131. Tel: 727-1055. Pres.: Edward H. Canter.
Audio: Cassette, open reel.

● SPRINGFIELD (Area Code 417)

Aard-Vark Rec'g, 335 S. Jefferson, Zip: 65806. Tel: 866-4104. Owner: John Jacobson.
Audio: Cassette.

National Audio Co. Inc., 1911 S. Stewart, Zip: 65804. Tel: 883-5377.
Audio: Cassette, open reel.

MONTANA

● HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Pres. & Adv. Mgr.: Lester Liedle; Sales Mgr.: Sandy Liedle.
Audio: Cassette, open reel.

NEW JERSEY

● ASBURY PARK (Area Code 201)

Sound-Arts Co. Inc., 5 Cindy Ln. Zip: 07712. Tel: 493-

8666. Pres.: Charles J. Gspann; VP: Francis M. Gspann. (PKG)
Audio: Cassette, open reel.

● CAMDEN (Area Code 609)

Recorded Publ'ns Labs (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St. Zip: 08105. Tel: 963-3000; Philly (215) 922-8558. Pres.: David H. Goodman; Sales Mgr.: Pat Landon; Adv. Mgr.: Edward J. Goodman. (PKG)
Sales office: New York, N.Y.

Audio: 8-tr. quadrasonic, cassette, open reel quadrasonic, special cartridges for background music & audio/visual.

● CRESSKILL (Area Code 201)

Unaworld Corp., 210 Knickerbocker Rd. Zip: 07626. Tel: 871-0555. Pres.: Fred Cooper.
Audio: 8-tr., 8-tr. quadrasonic, cassette.

● DEMAREST (Area Code 201)

American Sound Corp., 18 Christie, Zip: 07627. Tel: 767-9033

Home office: Warren (Detroit Metropolitan Area), Mich.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.

● FAIRFIELD (Area Code 201)

A S R Rec'g Servs. Inc., 344 Kaplan Dr. Zip: 07006. Tel: 575-7010. Co-Pres.: Allen Weintraub, Sani Rothberg; VP Sales: Charles Cerasia. (PKG)
Branch: Canoga Park (Los Angeles Metropolitan Area), Calif.

Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic. (SEE ADVERTISEMENT)

● HACKENSACK (Area Code 201)

Ampex Corp., Magnetic Tape Div., 65 Commerce Way, Zip: 07601. Tel: 489-7400. (Sales office only) (PKG)
Home office: Redwood City (San Francisco & Bay Area), Calif.

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

● LEONIA (Area Code 201)

S/T Videocassette Dupl'g Corp., 500 Willow Tree Rd. Zip: 07065. Tel: 947-6450. (PKG)
Home office: New York, N.Y.; **Video Corp. of America**

Video: 2" quad, 2" helical, 1" open reel, 3/4" cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

● MAPLE SHADE (Area Code 609)

A M P Rec'gs (div. of IPI), 307 W. Main St. Zip: 08052. Tel: 667-1667. Pres.: Donald R. Marsh; Sales Mgr.: Gerald Tyson.
Audio: Cassette, open reel.

● MONTECLAIR (Area Code 201)

Linear Sound Rec'g, 211 Glenridge Ave. Zip: 07042. Tel: 744-0686. Pres.: Mike Kroll; Sales Mgr.: Brad Clark, Adv. Mgr.: T. Steinmann. (PKG)

● NEWARK (Area Code 201)

Andira Rec. Corp., Custom Servs. Div., 16 Park Pl. Zip: 07102. Tel: 642-5991.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
Audio: 2" quad, 2" open reel 3/4" cassette

● PARK RIDGE (Area Code 201)

Cadet Recs., PO Box 176, Zip: 07656. Tel: 391-3676. VP Sales: Robert K. Herrington. (Sales office only) (PKG)
Home office: Los Angeles, Calif.
Audio: 8-tr., cassette.

● PITMAN (Area Code 609)

Columbia Rec. Prod'ns, Lambs & Woodbury Rds. Zip: 08071. Tel: 589-8000
Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.

● RAHWAY (Area Code 201)

Springboard Int'l, 947 US Hwy. 1, Zip: 07065. Tel: 574-1400. (PKG)
Branch: Los Angeles, Calif.
Audio: 8-tr

● RIDGEFIELD (Area Code 201)

American Tape Corp., 1116 Edgewater Ave. Zip: 07657. Tel: 943-7860. Pres.: Donald H. Gabor; VP Mktg. K.M. Marani; Plant Mgr.: Francis A. Dermody. (PKG)
Audio: 8-tr., cassette, open reel. (SEE ADVERTISEMENT)

● SCOTCH PLAINS (Area Code 201)

H M R Prod'ns Inc., 574 W. Court, Zip: 07076. Tel: 889-1767. Owner: Harry M. Randel; Pres.: Lillian M. Randel.
Audio: Cassette.

● UPPER SADDLE RIVER (Area Code 201)

Cassette Prod'ns Inc., 118 Rt. 17, Zip: 07458. Tel: 327-1707. Pres.: Julius A. Konins. (PKG)
Audio: CASSETTE. (SEE ADVERTISEMENT)

● **WEST CALDWELL (Area Code 201)**

R K O Nat'l Tape Serv., 3 Fairfield Crescent, Zip 07C06, Tel. (201) 575-8484, VP & Gen. Mgr.: Hugh Wallace; Sales Mgr.: Lee Gray. (PKG)
Audio: Cassette, open reel

● **WEST ORANGE (Area Code 201)**

House of Music, 1400 Pleasant Valley Way, Zip 07052, Tel. 736-3062, NYC Tel. (212) 964-7444, Pres. C.E. Conrad.
Audio: 8-tr., cassette, open reel.

NEW YORK

● **BOHEMIA (Area Code 516)**

Studio Magnetics Co. Inc., 83 Carlough Rd, Zip 11716, Tel. 589-4300, Pres. George Clahane; VP: Craig M. Balaban. (PKG only)

● **CLARENCE (Area Code 716)**

Mark Custom Rec'g Serv., 10815 Bodine Rd, Zip 14031, Tel. 759-2600, Pres. & Sales Mgr.: Vincent S. Morette.
Audio: Cassette.

● **FARMINGDALE (Area Code 516)**

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd, Zip 11735, Tel. 293-7300. (PKG)

● **FRANKLIN SQUARE (Area Code 516)**

Master Sound Prod'ns Inc., 921 Hempstead Tnkp, Zip 11010, Tel. 354-3374, Pres. Ben Rizzi; VP: Maxine Chreйн.
Audio: Cassette.
Video: 3/4" cassette.

● **GARDEN CITY (Area Code 516)**

T D K Electronics Corp., 755 Eastgate Blvd, Zip 11530, Tel. 746-0880, VP: Ken Kohda, Nat'l Mktg. Mgr.: Bud Berger, Ass't Adv. Mgr.: Bob Miller. (PKG)
Branch: Chicago, Ill.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
Video: 3/4" cassette, 1/2" Beta & VHS cassette.

● **HAUPPAUGE (Area Code 516)**

Allison Audio Prods. Inc., 1290 Motor Pkwy, Zip 11787, Tel. 234-2010, NYC (212) 895-6449.
Audio: 8-tr., 8-tr. quadrasonic, cassette
Pres-Tige Label Corp., 255 Oser Ave, Zip 11787, Tel. 273-0020. (PKG—audio only)

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

Shelley Prods. Ltd., 220 Broadway, Zip 11746, Tel. 423-7090.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.

● **LE ROY (Area Code 716)**

Arlo Recs. Inc./BHR Recs. Inc., 7635 Telephone Rd, Zip 14482, Tel. 442-9112, Pres. Kenneth Bearce, Sales Mgr.: Jill Wetzel; Adv. Mgr.: James L. Bearce.
Audio: 8-tr. quadrasonic, open reel.

● **LINDENHURST (Area Code 516)**

Coastal Specialty Tapes Inc. (formerly Pratt-Spector Corp.), 274 Bangor St, Zip 11757, Tel. 226-5900, Pres. Tom Carroll; Sales Mgr.: Stanley Gilman; Adv. Mgr.: Dan Dobbs. (PKG only—audio)

● **MAMARONECK (Area Code 914)**

Cine Magnetics Video, 650 Halstead Ave, Zip 10543, Tel. 698-3434, NYC (212) 542-0700, WATS (800) 431-1102, Contacts: Bob Orzack, June Johnston.
Plant: Rye, N.Y., Cine Magnetics Audio.
Video: 3/4" cassette, film to tape transfers.

● **MASSENA (Area Code 315)**

Michele Audio Corp., Andrew Street Rd, Zip 13662, Tel. 769-2448, Pres. Ginette Cormier; Sales Mgr.: Harold Friedman; Adv. Mgr.: Jack Daniels. (PKG)
Audio: 8-tr., cassette.

● **MOUNT VERNON (Area Code 914)**

Sentry Inds. Inc., 221 N. Macquesten Pkwy, Zip 10550, Tel. 664-2909, Pres.: Harold Rosen; Sales & Adv. Mgr.: Barry Rosen. (PKG—audio only)

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

AG I (Album Graphics Inc.), 125 W. 55 St, Zip 10019, Tel. 489-0793, VP Mktg.: Richard Block; Sales Mgr.: Gary Sitzer. (Sales office only) (PKG)
Adwar Video Corp., 100 Fifth Ave, Zip 10011, Tel. 691-0976, Pres. Samuel Adwar; Sales Mgr.: Ken Levy; Adv. Mgr.: Claudia Kane.
Video: 3/4" cassette, 1/2" Beta & VHS cassette.
Album Graphics Inc., see AGI.
Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn 11219, Tel. 435-7322, Pres.: Anthony A. Maniere; Sales Mgr.: Rocco Salvatore; Adv. Mgr.: Domenick Salvatore. (PKG)
Audio: 8-tr., cassette.

Audio-Tech Labs., 2819 Newkirk Ave., Brooklyn 11226, Tel. 469-7134, Owner: Joseph Giovanelli
Audio: Cassette.
Nelson Barry Corp., 319 E. 44 St, Zip 10017, Tel. 679-7900, Pres. Franklin B. Lieberman; Sales Mgr.: Roslyn Schlesinger. (PKG—video only)
Audio: Cassette.
Video: 2" quad, 3/4" cassette.

Broadcasting Foundation of America, 52 Vanderbilt Ave., Rm 1810, Zip 10017, Tel. 986-6448, VP & Exec. Dir.: Howard L. Kany; Program Dir.: Catherine Probst. (PKG)
Audio: Open reel.

Cassette Rec'g Corp., see National Rec'g Studios
Columbia Rec. Prod'ns, 49 E. 52 St, Zip 10022, Tel. 975-4881, VP: Tom Van Gessel, Reg'l Sales Mgr.: Donald Olesen. (Sales office only)
Plants: Santa Maria, Calif.; Terre Haute, Ind.; Pitman, N.J.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.

Cue Rec'gs, 1156 Ave. of the Americas, Zip 10036, Tel. 757-3841, Pres.: Mel Kaiser. (PKG—audio only)
Audio: Cassette, open reel.
Video: 3/4" cassette

Delta Rec'g Corp., 16 W. 46 St, Zip 10036, Tel. 840-1350.
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.: Jerome Boxer; Art Dir.: Susan Murphy. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, open reel.

E R H Sales Corp., 221 W. 57 St, Zip 10019, Tel. 582-4200, Pres. Lee Halpern; Gen. Mgr. Michael Halpern; Sales Mgr.: Robert Shavelson. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel. (SEE ADVERTISEMENT)

E U E/Screen Gems, 222 E. 44 St, Zip 10019, Tel. 867-4030.
Video: 2" quad, 3/4" cassette.

Intercontinental Televideo Corp., 10 W. 66 St., Suite 11-F, Zip 10023, Tel. 595-9454, Pres. Gerald Citron; VP: Nigel Toovey.
Video: 3/4" cassette, 1/2" Beta & VHS cassette

Marvell Packaging Co., 230 W. 17 St, Zip 10011, Tel. 929-8435. (PKG)
National Rec'g Studios Inc. & National Video Center, 730 Fifth Ave, Zip 10019, Tel. 757-6440, Pres.: Harold Lustig; VP & Gen. Mgr.: Jeff Pastolove. (PKG—audio only)

Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 3/4" cassette

National Video Center, see National Rec'g Studio
P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1185 Ave. of the Americas, Zip 10036, Tel. 997-1250, Pres.: Hugh Landy; VP & Sales Mgr.: David Grant. (PKG)
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.

Video: 2" quad, 3/4" cassette, 1/2" cartridge, 1/2" EIAJ open reel European TV standards conversion
Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104, Tel. 457-7000, Pres.: Jack L. Hecht; VP: Leonard Verebay. (PKG only—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.

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. (PKG)
Audio: Cassette, open reel, open reel quadrasonic.
Video: 3/4" cassette

Reliance Audio Visual Corp., 550 W. 43 St, Zip 10036, Tel. 736-0700, Pres.: S. Sanford Schlitt, Exec. Ass't: Carol Lynn.
Audio: Cassette, open reel, open reel quadrasonic.
Video: 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Rombex Prod'ns Corp., 245 W. 55 St, Zip 10019, Tel. 757-3681, Pres.: Richard Marcus; Mktg. Dir.: Joel Willis. (PKG—video only)
Video: 2" quad, 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta & VHS cassette.

Sadler Rec'g, 120 W. 44 St, Zip 10036, Tel. 575-0295, Pres.: John Sadler.
Audio: Cassette, open reel

Jasper Samuel Advertising & Recs., 97-28 57 Ave., Forest Hills 11368, Tel. 271-2418, Pres.: Jasper Samuel; Sales Mgr.: David Samuel; Adv. Mgr.: Joseph Samuel. (PKG only—audio & video)

ServiSound Inc., 37 W. 57 St, Zip 10019, Tel. 753-9888. (PKG)
Audio: Cassette, open reel, open reel quadrasonic.

Shorewood Packaging Corp., 10 E. 53 St, Zip 10022, Tel. 371-1500, Pres.: Paul Shore, Exec. VP Mktg.: Floyd S. Gliner; VP Sales: Ken Rosenblum. (PKG only)
Branch: Los Angeles, Calif.

T V R Inc., 333 W. 52 St, Zip 10019, Tel. 541-4030, VP Mktg.: Allen Schulman; Opns. Mgr.: James C. Mahoney.
Video: 2" quad, 3/4" cassette.

Video Corp. of America, 231 E. 55 St, Zip 10022, Tel. 355-1600. (PKG)
Branch: Leonia, N.J., S/T Videocassette Dupl'g Corp.
Video: 3/4" cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" 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, 3/4" cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

● **NORTH BELLMORE (Area Code 516)**

Telephone Dynamics Corp., 2473-A Jerusalem Ave, Zip 11710, Tel. 221-9470.
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.

● **PORT CHESTER (Area Code 914)**

Associated Audio Servs. Inc., 14-16 Willett Ave, Zip 10573, Tel. 837-5129. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.

● **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.

● **RYE (Area Code 914)**

Cine Magnetics Audio, Nursery Ln, Zip 10580, Tel. 698-3434, NYC (212) 542-0700, Sales Mgr.: Bob Orzack. (Plant only)
Home office: Marzouneck, N.Y., Cine Magnetics Video.
Audio: 8-tr., cassette, open reel.
Preferred Sounds (a CMI Group Co.), Nursery Ln, Zip 10580, Tel. 967-7701, Pres.: Sal Nastro; VP Opns. & Admin.: Dave Goldstein; VP Sales: Bob Schultz; VP Mfg.: Baron Lee. (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. (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.: Steve Hoffman. (PKG)
Video: 2" quad, 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta & VHS cassette.

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

● **CHARLOTTE (Area Code 704)**

Arthur Smith Studios, PO Box 17551, 5457 Old Monroe Rd, Zip 28212, Tel. 536-0424, Pres.: Arthur Smith; Sales Mgr.: Clay Smith; Adv. Mgr.: Jean Hyman.
Audio: Open reel.

OHIO

● **CINCINNATI (Area Code 513)**

Audiocraft Rec'g Co., 915 W. Eighth St, Zip: 45203, Tel. 241-4304, Pres.: Earl T. Herzog Jr. (PKG)
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 3/4" cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.
Counterpart Creative Studios Inc., 3744 Applegate Ave, Zip: 45211, Tel. 661-8810, Pres., Gen. & Sales Mgr.: Shad O'Shea; Adv. Mgr.: MarilynAKER. (PKG)
Audio: 8-tr., cassette, open reel.

Q C A Custom Pressing, 2832 Spring Grove Ave, Zip: 45225, Tel. 681-8400, Pres.: Edward R. Bosken; VP & Gen. Mgr.: Frank E. Ruhl; Sales Mgr.: Keith Myers; Adv. Mgr.: D. Kalmus. (PKG)
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Lockland Rd, Zip: 45215, Tel. 733-5533, Pres.: Carl J. Burkhardt; VP: Philip M. Burkhardt; Sales Mgr.: Dan Burton. (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. Pres.: Alan M. Peabody.
Audio: Cassette.
 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.
 The Little Warehouse Inc., 1820 W. Schaaf Rd. Zip 44109. Tel: 398-9438. Pres.: James D. Lesnick. (PKG)
Audio: 8-tr., cassette.

● 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. Pres.: Nils Lindquist. Chief Eng.: John Fippin.
Audio: Cassette, open reel.
 Mus-I-Col Inc., 780 Oakland Park Ave. Zip 43224. Tel: 267-3133. Owners: John W. Hull, Boyd P. Niederlander.
Audio: 8-tr., cassette, open reel.

● NEWARK (Area Code 614)

Utopia Ultra-Sound, 38-40 S. First St. Zip 43055. Tel: 345-9426. Owner: Robert H. Kirk Jr. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette.

● YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 5947 Stillson Pl. Zip 44512. Tel: 758-5463.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.

OKLAHOMA

● TULSA (Area Code 918)

C E S Rec'g Inc., 4960G S. 83 East Ave. Zip: 74145. Tel: 627-8474. (PKG)
Audio: 8-tr., cassette.
 I T I Studios (International Teaching Tapes), 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. Pres.: Meredith 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: Cassette, open reel.
 Victory Press Inc., 600 SW 10, Suite 502. Zip: 97205. Tel: 222-6138. Pres.: Dan E. Gordon; Sales Mgr.: J. E. Gordon. Adv. Mgr.: S.R. Gordon. (PKG)
Audio: Cassette.

PENNSYLVANIA

● BROOMALL (Area Code 215)

E. J. Stewart Inc., 388 Reed Rd. Zip: 19008. Tel: 543-7600. Pres.: Eric R. Address; Gen. & Adv. Mgr.: Howard S. Lipman; Sales Mgr.: Kathleen DeBay. (PKG—video only)
Video: 2" broadcast; ¾" cassette.

● NEW PROVIDENCE (Area Code 717)

The King's Place Inc., PO Box 148. Zip: 17560. Tel: 284-4165. Pres. & Sales Mgr.: John O. Yoder.
Audio: 8-tr., cassette, open reel.

● PHILADELPHIA METROPOLITAN AREA (Area Code 215)

AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia, Pa. 19406. Tel: 272-8500. Pres.: John Balantyne; VP Sales: John Butterworth. (PKG)
Audio: Cassette, open reel.
 Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. NY Tel: (212) 966-3185. 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, ½" 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.

● WARREN (Area Code 814)

Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St. Zip: 16365. Tel: 723-8600. Pres.: J. Albert Loranger; VP: Robert Loranger. (PKG only—audio) (SEE ADVERTISEMENT)

SOUTH CAROLINA

● GREENVILLE (Area Code 803)

Duplication Serv. (div. of Custom Rec'g & Sound Inc.), PO

Box 7647, 1225 Pendleton St. Zip: 29611. Tel: 269-5018. Pres.: Robert W. Edwards. (PKG)
Audio: 8-tr., cassette, open reel.

● MOORE (Area Code 803)

Southern Charisma, PO Box 267. Zip: 29369. Tel: 576-5553. Pres.: Edward L. Bayro

● MYRTLE BEACH (Area Code 803)

Dee-Bee Rec'g Serv., 704 Ninth Ave. S. Zip: 29577. Tel: 448-8091. Pres.: Stan Deppen Jr.; Sales Mgr.: Kenneth Deppen; Adv. Mgr.: Pat Gerrick. (PKG)

TENNESSEE

● FAYETTEVILLE (Area Code 615)

Kim-Pat Ents., PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323/5661. Owner: Bill Trigg; Sales Mgr.: Rita Armstrong. (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.

● MEMPHIS (Area Code 901)

Shoe Prod'ns Inc., PO Box 12025, 485 N. Hollywood. Zip: 38112. Tel: 458-4496. (PKG)
Audio: Cassette, open reel.

● NASHVILLE AREA (Area Code 615)

Columbia Rec. Prod'ns, 34 Music Square E. Zip: 37203. Tel: 259-4321. Acct. Exec.: Jerry Parkins. (Sales office only)
Plants: Terre Haute, Ind.; Pitman, N.J.
Audio: 8-tr. quadrasonic, cassette, open reel.
 Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip: 37210. Tel: 256-1728. Pres.: L.C. Tant; Sales Mgr.: Mike Tant. (PKG)
Audio: 8-tr., cassette.
 Fanta Professional Servs., 1213 16 Ave. S. Zip: 37212. Tel: 327-1731. Pres.: Johnny Rosen.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.
Video: 2" quad, ¾" cassette.
 G R T Rec. Pressing/Tapes, 1110 48 Ave. N. Zip: 37209. Tel: 383-7881. VP & Opns. Mgr.: Chuck Duncan.
Home office: Sunnysvale, Calif.
Audio: 8-tr., cassette.
 Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip: 37207. Tel: 226-0811. Gen. Mgr.: Jim Maxwell; Sec'y-Treas.: Glenna Maxwell.
Audio: Cassette, open reel.
 Nashville Album Prod'ns Inc., 617 Seventh Ave. S. Zip: 37203. Tel: 256-0121. Pres.: Steve Botts. (PKG)
Audio: 8-tr., cassette.
 Nashville Int'l Corp., 20 Music Square W. Zip: 37203. Tel: 256-2885/3271. (PKG)
Audio: 8-tr., cassette, open reel.
 R C A Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880. VP: Jerry Bradley.
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
 Sound of Nashville Inc., 1207 Demonbreun St. Zip: 37203. Tel: 256-2521. Pres.: John Ivanits; Sales Mgr.: Gary W. Moore. (PKG only—Audio)

TEXAS

● DALLAS (Area Code 214)

Amplex Corp., Magnetic Tape Div., 1615 Prudential Dr. Zip: 75235. Tel: 637-5100. (Sales office only) (PKG)
Home office: Redwood City. (San Francisco & Bay Area), Calif.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
 Mother Dubbers Inc., 2537 Carlisle. Zip: 75201. Tel: 651-9544. (PKG)
Audio: 8-tr., cassette, open reel.

● FORT WORTH AREA (Area Code 817)

Oakridge Music Rec'g Serv., 2001 Elton Rd., Haltom City 76117. Tel: 838-8001. Eng.: Homer Lee Sewell.
Audio: 8-tr., cassette, open reel.

● SAN ANTONIO (Area Code 512)

A S I (Abaddon/Sun Inc.), PO Box 6520, 10330 Kotzebue. Zip: 78209. Tel: 824-8781. Pres.: Galen Carol.
Audio: Cassette.
 B C L Ents. Inc., 1002 Hoefgen St. Zip: 78210. Tel: 532-3216. Pres.: C. Foy Lee; Sales Mgr.: Jimmy Burton; Adv. Mgr.: Jeannie Hill. (PKG)
Audio: 8-tr., 8-tr. quadrasonic.
 Marsal Prod'ns, 2015 Castroville Rd. Zip: 78237. Tel: 433-9351. Pres.: Antonio J. Mendez.

● SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Pres. & Adv. Mgr.: Lionel C. Betancourt; Sales Mgr.: John F. Phillips.
Audio: 8-tr., cassette.

● WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 918 N. Valley Mills. Zip: 76710. Tel: 776-6553. (PKG)
Audio: Cassette.

UTAH

● PROVO (Area Code 801)

Sound Concepts Corp., PO Box 299, 108 W. Center. Zip: 84601. Tel: 375-7333. Pres.: Michael Jensen; Sales Mgr.: Kaye Jensen. (PKG)
Audio: Cassette.

● SALT LAKE CITY (Area Code 801)

Amplex Corp., Magnetic Tape Div., 2880 S. Main St., Suite 105. Tel: 84115. Tel: 487-8181. (Sales office only) (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
 Bonneville Prod'ns, 130 Social Hall Ave. Zip: 84111. Tel: 237-2400. Gen. Mgr.: Dick Alsop; Sales Mgr.: Dave Whipple; Studio Mgr.: Dave Michelsen.
Audio: Cassette, open reel.
 Chase Media Inc., Beneficial Life Tower, Suite 1723. Zip: 84111. Tel: 363-5858. Pres. & Adv. Mgr.: Randal S. Chase; Sales Mgr.: Irel L. Chase.
Audio: 8-tr., cassette, open reel, open reel quadrasonic.
 Covenant Rec'gs Inc., 1345 Major St. Zip: 84115. Tel: 487-1096. Pres. & Sales Mgr.: V. Lewis Kofford; Adv. Mgr.: Jeff Lund. (PKG)
Audio: Cassette.

VIRGINIA

● MANASSAS (Area Code 703)

Memory Makers, 9202 Amelia Court. Zip: 22110. Tel: 631-9465. Pres.: Jim Corrado; VP: Donna Corrado. (PKG)
Audio: 8-tr., cassette, open reel, open reel quadrasonic.

WASHINGTON

● OLYMPIA (Area Code 206)

Sound Preservers Co., 911 E. Fourth Ave. Zip: 98506. Tel: 352-9097. Owner: Allen P. Giles.
Audio: 8-tr., cassette, open reel.

● SEATTLE (Area Code 206)

Cinema Sound Corp., see Investment Technology.
 Investment Technology Inc., 1940 124 Ave. NE, Bellevue 98005. Tel: 454-7720. Pres.: David P. Hilliard; VP: George Woodley.
 Music Farm Inc., 615 E. Pike St. Zip: 98122. Tel: 323-6847. Pres.: Jim Wolfe.
Audio: Open reel

WISCONSIN

● MILWAUKEE (Area Code 414)

Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave. Zip: 53203. Tel: 273-5720. Pres.: Dave Kennedy; Chief Eng.: Larry Drydyk. (PKG—labeling service only)
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel
 Orange Prod'n House, 6055 W. Fond du Lac. Zip: 53218. Tel: 461-3600. Pres.: Larry Lee Hansen; Sales Mgr.: Ellen Westendorf. (PKG)
Audio: 8-tr., cassette, open reel
Video: 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

TAPE DUPLICATOR/ MARKETERS OF 8-TR., CASSETTE & OPEN REEL

Ampro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXXRON. Telex: 425233. Pres.: Manuel Kopelman; Exec. VP Mktg.: Susanne Tarter; VP: Arthur Lipton.
Tape lines: Ampro, Locomotive, Omega. (SEE ADVERTISEMENT)
 Barclay-Crocker, 11 Broadway, New York, N.Y. 10004. Tel: (212) 952-0068. Partner: Henry A. Barclay Jr.
Open reel: Argo, Desmar, Entr'acte, Halcyon, Musical Heritage Society, L'Oiseau-Lyre, Telefonkunst, Unicorn, Vanguard.
 Kim-Pat Ents., PO Box 654, Hillwood Dr., Fayetteville, Tenn. 37334. Tel: (615) 433-2323/5661. Owner: Bill Trigg.
Tape lines: Blaze, Davis Unlimited, HSE, JSJ, Jima, Ken-Tone, Kim-Pat, Sav-All, Su-Ann.
StereoTape (div. of Magtek), 8125 Lankershim Blvd., North Hollywood, Calif. 91605. Tel: (213) 768-6200.
Open reel & open reel quadrasonic: London, Polydor, RCA, Warner Bros.
 Utopia Ultra-Sound, 38-40 S. First St., Newark, Ohio 43055. Tel: (614) 345-9426. Owner: Robert H. Kirk Jr.
 8-tr.: Jessup, Mac, SAM, Shields, UUS.

ENTERTAINMENT LAWYERS

This listing includes attorneys believed to have experience in the music industry based upon professional listings and our subscription information.

• CHICAGO METROPOLITAN AREA (Area code 312)

The Law Firm of Richard E. Alexander, Ltd., 33 North Dearborn St. Zip 60602. Tel.: 726-7800.

Allegretti, Newitt, Witcoff & McAndrews, 125 S. Wacker Dr. Zip 60606. Tel.: 372-2160. TWX 910-221-5317.

Alter and Weiss, 208 S. LaSalle St., Suite 510. Zip 60604. Tel.: 337-2100. Cable ALT.

Arvey, Hodess, Costello & Burman, 180 N. LaSalle St. Zip 60601.

Berz, Herbst, Kravets & Sandler, 55 E. Monroe St., Suite 1650. Zip: 60603. Tel.: 372-1555.

Bloom & Denberg, Ltd., One N. LaSalle St., Suite 2100. Zip 60602. Tel.: 368-4455.

Burmeister, York, Palmatier, Hamby & Jones, 135 S. LaSalle St., Suite 1046. Zip 60603. Tel.: 782-6663.

Charles B. Cannon, 135 S. LaSalle St., Suite 640. Zip 60603. Tel.: 236-1585, 236-2141. Cable CANPAT. CHICAGO.

Joel M. Carlins, 120 S. LaSalle St. Zip 60601.

Cook, Wetzel & Egan, Ltd., A Professional Corporation, 135 S. LaSalle St., Suite 60603. Tel.: 236-8500.

Joseph M. Crispino, 6914 W. North Ave. Zip 60635.

Dominik, Knechtel, Godula & Demeur, Twenty N. Wacker Dr., Suite 4020. Zip 60606. Tel.: 726-5342.

Dressler, Goldsmith, Clement, Gordon & Shore, Ltd. 1825 Prudential Plaza. Zip 60601. Tel.: 527-4025. Cable: SCHNEIDRES.

Branch office: 609 Crystal Plaza 1, Arlington, Virginia. Tel. (703) 521-1880.

Law Offices of Jacques M. Dulin, A Professional Corporation, 135 S. LaSalle St., Suite 606. Zip: 60603. Tel.: 236-4038, 236-4039. Cable: LAWBYRINTH.

Branch office: 1333 Imperial Dr., Libertyville, Ill. Tel. (312) 362-5242.

Emrick, Root, O'Keefe & Lee, 150 N. Wacker Dr., Suite 3000. Zip 60606. Tel.: 368-8575. Cable: PATMARK. Telex 28 3506 PATMARK-CGO.

Fritch, Even, Tabin & Luedeka, 135 S. LaSalle St. Zip 60603. Tel.: 372-7842. Cable: PATLAW.

Branch offices: 505 Gay Street, S.W., Suite 1230, Knoxville, Tenn. Tel. (615) 546-4305. 401 Russ Bldg., San Francisco, Calif. Tel. (415) 981-8008.

Fitzgibbon, Roehrig, Greenawalt & Stone, 135 S. LaSalle St., Zip 60603. Tel.: 346-6550.

Foreman, Roscoe C., 39 S. LaSalle, Ste. 1521. Zip 60603.

Gary, Juetner & Pyle, 33 N. Dearborn St., Suite 231. Zip 60602. Tel.: 236-8123. Cable: FRANBEL.

Robert Gottschalk, 150 S. Wacker Dr., Zip 60604. Tel.: 372-3813. Cable: ROGOLAW. Telex 910-221-5150.

John B. Hirsch, 33 N. Dearborn St. Zip 60602. Tel.: 372-4250.

Hosier, Nuro & Daleiden, Ltd., 135 S. LaSalle St. Zip 60603. Tel.: 236-0733.

Hume, Clement, Brinks, Willian & Olds, Ltd., A Professional Corporation, One IBM Plaza. Zip 60611. Tel.: 822-9800. Cable: JUDICATURE CHICAGO. Telex 25-4300.

Kegan, Kegan & Berkman, 79 W. Monroe St. Zip 60603. Tel.: 782-6495. Cable: JADEF.

Keil, Thompson & Shurtleff, 135 S. LaSalle St., Suite 1260. Zip 60603. Tel.: 236-5030. Cable: COUNSEL-CHICAGO. Telex 25-3862. KTS LAW CGO.

Kinzer, Plyer, Dorn & McEachran, 55 E. Monroe St. Zip 60603. Tel.: 726-4421, 236-1112. Cable: ELEC-TRIFY.

Laff, Whitesel & Rockman, 875 N. Michigan Ave. Zip 60611. Tel.: 649-0200. Cable: LAWHRO.

Lee & Smith, Ten S. Riverside Plaza, Suite 330. Zip 60603. Tel.: 726-1982.

Lettvin & Green, 135 S. LaSalle St., Suite 140D. Zip 60603. Tel.: 641-3320.

Levenfeld, Karter, Baskes & Lippitz, 10 S. LaSalle, 8th Fl. Zip 60603.

Leydig, Vott, Osann, Mayer & Holt, Ltd., One IBM Plaza, Suite 4600. Zip 60611. Tel.: 822-9666. Cable: WOLFEHUB.

Branch office: 815 N. Church St., Rockford, Ill. Tel. (815) 963-7661.

Lockwood, Dewey, Zickert & Alex, One First National Plaza, Suite 3030. Zip 60670. Tel.: 782-4860. Telex: 25-3631.

Mason, Kolehmainen, Rathburn & Wyss, 20 N. Wacker Dr. Zip 60606. Tel.: 621-1300. Cable: MAKRAW. TWX 221-5342.

McWilliams & Mann, 53 W. Jackson Blvd., Suite 1215. Zip 60604. Tel.: 427-1351. Cable: MANBRO.

Merriam, Marshall & Bicknell, Two First National Plaza, Suite 2100. Zip 60603. Tel.: 346-5750. Telex 25-3856.

Neuman, Williams, Anderson & Olson, 77 W. Washington St. Zip 60602. Tel.: 346-1200. Cable: JONAD TV. Telex 910-221-5530.

Olson, Trexler, Wolters, Bushnell & Fosse, Ltd., 141 W. Jackson Blvd. Zip 60604. Tel.: 427-9092.

Branch office: 1911 Jefferson Davis Highway, Crystal Mall #1, Room 503, Arlington, Virginia. Tel. (202) 920-4988.

John L. Parker & Associates, 39 S. LaSalle St. Zip 60603. Tel.: 263-6560.

Pattishall, McAuliffe & Hofstetter, Prudential Plaza. Zip 60601. Tel.: 642-9518. Cable: ROWOOD. Telex 254473.

Piggott & Gerstman, Ltd., 105 W. Adams St., Suite 2390. Zip 60603. Tel.: 263-4350.

Silverman Cass, Ltd., 105 W. Adams St. Zip 60603. Tel.: 726-6006. Cable: SILCASS. Telex 25-4359.

Tilton, Fallon, Lungmus & Chestnut, 209 S. LaSalle St. Zip 60604. Tel.: 263-1841. Cable: PATRAC.

Vogel, Dithmar, Stotland, Stratman & Levy, 105 W. Adams St. Zip 60603. Tel.: 372-2552.

Wagner & Aubel, A Professional Corporation, 135 S. LaSalle St. Zip 60603. Tel.: 236-0013.

Wallenstein, Spangenberg, Hattis & Strampel, 135 S. LaSalle St., Suite 2106. Zip 60603. Tel.: 263-7831.

Wegner, Stellman, McCord, Wiles & Wood, 20 N. Wacker Dr. Zip 60606. Tel.: 346-1630. Cable: CHIPAT. TWX 910-221-5147.

Anthony S. Zummer, 134 S. LaSalle St. Zip 60603. Tel.: 236-7017.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Armstrong, Hender & Barnett, A Professional Corporation, 1888 Century Park East, Suite 1888. Zip 90067. Tel.: 553-0305.

Arrow, Edelstein Gross & Margolis, 9200 Sunset, Suite 1210. Zip 90069. Tel.: 274-6184.

Sheldon G. Bardach, 1269 Westholme Ave. Zip 90024. Tel.: 475-7353.

Barger & Wolen, 333 S. Hope St., 38th floor. Zip 90071. Tel.: 680-2800. Cable: BARWOL. Telex 181074.

Branch offices: 4299 MacArthur Blvd., Newport Beach, Calif. Tel. (714) 752-5400, 100 Van Ness Ave., 18th floor, San Francisco, Calif. Tel. (415) 552-4900.

Beehler, Mockabee, Arant & Jagger, 3435 Wilshire Blvd., Suite 1100. Zip 90010. Tel.: 385-7087.

Branch office: Beehler, Mockabee, Arant, Jagger & Bethel, 610 Newport Center Drive, Newport Beach, Calif. Tel. (714) 640-0900, 640-0901.

Belcher, Henzie & Biengenzahn, A Professional Corporation, 333 S. Hope St., Suite 3650. Zip 90071. Tel.: 624-8293.

Arthur I. Berman, 9454 Wilshire Blvd., 10th floor, Beverly Hills, Calif. 90212. Tel.: 274-9973.

Henry Bressell, A Professional Corporation, 6820 La Tijera Blvd. Zip: 90045. Tel.: 776-3122. Cable: WATER-GATE.

Blakely, Sokoloff, Taylor & Zafman, 9601 Wilshire Blvd., Suite 244, Beverly Hills, Calif. 90210. Tel.: 550-8282.

Samuel H. Brown, 3701 Wilshire Blvd., Suite 700. Zip 90010. Tel.: 651-3344.

Brown & Brown, A Professional Corporation, 10100 Santa Monica Blvd., Suite 2080. Zip 90067. Tel.: 552-1919, 879-0131.

Buchalter, Nemer, Fields & Chrystie, A Professional Corporation, 700 S. Flower St., 7th floor. Zip 90017. Tel.: 626-6700.

Branch office: 1900 Avenue of the Stars, Suite 1780.

Bushkin, Koppelson, Garms & Gaines, 270 North Canon Drive, 3rd floor, Beverly Hills, Calif. 90210. Tel.: 273-7505. Cable: FILMINTER. TWX 698109.

Cairdin, Kalman & Sampson, 9454 Wilshire Blvd., Suite 209, Beverly Hills, Calif. 90212. Tel.: 274-6971, 272-9041.

Jerome Cohen, 9465 Wilshire Blvd., Suite 725. Zip 90212. Tel.: 274-9387.

Collier, Gillin, Gottesman & Menes, 1901 Ave. Of The Stars, Suite 1240. Zip 90067. Tel.: 277-4895, 879-0594.

Cooper, Epstein & Hurewitz, A Professional Corporation, 9465 Wilshire Blvd., Suite 800, Beverly Hills, Calif. 90212. Tel.: 278-1111. Cable: TRADEMARKS. Telex 698217.

Dern, Mason, Swerdlow & Floom, A Professional Corporation, 700 S. Flower St., 7th floor. Zip 90017. Tel.: 552-0700.

Diamond, Tilm & Colden, 10850 Wilshire Blvd. 12th floor. Zip 90024. Tel.: 879-3444. Cable: DIALAW. Telex 67-4758.

Dolman, Wolfe & Linden, Professional Corporation, 1888 Century Park East, 6th floor. Zip 90067. Tel.: 277-2236.

I. Morley Drucker, A Professional Corporation, 9465 Wilshire Blvd., Suite 328, Beverly Hills, Calif. 90212. Tel.: 278-6852. Cable: DRUPAT.

Joseph S. Dubin, 1880 Century Park East, Suite 1400. Zip 90067. Tel.: 553-2841, 879-4044. Cable: MARKKRIS.

Ervin, Cohen & Jessup, 9401 Wilshire Blvd., 9th floor, Beverly Hills, Calif. 90212. Tel.: 273-6333; 272-7833.

Fain, Lavine, Kaufman & Young, A Professional Corporation, 121 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel.: 275-5132; 272-7807.

Fierstein & Sturman, Law Corporation, 1888 Century Park East, Suite 1500. Zip 90067. Tel.: 553-5500.

Fischer, Shapiro & Krane Law Corporation, 433 N. Camden Drive, Beverly Hills, Calif. 90210. Tel.: 273-7444.

John T. Frankenheimer, 10100 Santa Monica Blvd., Suite 2200. Zip: 90069. Tel.: 552-7783.

Freshman, Marantz, Comsky & Deutsch Law Corporation, 9100 Wilshire Blvd., 9th floor, East Tower, Beverly Hills, Calif. 90212. Tel.: 273-1870, 878-1870.

Gang, Tyre & Brown, 6400 Sunset Blvd. Zip 90028. Tel.: 463-4863. Cable: GANKOT.

Gibson, Dunn & Crutcher, 515 S. Flower St. Zip 90071. Tel.: 488-7000. Cable: GIBTRASK. Telex 67-4930. Telex office: (213) 485-0492.

Branch offices: 2029 Century Park East, Suite 4000, Los Angeles, Calif. 90067. Tel.: (213) 552-8500. Telex 67-4264. Telex office: (213) 273-7220. 660 Newport Center Drive, Suite 1600, Newport Beach, Calif. Tel. (714) 644-2071. Telex office: (714) 644-0432. 600 "B" St., Suite 2300, San Diego, Calif. Tel. (714) 231-1100. Telex office: (714) 231-1100. 818 Connecticut Ave. N.W., Washington, D.C. Tel. (202) 862-5500. Telex: 89-2501. Telex office: (202) 862-5530. 104 Avenue Raymond Poincare, 75116, Paris, France. Tel.: 704-5292. Cable: GIBTRASK PARIS. Telex 613092.

Lessing E. Gold, 8500 Wilshire Blvd., Suite 614, Beverly Hills, Calif. 90211. Tel.: 552-0490, 655-5163.

Goodstein, Copes & Field, 1901 Avenue of the Stars, Suite

1600. Zip 90067. Tel.: 277-0200. Cable: MORWIL. Telex: 67-4039.

Branch office: 660 Newport Center Drive, Suite 545, Newport Beach, Calif. Tel.: (714) 759-1831.

Greenberg & Glusker, 1900 Avenue of the Stars, 20th floor. Zip 90067. Tel.: 553-3610. Cable: GREENLER.

Haberman & Klein Law Corporation, 1901 Avenue of the Stars, Suite 1630. Zip 90067. Tel.: 277-2833. Cable: STANLAW.

Hardee, Barovick, Konecky & Braun, 9665 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel.: 278-2752.

Branch office: One Dag Hammarskjold Plaza, New York, N.Y. Tel. (212) 940-8200.

Harris & Donovan, 611 W. 6th St., Suite 1520. Zip 90017. Tel.: 629-4861.

Hertzberg & Childs, 9454 Wilshire Blvd., Suite 500, Beverly Hills, Calif. 90212. Tel.: 278-8460. Cable: HERCHILD.

Herzig & Walsh, Inc., 9465 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel.: 272-8671. Cable: HERZIPAT.

Huebner & Worrel, 900 Wilshire Blvd., Suite 1000. Zip 90017. Tel.: 626-7766. Cable: HUEPAT.

Branch office: 1171 Fulton Mall, Suite 1202, Fresno, Calif. Tel. (209) 486-4526.

Irell & Manella, 1800 Avenue of the Stars, Suite 900. Zip 90067. Tel.: 879-2600; 277-1010. Cable: IRELLA. Telex: 181258.

Irwin, Hale & Jacobs, 1901 Avenue of the Stars, Suite 1551. Zip 90067. Tel.: 277-3700.

Jacobs & Baumgarten, A Professional Law Corp., 433 N. Camden Drive, 6th floor, Beverly Hills, Calif. 90210. Tel.: 550-8046.

Jessup & Beecher, 2040 Avenue of the Stars, 4th floor. Zip 90067. Tel.: 556-3178.

Branch office: 15233 Ventura Blvd., Suite 716, Sherman Oaks, Calif. Tel.: 788-8330.

Jonas, Fern & Simpson, 10880 Wilshire Blvd., Suite 1115. Zip 90024. Tel.: 475-9711; 879-3960. Cable: CORPLAW. TWX 910-3427570.

James Day, Reavis & Pogue, 2029 Century Park East. Zip 90067. Tel.: 553-3939.

Branch offices: 1700 Union Commerce Bldg., Cleveland, Ohio. Tel. (216) 696-3939. Cable: ATTORNEYS CLEVELAND. 1100 Connecticut Ave., N.W., Washington D.C. Tel. (202) 452-5800. Cable: REPLAW.

Jones & Wilson, 11620 Wilshire Blvd., Suite 300. Zip 90025. Tel.: 478-9756.

Kadison, Pfaelzer, Woodard, Quinn & Rossi, 707 Wilshire Blvd., 40th floor. Zip 90017. Tel.: 688-9000. Cable: GRAYBIN. Telex 67-3230.

Robert O. Kaplan, 12301 Wilshire Blvd., Suite 616. Zip 90025. Tel.: 820-7555.

Kaplan, Livingston, Goodwin, Berkowitz & Selvin, 450 N. Roxbury Dr., Beverly Hills, Calif. 90210. Tel.: 274-8011; 878-0600. Cable: KAPTON. Telex: 67-4858. Telex office: (213) 278-4667.

Maurice H. Katz, A Professional Law Corporation, 1880 Century Park East, Suite 615. Zip 90067. Tel.: 553-4500, 879-2335.

Keatinge, Pastor & Mintz, A Professional Corporation, 700 S. Flower St., 6th floor. Zip: 90017. Tel.: 625-5241. Cable: KEARN. Telex: 69-1208. Telex office: 489-1683.

George David Kieffer, 1888 Century Park East, 21st floor. Zip 90067. Tel.: 556-1500.

Kindel & Anderson, 555 S. Flower St., 26th floor. Zip 90071. Tel.: 680-2222. Cable: KAYANDA. Telex 67-7497.

Branch office: 1020 N. Broadway, Santa Ana, Calif. Tel. (714) 558-7777.

Richard D. Kirshberg, 1800 Avenue of the Stars. Zip 90067. Tel.: 879-2600.

Kleinberg, Morganstern, Scholnick & Mann, A Professional Corporation, 9100 Wilshire Blvd., Suite 710, Beverly Hills, Calif. 90212. Tel.: 550-8161. Cable: INTEL-PROP.

Leonard Korobkin, 1801 Avenue of the Stars, Suite 310. Zip 90067. Tel.: 277-8200.

Lederer & Levy, A Professional Corporation, 433 N. Camden Dr., Suite 1200, Beverly Hills, Calif. 90210. Tel.: 550-0345. Cable: LENLAW.

Norton J. Lehman, 404 N. Roxbury Drive, Beverly Hills, Calif. 90210. Tel.: 273-5614. Cable: LEHLAW.

Levine & Krom, 404 N. Roxbury Dr., Beverly Hills, Calif. 90210. Tel.: 273-3555; 878-4848. Cable: LEVKRO.

Jerome L. Levine, 1801 Century Park East, Suite 2400. Zip 90067. Tel.: 556-1000. TWX: 910-490-2514.

Libott, Yaspian and Mundy, 1888 Century Park East, Suite 1408. Zip: 90067. Tel.: 277-9411.

Lillick, McHose & Charles, 707 Wilshire Blvd. Zip: 90017. Tel.: 620-9000. Cable: IRALILICK. Telex: 67-7013. Telex office: 629-1033.

Branch offices: 2550 5th Ave., Suite 709, San Diego, Calif. 2 Embarcadero Center, 26th floor, San Francisco, Calif. 1225 19th St. N.W., Washington, D.C.

Lindenberg, Freilich, Hornbaker, Wasserman, Rosen & Fernandez, P.C., 10960 Wilshire Blvd., Suite 1434. Zip 90024. Tel.: 477-0578.

Litz & Usher, A Professional Corporation, 9595 Wilshire Blvd., Suite 710, Beverly Hills, Calif. 90212. Tel.: 273-4330; 878-4330.

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Harold Orenstein, P.C., 110 West 57th Street. Zip 10019. Tel. 247-6460. Cable HOMUSLAW. Telex 237409.

Ostrotenk, Faber, Gerb & Soffen, 260 Madison Avenue. Zip 10016. Tel. 685-8470. Cable OSTROFABER. Telex 2306925.

O'Sullivan Wolff Karabell & Graev, 280 Park Avenue. Zip 10017. Tel. 661-3600. Cable APPLELAW.

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Sargoy, Stein & Hanft, 105 Madison Avenue. Zip 10016. Tel.: 889-1420.

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Silverman & Shulman, P.C., 1370 Avenue of the Americas. Zip 10019. Tel. 586-1451. Telex 224600.

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Watson Leavenworth Kelton & Taggart, 100 Park Avenue. Zip 10017. Tel. 683-4220. Cable WATSOLAW. Telex 620866.

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Weiss Dawid Fross & Lehrman, 880 Third Avenue. Zip 10022. Tel. 826-0770. Cable LEHRMARKS, New York. Telex 422455.

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Audio: 8-tr. & cassette parts. (SEE ADVERTISEMENT)

Bazzy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043 Tel: (313) 463-2592 Pres.: L. Allan Bazzy; Gen. Mgr.: Mike Tattan.

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Burlington Audio Tapes Inc., 10 Commercial St., Hicksville, N.Y. 11801 Tel: (516) 433-4466 Pres.: Ruth Schwartz; VP. Sales & Adv. Mgr.: Rudy Schwartz

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Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139 Tel: (617) 868-6200. Exec. VP. Greg Malthus; VP Mktg.: Jere R. Hill; Nat'l Sales Mgr.: Gene Hull

Audio: 8-tr. & cassette parts. (SEE ADVERTISEMENT)

Dixon Inds. Corp. (a Bundy Co.), 386 Metacom Ave., Bristol, R.I. 02809 Tel: (401) 253-2000 Telex: 92-7706. Pres.: Bert Katzanek; Sales Mgr.: John F. McCurdy Jr.

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Video: U-matic, Beta & VHS cassette tabs, guides & teflon thrust pads. (SEE ADVERTISEMENT)

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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., 3319 E. Ten Mile Rd., Warren, Mich. 48091. Tel: (313) 755-2530. Pres.: Frank Day; VP: Paul M. Hayes; Plant Mgr.: Phil Kelly

Audio: Cassette hubs, rollers, shells

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (313) 327-3180. Pres.: Harry Schor; VP Mktg.: Allen Schor.

Audio: 8-tr. & cassette parts. (SEE ADVERTISEMENT)

Filam Nat'l Plastics, 416 W. El Segundo, Los Angeles, Calif. 90061. Tel: (213) 515-0623. Pres.: Vic Flores; VP Sales: Mike Bolong

Audio: Hub locks, 1/4" NAB hubs.

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Adv. Mgr.: William Meyer

Audio: Hubs, pins, rollers, shells.

Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027.

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.

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Audio: Elastomeric pinch rollers.

Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85703. Tel: (602) 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian.

Audio: All cassette parts.

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Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85719 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.
Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. Pres. J. Albert Loranger; VP Robert Loranger
Audio: 8-tr., cassette (SEE ADVERTISEMENT)
M I P. see Molded Ind'l Plastics
M J S., 2514 Seaboard Ave., San Jose, Calif. 95131 Tel (408) 262-8793 Pres. Michael Steiner
Audio: 8-tr., cassette, reels
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
Audio: 8-tr., cassette
Brand name: MMC (SEE ADVERTISEMENT)
Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735 Tel (516) 293-1010 Pres. Aaron Wasserstrom; Gen. Sales Mgr. Douglas Scott
Audio: Cassette.
Marmac. see Mastro
Master Cart. see Fidelipac
Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel (212) 547-5600. Pres. Mario Maccaferri.
Audio: 8-tr., cassette.
Brand name: Marmac (SEE ADVERTISEMENT)
Meister Mfg. Co., Washburn Rd., 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, Sales Mgr. Mirella Tunon.
Audio: 8-tr., cassette
Molded Ind'l Plastics Inc., Ansonia, Conn. 06401 Tel (203) 735-2331
Audio & Video: Reels.
Brand name: MIP
Olympic. see Burlington
P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1185 Ave. of the Americas, New York, N.Y. 10036 Tel (212) 997-1250 Pres. Hugh T. Landy, VP Sales David Grant.
Plants: Compton, Calif., 187000 Laurelpark Rd. Zip 90220 Tel (213) 979-8545 Plant Mgr. Ray Githero—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
Audio: Plastic reels
Pro I Prods., PO Box 33, Highland Park, Ill. 60035 Tel (312) 432-5536. Pres. Roy Pink; Sales Mgr. Martin Pink, Adv. Mgr. Deena Pink.

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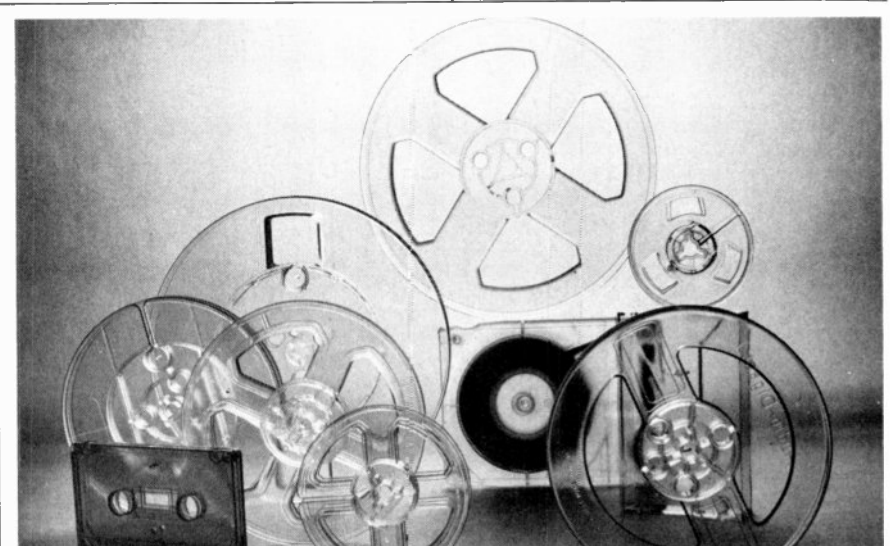
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— Tolerance not more than $\pm .0005"$ (.0127mm).

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- Audio:** 8-tr. & cassette
R J A, see Ray Jacobs Audio.
Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel (213) 737-3737 Pres & Adv Mgr Ray Abrams Sr., Sales Mgr. Ray Abrams Jr.
Audio: 8-tr.
Recording Supply Co. (div of Polyline Corp.), 1233 Rand Rd., Des Plaines, Ill 60016 Tel (312) 297-0955. Pres.: John Kaiser.
Audio & video: Reels.
Robins Inds Corp., 75 Austin Blvd., Commack, N Y 11725 Tel (516) 543-5200 Pres. Herman Post; Nat'l Sales & Adv. Mgr.: Stu Caine.
Audio: Cassette, open reel.
Brand name: Brand 5.
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. Macquessen 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 Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel (207) 282-6155. Pres. Anthony L Gelardi; Sales & Mktg. Mgr. Joe Ciccone; Adv Mgr. Bob MacLeod.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)
Sofa, see Dalsung
Studio Magnetics Co. Inc., 83 Carrough Rd., Bohemia, N Y 11716. Tel (516) 589-4300. Pres. George Clahane; VP Craig M. Balaban.
Audio: Screw-type cassette
Swire-Intermagnetics Co., 1311 Colorado Ave., Santa Monica, Calif 90404. Tel (213) 393-9281 Pres. George Johnson; VP Sales & Mktg.: Robert Dunn; VP Communications: Bruce Weber.
Audio: 8-tr. & cassette
Tape-A-Thon Corp., 502 S. Isis, Inglewood, Calif 90301. Tel: (213) 776-7933. Pres.: Lee Tate, Exec. VP & Sales & Mktg. Dir.: Wally Rubin.
Audio: NAB cartridge
Brand name: Jet-Pak, Trak-4
Tape Packaging Assocs 740 W. Collins Ave., Orange, Calif 92267 Tel (714) 997-4173/4177. Pres.: William L. Starling Jr.; Adv. Mgr.: Joyce A. Starling.
Audio: 8-tr.
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) 733-1110. Div VP John E. Povolny; Mktg Dir. Bill Madden; Retail Prods. Mgr. D.E. Rushin; Nat'l Sales Mgr. S.R. Frederickson; Mkt. Communications & Mdsq. Su-

- pervisor: Vicki Hanson, Mkt. Development Mgr. R.F. Burnett, 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—Eagen, Minn., PO Box 3211, St. Paul 55133; 3130 Lexington Ave. S. Zip 55121. Tel (612) 733-3300—St. Louis, Mo., PO Box 510, 10725 Baur Blvd. Zip 63166. Tel (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip 07006. Tel: (201) 575-2000—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., cassette, open reel
Video: Reels for 2" & 1" tape.
Brand name: Scotch.
Trak-4, see Tape-A-Thon.
Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000. Pres. Marvin Donalds; VP: Rudolph J. Puntillo; Customer Serv. Michael Kates.
Audio: Sonic & screw-type cassette. (SEE ADVERTISEMENT)
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 Entis. Inc., 1855 Glendale Blvd. Zip 90026. Tel: 665-5137 (M)
Branch: New York, N.Y.
Container-Kraft Inc., 8321 De Celis Pl., Sepulveda 91343. Tel 893-9721 (M)
Gilmore Envelope Corp., 4540 Worth St. Zip 90063. Tel 268-3401 (M)
Ivy Hill Communications Inc., 4800 S. Santa Fe Ave. Zip 90058. Tel 587-3131. Div. Exec VP Russell Muir; Sr. VP's Jack Sclar, Arthur Kern, (M)
Home office: Great Neck, N.Y.
Kalny Mdsq., 4700 S. Santa Fe Ave. Zip 90058. Tel 587-1164. Customer Serv.: Arte Hirsch.
Prestone Graphics Inc., 1930 Century Park W. Zip 90067. Tel 552-9671
Branch: New York, N.Y.
Westland Graphics, 2237 N. Hollywood Way, Burbank 91505. Tel 846-1205. (M)

FLORIDA

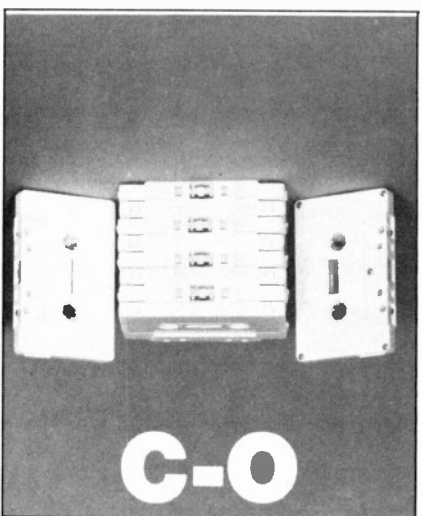
- **FORT LAUDERDALE (Area Code 305)**
Esmond Inds. Inc., 2455 E. Sunrise Blvd. Zip 33304. Tel: 564-6435. Pres. Bennett Asquith; Sales Mgr.: Jeff Asquith; Adv. Mgr. Shirlee Duffy. (M)

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., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip: 60611. Tel: 527-2160. Pres.: Sheperd Stern. (7" & 12" mailers) (MD)
Forest Packaging Corp., 542 Factory Rd., Addison 60101 Tel 543-7035. Pres.: John R. Kisscock; VP Sales R.H. Napp (Mailers only).
Pro I Prods., PO Box 33, Highland Park 60035. Tel 432-5536. Pres. Roy Pink; Sales Mgr. Martin Pink; Adv. Mgr.: Deena Pink. (MD)

INDIANA

- **INDIANAPOLIS (Area Code 317)**
Bowers Rec. Steeve Co., 5331 N. Tacoma Ave Zip 46220 Tel 251-3918. Pres. Robert C. Bowers; VP & Sales Mgr.: Charles H. Kaufman. (MD)



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● **TERRE HAUTE (Area Code 812)**

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47805. Tel: 466-9851. (M)
Home office: Great Neck, N.Y.

MASSACHUSETTS

● **CHICOPEE (Area Code 413)**

Dielectrics Inc., 6 Second Ave. Zip: 01020. Tel: 598-8308.
Pres.: Earl S. Stahl, Exec. VP & Nat'l Sales & Adv. Mgr.: Eric C. Stahl.

NEVADA

● **CARSON CITY (Area Code 702)**

Gopher Prods. Corp., Box 1812, 2201 Lockheed Way. Zip: 89701. Tel: 882-9333. Pres.: Warren Perkins. (M) (SEE ADVERTISEMENT)

NEW JERSEY

● **BLOOMFIELD (Area Code 201)**

Ever-Ready Packaging & Assembly (div. of Reliance Folding Carton Corp.) 225 Belleville Ave. Zip: 07003. Tel: 748-6677. (M)

● **ELIZABETH (Area Code 201)**

Lened Int'l Corp., 489 Henry St. Zip: 07201. Tel: 354-5205. Pres.: Joseph Flusfeder. (M)

NEW YORK

● **ALBANY (Area Code 518)**

Pak-Wik Corp., 128 Tivoli St. Zip: 12207. Tel: 465-4556.
Pres.: Samuel A. Strasser; Sales Mgr.: Myron S. Strasser Jr. (Mailers only). (SEE ADVERTISEMENT)

● **GREAT NECK (Area Code 516)**

Ivy Hill Communications Inc., Community Dr. Zip: 11022. Tel: 487-0200. (M)
Branches: Los Angeles, Calif.; Terre Haute, Ind.

● **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)
Bert-Co Ents. Inc., 241 E. 34 St. Zip: 10016. Tel: 683-6300. (M)
Home office: Los Angeles, Calif.
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.: Jerome Boxer; 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; Gen. Mgr.: Michael Halpern; Sales Mgr.: Robert Shavelson. (M)
Gem-Built Container Corp., 48-20 50 Ave., Woodside 11377. Tel: 784-8800. (M)
Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. (M)
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)

OHIO

● **TOLEDO (Area Code 419)**

Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620.
Mgr.: Lowell P. Amos.
Chief products: Envelopes, mailers, backer boards, mailer cartons.

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)

JACKETS & SLEEVES

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CALIFORNIA

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

A G I, 424 N. Larchmont Blvd. Zip: 90004. Tel: 462-0821.

VP: Edward Dwyer; Sales Mgr.: Jim Palmer. (Sales office only) (M)

Home office: Melrose Park (Chicago Metropolitan Area), Ill.

Album Graphics Inc., see AGI

Allied Rec. Co., 6110 Peachtree St. Zip: 90040. Tel: 725-6900. Pres.: Samuel M. Broadhead; VP & Gen. Mgr.: John F. Wegner; Customer Serv. & Quality Assurance Dir.: Stephen R. Broadhead. (Sleeves only) (M)

The Bert-Co Ents. Inc./Bert-Co Graphics, 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. (M)

Branch: New York, N.Y.

Bluebelle Shoppe, PO Box 14466, Long Beach 90803. Dir.: Mark Slater. (Holographic custom work)

Electrosound Group Inc., 9545 San Fernando Rd., Sun Valley 91352. Tel: 767-8833. Pres. & Adv. Mgr.: Richard H. Burkett; Gen. Sales Mgr.: Scott Ross. (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. (M)

Imperial Pacific Sales Corp., 4528 Brazil St. Zip: 90039. Tel: 245-8583. VP: A.W. Fink; 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 Mur; Sr. VP's: Jack Sclar, Arthur Kern, (M)

Home office: Great Neck, N.Y.

Kdisc (sub. of Keycor Century Corp.), 6550 Sunset Blvd., Hollywood 90028. Tel: 365-3991. Pres.: Eugene R. Schutz; Gen. Mgr.: Bill Lightner; Sales Mgr.: Dick Maxwell (Jackets only).

Plant: Saugus, Calif. (SEE ADVERTISEMENT)

K M Recs. Inc., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.: Glade Merkley; VP Custom Serv.: Jim Auchterlonie; Sales & Adv. Mgr.: Bruce Leek. (Jackets only)

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.

Pedersen Label Printing Co., 11152 Fleetwood St., Sun Valley 91352. Tel: 768-3122. Pres.: Herman A. Fredriks; Prod. Mgr.: S. Kadonaga. (M) (SEE ADVERTISEMENT)

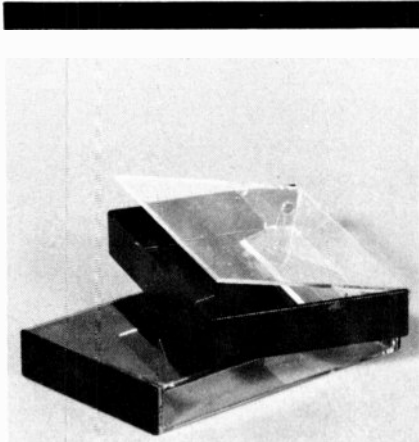
Prestone Graphics Inc., 1930 Century Park W. Zip: 90067. Tel: 552-9671.

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)



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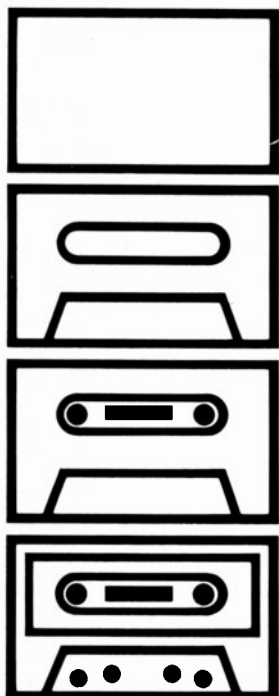
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Shorewood Packaging of Calif., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043. Sales Mgr.: Marc Shore. (M)
Home office: New York, N.Y.

● **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. (Jackets only) (M)

● **SAN JOSE (Area Code 408)**

M J S, 2514 Seaboard Ave. Zip: 95131. Tel: 262-8793. Owner: Michael Steiner. (Jackets only) (M)

● **SAUGUS (Area Code 805)**

Kdisc (sub. of Keysor Century Corp.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Pres.: Eugene R. Schutz; Gen. Mgr.: Bill Lightner. Sales Mgr.: Dick Maxwell. (Jackets only) (M)
Office: Hollywood (Los Angeles Metropolitan Area), Calif. (SEE ADVERTISEMENT)

CONNECTICUT

● **UNION CITY (Area Code 203)**

A.C. Hampson Printing Co., 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: John W. Berry. (Jackets only)

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. Edwin Kennedy; Sales Mgr.: Shirley Kay. (Jackets only) (M)
National Tape Dupl'rs, see Ken-Del.

FLORIDA

● **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., 190 Boulevard SE. Zip: 30312. Tel: 522-8106.

ILLINOIS

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

A G I, 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.
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 C. 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, 620 S. Belmont. Zip: 46221. Tel: 635-7777. Pres.: Leonard Verebay; Sales & Adv. Mgr.: Len Dimond. (M)
Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. Pres.: Abe Garde; Sales & Adv. Mgr.: Morton D. Shecter. (M)
Home office: Long Island City (New York Metropolitan Area), N.Y.; Queens Lithographing Corp.

● **TERRE HAUTE (Area Code 812)**

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47805. Tel: 466-9851. (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: 466-6822. Pres.: Donald P. Pendergast; Sales Mgr.: John Avelis; Adv. Mgr.: John Crippen. (Jackets only) (M)

LOUISIANA

● **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

● **CHICOPEE (Area Code 413)**

Dielectrics Inc., 6 Second Ave. Zip: 01020. Tel: 598-8308. Pres.: Earl S. Stahl; Exec. VP & Nat'l Sales & Adv. Mgr.: Eric C. Stahl.

MICHIGAN

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

Archer Rec. Pressing Co., 7401 E. Davison. Zip: 48077. Tel: 365-9545. (Jackets only) (M)
Horian Eng'g Inc., 12381 Schaefer Hwy. Zip: 48227. Tel: 933-6900. Pres.: Richard C. Horian; Sales Mgr.: Robert L. Horian; Adv. Mgr.: Claudette Orr. (Sleeves only)

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)
Branch: Nashville, Tenn., TP Prod'ns.
Int'l branch: England, Seacruise.

NEVADA

● **CARSON CITY (Area Code 702)**

Gopher Prods. Corp., Box 1812, 2201 Lockheed Way. Zip: 89701. Tel: 882-9333. Pres.: Warren Perkins. (Sleeves only) (M) (SEE ADVERTISEMENT)

NEW JERSEY

● **ELIZABETH (Area Code 201)**

Lened Int'l Corp., 489 Henry St. Zip: 07201. Tel: 354-5205. Pres.: Joseph Flustfeder. (M) (SEE ADVERTISEMENT)

● **LYNDHURST (Area Code 201)**

Colorseps-Lithopreps Serv., PO Box 151. Zip: 07071. Tel: 438-6729. Pres.: J.G. Principato. (M)

NEW YORK

● **COMMACK (Area Code 516)**

Robins Inds. Corp., 75 Austin Blvd. Zip: 11725. Tel: 543-5200. Pres.: Herman Post; Sales & Adv. Mgr.: Stu Caine. (M)

● **GREAT NECK (Area Code 516)**

Ivy Hill Communications Inc., Community Dr. Zip: 11022. Tel: 487-0200. (M)
Branches: Los Angeles, Calif.; Terre Haute, Ind.

● **HAUPPAUGE (Area Code 516)**

Disc Graphics (div. of Pickwick Int'l), Cardinal Ind'l Park, 10 Gilpin Ave. Zip: 11787. Tel: 234-1400. Gen. Mgr.: Gus Thalasin. (Jackets only) (M)
Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 234-1100; NYC (212) 291-7600. Pres.: G.D. Thomas; Sales Mgr.: R.A. Froehlig. (Jackets only)
Branches: Burbank (Los Angeles Metropolitan Area), Calif.; Modern Album of California Inc.; Terre Haute, Ind.; Modern Album of Indiana 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.; Ass't Plant Mgr.: Robert J. Andrews. (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)**

A G I, 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
Album Graphics Inc., see AGI
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)
Bert-Co Ents. Inc., 241 E. 34 St. Zip: 10016. Tel: 683-6300. (M)
Home office: Los Angeles, Calif.

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. Jerome Boxer, 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; Gen. Mgr. Michael Halpern, Sales Mgr. Robert Shavelson (M)

Electrosound Group Inc., 1290 Ave. of the Americas, Zip 10019 Tel. 581-5641 Pres. Richard H. Burkett; Sales Mgr. Ron Roberto. (Sales office only) (Sleeves only) (M)

Home office: Sun Valley (Los Angeles Metropolitan Area) Calif.

Plant: Hicksville, N.Y., Andrews-Nunnery Envelope & Paper Corp.

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip 10011 Tel. 929-2410 (M)

Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212 Tel. 346-6100 Pres. L. Sukoff (Jackets only)

Branches: Los Angeles, Calif., Imperial Pacific Sales Corp., Indianapolis, Ind., Imperial Packaging Co. Inc., Le-Bo Prods. Co. Inc., 58-60 Grand Ave., Maspeth 11378 Tel. 894-5155 Chm. Peter Dayton; Pres. Al Alexander, Mktg. Dir. Gary Schwarz, Nat'l Sales Mgr. Arthur Klein (Sleeves only) (M) (SEE ADVERTISEMENT)

Lee-Myles Assocs. Inc., 160 E. 56 St. Zip 10022 Tel. 758-3232 Pres. Robert M. Miller. (M) (SEE ADVERTISEMENT)

Mac Murray Press Inc., 230 W. 17 St. Zip 10011 Tel. 924-1530 Pres. Bernard Lerman. (M)

Pilgrim Press Corp., 36-01 43 Ave., Long Island City 11011, Tel. 937-9515 (Jackets only) (M)

Prestone Printing Co., 147 W. 42 St. Zip 10036 Tel. 354-1871

Home office: Los Angeles, Calif.

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237 Tel. 497-2320 (Jackets only) (M) (SEE ADVERTISEMENT)

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104 Tel. 457-7700 Pres. Jack L. Hecht; VP Leonard Verebay (M)

Branch: Hollywood (Los Angeles Metropolitan Area), Calif.

Plant: Indianapolis, Ind., Rutgers Packaging Corp.

Shepard Printing Corp., 111 Eighth Ave. Zip 10011 Tel. (212) 255-1930 (Jackets only) (M)

Home office: Edison, N.J.

Shorewood Packaging Corp., 10 E. 53 St. Zip 10022 Tel. 371-1500 Pres. Paul Shore; Exec. VP Mktg. Floyd S. Glinert; VP Sales Ken Rosenblum (M)

Branch: Los Angeles, Calif.

● **PLAINVIEW (Area Code 516)**

Delrama Int'l, 37 Newtown Rd. Zip 11803 Tel. 293-8740 (M)

NORTH CAROLINA

● **CANTON (Area Code 704)**

Recording Servs. of Western North Carolina, 10 Penland St. Zip 28716 Tel. 648-6012 Owner J. Ted Evans Jr.; Sales Mgr. Don Barber, Adv. Mgr. Kay Evans (Jackets only)

OHIO

● **CINCINNATI (Area Code 513)**

Artists Rec'g Co. Inc., 320 Mill St. Zip 45215 Tel. 761-0011 (Jackets only) (M)

Jewel Rec'g Co., 1514 Kinney Ave. Zip 45231 Tel. 522-5808/9336 Pres. Charles York; Sales Mgr. Linda York, Adv. Mgr. Harry Urschel (Jacket fabrication & high speed LP shrinkwrapping only)

Q C A Custom Pressing, 2832 Spring Grove Ave. Zip 45225 Tel. 681-8400 Pres. Edward R. Bosken; VP & Gen. Mgr. Frank E. Ruhl; Sales Mgr. Keith Myers; Adv. Mgr. D. Kalmus (Jackets only) (M)

Studio Pressing Serv., 320 Mill St. Zip 45215 Tel. 761-8294 Pres. Joseph Sluder; Sec'y. Connie Sluder (Jackets only) (M)

PENNSYLVANIA

● **MECHANICSBURG (Area Code 717)**

H R C Printing, 5252 E. Trindle Rd. Zip 17055 Tel. 766-0943 Gen. Mgr.: Donald E. Baldwin. (M) (SEE ADVERTISEMENT)

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

Community Press, 6047-49 Woodland Ave. Zip 19142 Tel. 729-4655

Hodge Rec. Mfg. Co., 1314024 S. Howard St. Zip 19147 Tel. 334-5662. (Sleeves only) (MD)

● **PITTSBURGH METROPOLITAN AREA (Area Code 412)**

Record-Rama, 635 Butler St. Zip 15223 Tel. 781-2155

Owner Paul C. Mawhinney; Sales Mgr. Mark Mawhinney, Adv. Mgr. Colette Mawhinney (Jackets—D, 45 rpm copyrighted record history sleeves—M)

● **SCRANTON (Area Code 717)**

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip 18505 Tel. 346-1761 Pres. P.G. Fischer Jr.; Sales Mgr. Martin C. Fischer. (M) (SEE ADVERTISEMENT)

● **SHARON (Area Code 412)**

Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146 Tel.

347-4726 Pres. John T. Krzancic; Sales Mgr. Martha Krzancic, Adv. Mgr. Ruth Toth (Jackets only) (M)

PUERTO RICO

● **SAN JUAN (Area Code 809)**

Rio Piedras Rec. Mfg. Inc., GPO Box 4785 Zip 00936 Tel. 790-4286/3726/2188 Pres. Dario Gonzalez Fajardo (M)

TENNESSEE

● **NASHVILLE (Area Code 615)**

Color Graphics Inc., 305 Church St., Goodlettsville 37072, Tel. 859-4001 Pres. Randal L. Miller. (Jackets only) (M)

Nashville Album Prods Inc., 617 Seventh Ave. S. Zip 37203 Tel. 256-0121 Pres. Steve Botts, Sec'y. Treas. Robbie McWey (M)

Nashville Int'l Prod., 20 Music Square W. Zip 37203 Tel. 256-2885 (M)

Pinwheel Art & Photography Studios Inc., 1211 16 Ave. S. Zip 37212 Tel. 327-9125

T & P Prod'ns, PO Box 1561 Zip 37202 Tel. 242-1037 (MD)

Home office: St. Louis, Mo., Ken Keene Int'l

Williams Printing Co., 417 Commerce Zip 37219 Tel. 256-7151 Pres. B.G. Johnson. (M)

TEXAS

● **DALLAS (Area Code 214)**

Continental Graphics Inc., PO Box 5057 Zip 75222 Tel. 741-3236 (Jackets only) (M)

● **FORT WORTH METROPOLITAN AREA (Area Code 817)**

Wills Printing Co., PO Box 211, Arlington 76010 Tel. 572-1414 Pres. Calvin Wills (Jackets only) (M)

● **HOUSTON (Area Code 713)**

Riverside Albums, 7400 Pinemont Zip 77040 Tel. 462-2700 Pres. Earl Thomas; Sales Mgr. Brenda Cox (Jackets only)

● **WACO (Area Code 817)**

Mike's Print Shop, 2507 Grim, Zip 76707 Tel. 752-2321 (Jackets only) (M)

UTAH

● **SALT LAKE CITY (Area Code 801)**

Chase Media Inc., Beneficial Life Tower, Suite 1723, Zip 84111 Tel. 363-5858 Pres. Randal S. Chase; Sales Mgr. Irel L. Chase. (MD)

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. (Jackets only)

LABELS

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CALIFORNIA

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

Allied Rec. Co., 6110 Peachtree St. Zip 90040 Tel. 725-6900 Pres. Samuel M. Broadhead, VP & Gen. Mgr. John F. Wegner, Customer Serv. & Quality Assurance Dir. Stephen R. Broadhead. (M)

Award Rec. Mfg. Inc., 11016 La Cienega Blvd., Inglewood 90304 Tel. 645-2281 Pres. Martin Ansooriaw, Sales Mgr. Bill Dryden, Adv. Mgr. George Abajian

The Bert-Co Ents. Inc., 1855 Glendale Blvd. Zip 90026 Tel. 665-5137 (M)

Branch: New York, N.Y.

Bluebelle Shoppe, PO Box 14466 Long Beach 90803 Dir. Mark Slater. (Holographic custom work)

Ivy Hill Communications Inc., 4800 S. Santa Fe Ave. Zip 90058 Tel. 587-3131 Div. Exec. VP Russell Muir, Sr. VP's Jack Sclar, Arthur Kern. (M)

Home office: Great Neck, N.Y.

Kdisc (sub. of Keycor Century Corp.), 6550 Sunset Blvd., Hollywood 90028 Tel. 466-1323 Pres. Eugene R. Schutz; Gen. Mgr. Bill Lightner, Sales Mgr. Dick Maxwell (M)

Plant: Saugus, Calif. (SEE ADVERTISEMENT)

K M Recs. Inc., 2980 N. Ontario St., Burbank 91504 Tel.

841-3400 Pres.: Glade Merkley, VP Custom Servs. Jim Auchterlonie; Sales & Adv. Mgr. Bruce Leek.

Mustron Inc., 2834 1/2 W. Pico Blvd. Zip 90006 Tel. 380-6840

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.

● **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 (M)

● **SAUGUS (Area Code 805)**

Kdisc (sub. of Keycor Century Corp.), 26000 Springbrook Ave. Zip 91350 Tel. 259-2360 Pres. Eugene R. Schutz; Gen. Mgr. Bill Lightner; Sales Mgr. Dick Maxwell (M)

Office: Hollywood (Los Angeles Metropolitan Area), Calif. (SEE ADVERTISEMENT)

CONNECTICUT

● **UNION CITY (Area Code 203)**

A.C. Hampson Printing Co., 168 City Hill St. Zip 06770, Tel. 729-2294 Pres. Augustus D. Hampson; Sales Mgr. John W. Berry.

DELAWARE

● **WILMINGTON AREA (Area Code 302)**

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804, Tel. 655-7488 Pres. H. Edwin Kennedy; Sales Mgr. Shirley Kay. (M)

National Tape Dupl'rs, see Ken-Del.

FLORIDA

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

Prosound Inc., 8194 NW 103 St., Hialeah 33015 Tel. 558-0152. (M)

● **SARASOTA (Area Code 813)**

Vaughan Assocs., PO Box 5808, Zip 33579 Tel. 924-3734.

GEORGIA

● **ATLANTA (Area Code 404)**

Linear Prods. Inc., 4507 K Mills Pl. SW, Zip 30336 Tel. 691-1254

Home office: New York, N.Y.

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. Kostelka; 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. 647-8730

Musical Prods. Inc., 521 W. 26 St. Zip 60616 Tel. 225-9117. (M)

● **ROCKFORD (Area Code 815)**

Carter Corp., 1916 11 St. Zip: 61101, Tel. 397-3200 Pres. R.L. Fleming; VP Sales & Mktg. S.L. Fleming; Adv. Mgr. Janet K. Ratner.

INDIANA

● **INDIANAPOLIS (Area Code 317)**

Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave. Zip 46221 Tel. 635-7777 Pres. Abe Garde; Sales & Adv. Mgr. Morton D. Schecter. (M)

Home office: Long Island City (New York Metropolitan Area), N.Y., Queens Lithographing Corp.

● **TERRE HAUTE (Area Code 812)**

Artco Press Inc., PO Box 1445, Zip 47808 Tel. 232-0926 Pres. James S. Royse; Sales Mgr. Don Wilson. (M)

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip 47803 Tel. 466-9851 (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

● **CHICOPEE (Area Code 413)**
Dielectrics Inc., 6 Second Ave. Zip 01020 Tel: 598 8308
Pres.: Earl S. Stahl; Exec. VP & Nat'l Sales & Adv. Mgr.:
Eric C. Stahl.

MICHIGAN

● **DETROIT METROPOLITAN AREA (Area Code 313)**
Archer Rec. Pressing Co., 7401 E. Davison Zip 48077 Tel:
365-9545 (M)

NEW JERSEY

● **JERSEY CITY (Area Code 201)**
Q.A.I. Inc. (formerly Saxon Adhesive), 640 Dell Rd. Zip
07072 Tel: 935 5100, NYC (212) 736-1980 Pres.:
Steven Dauman; Sales Mgr. George Ratosky (M)

● **LYNDHURST (Area Code 201)**
Colorseps-Lithopreps Serv., PO Box 151, Zip 07071 Tel:
438-6729 Pres. J.G. Principato (M)

NEW YORK

● **GREAT NECK (Area Code 516)**
Ivy Hill Communications Inc., Community Dr. Zip 11022
Tel 487-0200 (M)
Branches: Los Angeles, Calif.; Terre Haute, Ind.

● **HAUPPAUGE (Area Code 516)**
Disc Graphics (div. of Pickwick Int'l), Cardinal Ind'l Park, 10
Gilpin Ave. Zip 11787 Tel 234-1400 Gen. Mgr. Gus
Thalasinis (M)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**
G. Benson & Co. Printers Inc., 116 Nassau St., Brooklyn
11201 Tel 598-9100 Pres. Gerald J. Benson, VP
Sales Gil Benson; Adv. Mgr. Roxanne Evans (M)
Bert-Co Ent's Inc., 241 E. 34 St. Zip 10016 Tel 683-
6300 (M)
Home office: Los Angeles, Calif.
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. Jerome Boxer, Art Dir. Susan Mur-
phy (M)
E R H Sales Corp., 221 W. 57 St. Zip 10019 Tel 582-
4200 Pres. Lee Halpern; Sr. Exec. VP Howard Roseff;
Gen. Mgr. Michael Halpern; Sales Mgr. Robert Shavel-
son (M)
Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip:
10011 Tel 929-2410 (M)
Lee-Myles Assocs Inc., 160 E. 56 St. Zip 10022 Tel 758-
3232 Pres. Robert M. Miller (M) (SEE ADVERTISE-
MENT)
Linear Prods Inc., 37 W. 20 St. Zip 10011 Tel 255-2917.
Branches: Atlanta, Ga.; Puerto Nuevo, P.R.
Mac Murray Press Inc., 230 W. 17 St. Zip 10011 Tel 924-
1530 Pres. Bernard Lerman (M)
Progressive Label & Litho Co., 286-290 Stanhope St.,
Brooklyn 11237 Tel 497-2320 (M) (SEE ADVERTISE-
MENT)
Promedeus Arts Inc., 1776 Broadway Zip 10019 Tel
586-3770 Pres. Lew Morris; Sales Mgr. Jerry
Present; Adv. Mgr. Ron Paris (Promotional tape & la-
bels) (M)
Queens Lithographing Corp., 52-35 Barnett Ave., Long Is-
land City 11104 Tel 457-7700 Pres. Jack L. Hecht;
VP: Leonard Verebay (M)
Branch: Hollywood (Los Angeles Metropolitan Area),
Calif.
Plant: Indianapolis, Ind.; Rutgers Packaging Corp

● **UTICA (Area Code 315)**
Oneida Video Audio Tape Cassette Corp., 760 Blandina St.
Zip 13501 Tel 735-6187 Pres. Stanley Markowski;
Sales Mgr. Joyce Markowski; Adv. Mgr. Andrew Citta-
dino (M)

OHIO

● **CINCINNATI (Area Code 513)**
Artists Rec'g Co. Inc., 320 Mill St. Zip 45215 Tel: 761-
0011 (M)
Q C A Custom Pressing, 2832 Spring Grove Ave. Zip
45225 Tel 681-8400 Pres. Edward R. Bosken; VP &
Gen. Mgr. Frank E. Ruhl; Sales Mgr. Keith Myers; Adv.
Mgr. D. Kalmus (M)

PENNSYLVANIA

● **MECHANICSBURG (Area Code 717)**
H R C Printing, 5252 E. Trindle Rd. Zip 17055 Tel: 766-
0943 Gen. Mgr. Donald E. Baldwin (M) (SEE ADVER-
TISEMENT)

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
Fenton Label Co., Coral & Buckius Sts. Zip 19124 Tel 288-
2910.

● **SCRANTON (Area Code 717)**
Keystone Printed Specialties Co. Inc., 321 Pear St. Zip
18505 Tel 346-1761 Pres. P.G. Fischer Jr.; Sales
Mgr. Martin C. Fischer (M) (SEE ADVERTISEMENT)

● **SHARON (Area Code 412)**
Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146 Tel:
347 4726 Pres. John T. Krzancic; Sales Mgr. Martha
Krzancic; Adv. Mgr. Ruth Toth (M)

PUERTO RICO

● **PUERTO NUEVO (Area Code 809)**
Linear Prods. Inc., Old Long Bldg., Matadero Rd. Tel: 783-
4986
Home office: New York, N.Y.

TENNESSEE

● **NASHVILLE (Area Code 615)**
M F P Inc., 453 Chestnut St. Zip 37203 Tel 259-9396.
Owner John Dunn; Pres. Ozell Simpkins
Nashville Album Prods Inc., 617 Seventh Ave. S. Zip
37203 Tel 256-0121 Pres. Steve Botts; Sec'y
Treas. Robbie McWey (M)
Nashville Int'l Prod., 20 Music Square W. Zip 37203 Tel
256 2885 (M)
Pinwheel Art & Photography Studios Inc., 1211 16 Ave. S.
Zip 37212 Tel 327-9125
United Rec. Pressing Inc., 453 Chestnut St. Zip 37203 Tel
259-9396 Pres. Ozell Simpkins (M)
Williams Printing Co., 417 Commerce. Zip 37219 Tel
256-7151 Pres. B.G. Johnson (M)

TEXAS

● **FORT WORTH METROPOLITAN AREA (Area Code 817)**
Wills Printing Co., PO Box 211, Arlington 76010 Tel: 572-
1414. Pres. Calvin Wills (M)

● **WACO (Area Code 817)**
Mike's Print Shop, 2507 Grim Zip 76707 Tel 752-2321

UTAH

● **SALT LAKE CITY (Area Code 801)**
Chase Media Inc., Beneficial Life Tower, Suite 1723. Zip

84111. Tel 363-5858 Pres. Randal S. Chase; Sales
Mgr. Irel L. Chase (MD)

WISCONSIN

● **ELKHART LAKE (Area Code 414)**
Sohn Mfg. Inc., Box X Zip 53020 Tel 876-3361 Pres.
Wallace J. Beaudry; Sales Mgr.: Deane Jenkins.

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)

POLYETHYLENE BAGS

*The key to the abbreviations following the com-
pany listings is: (M) Manufacturer, (D) Distrib-
utor, (I) Importer.*

CALIFORNIA

● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**
Container-Kraft Inc., 8321 De Celis Pl., Sepulveda 91343
Tel 893-9721 (M)
Ivy Hill Communications Inc., 4800 S. Santa Fe Ave. Zip
90058 Tel 587-3131 Div. Exec. VP. Russell Muir, Sr.
VP's Jack Selar, Arthur Kern
Kalny Mdsq, 4700 S. Santa Fe Ave. Zip 90058 Tel 587-
1164 Customer Serv. Arte Hirsch
M. Litter Mfg. & Sales, 3208 W. Jefferson Blvd Zip
90018 Tel 737-0440 Owner Mel Litter
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

● **SAN JOSE (Area Code 408)**
M J S, 2514 Seaboard Ave. Zip 95131 Tel 262-8793.
Owner Michael Steiner (M)

ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area Code 312)**
Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie
60076 Tel 583-2818 Pres. Joseph Halperin (M)

INDIANA

● **INDIANAPOLIS (Area Code 317)**
Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip 46220
Tel 251-3918 Pres. Robert C. Bowers, VP & Sales
Mgr. Charles H. Kaufman (MD)
Reco-Sleeve Packaging, 620 S. Belmont, Zip 46221 Tel
635-7777 Pres. Leonard Verebay; Sales & Adv. Mgr.
Len Dimond (M)
Rutgers Packaging Corp (div. of Queens Lithographing
Corp.), 620 S. Belmont Ave. Zip 46221 Tel 635-
7777 Pres. Abe Garde; Sales & Adv. Mgr. Morton D.
Shteter (M)
Home office: Long Island City (New York Metropolitan
Area), N.Y.; Queens Lithographing Corp

NEW YORK

● **COMMACK (Area Code 516)**
Robins Inds. Corp., 75 Austin Blvd. Zip 11725 Tel 543-
5200 Pres. Herman Post; Sales & Adv. Mgr. Stu
Caine (M)

● **HAUPPAUGE (Area Code 516)**
Arista Ent's Inc., 35 Hoffman Ave. Zip 11787 Tel 234-
7000 Pres. Alan E. Leifer (I)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**
Brown Paper Co. Inc., 186 Seventh St., Brooklyn 11215.
Tel. 965-3600 (MD)
Copy Art Photographers (div. of James J. Kriegsmann Inc.)
165 W. 46 St. Zip 10036 Tel 757-0233 Pres.
James J. Kriegsmann
Disc Communications Ltd., 743 Fifth Ave. Zip 10022 Tel:
371-0390 Pres. Jerome Boxer, Art Dir. Susan Mur-
phy (M)
E R H Sales Corp., 221 W. 57 St. Zip 10019 Tel 582-
4200 Pres. Lee Halpern; Sr. Exec. VP Howard Roseff;
Gen. Mgr. Michael Halpern; Sales Mgr. Robert Shavel-
son (M) (SEE ADVERTISEMENT)
Le-Bo Prods Co. Inc., 58-60 Grand Ave., Maspeth 11378.
Tel. 894-5155. Chim.: Peter Dayton; Pres.: Al Alex-

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completely automated (operator puts matrix on, pushes "START," takes plate off)

3

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4

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5

absolute filtration to 0.2 micron, with all-new two-stage filter system

6

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7

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8

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9

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11

automatic digital solution temperature controller

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ander, Mktg. Dir.: Gary Schwarz; Nat'l Sales Mgr.: Arthur Klein. (M) (SEE ADVERTISEMENT)
 Poly Plastic Packaging Co. Inc., 44-80 11 St., Long Island City 11101. Tel: 392-8670.
 Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack L. Hecht; VP: Leonard Verebay. (M)
 Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
 Plant: Indianapolis, Ind., Rutgers Packaging Corp.
 Recoton Corp., 46-23 Crane St., Long Island City 11101. Tel: 392-6442. Pres.: Robert Borchardt; Sales Mgr.: George Calvi; Adv. Mgr.: Peter Wish. (MD)
 Tong Dah Plastics Co. Ltd., 663 Fifth Ave. Zip: 10022. Tel: 688-1268. (M)
 Home office: Republic of China.

● **PLAINVIEW (Area Code 516)**

Delrama Int'l, 37 Newtown Rd. Zip: 11803. Tel: 293-8740. (M)

TENNESSEE

● **NASHVILLE (Area Code 615)**

Nashville Album Prod'ns Inc., 617 Seventh Ave. S. Zip: 37203. Tel: 256-0121. Pres.: Steve Botts; Sec'y-Treas.: Robbie McWey. (M)

**RAW MATERIALS
 MANUFACTURERS &
 IMPORTERS**

Alcoa, PO Box 9158, Alcoa, Tenn. 37701. Tel: (615) 977-2011.
 Product: Aluminum substrates.
 Allied Rec'g, 3232 Greenpoint Ave., Long Island City, N.Y. 11101. Tel: (212) 784-2318.
 Product: Blank disks
 J. C. Anglum Co. Inc. / Tapeponents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263-1442. Pres.: J. Clifford Anglum.
 Product: Vinyl resin & compounds, styrene resin & compounds, color concentrates.
 Audiocdiscs, see Capitol Magnetic.
 Cabot Corp., 200 Raritan Center Pkwy., Edison, N.J. 08817. Tel: (201) 225-1000.
 Product: Carbon black.

Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252.
 Product: Blank disks
 Brand name: Audiocdiscs.
 Celanese Plastics, 26 Main St., Chatham, N.J. 07928. Tel: (201) 635-2600.
 Product: Celanar polyester film.
 Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411.
 Product: Blank disks.
 Brand name: Pyral.
 Lenahan Inc., PO Box 397, Pitman, N.J. 08071. Tel: (609) 589-5755.
 Product: Custom milling compounds.
 Pyral, see Gotham Audio.
 Rainville Co. Inc., 200 Clay Ave., Middlesex, N.J. 08846. Tel: (201) 752-8100. Pres.: Dewey Rainville; Sales Mgr.: Donald Rainville.
 Product: PVC/carbonblack conveying systems, size reduction & silos.
 Randolph Prods. Co., Box 67, Carlstadt, N.J. 07072. Tel: (201) 438-3700. Pres.: John H. Randolph.
 Product: Record lacquer.
 Richardson Co., Polymeric Systems Div., 15 Meigs Ave., Madison, Conn. 06443. Tel: (203) 245-0441. Gen. Mgr.: A.J. Raiche; Prod. Mgr.: D.J. Alaconis.
 Product: Injection molding, polystyrene compounds—standard black & custom transparent colors.
 Tenneco Chemical Corp., Turner Pl., Piscataway, N.J. 08854. Tel: (201) 981-5170, (adv.) 646-3882. Mktg. Dir.: G.E. Disch; Adv. Dir.: Don Beyer.
 Product: Record compounds. (SEE ADVERTISEMENT)
 Transco Prods. Corp., 609 W. Elizabeth Ave., Linden, N.J. 07036. Tel: (201) 862-0030.
 Product: Blank disks. (SEE ADVERTISEMENT)

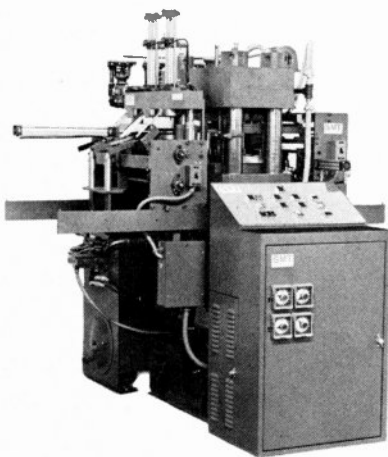
**RECORD PROCESSING
 EQUIPMENT MANUFACTURERS/
 IMPORTERS**

Al-Be Inds. Inc., 16633 Minnesota Ave., Paramount, Calif. 90723. Tel: (213) 636-2563. Pres.: D.J. Shaw; VP: M.L. McLaren.
 Chief product: Matic preplasticizer.
 Aragon, see Certain-Teed Machinery.
 Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-4870. Telex: 126419.
 Pres.: Milton B. Gelfand; VP Customer Serv.: Carolyn T. DeVries; Adv. Mgr.: J.P. Lohman.
 Int'l branch: France.

Chief product: Presses, plating systems. (SEE ADVERTISEMENT)
 Audio Matrix Inc., 915 Westchester Ave., Bronx, N.Y. 10459. Tel: (212) 589-3500. Pres.: Milton B. Gelfand; VP Plating Processes: Carl M. Rodia; Sales Mgr.: Martin Feder; Adv. Mgr.: J.P. Lohman.
 Chief product: Phonograph & videodisk processing equip. (SEE ADVERTISEMENT)
 Certain-Teed Machinery Corp., PO Box 279, 5501 N. 119 St. W., Maize, Kan. 67101. Tel: (316) 722-2811. Pres.: Ken McKown; Sales Mgr.: William Hoebener.
 Chief product: Extruders.
 Brand name: Aragon.
 D D W, 533 Hagan St., Nashville, Tenn. 37203. Tel: (615) 256-2183.
 Chief product: Extruder.
 Brand name: Sure Shot.
 Diacoustic Lab., 23958 Craftsman Rd., Calabasas, Calif. 91302. Tel: (213) 888-8010. Owner & Pres.: Ernest Knight; Sales Mgr.: K.D. Vredenburg.
 Chief product: Disk recording styli, blank disks, stereo disk cutting lathes.
 Diskmakers Inc., 925 N. Third St., Philadelphia, Pa. 19123. Tel: (215) 627-2277, NYC (212) 966-3185. Pres.: Morris Ballen.
 Chief product: Used equip. (SEE ADVERTISEMENT)
 E P I, see Extruda-Prod'ns.
 Europa Film, see Gotham.
 Extruda-Prod's Inc., 100 S. Washington Ave., Dunellen, N.J. 08812. Tel: (201) 752-2144. Pres.: Robert Tillis; Adv. Mgr. Abe Schwartz
 Chief product: Compounding extruders & preplasticizers.
 Brand name: EPI. (SEE ADVERTISEMENT)
 Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel: (213) 466-9511. Pres.: Alwin P. Schmid; VP: Joseph Bouzaglou.
 Chief product: Pressing equip., nickel matrix production units.
 Gentry Machine Corp., Somerdale Ind'l Park, 201 Linden Ave., Somerdale N.J. 08083. Tel: (609) 627-3000. Pres.: Paul Miller.
 Chief products: Presses, extruders.
 Brand names: Hydramold 150, Miller Compounder.
 Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411. Pres.: Stephen F. Temmer; 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.
 Chief product: Manual & automatic record presses; 7", 10" & 12" molds, insert molds & frame assemblies, mold accessories & accessory equip. (SEE ADVERTISEMENT)
 Hydramold 150, see Gentry Machine.
 I C R, see Ranstelee.
 M. Lattier Mfg. & Sales, 3208 W. Jefferson Blvd., Los An-



EXTRUDERS

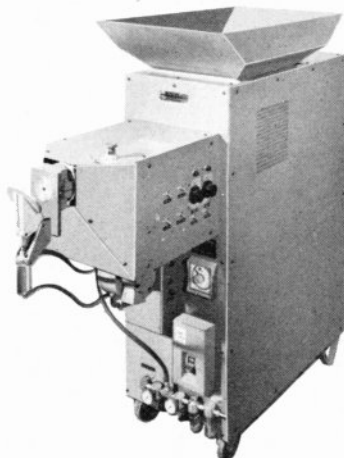


**MODEL 3600
 DUAL 7" AUTOMATION**

The world's finest 7" & 12" record manufacturing systems, extruders, hydraulic presses, complete matrix manufacturing equipment, automatic material loading equipment and other related items.

Ask about 70 record pressing plants in the U.S. and 10 other countries who use our automation and extruders.

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geles, Calif. 90018. Tel: (213) 737-0440. Owner: Mel Latter
Chief product: Shrink packaging equip. & plastic shrink film.
 James G. Lee Rec. Processing Inc., 145 W. 154 St., Gardena, Calif. 90247. Tel: (213) 321-2187.
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 Joulsch.
Chief product: Record trimmers.
 Mastercraft Rec. Plating Inc., 609 W. 51 St., New York, N.Y. 10019. Tel: (212) 265-6040. Gen. Mgr.: David Moldauer.
Chief product: Plating equip.
 Micro-Point Inc., 8 Westchester Plaza, Elmsford, N.Y. 10523. Tel: (914) 592-7627. TWX (710) 567-1223. Gen. Mgr.: Edward Schwartz.
Chief product: Matrix tool. (SEE ADVERTISEMENT)
 Miller Compounder see Gentry Machine.
 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.
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: Disk mastering equip., cutterheads, cutterhead driver pre-amplifiers, power amplifiers, cutting lathe control systems, variable pitch & depth control computers, meter-monitor switching analyzers, custom control consoles, lathe rebuilding, customizing & updating of equip.
Brand names: ICR, Ranstele.
 Record Prods. of America Inc., 700 Sherman Ave., Hamden, Conn. 06514. Tel: (203) 248-6371. Pres.: Stanley Roczynski; VP & Sales Mgr.: Steve Suzanski.
Chief products: Record molds & accessories.
 S M T, see Southern Machine
 Scandia Packaging Machinery Co., 180 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 473-6100.
Chief product: Packaging machinery for wrapping, cartoning, labeling & shrinking. (SEE ADVERTISEMENT)
 Schiff Machine Co. Inc., 28 E. Hanover Ave., Morris Plains, N.J. 07950. Tel: (201) 539-5100.
Chief product: Pneumatic label cutting press.
 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. Inc., 476 Broome St., New

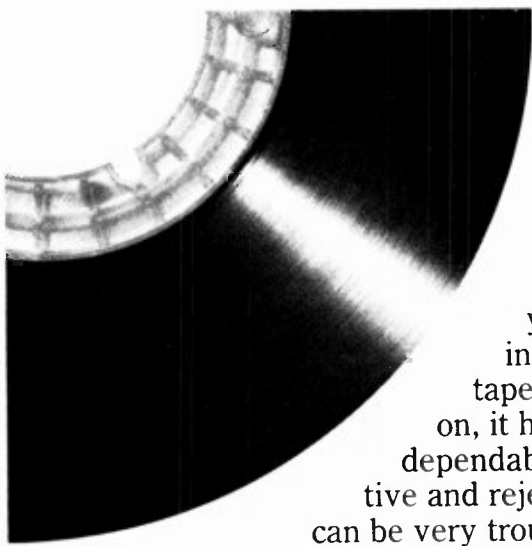
York, N.Y. 10013. Tel: (212) 925-9818. Pres.: Paul Adams; Treas.: Aaron Adams; Adv. Mgr.: Bruce Adams.
Chief product: Jacket machines.
 Transco Prods. Int'l, 875 Merrick Ave., Westbury, N.Y. 11590. Tel: (516) 333-2000. Pres.: Arthur A. Singer; Admin. Mgr.: Richard Ermolovich; Adv. Mgr.: Sheldon M. Berman.
Chief product: Master record blanks.
 Vans, see Musical Prods.
 Worlindex Mfg. Co. Ltd., 1212 N. La Brea Ave., Hollywood, Calif. 90038. Tel: (213) 466-3324. Pres.: Louis R. Baptista.
Chief product: Record presses, electroplating plants, dies, edging machines.

2803 Butterfield Rd., Suite 200, Zip: 60521. Tel: (312) 242-1915. Zone Mgr.: Fred Schaezting—Lexington, Mass., Lexington Office Center, Hayden Ave. Zip: 02173. Tel: (617) 890-5430. Reg'l Mgr.: R. Kleine—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.
Video: 2" quad, 3/4" U-matic cassette, 1/2" cassette. (SEE ADVERTISEMENT)
 Aiwa America Inc., 35 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-5220. Pres.: Shigeru Inagaki; VP Sales Bill Hoard; Nat'l Sales Mgr.: Bob Fisher.
Audio: Cassette (60, 90, 120).
 Alpha Media Inc., 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; Group VP: Paul M. Hayes; VP Mktg.: Paul E. Adams. (PKG)
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.
Audio: 8-tr. & cassette (custom lengths), open reel.
 American Tape Corp., 1116 Edgewater Ave., Ridgeland, N.J. 07657. Tel: (201) 943-7860. Pres.: Donald H. Gabor; VP Mktg.: K.M. Marani; Plant Mgr.: Francis A. Dermody.
Audio: 8-tr. cassette, open reel.
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 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.
Plants: Opelika, Ala., PO Box 190. Zip: 36801. Tel:

TAPE, BLANK LOADED, MANUFACTURERS

The numbers in parentheses following the 8-track & cassette configurations show recording time in minutes; those following open reel configurations show length of tape in feet.

A A, see Audio Accessories.
 A M P, see Alpha Media.
 A T-Pro, see Abbey Tape
 A T & T (Able Turntable & Tape) Rec'g Inc., 725 N. Highland Ave., Hollywood, Calif. 90028. Tel: (213) 933-5701.
Audio: Cassette (1-1:22).
 A/V Paragon, see Universal Tape.
 Aard-Vark Rec'g, 335 S. Jefferson, Springfield, Mo. 65806. Tel: (417) 866-4104. Owner: John Jacobson.
Audio: 8-tr., cassette.
 Abbey Tape Duplicators, 5358 Cartwright Ave., North Hollywood, Calif. 91601. Tel: (213) 985-3136. Gen. Mgr.: Norman C. Cooke.
Audio: Cassette (2-1:20).
Brand name: AT-Pro
 Able Turntable & Tape, see AT&T.
 Agfa-Gevaert Inc., 275 North St., Teterboro, N.J. 07608. Tel: (201) 288-4100, NYC (212) 279-2560. Pres.: Robert Coppenrath; Nat'l Sales Mgr.: Maria A. Curry; Adv. Mgr.: Miles 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: 30339. Tel: (404) 955-4326. Zone Mgr.: Forrest Cole—Oak Brook, Ill.,



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 Geneva, Switzerland 2 Route des Acacias CH 1227 (022) 435115 Telex: 845-27152

- (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 (1200', 1800', 2500', 3600') broadcast (600', 900', 2500', 3600', 5000').
Video: 1" open reel, 1/2" cassette (10-60), 1/2" EIAJ open reel (1250', 2400'), 1/2" Beta cassette (30,60,120).
- Ampro Prods Inc.**, 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable TAPEXXRON. Telex: 425233. Pres.: Manuel Kopelman; Exec. VP Mktg.: Susanne Tarter; VP: Arthur Lipton.
Audio: 8-tr. (40,60,80), cassette (30,60,90,120). (SEE ADVERTISEMENT)
- 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.
Audio: 8-tr. (40,45,80,90), cassette (60,90).
- 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) 320-1451.
Audio: Cassette (custom lengths)
- Athena Inds. Inc.**, 2200 Industrial Way S., Toms River, N.J. 08753. Tel: (201) 244-8500. Pres.: Sales & Adv. Mgr.: Charles Beres Jr.
Audio: Cassette (custom lengths). (SEE ADVERTISEMENT)
- Audicom Corp.**, 4950 Nome St., Unit C, Denver, Colo. 80239. Tel: (303) 371-3076. Pres.: Jack H. Dunham.
Audio: Cassette & open reel (custom lengths)
- Audio Accessories Co.**, 38 W 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.
- 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., Ridgely, N.J. 07657. Tel: (201) 945-4545. Pres.: M. Donalds; Customer Serv.: Michael Kates.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)
- Audio Magnetics Corp.**, 2602 Michelson Dr., Irvine, Calif. 92716. Tel: (714) 833-0020. Pres.: Isidore Philosoph; VP Sales: James W. Lantz; VP Ind'l Prods.: Stewart B. Schlosberg.
Audio: 8-tr., cassette (45,60,90,120), open reel (1200', 1800', 2400').
Brand names: Tracs, High Performance. (SEE ADVERTISEMENT)
- Audiopak**, see Capitol.
Audiotrack, see Little Warehouse.
- AudioVisual Communications Inc.**, 435 Crooked Ln., King of Prussia, Pa. 19406. Tel: (215) 272-8500. Pres.: John Ballantyne; VP Sales: John Butterworth.
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
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. (45,90), cassette (45,60,90,120), open reel (7"—1800', 2400', 3600'; 10 1/2"—3600').
Brand names: Performance, Professional, Studio.
- Kenneth A. Bacon Assocs.**, 216 Montego Key, Novato, Calif. 94947. Tel: (415) 883-5041. Contact: Kenneth A. Bacon.
Audio: Cassette. (SEE ADVERTISEMENT)
- Bazzy Electronics Corp.**, 39 N. Rose, Mount Clemens, Mich. 48043. Tel: (313) 463-2592. Pres.: L. Allan Bazzy; Gen. Mgr.: Mike Tattan.
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 Prods. Inc.**, 130 Social Hall Ave., Salt Lake City, Utah 84111. Tel: (801) 237-2400. Gen. Mgr.: Dick Allsop; Sales Mgr.: Dave Whipple; Studio Mgr.: Dave Michelsen.
Audio: Cassette (30,45,60,90,120).
- Brand 5**, 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; Adv. Mgr.: Robert C. Davis.
Brand name: Spotmaster.
- C E S Rec'g Inc.**, 4960G S. 83 East Ave., Tulsa, Okla. 74145. Tel: (918) 627-8474.
Audio: 8-tr., cassette (custom lengths up to 90 min.) (SEE ADVERTISEMENT)
- C L C**, see International Audio.
- Capitol Magnetic Prods. (div. of Capitol Recs. Inc.)**, 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6252. Mktg. Dir.: Harry Preston; Prof. Prods. Sales Mgr.: Larry Hockemeyer.
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. (45,60,90,100), cassette (45,60,90,120), open reel (600', 900', 1200', 2400').
Brand name: Audiopak, Capitol, Music Tape by Capitol.
Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel: (815) 397-3200. Pres.: Robert L. Fleming; VP Sales: Sandra L. Fleming; Adv. Mgr.: Janet K. Ratner.
Audio: Cassette.
- Cassette Masters Corp.**, 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605.
Audio: Cassette.
Video: 3/4" cassette.
- 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 Audio & Development Inc.**, 1018 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) 696-0675. Pres. & Sales Mgr.: Carol Anspaugh; Adv. Mgr.: Roberta Genovese.
Audio: Cassette (47,62,92,122).
- 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 & open reel (custom lengths).
- Chase Media Inc.**, Beneficial Life Tower, Suite 1723, Salt Lake City, Utah 84111. Tel: (801) 363-5858. Pres. & Adv. Mgr.: Randall S. Chase; Sales Mgr.: Irel L. Chase.
Audio: 8-tr. (standard lengths), cassette, open reel (custom lengths).
- Christian Dupl'n's Inc.**, 1710 Lee Rd., Orlando, Fla. 32810. Tel: (305) 299-7363.
Audio: Cassette, open reel (custom lengths)
- 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.**, 1930 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; Sales Mgr.: J. A. Buchanan.
Audio: Cassette (10-120).
- Continental Electronics**, 4087 Glencoe Ave., Marina del Rey, Calif. 90291. Tel: (213) 822-2045. Sales Mgr.: John Adams.
Audio: Cassette (45,60,90,120).
- Cook Consultants Inc.**, see Cassettes Inc.

"We can cut the red tape out of your import tape business."

Bill Dawson, Vice President, Marketing
Ultra Specialty Inc.

Q: How does U.S.I. overcome the pricing difficulties and unreliable delivery dates of importing cassette tapes?

DAWSON: We have the complete series of quality *Ultra-sound Cassette tapes*, manufactured to our specifications, at a budget price. We also import a complete line of *duplicator quality cassettes* as well as C-O's. And we have the facility to warehouse them here.

Q: So when you receive an order?
DAWSON: We can ship them immediately.

Q: Is this the only venture Ultra Specialty deals with?

DAWSON: We have a network of contacts both worldwide and domestically, and we do business in almost every area. For example, many of our overseas clients also come to us for *Duplicating and Record Manufacturing Equip-*

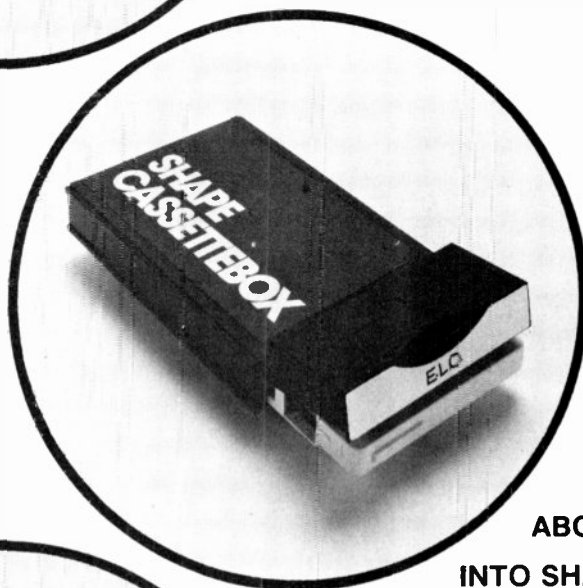
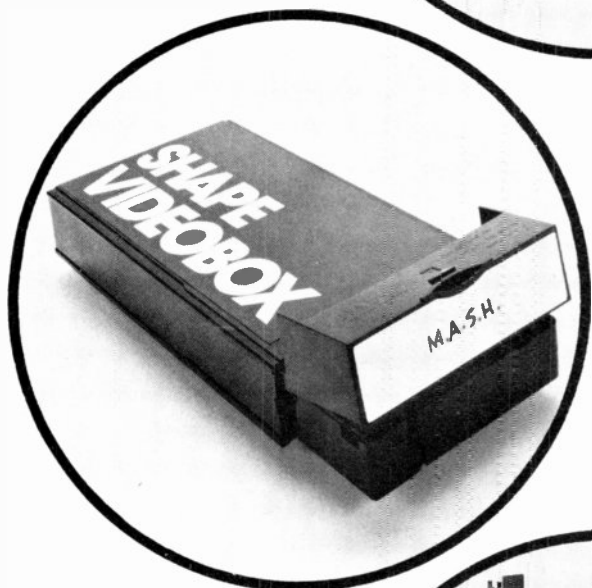
ment. If we don't have it, we find it. You see, our philosophy is based on the trading concept. Our services for our clients works both ways. One day we can be buying the next, we can be supplying. It's quite unique, and it makes for good business.



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World Radio History

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) 776-6553.
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
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.: Frank Rohloff; Prod'n: Jeri Gonzales.
Audio: 8-tr., cassette.

Custom Tape Dupl'rs Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 256-1728. Pres.: L.C. Tant; Sales Mgr.: Mike Tant.
Audio: 8-tr. (5-90), cassette (5-120).

D A K Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559; WATS (800) 423-2636. Pres.: Drew Alan Kaplan.
Audio: Cassette (30,60,90,120), open reel.
Video: 1/2" EIAJ open reel.

Dalsung America Inc., 51 E. 42 St., New York, N.Y. 10017. Tel: (212) 682-6045
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. Exec. VP: Greg Malthus; VP Mktg.: Jere R. Hill; Nat'l Sales Mgr.: Gene Hull.
Audio: 8-tr. & cassette (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 (7"-1200', 1800' 2400', 3600'; 5"-1200'; 1800').

Duotone Co. Inc., 6875 SW 68 Ave., Miami, Fla. 33143. Tel: (305) 665-1121. Pres.: Stephen Nester Sr.; Sales & Adv. Mgr.: Stephen Gibson Nester.
Audio: 8-tr. (35,70,80), cassette (30,60,90,120).

Duplicator Premium, see Recordex Corp.

E. I. du Pont de Nemours & Co. Inc., Magnetic Prods. Div., Photo Prods. Dept., Old du Pont Airport, Bldg. 1, Wilmington, Del. 19898. Tel: (302) 999-4251. Pres.: Edward R. Kane; Mktg. Mgr.: Richard Buckley; Adv. Mgr.: Grif Harrison.
Audio: Cassette (60,90,120).
Video: 3/4" cassette (10-90), 1/2" EIAJ open reel (1250', 1800', 2400', 3600'); 1/2" Beta (60-180 min.) & VHS (60-360 min.) cassette.
Brand name: Crolyn.

Duratape, see Mallory.

Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Chm.: George T. Sadler; Pres.: Paula Saddler; Sales Mgr.: Elias Smyrnakis.
Audio: 8-tr., cassette, mini-cassette, open reel.
Video: 3/4" cassette.
Brand names: Mr. Cassette, Toyota.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180.
Audio: 8-tr. (1-90). (SEE ADVERTISEMENT)

Elvitru Rec'g Music Publ'g Co. & Music Makers Network of America-Prod'ns, PO Box 3022, Wilmington, N.C. 28401. Tel: (919) 762-0474/4706/0539. Pres.: John Lewis Jones; VP: Betty F. 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 Elvitru.

Ferrodyn, see Westape.

Fidelipac (div. of Harvell Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Pres.: Roger Cappello; Sales & Mktg. Mgr.: Arthur Constantine.
Audio: Broadcast cartridge (all lengths).

Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel: (213) 466-9511. Pres.: Alwin P. Schmid; Sales Mgr.: Joseph Bouzaglou.
Audio: 8-tr., cassette, open reel.

Fleetwood Communications Co., 321 Revere St., Revere, Mass. 02151. Tel: (617) 289-6800. Pres.: V.P. Giarrusso; Sales Mgr.: Victor Mancini; Adv. Mgr.: Robin Samora.
Audio: 8-tr., cassette, open reel & broadcast (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. VP & Gen. Mgr.: John Dale; Sales Mgr.: (audio) Gary Conway, (video) Al Bedross; Adv. Mgr.: Paul Kaufman.
Audio: 8-tr. (45,90), cassette (46,60,90,120), open reel (900', 1200', 1800', 3600'); broadcast (2200', 3400', 66600', 9600').
Video: 1" open reel, 3/4" cassette (10,15,20,30,60), 1/2" Beta & VHS cassette.

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100.
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.
Audio: 8-tr., cassette.

High Performance, see Audio Magnetics.

Hilo, see Magnetic Mktg.

Hitachi Sales Corp. of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-8383. Pres.: I. Kawamoto; Sales Mgr.: J. Henricks; Adv. Mgr.: B. Tyngenhof.

Audio: Cassette (60,90).

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)

International Audio Inc., 2934 Malmo Dr., Arlington Heights, Ill. 60005. Tel: (312) 956-6030.
Audio: 8-tr. (45,64,90), cassette (1-120), broadcast (10 sec.-12 min.).
Video: 3/4" 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: 3/4" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette.
Brand names: Emerald, Irish.

Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710. Tel: (516) 785-6480.
Audio: 8-tr. (35-80), cassette (30-120).

J & I Cassette, 23947 Ventura Blvd., Calabasas, Calif. 91302. Tel: (213) 992-6200. Pres.: John F. Brennan; Sales & 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.
Video: 3/4" cassette (15,20,30,60), 1/2" EIAJ open reel, 1/2" VHS cassette.

Ray Jacobs Audio Inc., 2739 Signal Pkwy., Long Beach, Calif. 90806. Tel: (213) 595-6811. Pres.: Ray Jacobs; Sales Mgr.: Larry Stagnaro; Adv. Mgr.: Robert Ellsworth.
Audio: 8-tr., cassette, open reel (standard & custom lengths).
Brand name: RJA.

Javelin Electronics, 6357 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 641-4490.
Video: 1/2" EIAJ open reel.

Jet Pak, see Tape-A-Thon.

Ken-Del Prod'n 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).

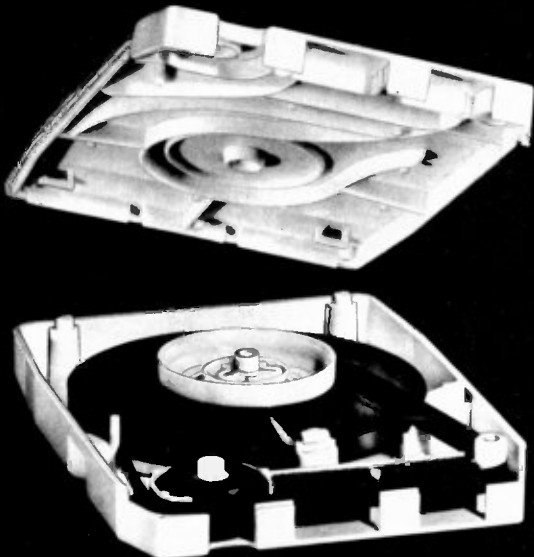
Kim-Pat Ents., PO Box 654, Hillwood Dr., Fayetteville, Tenn. 37334. Tel: (615) 433-2323 / 5661. Pres.: Bill Trigg.
Audio: 8-tr. (custom lengths).

King's Place Inc., PO Box 148, New Providence, Pa. 17560. Tel: (717) 284-4165. Pres. & Sales Mgr.: John O. Yoder.
Audio: 8-tr. (1-60), cassette (1-90).

Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85719. Tel: (602) 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian.

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Lear Jet Stereo, see Electronic Homes

Le Bo Prods Co. Inc., 58-60 Grand Ave., Maspeth, N.Y. 11378 Tel (212) 894 5155 Chm. Peter Dayton, Pres. Al Alexander, Mktg. Dir. Gary Schwarz, Nat'l Sales Mgr. Arthur Klein
Audio: 8-tr. (30,40,45,80,90), cassette (60,90,120)
Brand names: Le Bo, 4 Starr (SEE ADVERTISEMENT)

Lecture Brand, see Robins

Leda, see Continental Electronics

Little Warehouse Inc., 1820 W. Schaaf Rd., Cleveland Ohio 44109 Tel (216) 398 9438 Pres. James D. Lesnick
Audio: 8-tr. (1,100), cassette (1,120), open reel
Brand name: Audiotrack

M J S, 2514 Seaboard Ave., San Jose, Calif. 95131 Tel (408) 262-8793 Pres. Michael Steiner
Audio: 8-tr. (46,60,90,100), cassette (46,62,92,120), open reel (1800'), broadcast (1-22 min.)

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)
Magnex 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 1/2" 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, Adv. Mgr. Bob Kline
Audio: Endless cassette (standard Phillips type)
Marmac, see Mastro

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel (212) 547-5600 Pres. Mario Maccaferri
Audio: 8-tr. (45,90), cassette (30,45,60,90,120)
Brand name: Marmac (SEE ADVERTISEMENT)

Maxell Corp. of America, 60 Oxford Dr., Monroeville, N.J. 07074 Tel (201) 440 8020 Pres. T. Okada, VP Consumer Audio/Video Gene LaBrie, Nat'l Sales Mgr. Professional Industrial Prods. Jim Ringwood, Adv. & Prod. Mgr. Paul Miller
Audio: 8-tr. (46,60,90), cassette (46,60,90,120), open reel (1200', 2400', 2500', 3600')
Video: 3/4" cassette (30,60), 1/2" EIAJ open reel (1200', 2400'), 1/2" VHS cassette (60-120 min.)

Media Int'l Inc., 425 N. Michigan, Chicago, Ill. 60611 Tel (312) 467-5430 Pres. & Sales Mgr. Duane Lundeen, Adv. Mgr. Margaret Lundeen
Audio: 8-tr., cassette, open reel, broadcast (custom lengths)

Memorex Corp., 1600 Memorex Dr., Santa Clara, Calif. 95052 Tel (408) 987 1752 Pres. Robert C. Wilson, 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 Spinghouse Rd. Zip 22101 Tel (703) 821 3300
Audio: 8-tr. (45,60,90), cassette (30,45,60,90,120), open reel (1200', 1800', 2400', 3600')
Video: 1" open reel 3/4" cassette 1/2" EIAJ open reel
Brand name: Memorex Pro (SEE ADVERTISEMENT)

Memory Media Prods., 1417 E. Edinger Ave., Santa Ana, Calif. 92705 Tel (714) 835-0317 Pres. Edward A. Conti, Sales & Adv. Mgr. Michael Bartlett
Audio: Cassette, open reel
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" Beta & VHS Cassette
Brand name: Spectrum

Metacom Inc., 1401 B W. River Rd. N., Minneapolis, Minn. 55411 Tel (612) 588 2781 Pres. James I. McCann, Sales Mgr. Phillip T. Levin, Adv. Mgr. J.J. Binsfeld
Audio: Cassette (33,60,63,90,93,120,123)
Brand name: Rezound

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens, Fla. 33015 Tel (305) 558-9211 Pres. Carlos Garcia, Sales Mgr. Mirella Tunon
Audio: 8-tr. (40,60,90), cassette (40,60,90,120)

Michele Audio Corp., Andrew Street Rd., Massena, N.Y. 13662 Tel (315) 769 2448 Pres. Ginette Cormier, Sales Mgr. Harold Friedman, Mgr. Jack Daniels
Audio: 8-tr. (40,60,80,90), cassette (60,90,120)
Brand names: Michele, Michele
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)

Mother Dubbers Inc., 2537 Carlisle, Dallas, Tex. 75201 Tel (214) 651-9544
Audio: 8-tr., cassette & open reel (custom lengths)
Brand name: Motherlode

Motherlode, see Mother Dubbers

Music Tape by Capitol, see Capitol

Musitron Inc., 2534 1/2 W. Pico Blvd., Los Angeles, Calif. 90006 Tel (213) 380-6840
Audio: 8-tr., cassette

N M I, Master Sound Studios, 516 W. 75 St., Kansas City, Mo. 64114 Tel (816) 333-9617 Pres. Mike Green, Sales Mgr. Eugene Gold, Adv. Mgr. Charles Smith

Audio: 8-tr., cassette
Nagra Magnetic Rec's Inc., 19 W. 44 St., New York, N.Y. 10036 Tel (212) 840 0999
Audio: Open reel

Nakamichi Research (USA) Inc., 1101 Colorado Ave., Santa Monica, Calif. 90401 Tel (213) 451-5901 Pres. E. Nakamichi, Mktg. Dir. Ted Nakamichi, Sales Dir. Ken Ohba, Technical Dir. Harron K. Appleman
Audio: Cassette (60,90)

Nassau, see Telephone Dynamics

National Audio Co. Inc., 1911 S. Stewart, Springfield, Mo. 65804 Tel (417) 883-5377
Audio: 8-tr. (42,84), cassette (42,60,90,120 & custom lengths), open reel, broadcast

Northwestern Inc., 1224 SW Broadway, Portland, Ore. 97205 Tel (503) 226 0170 Pres. Robert M. Lindahl, Sales Mgr. Paul A. Buescher
Audio: Cassette (custom loaded)

Olson Electronics Inc., 260 S. Forge St., Akron, Ohio 44327 Tel (216) 535-1800 Pres. W.R. Wolf, VP. Mktg. Jack D. Hardke, Sales Mgr. Tom Wilkinson, Adv. Mgr. John Gaylor
Audio: 8-tr. (45,90), cassette (45,60,90,120), open reel
Brand names: Olson, Shield, Teledyne

P S C Prod. ns, 1754 Lustrana St., Honolulu, Hawaii 96813 Tel (808) 537-1251
Audio: Cassette (30,45,60,90 & custom lengths), open reel (1200', 1800')

Panasonic (div of Matsushita Electronic Corp. of America), 1 Panasonic Way, Secaucus, N.J. 07094 Tel (201) 348 7000
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Audio: Cassette (60,90)
Video: 3/4" cassette, 1/2" VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge

Park, see Robins

Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656 Tel (312) 867-9200 Pres. Tom Horton, VP. Mktg. James R. Dow, Sales Mgr. Joe Hollenkamp
Audio: Cassette (10-120) (SEE ADVERTISEMENT)

Performance, see BASF

Philips High Fidelity Labs. Ltd., 1700 Magnavox Way, Fort Wayne, Ind. 46801 Tel (219) 432-8516 Pres. & Adv. Mgr. Gerald Orbach, Nat'l Sales Mgr. Phil Welch
Audio: Cassette (60,90)

Phoenix, see Infonics

Pro, see Memorex

The Pro, see Utopia Ultra Sound

Professional, see BASF

Project 70 Audio Servs. Inc., 1127 Spring St. NW, Atlanta, Ga. 30309 Tel (404) 875-7008 Pres. Jerry L. Conner
Audio: Cassette (custom lengths for duplicators)

Quantitape, see Sound Studios

R J A, see Ray Jacobs Audio

R K O Nat'l Tape Serv. Inc., 3 Fairfield Crescent, West Caldwell, N.J. 07006 Tel (201) 575 8484 Pres. George Cabalbo, VP & Gen. Mgr. Hugh Wallace
Audio: Cassette (60,90)

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. David Beckerman, 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. & Adv. Mgr. Ray Abrams Sr., Sales Mgr. Ray Abrams Jr.
Audio: 8-tr.

Realistic, see Radio Shack

Recorder Corp., 1300 Booth Ave., Atlanta, Ga. 30318 Tel (404) 351 7062 Pres. Tom Allen
Audio: Cassette (5-120)

Brand name: Duplicator Premium

Recortec Inc., 777 Palomar Ave., Sunnyvale, Calif. 94086 Tel (408) 735 8821 Pres. Lester H. Lee, Sales Mgr. Ron R. Troxell
Audio: Cassette (custom lengths)
Video: 3/4" cassette (5,60 min.) (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. (40,45,80,90,100), cassette (45,60,90,120), open reel (5" reel-600', 900', 1200', 1800', 7" reel-1200', 1800', 2400', 3600')

Redding Radio (div of SJ Inds. Inc.) PO Box 344, Fairfield, Conn. 06430 Sales Mgr. Sascha Deale, Adv. Mgr. P. Barnum
Audio: Cassette (60,90), open reel (1200', 1800', 2500', 3600'), broadcast

Remington, see American Tape

Rezound, see 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, Sales Mgr. Dan Burton
Audio: 8-tr., cassette, open reel (custom lengths)

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725 Tel (516) 543 5200 Pres. Herman Post, Nat'l Sales & Adv. Mgr. Stu Caine
Audio: 8-tr. (40,64,80), cassette (60,90,120), minicassette (30), open reel (300', 900', 1200', 1800', 2400', 3600')

Brand names: Brand Five, Lecture, Park

Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520 Tel (516) 868-2880 Pres. Mervin A. Dayan
Audio: Cassette (60,90)

S D S Tape Inc., 6730 Santa Barbara Court, Baltimore, Md.

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S S K Ent's, Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (805) 495-1214.
Audio: 8-tr. (1-99).
Brand name: Exactime

M. R. Sand & Co., PO Box 2255, 6211 Milan Rd., Sandusky, Ohio 44870. Tel: (419) 625-0028. Pres. & Sales Mgr.: 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)

Shield, see Olson Electronics.

Sony Corp. of America, 9 W. 57 St., New York, N.Y. 10019. Tel: (212) 371-5800. **Local branch:** 47-47 Van Dam St., Long Island City 11101. Tel: 361-8600.
Sales & distribution branches: Brisbane, Calif., Crocker Ind'l Park, 230 W. Hill Pl. Zip: 94005. Tel: (415) 467-4900.—Compton, Calif., 700 W. Artesia Blvd. Zip: 90220. Tel: (313) 537-4300.—Miami, Fla., 5125 NW 165 St. Zip: 33104. Tel: (305) 624-1651.—Atlanta, Ga., 2300 Peachford Rd., Suite 2131. Zip: 30338. Tel: (404) 451-7501.—Honolulu, Hawaii, 1020 Auahi St. Zip: 96814. Tel: (808) 531-5981.—Niles, Ill., 6801 W. Jarvis St. Zip: 60648. Tel: (312) 792-3600.—Ferndale, Mich., 10610 Galaxie. Zip: 48220. Tel: (313) 548-9325.—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" quad, 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette
Brand name: Betamax, U-matic.

Sound/Pro Inds. Inc., 347 Culver Blvd., Playa del Rey, Calif. 90291. Tel: (213) 822-0510. Pres.: Donald K.M. Rothger; Sales Mgr.: Pierre Basbous; Adv. Mgr.: Linda Newton.
Audio: 8-tr. (45,60,90), cassette (45,60,90). (SEE ADVERTISEMENT)

Sound Studios, 230 N. Michigan Ave., Chicago, Ill. 60601. Tel: (312) 236-4814. Pres.: Jerry Markham; VP & Gen. Mgr.: Dan Tynus.
Audio: Cassette, open reel, broadcast (custom lengths).
Brand name: Quantitape.

Spectrum, see Memory Media.

Spotmaster, see Broadcast Electronics.

Studio, see BASF.

Studio Magnetics Co. Inc., 83 Carlough Rd., Bohemia, N.Y. 11716. Pres.: George Clahane; VP: Craig Balaban
Audio: Cassette (custom lengths), open reel.
Video: 3/4" cassette (custom lengths)
Brand names: Studio Magnetics, Studio Master, Studio Pro, Studio Standard

Super Avilyn, see TDK

Superscope Inc., 20525 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 998-9333.
Branches: Itasca, Ill., 1300 Norwood Ave. Zip 60143. Tel: (312) 569-2147.—Troy, Mich., 591 Executive Dr. Zip 48084. Tel: (313) 588-7200.—Woodside, N.Y., 56-08 37 Ave. Zip: 11377. Tel: (212) 446-7227.—Bellevue, Wash., 12842 NE 15 Pl. Zip: 98005. Tel: (206) 454-5162.
Audio: 8-tr. (45,90), cassette (62,92,122).
Supertape, see Radio Shack

Swire-Intermagnetics Co., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 393-9281. Pres. George Johnson; VP Sales & Mktg.: Robert Dunn; VP Communications: Bruce Weber.
Audio: 8-tr. (45,90), cassette (45,60,90,120).

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. VP: Ken Kohda; Nat'l Mktg. Mgr.: Bud Barger; Ass't Adv. Mgr.: Bob Miller.
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: 3/4" cassette, 1/2" VHS cassette.
Brand name: Super Avilyn. (SEE ADVERTISEMENT)

Tape-A-Thon Corp., 502 S. Isis, Inglewood, Calif. 90301. Tel: (213) 776-7933. Pres.: Lee Tate; Exec. VP & Sales & Mktg. Dir.: Wally Rubin.
Audio: Super cassette (16 hours).
Brand name: Jet Pak, Trak-4

Tape Duplrs of Florida Inc., 785 W. 83 St., Hialeah, Fla. 33014. Tel: (305) 822-7585. Pres.: John R. Urgell; Sales Mgr.: Alberto Mestre.
Audio: 8-tr., cassette

Tape Head Co Inc., 665 S. State St., Salt Lake City, Utah 84111. Tel: (801) 521-3838. Pres.: Stan Schubach.
Video: 3/4" cassette, 1/2" Beta & VHS cassette.
Brand name: Teleprosys.

Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel: (516) 561-6080. Pres.: Arthur Brandwein; Sales Mgr.: M. Medina.
Video: 1/2" Beta & VHS cassette.

Tape Packaging Assocs., 740 W. Collins, Orange, Calif. 92667. Tel: (714) 997-4173/4177. Pres. & Sales Mgr.: William L. Starling Jr.; Adv. Mgr.: Joyce A. Starling.
Audio: 8-tr., cassette.
Video: 3/4" cassette, 1/2" EIAJ open reel (30,60), 1/2" Beta & VHS cassette.

Tape Specialty Inc., 13411 Satcoy St., North Hollywood,

Calif. 91605. Tel: (213) 873-5400, 786-6111. Contact: Len Feldman.
Audio: Cassette (2-122).

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 (1-94).

Teledyne, see Olson Electronics.

Telephone Dynamics Corp., 2473-A Jerusalem Ave., North Bellmore, N.Y. 11710. Tel: (516) 221-9470
Audio: Cassette, open reel (custom lengths).
Brand name: Nassau.

Teleprosys, see Tape Head.

3 M Co., Magnetic Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1110. Div. VP: John E. Povolny; Sales Mgr.: S.R. Frederickson; 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 (1200',1800',2400',3600'), broadcast.
Video: 2" quad, 1" helical, 1" open reel, 3/4" cassette (5,10,15,20,30,40,50,60), 1/2" VHS cassette (60-120 & 120-240 min.), 1/2" Beta cassette (30-60 & 60-120 min.)
Brand name: Scotch. (SEE ADVERTISEMENT)

Tracs, see Audio Magnetics.

Trak-4, see Tape-A-Thon.

Triad Prods. Inc., 1910 Ingersoll, Des Moines, Iowa 50309. Tel: (515) 243-2125.
Audio: Cassette (5-94).

U-matic, see Sony.

U T C, see Universal Tape.

Ultra Specialty Inc., 20700 Belshaw Ave., Carson, Calif. 90746. Tel: (213) 979-0338. Cable: ULTRASPEC. Telex: 194566 Ultraspec Crsn. Pres.: Don Wong; Pres. Ultraspec Int'l: Gary Lyle; VP Mktg.: Bill Dawson.
Audio: Exports—CBS 8-tr., cassette, duPont chromium film; imports—Ultrasound consumer tape prods., duplicator cassettes. (SEE ADVERTISEMENT)

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, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge (custom lengths).
Brand name: A/V Paragon, UTC, Universal.

Utopia Ultra-Sound, 38-40 S. First St., Newark, Ohio 43055. Tel: (614) 345-9426. Pres.: Robert H. Kirk Jr.
Audio: 8-tr., cassette
Brand name: The Pro

Victory Press Inc., 600 SW 10, Suite 502, Portland, Ore. 97205. Tel: (503) 222-6138. Pres.: Dan E. Gordon; Sales Mgr.: J.E. Gordon; Adv. Mgr.: S.R. Gordon.
Audio: 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.

Westtape, 503-C Vandell Way, Campbell, Calif. 95008. Tel: (408) 379-0871. Sales Mgr.: Mike Papp.
Audio: 8-tr. (90), cassette (custom lengths in 1 minute increments).
Brand name: Ferrodyne

Zenth Radio Corp., 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-2000.
Audio: 8-tr. (45,90), cassette (30,45,60,90,120).

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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 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: 30339. Tel: (404) 955-4326. Zone Mgr.: Forrest Cole.—Oak Brook, Ill., 2803 Butterfield Rd., Suite 200. Zip: 60521. Tel: (312) 242-1915. Zone Mgr.: Fred Schaezting.—Lexington, Mass., Lexington Office Center, Hayden Ave. Zip: 02173. Tel: (617) 890-5430. Reg'l Mgr.: R. Kleine.—Waldwick, N.J., 150 Hopper Ave. Zip: 07463. Tel:

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(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.: 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.

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, open reel.

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.

Associated Audio Servs. Inc., 14 Willett Ave., Port Chester, N.Y. 10573. Tel: (914) 937-5129. Pres. D. Richard Kraus; Sales & Adv. Mgr.: Robert Pinchbeck.

Audio: Cassette.

Audicom Corp., 4950 Nome St., Unit C, Denver, Colo. 80239. Tel: (303) 371-3076. Pres. Jack H. Dunham; Richard Sanders, Chief Eng.; David Howard.

Audio: Cassette, open reel.

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres. M. Donalds; Customer Serv.: Michael Kates.

Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Audio Magnetics Corp., 2602 Michelson Dr., Irvine, Calif. 92716. Tel: (714) 833-0020. Pres. Isidore Philoppe; VP Sales: James W. Lantz; VP Int'l Prods.: Stewart B. Schlosberg.

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

Brand names: Tracs High Performance. (SEE ADVERTISEMENT)

Audiotape, see Capitol
B A S F Systems, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000.

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: Cassette.
Burlington Audio Tapes Inc., 10 Commercial St., Hicksville, N.Y. 11801. Tel: (516) 433-4466. Pres. Ruth Schwartz; VP Sales & Adv. Mgr. Rudy Schwartz.

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

Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Brand name: Olympic.

Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6252. Mktg. Dir. Harry Preston; Prof. Prods. Sales Mgr. Larry Hockemeyer.

Sales offices: **Niles, Ill.**, 6401 Gross Point Rd. Zip: 60648. Tel: (312) 775-7101—**Germentown, 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) 617-8390.

Int'l branches: England, Singapore.

Audio: 8-tr., cassette.

Brand Name: Audiotape.

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, open reel.

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.**, 1930 Century Park W. Zip: 90067. Tel: (213) 556-4836. Nat'l Sales Dir.: Jerry Branough.

Plant: **Danbury, Conn.**, 15 Great Pasture Rd. Zip: 06810. Tel: (203) 744-3555. Plant Mgr.: Ray Hughes.

Audio: 8-tr., cassette.

Comsette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4528. Pres.: Richard W. Moore. Sales Mgr.: J.A. Buchanan.

Audio: 8-tr., cassette.

Cory Sound Co., 440 Brannan St., San Francisco, Calif. 94107. Tel: (415) 543-0440. Pres. George Cory; VP & Pres. Ngr Mgr.: Phillip C. Markinson. VP Sales: Lou Sinclair.

Audio: Cassette, open reel, broadcast.

Crolyn, see E I du Pont.

D A K Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559; WATS (800) 423-2636. Pres.: Drew Alan Kaplan.

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

Video: 1/2" EIAJ open reel.

Delta Magnetics, 1901 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 627-6556.

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

Donnak Inds., PO Box 422, Ridgefield, N.J. 07657. Tel: (201) 945-6820. Pres.: Marvin Donalds; VP: Rudolph Puntilio; Customer Serv.: Michael Kates.

Audio: Cassette. (SEE ADVERTISEMENT)

E I du Pont de Nemours & Co. Inc., Magnetic Prods. Div., Photo Prods. Dept., Old du Pont Airport, Bldg. 1, Wilmington, Del. 19898. Tel: (302) 999-4251. Pres. Edward R. Kane; Mktg. & Sales Mgr.: E. Richard Buckley; Adv. Mgr.: Grif Harrison.

Audio: Cassette.

Brand name: Crolyn.

Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Chm.: George T. Sadtler; Pres. Paula Sadtler; Sales Mgr. Elias Smyrnakis.

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

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 237-3180.

Audio: 8-tr. (SEE ADVERTISEMENT)

Fidelipac (div. of Harvell Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Pres. Roger Cappello; Sales & Mktg. Mgr.: Arthur Constantine.

Audio: Broadcast cartridge.

Finebit Mfg. Co. Inc., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel: (213) 466-9511. Pres. Alwin P. Schmid; VP: Joseph Bouzoglou.

Audio: 8-tr., cassette.

Video: 3/4" cassette, 1/2" EIAJ cartridge.

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100.

Audio: 8-tr., cassette.

High Performance, see Audio Magnetics.

Hilo, see Magnetic Mktg.

Infonics Inc., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel: (219) 879-3381. Pres.: Paul C. Lloyd.

Audio: Cassette. (SEE ADVERTISEMENT)

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: 3/4" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette.

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.

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

Brand name: Hilo, MMC (SEE ADVERTISEMENT)

Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Pres.: Aaron Wasserstrom; Gen. Sales Mgr.: Douglas Scott.

Int'l branch: Korea, IPO Box 5006, Seoul.

Audio: Cassette.

Brand name: TM-100.

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, 1/2" EIAJ open reel.

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens, Fla. 33015. Tel: (305) 558-9211. Pres.: Carlos Garcia; Sales Mgr.: Mirella Tunon.

Audio: 8-tr., cassette.

Olympic, see Burlington.

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., cassette, open reel. (SEE ADVERTISEMENT)

Swire-Intermagnetics Co., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 393-9281. Pres. George Johnson; VP Sales & Mktg.: Robert Dunn. VP Communications: Bruce Weber.

Audio: 8-tr., cassette.

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. VP Ken Kohda; Nat'l Mktg. Mgr.: Bud Barger; Ass't Adv. Mgr.: Bob Miller.

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., cassette, open reel.

Video: 3/4" cassette, 1/2" cassette. (SEE ADVERTISEMENT)

T M-100, see Magnetic Media

Tape Packaging Assocs., 740 W. Collins Ave., Orange, Calif. 92667. Tel: (714) 997-4173/4177. Pres. & Sales Mgr.: William L. Starling Jr.; Adv. Mgr.: Joyce A. Starling.

Audio: 8-tr., cassette.

3 M Co., Magnetic Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1110. Div. VP John E. Povolny; Sales Mgr.: S.R. Fredrickson; Mkt. Development Mgr.: R.F. Burnett; 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) 589-2863—**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—**Farmingington, 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—

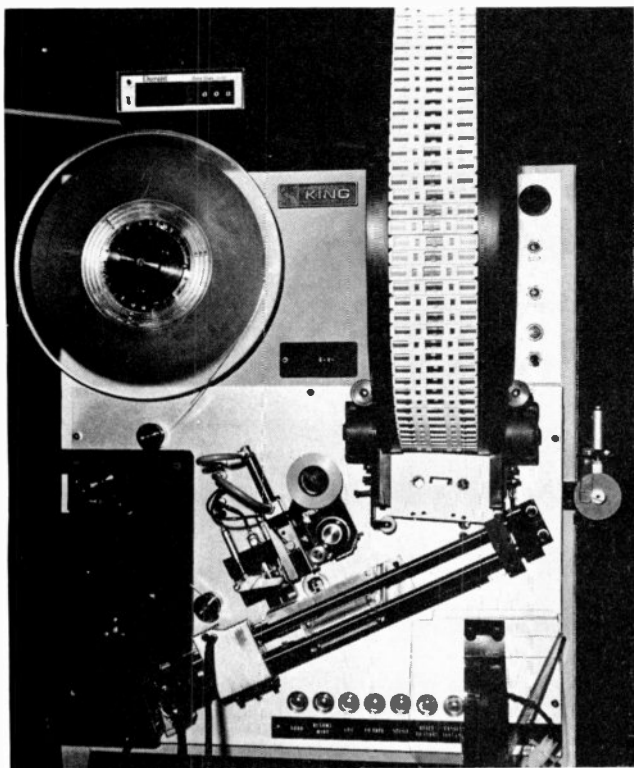
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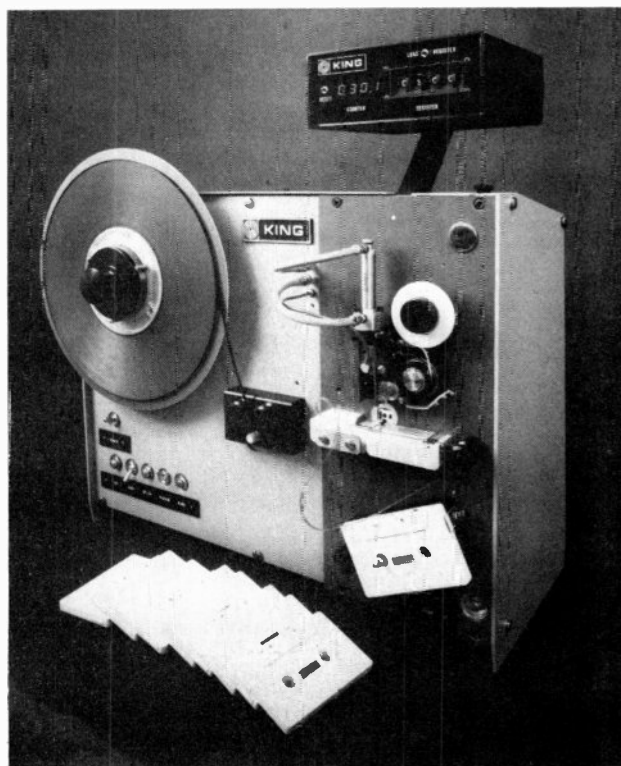
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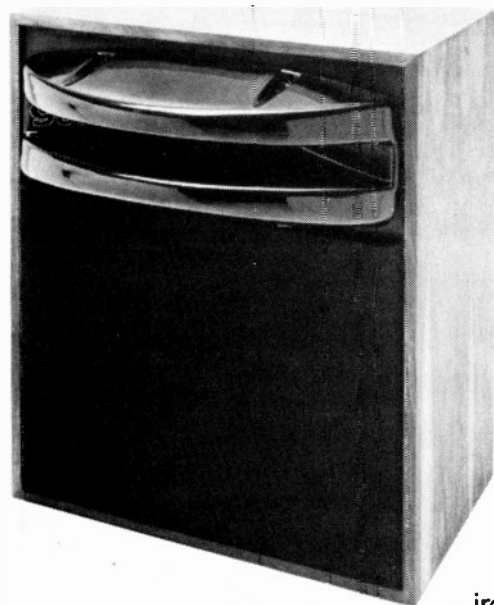
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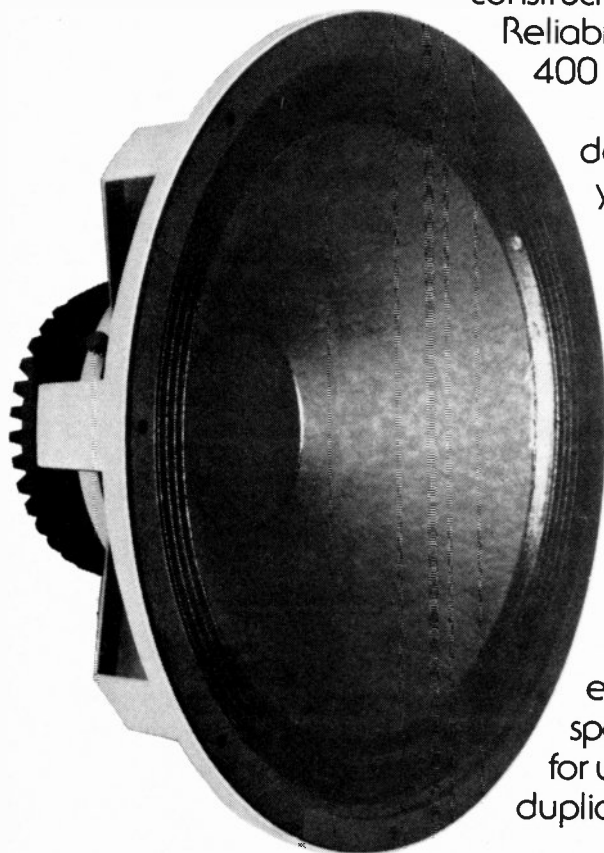
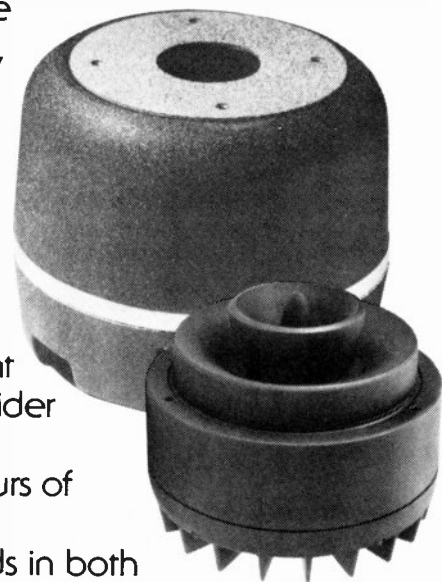


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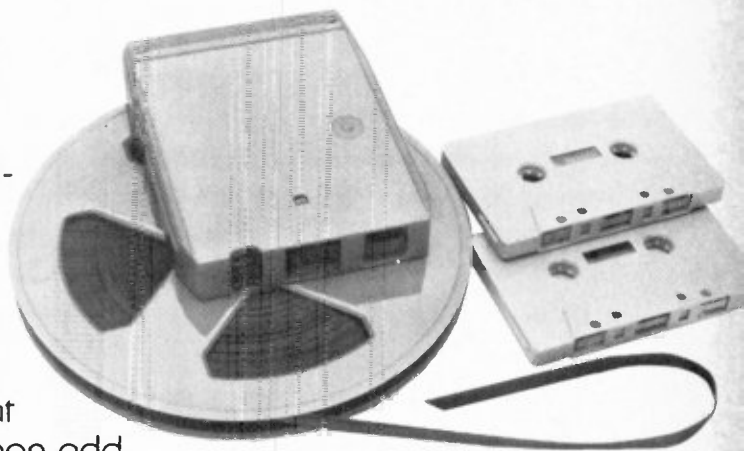


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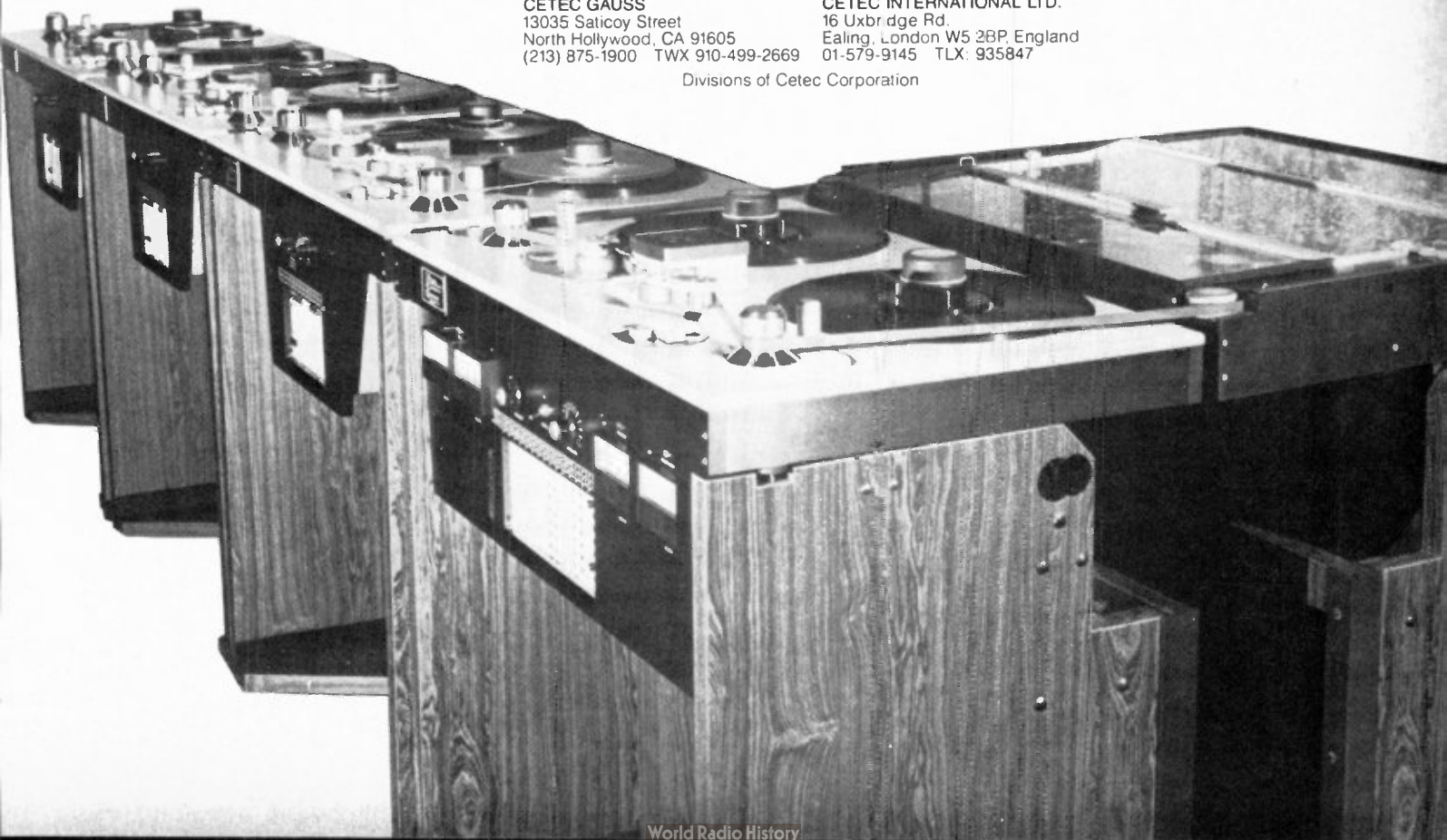
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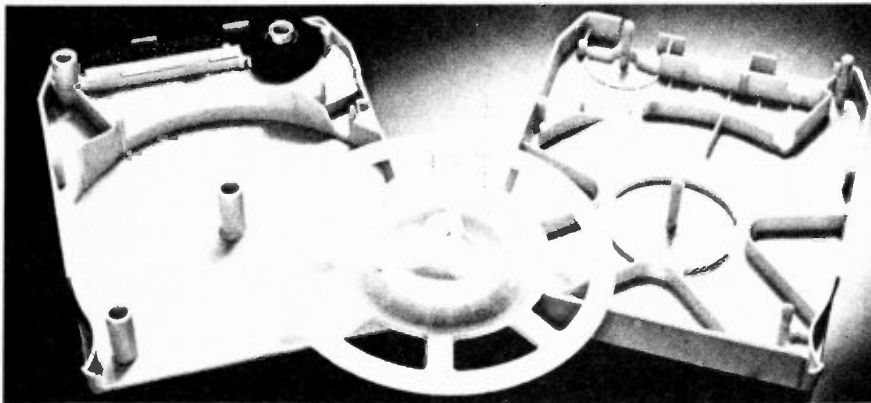
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Ed-Pic, see Pickering Audio-Tronics.

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Gauss, see Cetec.

Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411. Pres.: Stephen F. Temmer. VP: Eli Passin.
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Brand name: Magnetophon, Telefunken.

Grandy, see MTI.

I E M, see International Electro-Magnetics.

I T I, see Investment Technology.

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)

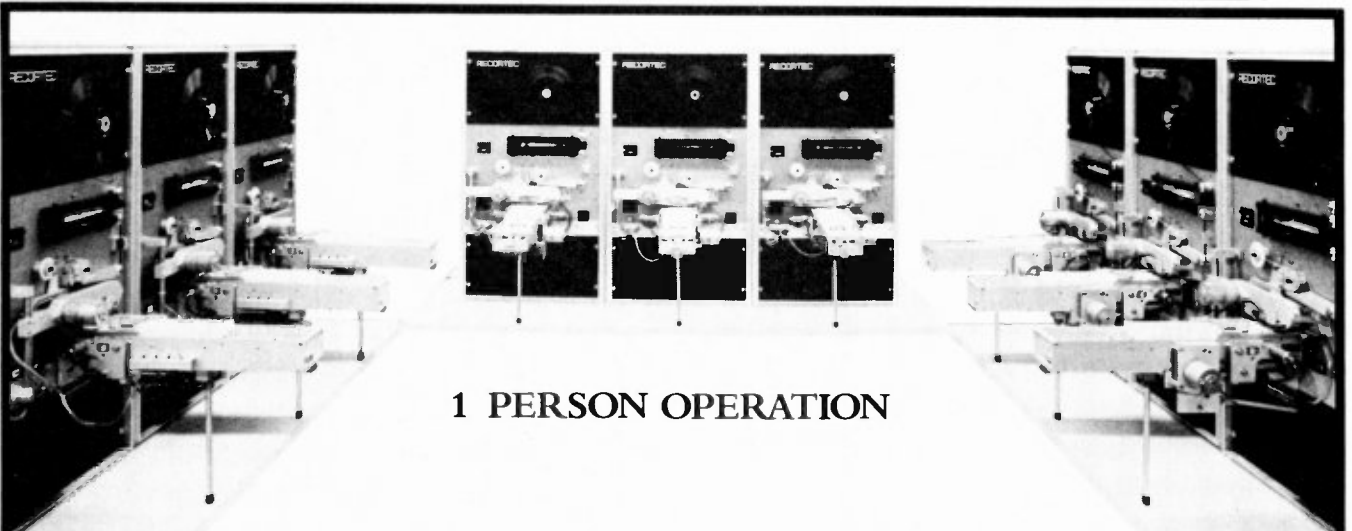
Intermagnetics Corp., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 393-9281. Pres.: Terry C. T. Wherlock. VP Sales: Doug Rowlands. VP Communications: Bruce Weber.
Audio & video: Coaters, slitters, calanders, assembly & test equip. (SEE ADVERTISEMENT)

International Audio Inc., 2934 Malmö Dr., Arlington Heights, Ill. 60005. Tel: (312) 956-6030.
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Calif 90806 Tel (213) 595-6811 Pres Ray Jacobs.
Sales Mgr Larry Stagnaro. Adv Mgr Robert Ellsworth

Audio: High-speed duplicators.
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M T I Corp., 124 Montclair Ave., Montclair, N.J. 07042 Tel (201) 744-2220 Pres Timothy A. Cole
Audio: High-speed duplicators & loaders
Brand name: Audio/Tek Grandy. (SEE ADVERTISEMENT)

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.
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Mini Max, see Recordex Corp.
Otari Corp., 981 Industrial Rd., San Carlos, Calif 94070 Tel (415) 593-1648 Pres Jack Soma. Sales Mgr. S. Krampf. Adv. Mgr. David McClurg.
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P C E, see Professional Cassette Equip.
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Audio & Video: Unwinders, conditioning units, copiers, 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. Sales Mgr. Joe Hollenkamp
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Phoenix, see Infonics
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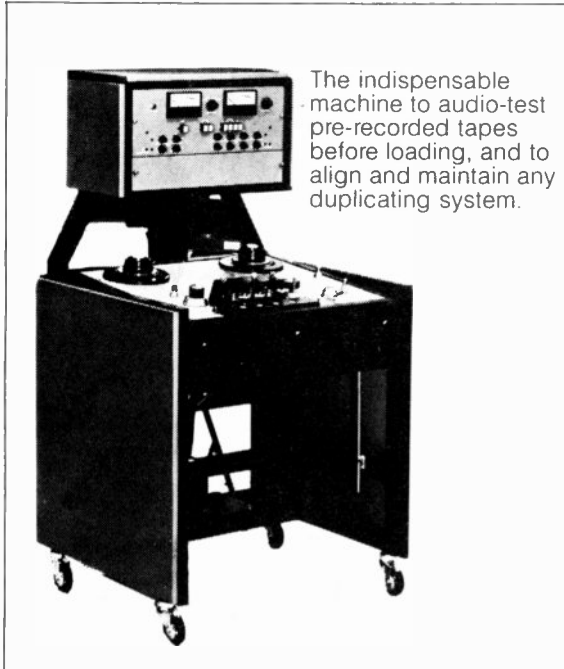
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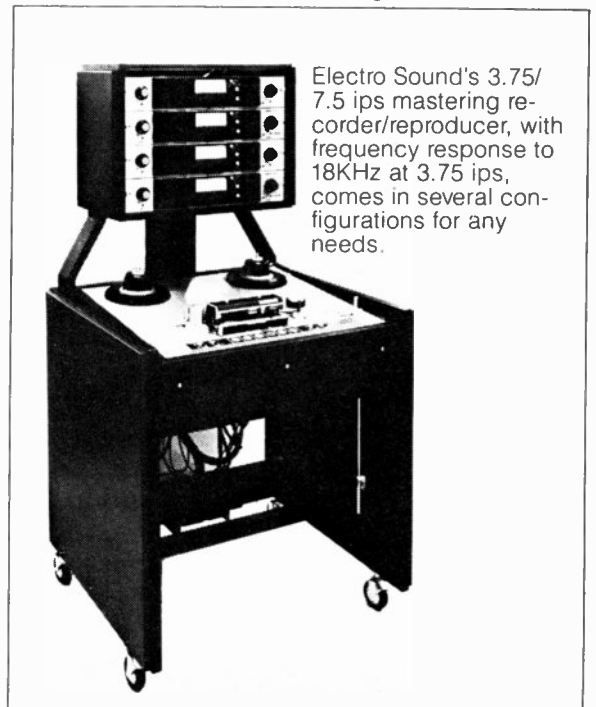
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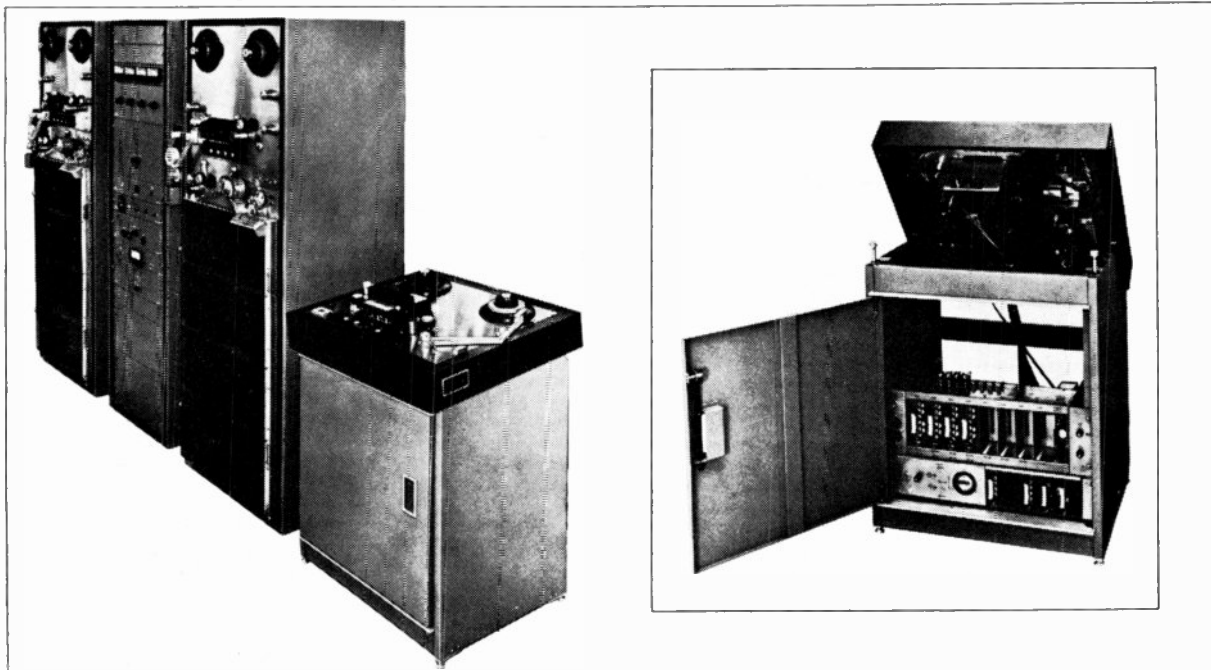
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Recordex Corp., 1300 Booth Ave., Atlanta, Ga. 30318. Tel (404) 351-7062. Pres.: Tom Allen. (Also see Pickering Audio-Tronics & Singer Prods.)
Audio: Cassette & reel to cassette duplicators, in-cassette duplicating systems.
Brand name: Mini Max, Recordex, Super Pro.
Recortec Inc., 777 Palomar Ave., Sunnyvale, Calif. 94086. Tel: (408) 735-8821. Pres.: Lester H. Lee, Sales Mgr.: Ron R. Troxell.
Audio: Automated cassette duplicators & loaders. (SEE ADVERTISEMENT)
Rockford Automation, 3381 Forest View Rd., Rockford, Ill. 61109. Tel: (815) 398-7601. Prod. Mgr.: Jay Treadway.
Audio & Video: Cassette automatic assembly systems
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Audio: Automatic & semi-automatic cassette & 8-tr. assembly equip., automatic 8-tr. splicers & winders. (SEE ADVERTISEMENT)
Singer Prods. Co. Inc., 875 Merrick Ave., Westbury, N.Y. 11590. Tel: (516) 333-2000. Pres.: Arthur A. Singer; Sales Mgr. Steven Schiffman; Adv. Mgr.: S.M. Beriman. (Export only)
Audio: Tape winders & duplicators.
Brand name: Recordex
Studer Revox America Inc., 1819 Broadway, Nashville, Tenn. 37203. Tel: (615) 329-9576. Pres.: Bruno Hochstrasser, Nat'l Sales Mgr.: Rob Robinson.
Audio: Master recorders, quality control recorder/reproducer. (SEE ADVERTISEMENT)
Super Pro, see Recordex Corp.
Superscope Tape Dupl'g Prods. Inc. (sub. of Superscope Inc.), 20525 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 998-9333 x.2294. Pres.: Joseph S. Tuchinsky; Mktg. & Sales Mgr.: Jerry Epstein.
Audio: Automatic cassette loader.
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Audio: Cassette & open reel pancakes.
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Stream, N.Y. 11582. Tel: (516) 561-6080. Pres.: Arthur Brandwein; Sales Mgr.: M. Medina
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Telefunken, see Gotham Audio.
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Audio: 8-tr. duplicators. (SEE ADVERTISEMENT)
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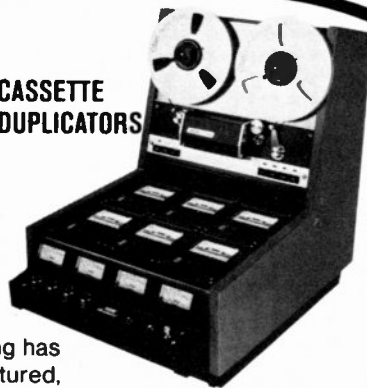
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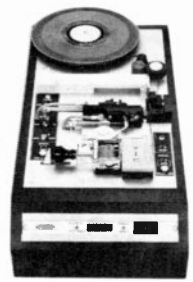
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Product: Labeling machines.

Cinema Sound Corp., see Investment Technology.

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Product: 8-tr. & cassette labels & labeling machines, tape mailer packages.

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Copy-Art Photographers (div. of James J. Kriegsmann), 165 W. 46 St., New York, N.Y. 10036. Tel (212) 757-0233. Pres. James J. Kriegsmann. **Local branch:** 1619 Broadway Tel 757-0236.
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Cre'8 Video Servs. Ltd., PO Box 5136, Zip 85010, Embassy Square, 805 N. Fourth Ave., Phoenix, Ariz. 85003. Tel (602) 257-1978.
Product: Covers, stickers, labels.

Cross Int'l, see MTI.

D A K 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.

Disc Printing (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., 3319 E. Ten Mile Rd., Warren, Mich. 48091. Tel (313) 755-2530. Pres. Frank Day; VP. Paul M. Hayes, 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. Zavatore.
Product: Horizontal-loading packaging equip.
Brand name: E-System, Econoseal.

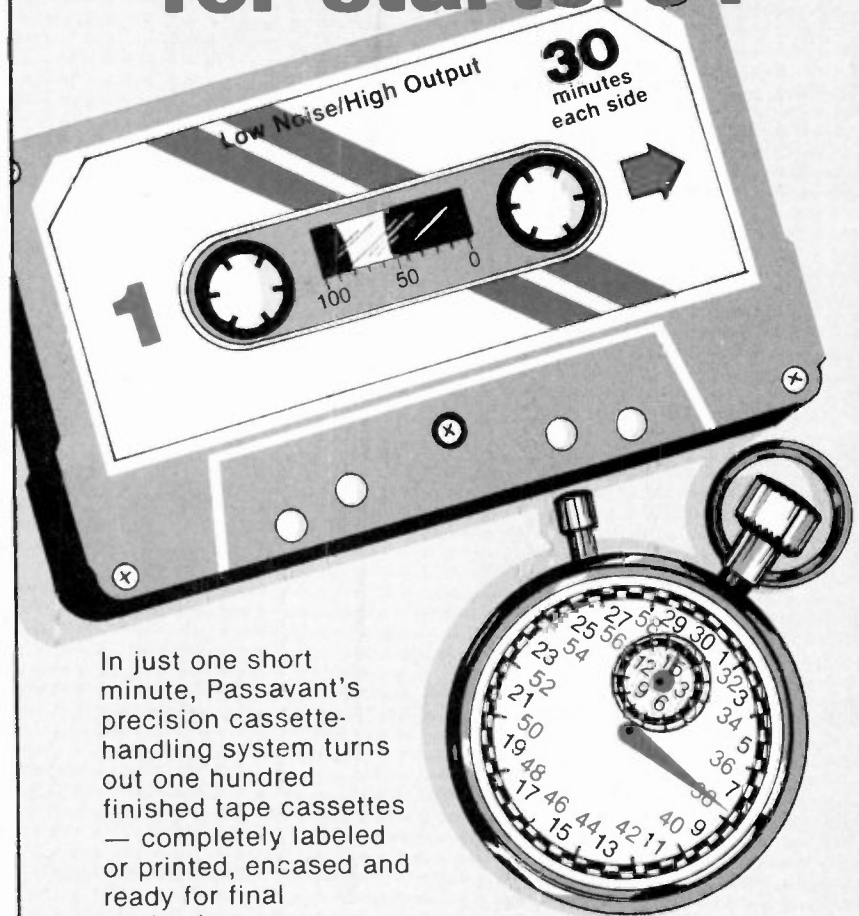
Econoseal, see Econocorp.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel (213) 327-3180.
Product: Ampex, Norelco, soft poly style & open reel boxes. (SEE ADVERTISEMENT)

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Brand names: Rotex, Uniline. (SEE ADVERTISEMENT).

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Product: Pressure-sensitive & heat-seal cassette labels, cassette inserts.
Brand name: Audiopack.

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Product: Norelco-style boxes. (SEE ADVERTISEMENT).

I.T.I., see Investment Technology.

Image Devices Inc., 1825 NE 149 St., North Miami, Fla. 33181. Tel: (305) 945-1111. Sales Mgr.: Bill Reiter.
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Infopak, see Audio Accessories.

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M.I.P., see Molded Ind'l Plastics.

M.M.C., see Magnetic Mktg.

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MacMurray Press Inc., 230 W. 17 St., New York, N.Y. 10011. Tel: 924-1530. Pres.: Bernard Lerman.
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Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccalferri.
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Mike's Print Shop, 2507 Grim, Waco, Tex. 76707. Tel: 752-2321.
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Product: Labels & sleeves.
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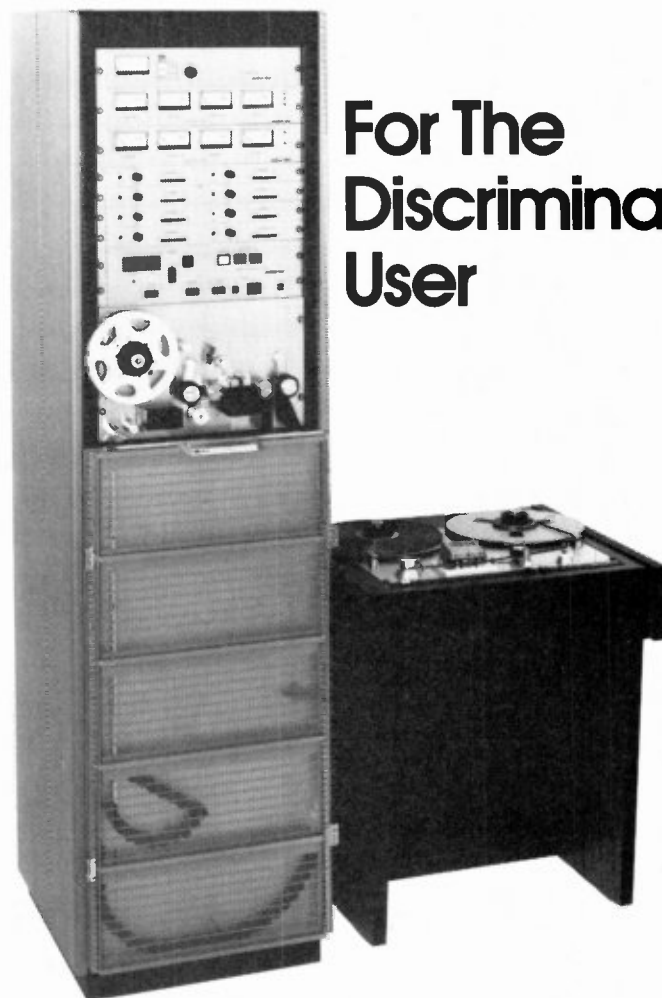
National Audio Co. Inc., 1911 S. Stewart, Springfield, Mo. 65804. Tel: (417) 883-5377.
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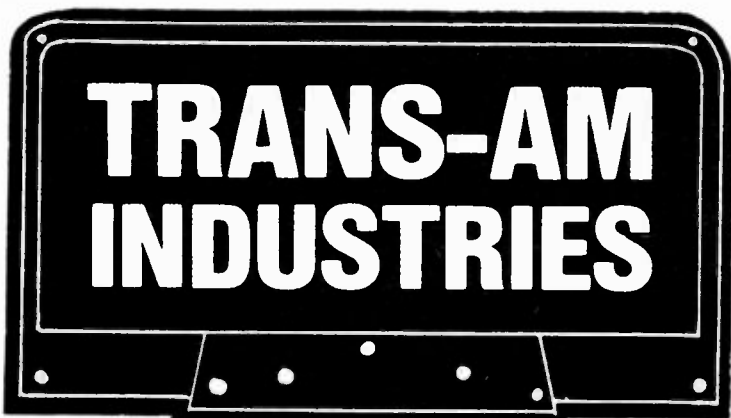
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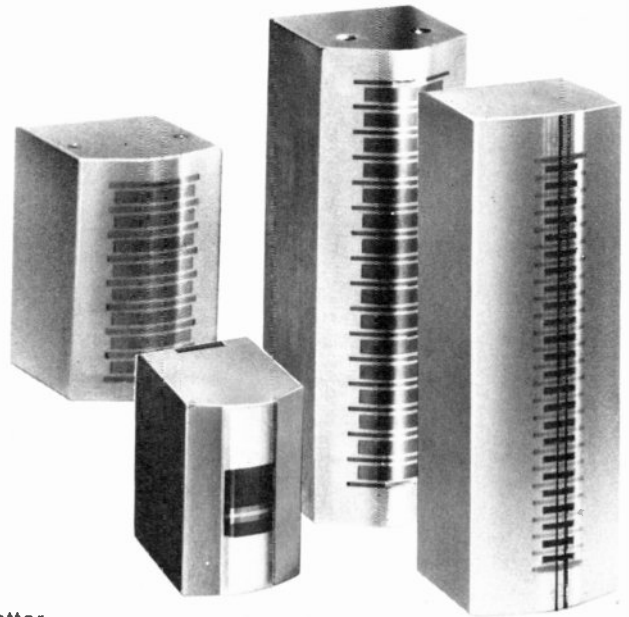
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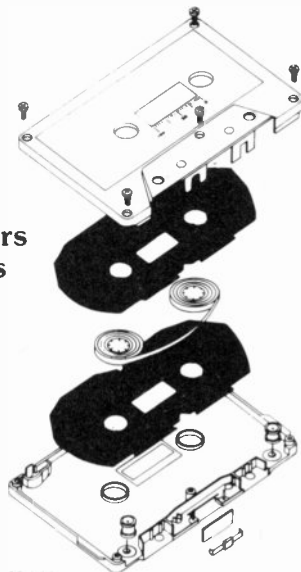
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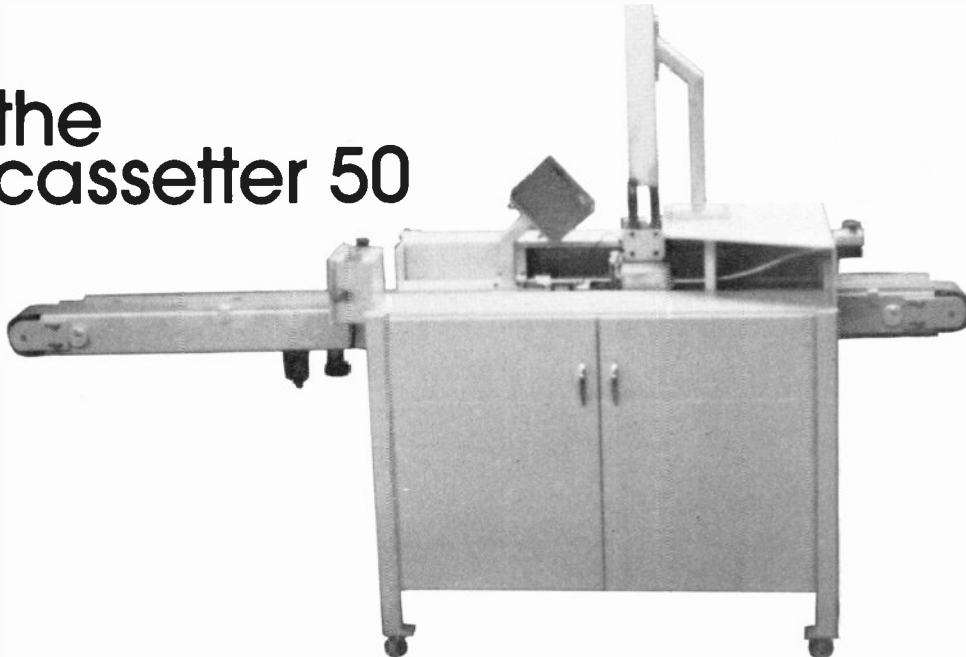
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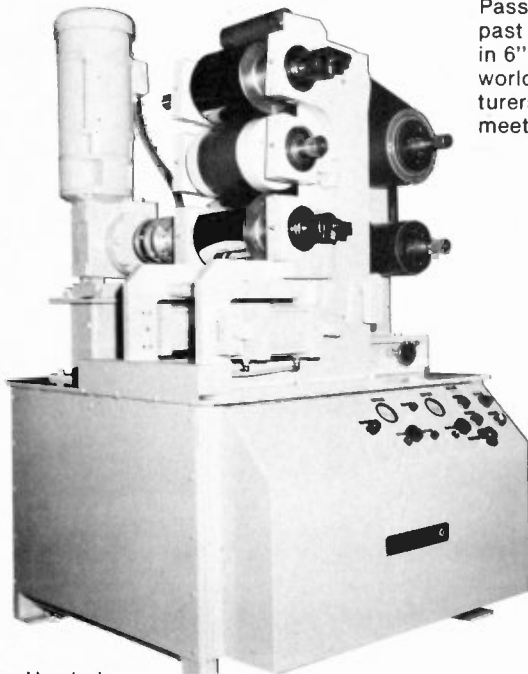
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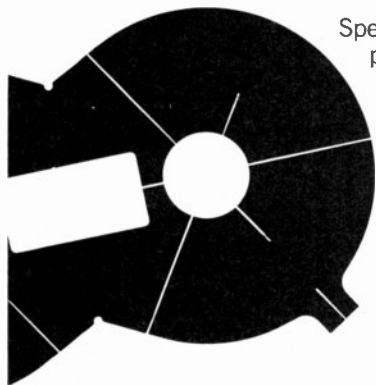


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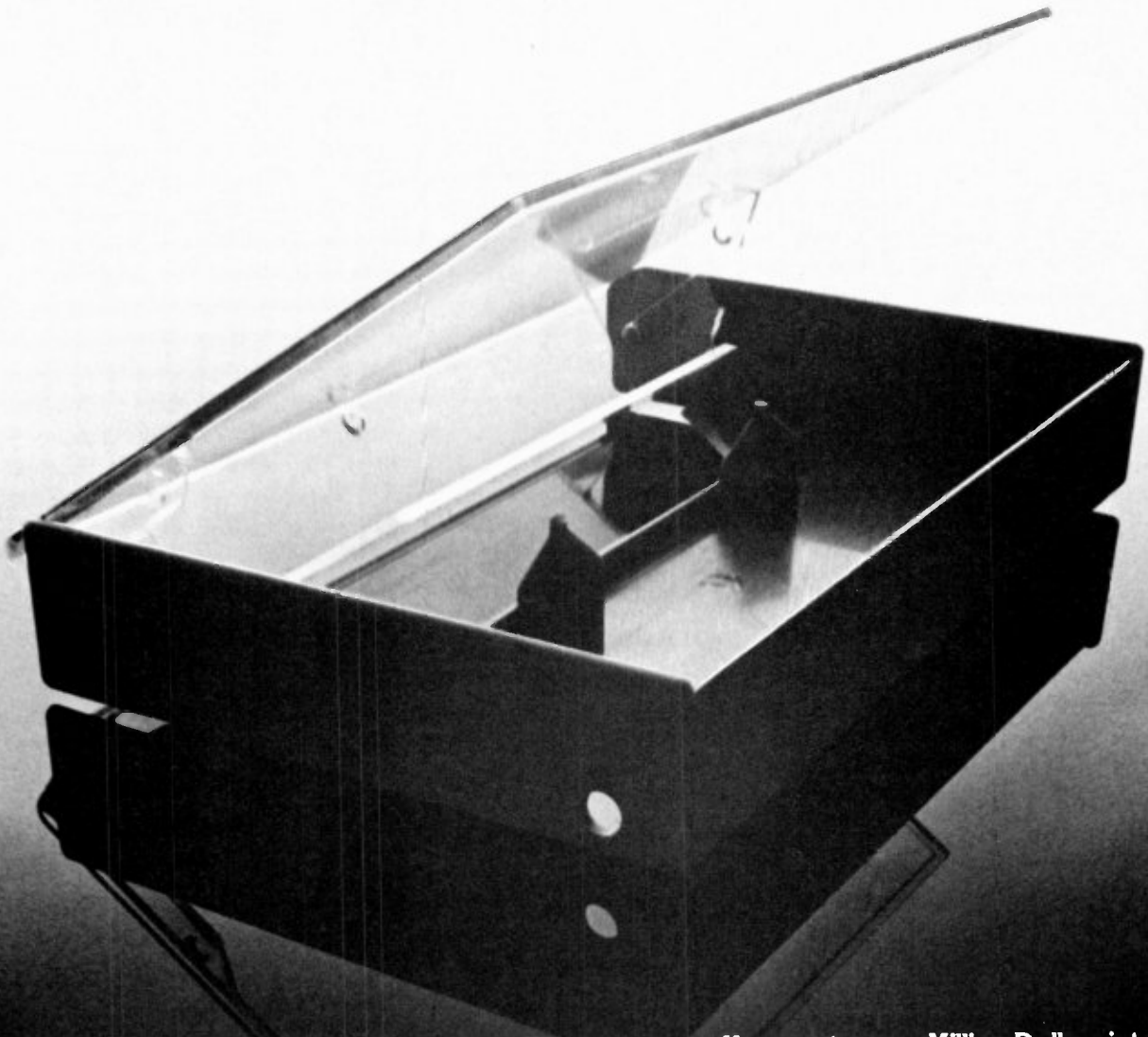
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Product: Shrink wrapping systems, videocassette (Beta & VHS) shipping cases
 Thalco, 2 Dickens Ave., Dix Hills, N.Y. 11746. Tel: (516) 667-1616.
Product: 8-tr. & cassette Norelco-style boxes.
 Tri-Lon Color Lithographers Ltd., 54 W. 21 St., New York, N.Y. 10010. Tel: (212) 255-6140. Pres.: Morris Strickler. VP: David Strickler.
Product: Norelco-style cassette inserts & labels.
 Tropical Paper Box Co., 7000 NW 25 St., Miami, Fla. 33122. Tel: (305) 592-5520. Rec. Div. Mgr.: Dale Quartin.
Product: 8-tr. & cassette boxes.
 Troy Hills Mfg. Corp., 501 Division St., Boonton, N.J. 07005. Tel: (201) 334-2020. Pres.: Edward F. Joyce Sr.; Sales Mgr.: Edward F. Joyce Jr.
Product: Norelco-style cassette boxes. (SEE ADVERTISEMENT)
 Uniline, see Gopher.
 Universal Marking Systems Inc., 2320 E. 26 St., Minneapolis, Minn. 55406. Tel: (612) 721-7466. Pres.: Ken Lawrence. Mktg. & Sales Mgr.: Rick Muscoplat.
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.

TAPE, PROFESSIONAL SUPPLIES, MANUFACTURERS

J.C. Anglum Co. Inc./Tapeponents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263-1442. Pres.: J. Clifford Anglum.
Audio: Cassette boxes.
 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) 582-4870. Telex: 126419. Pres.: Milton B. Gelfand; VP Customer Servs.: Carolyn T. DeVries; Adv. Mgr.: J.P. Lohman.
Int'l branch: France.
Audio: Splicing, cleaning & leader tapes. (SEE ADVERTISEMENT)
 Beucart, see UMC.
 Bogen—Germany, see International Rec'g.
 W. H. Brady Co., 2221 W. Camden Rd., Milwaukee, Wis.

53201. Tel: (414) 332-8100. A/V Prods. Mgr.: John Arnold; Sales Mgr.: John Griffiths.
Audio: 8-tr. & cassette leader & splicing tape, 8-tr. sensing tape, master splicing tape.
 Burlington Audio Tapes Inc., 10 Commercial St., Hicksville, N.Y. 11801. Tel: (516) 433-4466. Pres.: Ruth Schwartz; VP. Sales & Adv. Mgr.: Rudy Schwartz.
Brand name: Olympic.
 Celanese Plastic Materials Co., Hood Rd., Greer, S.C. 29651. Tel: (803) 877-8471. Pres.: J. Mitchell; Sales Mgr.: John Sten; Adv. Mgr.: Jack Lazar.
Audio & video: Celanar polyester film tape base.
 Cetec Broadcast Group, Mark Ave., Carpinteria, Calif. 93013. Tel: (805) 684-7686.
Audio: Bulk erasers.
 Coastal Specialty Tapes Inc. (formerly Pratt-Spector Corp.), 274 Bangor St., Lindenhurst, N.Y. 11757. Tel: (516) 226-5900. Pres.: Tom Carroll; Sales Mgr.: Stanley Gilman; Adv. Mgr.: Dan Dobbs.
Audio: Splicing & sensing tape, splicer, paper leader tape.
Video: Helical video lead-in splicing tape.
 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., 1930 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.
Audio: 8-tr. & cassette splicing tape. (SEE ADVERTISEMENT)
 Film Nat'l Plastics, 416 W. El Segundo Blvd., Los Angeles, Calif. 90061. Tel: (213) 515-0623. Pres.: Vic Flores; VP Sales: Mike Bolong.
Audio: Cassette boxes (Norelco type), 1/4" NAB hubs, cassette hub locks.
 Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., New York, N.Y. 10001. Tel: (212) 736-3335. VP & Gen. Mgr.: John Dale; Sales Mgr.: (audio) Gary Conway, (video) Al Bedross; Adv. Mgr.: Paul Kaufman.
Product: Fire retardant plastic shippers for 1" & 2" tape.
 Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411. Pres.: Stephen F. Temmer, VP: Eli Passin.
Audio: Splicing & editing equip. (Gotham), precision tape timer (Lyrec).
 Grandy Inc., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-1433. Pres.: John R. French; Adv. Mgr.: Jesse Rosenzweig.
Audio: Studio duplicating & ferrite replacement heads. (SEE ADVERTISEMENT)
 Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027.

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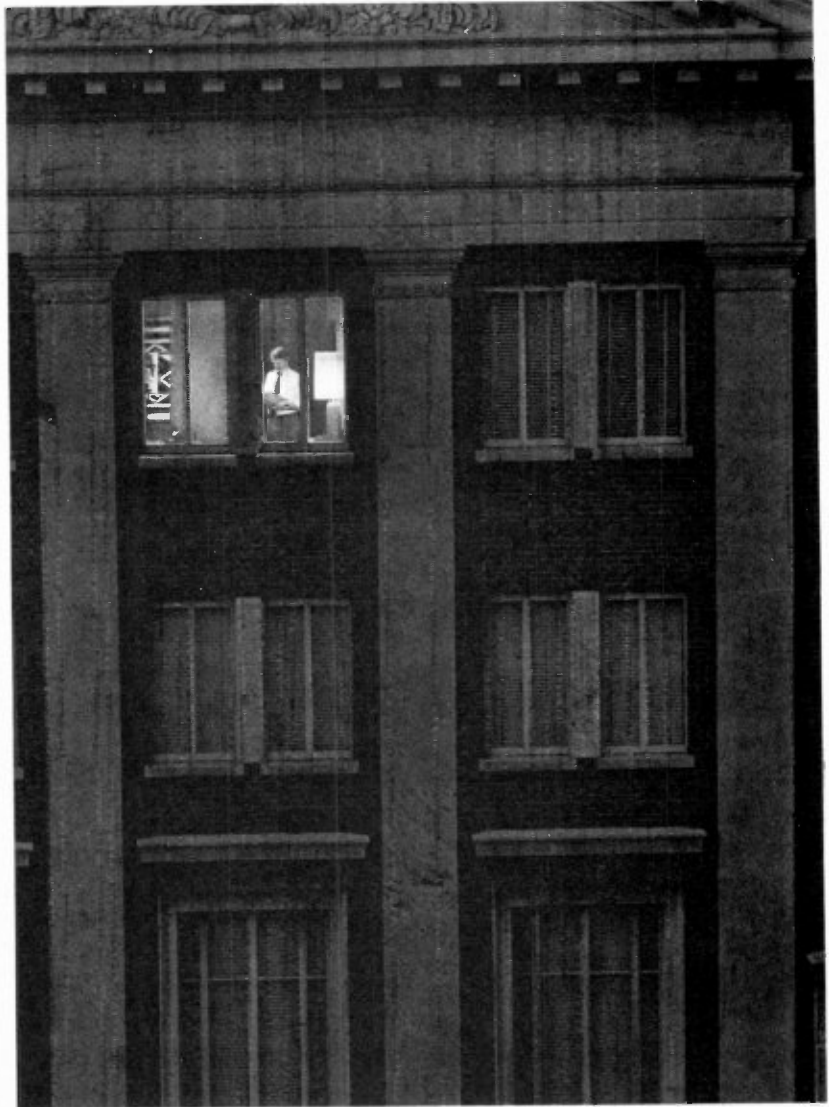
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Audio: Cassette leader tape
 I C I United States Inc., Plastics Div., New Murphy Rd., Wilmington, Del. 19897. Tel. (302) 575-3000.
Audio & video: Polyester film tape base.
Brand name: Melinex
 Infonics Inc., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360 Tel. (219) 879-3381 Pres. Paul C. Loyd
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)
 Lafayette Radio Electronics Corp., 111 Jericho Tpkn., Syosset, N.Y. 11791 Tel. (516) 921-7700.
Audio: Tape splicers.
 Lenco Co., PO Box 29128, 3901 N. 69 St., Lincoln, Neb. 68507 Tel. (402) 464-7488. Pres. Don Leonhardt; Sales & Adv. Mgr. Daryl O. Chapelle
Branch: Indianapolis, Ind., Box 507, Rt. 2, Zip 46231 Tel. (317) 839-6673. Mgr. Scott Bartlett
Audio: Cassette leader tape
 Lipps Inc., 1630 Euclid St., Santa Monica, Calif. 90404 Tel. (213) 450-1324 Pres. Bernard D. Lipps; Mktg. Dir. Lorne R. Law
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
Audio: Reels for bulk cassette tape. (SEE ADVERTISEMENT)
 Melinex, see ICI.
 Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427 Tel. (612) 545-9837.
Audio: Magnetic heads
 Olympic, see Burlington Audio
 Permatap Prods. Co. Inc., Rt. 1, Social Circle, Ga. 30279. Tel. (404) 787-1910 Pres. W.B. Thompson
Audio: Splicing tape & pre-cut tabs.
 Phoenix Ents., see Infonics
 Q/Splice, see Webtek.
 Q-A-I Inc. (formerly Saxon Adhesive Prods.), 640 Dell Rd., Carlstadt, N.J. 07072. Tel. (201) 935-5100; NYC (212) 736-1980 Pres. Steven Dauman; Sales Mgr. George Ratowsky
Audio: Cueing & splicing tapes, end tabs
 S T L, see Standard Tape Lab. & Taber Mfg.
 Saki Magnetics Inc., 1649 12 St., Santa Monica, Calif. 90404. Tel. (213) 450-1551.
Audio: Magnetic recording heads.
 Speedex Electronics, 400 S. Wyman, Rockford, Ill. 61101. Tel. (815) 968-9661.
Audio: Head demagnetizers, test tape, bulk erasers, splicing & editing equip.
 Splicette, see Webtek
 Standard Tape Lab, Inc., 26120 Eden Landing Rd., Hayward, Calif. 94545. Tel. (415) 786-3546
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 editing 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. VP. Ken Kohda; Nat'l Mktg. Mgr. Bud Barger, Ass't Adv. Mgr. Bob Miller
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. (SEE ADVERTISEMENT)
 Taberasers, see Taber Mfg.
 Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel. (415) 635-3831. Pres. Veldon Leverich. Gen. Mgr. R.H. Kearns
Audio: Heads (Taber), bulk erasers (Taber-erasers) test tapes (STL)
 Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel. (516) 561-6080. Pres. Arthur Brandwein; Sales Mgr. M. Medina
Audio: Splicing & sensing tape, pre-cut Q-tabs.
Video: Splicing tabs & leader tape.
 Tapeponents Inc., see J.C. Anglum
 U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06472. Tel. (203) 288-7731.
Audio: Heads, motors (Beaumont).
 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 & Prod. Mgr. John A. Pace, Sales Mgr. Ken George.
Branch: Northfield, Ill., 778 Frontage Rd., Suite 115, Zip 60093. Tel. (312) 446-6046.
Audio: Pre-cut tape splices (Q/Splice for 8-tr., Splicette for cassettes), cassette splicing & splicing/sensing roll tape. (SEE ADVERTISEMENT)
 Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel. (314) 567-5366
Audio: Bulk erasers, degaussers, magnetic erasing pencil (WRE).
 Xcel Corp., 290 Ferry St., Newark, N.J. 07105. Tel. (201) 344-2300.
Product: Acetate film base

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The key to the abbreviation following the company listing: (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
Branch: Great Barrington, Mass., Zip 01230 Tel (413) 528-1300 Adv. Mgr. Robert Uri
Product: Record & tape catalog servs
- A-Bee Syndicate Inc., 230 Fifth Ave., New York, N.Y. 10001 Tel (212) 684-7850
Product: Record & tape carrying & storage cases (M)
- A/V Paragon, see Universal Tape
- Add'n Stac, see Royal Sound & Studio Magnetics
- Adhere on, see Q-A-I
- Advance Prods. Co. Inc., 1101 E. Central, Wichita, Kan. 67201 Tel (316) 263-4231 Pres. William D. DeVore Sales & Adv. Mgr. Paul Keck
Product: Storage cabinets (Pleximobile) (M)
- Akro Mils. 1293 S. Main St., Akron, Ohio 44319 Tel (216) 253-5593
Product: Record & tape carrying & storage cases (Record Mate Tape-Mate) (M)
- Aldshir Mfg. Co. Inc., 63 E. Sandford Blvd., Mount Vernon, N.Y. 10552 Tel (914) 668-1297 Pres. & Adv. Mgr. 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 catalog servs
- Allsop Automatic Inc., 4201 Meridian, Bellingham, Wash. 98225 Tel (206) 734-9090 Pres. Ivor Allsop Sales & Adv. Mgr. Jim Allsop, Ass't Sales Ron Morgan
Product: Cassette deck cleaners
- 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) (SEE ADVERTISEMENT)
- 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 Group VP Paul Hayes VP Mktg. Paul E. Adams
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
- 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
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 Prods 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 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
Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape
- Aspen Ltd., PO Box 92, 77 E. Floyd Ave., Englewood, Colo. 80110 Tel (303) 789-2239 Pres. Sid Laks Sales Mgr. Bill Bystrom Adv. Mgr. K. Davis
Product: Head cleaners & demagnetizers, test tape, stylus cleaner, dustcover wax (M)
- Athenia Inds. Inc., 2200 Industrial Way S., Toms River, N.J. 08753 Tel (201) 244-8500 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 Aids, see Audio Works
- Audio Buff, see Elpa
- Audio Groom, see Empire
- Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657 Tel (201) 945-4545 Pres. M. Donalds, Customer Serv. Michael Kates
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. Morton Leslie
Product: Cleaners (Quietone), head cleaners (TPC), turntable level (M)
- Audiolab Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825 Tel (916) 485-0500
Product: Demagnetizers (MD)
- Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019 Tel (212) 582-4870 Telex 126419 Pres. Milton B. Gelfand, VP Customer Servs. Carolyn T. DeVries, Adv. Mgr. J.P. Lohman
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 Pres. & Gen. Mgr. Jon R. Kelly, Sales Mgr. Paul A. McGuire, Mkt. Communications Dir. Don Kirkendall, VP Mktg. Fred Nichols
Product: Cleaners, brushes, needles (M) (SEE ADVERTISEMENT)
- Audiotex (div. of GC Electronics), 400 S. Wyman St., Rockford, Ill. 61101 Tel (815) 968-9661 Pres. Anthony C. Valulis, VP Mktg. Ken Rolnicki, VP Sales Ed Crockett, Adv. Mgr. William S. Sutherland, Adv. & Sales Promo. Mike Smith
Product: Cleaners (Record Basic, Record Plus), cloths (Blue Max, Record Purifier), cleaner & Destatizer, 45 rpm adapters, head cleaners, demagnetizers, splicers, anti-static turntable mat (M)
- Audio Works, 840 Piner Rd., Suite 14, Santa Rosa, Calif. 95401 Tel (707) 528-0422 Pres. Tim Bynon, Nat'l Sales Mgr. Melody Bynon

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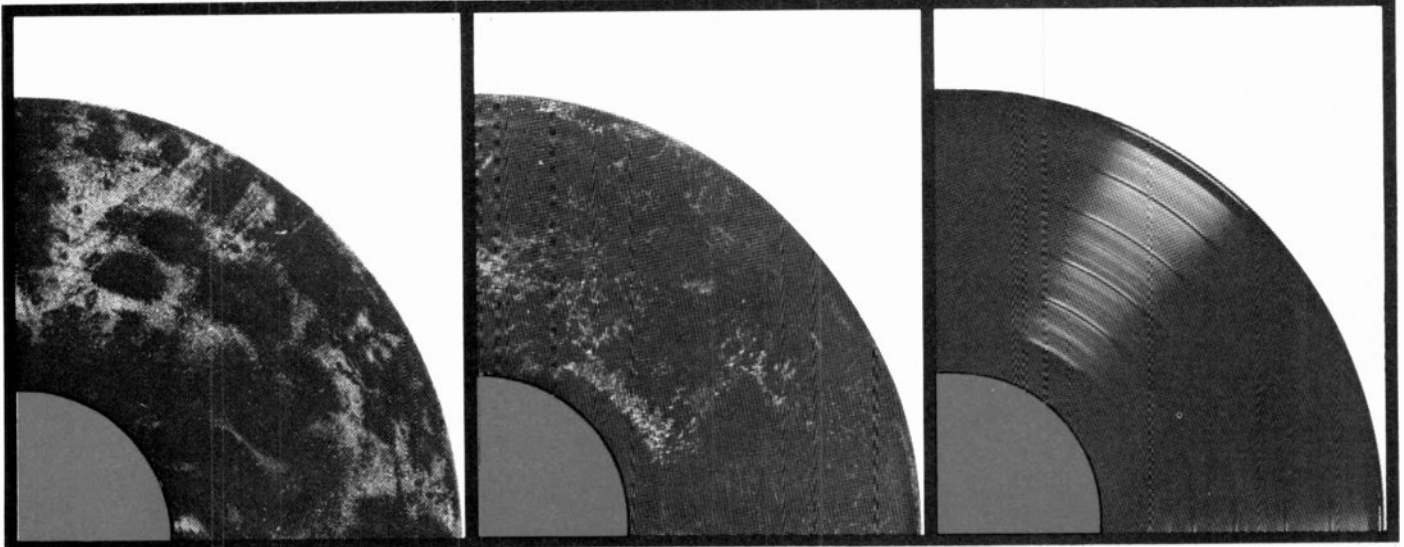
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eliminates record static permanently
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BRAND X

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To demonstrate Permostat's anti-static qualities, Stanton constructed a dust chamber to perform accelerated dust pickup tests. Three records were suspended vertically within the chamber... the first untreated... the second treated with anti-static products currently available (piezo electric guns, fluids, cloths and conducting brushes)... and the third treated with Permostat.

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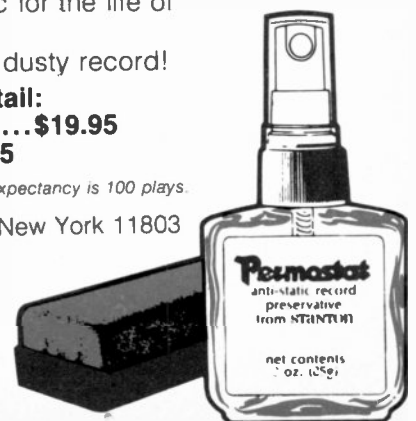
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For further information contact: Stanton Magnetics, Inc., Terminal Drive, Plainview, New York 11803



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Product: Record & tape carrying & storage cases (Audio Aids, Stack-Rack), cleaners, brushes
B A S F Systems, Crosby Dr., Bedford, Mass. 01730. Tel (617) 271 4000.
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)
Kenneth A. Bacon Associates, 216 Montego Key, Novato, Calif. 94947. Tel (415) 883-5041. Contact: Kenneth A. Bacon.
Product: Splicing blocks (SEE ADVERTISEMENT)
Ball Corp., 345 S. High St., Muncie, Ind. 47302. Tel (317) 747-6247. Pres. Richard M. Ringo; Nat'l Sales Mgr.: Stephen L. Oseman, Adv. Mgr. Jay W. Troyka.
Product: Record preservative & cleaner sprays (Sound Guard) (SEE ADVERTISEMENT)
Bazzy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043. Tel (313) 463-2592. Pres. L. Allan Bazzy; Gen. Mgr. Mike Tattan.
Product: Head cleaners & demagnetizers.
Bib Hi Fi Accessories Inc., 3363 Garden Brook Dr., Dallas, Tex. 75234. Tel (214) 243-8971. Pres. & Sales Mgr. Trevor Glangier.
Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, splicing tape.
Blackbourn Inc., 1821 University Ave., St. Paul, Minn. 55104. Tel (612) 646-2781. Pres. & Adv. Mgr. George F. Snelgrove, Sales Mgr. Thomas F. Sabow.
Product: Carrying & storage cases. (M)
Black Magic, see Recoton.
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 & tape gift packages, polyethylene jacket covers. (M)
W H Brady Co., 2221 W. Camden Rd., Milwaukee, Wis. 53201. Tel (414) 332-8100. AV Prods. Mgr. John Arnold; Sales Mgr. John Griffies.
Product: Leader & splicing tape.
Burlington Audio Tapes Inc., 10 Commercial St., Hicksville, N.Y. 11801. Tel (516) 433-4466. Pres. Ruth Schwartz; VP, Sales & Adv. Mgr. Rudy Schwarz.
Product: Head cleaners, leader & splicing tape. (M)
C D I, see Custom Dupl'n.
C M C, see Coastal Specialty.
Calibron, see Horian.
Carola, see Devon Design.
Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel (815) 397-3200. Pres. Robert L. Fleming, VP Sales & Mktg.: Sandra L. Fleming, Adv. Mgr. Janet K. Ratner.
Product: Cleaners, cloths & brushes, head cleaners & demagnetizers.

Clean Sound, see Recoton.
 Clean-Sweep, see Horian.
 Clean-Track, see Horian.
Coastal Specialty Tapes Inc. (formerly Pratt-Spector Corp.), 274 Bangor St., Lindenhurst, N.Y. 11757. Tel (516) 226-5900. Pres. Tom Carroll; Sales Mgr. Stanley Gilman, Adv. Mgr. Dan Dobbs.
Product: Leader tape; splicing tape (CMC)
Comsette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel (213) 826-4528. Pres. Richard W. Moore, Sales Mgr. J.A. Buchanan.
Product: Head cleaners. (M)
Continental Electronics, 4087 Glencoe Ave., Marina del Rey, Calif. 90291. Tel (213) 822-2045. Sales Mgr. John Adams.
Product: Record cleaners, cloths & brushes, head cleaners, splicing tape (Leda)
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. Frank Rohloff; Prod'n. Jerni Gonzales.
Product: Head cleaners (CDI) (M)
D A K Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel (213) 984-1559; WATS (800) 423-2636. Pres. Drew Alan Kaplan.
Product: Tape carrying & storage cases, auto-sensing & mylar leader tape.
D M I, see Display Media.
D-Stat II, see Discwasher.
Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel (617) 868-6200. Exec. VP. Gregory Mathus, VP Mktg. Jere R. Hill, Nat'l Sales Mgr. Gene Hull.
Product: Record & tape carrying & storage cases (Dynosound) (M) (SEE ADVERTISEMENT)
Delrama Int'l, 37 Newtown Rd., Plainview, N.Y. 11803. Tel (516) 293-8740.
Product: Tape carrying & storage cases, cleaners, cloths & brushes. (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 (custom fabrication) (M)
DISContinued Recs., 444 S. Victory Blvd., Burbank, Calif. 91502. Tel (213) 849-4791. Owner: Les Szarvas.
Product: Reference library of out-of-print recorded material.
DiscTraker, see Discwasher.
Discwasher Group of Cos., 1407 N. Providence Rd., Columbia, Mo. 65201. Tel (314) 449-0941. Pres. Bruce R. Maier; Nat'l Sales Mgr.: James D. Hall, Adv. Mgr. Vickie Hargrove.

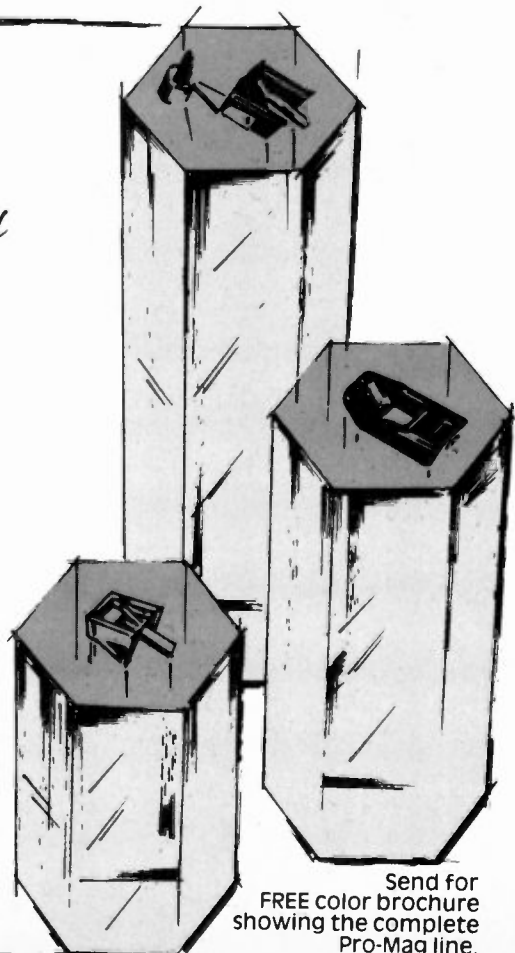
Product: Record cleaner (Discwasher System), stylus cleaner (SC-1), piezoelectric anti-static gun (Zerostat), audio connector cables (Gold-ens), anti-static turntable mat (D-Stat II), tonearm/cartridge damper (Disc Traker). (SEE ADVERTISEMENT)
Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel (312) 543-8330.
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, Customer Serv. Michael Kates.
Product: Head cleaners, leader tape. (SEE ADVERTISE-
 MENT)
Dosix, see Double Sixteen.
Double Sixteen Co., PO Box 1616, Wheaton, 407 Gundersen Ave., Carol Stream, Ill. 60187. Tel (312) 653-1616.
Product: Tape carrying & storage cases (Dosix) (M)
Duotone Co. Inc., 6875 SW 68 Ave., Miami, Fla. 33143. Tel (305) 665-1121. Pres. Stephen Nester Sr.; 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.
Dynosound, see Data Packaging.
EV 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)
Editall, see Elpa.
Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel (212) 545-3094. Chm. George T. Saddler; Pres. Paula Saddler; Sales Mgr. Elias Smyrnakis.
Product: Tape storage cases; head cleaners, demagnetizers (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) (SEE ADVERTISEMENT)
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 & Gen. Mgr.: Kenneth Busch, Adv. Mgr. John Hegquist; Tech. Dir.: Mitch Ravitz.
Product: Cleaners & brushes (Audio Groome, Watts) (M)
Erase-Sure, see Magnisonics.
Esmond Inds. Inc., 2455 E. Sunrise Blvd., Fort Lauderdale, Fla. 33304. Tel: (305) 564-6435. Pres. Bennett As-

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quith, Sales Mgr. Jeff Asquith; Adv. Mgr. Shirlee Duffey.
Product: Record & tape carrying & storage cases, video-cassette storage cases (M)
 Esselte Pendaflex Corp., 300 Garden City Plaza, Garden City, N.Y. 11530 Tel (516) 741-4404 Pres. Hans Friedst; Mktg. Dir. Kevin Botkin; Communications Dir. Harry Dion; Sales Mgr. David Geller.
Product: Record & tape carrying & storage cases (Music Library) (M)
 Ever-Ready Packaging & Assembly (div. of Reliance Folding Carton Corp.), 225 Belleville Ave., Bloomfield N.J. 07003 Tel (201) 748-6677
Product: Cassette albums (M)
 Fidelipac (div. of Harvell Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel (609) 235-3511. Pres.: Roger Cappello; Sales & Mktg. Mgr. Arthur Constantine
Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape. (M)
 Filam Nat'l Plastics, 416 W. El Segundo, Los Angeles, Calif. 90061 Tel (213) 515-0623. Pres.: Vic Flores; VP Sales: Mike Bolong.
Product: Tape storage cases.
 Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel (213) 466-9511 Pres. Alwin P. Schmid; Sales Mgr. Joseph Bouzoglou
Product: Head cleaners, leader tape (Finetape).
 Fine Design Prods. Inc., 1433 S. Wabash Ave., Chicago, Ill. 60605. Tel (312) 939-5420
Product: Record & tape carrying & storage cases (M).
 Finetape, see Finebilt.
 Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stoney Point, N.Y. 10980. Tel (914) 942-0100.
Product: Head cleaners. (M)
 Gold-ens, see Discwasher.
 Gusdorf Corp., 6900 Manchester Ave., St. Louis, Mo. 63143. Tel (314) 647-1207
Product: Carrying & storage cases, record storage cabinets.
 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) (SEE ADVERTISEMENT)
 Herald Electronics (div. of American Electronic Parts Corp.), 6611 Lincoln Ave., Chicago, Ill. 60645. Tel: (312) 675-1100 Pres. Charles F. Kellner; Sales Mgr. Hank Katz
Product: Tape carrying & storage cases, 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)
 I P S., 107 Bridge Rd., Hauppauge, N.Y. 11787. Tel: (516) 234-3322. Contacts: Bill Prechtel, Richard Diamond.
Product: 8-tr & cassette head cleaners. (SEE ADVERTISEMENT)

Barry Imhoff Prod'ns Inc., 4 E. Eighth St., New York, N.Y. 10003 Tel (212) 533-9550.
Product: Mirrors from album jackets.
 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
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.
Product: LP storage rack (Pack Rack), 8-tr carrying case.
 King Instrument Corp., 80 Turnpike Rd., Westboro, Mass. 01581 Tel (617) 366-9141. Pres. James L. King; VP Sales: William E. Cline; Mktg. Dir. Paul McGonigle.
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 Trnkp., Syosset, N.Y. 11791 Tel (516) 921-7700.
Product: Demagnetizers (M)
 Le-Bo Prods. Co. Inc., 58-60 Grand Ave., Massapeh, N.Y. 11378. Tel (212) 894-5155. Chm.: Peter Dayton. Pres.: Al Alexander; Mktg. Mgr.: Gary Schwarz. Nat'l Sales Mgr.: Arthur Klein.
Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, leader & splicing tape (SEE ADVERTISEMENT)
 Lifetime Protectors, see Bowers
 List-O-Tapes, see Trade Serv.
 Loranger Mfg. Corp., Entertainment Prods. Div. 10-38 Clark St., Warren, Pa. 16365. Tel (814) 723-8600 Pres. J. Albert Loranger; VP Robert Loranger
Product: Tape carrying & storage cases. (M) (SEE ADVERTISEMENT)
 M J S, 2514 Seaboard Ave., San Jose, Calif. 95131. Tel (408) 262-8793 Pres.: Michael Steiner
Product: Head cleaners.
 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. Pres. David Bezborodko, VP Mktg. Howard Cohen
Product: Album jacket & rec'g artist silk-screened mirrors
 M R S, see M.R. Sand
 Magnesonics Sales & Mfg. Co., 3740-E Transport, Ventura, Calif. 93003. Tel: (805) 642-3092 Pres.: Donald P. Grogglight.
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 Wasserstrom, Gen. Mgr.: Douglas Scott
Int'l branch: Korea, IPO Box 5006, Seoul
Product: Leader tape. (M)
 Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel (317) 856-3731
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. Ron Newswander.
Product: Record & tape carrying & storage cases (M)
 Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel (212) 547-5600. Pres. Mario Maccafferi
Product: Head cleaners, 8-tr. dust caps. (SEE ADVERTISEMENT)
 Vernon McMillan Inc., 801 Newark Ave., Elizabeth, N.J. 07208 Tel: (201) 352-8800
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. Sales Mgr.: John R. Humphreys; Promo. Co-ord. Eliza Beth 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 Spring house Rd. Zip 22101. Tel: (703) 821-3300
Product: 8-tr & cassette head cleaner, 8-tr. head & cap stan cleaner, cassette cleaning kit, record cleaner & cleaning fluid, record care kit. (SEE ADVERTISEMENT)
 Metacom Inc., 1401-B W. River Rd. N., Minneapolis, Minn. 55411 Tel (612) 588-2781. Pres. James I. McCann. Sales Mgr.: Phillip T. Levin; Adv. Mgr.: J. J. Binsfeld.
Product: Tape carrying & storage cases (MD)
 Metocare, see RNS.
 Metrosound, see RNS
 Micro-Trak Corp., 620 Race St., Holyoke, Mass. 01040. Tel: (413) 536-3551. Pres. & Adv. Mgr. William E. Stacy. Sales Mgr.: Alan G. Newhouse.
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
Product: Head cleaners & demagnetizers. (M)
 Mid America Plastics Corp., PO Box 1713, Santa Monica, Calif. 90406. Tel: (213) 451-2565. Pres. Jarl Brey. Sales Mgr. Hal Brey; Adv. Mgr. Gary Brey.
Plant: Reseda, Calif., 6850 Canby. Zip 91335.

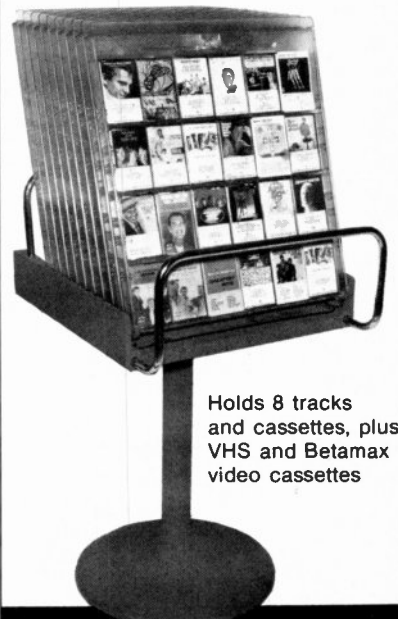
Branch: Denver, Colo., 7255 E. Quincy Zip 80209. Tel (303) 758-0663. Mgr. Jerry O'Neill.
Product: Audio & Video cassette albums
 M. A. Miller, see Pageant Miller
 Music Library, see Esselte Pendaflex.
 N E R T (New England Record & Tape) (div. of PBN Survey), PO Box 268, 641 Haverhill St., Lawrence, Mass. 01841 Tel (617) 686-4293. Pres. Jerry P. Marcus; Sales Mgr.: Melvin L. Marcus; Adv. Mgr.: B.J. Kankey.
Product: Record & tape catalog serves. (PBN Survey)
 Nakamichi Research (USA) Inc., 1101 Colorado Ave., Santa Monica, Calif. 90401. Tel (213) 451-5901. Pres.: E. Nakamichi; Mktg. Dir. Ted Nakamichi; Sales Dir.: Ken Ohba; Technical Dir.: Harron K. Appleman
Product: Demagnetizers (MDI)
 Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel (612) 545-9837.
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. Evlth.
Product: Record cleaning brush (Staticmaster). (M)
 Olson Electronics Inc. (sub. of Teledyne Corp.), 260 S. Forge St., Akron, Ohio 44327. Tel: (216) 535-1800. Pres.: W. R. Wolf; VP Mdsq: Jack D. Hardke; Sales Mgr.: Tom Wilkinson; Adv. Mgr.: John Gaylor.
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.
Product: Record catalog serves. (New Release Reporter, Numerical Index, Popular Guide)
 The Organizer, see Hartzell.
 P B N Survey, see NERT.
 P/M I, see Pageant Miller
 Pack Rack, see Jacksonville
 Pageant Miller Inds., 605 Northern Blvd., Chinchilla, Pa. 18410. Tel (717) 587-4771. Owner & Pres. Alan F. Wormser; Nat'l Sales Mgr.: M.J. Fields; Adv. Mgr.: J.A. Johndrow.
Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all P/M I); needles (M.A. Miller, Pageant). (M)
 Paramount Housewares, 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., 60 West St., Bloomfield, N.J. 07003. Tel (201) 429-8600. Pres.: Herb Ravis; VP & Mktg. Dir. Jerome Geller; Sales Mgr.: Andy Danzico.
Product: Record & tape carrying & storage cases, head cleaners, demagnetizers (M)
 PermUstat, see Stanton.
 Pfanstiel Chemical Corp., 3300 Washington St., Wauke-

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gan, Ill. 60085. Tel: (312) 623-1360. Pres.: Merle H. Nelson; Sales Mgr.: C. Al Clinton.

Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all Pfantone); needles (Pfanstiehl) (SEE ADVERTISEMENT)

Pfantone, see Pfanstiehl.

Phonolog, see Trade Serv.

Pickwick Mfg. Co., 7500 Excelsior Blvd., Minneapolis, Minn. 55426. Tel: (612) 932-7641. Pres.: C. Charles Smith; Nat'l Sales Mgr.: Duane Halter.

Product: Record & tape carrying & storage cases, cleaners, cloths & brushes, head cleaners, needles. (M)

Pixmobile, see Advance Prods.

Pixoff, see Sonic Research.

Plasti Plex Corp., 1209 Chicago Rd., Troy, Mich. 48084. Tel: (313) 589-1771. Pres.: Joseph E. Stanton.

Product: 8-tr. & cassette storage cases.

Port-A-Tune (div. of Action Leathercraft Inc.), 5340 E. Harbor, Commerce, Calif. 90040. Tel: (213) 728-1155. VP & Gen. Mgr.: Arnold Gilden; Sales & Adv. Mgr.: Andy Livian; Customer Serv. Mgr.: Cathy Burgess.

Product: Record & tape carrying & storage cases.

Pro I Prods., PO Box 33, Highland Park, Ill. 60035. Tel: (312) 432-5536. Pres.: Roy Pink; Sales Mgr.: Martin Pink; Adv. Mgr.: Deena Pink.

Product: Record & tape carrying & storage cases.

Protect Your Records, see Bowers.

Q-A-I Inc. (formerly Saxon Adhesive Prods.), 640 Dell Rd., Carlstadt, N.J. 07072. Tel: (201) 935-5100; NYC (212) 736-1980. Pres.: Steve Dauman; Sales Mgr.: George Ratowsky.

Product: Splicing & cueing tape (Adhere-On).

Q R K Electronic Prods. Inc., 1568 N. Sierra Vista Ave., Fresno, Calif. 93703. Tel: (209) 251-4213.

Product: Needles.

Quad Inc. Publ'g Co., PO Box 19, Capron, Va. 23829. Tel: (804) 653-2671. Ed. & Publ'r: Larry Clifton.

Product: Catalog servs.

Quietone, see Audio-Kare.

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462. Tel: (212) 892-6700. Pres.: Arthur A. Fink; Sales Mgr.: Seymour Goldberg.

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.: Elizabeth Schwartz.

Product: Tape carrying & storage cases; cleaners, cloths & brushes (Metrocare, Metrosound); head cleaners, leader & splicing tape. (I)

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76102. Tel: (817) 390-3011. Pres.: Lewis Kornfeld; Sales Mgr.: Bernard Appel; Adv. Mgr.: David Beckerman; 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. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Ray Abrams Jr.

Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, record grid 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) 251-4508. Pres.: Joel Whitburn.

Product: Record chart compilation 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, 45 rpm adapters, needles, leader & splicing tape (all Recoton); cleaners, cloths & brushes (Black Magic, Clean Sound); head cleaners & demagnetizers (Black Magic & Recoton). (M)

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel: (212) 544-9800. Pres.: Marshall Weingarden; Sales Mgr.: Alison Knaperek; 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. Pres.: Herman Post; Nat'l Sales & Adv. Mgr.: Stu Caine.

Product: Tape carrying & storage cases, cleaners, cloths & brushes, 45 RPM adpators, head cleaners, demagnetizers, leader, splicing & sensing tape, bulk erasers, tape cleaners (Soundtrack Scrubber); splicing & editing equip., cassette & 8-tr. repair kits, cassette tension winders, tape clips, stylus pressure gauge (Gramee); ionic static neutralizing gun (Rob-O-Stat); stylus microscope, phono pads & cushions.

Rotel of America Inc., 1055 Saw Mill River Rd., Ardsley, N.Y. 10502. Tel: (914) 693-3355.

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 Entis Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (805) 495-1214. Pres. Mrs. S.F. Kara.

Product: Head cleaners. (M)

M. R. Sand & Co., PO Box 2255, 6211 Milan Rd., Sandusky, Ohio 44870. Tel: (419) 625-0028. Pres. & Sales Mgr.: 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 Mgrs.: (USA) Frank Rockman, Ed Dougherty; (Canada) George Kosmes.

Sales office: Newton Upper Falls, Mass., 1039 Chestnut St. Zip: 02164. Tel: (617) 964-0530.

Product: Record & tape carrying & storage cases.

Saxton Prods. Inc., 215 N. Rt. 303, Congers, N.Y. 10920. Tel: (914) 268-6846.

Product: Demagnetizers (DI), needles (M).

Scotch, see 3M.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.

Product: Record & tape carrying & storage cases, wire record racks, pole record racks, record carts. (MD)

Sentry Inds. Inc., 221 N. Macquesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Pres.: Harold Rosen; Sales & Adv. Mgr.: Barry Rosen.

Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape. (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, video-cassette storage cabinets. (M)

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Pres.: Anthony L. Gelardi Jr.; Sales & Mktg. Mgr.: Joe Ciccone; Adv. Mgr.: Bob MacLeod.

Product: Audio & Video carrying & storage cases. (SEE ADVERTISEMENT)

Snap Jack Inc., 805 Clifton Ave., Clifton, N.J. 07013. Tel: (201) 779-0225.

Product: LP jacket wall frames.

Sonic Research Inc., 27 Sugar Hollow Rd., Danbury, Conn. 06810. (203) 792-8822. Pres.: Peter E. Prichard; Mktg. Mgr.: George Petetin.

Product: Cleaners (Pixoff) (I), cartridges & needles (Sonus) (M)

Sonus, see Sonic Research.

The Sound Bug, see Trans Continental.

Sound Containers Corp., 1425-A N. Manzanita St., Orange, Calif. 92667. Tel: (714) 771-1080. Pres.: Maxine J. Knorr.

Product: 8-tr. & cassette storage systems (Sound-stacker)

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. Pres.: Donald K.M. Rothery; Sales Mgr.: Pierre Basbous; Adv. Mgr.: Linda Newton.

Product: Tape carrying & storage cases, head cleaners. (SEE ADVERTISEMENT)

Soundstacker, see Sound Containers.

Soundtrack Scrubber, see Robins.

Speaker Uppers, 20946 Currier Rd. Zip: 91789. Tel: 598-1906. Pres.: Steve Karsh; Sales Mgr.: Bruce Gellis; Adv. Mgr.: Dick Gary.

Branch: Downers Grove, Ill., Audiocore, 2460 Wisconsin Ave. Zip: 60515. Tel: (312) 960-1616. Eastern Reg'l Sales Mgr.: Dave Larson.

Product: Speaker stands.

Speedex Electronics, 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: Anthony C. Valiulis; VP Mktg.: Ken Rolnicki; VP Sales: Ed Crockett; Adv. Mgr.: William S. Sutherland; Adv. & Sales Promo.: Mike Smith.

Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, tape erasers & spicers (M)

The Spinner, see Sound Furniture.

Stac-All Inc., PO Box 771, Rochester, Mich. 48063. Tel: (313) 652-9711.

Product: Tape carrying & storage cases (Audio-Stac). (MD)

Stack-Rack, see Audio Works.

Stanton Magnetics Inc., 200 Terminal Dr., Plainview, N.Y. 11803. Tel: (516) 681-0200. Pres.: Walter O. Stanton; VP Prod. Prods.: Jim Fox; Prof. Prods. Nat'l Sales Mgr.: Peter Bidwell.

Product: Antistatic record preservative (PermOstat). (SEE ADVERTISEMENT)

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 Carrough Rd., Bohemia, N.Y. 11716. Tel: (516) 589-4300. Pres.: George Clahane; VP: Craig M. Balaban.

Product: Non-abrasive cassette head cleaners, aerosol head cleaners, cassette storage modules (Add 'n' Stac). (M)

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. VP: Ken Kohda; Nat'l Mktg. Mgr.: Bud Barger, Ass't Adv. Mgr.: Bob Miller.

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. (M) (SEE ADVERTISEMENT)

T P C, see Audio-Kare.

Taberaser, see Taber Mfg.

Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831. Pres.: Veldon Leverich; 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, video leader tape & splicing tabs. (M)

Tape-Mate, see Akro-Mils.

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 (private label), head cleaners, demagnetizers. (M)

Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Pres.: Norio Tamura; Sales Mgrs.: Barry Goldman, David Oren, Bill Mohrhoff; Adv. Mgr.: Tay Hotta.

Product: Head cleaners & demagnetizers. (M)

Televex, see Aldshire.

Tempo (div. of Hagerstown Leather Goods Co.), 858 Willow Circle, Hagerstown, Md. 21740. Tel: (301) 797-6600. Pres.: Dr. H.N. Taylor; VP Mktg.: David L. Handler.

Product: Record, tape & videocassette carrying & storage cases.

3 M Co., Magnetic Audio/Video Prods. Div., 3M Center Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1466. Div. VP: John E. Povolny; Sales Mgr.: S.R. Fredrickson; Adv. Mgr.: Peter M. Gavin.

Branches: Anchorage, Alaska, 5531 Minnesota Dr.

(Continued on page 424)

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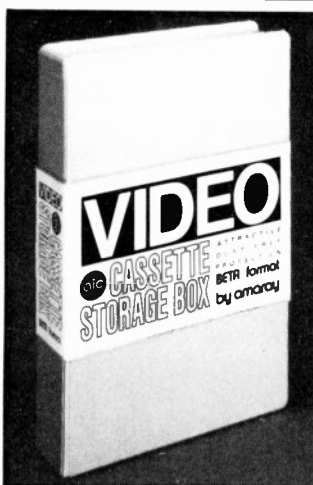
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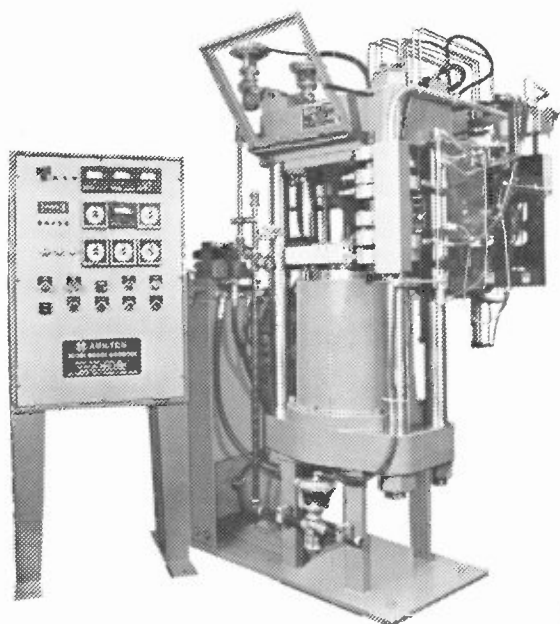
Aids & Store Fixtures Manufacturers & Importers

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
Product: Record & tape display racks (M)
- Al-Len Cutting Co., 11 E. Fourth St., New York, N.Y. 10003. Tel. (212) 254-7864. Pres. Sam Lempert.
Product: Record & tape divider cards. (SEE ADVERTISEMENT)
- 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. (M)
- Ampro Inc. (sub. of GRT Corp.) 1624 Toal St., Charlotte, N.C. 28206. Tel. (704) 334-5341 VP & Gen. Mgr. Fred E. Martinitz
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards. (M)
- Art-Phyl Creations, 162-50 NW 48 Ave., North-Miami, Fla 33127. 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., 49606 S. 83 East Ave., Tulsa, Okla 74145. Tel. (918) 627-8474
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. Janet K. Ratner
Product: Record display racks (Carter-Craft). (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 Featherston
Product: Record & tape display racks. (SEE ADVERTISEMENT)
- 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
Product: Record browser boxes, record & tape display racks (Monark) (M)
- Design Fabrications, 1215 Wheaton St., Troy, Mich 48064. Tel. (313) 689-8206. Pres. Bruce R. Dych
Product: Record & tape display racks. (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 (custom fabrication)
- Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel. (312) 543-8330
Product: Tape Display racks (Securette). (I)
- E V Game Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel. (516) 378-0440
Product: Record & tape display racks. (M) (SEE ADVERTISEMENT)
- 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 (div. of Harvell Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel. (609) 235-3511. Pres. Roger Cappello. Sales & Mktg. Mgr. Arthur Constantine.
Product: Tape display racks. (M)
- Fixture Concepts Inc. (formerly Display Equip. Mfg. Co.), 104 Nelson Pl., Tukwila, Wash. 98188. Tel. (206) 226-1450. Gen. Mgr. Jerry Schoeler. Sales Mgr. Peter Scott. Adv. Mgr. Lynda Hobson.
Product: Record & tape fixtures, tables, counters & related items for display & merchandising.
- Freedman Aircraft Eng'g Corp., PO Box 228, Charlevoix, Mich. 49720. Tel. (616) 547-6501. Pres. Jack C. Grubaugh. Sales Mgr. L. L. Espich, Adv. Mgr. Max E. Hosmer
Branch: City of Industry, Calif., 14424 Bonellist, Zip 91744. Tel. (213) 968-9591. Sales & Opns. Mgr. Ren 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. (MO) (SEE ADVERTISEMENT)
- Ivy Hill Communications Inc., 4800 S. Santa Fe Ave., Los Angeles, Calif. 90058. Tel. (213) 587-3131. Exec. VP. Russell Muir, Sr. VP's: Jack Sclar, Arthur Kern.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.
- Kajac (div. of Ozark Opry Inc.), 155 First St., Carlisle, Iowa 50047. Tel. (515) 989-0876. Contact Harold L. Luick
Product: Record & tape display racks. (M)
- Kalny Mdsq., 4700 S. Santa Fe Ave., Los Angeles, Calif. 90058. Tel. (213) 587-1164. Customer Serv. Arte Hirsch
Product: Record browser boxes, record display racks, record divider cards.
- Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel. (212) 387-1747. Sales Mgr. Samuel 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. Chm.: Peter Dayton; Pres. Al Alexander, Mktg. Dir.: Gary Schwarz; Nat'l Sales Mgr. Arthur Klein
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, VP. 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
- 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 browser boxes, record display racks, Nontronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel. (612) 545-9837
Product: Tape display racks
- Nostalgia Lane Inc., 211 W. 56 St., Suite 33J, New York, N.Y. 10019. Tel. (212) 583-5390. Owners: Lee Hal-

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pern, Nina Mattikow; Customer Relations Supervisor: Yvonne Simpkins; Sales Mgr.: Paul Kahan.
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Paramount Housewares, 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)

Pickwick Mfg. Co., 7500 Excelsior Blvd., Minneapolis, Minn. 55426. Tel: (612) 932-7641. Pres.: C. Charles Smith; Nat'l Sales Mgr.: Duane Halter.
Product: Browser boxes, display racks. (M)

Pro I Prods., PO Box 33, Highland Park, Ill. 60035. Tel: (312) 432-5536. Pres.: Roy Pink; Sales Mgr.: Martin Pink; Adv. Mgr.: Deena Pink.
Product: Tape display racks.

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Ray Abrams Jr.
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: Record & tape browser boxes, record & tape display racks.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Peter Borchardt; Sales Mgr.: George Calvi; Adv. Mgr.: Peter Vish.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Rockford Central Plastics, see Central Plastics.

Scotch, see 3M.

Securette, see Display Media

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.
Product: Record display racks, wire pegboard baskets.

Star Title Strip Co., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Pres. & Adv. Mgr.: Norman W. Morgan; Sales Mgr.: William P. Miller.
Product: Record divider cards. (MD) (SEE ADVERTISEMENT)

3 M Co., Magnetic Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1110. Div. VP: John E. Povolny; Mktg. Dir.: Bill Madden; Retail Prods. Mgr.: D.E. Rushin; Nat'l Sales Mgr.: S.R. Frederickson; Mkt. Communications & Mdsq. Supervisor: Vicki Hanson; Mkt. Development Mgr.: R.F. Burnett; Adv. Mgr.: Peter M. Gavin.
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Product: Tape display racks (Scotch). (M) SEE ADVERTISEMENT

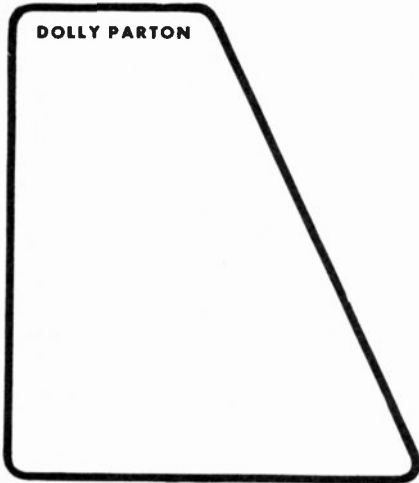
Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241. VP: R. Denison Parker; Sales Mgr.: Dudley Pendleton III; Adv. Mgr.: B. R. Cummings.
Product: Tape display racks. (M)

Westland Graphics, 2237 N. Hollywood Way, Burbank, Calif. 91505. Tel: (213) 846-1205.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Wiremaid Prod. Corp. (div. of Cove Four Slide), 60 West Ave., Patchogue, N.Y. 11772. Tel: (516) 475-0193. Pres.: Barry Jaffe; Sales Mgr.: A. Boden; Adv. Mgr.: Leigh Boden.
Product: Record & tape display racks. (M)

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Rock-Ola Mfg. Corp., 800 N. Kedzie Ave., Chicago, Ill. 60651. Tel: (312) 638-7600. Pres. Donald C. Rock-ola; 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 Krakawer; Sales Mgr.: Paul Huebsch; Adv. Mgr. & Communications Dir.: Walter Koch.

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., 92 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.

Int'l branch: Canada.

Seeburg Prods. (div. of Seeburg Inds. Inc.), 1500 N. Dayton St., Chicago, Ill. 60622. Tel: (312) 642-0800.

Title Strip Manufacturers

Don's Title Strip Co. Inc., 1146 W. Montrose Ave., Chicago, Ill. 60613. Tel: (312) 271-7290. Pres.: Don Cihak.

Ray Lawrence Ltd., PO Box 1987, Studio City, Calif. 91604. Tel: (213) 552-1000. Pres. & Sales Mgr.: Ray Lawrence; Adv. Mgr.: Connie Lawrence.

Hit Program Serv., see Sterling Title Strip.

Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Pres. & Adv. Mgr.: Norman W. Morgan; Sales Mgr.: William P. Miller. (SEE ADVERTISEMENT)

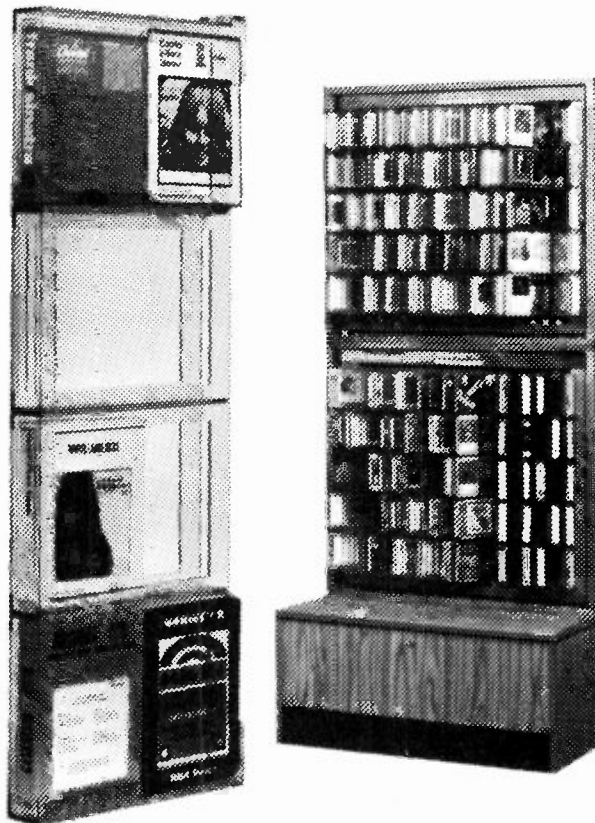
Sterling Title Strip Co. Inc., 1175 Broad St., Newark, N.J. 07114. Tel: (201) 243-0222. Pres.: Dick Steinberg; Sales Mgr.: William Thomas.

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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A: The listings in CMS: Billboard's Sourcebook. The business source for the country business.

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become
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inc.

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Terrell, Texas 75160
Phone: (214) 563-5869 or
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ARGENTINA

Population: 27,000,000.

Rate of exchange: \$1 (US) = 1352 pesos.

Per capita income: \$3,450.

Holidays: January 1, February 14 & 15, Carnival Monday & Tuesday (40 days before Easter), Holy Thursday, Good Friday, May 1 (Labor Day), May 25 (Anniversary of the 1810 Revolution), June 20 (Flag Day), July 9 (Independence Day), August 15 (Assumption), August 17, October 12 (Discovery of America), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25.

RECORDS:

Records sold domestically: LP's 1978—\$22,800,000; EP's 1978—\$156,000; Singles 1978—\$7,600,000.

Average retail price per record: LP's—\$11.50; EP's—\$4.00; Singles—\$3.20.

TAPE:

Pre-recorded tape sold domestically: 8-tr. 1978—\$1,900,000; Cassette 1978—\$10,000,000.

Average retail price per tape: 8-tr.—\$13.00; Cassette—\$12.50.

● **record & tape manufacturers / distributors / importers**

Accord, see Musidisc.
America, see Musidisc.
Angel, see EMI-Odeon.
Archiv, see Phonogram.
Ariel, see Famous.

Artaria-Kotrona SrL, Esmeralda 459, Buenos Aires 1007. Tel. 392-2683. Cable ARIADISC. Execs: Ingrid Roehre, Elizabeth Kallay, Bruno Iannice; A&R: Marta Alicia Blejer; Sales Mgr.: Claudio Davila.

Home office: Germany, Artaria.

Labels: (Owned) Artaria, Kontrast, Kotrona, Propilei, Specialty (licensed) Amerindian (Germany), Arion (France), Cetra (Italy), Deutche Harmonia Mundi (Ger-

many), Fono (Germany), Scorpios (France), Supraphon (Czechoslovakia), Wergo (Germany).

Int'l rep.: Germany (Amerindian)

Bang Bang, see Circle Line.

CBS SAICF (Discos), Emilio Mitre 1819, Buenos Aires. Tel. 922-4041. Cable COLRECORD. Telex 17091. Pres. Juan Truden; Mng. Dir.: Hecio Cuomo.

Labels: (Owned) CBS, Columbia, Epic, Odyssey, Orfeo, Portrait, (licensed) Aguamanda (Italy), Amber Antique (USA), Astarite (Spain), Black Magic (UK), Blue Sky (USA), Bus (Italy), CGD (Italy), Cannel (USA), Caribou (USA), Cartwheel (USA), Cleveland Int'l (USA), Dan (Mexico), Daniel (Mexico), Devel (USA), Dimeca (Mexico), La Discoteca (Venezuela), Douglas (USA), Erre (Italy), Fillmore (USA), Freddie (USA), Full Moon (USA), Goodear (UK), Great Western Gramophone (USA), Heriba (Bolivia), Jet Pad (Switzerland), Kinetic (USA), Kirshner (USA), Le Cam (USA), Libra (Italy), Lifesong (USA), Lozano (Mexico), Memo (USA), Monument (USA), Movieplay (Spain), Mums (USA), Nemperor (USA), New Design (USA), Norteno (Mexico), Ode (USA), PIR (USA), Prophecy (USA), Shakat (USA), Sherbet (Australia), Smash (Italy), Som (Brazil), Sondor (Uruguay), Sono Radio (Peru), Spindizzy (USA), Splash (Italy), Sweet City (USA), TK (USA), T-Neck (USA), Tabu (USA), Tappan Zee (USA), Unlimited Gold (USA), Windfall (USA), Zarape (USA).

Calmex SrL, Cuidado de la Paz 2506, 3rd fl., 1428 Buenos Aires. Tel. 982-3037.

Int'l branch: USA.

Labels: (Owned) Calmex, Top; (licensed) Eagle (USA), Insieme (Italy), PPX (USA), Sirocco (USA), Yep (Italy).

Camden, see RCA.

Capitol, see EMI-Odeon.

Carmusic SAIC, Mexico 2833, Buenos Aires. Tel. 97-7185. Pres.: Laura Roma Casella; Gen. Mgr.: Alba Casella.

Labels: (Owned) Carmusic; (represented) Monica (USA), Europa (Germany).

Int'l rep.: Uruguay (APSA).

Cauce, see Trova.

Circle Line Producciones SrL, Agüero 1920, 8th fl., 18, 1425 Buenos Aires. Tel. 826-0034. Cable CIRCLE-LINE BAIRES. Gen. Dir.: J. Olzevicki Fried; Gen. Mgr.: A. M. Hernandez.

Labels: (Owned) Bang Bang, Circle Line, (licensed foreign) Albatros (France), Dial (Spain), Elver (Belgium), Ibach (France), Multipix (UK), Tommy (Uruguay), Victoria (Germany).

Domestic labels represented: Alos (worldwide), Arfon (worldwide except Uruguay), Argentina Prod'ns (worldwide except UK), Campo (worldwide except Bolivia).

Mburucuya (worldwide), Paraguari (worldwide), TK (Europe, Japan), Tonodisc (Europe, Japan).

Int'l reps.: Chile (Quatro), Colombia (Codiscos), Ecuador (Fadisa), France (Elypeyrot), Japan (Musicamigos), Spain (Dial), Uruguay (Maloa, Tommy).

Columbia, see CBS.
D G, see Phonogram.

Discolandia Dueri & Cia Ltda., Ave. Belgrano 3459, 3rd fl., Dept. 15, Buenos Aires.

Home office: Bolivia.

EMI-Odeon SAIC (IFPI), Mendoza 1660, 1428 Buenos Aires. Tel. 781-4061/9. Cable TURNTABLE. Telex: 22796. Pres. & Mng. Dir.: Luis Aguado; Label Mgr.: Adolfo San Martin; Sales Mgr.: Alfredo Porcini; Finance & Admin. Dir.: Carlos Benveniste; Comm'l. Dir.: Norberto Tejero.

Labels: (Owned) Angel, Capitol, EMI, Harvest, Odeon, Odeon Pops, Parlophone; (licensed) A&M (USA), Arista (USA), Decca (UK), Discomoda (Venezuela), London (USA), Magnet (UK), PDU (Italy), Private Stock (USA), Rocket (UK), United Artists (USA).

Int'l reps.: Bolivia (Discolandia), Ecuador (IFESA), Peru (EMPESA), Uruguay (R. & R. Giosia), USA (Discos Latin), Venezuela (Los Ruices).

EPSA (Electrical Prods. SAIC), Mexico 2835, Buenos Aires. Tel. 93-8316, 97-4609. Pres. & Gen. Mgr.: Laura Roma Casella. (Distributor—Tape only)

Epic, see CBS.

Famous SrL, Anasco 1015, Buenos Aires. Tel. 59-2918.

Labels: (Owned) Ariel; (represented) EMI (UK).

Festival, see Musidisc.

Fontana, see Phonogram.

Harvest, see EMI-Odeon.

Heliodor, see Phonogram.

Jazz Anthology, see Musidisc.

Kontrast, see Artaria-Kotrona.

Kotrona, see Artaria-Kotrona.

Linea Tres, see RCA.

M G M, see Phonogram.

Mercury, see Phonogram.

Microfon Argentina SA, Lavalle 1430, 4th fl., Buenos Aires. Tel. 49-6128, 40-9728. Cable MICROFON BAIRES.

Telex: 17774 MIFON AR. Pres.: Mario Ruben Kaminsky, VP: Norberto Kaminsky.

Labels: (Owned) Micsa; (licensed foreign) Alshire (USA), Ariola (Mexico, Spain), Audio Fidelity (USA), Coco (USA), Coro (Mexico), Gamma (Mexico), Continental (Brazil), Hispavox (Spain), Infopesa (Peru), Motown (USA), Orfeon (Mexico), Ri-Fi (Italy), Vogue (France), Velvet (Venezuela).

Int'l reps.: Brazil (Continental), Bolivia (Heriba), Central

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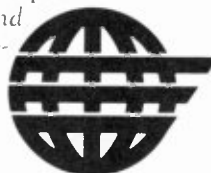
LYLE: Well, that's a long story. The bottom line is, we have exceptionally good products. CBS Professional Tapes. And, we deliver what we promise, on time. So as the word gets around, more and

more people want to do business with us.

Q: Are you doing business this way with any other products?

LYLE: Oh, with many products. We have a network of contacts and clients worldwide. For example, we export U.S. Duplicating and Record Manufacturing Equip-

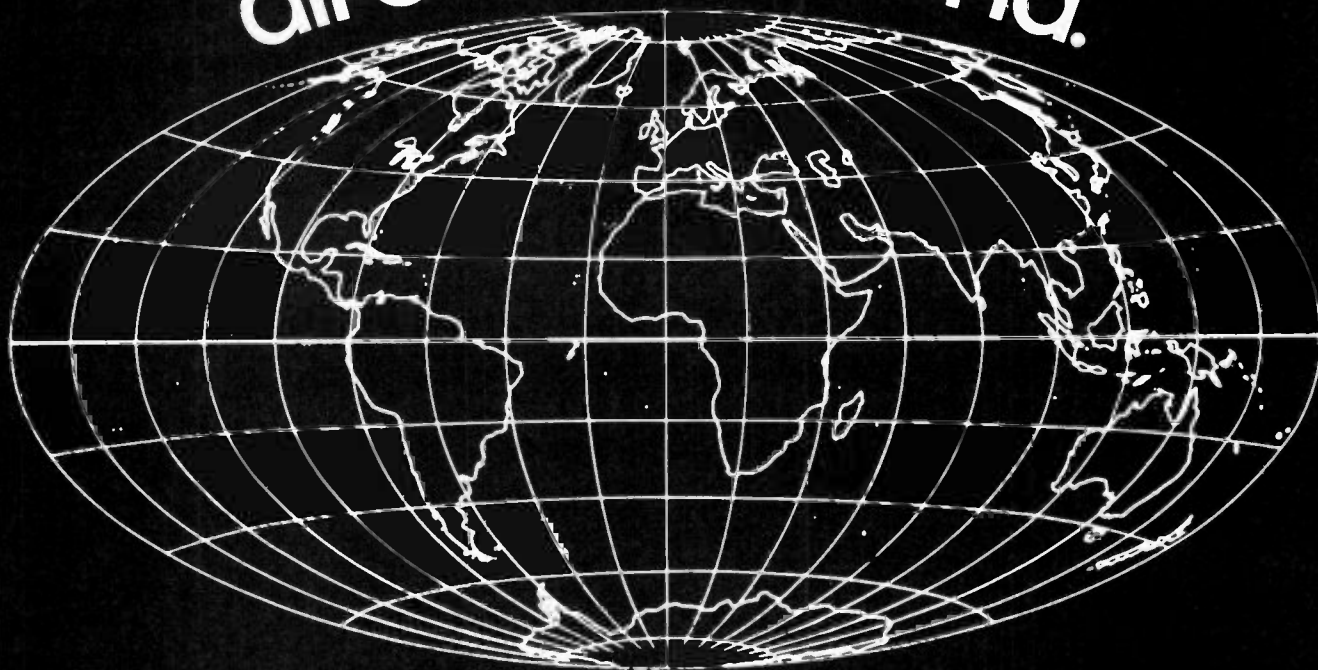
ment and we have just taken on a product we're very excited about: The Ultra Sonic Film Splicer. It's the only one of its kind, (used here by Technicolor and MGM) and we want to introduce it to the rest of the world.



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At CBS Records International (CRI) we have nearly 8,000 people around the world fluent in that language.

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Because of all this, CRI has been able to grow in new ways each year. Toto, Cheap Trick, Bob Dylan, Earth, Wind & Fire, Billy Joel, Meat Loaf, The Jacksons, Art Garfunkel, Frank Zappa, Supertramp,* Anita Ward** and Julio Iglesias are just a few of the artists who have grown with us this year — to new levels of international success.

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CBS Records International

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America (Lyra), Colombia (Codiscos), Ecuador (IFESA), Mexico (Ariola), Peru (Intopasa), Spain (Ariola), Uruguay (EDISA), Venezuela (Velvet)

Micsa, see Microfon

Music Hall, see Sicomericana

Musidisc Europe Sudamericana SAICF, Uruguay 1037, 4th fl., 1037 Buenos Aires. Tel 41-0464/7091 Cable MUSIDISC BAIRES. Pres Juan M.L. Fano, Gen Mgr J Olszewicki

Home Office: France

Labels: (Owned) Accord, America, Festival, Jazz Anthology, Musidisc, Score, Visadisc, (Licensed—domestic) Circle Line Prods

N G, see Tonodisc

Odeon, see EMI-Odeon

Odeon Pops, see EMI-Odeon

Odyssey, see CBS

Orfeo, see CBS

Parlophone, see EMI-Odeon

Philips, see Phonogram

Phonogram SAIC, Calle Moreno 2038, Buenos Aires. Tel 48-7709/5524/6728 Mng. Dir. John Lear

Labels: (Owned) Archiv DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Verve; (represented) Casablanca (USA), Charisma (UK), Chrysalis (UK), Disney-Vista (USA), Island (UK), MCA (USA), Pablo (USA), RSO (USA), 20th Century (USA), Vertigo (UK), Virgin (UK), Zafiro (Spain)

PhonoMusical (Argentina), Zapata 121, 1426 Buenos Aires

Polydor, see Phonogram

Portrait, see CBS

Prodisco, see Tonodisc

Promusica, see Tonodisc

Propitei, see Artaria-Kotrona

Pure Gold, see RCA

R C A Ltd. (Sucursal Argentina), Paroissien 3930, 1430 Buenos Aires Tel 70-4171, Cable RCAAAR 0113, Gen. Mgr Jorge Oscar Schutt, Sales Mgr. Horacio Luis Bulnes; Creative Mgr., Osmar Mario Pizzorno

Labels: (Owned) Camden, Linea Tres, Pure Gold, RCA, Red Seal, Victrola, Vik; (licensed) Barclay (France), Can't Stop Prod'n (USA), Erato (France), Fantasy (USA), Hansa (Germany), Mellow (Netherlands), Ricordi (Italy)

Red Seal, see RCA

Rhombus, see Trova

Ritmo, see Sicomericana

Rondó Musical S.R.L., La Pampa 2586, 1428 Buenos Aires

Tel 784-0747, Gen. Mgr Jorge C Esperon

Score, see Musidisc

Sheraton, see Sicomericana

Sicomericana SACIFI (IFPI), Jose E Uriburu 40-42, Buenos Aires Tel 46-9800, Pres Nestor Selasco

Labels: (Owned) Music Hall, Ritmo, Sheraton; (licensed) ABC group (USA), Ariston (Italy), Belter (Spain), Charly (UK), Durium (Italy), Ember (UK), Musart (Mexico), Pys (UK), Vanguard (USA), WEA group (USA)

Specialty, see Artaria-Kotrona

Tema, see Trova

Tonodisc SA (IFPI), Culpina 375, 1406 Buenos Aires. Tel 612-4873/5107, Pres Natalio Garber; Gen. Mgr: Francisco Vidal; Sales Mgr. Luis Pissolito; Promo. Mgr. Julio Garcia

Labels: (Owned) NG, Prodisco, Promusica, Tonodisc, (licensed) Chantecler (Brazil), Continental (Brazil), Project 3 (USA), Saar (Italy)

Int'l reps.: Colombia (Bonif), Japan (Victor), Mexico (Musart), Venezuela (BASF), Yugoslavia (Ljubljana)

Top, see Calmex

Trova Inds Musicales SA (IFPI), Cangallo 4378/80/82, Buenos Aires Tel 811-0890/0990/2810, Pres. Felix Horowitz; Gen. Mgr. & A&R Nahun Roberto Rudaeff

Labels: (Owned) Cauce, Rhombus, Tema, Trova, Vernal; (distributed—not licensed) CID (Brazil), Carosello (Italy), Erre TV (Italy), Gravacos Elétricas (Brazil), Phonogram (Brazil), Som Livre (Brazil)

Int'l reps.: Brazil (CID, Continental, Phonogram, RGE/Fermata, Sigla), Chile (Quatro), France (Pathe Marconi-EMI), Italy (Carosello), Japan (Victor), Mexico (Gamma), Spain (CBS), Uruguay (Clave), Venezuela (BASF)

Vernal, see Trova

Verve, see Phonogram

Victrola, see RCA

Vik, see RCA

Visadisc, see Musidisc

● music publishers

Acorde (Ed.), see Edami

Calmex S.R.L., Ciudad de la Paz 2506, 3rd fl., 1428 Buenos Aires. Tel 782-3037

Int'l firms represented: Intersong (Germany), Sugar Music (Italy)

Edami S.R.L. (Ed. Argentina de Musica Int'l), Lavalle 1494, Buenos Aires. Tel 40-1613/8853

Int'l firms represented: EMMI (Mexico), PHAM (Mexico), Peer (USA), SEMI (France), Southern (Italy, Spain, UK, USA)

Edifon S.R.L., Tucuman 1455, 9th fl., A, Buenos Aires. Tel: 45-7142, Cable MICROFON BAIRES, Telex 17774 MIFON AR. Pres. Mario Ruben Kaminsky, Gen. Mgr. Beatriz Lupu

Int'l firms represented: Arabella (Spain), Black Bull (USA), Jobete (USA), Ollantay (Peru), Stone Diamond (USA)

Int'l reps.: Peru (Ollantay), USA (Pampa)

Korn SAIC (Ed. Musical), Av. Cordoba 1351, 2nd fl., Buenos Aires. Tel 44-0611/5142/9798, Cable EDIKORN. Gen. Mgr. Nelida Lopez French

Int'l firms represented: United Artists group (USA)

M A I (Musica Argentina & Internacional) SA Ed., Talcahuano 68, 1391 Buenos Aires. Tel: 37-9441, Cable EDIMAI. Telex: 22796. Pres.: Luis S. Aguado; Gen. Mgr. Maria Hajdenwurcel

Int'l firms represented: Discorama (Spain), EGO (Spain), EMI (UK), Ecomus (Colombia), ITAIPU (Brazil), Sochem (Chile), Unimusic (Venezuela)

Int'l reps.: Brazil (ITAIPU), Spain (EGO)

Melograf S.R.L. (CBS Music Publ'g), Suipacha 476, Buenos Aires. Tel: 49-3551, Gen. Mgr.: Beatriz Lupu

Int'l firms represented: ATV/Maclen, B O Cult, Blue Seas/Jac, Doors, Frank, Garrett, Albert Hammond Ents., Herophant, Lady Jane, Robert Mellin, Mighty Three, Mine, Music Maximus, Neighborhood, Petra, Playboy, Sheryl, Third Story, Tuna Fish (all USA), Northern Songs, RAK (both UK)

Int'l reps.: Australia (Aral), Brazil (ELAM, Mundo Musical), Canada (April/Blackwood), Colombia (Mundo Musical), Costa Rica (Mundo Musical), France (April), Germany (April), Israel (April), Italy (April), Japan (April), Mexico (Mundo Musical), Netherlands (April), Sweden (April), UK (April), USA (April/Blackwood), Venezuela (Mundo Musical)

Mundo Musical S.R.L. (Eds.), see Melograf

Musica Argentina & Internacional, see MAI

Odeon (Ed.), see MAI

Jaime Olszewicki, Agüero 1920, 8th fl., 18, 1425 Buenos Aires Tel 826-0034, Cable CIRCLE LINE BAIRES

Gen. Dir., J Olszewicki Fried; Gen. Mgr. A.M. Hernandez

Int'l firms represented: Paul Beuscher (France), Bretagne (France), Claude Carrere (France), Coda (Belgium), Elpeyrot (Europe), Isabelle (France), Melodie der Welt (Germany), Johann Michel (Germany), Sforzando (France), Tremplin (France)

P A M S C O SAC (Pan American Music Serv. Corp.), Jose E Uriburu 40-42, 3rd fl., Buenos Aires Tel 49-0399, 46-9807/00, Cable PAMESCO

Int'l firms represented: CAM (Italy, Spain), Curci (Italy), Comme il Vento (Italy), Constand DeFourny (Belgium), Durium (Italy), Marouani (France), Orbemusa (Venezuela), Pema (France), Pham (Mexico), Pull (Italy), G. Ricordi (Italy), Sparta Florida group (UK)

Int'l rep.: Colombia (Exitos), Mexico (Pham), Venezuela (Orbemusa)

Puma (Publicaciones Musicales Americanas) S.R.L., Culpina 375, Buenos Aires Tel 611-4819, Pres Lila T. Nunez

Relay SAIC, Paroissien 3930, Buenos Aires Tel 70-4171, Cable RCAAAR, VP Jorge Oscar Schutt, Mgr. Buddy McCluskey

Int'l firms represented: Arabella (Spain, USA), Ariola America (USA), Cherry Lane (USA), Erasmus (USA), Infinity (USA), Ivan Mogull (USA), Jondora (USA), RCA affiliates (worldwide), Sheryl (USA)

Int'l reps.: Worldwide (RCA affiliates)

S I G E M (Sistema Globo de Ediciones Musicales), 683 Florida, Buenos Aires. Tel 392-9962

Trompos Publ'g, S.R.L., see Edifon

Ultramoderna (Ed.), see MAI

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion Wagneriana de Buenos Aires, Santa Fe 1243, 1st fl., Buenos Aires

Collegium Musicum de Buenos Aires, Libertad 1630, Buenos Aires

Comar (Corp. Argentina), Montevideo 641, Buenos Aires

Mozarteum Argentino, Rodriguez Pena 1882, Buenos Aires Tel: 44-4836, Pres Jeannette Arata de Erize

DESIGN & ARTWORK

Artaria-Kotrona S.R.L., Esmeralda 459, 1007 Buenos Aires. Tel 392-2683, Cable ARIADISC. Gen. Mgr. Bruno Iannice; Sales Mgr. Claudio Davila

LICENSING ORGANIZATION, MUSIC

S A D A I C (Sociedad Argentina de Autores & Compositores de Musica), Lavalle 1547, Buenos Aires. (Mechanical & performing rights)

LICENSORS, RECORD & TAPE

T A T S A SA, Florida 239, Buenos Aires Tel 49-6936/5801, Telex: 122322 AT/COB

PLATING, PROCESSING & PRESSING PLANTS

C B S SAICF (Discos), Emilio Mitre 1819, Buenos Aires Tel 922-4041, Cable COLRECORD Telex 17091, Pres. Juan Truden; Mgr. Hecio Cuomo

EMI-Odeon SAIC (Industrias Electricas & Musicales), Montaneses 2150, 1428 Buenos Aires. Tel 781-4061/69, Cable TURNTABLE Telex: 22796 (Pressing only)

Galvadis S.R.L., 11 de Septiembre 481, Ramos Mejia, Buenos Aires Tel 653-6844/6826, Cable MICROFON BAIRES, Telex 17774 MIFON AR. Pres. Mario Ruben Kaminsky; VP: Norberto Kaminsky, Gen. Mgr. Raul Iglesias

PRINTERS & LITHOGRAPHERS

Artaria-Kotrona S.R.L., Esmeralda 459, 1007 Buenos Aires. Tel 392-2683, Cable ARIADISC. Gen. Mgr. Bruno Iannice; Sales Mgr. Claudio Davila

RECORD PROMOTION

Artaria-Kotrona S.R.L., Esmeralda 459, 1007 Buenos Aires. Tel 392-2683, Cable ARIADISC. Gen. Mgr. Bruno Iannice; Sales Mgr. Claudio Davila

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 S.R.L., 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 quadraphonic.

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 EMPTY 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 S.R.L., 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 names: 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 S.R.L., Esmeralda 459, 1007 Buenos Aires. Tel 392-2683, Cable ARIADISC. Gen. Mgr. Bruno Iannice; Sales Mgr. Claudio Davila. (Blank only)

Audio: Cassette, open reel

B A S F (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

B A S F (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 701-2159/8954, 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 S.R.L., 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, Cable COLRECORD. Telex: 17091, Pres.: Juan Truden; Mgr.: Hecio Cuomo

Product: Catalog servs.

Holmar S.R.L., Cespedes 2670, Buenos Aires. Tel 73-8127, (Importer)

Product: Needles (Ortofon)

Ortofon, see Holimar

● store fixtures & merchandising aids

Artaria-Kotrona S.R.L., 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) = 0.86 Australian dollars.

Per capita income: \$5,540

No. of homes with record players: 95%

Holidays: January 1, January 26 (Australia Day), Good Friday, Easter Monday, April 25 (Anzac Day), Queen's Birthday, December 25, December 26 (Boxing Day)

RECORDS & TAPE:

Total records & pre-recorded tape sold: \$200,000,000.
Average retail price per record: LP's \$8.50; singles—\$1.50.
Average retail price per tape: Cassette—\$8.50.
Stereo sales: 99% of total.
Quadraphonic sales: 1% of total.
Record club sales: 3-5% of total.
Discounting: Approximately 5% of total.
Type of distribution: Manufacturer-to-retailer predominates.
 Rack jobbing is virtually unknown. Budget racking has all but disappeared in the last three years. EMI is the only company that runs its own retail outlets (Palings stores).
Type of promotion: Radio exposure predominates, but TV film clips have usually been very effective and discos have had an increasing influence. The music press is still relatively unimportant, but its influence is increasing. Free-form government rock radio station 2JJ (Sydney) can have a large influence on out-of-mainstream product sales.
Jukeboxes: 5,000.

RADIO STATIONS:

No. of commercial 126; No. of government 88.
Comment: Primarily independent operations, with specialized programming occurring only in metropolitan areas. Pop/rock stations are usually dominant in the metropolitan areas, with MOR and country stations dominating elsewhere. Jazz and black music is nonexistent. There's a 20% local performance content regulation.

TELEVISION STATIONS:

No. of commercial 50; No. of government 87.
Comment: American and English shows are dominant, with locally produced shows accounting for approximately 20% of programming.

IMPORT / EXPORT REGULATIONS:

Import duty is 35% on tapes; there is no import duty on records. Government sales tax 27½% imports, 27½% local manufacturer.

MARKET ANALYSIS:

1978 in Australia was the year of the "gorilla." The record market was dominated by a small number of multi-platinum sellers which effectively took away the bucks from standard hit sellers and back catalog.
 Despite this proliferation of "gorillas," actual growth in the overall market was stagnant if not in fact—it did not actually regress. PolyGram, which handled the two biggest selling albums of the year ("Saturday Night Fever" and "Grease"), estimated a nil growth, as did the independent Festival Records.
 Such was the huge gap between the sales of the top three albums and the remainder of the chart that No. 1 became a somewhat inadequate term of achievement.
 1978 also saw radio lose a great deal of its hitmaking power as more and more singles were broken by discos and television. Disco itself grew enormously in the Australian marketplace during 1978, accounting for approximately a quarter of all hits.
 Not so dramatic, however, was the chart action of local artists. 1978 was the worst year since 1968 for the number of Australian singles in the top 100 (only 10) and likewise for albums (only nine). Ironically, 1978 was the year when Australian recording truly came of age on the world's charts.
 Glenn Baker

● record & tape manufacturers / distributors / importers

A O, see Recording Industry Mktg. Servs.
 A T A Recs., 96 Glebe Point Rd., Glebe, Sydney, NSW 2037. Tel: (02) 660-3466. Cable: SHOWBIZ. Telex: 22429. Mng. Dir.: 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.
 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)
Label: (Owned) Albert Prod'ns.
 Albert Prod'ns, see J. Albert & EMI.
 Archiv, see PolyGram.
 Arrival Recs., 390 Eastern Valley Way, Roseville East, NSW 2069. Tel: (02) 407-3201. Contact: Phil Israel.
 Astor Recs. Pty. Ltd. (IFPI), 1092 Centre Rd., Clayton, Melbourne, Vic. 3168. Tel: (03) 544-2444. Cable: SCHÜH. Telex: 31244. Gen. Mgr.: Rex M. Barry; Mktg. Mgr.: Vin A. Forbes.
Labels: (Owned) Astor, W&G (licensed—domestic) Fable, Image, Indigo, Pisces (licensed—foreign) Alshire (USA), Attic (Canada), Casablanca (USA), Chelsea (USA), Cream (USA), Europa (Germany), Everest (USA), Lismor (UK), MCA (USA), Motown (USA), Playboy (USA), Pye (UK), Redifusion (UK), Sommerset (Germany), Springboard (USA), Vanguard (USA).
Int'l rep.: New Zealand (Music World).
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 Avan-Guard Music Pty. Ltd. (IFPI), 524 Kent St., Sydney, NSW. Tel: (02) 61-3278. Mng. Dir.: Ali Knoll; Gen. Mgr. Judith Knoll, Sales Mgr.: Stuart Emanuel, A&R: Rosemond Johnson.
Labels: (Owned) Avan-Guard, Pepito; (licensed foreign) Five Star (New Zealand), Meridian (UK), Muse (USA), Nina (USA), Ode (New Zealand), Tilton (Germany, Netherlands); (distributed—not licensed) Ar-tone (Netherlands), CBS Int'l (worldwide), Epic Int'l (worldwide), Hed Arzi (Israel), Hungaroton (Hungary),

Murray Hill (USA), Pepita (Hungary), Qualiton (Hungary), Tempo, Vanguard (USA).
Int'l reps.: Fiji (Morris Headstrom), Hong Kong (Hong Kong Recs.), Hungary (Kultura), New Zealand (Ode).
 Axis, see EMI.
 Banner, see Dal Myles.
 Batfolk, see Battyman.
 Batgas, see Battyman.
 Batjazz, see Battyman.
 Battyman Recs. Australia, PO Box 94, 101 William St., Bathurst, NSW 2795. Tel: (063) 315-708, 312-062. Cable: BATRECORDS. Proprietor: Christopher Battye; A&R: Tony Ansell; Sales Mgr.: Ian Frame; Adv. & Album Cover Design: Marc Battye. (Also see RCA)
Labels: (Owned) Batfolk, Batgas, Batjazz.
 Big Time, see Wizard.
 Bluebird, see RCA.
 Blue Goose, see 7 Recs.
 Bootleg, see Fable.
 Bullet, see Recording Industry Mktg. Servs.
 Bunyip Recs., 1/17 Wilgar St., Bondi, NSW 2026. Tel: (02) 2718. Contact: Ian B. McLeod.
 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 Bull.
Labels: (Owned) CBS, Epic, Harmony, Odyssey, Portrait; (licensed) Bethlehem, Blue Sky, Caribou, GTO, Jet, Kirshner, Nempcor, Philadelphia Int'l, TK, T-Neck, Tabu, Tappan Zee, Unlimited Gold.
Int'l rep.: Worldwide (CBS).
 Camden, see RCA.
 Candle/Basket, see Larrikin.
 Capitol, see EMI.
 Carinia Co. Pty. Ltd., PO Box 126, Carinia House, 6 Arramoon Rd., Willoughby (Sydney), NSW 2068. Tel: (02) 95-2005. Cable: CARINIA. Mng. Dir.: Mrs. N. Kalakowski; Gen. Mgr.: C.R. Barlow.
Labels: (Owned) Carinia, Chic, Classics-For-All, Line 99, Opera-For-All; (represented) Ariola (Germany), Audio Fidelity (USA), Baccarola (Germany), Belter (Spain), Candide (USA), Chiaroscuri (USA), Elite Special (Switzerland), Eurodisc (Germany), Fiesta (USA), Folkways (USA), Fomit-Cetra (Italy), Grecophone (USA), Harmonia Mundi (Germany), Jugoton (Yugoslavia), MPS (Germany), Metronome (Germany), Monitor (USA), PWM (Poland), RTB (Yugoslavia), C.N. Rood (Netherlands), Scascia (Italy), Telefunken (Germany), Turnabout (USA), Viking (New Zealand), Vox (USA).
Int'l rep.: New Zealand (Viking).
 Caronna & Cromaphon Recs. Ltd., GPO Box 1414M, Melbourne, Vic. 3001. Tel: (03) 318-3258. Cable: CACROMAPHON. Owner & Gen. Mgr.: Carmelo Alessi; Sales Mgr.: Bill Willis; Int'l Mktg.: Carmelo Viatreddo.
Int'l branch: Italy, Colossal & Caronna.
Int'l reps.: France (Phonodisc), Italy (A&C, Ala, Bruzia, Captain, Colossal, Galatea).
 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, Ass't Mgr.: Donna Reed.
Label: (Owned) Trafalgar.
 Cherry Pie Recs. (Graeme Davar Assocs.), PO Box 84, Turramurra 2074; 28 Paling St., Thornleigh, NSW 2120. Tel: (02) 84-5506. Mng. Dir.: Charles Reed (Distributed by 7 Recs.)
 Chic, see Carinia.
 Clarion Recs., 17 Airlie St., Unit 1, Peppermore Grove, WA 6011. Tel: 384-6491. Mng. Dir.: Martin Clarke.
 Classics-For-All, see Carinia.
 Classics For Pleasure, see EMI.
 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, Marfer, Zahro (all Spain); Galaxy, President (both UK).
 Columbia, see EMI.
 Columbia Studio Two, see EMI.
 Concert Rec'g, PO Box 108, 10 Caloola Rd., Wentworthville, NSW 2145. Tel: (03) 321-6189. 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).
 Cotillion, see WEA.
 Country Music Ents., PO Box 41W, West Tamworth, NSW 2340.
Label: (Represented) Sierra/Briar (USA).
 Crest, see Recording Industry Mktg. Servs.
 Crest Int'l, see Recording Industry Mktg. Servs.
 Customs, see Larrikin.
 D E M A, see Colossal.
 D G, see PolyGram.
 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.
 Discuno, 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 Recs. Australia (IFPI), 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 2-0912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Stephen Shrimpton; Mktg. Mgr.: Brian Harris; Prod. & Promos. Mgr.: Rob Walker.
Branches: Adelaide, SA 5007, 96 Rundle St., Kent

Town, Tel: (08) 42-7771. Telex: 88312. Sales Mgr.: Andrew Eves—Brisbane, Qld. 4006, 83 Robertson St., Fortitude Valley, Tel: (07) 52-5271. Telex: 41912. Sales Mgr.: Peter Minty—Melbourne, Vic. 3122, 109/123 Burwood Rd., Hawthorn, Tel: (03) 818-0211. Telex: 33359. Sales Mgr.: Geoff Greenstill—Perth, WA 6104, 94 Daly St., Belmont, Tel: (09) 277-5433. Telex: 93146. Sales Mgr.: Larry O'Brien.
Home office: UK.
Labels: (Owned) Axis, Capitol, Classics For Pleasure, Columbia, Columbia Studio Two, EMI, EMI America, EMI Int'l, Electrola, Harvest, His Master's Voice (HMV), Listen For Pleasure, Odeon, Oz, Parlophone, Pathe, Pathe Marconi, Regal, Regal Zonophone, Stateside, Studio 301, Toshiba, (licensed domestic) Albert Prod'ns, (licensed foreign) Argo (UK), Arista (USA), Big Sound (USA), Brunswick (USA), Cube/Fly (UK), Decca (UK), Deram (UK), Logo (UK), London (USA), MAM (UK), Magnet (UK), Private Stock (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Sesame Street (USA), T-Rex (UK), Threshold (UK), Waverly (UK).
Int'l reps.: France (Pathe Marconi), Germany (Electrola-EMI), Japan (Toshiba), Netherlands (Bovema-EMI), New Zealand (EMI), Philippines (Dyna), UK (EMI), USA (Capitol).
 E M S Sound Inds. Pty. Ltd., 18-20 Deeds Rd., Camden Park, SA 5038. Tel: (08) 294-6577. Mng. Dir.: John Evans, Graham Morphet.
 Earth Media Rec'g Co., 14 Glen St., Milsons Point, NSW. Tel: (02) 929-8669.
 Electrola, see EMI.
 Elektra, see WEA.
 Epic, see CBS.
 Eureka Recs., PO Box 113, North Ryde, NSW 2113. Tel: (02) 888-6470. Mng. Dir.: Les Simmonds; Mktg. Mgr.: Helen Matthews. (Distributed by RCA)
Labels: (Owned) Eureka, Stockade; (licensed foreign) Adelphi (USA), Rounder (USA), Sonet (UK).
 Fable Rec. Co. Pty. Ltd., 137 Moray, South Melbourne, Vic. 3205. Tel: (03) 699-9999. Telex: 33609. Mng. Dir.: Ron Tudor. (Distributed by Astor)
Labels: (Owned) Bootleg, Fable.
 Festival Recs. Pty. Ltd. (IFPI), 63-79 Miller St., Pyrmont, NSW 2009. Tel: (02) 660-4022. Cable: FESTIVAL. Telex: 25686. Mng. Dir.: Allan Hely; Gen. Mgr.: Jim White; Sales Mgr.: Noel W. Brown.
Int'l branches: England, New Zealand, USA.
Labels: (Owned) Festival, Festival Int'l, Infinity, Interfusion; (distributed) ATA, Mushroom, Mushroom Int'l, Razzle, Regular; (represented) A&M (USA), Barclay (France), Bearsville (USA), Beserkley (USA), Bronze (UK), Butterfly (USA), Chrysalis (UK), Crescendo (USA), DJM (UK), Fantasy (USA), Hispavoc (Spain), Island (UK), USA, Monument (USA), Musicov (USA), Project 3 (USA), Shelter (USA), Shelby Singleton (USA), Stiff (UK), United Artists (UK, USA), Virgin (UK). (SEE ADVERTISEMENT)
 Fiddling Fool Prod'ns, 19 Adolphus St., Balmain 2041. Tel: (02) 827-2203
 Focus, see Spotlight.
 Folkways, PO Box 162, Paddington, NSW 2021. Tel: (02) 33-3980.
Labels: (Represented) Adelphi, Bay, Folk-Legacy, Stinson (all USA).
 Fontana, see PolyGram.
 Fontana Gold, see PolyGram.
 44, see PolyGram.
 Gold Seal, see RCA.
 Grass Roots Recs., PO Box 243, Epping, NSW 2121. Tel: (02) 86-3817. Owners: Phil & Chris Matthews. (Distributed by PolyGram)
 Ron Gray, 12 Sheffield St., Merryland, NSW 2160.
Label: (Represented) Jazzology-GHB (USA).
 Grevillea, see Larrikin.
 H M V, see EMI.
 Hadley Recs., Egret Pl., Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott; Gen. Mgr.: Hilary B. Scott.
Labels: (Owned) Hadley; (licensed) Vokes (USA); (distributed—not licensed) Opal.
Int'l reps.: New Zealand (EMI, Master, Viking).
 Hammar Recs., 21 Wangaratta St., Richmond, Vic. 3121. Tel: (03) 42-1618. Contact: Sino Guzzardi.
 Happening Prod'ns Pty. Ltd., Umline House, 4th fl., 5-13 Northcliff St., Milsons Point, Sydney, NSW 2061. Tel: (02) 922-4100. Cable: SEMUS. Telex: 26405.
 Harbour, see 7 Recs.
 Harmony, see CBS.
 Harvest, see EMI.
 Heliodor, see PolyGram.
 His Master's Voice, see EMI.
 Billy Hyde Inds., 100 Mt. Alexander Rd., Flemington Vic. Telex: 35739. Pres.: Gary Hyde; Gen. Mgr.: Ivor McGuffin.
Label: (Represented) Latin Percussion Ventures (USA).
 Image Recs. Pty. Ltd. (IFPI), 137 Moray St., South Melbourne, Vic. 3205. Tel: (03) 699-9999. Cable: IMAGE-RECORD. Telex: 33609. Mng. Dir.: John E. McDonald; Gen. Mgr.: Keith Colias; Sales Mgr.: Dick Barnes; Promo. & A&R Mgr.: Steve Rawlins. (Licensed to Astor).
Int'l branch: USA, American Image Music Inc.
Labels: (Owned) Image, Music Plus; (licensed) Ampro Prod'ns (USA), Axe (Canada), Boot (Canada), Emerald (UK), Gateway (USA), Hawk (Ireland), Jupiter (Germany), MWC (Canada), Midsong (USA), Music World (New Zealand), Palette (Belgium), Release (Ireland), Shadybrook (USA), Specialty (USA), Takoma (USA), Sydney Thompson (UK), Who's Who in Jazz (USA).
Int'l reps.: Canada (Axe, Boot), France (Michel Laguens), Germany (Telefunken), Netherlands (Basart), New Zealand (Phonogram, Music World), South Africa (Record & Tape), UK (Emerald).
 Indigo Recs., 22 Bendo St., Richmond 3121, Melbourne, Vic. Tel: (03) 429-4299. Telex: 31413. Gen. Mgrs.: Christopher Baynes, Barry Coburn. (Distributed by Astor)
Labels: (Owned) Indigo, Seabird; (licensed) Re/Se (USA).
 Infinity, see Festival.
 Interfusion, see Festival.

J & B Recs., 501/107 Walker St., North Sydney, NSW 2060. Tel: (02) 929-5977. Mng. Dir.: Brian Nicholls; Dir.: John Evans; Sales Mgr.: Tony Paris.
 Janda Recs., 47 Wellington St., Rozelle, NSW 2039. Tel: (02) 82-0628. Contact: Andrew Steele. (Distributor)
 Jazz & Jazz, see PolyGram.
 Jazznote, see Larrikin.
 Junction, see 7 Recs.
 K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: TOWVEY Telex: 22809. Gen. Mgr.: W. Gordon.
Labels: (Owned) KGC, (licensed foreign) Bartlett Bliss (UK), Federal (USA), Gusto (USA), King (USA), Pinnacle (UK), RK (UK), Starday (USA).
 K-tel Int'l, PO Box 121, 46 Pyrmont Bridge Rd., Pyrmont, NSW 2009. Tel: 660-0011. Telex (790) 24810.
Home office: USA
 Karussell, see PolyGram.
 Krass, see Wizard.
 L & S Educational Equipment Pty. Ltd., 259 E. Boundary Rd., East Bentleigh, Vic. 3165
Label: (Represented) Caedmon (USA).
 Larrikin Recs. Pty. Ltd., 282 Oxford St., Paddington, NSW 2021. Tel: (02) 319-567. Mng. Dir.: Warren Fahey; Sales Mgr.: Alex McCubbin.
Labels: (Owned) Larrikin, (licensed-domestic) Aboriginal Arts, Candle/Basket, Customs, Grevillea, Jazznote, (licensed-foreign) Alligator, Arhoolie, Biograph, County, Flying Fish, Hexagon, Jazz Archives, Kicking Mule, Lyrichord, Rounder, Stash (all USA), Melodiya (USSR), Sonet (UK), Topic (UK)
Int'l reps.: New Zealand (Kiwii), USA (Rounder).
 Laser, see Living Sound & RCA.
 Line 99, see Carinia.
 Listen For Pleasure, see EMI.
 Living Sound Recs., 3 Lanceley Pl., Artarmon, Sydney, NSW 20. Tel: (02) 438-1488
Labels: (Owned) Laser, Living Sound.
Int'l rep.: USA (RCA).
 Lyomim Trading, PO Box 517, Crows Nest, NSW 2065
Label: (Represented) Crystal (USA).
 M G M, see PolyGram.
 MR Acoustics, PO Box 110, Albion, Brisbane 4010. Tel: 48-7598, 284-6764, 265-1582. Contact: Colin H. Robertson.
Label: (Represented) Richardson (USA).
 Megasound Pty. Ltd., 220 West St., Crows Nest, Sydney, NSW.
Label: (Represented) Sheffield Lab (USA).
 Mercury, see PolyGram.
 Mercury/Emarcy, see PolyGram.
 Mercury Golden Imports, see PolyGram.
 Metro, see PolyGram.
 Midi, see WEA.
 Minstrel (Italian) Recs., PO Box 142, Roseberry, NSW 2018. Tel: (02) 699-2720. Contact: Peter Cian.
 Miracle, see Wizard & RCA.
 Missing Link Recs. Pty. Ltd., 247 Collins St., Melbourne,

Vic. 3000. Tel: (03) 63-5507. Mng. Dir. Keith Glass; A&R: Ross Wilson.
Labels: (Owned) Missing Link, (distributed-not licensed) Ralph (USA), Regular.
Int'l reps.: Bomp (USA), Rough Trade (UK)
 Moonlight, see Concert.
 Move Recs., PO Box 266, Carlton South 3053. Tel: (03) 497-3105. Partners: Nicholas Alexander, Martin Wright.
Labels: (Owned) Move, (represented) Avant Garde (USA), Reflection (UK).
 Mushroom Recs. Holdings Pty. Ltd., 59 Wellington St., Windsor, Vic. 3181. Tel: (03) 51-9821. Cable: MUSH-REC. Telex: 31738. Mng. Dir.: Michael Gudinski; Dir.: Ray Evans; Gen. Mgr.: Gary Ashley. (Distributed by Festival)
Labels: (Owned) Mushroom, Mushroom Int'l
Int'l rep.: New Zealand (Festival). (SEE ADVERTISE-MENT)
 Music Plus, see Image.
 Dal Myles Ent. (div. of Damvyn Holdings Pty. Ltd.), 694-696 Pittwater Rd., Brookvale, NSW 2100. Tel: (02) 939-2433.
Label: (Owned) Banner.
 Nonesuch, see WEA.
 Ode Record Co. Ltd., 12 Barrack St., Sydney NSW 2000.
Int'l branch: New Zealand.
 Odeon, see EMI.
 Odyssey, see CBS.
 Old Tyme Recs., 350 Centre Rd., Bentleigh, Vic. 3204.
Label: (Represented) DRG (USA).
 Opera-For-All, see Carinia.
 Outlet Rec'g Co. Ltd., 1 Jane St., Smithfield, Sydney, NSW.
Home office: UK—Northern Ireland.
 Oz, see EMI.
 Parlophone, see EMI.
 Pathe, see EMI.
 Pathe Marconi, see EMI.
 Papito, see Avian-Guard.
 Peter Pan, see DeLron.
 Philips, see PolyGram.
 Philips Int'l, see PolyGram.
 Pisces, see Astor.
 Polydor, see PolyGram.
 PolyGram Recs. Pty. Ltd., PO Box 314, Westfield Towers, 2nd fl., 100 William St., Kings Cross, NSW 2011. Tel: (02) 357-3277. Cable: PHONREC. Telex: 26856. Mng. Dir. Ross Barlow. Mktg. Mgr. Graham Newman, A&R Mgr. Dermot Hoy; Admin. Mgr. A. Waller.
Labels: (Owned) Archiv, DG, Fontana, Fontana Gold, 44, Heliodor, Karussell, MGM, Mercury, Mercury/Emarcy, Mercury Golden Imports, Metro, Philips, Philips Int'l, Polydor, Polyphon, Polystar, Privilege, RSO, Resonance, Vertigo, Verve; (distributed) Grass Roots, Jazz & Jazz, Warm & Genuine; (licensed) BBC (UK), CTI (USA), Capricorn (USA), Charisma (UK), Chess (USA), Gladdy (UK), Kudu (USA), Mercury/Delite (USA), Mercury/Lone Star (USA), Pablo (USA), Pablo Live (USA), Polydor/EG (UK), Polydor/Kolob (USA), Polydor/MVP

(USA), Polydor/Oyster (USA), RSO/Curtom (USA), Rocket (UK), Salvation (USA), Phil Spector Int'l (UK), Track (UK), Universe.
 Polyphon, see PolyGram.
 Polystar, see PolyGram.
 Portrait, see CBS.
 Powderworks, see 7 Recs.
 Privilege, see PolyGram.
 Pumpkin Recs. Pty. Ltd., PO Box 83, Westgate 2048; 215 Parramatta Rd., Annandale, NSW.
 Pure Gold, see RCA.
 R C A Ltd., 11 Khartoum Rd., North Ryde, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Robert F. Cook; Gen. Mgr.: Brian Smith.
Home office: USA
Labels: (Owned) Bluebird, Camden, Gold Seal, Pure Gold, RCA, Victor, Victrola, Vintage; (licensed-domestic) Laser, (licensed-foreign) ABC (USA), ABC/Blue Thumb (USA), ABC/Command (USA), ABC/Dot (USA), ABC/Impulse (USA), ABC/Paramount, ABC/Westminster (USA), AVI (USA), Anchor (UK), Ariola (USA), Ariola Eurodisc (Germany), BTM (UK), Bluesway (USA), Buddah (USA), Can't Stop (USA), Direction (Canada), Equinox (USA), Erato (France), Flying Dutchman (USA), GRT (USA), Grand Award (USA), Grunt (USA), Gryphon (USA), Gusto (USA), Hansa (Germany), LTD Exchange (USA), Lifesong (USA), Lollipop (Germany), Mericana (USA), Midsong (USA), Neon (UK), Numero Uno (Italy), Ovation (USA), Phantom (USA), Polar (Sweden), Prelude (USA), Probe (USA), RKM (Belgium), Signature (USA), Solar (USA), TMI (USA), Teal (South Africa), Bob Thiele Music (USA), Utopia (USA), Windsong (USA); (distributed) Battyman Recs. group, Eureka group, 7 Recs. group, Wizard group.
 R S O, see PolyGram.
 Ramrod, see Johnny Rebb.
 Raven Recs., PO Box 261, Baulkham Hills, NSW 2153. Contact: Glenn A. Baker.
 Razzle, see Festival.
 Reader's Digest Servs. Pty. Ltd., 26-32 Waterloo St., Surry Hills, Sydney, NSW 2010. Tel: (02) 699-0111. Cable: READIGEST. Telex: 20260. Rec. & Tape Dept. Mgr.: Richard P. Sammon.
Home office: USA.
 Johnny Rebb Ent's. Pty. Ltd., PO Box 341, 370A Port Hacking Rd., Caringbah, NSW 2229. Tel: (02) 525-7124, 522-7139. Pres.: Johnny Rebb; Gen. Mgr. Syd McDonagh; Music Co-ord.: Russ Kruger
Label: (Owned) Ramrod
 Record Dists. (Australia) Pty. Ltd., 32 Railway Parade, Granville, NSW 2142. Tel: (02) 637-3087. Cable: IBNATE. (Distributor)
 Recording Industry Mktg Servs. Pty. Ltd., PO Box 270, 122 Chapel St., St. Kilda, Vic. 3182. Tel: 531-1588. Mng. Dir.: Marcus Herman; Chief Consultant: Don Fraser.
Labels (Owned) AO, Bullet, Crest, Crest Int'l
 Regal, see EMI.
 Regal Zonophone, see EMI.
 Regular, see Festival & Missing Link.

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 Rhema Recs., PO Box 52, Redfern 2016. Tel: (02) 699-6957.

Label: (Represented) Benson Co. (USA).
 Scala Rec. Import Co., 504-520 Pacific Hwy., St. Leonards, NSW 2065. Tel: (02) 43-0243. Mng. Dir.: George Polgar.

Seabird, see Indigo.
 7 Recs. Pty. Ltd., 28 Cross St., Brookvale, NSW 2100. Tel: (02) 938-2200. Cable: SEVENRECORDS Chief Exec.: Ken Harding; A&R Mgr.: Tony Waide-Ferrell; Nat'l Mktg. Mgr.: Mike Delaney. (Also see RCA)

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Int'l rep.: New Zealand (RCA).

Solid Gold, see Delron.
 Sound & Film Ents. of Australia Pty. Ltd., 122 Chapel St., St. Kilda, Vic. 3182.

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 Spotlight Music Pty. Ltd., 262 Pitt St., Sydney, NSW 2000. Tel: (02) 235-7922. Dir.: Michael J. O'Neill.

Labels: (Owned) Focus, (licensed) Celebration Servs. (UK), Image VII (Canada), Messianic (USA), Sparrow/Birdwing (USA), (distributed—not licensed) World-wide Ventures (Canada).
Int'l reps.: New Zealand (Osborn Inds.), UK (Kingsway).

Staseside, see EMI.
 Stockade, see Eureka.
 Studio 301, see EMI.

Summit Recs., 176 S. Creek Rd., Dee Why West, NSW 2099. Tel: (02) 982-6577. Mng. Dir.: Simon Comper.

Swaggie Recs., PO Box 125, South Yarra, Vic. 3141. Tel: (03) 288-6280. Exec.: Nevill L. Sherburn.

Tempo, see Avon-Guard.
 Tennessee Toons, 62 Alfred St., Suite 36, Milsons Point, NSW. Tel: 922-1277.

Tiny Tot, see Delron.
 Together Ents. Pty. Ltd., 79-81 Berry St., North Sydney, NSW 2060. Tel: (02) 922-7720.

Toshiba, see EMI.
 Trafalgar, see Chaluz.
 Vertigo, see PolyGram.

Verve, see PolyGram.
 Victor, see RCA.
 Victrola, see RCA.

Viking Rec. Co. Pty. Ltd., B.O. Smith & Son, ANZ Bank Bldg., 20th fl., 68 Pitt St., Sydney, NSW 2000. Tel: (02) 233-6933. Cable: BABRUC. Telex: 22929 (Sales office only).

Home office: New Zealand, Viking Sevenses Ltd.
 Vintage, see RCA.

W E A Recs. Pty. Ltd. (IFPI), 7/9 George Pl., Artarmon, Sydney, NSW 2064. Tel: (02) 428-3633. Cable: WEAREC. Telex: 24653. Mng. Dir.: Paul M. Turner; Mktg. Mgr.: Peter Ikin.

Home office: USA, WEA Int'l.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Midi, Nonesech, Reprise, WEA Int'l, Warner Bros.; (licensed) Bearsville (USA), Beggars Banquet (UK), Big Tree (USA), Black Lion (UK), Brother (USA), Clean (USA), Damont (UK), Dark Horse (UK, USA), DiscReet (USA), Finnadar (USA), Lightning (UK), Little David (USA), Manticores (USA), Pacific (USA), Paradise (USA), Planet (USA), Pogo (UK), Radar (UK), Riva (UK, USA), Rolling Stones (USA), Scotti Bros. (USA), Sire (USA), Swan Song (USA), TDS (UK), Target (UK), Warner Curb (USA), Westbound (USA), Whitfield (USA).

W & G, see Astor.
 Warm & Genuine, see PolyGram.
 Warner Bros., see WEA.

Wizard Recs. Pty. Ltd., 2 Dind St., 9th fl., North Sydney, NSW 2061. Tel: (02) 929-0244. Mng. Dir.: Tony Hogarth; Exec. Dir.: Robie G. Porter; PR Mgr.: Alan Blake. (Also see RCA)

Labels: (Owned) Big Time, Krass, Miracle, WEA, (licensed foreign) Big Bear (UK).
Int'l reps.: Canada (Polydor), Hong Kong (Wizart), New Zealand (RCA), UK (Logo).

Word Recs. Australia, 18-26 Canterbury Rd., Heathmont, Vic. 3135. Tel: (03) 729-3777. Gen. Mgr.: Stanley R. Moulton.

Branch: Sydney, NSW 2000, 309 Pitt St. Tel: (02) 212-5977.
Labels: (Licensed) Jim, Koala, Lamb & Lion, Paragon, Tempo, Word (all USA).
 World Wide Rec. Imports—Tel: (02) 80-6631—see Delron.

● music publishers

Abigail Music (Australia) Pty. Ltd., see Penjane.
 Accolade Music Pty. Ltd., see Leeds.
 Acuff-Rose Publ'ns Pty. Ltd., see Allans.

Albert Int'l Music, see J. Albert.
 J. Albert & Son Pty. Ltd. (APRA), 139 King St., Sydney NSW 2000. Tel: (02) 232-2144. Cable: MUSIC.

Allans Music Australia Pty. Ltd., PO Box 513J, Melbourne 3001, 276 Collins St., Melbourne, Vic. 3000. Tel: (03) 63-0451. Cable: PIANOFORTE. Mng. Dir.: P.J. Green; Music Dir.: F.I. Baxter.

Int'l firms represented: Alfred (USA), Associated (USA), Beacon (USA), Belwin-Mills (USA), Boston (USA), Box & Cox (UK), Breitkopf & Hartel (Germany), Canadian Music Sales (Canada), J. & W. Chester (UK), J.B. Cramer (UK), Eds. Durand (France), Edu-Tainment (USA), William Elkin (UK), Carl Fisher (USA), Handy Bros. (USA), Hargail (USA), Frederick Harris (UK), Heugel (France), Jobete (USA), Alfred A. Kalmus (UK), Leduc (France), F.E.C. Leuckart (Germany), Novello (UK), Robertson (UK), G. Schirmer (USA), Schott Eulenburg (UK), Suvini Zerboni (Italy), Gordon V. Thompson (Canada), Willis (USA).

Angle Music, see July.

Antipodes Music Pty. Ltd., see Tumbleweed.
 April Music Pty. Ltd., 15 Blue St. North, Sydney, NSW 2060. Tel: (02) 31-0255. Cable: COLRECORD. Telex: 21246. Mng. Dir.: William Smith; Mgr.: John Anderson.

Int'l firms represented: Alotogood, Blackwood, Canopy/White Oaks, Country Road, Dickiebell, Frank, Gold Hill, Albert Hammond, Inaba, Jeolsons, Kool, Manhattans, Oceans Blue, Ron Powell, RSVP/Westbrook, Saybrook, Sherlyn, Silver Blue, Stephen Stills, Sumac (all USA).

Associated Music Pty. Ltd., 306/30 Glen St., Milsons Point, NSW 2061. Tel: 929-6787. Telex: 21474. Mng. Dir.: Robert F. Cook; Gen. Mgr.: Barry Kimberley.

Int'l firms represented: Alaska (UK), American Broadcasting (USA), Ampar (USA), Ampco (USA), Anchor (UK), Apt (USA), Ariola America (USA), Artists Music (USA), Birth (UK), Blendingwell (USA), California (USA), Cents & Pence (USA), Cherry Lane (USA), Chicago (USA), Contempo (UK), Coulgriss, Crabshaw, Cyclus, Miki Dallon (UK), Daywin (USA), Don (USA), Dunbar (USA), Egg (USA), Erva (USA), 57th Street, Global, Green Mountain (USA), Horse Hairs (USA), Imagination (USA), Kidada (USA), Kimlyn (USA), Ladysmith (UK), Laetrec (South Africa), Lion (USA), Linnal (USA), Melcher (USA), Joni Mitchell (USA), Naked Snake (USA), One of a Kind, Owepar (USA), Pamco (USA), Papa Joe's (USA), Porgie (USA), RCA (Argentina, Brazil, Canada, France, Germany, Italy, Mexico, Spain, UK), Rabbit, Rashida (USA), Sailor (USA), Scorpio (France), Seagrape, Bobby Sherman (USA), Silver Dagger (USA), Silver Fiddle/Neil Young (USA), Siren, Al Stewart (USA), Summit (UK), Artie Wayne (USA), Westpar (USA), Windson (UK), Windstar (USA), Wingate, Winter Hill (USA), York, Young Blood (UK), Zevon.

Int'l reps.: Argentina, Brazil, France, Germany, Italy, Mexico, Spain (all RCA); Japan (Global), South Africa (Laetrec), UK (Sunbury), USA (Interworld).

Banksia Music, see Larrikin.
 Barrelhouse Music, see Image & July.
 Barton Music Pty. Ltd., see Chappell.

Batgas & Co. Publ'g, PO Box 94, 101 William St., Bathurst, NSW 2795. Tel: (063) 315-708, 312-062. Cable: BATRECORDS. Proprietor: Christopher Battye; A&R Tony Ansell.

Belinda Music, see Castle.
 Bellbird Music Publ'g Co. Pty. Ltd., 28 Cross St., Brookvale, NSW 2100. Tel: (02) 938-2200. Chief Exec.: Ken Harding.

Int'l firms represented: Creole (UK), Quality (UK).
 Belwin-Mills Music Pty. Ltd., see Leeds.
 Better Half Music, see Together.

Breakfast Music Publ'g (APRA), PO Box 767, Surfers Paradise, Qld. 4217. Tel: (075) 31-2107.
Int'l rep.: USA (TRO).

Bruzia Music Ed. Musicali, GPO Box 1414M, Melbourne, Vic. 3001. Tel: (03) 318-3258. Cable: BRUZIAMUSIC. Owner: Carmelo Alessi; Gen. Mgr.: Carmelo Vialfredro.

Int'l firms represented: Alessi, Bruzia, Colossal, Dema, Morgans (all Italy).
Int'l reps.: Italy (Alessi), Bruzia, Colossal, Dema, Morgans).

Campbell Connelly (Australia) Pty. Ltd., see Norman Whitley.
 Canyon Realty Pty. Ltd., see Essex.
 Castle Music Pty. Ltd. (APRA), 120 Christie St., St. Leonards, Sydney, NSW 2065. Tel: (02) 439-6688. Cable: BELL MUSIC. Telex: 22872. Mng. Dir.: Frank Donley.

Int'l firms represented: Big Pig (UK), Black Bull (UK), Compass (USA), Walt Disney (USA), EMI (UK), Al Gallico (USA), Noel Gay (UK), Health Levy (UK), Magnet (UK), RAK (UK), Stonebridge/Prophet (USA).
Int'l reps.: UK (EMI), USA (Screen Gems-EMI).

Cellar Music, see Eparaima.
 Chappell & Co. (Australia) Pty. Ltd. (APRA), GPO Box 1486, Sydney 2001, 225 Clarence St., 7th fl., Sydney, NSW 2000. Tel: (02) 290-3500. Cable: SYMPHONY. Telex: 25799. Mng. Dir.: Colin Cornish; Financial Dir.: Ron Preston.

Int'l firms represented: ABC Dunhill (USA), Ralf Arnie (Germany), Artemis (Netherlands), Barn (UK), Barn-Slade (UK), Bema/Blaise (USA), Irving Berlin (USA), Stephen Bishop (USA), Brut (USA), Bullhorn (USA), CTA Carlin (UK), Chess (USA), Clarke (USA), Crazy (UK), Davray (USA), Dynatone-Belinda (USA), Famous (USA), Fleetwood Mac (USA), Fuse (UK), Gershwin (USA), Happy (Germany), Heavy (USA), Hensley (UK), Hobbittion (USA), House of Bryant (USA), Justin Case (USA), Kamakazi (USA), Kenya (UK), Kiss Songs (USA), Kolob (USA), Leros (France), Litha (USA), Lowery (USA), Luckyy (USA), Midsong (USA), Mooncrest (UK), Music Publ'rs Holding (USA), Music Ways (USA), New Dayglow (Netherlands), Newkeys (USA), Normal (USA), Pabito (USA), Pi-Gems (USA), RSO (UK), Cyril Shane (UK), Subiddu (UK), Sparkle (UK), Sweet (UK), 20th Century (USA), Tommy Valando (USA), Joseph Weinberger (UK), Wescrat (USA).

Int'l reps.: Germany (Intersong); UK & USA (Chappell, Intersong).

Chart Music, see Festival.
 Cherry Pie Music, PO Box 84, Turramurra 2074, 28 Paling St., Thornleigh, NSW 2120. Tel: (02) 84-5506. Mng. Dir.: Graeme Rule.

Cherry River Music Pty. Ltd., 30 Glen St., Suite 304, Milsons Point, NSW 2061. (Administered by Associated Music)
Home office: USA, Cherry Lane.

Christmas Music, see Together.
 Coburn Music Ltd., see Sundowner.
 Coburn Songshop Ltd., see Sundowner.

Comet Music (Australia) Pty. Ltd., see Chappell.
 Cromwell Music of Australia Pty. Ltd., see Essex.
 Crown Music Publ'g Pty. Ltd., see Festival.
 Crystal Clear Music, see July.

Dale Music, see Image.
 Harry Dart Music, see Rondor.
 Davidson Music, see Rondor.

D. Davis & Co. Pty. Ltd., see Allans.
 Walt Disney Prod'ns Pty. Ltd., 149 Castlereagh St., Sydney, NSW 2000. Tel: (02) 61-8942. Cable: MICKMOUSE.
 Contact: Walter Granger.

Int'l firm represented: Walt Disney (USA).
 Doo Dah Music Pty. Ltd., see Tumbleweed.
 Du Monde Music, see Festival.

Eastman Publ'rs Pty. Ltd., see Chappell.
 Eparaima/Cellar Music, 19 Adolphus St., Balmain, NSW 2041. Tel: (02) 877-2203. Chief Exec.: Angus McNeil; Gen. Mgr.: Mr. Dalvanius. (Affiliated with Ephraim Music)

Ephraim Music, PO Box 867, Potts Point, NSW 2011. Tel: (02) 660-5218. Cable: FESTIVAL. Telex: 25686. Chief Exec.: Mr. Dalvanius; Mgr. Mgr. Barletta Prime.

Int'l branch: New Zealand.
 Essex Music Group (APRA), Uniline House, 4th fl., 5-13 Northcliff St., Milsons Point, Sydney, NSW 2061. Tel: (02) 922-4100. Cable: SEMUS. Telex: 26405. Gen. Mgr.: Bruce Powell.

Int'l firms represented: Baby Chick (USA), Early Morning (Canada), Essex group (UK), Garrett (USA), House of Gold (USA), Purple (USA), St. Anne's (UK), TRO (USA), Tree (USA).

Int'l reps.: USA (TRO), rest of world (Essex).
 Eureka Music (APRA), PO Box 113, North Ryde, NSW 2113. Tel: (02) 888-6470. Mng. Dir.: Les Simmonds; Gen. Mgr.: Phil Matthews.

Int'l firm represented: Happy Valley (USA).
 Festival Music Pty. Ltd. (APRA), Festival House, 1st fl., 1 Bulwara Rd., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-5218. Cable: FESTIVAL. Telex: 25686. Gen. Mgr.: Peter Hebbes; Prof. Mgr.: Ray Farley; Nat'l Promos. Mgr.: David Hayes.

Int'l branch: England.
Int'l firms represented: Andorra (USA) Andustin (USA), Antisia (USA), Beserley group (USA), Blackwing (Canada), Blue Gum (UK), Boca (USA), British Lion (UK), Carlin (UK), Cherry (UK), Chrysalis (UK), Combine (USA), Danor (USA), Dawnbreaker (USA), Decoy (UK), Frank & Nancy (USA), Gannet (UK), Golden Mountain (Canada), Gold Forever (USA), Lee Hazelwood (USA), Interior (USA), Island (UK, USA), Jacou-Darnoc (USA), Josley (UK), Kaiser (USA), Levine & Brown (USA), Louvigny (UK), Magic Land (USA), Mine (USA), Neighborhood (USA), Neil (USA), Newkeys (USA), Playboy (USA), Prestige (UK), Prophecy/Black Coffee (USA), Purple (UK), Resaca (USA), Safari (UK), Shelby Singleton (USA), Skyhill (USA), Song Tailors/I've Got The Music (USA), Story Songs (USA), Tahlia (UK), Teddy Jack (USA), Tembo (UK), Times Square (USA), Touch of Gold (USA), United Artists (UK, USA), Larry Weiss (USA), Bruce Welch (UK), Window (USA), Xavier Music (UK).

Int'l rep.: USA (Canberra).
 Firewater Music, see Associated.

Sam Fox, see Southern.
 John J. Francis Music Publ'g Co. (APRA), 173 Sussex St., Sydney, NSW 2000. Tel: (02) 29-2824.

Goodman Music, see Festival.
 Happening Prod'ns Pty. Ltd., see Essex.
 Hayloft Music, see July.

Image Music (APRA), 137 Moray St., South Melbourne, Vic. 3205. Tel: (03) 699-9999. Cable: IMAGERECORD. Telex: 33609. Mng. Dir.: John E. McDonald; Gen. Mgr.: Terry Dean.

Int'l branch: USA, American Image Music Inc.
Int'l firms represented: Joe Allen Music (USA), American Image (USA), Axe (Canada), Backyard-Frontlawn (USA), Blue Echo (USA), Butterfly-Meridian (Germany), Brian Cadd (USA), Contagious (South Africa), Cumberland group (USA), Emerald (Ireland), Gold Dust (USA), Homewood House (USA), Jack (USA), Jando (USA), Intro Gebr. Meisel (Germany), Morning group (Canada), Nimbus Nine (Canada), Pacific (Japan), Prodigal Sun (USA), Rip/ Keca (USA), Hal Shaper (UK), Siegel (Germany), Squirrel (Ireland).

Int'l reps.: Canada (Morning), Japan (Pacific), Netherlands (Intersong-Basart group), South Africa (Contagious), UK (Angle), USA (American Image).

Intersong Music Pty. Ltd., see Chappell.
 Interworld Music Pty. Ltd., see Associated Music
 J. O'K Music Pty. Ltd., see Festival.

Kurt Jacob & Co. Pty. Ltd., PO Box 91, 74-78 Brandling St., Alexandria, NSW 2015. Tel: (02) 519-4916.

Int'l firms represented: Ed. Meloidie (Switzerland), Hohner (Germany, UK, USA), Pelikan (Switzerland).

Dick James Music Pty. Ltd., see Leeds.
 Jonathan Music (Australia) Pty. Ltd., 30 Glen St., Suite 306, Milsons Point, NSW 2061. Tel: (02) 929-6787. Cable: JONATHAN. Telex: 21474. Dirs. Barry & Vicki Kimberley.

Int'l firms represented: Stephen Bishop, Martin Cooper, Ghandara Edzactly, Bob James, Roland Kluger, Raydiola, Paul Simon, Bruce Springsteen, Topanga.

Int'l reps.: Belgium (Roland Kluger), Japan (Pacific), Luxembourg (Roland Kluger).

Joye Publ'g, 98 Gleebe Point Rd., Gleebe, Sydney, NSW 2037. Tel: (02) 660-3166. Cable: SHOWBIZ. Telex: 22429.

July Music (APRA), 137 Moray St., South Melbourne, Vic. 3205. Tel: (03) 699-9999. Telex: 33609. Mng. Dir.: Ron Tudor.

Kangaroo Music Corp. Pty. Ltd., see Leeds.
 Larrikin Music Ltd., PO Box 162, Paddington, NSW 2021. Tel: (02) 333-9800. Mng. Dir.: Warren Fahey; Gen. Mgr.: Phil Matthews.

Int'l firms represented: Kicking Mule (USA), Ewan MacColl (UK), Pickin' (USA), Sing out (USA), Traditional (UK).

Leeds Music Pty. Ltd., Universal House, 23 Pelican St., Darlinghurst, Sydney, NSW 2010. Tel: (02) 61-6088. Cable: LEEDSMUSIC. Telex: 25687. Mng. Dir.: Jack Howard Argent.

Home office: USA, MCA.
Int'l firms represented: Churn (USA), Cookhouse (USA), East Memphis (USA), Everblue (UK), Far Out (France), First (UK), First Artists (USA), Goblent (UK), Mother Tongue (USA), Theodore Presser (USA), Satrii (UK), Valley (UK), Vector (USA).

Leeway Music Pty. Ltd., see Leeds.
 Leiber-Stoller Music (Australia) Pty. Ltd., see Penjane.
 Leosong Copyright Serv., 30 Glen St., Suite 304, Milsons

Point, NSW 2061. Telex: 21474. Contact: Barry Kimberley

Int'l firm represented: Copyright Serv. Bureau (USA). Living Sound Music (APRA), 3 Lancelay Pl., Artarmon, Sydney, NSW 20. Tel: (02) 438-1488

Lupus Music (Australia) Pty. Ltd., see Penjane.

M A M Music Pty. Ltd., see Leeds

Martin-Coulter Music (Australia) Pty. Ltd., see Penjane.

Martins Music, 17 Airline St., Unit 1, Peppermint Grove, WA 6011. Tel: 384-6491. Mng. Dir.: Martin Clarke.

Int'l rep.: Worldwide (Festival).

Matthews Music (APRA), PO Box 243, Epping, NSW 2121. Tel: (02) 86-3817. Cable: MATTMUS. Telex: 21641. Owners: Phil & Chris Matthews.

Int'l firms represented: Air & Graces (UK), Arcade (USA), Big Secret (UK), Bug (USA), Char-Liz (USA), Barry Mason Music (UK), Plangent Vision (UK), Rock (UK), Skyhill group (USA), Three Brothers (USA).

McGarrett Music (APRA), see Chaluz.

Midnight Music, see Together.

Ivan Mogull Music (Australia) Pty. Ltd., see Essex.

Moonlight Music, see Rondor.

Morton Music, see Rondor.

Mushroom Music, 59 Wellington St., Windsor, Vic. 3181. Tel: (03) 51-9821. Cable: MUSHREC. Telex: 31738. Mng. Dir.: Michael Gudinski; Gen. Mgr.: Gary Ashley.

Int'l firms represented: Blackhill, Street, Virgin, Zomba (all UK).

Int'l rep.: UK (ATV).

Musical Rights (Australia) Pty. Ltd., see Chappell.

Music Music Pty. Ltd., see Sundowner.

Music Publ'g of Australia, see Southern.

Music Sales Australia Pty. Ltd., 27 Clarendon St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-8855. Gen. Mgr.: Neville Prentice.

Home office: England.

Natures Music, see Tumbleweed.

Northern Songs Pty. Ltd., see Leeds.

Pamper Music of Australia Pty. Ltd., see Penjane.

Peer Int'l, see Southern.

Penjane Music (Australia) Pty. Ltd. (Norman Whiteley Holdings Pty. Ltd.) (APRA), PO Box 159, Uniline Bldg., 4th fl., 5-13 Northcliff St., Milsons Point, NSW 2061. Tel: (02) 922-6540/6503. Cable: ABISONG. Telex: 22859. Chm. & Mng. Dir.: Kathleen M. Whiteley; Gen. Mgr.: Penny J. Whiteley.

Pincus-Gil Music Pty. Ltd., see Leeds.

Planetary-Nom (Australia) Pty. Ltd., see Penjane.

R P M Prod'ns Pty. Ltd., see P.J.

Rainbird Music (APRA), see Image.

Rango Music Pty. Ltd., see Castle.

Razze Music, 76 Spring St., Bondi Junction, NSW 2022. Tel: (02) 389-5011. Telex: 23482. Contact: Roger Davies.

Ready Mister Music, see Cellar.

Johnny Rebb Ent's Pty. Ltd. Publ'g (APRA), PO Box 341, 370a Port Hacking Rd., Caringbah, NSW 2229. Tel: (02) 525-7124, 522-7139. Gen. Mgr.: Syd McDonagh. Mgr.: Russ Kruger.

Rondor Music (Australia) Pty. Ltd. (AMPAL, APRA), 104-108 Mount St., North Sydney, NSW 2060. Tel: (02) 96-666. Cable: IRVINGALMO. Mng. Dir.: John Bromell; Gen. Mgr.: Jane Moore.

Int'l firms represented: Arnakata, Forever, GH Music, RMO, Riva, Rondor, Strange, Whitsett-Churchill (all UK), Alchemical, Almo, Big Bay, Big Hill, Blue Street, Braintree, Doors, John Farrar, Fifth Floor, Four Knights, Fourth Floor, Hibiscus, Hollenbeck, India, Irving, Jowck, Jumbuck, Lady Jane, Bob Marley, Medicine Hat, Muscle Shoals Sound, Pal Dog, Porchester, Saggfire/Pamyokeen, Boz Scagg, John Sebastian, Shillelagh, Wolfsongs (all USA), Almo (Canada), Gallo (South Africa), Global (Germany), Interchange (Canada), Irving (Canada).

Saints Music, see Together.

Sandy Music Co. Ltd., see Sevenses.

A. Schroeder Music (Australia) Pty. Ltd. (APRA), ADC House, 12th fl., 99 Elizabeth St., Sydney, NSW 2000. Tel: (02) 233-1588.

Home office: USA.

Int'l firms represented: Aloud, Anim, Arbutus, Arch, Avaris, Bagimin, Bella Godiva, Boscoe, Burlac, Catch Fire, Cat Mother, Dandy Dittys, Dreams & Visions, Emm-Jay, Fitness King, Fool Killers, Foorvus Survival, Kim Fowley, Golden Unlimited, Great Montana, Hedley Songs, Homecoming, Humdrum, January, Jenji, Joans Bones, Joint, LaLanne, Larball, Lassie, Last Laugh, Lazy Canary, Magnanimous, Manistee, Mempro, Mile Wide River, Mother Hen, My Baby's, Next Stop, One Stop, Pierhead, Pitfield, Rebecca Raccoon, Rel-Nel, Rojnorh, Sa-Vette, Sea-Lark, Sepe, Skin, Stewart-Nims, Summertree, Super Songs, Tijuca, Va-Detta, Vancouver, Very Own, Wraith, Yameta, Zekelief Follies.

Sevenses Publ'g Pty. Ltd., c/o B.O. Smith & Sons, ANZ Bank Bldg., 20th fl., 68 Pitt St., Sydney, NSW 2000. Tel: (02) 233-6933. Cable: BABRUC.

Int'l firms represented: Modo (USA), Revolution (USA).

Int'l rep.: UK (Emerald, MCPS).

Songways Serv. of Australia Pty. Ltd., see Essex.

Soul Music, 10-14 W. Parade, West Ryde, NSW 2114.

Southern Music Publ'g Co. Australasia Pty. Ltd., Carlton House, 38-40 York St., Sydney, NSW 2000. Tel: (02) 29-2547. Cable: SOUTHMUSIC.

Home office: USA. Peer-Southern Org.

Sparmac Music, 2 Dind St., 9th fl., North Sydney, NSW 2061. Tel: (02) 929-0244.

Spoone Music Pty. Ltd., see Leeds.

Spotlight Music Pty. Ltd. (AMPAL), 262 Pitt St., Sydney, NSW 2000. Tel: (02) 235-7922. Dir.: Michael J. O'Neill.

Int'l firms represented: Birdwing, Candle, Latter Rain, Shaundra, Sparrow (all USA).

Sugarmusic Australasia Pty. Ltd., see Allans.

Sundowner Music Pty. Ltd. (APRA), PO Box 215, Armadale, Melbourne, Vic. 3143. Tel: (03) 509-4031. Dir.: Barry M. Coburn.

Int'l firms represented: Collins (UK), No Exit (USA), Rear Exit (USA), Spaniel Music (UK).

Int'l rep.: UK (Spaniel).

Swaggie Music (APRA), 21 Renown St., Burwood, Vic. 3125. Tel: (03) 288-6280. Exec. Nevill L. Sherburn.

Sweet City Songs Pty. Ltd., see Associated Music.

Sydney Tree Pty. Ltd., see Essex.

Tangerine Music Pty. Ltd., see Leeds.

Tasty Music, see July.

Together Ent's Pty. Ltd., 79-81 Berry St., North Sydney, NSW 2060. Tel: (02) 922-7720.

Int'l reps.: Scandinavia (Air), UK (ATV).

Trafalgar Music, 748 Trafalgar St., Annandale, NSW 2038. Tel: (02) 660-0385. Mng. Dir.: Charles Fisher; Gen. Mgr.: Michael McMartin.

Tumbleweed Music Pty. Ltd. (APRA), 88 Richardson St., Albert Park, Vic. 3206. Tel: (03) 699-5366. Cable: OZRECORDS. Telex: 35906. Mng. Dir.: Glenn Wheatley; Gen. Mgr.: Paul Wheatley.

Int'l branch: USA, Australian Tumbleweed.

Int'l firms represented: Arista/Careers (USA), Billabong (UK).

Int'l reps.: Belgium (Martin-Coulter), France (Pathe Marconi), Germany (Melodie der Welt, Siegel Musikverlage), Japan (Taiyo), Luxembourg (Martin-Coulter), Netherlands (Anagon), Scandinavia (Air), UK (EMI).

United Artists Music (Australia) Pty. Ltd., see Festival.

Wallaby Music Pty. Ltd., see Chappell.

Warner Bros. Music (Australia) Pty. Ltd. (APRA), 319b Penhurst St., Willoughby, Sydney, NSW 2068. Tel: (02) 406-5322. Cable: WARNERMUSE. Telex: 24653. Mng. Dir.: Bill Flemming; Gen. Prof. Mgr.: Joanne Dolan.

Int'l firms represented: Big Bang, Blue Oyster Cult, Bridgeport, Broken Bird, C'est, Chimmy, Cotillion, Custom, Daly City, Diamondback, Divine's, Douglas, East, Evansongs, Feckless, Flat Lizard, Fozbass, Giving Room, Guerilla, Hightree, Ice Age, Ice Nine, Jefferson Starship, Jump Tunes, Know, Kru, Mad Man's Drum, Marsaint, Martin-Coulter, Maybe, Mews, Play My, Primal Energy, Pronto, Quackenbush, Quark, Rosebud, Sergeant, Skunkster, Snug, Soquel, Somerset, Southfield, Staysail, Stoneflower, Superhype, Taupain, Tessa, Thin Ice, Topographic, Viva, Walden, Warner Bros., Wilsons, Windcor, Wow & Flutter.

Int'l reps.: Brazil, France, Germany, Italy, Netherlands, Scandinavia, South Africa, UK, USA (all Warner Bros.).

Hans Wewerka (Australia) Pty. Ltd., see Penjane.

Wheel Publ'g, see Joye Publ'g.

Norman Whiteley Holdings Pty. Ltd., PO Box 159, Uniline Bldg., 4th fl., 5-13 Northcliff St., Milsons Point, NSW 2061. Tel: (02) 922-6540/6503. Cable: ABISONG. Telex: 22859. Chm. & Mng. Dir.: Kathleen M. Whiteley; Gen. Mgr.: Penny Whiteley.

Int'l firms represented: Big Seven (USA), Fame (USA), Gale (UK), Gambi (USA), Jump (Italy), Larball (UK), Laurel Canyon (USA), Lupus (UK), Penjane (UK), Pink Floyd (UK), Rudolf Slezak (Germany), Time (USA), Tree Int'l (USA), Trio/Hudson Bay (USA), Venice (USA), Hans Wewerka (Germany), Wizard (UK).

Int'l reps.: Japan (Intersong), South Africa (Intersong), UK (Penjane), USA (Royalty Control, Venice).

Ross Wilson Publ'g Pty. Ltd., see Tumbleweed.

Woomera Music Co. (APRA), 17-19 Radford Rd., Reservoir, Vic. 3073. Tel: 460-4522. Cable: DUALSCALE MELBOURNE.

Int'l branch: USA, Jasper.

Int'l firms represented: Banff (Canada), Hansa (Germany), Rodeo (Canada), Sparta-Florida (UK).

Int'l rep.: Worldwide (Jaspar).

Word Books Australia, 18-26 Canterbury Rd., Heathmont, Vic. 3135. Tel: (03) 729-3777. Gen. Mgr.: Stanley R. Moulton.

Int'l firm represented: Word (USA).

World Music, see Southern.

Yeldah Music (APRA), Egret Pl., Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott; Gen. Mgr.: Hilary Scott.

Int'l rep.: Worldwide excluding New Zealand (Robert Mellin).

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Music Opns. Mng. Dir.: Stephen Shrimpton; Mktg. Mgr.: Brian Harris.

Hadley Recs., Egret Pl., Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott; Gen. Mgr.: Hilary Scott.

Kettle Art, 3 Systurum St., Ultimo, NSW 2007. Tel: (02) 211-0835. Contact: Rick Godfrey.

Klarion Ent's Pty. Ltd., 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch. (Tape only).

Move Recs., PO Box 266, Carlton South 3053. Tel: (03) 497-3105. Partners: Nicholas Alexander, Martin Wright.

Mushroom Art, 59 Wellington St., Windsor, Vic. 3181. Tel: (03) 51-9821. Cable: MUSHREC. Telex: 31738. Mng. Dir.: Michael Gudinski; Gen. Mgr.: Alan Scholz.

Gary Pearton, 42 NW Arm Rd., Gympie, NSW. Tel: (02) 29-2824, 521-5485.

Recording Industry Mktg. Servs. Pty. Ltd., PO Box 270, 122 Chapel St., St. Kilda, Vic. 3182. Tel: 531-1588. Mng. Dir.: Marcus Herman; Chief Consultant: Don Fraser.

W & G Rec. Processing Co. Pty. Ltd., 17 Radford Rd., Reservoir, Melbourne, Vic. 3073. Tel: (03) 460-4522. Cable: DUALSCALE. Dir.: R.J. Gillespie; Gen. Mgr.: A.E. White.

LICENSING ORGANIZATIONS, MUSIC

A P R A (Australasian Performing Right Ass'n) Ltd., 25-27 Albany St., Crows Nest, Sydney, NSW 2065. Tel: (02) 439-8666. Mng. Dir.: J.L. Sturman. (Performing rights only)

Int'l branch: New Zealand.

Phonographic Performance Co. of Australia Ltd., 222 Pitt St., Sydney, NSW 2000. Tel: (02) 233-5677. Gen. Mgr.: John L. Hayes. (Performing rights only)

PLATING, PROCESSING & PRESSING PLANTS

C B S Recs. Australia Ltd., 15 Blue St., North Sydney, NSW 2060. Tel: (02) 31-0255. Mng. Dir.: William Smith; Gen. Mgr.: Alfred Watts. (Pressing only).

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Music Opns. Mng. Dir.: Stephen Shrimpton; Mktg. Mgr.: Brian Harris.

Festival Recs. Pty. Ltd., Festival House, 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Telex: 25686.

R C A Ltd., 11 Khartoum Rd., North Ryde, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Robert F. Cook; Gen. Mgr.: Brian Smith.

7 Recs. Pty. Ltd., 28 Cross St., Brookvale, NSW 2100. Tel: (02) 938-2200. Cable: SEVENRECS. Chief Exec.: Ken Harding; Nat'l Mktg. Mgr.: Mike Delaune.

W & G Rec. Processing Co. Pty. Ltd., 17 Radford Rd., Reservoir, Melbourne, Vic. 3073. Tel: (03) 460-4522. Cable: DUALSCALE. Dir.: R.J. Gillespie; Gen. Mgr.: A.E. White. (Plating & processing only)

PRINTERS & LITHOGRAPHERS

C B S Recs. Australia Ltd., 15 Blue St., North Sydney, NSW 2060. Tel: (02) 31-0255. Cable: COLRECORD. Telex: 21246. Mng. Dir.: William Smith; Gen. Mgr.: Alfred Watts.

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Music Opns. Mng. Dir.: Stephen Shrimpton; Mktg. Mgr.: Brian Harris.

Klarion Ent's Pty. Ltd., 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch. (Tape only).

R C A Ltd., 11 Khartoum Rd., North Ryde, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Robert F. Cook; Gen. Mgr.: Brian Smith.

RECORD PROMOTION

Festival Recs. Pty. Ltd., Festival House, 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Telex: 25686.

Patch Prod'ns Pty. Ltd., 8 Yeo St., Sydney, NSW 2089. Tel: (02) 909-2584.

Recording Industry Mktg. Servs. Pty. Ltd., PO Box 270, 122 Chapel St., St. Kilda, Vic. 3182. Tel: 531-1588. Mng. Dir.: Marcus Herman; Chief Consultant: Don Fraser.

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 Recs. Australia Ltd., 15 Blue St., North Sydney, NSW 2060. Tel: (02) 31-0255. Cable: COLRECORD. Telex: 21246. Mng. Dir.: William Smith; Gen. Mgr.: Alfred Watts.

Audio: Cassette.

Caras Emporium Pty. Ltd., 215 Lonsdale St., Melbourne, Vic. 3000. Tel: (03) 663-3605. Telex: 31501 (Manufacturers' rep.).

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

Brand name: Trackmaster.

Copperfield Sound Prod'ns, PACT Bldg., 173 Sussex St., Sydney, NSW 2000. Tel: (02) 29-2824.

Audio: Cassette, open reel.

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Music Opns. Mng. Dir.: Stephen Shrimpton; Mktg. Mgr.: Brian Harris.

Audio: Cassette.

● sheet music jobber / supplier

Music Sales Australia Pty. Ltd., 27 Clarendon St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-8855. Gen. Mgr.: Neville Prentice.

Home office: England.

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A R I A (Australian Rec. Ind. Ass'n), 222 Pitt St., Sydney, NSW 2000. Tel: (02) 233-5677. Cable: PHONOCORD. Exec. Dir.: John L. Hayes.

Australian Copyright Council Ltd., 24 Alfred St., Milsons Point, NSW 2061. Tel: (02) 92-1151. Chm.: G. O'Donnell.

Australian Music Publ'rs Ass'n Ltd., 215-217 Clarence St., Sydney, NSW 2000. Tel: (02) 29-7631. Dir.: A.J. Turner.

Musica Viva Australia, 68-70 Clarence St., Sydney, NSW 2000. Tel: (02) 29-8441. Concerts Mgr.: Kim Williams. Admin. & Int'l Tours Mgr.: Suzanne Gleeson.

Recording Society of Australia, 4 Harston Ave., Mosman, Sydney, NSW.

DESIGN & ARTWORK

A T A Sound, 96 Glebe Point Rd., Glebe, Sydney, NSW 2037. Tel: (02) 660-3372. Cable: SHOWBIZ. Telex: 22429. (Rec. only).

Concert Rec'g, PO Box 108, 10 Caloola Rd., Wentworthville, NSW 2145. Tel: 631-6189.

Home office: USA, Los Angeles, Calif.

Copperfield Sound Prod'ns, PACT Bldg., 173 Sussex St., Sydney, NSW 2000. Tel: (02) 29-2824.



Festival records

FESTIVAL MUSIC

AUSTRALIA'S LARGEST INDEPENDENT

AUSTRALIA

FESTIVAL RECORDS PTY. LTD.
FESTIVAL MUSIC PTY. LTD.
63-79 Miller Street,
PYRMONT. 2009
Tel: (02) 660 4022 Telex: 25686

NEW ZEALAND

FESTIVAL RECORDS (N.Z.) LTD.
69 Carlton Gore Road,
AUCKLAND. 1 N.Z.
Tel: 33885
Telex: 21057

LONDON

FESTIVAL RECORDS INTERNATIONAL LTD.
14 Harley House,
Upper Harley St.
LONDON. NW1 4PZ
Tel: (01) 486 4182
Telex: 269086

NEW YORK

FESTIVAL MUSIC PTY. LTD.
C/- TRANSACTION MUSIC LTD.
225 East 57th Street,
NEW YORK.
NEW YORK. 10022 U.S.A.
Tel: (212) 838 2590 Telex: 421943

E M S Sound Inds. Pty. Ltd., 18-20 Deeds Rd., Camden Park, SA 5038. Tel: (08) 294-6577. Mng. Dirs. John Evans, Graham Morphett.
Audio: Cassette.
Festival Recs. Pty. Ltd., Festival House, 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Telex: 256866.
K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: TOWVEY. Telex: 22809. Gen. Mgr.: W. Gordon; Sales Mgr.: E. Black; Audio Sales Mgr.: Carlo Ferrante.
Audio: 8-tr., cassette, open reel.
Video: 1/4" cassette, 1/2" cassette VHS, Beta, Philips.
Klarion Ent's. Pty. Ltd., 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel.
Video: 1/4" cassette.
R C A Ltd., 11 Khartoum Rd., North Ryde, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Robert F. Cook; Gen. Mgr.: Brian Smith.
Audio: Cassette.
Recording Industry Mktg. Servs. Pty. Ltd., PO Box 270, 122 Chapel St., St. Kilda, Vic. 3182. Tel: 531-1588. Mng. Dir.: Marcus Herman; Chief Consultant: Don Fraser. (PKG only)
Tape Duplicators Pty. Ltd., 3 Chard Rd., Brookvale, NSW 2100. Tel: (02) 938-1539. Dir.: Don Thomson.

● **supplies**

CARTRIDGE & CASSETTE PARTS

Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gef. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: Peter Price.
Int'l branches: Hong Kong, Israel, UK.

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex Australia Pty. Ltd., 4 Carlotta St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4077. Cable: VIDEOTAPE. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: West Melbourne, Vic., 541 King St. Tel: (03) 329-0388.
Audio: 8-tr., cassette, open reel.
Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: Peter Price.
Int'l branches: Hong Kong, Israel, UK.
Audio: 8-tr., cassette, open reel.
K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: TOWVEY. Telex: 22809. Gen. Mgr.: W. Gordon; Sales Mgr.: E. Black; Audio Sales Mgr.: Carlo Ferrante.
Audio: cassettes, 5" & 7" reels.
Klarion Ent's. Pty. Ltd., 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Audio: Open reel.

LABELS

E M I Recs. Australia, 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Music Opts. Mng. Dir.: Stephen Shrimpton; Mktg. Mgr.: Brian Harris.
R C A Ltd., 11 Khartoum Rd., North Ryde, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Robert F. Cook; Gen. Mgr.: Brian Smith.
W & G Rec. Processing Co. Pty. Ltd., 17 Radford Rd., Reservoir, Melbourne, Vic. 3073. Tel: (03) 460-4522. Cable: DUALSCALE. Dir.: R.J. Gillespie; Gen. Mgr.: A.E. White.

RECORD PROCESSING MACHINERY

Nylex Corp. Ltd., Pine Rd., Yennora, NSW 2165. Tel: (02) 632-0155. Dir.: Peter J. Derham; Gen. Mgr.: Douglas Weir; Sales Mgr.: M. Scott.
Chief product: Vinyl compound (dry blend, granules or biscuit).

PROFESSIONAL TAPE SUPPLIES

Ampex Australia Pty. Ltd., 4 Carlotta St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4077. Cable: VIDEOTAPE. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: West Melbourne, Vic., 541 King St. Tel: (03) 329-0388.
Product: Audio & video mastering tape.

TAPE, RAW & BLANK LOADED

Agfa Carat. see Agfa-Gevaert.
Agfa-Gevaert Ltd., PO Box 48, Whitehorse Rd. 372-380, Nunawading, Vic. 3131. Tel: 878-8000. Cable: AGFAGEVAERT. Telex: 30702 Melbourne.
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.
Ampex Australia Pty. Ltd., 4 Carlotta St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4077. Cable: VIDEOTAPE. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: West Melbourne, Vic., 541 King St. Tel: (03) 329-0388.
Audio: 8-tr., cassette, open reel.
Audiotape. see Klarion.
B A S F Australia Ltd., PO Box 4705, Melbourne, Vic. 3001. Tel: 329-9555. Telex: 30448. Sales Mgr.: N. Price.
Audio & Video: Cassette, open reel.

Caras Emporium Pty. Ltd., 215 Lonsdale St., Melbourne, Vic. 3000. Tel: (03) 663-3605. Telex: 31501. (Manufacturers' rep.)
Audio: 8-tr., cassette.
Brand name: Trackmaster.
Crescendo. see KGC.
Crest Int'l. see Recording Industry Mktg. Servs.
G-tape. see Greencorp.
Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: Peter Price.
Int'l branches: Hong Kong, Israel, UK.
Audio: 8-tr., cassette, open reel.
Video: 1/2" EIAJ open reel, 1/4" cassette.
Brand names: G-tape, Greencorp, Opus.
K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: TOWVEY. Telex: 22809. Gen. Mgr.: W. Gordon; Sales Mgr.: E. Black; Audio Sales Mgr.: Carlo Ferrante.
Audio: Blank—8-tr., cassette.
Video: Raw—1/4" cassette, 1/2" cassette VHS, Beta, Philips.
Brand name: Crescendo.
Klarion Ent's. Pty. Ltd., 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Audio: Blank—cassette, open reel; raw—8-tr., cassette, open reel.
Brand names: Audiotape, Klarion.
Opus. see Greencorp.
R C A Ltd., 11 Khartoum Rd., North Ryde, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Robert F. Cook; Gen. Mgr.: Brian Smith. (Blank only)
Audio: Cassette.
Recording Industry Mktg. Servs. Pty. Ltd., PO Box 270, 122 Chapel St., St. Kilda, Vic. 3182. Tel: 531-1588. Mng. Dir.: Marcus Herman; Chief Consultant: Don Fraser. (Blank only)
Audio: Cassette.
Brand name: Crest Int'l.
Trackmaster. see Caras.

TAPE DUPLICATING & PROCESSING EQUIPMENT

B A S F Australia Ltd., PO Box 4705, Melbourne, Vic. 3001. Tel: 329-9555. Telex: 30448. Sales Mgr.: N. Price.
Audio: Pancakes.
Caras Emporium Pty. Ltd., 215 Lonsdale St., Melbourne, Vic. 3000. (Manufacturers' rep.)
Audio: Winders, exercisers, 8-tr. duplicators, verifiers, 8-tr. & cassette loaders.
Brand name: Trackmaster.
Klarion Ent's. Pty. Ltd., 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Audio: Checkers, duplicators, loaders.
Brand name: Otari.
Otari. see Klarion.
Trackmaster. see Caras.

● **accessories manufacturers**

Ampex Australia Pty. Ltd., 4 Carlotta St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4077. Cable: VIDEOTAPE. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: West Melbourne, Vic., 541 King St. Tel: (03) 329-0388.
Product: Head cleaners & demagnetizers, leader & splicing tape.
Bib Hi-Fi Accessories Australia Pty. Ltd., PO Box 755, North Sydney, NSW 2060. Tel: (02) 922-3495. Dir.: R.A. Archer. (Distributor/Importer)
Home office: England.
Product: Tape carrying & storage cases, cleaners, cloths & brushes, head cleaners & demagnetizers, splicing & editing equipment, test tape.
Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Mng. Dir.: Mimmo Lo Prete; Sales Mgr.: Steve Colombo.
Product: Carrying & storage cases.
Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: Peter Price.
Int'l branches: Hong Kong, Israel, U.K.
Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, leader & splicing tape.
K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: TOWVEY. Telex: 22809. Gen. Mgr.: W. Gordon; Sales Mgr.: E. Black; Audio Sales Mgr.: Carlo Ferrante.
Product: Head cleaners, demagnetizers, leader & splicing tape.
Klarion Ent's. Pty. Ltd., 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Product: Head cleaners, demagnetizers, leader & splicing tape.

● **store fixtures & merchandising aids manufacturers**

Ampex Australia Pty. Ltd., 4 Carlotta St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4077. Cable: VIDEOTAPE. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.

Branch: West Melbourne, Vic., 541 King St. Tel: (03) 329-0388.
Product: Tape display racks.
Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Mng. Dir.: Mimmo Lo Prete; Sales Mgr.: Steve Colombo.
Product: Display racks.
Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: Peter Price.
Int'l branches: Hong Kong, Israel, UK.
Product: Divider cards.

AUSTRIA

Population: 7,508,400.
Rate of exchange: \$1 (US) = 13.70 schillings.
Per capita income: \$7,012.
No. of homes with record players: 1,350,000.
Holidays: January 1 (New Year's); Easter Monday, May 1 (Labor Day), Ascension Day, Pentecost, Corpus Christi, August 15 (Assumption), October 26 (National Holiday), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25, 26 (Christmas).

RECORDS

Records sold domestically including imports (retail value): LP's 1978—6,960,000 units, \$48,233,000; 1977—5,800,000 units, \$38,670,000. EP's 1978—6,000 units, \$24,000; 1977—12,000 units, \$44,800. Singles 1978—3,250,000 units, \$10,660,000; 1977—2,520,000 units, \$7,560,000.
Records imported from USA (factory value): 1978—\$303,723; 1977—\$249,000.
Records exported to USA (factory value): 1978—\$60,438; 1977—\$37,400.
Records imported from countries other than USA (factory value): 1978—\$17,177,900; 1977—\$14,387,000.
Records exported to countries other than USA (factory value): 1978—\$3,101,000; 1977—\$2,617,000.
Average retail price per record: LP's—\$6.93; EP's—\$4.09; singles—\$3.28.
Stereo sales: 99.5% of total.
Record club sales: 18% of total.
Discounting: Frequent.
Type of distribution: The manufacturer-to-retailer system predominates with a market share of approximately 82%; the manufacturer-to-wholesaler-to-retailer system has 14%; rack jobbing has 4%.
Type of promotion: Austrian TV and the broadcasting system owned by the government is the main source, followed by newspapers and fan clubs.
Jukeboxes: 10,000.

TAPE:

Market: The music cassette system continues to dominate in tape, posting a 20% increase over last year. The market for 8-track is virtually nonexistent.
Pre-recorded tape sold domestically: 8-tr. 1978—2,000 units, \$22,000; 1977—6,000 units, \$61,200. Cassette 1978—3,560,000 units, \$37,665,000; 1977—2,970,000 units, \$28,710,000.
Average retail price per tape: 8-tr.—\$11.17; cassette—\$10.58.

RADIO STATIONS:

No. of government 3 (2 AM & 3 FM).

TELEVISION STATIONS:

No. of channels: 2 government; 85% color (PAL).

IMPORT/EXPORT REGULATIONS:

Record imports from EFTA (European Free Trade Ass'n) and EWG (European Common Market) countries are tax free; those from the USA are taxed 18%. Tape imports from EFTA countries and EWG countries are tax free, those from the USA are taxed 10%.

MARKET ANALYSIS:

1978 was a good year for the cartel dominated Austrian record and tape industry. The cartel member companies showed a strong yearly sales increase amounting to 20%, while the non-member firms and the increasingly important record clubs both posted an 18% average increase. Unit sales of singles are on the rise, posting an impressive 29% jump over 1977. Pop and country categories accounted for 82% of sales, while classical rounded out the remaining 18%. As in recent years, direct imports continue to gain importance.
 Although pre-recorded cassette sales increased almost 20% over 1978, sales of blank cassettes are becoming more prominent, outselling their pre-recorded cousins by almost 3 to 1. Even with the jump in both formats, it is felt that the market is still not saturated.
 As is the case for most of the rest of the world, the incidence of piracy is on the rise even though the industry is attempting to combat the problem in the courts via test cases.

Manfred Schreiber

● **record & tape manufacturers / distributors / importers**

A V O Schallplatten GmbH, Kohlgasse 23, A-1050 Vienna. Tel: (0222) 55 13 57. Telex: 77307. Gen. Mgr.: Picco Pacher.
Labels: (Owned) AVO; (distributed—not licensed)

Baca (Germany), Concord (Germany), Earl, Image (Switzerland), Opp (Germany), Topsound (Germany), Trio (Switzerland).

Accord Schallplatten Produktion GmbH & Co. KG, Herzog Friedrich Str. 8, A-6020 Innsbruck. Tel: (05222) 27 3 64. Gen. Mgr.: Wolfgang Lochbihler.

Air, see Musiscand.

Aktuell, see Musiscand.

Amadeo Oesterreichische Schallplatten GmbH (IFPI), Mariahilferstr. 127, A-1060 Vienna. Tel: (0222) 56 35 60, 56 35 68. Cable: AMADEODISC. Telex: 75261. Mng. Dir.: Dominique Dauphin-Meunier; Sales Mgr.: Julius Payer.

Labels: (Owned) Amadeo, Atom; (distributed domestic—not licensed) Mojam, WM Produktion; (distributed foreign—not licensed) Brain (Germany), CTI (USA), Can't Stop (USA), Chiswick (UK), Christophorus (Germany), Cream (USA), DJM (UK), Elite Special (Switzerland), Intercord (Germany), Kudu (USA), Lax / Far Out (USA), Logo (UK), MCA (USA), MPS (Germany), Metronome (Germany), Nems (UK), Ricordi (Italy), Scepter (USA), Storyville (Sweden), Tempo (Germany), Toledo (Germany), Transatlantic (UK), Tudor (Switzerland), WAM (Germany).

Int'l reps.: Belgium (Polydor), Finland (Finnlevy), France (Phonogram), Germany (Metronome), Italy (Ricordi), Luxembourg (Polydor), Japan (Phonogram), Netherlands (Polydor), Norway (Norsk Phonogram), Portugal (Phonogram), South Africa (EMI), Spain (Hisavox), Sweden (Sonet), Switzerland (Metronome), UK (Sonet), USA (Apon).

Angel, see EMI.

Archiv, see Polydor.

Ariola Schallplatten GmbH (IFPI), Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 05. Mng. Dir.: Stephan von Friedberg; Mktg. Mgr.: Erich Kräpfenbacher.

Home office: Germany, Ariola-Eurodisc.

Labels: (Owned) Ariola, Baccarola, Eurodisc, Pan; (licensed) Albion (UK), Bronze (UK), CMH (USA), Caroline (UK), Cian Celentano (Italy), Dawn (UK), Ember (UK), Front Line (UK), Golden Hour (UK), Hansa (Germany), Island (UK), Jupiter (Germany), Lifesong (USA), Mantecore (UK), Marble Arch (UK), Maritim (Germany), Melodia (USSR), Montana (Germany), Mustza (Italy), Oasis (Germany), PBR (USA), President (UK), Pve (UK), Real (UK), Roulette (USA), Shelter (USA), Sire (USA), Supraphon (Czechoslovakia), Sky (Germany), Tomato (USA), Virgin (UK); (distributed—not licensed) Arcade (Germany).

Int'l reps.: See Ariola-Eurodisc listing in Germany.

Artone, see CBS.

Atom, see Amadeo.

Baccarola, see Ariola.

Bacillus, see Bellaphon.

Bellaphon Recs., Grundsteingasse 5-7, A-1160 Vienna. Tel: (0222) 43 61 22. Telex: 759222. Gen. Mgr.: Gunther Zitta; A&R Mgr.: Josef Ofenboeck.

Home office: Germany.

Labels: (Owned) Bellaphon, Bacillus, Pflifikus; (licensed) Acanta (Germany), America (France), Arhoolie (USA), Barclay (France), Casablanca (USA), Chant du Monde (France), Charly (UK), Chelsea (USA), Concord Jazz (USA), Contour (France), Deesse (France), Disneyland (USA), ECM (Germany), ENJA (Germany), Fantasy (USA), FMP (Germany), Festival (France), Happy Bird (Germany), Immediate (UK), JAPO (Germany), Kaleidoscope (France), Lyricord (USA), Milestone (USA), Musicdisc (France), Penny Fathing (UK), Prestige (USA), Riverside (USA), Riviera (France), Roulette (USA), Saga (UK), Sastruphon (Germany), Schwann (Germany), Stanyan (USA), Steeplechase (Denmark), Sun (USA), Trojan (UK), Vogue (France).

Blue Danube, see Musidisc.

A. Burkl oHG Schallplatten Gross & Einzelhandel, Reisnerstr. 32, A-1030 Vienna. Tel: (0222) 72 14 59. (Distributor).

CBS Schallplatten GmbH (IFPI), Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 08. Cable: COLRECORD. Telex: (8470) 12123. Gen. Mgr.: Jaroslav Sevcik; Sales Mgr.: Friedrich Graf; Mktg. Mgr.: Stefan Hajek.

Labels: (Owned) Artone, CBS, Embassy, Epic, Harmony, Maestro, Masterworks, Odyssey, Portrait, Robbi; (licensed) A&M (USA), Blue Sky (USA), CGD (Italy), Caribou (USA), GTO (UK), Horizon (USA), Invictus (USA), Jet (UK), Kirshner (USA), Monument (USA), Philadelphia Int'l (USA), TK (USA).

Capitol, see EMI.

Columbia, see EMI.

Comunica, Schottengasse 1, A-1010 Vienna. Tel: (0222) 63 55 52, 63 24 45. Chief Exec.: Wolf-Dieter Hugelmann. (Distributed by Ariola, Discotrade & Phonogram).

Int'l rep.: Germany (Intercord).

Court Opera Classics, see Otto G. Preiser.

D C M, see Johann Kaplan.

D G, see Polydor.

Dacapo, see EMI.

Discotrade Gesellschaft mbH, Neulerchenfelderstr. 12, A-1160 Vienna. Tel: (0222) 43 89 45. Telex: 75967. Gen. Mgr.: Erich Kahr, Peter Winkler. (Distributor/Importer).

Labels: (Distributed—not licensed) Amati, Bella Musica, Clear Sound, Delta, Europa, Jet, Multisound, SST, Sonic, Song, Supertone (all Germany).

DisqueD Autriche, see Musidisc.

Donauton, see Musidisc.

E M I America, see EMI Columbia.

E M I Columbia Austria GmbH (IFPI), Webgasse 43, A-1060 Vienna. Tel: (0222) 57 36 76. Cable: EMICO. Telex: 1-13386. Mng. Dir.: Frank W. Beh; Sales Mgr.: Roland Beck; Finance & Admin. Dir.: W. Hawlik; PR & Artist Promo. Mgr.: Joe Artnr; Int'l Label Mgr.: Christine Hruska. Local branch: Kaerntnerstr. 30. Tel: (0222) 52 36 75.

Branch: A-5020 Salzburg, Universitätsplatz 15. Tel: (0222) 43 215.

Labels: (Owned) Angel, Capitol, Columbia, Dacapo, EMI, EMI America, Electrola, Harvest, His Master's Voice, Odeon, Pathe, Regal, Seraphim, Sidewalk, Stimme Seines Herrn, Talisman, (licensed) AVI (USA), Aladin (Germany), Apple (UK), Arista (USA), Artists

House (USA), Blue Note (USA), Butterfly (USA), Chandlers (Germany), Claves (Switzerland), Colorit (Germany), Crystal (Germany), Folkways (USA), Gordy (USA), Harmonia Mundi (Germany), Hoer Zu (Germany), Kaleidoskop (Germany), Kling Klang (Germany), MAM (UK), MFP (UK), MRC (Germany), Magnet (UK), Motown (USA), Negram (Netherlands), OZ (Australia), One Up (UK), Passport (USA), Prisma (Germany), Prodigal (USA), RAK (UK), Rare Earth (USA), Red Bus (UK), Rolling Stones (UK), Ruessl Raekords (Germany), Savoy (USA), Songbird (Germany), Soul (USA), Sunbird (UK), Tania (USA), Unicorn (UK), United Artists (UK, USA), Vanguard (USA), Zoom (UK).

Earl Recs., Goldschmiedgasse 3, A-1010 Vienna. Tel: (0222) 52 13 41. Chief Exec.: Renate A. Herzog.

Electrola, see EMI.

Embassy, see CBS.

Epic, see CBS.

Eurodisc, see Ariola.

Euroton Austria GmbH, Nobilegasse 40 42, A-1150 Vienna. Tel: (0222) 92 11 02. Mng. Dir.: E. Kozak. Sales Mgr.: Gerhard Hoke.

Labels: (Owned) Optima, Souvenir; (distributed) Olympia, Rex Royal; (represented) ASA (Germany), Ampex (Italy), BYG (France), Boulevard (UK), Camden (UK), Clear Sound (Germany), Documentary Series (Germany), Enterprise (UK), Eurosound (Germany), Europa (Germany), Everest (USA), Falcon (Germany), Flag (UK), Gala (Germany), Golden Sound (Germany), Hallmark (UK), Hit (Germany), Intercord (Germany), International Artists (UK), Interdisc (Sweden), Melodic (Germany), Monkey (France), Musidisc (France), PIT (Germany), Pickwick (France, USA), Plaene Platten (Germany), Rondo (Germany), Silver Sound (Germany), Topas (Germany), Windmill (UK).

Fontana, see Phonogram.

Galaxy, see Toka.

Gig Sound Recs., Favoritenstr. 72, A-1040 Vienna. Tel: (0222) 65 91 46. Telex: 133906. Mng. Dir.: Markus Spiegel; Import Mgr.: Wolfgang Strobl. (Importer)

Harmony, see CBS.

Harvest, see EMI.

Heliodor, see Polydor.

Help Int'l, see Help Recs.

Help Recs., Johann Schaschweg 9, A-9020 Klagenfurt. Tel: (04222) 31 558. Chief Exec.: Eddy Korsche.

Labels: (Owned) Help, Help Int'l, Life.

His Master's Voice, see EMI.

Intraton, see Musidisc.

H. Joehcher, PO Box 22, A-6425 Haiming, Tirol.

K-tel Int'l GmbH, Mariannengasse 32, A-1090 Vienna. Tel: 076923. Pres.: Philip Kives; Gen. Mgr.: Wolfgang Simon.

Kabarett aus Wien, see Otto G. Preiser.

Johann Kaplan Schallplattenvertrieb, Schonbrunnerstr. 46, A-1050 Vienna. Tel: (0222) 55 78 304. Gen. Mgr.: Johann Kaplan.

Labels: DCM, Offers, Vienna.

Karussell, see Polydor.

Lebendige Vergangenheit, see Otto G. Preiser.

Lesborne, see Musiscand.

Life, see Help.

M G M, see Polydor.

Maestro, see CBS.

Masterworks, see CBS.

Mercury, see Phonogram.

Metro, see Polydor.

Migo Schallplatten, Fuchsthallerergasse 11, A-1090 Vienna. Tel: (0222) 31 54 96. Gen. Mgr.: Rudolf Matissovics. (Distributor/Importer)

Labels: All labels from UK & USA.

Mojam, see Amadeo & Montego.

Montego Mgmt. (IFPI), Kohlenhofgasse 4/8, A-1150 Vienna. Tel: (0222) 83 05 52. Gen. Mgr.: Lance Lumsden; Promo. Ass't: Alice Gautier.

Label: (Owned) Mojam.

Musica Schallplatten Vertrieb GmbH (IFPI), Neustiftgasse 3, A-1071 Vienna. Tel: (0222) 93 65 48. Cable: MUSICA. Gen. Mgr.: Franz J. Wallner; Sales Mgr.: Franz Brenner. (Distributor)

Labels: (Distributed—not licensed) Aquarius, Argo, Arion, Audion, Aves, BBZ, BTM, Beggar's Banquet, Berkeley, Big Mouth, Box, Buddha, CNR, Cantaglio, Con-tempo, Creole, Cube, DRG, Decca, Delphine, Deram, Diamant, EMG, Electric, Erato, Floyda Dutchman, Fuer Dich, GEM, Gold Mind, Good Earth, Grunt, Heimat-Melodie, Ibach, Janus, Kama Sutra, Kayvette, Kick, Line, Lollipop, London, London-Crossover, Malaco, Midland, Millennium, Nova, Nova-Godear, Numero Uno, Opus, Phantom, Pinball, Pool, Produttori Associati, RCA, Riatio, Roadshow, Saga, Salsoul, Soul Train, Spaghetti, Spark, Stiff, Storyville, Strand, Tattoo, Tele-union, Threshold, Tomato, Trojan, Vinyl, Windsong, Wooden Nickel, Zerolandia.

Musiscand GmbH, Franzensweg 14, A-1100 Vienna. Tel: (0222) 68 53 27. Telex: 135309. Pres.: Gian Carlo Astor; Gen. Mgr.: Herbert Lebeda; Sales Mgr.: Peter Brunner.

Home office: Switzerland.

Labels: (Owned) Air, Aktuell, Musiscand, Vega; (distributed—not licensed) K-tel, Lesborne, Sexy.

Musidisc Schallplatten, Stuwertstr. 35, A-1020 Vienna. Tel: (0222) 24 34 01, 92 25 73.

Labels: (Owned) Blue Danube, Disque D'Autriche, Donauton, Intraton, Musidisc, Popcord, Viewtone.

Odeon, see EMI.

Odyssey, see CBS.

Offers, see Johann Kaplan.

Olympia, see Euroton.

Optima, see Euroton.

Paltram Prod'n, Gebr. Lang-G 11/18, A-1150 Vienna. Tel: (0222) 83 89 154. Gen. Mgr.: Evelyn Sperker. (Distributed by Phonogram)

Labels: Paltram, Roots, Soundbird, Truth.

Pan, see Ariola.

Pathe, see EMI.

Pflifikus, see Bellaphon.

Philips, see Phonogram.

Phonodisc GmbH, Kreiplatz 1, A-1195 Vienna. Tel: (0222) 37 15 45.

Phonogram, Mariahilfer Guertel 32, A-1061 Vienna 6. Tel: (0222) 57 62 41, 57 62 77. Telex: 012512. Pres.: Gerald J. Jacobs; A&R Mgr.: Horst Bichler.

Labels: (Owned) Fontana, Mercury, Philips, Verigo; (distributed) Paltram, Roots; (licensed) Charisma (UK), Chrysalis (UK), 20th Century (USA).

Polydor GmbH (IFPI), Mariahilfer Guertel 32, A-1061 Vienna 6. Tel: (0222) 57 05 94. Cable: POLYDOR DISC.

Labels: (Owned) Archiv, DG, Heliodor, Karussell, MGM, Metro, Polydor, Verve; (represented) Barn (UK), Capricorn (USA), Carissima (France), Carrere (France), Curtom (USA), Disco Train (Germany), EG (UK), GTO (UK), Harlekin (Netherlands), Hispavox (Spain), Karma (Germany), Pablo (USA), Polar (Sweden), RSO (UK), Spring (USA).

Polygram Musikunternehmen GmbH, Mariahilfer Guertel 32, A-1061 Vienna 6. Tel: (0222) 57 63 66. Telex: 12512. Pres.: Wolfgang Arming; Procurist: Franz Rauscher.

Polyhymnia, Goldschmiedgasse 3, A-1010 Vienna Tel: (0222) 52 13 41. Chief Exec.: Renate A. Herzog.

Popcord, see Musidisc.

Portrait, see CBS.

Otto G. Preiser & Co., Fischerstiege 9, A-1010 Vienna. Tel: (0222) 63 62 41, 63 18 53. Pres.: Otto G. Preiser.

Labels: (Owned) Court Opera Classics, Kabarett aus Wien, Lebendige Vergangenheit, Preiser; (licensed) Turnabout (USA), Vox (USA).

Int'l reps.: France (Dave), Germany (EMI-Electrola), Japan (Nippon Columbia), Switzerland (Jecklin), UK (EMI Int'l), USA (German News).

Regal, see EMI.

Rex Royal, see Euroton.

Robbi, see CBS.

Roots, see Paltram & Phonogram.

S A M Produktion, Erdbergstr. 27/V, A-1030 Vienna. Tel: (0222) 72 35 64. Chief Exec.: Manuela Stinauer. Prod'r: Peter Lossack.

Seraphim, see EMI.

Sexy, see Musiscand.

Sidewalk, see EMI.

Sonotrade, Gumpendorferstr. 13, A-1060 Vienna. Mng. Dir.: Alfred Kretschmer. (Rec. Wholesaler)

Soundbird, see Paltram.

Souvenir, see Euroton.

Stimme Seines Herrn, see EMI.

Talisman, see EMI.

Teldec/Musica Austria, Neustiftgasse 3, A-1071 Vienna. Tel: 93 65 68. Telex: 13274. Mng. Dir.: Franz J. Wallner. (Distributor)

Toka Vertriebsgesellschaft mbH, Rieneossgasse 9, A-1040 Vienna. Tel: (0222) 57 91 64. Pres.: Hugo von Blumenthal; Gen. Mgr.: Helmut Zak.

Home office: Switzerland.

Labels: (Owned) Galaxy, Toka.

Truth, see Paltram.

V A M O (Verband der Arbeiter Musikvereine Oesterreich), Fischerstiege 4, A-1010 Vienna. Tel: (0222) 63 91 65.

Vega, see Musiscand.

Vertigo, see Phonogram.

Verve, see Polydor.

Vienna, see Johann Kaplan.

Viewtone, see Musidisc.

W E A Music, Florianigasse 50, A-1080 Vienna. Tel: (0222) 43 46 30. Gen. Mgr.: Gunther Zitta; Promo. Mgr.: Jeff Maxian.

W M Produktion, see Wiener & Amadeo.

Wiener Musikproduktion (IFPI), Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Cable: WMPRODUKTION. Gen. Mgrs.: Thomas Albrecht, Richard Toeman, Johann Michel; Ass't Mgrs.: Hans Granzer, Peter Jirka. (Distributed by Amadeo).

Label: (Owned) WM Produktion.

● music publishers

Aberbach Musikverlag, see Arena.

Allround Music, Goldschmiedgasse 3, A-1010 Vienna. Tel: (0222) 52 13 41. Chief Exec.: Renate A. Herzog.

Arena Musikverlag, Gluckgasse 1, A-1010 Vienna. Tel: (0222) 52 63 46.

Arends Music KG, Goldschmiedgasse 3, A-1010 Vienna. Tel: (0222) 52 13 41. Gen. Mgr.: Renate A. Herzog.

Int'l firms represented: Paul C. Arends, Burlington, Hazyland, Shirley, Trumph (all Germany).

Austro-Gerig, see Edith Hochmuth.

Bellver Music, Grundsteingasse 5, A-1160 Vienna. Tel: (0222) 43 61 22. Gen. Mgr.: Gunther Zitta.

Int'l branch: Germany.

Bosworth & Co. Ltd. GmbH, Dr. Karl Lueger Platz 2, A-1010 Vienna. Tel: (0222) 52 81 40.

Int'l branches: England, Germany.

Franz Christ Wiener Arion Verlags-GmbH, Schoenbrunnerstr. 124, A-1050 Vienna. Tel: (0222) 55 83 92. Gen. Mgrs.: Gottfried Indra, Margaretha Hrubes. (Affiliated with Feuerschutz [Ed.])

Columbia Music (Austria) Verlags GmbH, Webgasse 43, A-1060 Vienna. Tel: (0222) 57 36 76. Telex: 1-13386. Gen. Mgr.: Herbert Kefeder.

Int'l firms represented: ERP Musikverlag, Global Music Group, Montana (Ed.) (all Germany).

Int'l reps.: Germany (ERP, Global, Montana), UK (EMI).

Condor Musikverlag GmbH, PO Box 591, A-6021 Innsbruck; Siemensstr. 4, A-6041 Neu-Rum/Innsbruck. Tel: (05222) 63 45 10. Cable: MUSIKDEMATE. Telex: (05) 4222.

Int'l firms represented: Arnie Musikverlag (Germany).

Dacapo Musik & Buehnenverlag Eva Hein, see Josef Weinberger.

Danubius Musikverlag GmbH, Wurmsergasse 28/18, A-1150 Vienna. Tel: (0222) 95 13 52. Gen. Mgrs.: Rudolf Slezak, Gottfried Indra.

Int'l firms represented: ABC/Dunhill (USA), Barn (UK), Ben Ghazi (USA), Big Secret (UK), Bruno (UK), Carnbro (UK), Catrine (UK), Char-Liz (USA), Cirrus (Canada), Fennario (USA), Fiddler's (UK), GH (UK), Gambi (USA), Robin Gibb (UK), Grever (Mexico), Heathside (UK), JGK (UK), Joyride (USA), Katzenjammer (Canada), Lambda (Germany), Lollipop (Germany), Luddington House

(UK), Macauley (UK), No Exit (USA), Ornum (Germany), Penjane (Australia), Pippin the Friendly Ranger (UK), RGS (Germany), Rear Exit (USA), Ryerson (USA), Schmolzi & Slezak (Germany), Silver Cloud (UK), Slane (UK), Rudolf Slezak (Germany), Strange (UK), Stratus (Canada), Sunspot (Canada), Tembo (UK), Three Bros. (USA), Trillium (Canada), Venice (USA).

Ludwig Dobliger (Bernhard Herzmann) KG, Dorotheergasse 10, A-1010 Vienna. Tel: (0222) 52 35 04. Cable: MUSICDOB. Comm'l Mgr.: Christian Wolff.

Int'l firms represented: Associated (USA), Bote & Bock (Germany), Henle (Germany).

Int'l reps.: France (BMB Mario Bois), Germany (MGS-Zimmerhansl), Italy (Messagerie), South Africa (Criterion), UK (Alfred A. Kalmus), USA (Associated).

Eberle-Verlag, see Edith Hochmuth.
Eddyton Ed. Johann Schashlweg 9, A-9020 Klagenfurt. Tel: (04222) 31 558.

Feuerschwert (Ed.), Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 05. Mng. Dir.: Stephen von Friedberg; Gen. Mgr.: Gottfried Indra. (Affiliated with Franz Christ).
Gloriette Verlag, see Thomas Sessler.

Helbing KG E. Harm & Co. (Ed.), PO Box 416, A-6021 Innsbruck; Kaplanstr. 9, A-6064 Neu-Rum/Innsbruck. Tel: (05222) 62-333. Cable: HELBLINGMUSIK. Chief Exec.: Helmut Winkler.

Int'l firms represented: Michael Jary (Germany), Hans Sikorski (Germany).

Edith Hochmuth Verlags GmbH, Seilerergasse 12, A-1010 Vienna. Tel: (0222) 52 27 51, 52 21 42, 52 27 14. Telex: 75049.

Int'l firms represented: Peer-Southern Org. (USA), Siegel Musikverlage (Germany).

Josef Hochmuth Musikverlag, see Edith Hochmuth.

Gottfried Indra Musik & Bühnenverlags GmbH, Wurmsergasse 28, A-1150 Vienna. Tel: (0222) 95 13 52. Cable: INDRAMUSIK. Chief Exec.: Gottfried Indra. Local branch: Schulstr. 109, A-2103 Langenzerdorf. Tel: (02244) 25 37.

Int'l firms represented: Big Three Music, Metric Music, UA Music Int'l.

Jenisch (Musikverlag), Alberichgasse 8, A-1150 Vienna. Tel: (0222) 92 32 62, 92 56 50. Contact: Erwin H. Jenisch.
Jungbrunnen (Verlag), PO Box 583, Rauchensteingasse 5, A-1011 Vienna. Tel: (0222) 52 12 99.

Johann Kliment, Kolingasse 15, A-1090 Vienna. Tel: (0222) 34 51 47.

Ludwig Krenn GmbH, Reindorfegasse 42, A-1150 Vienna. Tel: (0222) 839-9474.

M M S-Music, Erdbergstr. 27, A-1030 Vienna. Tel: (0222) 72 35 64. Gen. Mgr.: Manuela Stinauer.

Georg Marton Verlag, see Thomas Sessler.

Meisel Produktion Musikverlag Winkler & Harm oHG, Box 591, A-6021 Innsbruck; Siemensstr. 4, A-6041 Neu-Rum/Innsbruck. Tel: (05222) 63 45 10. Cable: MUSIKDEMATE. Telex: (05) 4222. Chief Exec.: Helmut Winkler.

Int'l firm represented: Meisel (Germany).

Metroton, see Edith Hochmuth.

Montego Mgmt., Kohlenhofgasse 4/8, A-1150 Vienna. Tel: (0222) 83 05 52. Gen. Mgr.: Lance Lumsden.

Novaton, see Helbing.

Oesterreichischer Budesverlag, Schwarzenbergstr. 5, Vienna 1.

Papageno Buch & Musikalienverlag & Bühnenvertriebs GmbH, see Josef Weinberger.

Adolf Robitschek, Graben 14, A-1011 Vienna. Tel: (0222) 52 32 89.

Int'l branch: Germany.

Rubato, Hollandstr. 18, A-1020 Vienna. Tel: (0222) 33 92 42.

Hermann Schneider Musik, Glück 1, A-1010 Vienna. Tel: (0222) 52 63 46.

Screenmusic Musikverlags GmbH, Penzingerstr. 66, A-1140 Vienna. Tel: (0222) 82 26 84, 82 73 58. Gen. Mgrs.: Gerhard Heinz, Karl Spiehs, Gottfried Indra.

Thomas Sessler Verlag GmbH, Johannesgasse 12, A-1010 Vienna. Tel: (0222) 52 32 84.

Int'l branch: Germany.

Solisten-Verlag, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Telex: 113705. Gen. Mgr.: Thomas Albrecht; Ass't Mgrs.: Hans Granzer, Peter Jirka.

Int'l firm represented: Jemara Musikverlag (Germany).

Step Two Musikverlag GmbH, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Cable: STEPTWO. Telex: 113705. Gen. Mgrs.: Ralph Siegel, Thomas Albrecht.

Symphonia, Lothringenstr. 20, A-1030 Vienna. Tel: (0222) 72 44 48.

Universal Ed., Karlsplatz 6, A-1010 Vienna.

V A M O (Verband der Arbeiter Musikvereine Oesterreich), Fischerstiege 4, A-1010 Vienna. Tel: (0222) 63 91 65.

Int'l reps.: Germany (Johann Andree), USA (Dr. Fred Schadler).

Josef Weinberger Vienna, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Telex: 113705. Cable: WEINJOS. Gen. Mgrs.: Thomas Albrecht, Richard Toeman, Johann Michel; Ass't Mgrs.: Hans Granzer, Peter Jirka.

Int'l firms represented: Josef Weinberger—ATV (USA), AVI (USA), Ackee (UK, USA), After Dark (USA), Fred Ahlert (USA), Alien (USA), Aliencore (USA), Alshire (USA), Aran Prod'ns (Switzerland), Associated (Australia), BL&H (USA), Baby Chick/La De Da (USA), Backfin (USA), Baldham (Germany), Bay City (UK), Beaver (USA), Beechmont (USA), Big Secret (UK), Blue Mountain (UK), Boca (USA), Bosso Fataka (USA), Bourne group (USA), Bowling Green (USA), Butterfly (Germany), Cannon group (UK), Carlyle (USA), Carmen (UK), Christabel (UK), Clendalee (USA), Co Jac (USA), Colour Me Gone (UK), Compass (Germany, Netherlands, UK, USA), Conducive (USA), Cosima (Germany), Creedmore (UK), Crusty (UK), Cuckoo (UK), Curtis (UK), Cycilus (Germany), Diamondback (USA), Dog Soldier (USA), Dump (USA), Dunbar (Canada), Eurocord (Germany), Famous group (USA), Far Out (USA), Festival Attraction (USA), Firesky (USA), Fish-Scent (USA), Frabjous (USA), Freedom (UK), Give Me A Break (USA), Global (Japan), God Tunes (USA), Great Honesty (USA),

Gull (UK), Icebag (USA), Interart (UK), Island group (UK), Jana (USA), KBL Assocs. (USA), Kaiser (USA), Keca (USA), Kidada (USA), Kilaotons (Canada), La Cienega (USA), Lady Casey (USA), Larball (USA), Ledaclan (USA), Le Rideau Rouge (France), Leviantan (UK), Libra (UK), Light (USA), Little Dragon (USA), Lucky Three (USA), Lunatones (USA), MPL Communications (UK, USA), Mandina (USA), Manticores (UK), Marksmen (UK), Mar/Vista (USA), Metal Machine (USA), Mews (UK), Micache (USA), J. Michel (Germany), Milwaukee (USA), Mole (USA), Montauk (USA), Montunes (USA), Morgen (Germany), Musical Crusaders (USA), Myriad (USA), Nightwind (USA), Nineteen Eighty Five (USA), Nobile (Germany), Oakfield Ave. (USA), One Time (USA), Panache (UK), Peach Cobbler (USA), Pearlized (USA), Petra (USA), Playboy (USA), Plurkran Krunde (USA), Pods (USA), Princess (USA), RCA group (Argentina, Brazil, France, Italy, Mexico, Spain, USA), Rashida (USA), Rip (USA), Rocksmith (USA), Leonard Sachs (USA), Salsoul (USA), Cyril Shane (USA), Songs of Manhattan Island (USA), Sugar (France, Germany, Italy), Sunbury (Canada, UK), Supertop (Germany), Sure Enough Tunes (Canada), 34 Music (UK), Tone/Carlin (UK), Tree (USA), Tumbleweed (Australia), Utopia (UK), Warfare (UK), H.B. Webman (USA), We Three (USA), Wicked Fly (UK), Widomaker (UK), Wildflowers (USA), R.P. Winkelman Tunes (USA); Wiener Musik-

produktion group—Cheap Thrills (USA), Cheerio (USA), Chinnichap (UK), Martin Cohen (USA), Covered Wagon (UK), Diamond (UK), Hubtones (USA), Alexis Korner (USA), Levine & Brown (USA), Lee (USA), Martin-Coulter (UK), Munchkin (USA), Pic (USA), Ring Musik (Germany), Rytovok (USA), Third Story (USA), Warrock (USA), Frank Zappa (USA); Wien Melodie group—Aunt Polly's (USA), Background (UK), Bathurst (USA), Blue Seas (USA), Canadian Brass (Canada), Copper (USA), Cornbread (USA), Crown Vetch (Canada), Evening (USA), First Floor (USA), Gale (UK), Gold Dust (USA), Good (USA), Alex Groshak (Canada), Jac (USA), Jack (USA), Jando (USA), Melodie der Welt (Germany), Morning (Canada, USA), Mountain Wood (USA), Programme (UK), Pulleybone (USA), Ring (Germany), Silver Dollar (USA), Skinner's Pond (Canada), Speckled Bird (Canada), Stonehill (USA), Strzelecki (USA), Time Being (Canada), Tyson South (USA), V Music (Canada).

Int'l reps.: Papageno—Germany (Heross), UK (Josef Weinberger); Josef Weinberger—Germany (Melodie der Welt, Josef Weinberger), UK (Josef Weinberger); Wiener Musikproduktion—Germany (Melodie der Welt); Wien Melodie—Germany (Melodie der Welt, Josef Weinberger), UK (Josef Weinberger).

Wiener Boheme Verlag, Erdbergstr. 27, A-1030 Vienna. Tel: 72 35 64. Mgr.: Manuela Stinauer.

Wiener Musikproduktion, see Josef Weinberger.

Wiener Verlagsanstalt, see Thomas Sessler.

Wien Melodie GmbH, see Josef Weinberger.

Wertung mechanisch-musikalischer Urheberrechte, Baumannstr. 10, A-1031 Vienna. Tel: (0222) 72 63 62. Bd. Pres.: Herman Schneider; Gen. Mgr.: Helmut Steinmetz.

Literar-Mechana GmbH (Wahrnehmungsgesellschaft fuer Urheberrechte), Linke Wienzeile 18, A-1060 Vienna 6. Tel: (0222) 57 21 61. Dir. Franz-Leo Popp.

Symphony Tone Prod'ns, Konzerthaus, Lothringenstr. 20, A-1030 Vienna. Tel: (0222) 57 54 82, 72 44 48. Cable: IMROSA. Pres.: Imre Rozsa; Gen. Mgr.: L. Manhart; Gen. Sec'y: Margarete Spevak. (Performing rights only)

Int'l branch: Switzerland.

PLATING, PROCESSING & PRESSING PLANTS

A K G (Akustische Tontraeger Gesellschaft), A-2433 Margarethen am Moos/Burgenland. Tel: (02230) 454. (Pressing only)

Phonodisc GmbH, Kreilplatz 1, A-1195 Vienna. Tel: (0222) 37 15 45. Gen. Mgr. Dr. Helmut Hofmann.

Polydor GmbH, Mariahilfer Guertel 32, A-1060 Vienna. Tel: (0222) 57 05 94.

Otto G. Preiser & Co., Fischerstiege 9, A-1010 Vienna. Tel: (0222) 63 62 28, 63 18 53. Pres. Otto G. Preiser.

RECORD PROMOTION

Communica, Schottengasse 1, A-1010 Vienna. Tel: (0222) 63 55 52, 63 24 45. Chief Exec.: Wolf-Dieter Hugelmann.

I M Z (International Music Centre Vienna), Lothringenstr. 20, A-1030 Vienna. Tel: (0222) 72 57 95.

Point Promo. Poetsch, Hofmoklgasse 1-5, A-1151 Vienna. Tel: (0222) 83 56 05. 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.

Polydor GmbH, Mariahilfer Guertel 32, A-1060 Vienna. Tel: (0222) 57 05 94.

Audio: Cassette.

supplies

EMPTY CARTRIDGES, CASSETTES & REELS

C C T (Compact Cassettes Trading)/Toka Vertriebsgesellschaft mbH, Rienoesslgasse 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, Rienoesslgasse 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. Mng. 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 Kemptner.

Audio: Cassette, open reel.

Video: Blank—1" open reel, 3/4" cassette, 1/2" EIAJ cartridge.

Brand names: BASF, Philips.

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)

Philips, see BASF.

accessories manufacturers / importers

A K G-Akustische & Kinogeräte GmbH, Brunhildeng. 1, A-1150 Vienna. Tel: (0222) 92 16 47. Telex: 11839.

Mng. Dir.: L. Steinkellner; Sales Mgr.: H.-J. Schnabel.

Product: Needles.

Boyd & Haas, Rupertplatz 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. Kazak; Sales Mgr.: Gerhard Hoke.

Product: Carrying & storage cases, 45 rpm adapters.

Migo Schallplatten, Fuchsthalergasse 11, A-1090 Vienna. Tel: (0222) 31 54 96. Gen. Mgr.: Rudolf Matiasovics.

Product: Catalog servs., cleaners, cloths & brushes.

services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Austrian Music Publ'rs Union (Musikerleger Union Oesterreich), Baumannstr. 10, A-1030 Vienna. Tel: (0222) 73 15 55.

Austrian Society for Contemporary Music, Parkring 4, A-1010 Vienna 1.

Austrian Society for Music (Oesterreichische Gesellschaft fuer Musik), Hanuschgasse 3, A-1010 Vienna. Tel: (0222) 52 42 99.

European Jazz Federation, PO Box 671, A-1011 Vienna; Andreegasse 10/17, A-1070 Vienna. Tel: (0222) 93 54 29.

I G J—Internationale Gesellschaft fuer Jazzforschung (Int'l Society For Jazz Research), Leonhardstr. 15, A-8010 Graz. Tel: (03122) 32 0 53.

I M Z (International Music Centre Vienna), Lothringenstr. 20, A-1030 Vienna. Tel: (0222) 72 57 95.

International Bruckner Society, Backerstr. 18, A-1010 Vienna 1.

Internationale Gesellschaft fuer Alte Musik (International Society for Old Music), Minoritenplatz 2, A-1010 Vienna. Tel: (0222) 63 55 31. Cable: ANTICMUSIC.

Chief Execs.: Bernhard Kiebel, Hans Radbauer; Gen. Mgr.: Gerold Seidl.

International Gustav Mahler Society, Wiedner Guertel 6/2, A-1040 Vienna 4. Tel: (0222) 65 08 35, 82 73 75.

International Hugo Wolf Society, Backerstr. 12, A-1010 Vienna 1.

International Jazz Federation, Andreegasse 10/17, A-1070 Vienna.

International Society for Contemporary Music, Hanuschgasse 3, A-1010 Vienna. Tel: (0222) 52 42 99.

Mediacult (International Institute for Audio-Visual Communication & Cultural Development), Metternichgasse 12, A-1030 Vienna. Tel: (0222) 72 53 44, 75 12 86. Cable: MEDIACULT.

Mozart Society of Vienna, Boesendorferstr. 12, A-1010 Vienna.

Mozart Union, Metternichgasse 8, A-1030 Vienna 3.

Musikalsche Jugend Oesterreichs (Jeunesses Musicales), Boesendorferstr. 12, A-1010 Vienna. Tel: (0222) 65 63 56.

Musikergewerkschaft (Gewerkschaft Kunst, Medien, Freie Berufe), Maria Theresienstr. 11, A-1090 Vienna.

O R F (Austrian Radio & Television Broadcasting), Wurzburggasse 30, A-1137 Vienna. Tel: (0222) 82010. Telex: (01) 3601.

Society of the Friends of Music in Vienna (Gesellschaft der Musikfreunde in Wien), Boesendorferstr. 12, A-1010 Vienna. Tel: (0222) 65 86 81.

LICENSING ORGANIZATIONS, MUSIC.

A K M Gen. mbH (Staatlich genehmigte Gesellschaft der Autoren, Komponisten & Musikverleger), Baumannstr. 8-10, A-1030 Vienna. Tel: (0222) 73 15 55. Cable: MUSIKAUOTREN. Pres.: Dr. Marcel Rubin; Gen. Mgr.: Ernst Huemer. (Performing rights only)

Austro-Mechana GmbH (Gesellschaft zur Verwaltung & Aus-

Musidisc Schallplatten, Stuwstr. 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, Noblegasse 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, Stuwstr. 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, Mackay St., Nassau, N.P. Tel: (809) 325-0331. Cable: MUSIC. Pres.: Bradley B. Roberts. (Distributor/Importer).

O H B Recs. Co., Box 521, Nassau, N.P.
Home office: USA.

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 sold domestically: Pop LP's 1978—11,500,800 units; Classical LP's 1978—1,000,000 units; Singles 1978—17,000,000 units.

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%; rackjobbing—18%.

Type of promotion: Records are promoted mainly either through radio and TV or personal appearances by the artists.

Jukeboxes: 30,000.

TAPE:

Classical cassettes sold domestically: 1978—2,500,000 units.

Market: Most pre-recorded tape is sold for car players. 8-track cartridge sales are declining because European manufacturers are not producing enough 8-track 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.
A R S Recs. PvbA, 52 Hopland, B-2000 Antwerp. Tel: (031) 33-31-55. Owners: P. Busschots, L. Verammen.

A Z, see Polydor.

Adele, see Phonogram.

Ades, see Polydor.

Albatros, see Phonogram.

Alpha, see Leman & Gorle.

Alpha Recs., 116 Ledesteenweg, B-9410 Erpe-Mere. Tel: (053) 70-43-23. (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) Hebra, Olympia, WB Sound (distributed—not licensed) Audion, (Ger-

many), Buckboard (USA), Carabine (France), Cellier (Switzerland), Christophorus (Germany), Deesse (France), De Plein Vent (France), Documentary (Liechtenstein), Dynamic/Mustang (France), Elite (Switzerland), Musidor (USA), Springboard (USA), Storyville (Germany), Strand/Cantagallo (Germany), Telefunken (Germany), Trip (USA), Up Front (USA), Vinyl (Germany), Warwick (UK), World Jazz (UK).

Apollo SA (Disques), Av. Louise 384, Brussels. Tel: (02) 640-0600, 649-1733. Telex: 24247.

Int'l repps.: Austria (EMI), Canada (Gamma), France (Carere), Germany (EMI Electrola), Netherlands (Phonogram), Portugal (Imavox), Switzerland (Carere).

Arcade, see PMP.

Archiv, see Polydor.

Ariola Benelux NV (IFPI), 75 Rode Kruislaan, B-1020 Brussels. Tel: (02) 267-2140. Telex: 62354. Gen. Mgr.: Martin Kleinjan; Sales Mgr.: Bernard Carbonez; Financial Mgr.: Wim Peynenburg. (Distributed by Record Serv. Benelux).

Labels: (Owned) Ariola, Ariola-Eurodisc, Baccarola; (licensed) Anchor (UK), Ariola America (USA), Ariola-Clan Celentano (Italy), Beserkley (USA), Bronze (UK), Chiswick (UK), Chrysalis (UK), Fleet (Netherlands), Hansa (Germany), Island (UK), Jupiter (Germany), Lifesong (USA), M-Recs. (Germany), Maritim (Germany), Melodiya (USSR), Shelter (USA), Tomato (USA), 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-Brian 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), Redifusion (UK), Soul Vista (USA), Supraphon (Czechoslovakia), (distributed—not licensed) Aurora (UK), Fidelio (Netherlands), Heritage (UK), Legend (UK), Prelude (UK), Rim (UK), Royale (UK), Symphonica (UK), Themes (UK); (not licensed—distributed by PMP) Agram (Netherlands), Arhoolie (USA), Concord Jazz (USA), ENJA (Germany), Electrocord (Romania), Hungaroton (Hungary), Intercord (Germany), Melodiya (USSR), Muza (Poland), Nimbus (UK), Opus (Czechoslovakia), Pepita (Hungary), Qualiton (Hungary), Saphir (Germany), Spotlite (USA), Unicorn (UK), Xanadu (USA).

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), Durium (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), Mirilton (France), Napoleon (USA), PBR (USA), Pickwick (France), SERP (France), Sorriso (Italy), Vee Jay (USA), Vernou (France).

Biram Recs., 86 Av. Moliere 83, B-1180 Brussels. Tel: (02) 345-4129/4203. Telex: 26350 (c/o RKM). Chief Exec: Jean Kluger. (Distributed by Phonogram)

Bizet Prod'n & Publ'n 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.

Labels: (Owned) Bravo, Expo, IMC, Jazz Club, Sphinx, (licensed) Guarani (Brazil).

Black & Blue, see Polydor.

Black Tulip, see Rec Track.

Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Cable: BLOMRAD. Gen. Mgr.: C. Janssen; Sales Mgr.: W. Menge.

Labels: (Licensed foreign) Approche (France), Century (USA), Crystal Clear (USA), Gale (UK), 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, Leo, Meteor, New Fly, New Music Corp., Vedette; (licensed foreign) Carisch (Italy), De Wolfe (UK), Epervier (France), Hudson (UK), Rouge (UK).

Int'l repps.: Brazil (Scorpius), Lebanon (Melody).

Bravo, see Bizet.

C B A Music (Connection Business Artists Inc.), 23 Rue Aristide Briand, B-4100 Seraing. Tel: (041) 36-85-24. Mng. Dir.: Tomis Chitare; Sales Mgr.: Alan Desutter; Copyright Serv.: Patrick Lalou.

C B S Disques/Grammofoonplaten SA/NV, 20 Rue Adolphe Lavallee, B-1080 Brussels. Tel: (02) 428-8007. Telex: 22642. Gen. Mgr.: Alain J. Olivier; Sales Mgr.: Ali Janty; Int'l A&R Mgr.: Frank Devos; Mktg. Ass't: Claude Geller.

Labels: (Owned) CBS, Epic, GTO, Portrait; (distributed—not licensed) A&M (USA), Arion (France), CGD (Italy), Caribou (USA), DJM (UK), Escargot (France), Jet (USA), PIR (USA), TK (USA).

Cannon, see PMP.

Canto di Vangelo, see Basart.

Capitol, see EMI.

Capricorn, see Polydor.

Caravan, see Cardinal.

Cardinal Recs. Int'l, 13 bis Wouter Haecklaan, B-2100

Deurne. Tel: (031) 21-78-74. Dir.: Rocco Granata.

Labels: (Owned) Cardinal, Caravan, Dolphin

Charisma, see Phonogram.

Classics for Pleasure, see Music for Pleasure & International

Bestseller.

Clown 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.: Jacquie Hoes; Gen. Mgr.: Joseph Verbiest.

Labels: (Owned) Clown, Gnome, Start.

Columbia, see EMI.

Costa Brava, see Brauer-Hebra.

Cotillion, see WEA.

Cube, see Polydor.

Curling, see Discosoul.

Davoli Krunadal Benelux SprL, 357 Av. Rogier, B-1030

Brussels. Tel: (02) 733-4568.

Labels: (Licensed) Davoli (Italy), Ef-EI (Italy), Elgam (Italy), Gi-Esse (Italy), Grassi (Italy), Iida (Japan), Soprani (Italy), Terada (Japan), Vox (UK), Wonder (Japan).

Decibel Music, 15 Europalaan, Industriezone 2, B-9800 Deinze. Tel: (091) 86-48-81. Telex: 12197. Mng. Dirs.: Chris R. Van Oost, Jules G. Callebaut Sr.

Delphine, see Polydor.

Deutsche Grammophon, see Polydor.

Disco, see Biac.

Discobal 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.

Label: (Owned) Curling.

Int'l rep.: USA (Radio Shack). (SEE ADVERTISEMENT)

Discostar, see Discobal.

Discovery, see Rec Track.

Dolphin, see Cardinal.

Domino (Disques), 6 Route de Charleroi, B-7140 Ressaix-lez-Binche, Hainaut. Tel: (064) 33-35-86.

Dwarf, see International Bestseller.

EMI Belgium SA (IFPI), 65 Rue de la Clinique, B-1070 Brussels. Tel: (02) 524-0090. Telex: 24769. Mng. Dir.: E. J. de Klerk; Deputy Mng. Dir.: A. Sarboer; Gen. Mgr.: E. J. Garin; Sales Mgr.: H. Hendricks; Label Mgrs.: B. Robert, J. Govaerts, L. Arys; Classical Label Mgr.: J. Langlois;

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Press Mgr.: E. Wolfs, Adv. Mgr.: R. Vandenbosch.
Labels: (Owned) Capitol, Columbia, Electrola, HMV, Harvest, Odeon, Parlophone, Pathe, Punch, Regal-Zonophone; **(licensed)** Arista (USA), Blue Note (USA), Harmonia Mundi (Germany), Infinity (USA), Liberty (USA), MAM (USA), 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 Monscon. Tel. (056) 33-15-45. Gen. Mgr.: Marcel de Keukeleire; Int'l Mgr.: Pierre Vandemaële. (Distributed by Fonior)

Epic, see CBS.
 Erec, see Euroco.
 Euroco PvbA, 88 Av. Charles Quint, B-1080 Brussels. Tel. (02) 25-63-29.
Labels: (Owned) Erec, Euroco, 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 (IFPI), 4-10 Rue Ste Marie, B-1080 Brussels. Tel. (02) 426-8317, 425-6501.
 Fiesta, see Fonior.
 Flandria, see Monopole.
 Fleche, see Phonogram.
 Fleet Benelux, Kenaustr. 3, Haarlem. Tel. (023) 31-35-43. Owners: Robert A. Aardse, Peter Meisel.
 Flemish Import Whslrs., 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 Biard; Gen. Mgr.: A.E. Palmans; Sales Mgr.: R. Dauw.
Labels: (Owned) Fiesta, GIP, Omega Int'l, Week-End; **(distributed)** Elver; **(represented)** Ace of Clubs (UK), Ace of Hearts (UK), CTI (USA), Carrere (France), Charles Talar (France), Decca (UK), Deram (UK), ECM (Germany), Elf Provincien (Netherlands), Keystone (USA), Kudu (USA), Milestone (USA), O La La (Netherlands), Penny Farthing (UK), Storyville (Sweden), Te Deum (Netherlands), Temporel (France), Threshold (UK), Vega (France).

Fontana, see Phonogram.
 Frankie Music PvbA, 74 Greinstr., Antwerp. Tel. (03) 32-24-85, 31-60-60, 33-65-99. Cable: FRASUPREME.
Labels: (Owned) Frankie, Pims (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), Rediffusion (UK), Republic (USA), Swampfire (USA), W&G (Australia).
 Int'l reps.: Australia (W&G), Germany (Ariola), Netherlands (Phonogram), UK (Dick James), USA (Norman Petty).

G I P, see Fonior.
 G T O, see CBS.
 Gamma-Rec., Lange van Bloerstraat 78/80, B-2000 Antwerp. Tel. (031) 35-21-11. Telex: 33713 Gen. Mgrs.: Leo Felsenstein, Stonne Holmgren. (One Stop/Importer/Exporter)
Labels: (Licensed domestic) JW's, Snow; **(licensed foreign)** Ogun (UK).

Gnome, see Clown.
 Golden Music, see Monopole.
 Goldstar, see Basart.
 Groovy, see Basart.
 H M V, see EMI.
 Hans, see Hans Kusters & Phonogram.
 Harlekijn, see Phonogram.
 Harvest, see EMI.
 Hebra, see Brauer-Hebra & Anvers Radio.
 Hifi Home Producties PvbA, 67 Gulden Vlieslaan, B-8000 Brugge. Tel. (050) 33-95-16.
Labels: (Owned) Hifi Home Producties, Indigo, Parsifal; **(distributed—not licensed)** Cezame (France), ENJA (Germany), FMP (Germany), Kicking Mule (UK), Leader/Trailer (UK), Oldie Blues (Netherlands), Red Rag (UK), Rounder (USA), Sonet (UK), Specialty (UK), Storyville (Denmark), Sydney Thompson (UK), Tangent (UK), Topic (UK), Transatlantic (UK), Vogel, X-tra (UK).

Hispavox, see Polydor.
 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.
Labels: (Owned) Honey Bee; **(distributed—not licensed)** Charly (UK). (Also imports cutouts from UK & USA).

Horizons, see Brauer-Hebra & Barclay.
 Hurrh, see Palette.
 I M C, see Bizet.
 Ibach, 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, Recs. & Tapes Div. Mgr.: Roger Colpin.
Labels: (Owned) Lark; **(licensed)** BTM (UK), Bluebird (USA), Bob Thiele (USA), Camden (USA), Cavalier (France), Erato (France), Fiori Musicali (France), Flying Dutchman (USA), Grove (UK), Grunt (USA), Gryphon (USA), Kangaroo (Italy), Millenium (USA), Phantom (USA), Prelude (USA), RCA (USA), Red Seal (USA), Saravah (France), Satril (UK), Signature (USA), Solar (USA), Tabu (USA), Tattoo (USA), Tortoise (USA), Victor (USA), Victrola (USA), Windsong (USA); **(distributed—not licensed)** AZ (France), BBZ (France), BTM (UK), Crypto (France), Ecoute S'il Pleut (France), Equinox (USA), 57th Street (USA), Free Flight (USA), FY (France), Gem (UK), Gold Seal (USA), Grove (UK), Gryphon (USA), IB (France), International (USA), Kebec Disc (Canada), Lineatre (Italy), Numero Uno (Italy), Prelude (USA), Roadshow (USA), Salsoul (USA), Seon

Germany), Solar (USA), Tomato (USA), Wooden Nickel (USA).

Inside Recs. NV, Berendrechtstraat 92-94, B-2020 Antwerp. Tel. (031) 16-06-60.
 Interclub Belgium (International Rec & Music Business), 3 Kleine Barelstraat, B-2800 Mechelen. Tel. (015) 41-13-31. (Distributor/Importer)
 International Bestseller Co (IFPI), 65 Rue de la Clinique, B-1070 Brussels. Tel. (02) 524-0900 Telex 24769 Mng. Dir.: E. J. de Klerk; Deputy Mng. Dir.: A. Sarboer; A&R & Mktg. Mgr.: H. Heymans; Promo. & Label Mgr.: U. Declerck.
Labels: (Owned) Bestseller; **(licensed domestic)** Dwarf, Palette, RKM; **(licensed foreign)** Big Bear, Negrain, Trojan; **(distributed—not licensed)** Classics for Pleasure, Fantasy, PFP, Perides, Saga, Sonic, Sounds Superb, Stax.
 J S E C, see Biac.
 J W's, see Gamma.
 Jazz Club, see Bizet & Palette.
 K-tel Int'l Inc., 158 Ave de Tervuren, B-1150 Brussels. Tel. (322) 762-4000. Telex: 22088. Pres.: Raymond Kives; Gen. Mgr.: George Lukan.
 Roland Kluger Music (RKM), 8 Fernand Neuray St., B-1060 Brussels. Tel. (02) 344-4840. Pres.: Roland Kluger; Int'l Mgr.: Ida Halila; Exploitation Mgr.: Herman van Laar. (Dist. by Vogue)
Label: (Owned) RKM.
 Int'l reps.: Australia (RCA), France (Vogue), Germany (Hansa), Greece (Music-Box), Italy (Durium), Netherlands (WEA), South Africa (RPH), Spain (EMI-Odeon), UK (Sire), USA (Sire).
 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 (Negrain-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. (Rack Jobber)
 Mercury, see Phonogram.
 Meteor, see Brauer-Hebra.
 Midi, see WEA.
 Monopole Recs., 7 Kwadenplaastrat, 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 Biac.
 Mountain, see Phonogram.
 Music for Pleasure (Belgium) NV (IFPI), 65 Rue de la Clinique, B-1070 Brussels. Tel. (02) 524-0900. Telex: 24769 Mng. Dir.: E. J. de Klerk; Gen. Mgr.: A. Sarboer; Mgr.: J. Brunel; Label Mgr.: H. Heymans. (Distributed by International Bestseller)
Labels: (Owned) Classics for Pleasure, MFP, PFP, Sounds Superb.
 Music Radio Promos, Benelux, Postbus 31, Luchtbal, B-2030 Antwerp 3 Tel. (031) 64-73-08. Dir.: Louisa Eyckmans; Gen. & Sales Mgr.: Jozef Segers. (Distributor/Importer)
 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. (Distributed by Anvers Radio)
Label: (Owned) Olympia.
 Omega Int'l, see Fonior.
 Oyster, see Polydor.
 P F P, see Music for Pleasure & International Bestseller.
 P M P PvbA (IFPI), 82 Rederykersstraat, B-2610 Wilryk. Tel. (031) 28-40-84 Cable EUROHOUSE. Pres.: Louis Van Rymenant; Gen. Mgr.: Ben Gyselink.
Labels: (Owned) Arcade, Cannon; **(distributed—not licensed)** Abbey (UK), Balkanton (Bulgaria), Bis (Sweden), Black Lion (Germany), CRD (UK), Concord (USA), Double Twelve (UK), Electrecro (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).
 Pablo, see Polydor.
 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) Hurrh, Jazz Club, Palette, Saphir.
 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.
 Phil Spector, see Polydor.
 Phonogram, (div. of Polygram Recs.), 215 Rue Victor Hugo, B-1040 Brussels. Tel. (02) 733-9690. Gen. Mgr.: Charles Licoppe.
Labels: Adele, Albatros, Biram, Charisma, Fleche, Fontana, Hans, Harlekijn, Ibach, Mercury, Mountain, Philips, Rocket, Telstar, Trema, 20th Century, Vertigo, Zagora.
 Pims, see Frankie & Barclay.

Poker, see Basart.
 Polydor (div. of Polygram Recs.), 215 Rue Victor Hugo, B-1040 Brussels. Tel. (02) 735-9170. Gen. Mgr.: Maurice Mertens.
Labels: AZ, Ades, Archiv, Black & Blue, Capricorn, Cube, Delphine, Deutsche Grammophon, Hispavox, MGM, Oyster, Pablo, Phil Spector, Polydor, RSO, Topkapi, Verve, Walt Disney
 Polygram Recs., 215 Rue Victor Hugo, B-1040 Brussels. Tel. (02) 733-9724. Mng. Dir.: Hans G. Gout. (See Phonogram & Polydor)
 Portrait, see CBS.
 Punch, see EMI.
 R F C, see WEA.
 R K M, see Roland Kluger.
 R S O, see Polydor.
 Radar, see WEA.
 Recommended Recs., 4 Chemin de D'Hodimont, B-7498 Brane le Comte. Tel. (067) 63-76-71. Dirs.: E. Faes, M. Hollander.
Home office: England.
 Rec Track PvbA, Kipdorp 21, Antwerp
Home office: Netherlands.
Labels: (Owned) Black Tulip, Discovery.
 Regal-Zonophone, see EMI.
 Reprise, see WEA.
 Riviera, see Barclay.
 Rocket, see Phonogram.
 Ronnex & Teeny, see Biac.
 Saga, see International Bestseller.
 Saturnus, see Discobel.
 Schott Freres SprL, 30 Rue St Jean, B-1000 Brussels. Tel. (02) 512-3980. Mgr.: J.J. Junne. (Distributor/Importer)
Labels: (Imported) Astree, Barenreiter-Musicaphon (Germany), Candide, Claves (Switzerland), Da Camera (Germany), Folkways (USA), Harmonia Mundi (France), Jacklin (Switzerland), Monitor (USA), Music Minus One (USA), SFP, Schwann (Germany), Tocatta, Turnabout, Vox Box, Wergo (Germany).
 Selection, see Will.
 Shiva SprL/PvbA, Merodestraat 56, B-1060 Brussels. Tel. (02) 53-87-54. Telex 63084. Gen. Mgr.: Jack Mauer.
 Sinus Music (AFM Group), 17 Rue de Brabant, B-1030 Brussels. Tel. (02) 217-8986, 218-4774. Telex 62596.
 Gen. Mgrs.: Alfie Falckenbach, Claude Arnou; Financial Dir.: Hubert Declerck
Labels: (Owned) Sinus (dist. by Barclay), Surprise, Surprise Deluxe (dist. by Barclay); **(represented)** Ariston (Italy), Baby (Italy), MC (USA), Psycho (UK), Redwood (Canada).
 Int'l reps.: France (Societe Phonogramme Int'l), Netherlands (VIP).
 Snow Music, Berendrechtstraat 92/94, B-2020 Antwerp. Tel. (031) 16-06-60, 35-21-11. (Licensed to Gamma)
 Sonic, see International Bestseller.
 Sonobel, Sonobel Bldg., 15 Pl. Rouppe, B-1000 Brussels. Tel. (02) 512-0928
Labels: (Owned) Sonobel; **(represented)** AFA (France), BYG (France), Camden (USA), DOM (France), EPN (France), Everest (USA), Harmony (Italy), Joker (Italy), Motors (France), National (France), Pickwick (USA), President (France), Tradition (USA), Vedette (Italy).
 Sounds Superb, see Music for Pleasure & International Bestseller.
 Sphinx, see Bizet & Palette.
 Start, see Clown.
 Supreme, see Frankie.
 Surprise, see Sinus.
 Telstar, see Phonogram.
 Topkapi, see Polydor.
 Trema, see Phonogram.
 Triangle, see Barclay.
 Tryec, see Euroco.
 20th Century, see Phonogram.
 V-King, see Vogue.
 Vedette, see Brauer-Hebra.
 Vertigo, see Phonogram.
 Verve, see Polydor.
 Vier Wielen, see Basart.
 Vogel, see Hifi Home.
 Vogue PIP SA, (IFPI), 35 Blvd. Barthelemy, B-1000 Brussels. Tel. (02) 511-7991. Cable VOGDISC. Telex: 22560
Home office: France.
Labels: (Owned) V-King, Vogue; **(licensed)** Buddha (USA), Casablanca (USA), Copacabana (Brazil), Ember (UK), Fonit Cetra (Italy), GNP Crescendo (USA), Laurie (USA), Motors (France), Parachute (USA), Pye (UK), Pyramid (USA), Roulette (USA), Safari (UK), Satril (UK), Sonet (UK), VIP (Netherlands).
 Int'l reps.: Netherlands (VIP), Switzerland (Vogue).
 W B Sound, see Anvers-Radio.
 W E A European Coordinating Inc., 363 Ave. Louise, B-1050 Brussels. Tel. (064) 79-963. Telex: 62030. Mng. Dir.: Brigitta Peschko.
Home office: USA.
 W E A Recs. SA/NV, (IFPI), 79 Blvd. Lambertmont, B-1030 Brussels. Tel. (02) 242-5757. Mng. Dir.: Ben Bunders; Gen. Mgr.: Ted Sikkink; Sales Mgr.: Jean Marie Somie; Prod. & Label Mgr.: Dirk de Vries, Promo Mgr.: Herman Schuermans
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Explorer, Midi, Nonesuch, RFC, Radar, Reprise, WEA, Warner Bros.; **(licensed foreign)** Bearsville (USA), Big Three (USA), Curb (USA), Lollipop (Germany), Malignator (France), Planet (USA), Real (UK), Riva (UK), Sire (USA), Swan Song (UK), Westbound (USA).
 Walt Disney, see Polydor.
 Warner Bros., see WEA.
 Week-End, see Fonior.
 Will Recs., 42 Av. Clays, B-1030 Brussels. Tel. (02) 241-4186. Dir. Gen.: Pierre Pletincxk.
Labels: (Owned) Selection, Will; **(represented)** Canopo (Italy), Gemilli (Italy), MP 2000 (France), Monophonie (France), Musique pour l'Image (France), New Times (France), Orly (France), Production Mad Unity, Tele Music (France), A. Verchuren (France).

● music publishers

A A Music, 77 Rue de Louvreix, B-4000 Liege.
 Acuff-Rose Benelux, see World Music Group.
 Afterglow Music Publ'g Co., 27 Rue Fontaine d'Amour, B-1030 Brussels. Tel (02) 41-51-64.
 Angus Music PvbA, see Eurovox.
 Apollo Music SA, 384 Av. Louise, Brussels. Tel (02) 649-1733, 640-0600. Telex: 24247.
 April Music Belgium SA/NV, 20 Rue Adolphe Lavallee, B-1080 Brussels. Tel (02) 428-8007. Telex: 22642.
 Gen. Dir.: Alain Olivier
Int'l firms represented: Alessi (USA), April/Blackwood (worldwide), Bovina (USA), CRI (USA), Albert Hammond (USA), Joel (USA), Kirshner (USA), Light (USA), Notas Magicas (Spain), Oceans Blue/Silver Blue (USA), Sheryl (USA).
Int'l rep.: Worldwide (April/Blackwood).
 Ardmore & Beechwood SA, 65 Rue de la Clinique, B-1070 Brussels. Tel (02) 524-0090. Telex: 24769 Mng. Dir.: E. J. de Klerk.
Int'l firms represented: Algee (USA), Amphonic (UK), Beechwood (USA), Big Ben (UK), Budd (USA), Chibell (UK), Colgems (USA), EMI (Scandinavia), ERM Int'l (UK), Easy Listening (USA), Al Gallico (USA), Hearts Delight (USA), Hurricane (UK), Jobete (USA), KPM group (UK), Mother Goose (UK), My Songs (UK), New Town Sound (UK), Our Music (UK), Rebel (UK), Red Bus (UK), Screen Gems (USA), Stein & Van Stock (USA), Stone Diamond (USA).
Int'l reps.: Argentina (Musica Argentina & Int'l), Australia (Castle), Canada (Beechwood), France (Pathe-Marconi), Germany (Accord), Italy (Voce del Padrone), Mexico (Beechwood), Netherlands (Anagon), South Africa (Ardmore & Beechwood), Spain (EGO Musical), UK (Ardmore & Beechwood).
 Artibano (Eds.), 55 Rue Delfosse, B-6538 Manage Tel (064) 55-25-04. Dir. Gen.: Benedetto Artibano.
 Audio-Video Music Co., see World Music Group.
 Balance Music, see Bizet.
 Baltic Publ'ns, 105-bus 20 Carnotstraat, B-2000 Antwerp. Tel: (031) 36-38-56, 31-81-83, 87-65-11/60-20. Pres.: Ke Riema; Gen. Mgr.: Ben Gijssels.
Int'l branches: Canada (Brian Millan Corp.), Netherlands.
Int'l firms represented: Vincent Chiarelli (USA), Lemmel (UK), Mason (UK), Brian Millan (Canada), Rimusic (UK), Supraphon (Czechoslovakia).
 Basart Belgium (Eds.) PvbA, 91-97 Maurice Lemonnierlaan, B-1000 Brussels. Tel (02) 512-5034. Gen. Mgr. Alain Lelievre.
Int'l firms represented: Black Sheep (UK), Burlington (UK), Combine (USA), Ray Fenwick (UK), Muscle Shoals (USA), Palace (UK), Resaca (USA), Shelby Singleton (USA), Sparta Florida (UK), Valentine (UK).
 Bens (Eds. Musicales), 1 Av. J.P. Ballings, B-1090 Brussels. Tel: (02) 479-9984 Cable: BENSMUSIC.
 Biram Benelux SprL, see Jean Kluger.
 Bizet Music Group, 13 Madeleine St., B-1000 Brussels. Tel: (02) 511-5720, 512-1583. Pres. Felix R. Faecq; Gen. Mgr.: Lucienne Bizet-Hegelbach.
Int'l firms represented: Balance (Luxembourg), IMC (France), Mangione (Brazil).
Int'l reps.: France (IMC), Italy (Sweet Melody), Switzerland (Bizet), UK (Bizet), USA (Bizet).
 Bospel Music, see Bens.
 Brain Trust Music (SABAM), 54A Victor Jacobslei, B-2600 Berchem (Antwerp). Tel (031) 39-54-91.
 Herman Brauer, see New Music.
 Bruxelles Music, see New Music.
 Budde Basart, see Basart.
 C B A Music (Connection Business Artists Inc.), 23 Rue Aristide Briand, B-4100 Seraing. Tel (041) 36-85-24. Mng. Dir.: Tomis Chilaren; Sales Mgr.: Alan Desutter; Copyright Serv.: Patrick Lalou.
 Capitol Music, see New Music.
 Carola Music, see New Music.
 Champs-Elysees, see Francis-Day.
 Chappell Ed. Musicales, see Intersong-Primavera.
 Chapska Music, 104a Rue Beekman, B-1180 Brussels. Tel: (02) 43-73-73.
 Clown Music (div. of Johnny Hoes Benelux Music Inds.), 93-bus 30 Van Eycklaan, B-3680 Maaeick. Tel: (11) 56-59-13. Dir.: Jacquie Hoes; Gen. Mgr.: Joseph Verbiest.
Int'l firm represented: Benelux Music (Netherlands).
 Coda (Eds.), 97 Rue de la Marliere, B-7700 Mouscron. Tel: (056) 33-15-39. Owner: Elaine Verhoyen.
 Connelly Basart BV, see Basart.
 A. Cranz, see New Music.
 Crescendo, see Metropolis.
 Cupido, see Metropolis.
 Debram Music, see Bens.
 Decibel Music, 15 Europalaan, Industriezone 2, B-9800 Deinze. Tel (091) 86-48-81. Telex: 12197 Mng. Dirs. Chris R. Van Oost, Jules G. Callebaut Sr.
 Derby Belgique, see New Music.
 Digit, Lange van Bloerstraat 78/80, B-2000 Antwerp. Tel (031) 35-21-11. Telex: 33713. Gen. Mgrs. Leo Felsenstein, Stonne Holmgren, Luc Ardijs.
 Discosoul Int'l, 31 Nationalestraat, B-2000 Antwerp. Tel: (031) 31-11-47. Telex: 31635. Dir.: H. Lelieu. (SEE ADVERTISEMENT)
 Eurovox Music PvbA (SABAM), 82 Rederykersstraat, B-2610 Wilryk. Tel (031) 28-40-84. Cable: EUROHOUSE. Telex: 33140. Owner & Pres.: Louis Van Rymanant; Gen. Mgr. Maria Wuyts.
Int'l firms represented: Big Bopper (USA), Bixio (Italy), Dave Brubeck (USA), Glen Campbell (USA), Tom T. Hall (USA), Mews (UK), New Keys (USA), Charlie Rich (USA), Sparta Florida (UK), Valentine group (UK).
 Feldman, see Francis-Day.
 Fleet Benelux, see World Music Group.
 Fleet Publ'g SA, 8-10 Rue Fernand Neuray, B-1060 Brussels. Tel (02) 344-4840. Mng. Dirs.: Robert A. Aardse, Roland Kluger.
Int'l firm represented: Intro (Germany).

Focus Music PvbA, see Eurovox.
 Froner SA, 26/28 Quai Charbonnages, B-1080 Brussels. Tel: (02) 25-40-10.
 Francis-Day SA, see Francis-Day.
 Francis-Day SA (Eds.), 65 Rue de la Clinique, B-1070 Brussels. Tel: (02) 524-0090. Telex: 24769 Mng. Dir.: E. J. de Klerk, Admin. Mgr.: A. Devaux.
Int'l firms represented: Big Big, Kate Bush (UK), Cross Keys (USA), Herman Darewski, Dix, Donna (EMI), Feldman (France), B. Feldman, France Melodie (France), Francis Day (France), Francis Day & Hunter, Hermus, Kennedy Street, Kipahula (USA), Manchester, Marouani (France), Queen, Roar, Robbins, Rolling Stones (UK), Screen Gems/EMI, Tree (USA).
 Fri Fri Music (SABAM), see Zoom.
 Glorious Music Ents. PvbA, see Eurovox.
 Gnome Music, see Clowin.
 Gold Crown Music (SABAM), Box 10, Blvd. Louis Mettwie 11, B-1080 Brussels. Tel (02) 426-2256. Pres. & Gen. Mgr.: Roger D. Feinberg.
 Granata Music Eds., 13 bis Wouter Haeccklaan, B-2100 Deurne. Tel: (031) 21-55-81. Dir.: Rocco Granata.
 Hebra Music, see New Music.
 Intermision Music (SABAM), see Rakki.
 Intersong-Primavera SA (SABAM), 45 Place de Jamblinne de Meux, B-1040 Brussels. Tel: (02) 733-9789. Telex: 24516. Mng. Dir.: Tim Vesterin.
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Mng. Dir.: Tomis Chilaren; Sales Mgr.: Alan Desutter. Clown Music NV, PO Box 24, B-3680 Maseik. Tel: (11) 56-59-13. Dir.: Djamschidi Scharyar.

Druco Printing Office, 273 Beerstraat, B-1500 Halle. Tel: (02) 356-3835. Telex: 25832. Sales Mgr.: Jan Neef.

Fabeldis SAL (div. of Sobelpress), 30 Gossetlaan, B-1720 Groot-Bijgaarden. Tel: (02) 466-0666. Pres. & Gen. Mgr.: E.W. Pelgrims de Bigard; Sales Mgr.: Georges Martens.

RECORD PROMOTION

Bizez Prod'n's & Publ'n's SprL, 13 Rue de la Madeleine, B-1000 Brussels. Tel: (02) 511-5120. Pres. & Gen. Mgr.: Felix R. Faecq; VP's: J.P. & V. Bizez.

Brain Trust Music, 54A Victor Jacobslei, B-2600 Berchem. Tel: (031) 39-54-91.

C B A Music (Connection Business Artists Inc.), 23 Rue Aristide Briand, B-4100 Seraing. Tel: (041) 36-85-24.

Mng. Dir.: Tomis Chilaren; Sales Mgr.: Alan Desutter. Discosoul Int'l, 31 Nationalestraat, B-2000 Antwerp. Tel: (031) 31-11-47. Telex: 31635. Dirs.: H. Lelieu, Jeffrey Maes. (SEE ADVERTISEMENT)

Fleet Benelux, Kenastru 3, Haarlem. Tel: (023) 31-35-43. Owners: Robert A. Aardse, Peter Meisel.

Interclub Belgium (International Rec. & Music Business), 34 Kleine Barelstraat, B-2800 Mechelen. Tel: (015) 41-13-31.

Lion Promos., Mechelsesteenweg 210A, B-2000 Antwerp. Tel: (031) 37-20-60. Telex: 34170.

Music Radio Promos., Postbus 31, Luchtbal; B-2030 Antwerp 3. Tel: (031) 64-73-08. Dir.: Louisa Eyckmans; Gen. & Sales Mgr.: Jozef Segers.

Zoom Music, 77 Rue Lincoln, B-1180 Brussels. Tel: (02) 343-4590. Gen. Mgr.: Michel Heilawell.

TAPE CUSTOM DUPLICATORS

Ampex SA, 5 Rue de l'Industrie, B-1400 Nivelles. Tel: (067) 22-49-21. Telex: 57432. Sales Mgr.: R. Thys.

Clown Music NV, PO Box 24, B-3680 Maseik. Tel: (11) 56-59-13. Dir.: Djamschidi Scharyar.

Audio: 8-tr. cassette.

Fabeldis SA (div. of Sobelpress), 30 Gossetlaan, B-1720 Groot-Bijgaarden. Tel: (02) 466-0666. Pres. & Gen. Mgr.: E.W. Pelgrims de Bigard; Sales Mgr.: Georges Martens.

Audio: Cassette.

● supplies

ENVELOPES & MAILERS

Druco Printing Office, 273 Beerstraat, B-1500 Halle. Tel:

(02) 356-3835. Telex: 25832. Sales Mgr.: Jan Neef. Interclub Belgium (International Rec. & Music Business), 34 Kleine Barelstraat, B-2800 Mechelen. Tel: (015) 41-13-31.

JACKETS & SLEEVES

Druco Printing Office, 273 Beerstraat, B-1500 Halle. Tel: (02) 356-3835. Telex: 25832. Sales Mgr.: Jan Neef. Interclub Belgium (International Rec. & Music Business), 34 Kleine Barelstraat, B-2800 Mechelen. Tel: (015) 41-31-13.

LABELS

Druco Printing Office, 273 Beerstraat, B-1500 Halle. Tel: (02) 356-3835. Telex: 25832. Sales Mgr.: Jan Neef. Fabeldis SA (div. of Sobelpress), 30 Gossetlaan, B-1720 Groot-Bijgaarden. Tel: (02) 466-0666. Pres. & Gen. Mgr.: E.W. Pelgrims de Bigard; Sales Mgr.: Georges Martens.

POLYETHYLENE BAGS

Honey Bee Recs., 93 Rue de la Cambre, B-1150 Brussels. Tel: (02) 218-6747. Gen. Mgr.: J. Bagno. (Importer) Interclub Belgium (International Rec. & Music Business), 34 Kleine Barelstraat, B-2800 Mechelen. Tel: (015) 41-31-13.

RECORD PROCESSING MACHINERY

Fabeldis SA, 4-10 Rue Ste. Marie, B-1080 Brussels. Tel: (02) 425-6501, 426-8317. Chief product: Label presses, Fabelmix extruders, Fabelmo dies, Fabelbo record edging machines, Fabelcut magnetic cutting press for 7". Brand name: Fabel.

TAPE, RAW & BLANK LOADED

Advent, see BEAM. Agfa-Gevaert NV, Verkooporganisatie Benelux, Septestr. 27, B-2510 Mortsel. Tel: (031) 40-59.00. Telex: 31223. Mng. Dir.: J. Davignon; Sales Mgr.: B. van den Broek. Audio: Cassette, open reel. Video: 1" open reel, 1" cartridge, 3/4" cassette. Brand names: Agfa Carat, Agfa Ferrocolor, Agfa Magneteband, Agfa Stereochrom, Agfa Superchrom, Agfa Superferro, Agfa Videochrom.

Ampex SA, 5 Rue de l'Industrie, B-1400 Nivelles. Tel: (067) 22-49-21. Telex: 57432. Sales Mgr.: R. Thys. (Blank only)

Audio: 8-tr., cassette, open reel. Video: 1" open reel, 3/4" cassette. Audio Magnetics, see Trialco. B A S F Chimie SA, 14 Av. Hamoir, B-1180 Brussels. Tel: (02) 375-2400. Cable: BASFBRU. Telex: 22016. Sales Mgr.: Jacky Swaelens. Audio & Video: Cassette, open reel.

B E A M Int'l, Leopoldstr. 6, B-2000 Antwerp. Tel: (031) 33-45-37. Cable: BEAMAUDIO. Telex: 33941. Mng. Dir.: Edward S. Savoir; Sales Mgr.: Jimmy Guze; PR Mgr.: Charles Lipschutz. (Importer—blank only) Audio: Cassette. Brand name: Advent.

Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Dir.: C. Janssen; Sales Mgr.: W. Menge.

Audio: 8-tr., cassette, open reel. Brand name: Maxell. Discosoul Int'l, 31 Nationalstraat, B-2000 Antwerp. Tel: (031) 31.11.47. Telex: 31635. Dirs.: H. Lelieu, Jeffrey Maes. (Importer—blank only) Audio: Cassette. (SEE ADVERTISEMENT)

Honey Bee Recs., 93 Rue de la Cambre, B-1150 Brussels. Tel: (02) 218-6747. Gen. Mgr.: J. Bagno. (Importer—blank only)

Audio: Cassette. Brand name: Ross Electronics. Trialco, 25 Rue des Alcyons, B-1080 Brussels. Audio: 8-tr., cassette, open reel. Brand name: Audio Magnetics.

● accessories manufacturers

Anvers Radio SA, 10 Pl. de l'Yser, B-1000 Brussels. Tel: (02) 218-7400. Cable: ANRAD. Telex: 62526. Admin. Dir.: Y. Jordans; PR: Vidal Miguel. (Importer) Product: Record & tape carrying & storage cases, cleaners, cloths, brushes.

Aracor SA, 12 Blvd. Sylvain Dupuis, B-1070 Brussels. Tel: (02) 521-2370, 522-9327. Telex: 61450. Mng. Dir.: Werner Huys. Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles.

Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Dir.: C. Janssen; Sales Mgr.: W. Menge. Product: Carrying & storage cases, cleaners, cloths, brushes, needles.

De Graef (Ets.), 367 Chaussée d'Alsemberg, B-1180 Brussels. Tel: (02) 345-3918. Cable: MATRADIO. Mng. Dir.: F. Morris; Gen. Mgr.: P. Moulart. Product: Needles. Brand name: Stanton.

Discosoul Int'l, 31 Nationalstraat, B-2000 Antwerp. Tel: (031) 31.11.47. Telex: 31635. Dirs.: H. Lelieu, Jeffrey Maes.

Product: Record carrying & storage cases, record catalog servs., cleaners, cloths, brushes, 45 rpm adapters. (SEE ADVERTISEMENT)

Honey Bee Recs., 93 Rue de la Cambre, B-1150 Brussels. Tel: (02) 218-6747. Gen. Mgr.: J. Bagno. (Importer) Product: Cleaners, cloths & brushes, head cleaners & demagnetizers.

Interclub Belgium (International Rec. & Music Business), 34 Kleine Barelstraat, B-2800 Mechelen. Tel: (015) 41-13-31.

Product: Catalog servs., cleaners, cloths & brushes. Vogue SA, 35 Blvd. Barthelemy, B-1000 Brussels. Tel: (02) 511-7991. Telex: 22560.

Product: Record & tape carrying & storage cases, head cleaners & demagnetizers.

● store fixtures & merchandising aids manufacturers

Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Dir.: C. Janssen; Sales Mgr.: W. Menge.

Product: Tape display racks. Discosoul Int'l, 31 Nationalstraat, B-2000 Antwerp. Tel: (031) 31.11.47. Telex: 31635. Dirs.: H. Lelieu, Jeffrey Maes.

Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards (SEE ADVERTISEMENT)

BERMUDA

Population: 60,000. Rate of exchange: \$1 (US) = 1.0 Bermudan dollars. Holidays: January 1, Good Friday, July 28 (Cup Match Day), July 29 (Somers Day), November 11 (Remembrance Day), December 25, 26. Records, record blanks & pre-recorded media imported from USA: 1977—\$416,760.

● record & tape manufacturers / distributors / importers

Duane, see Edmar. Edmar Recs., PO Box 204, Harrington Hundreds, Ham Iton 5, Tel: (809) 295-4839. Owner & Pres.: Edward De Mello; Sales Mgr.: Joseph De Mello. Labels: (Owned) Duane, Edmar. Int'l rep.: Canada (Holborne).

BOLIVIA

Population: 5,790,000. Rate of exchange: \$1 (US) = 20.20 pesos. Per capita income: \$329. Holidays: January 1, Carnival (late February), Corpus Christi, Holy Week, May 1 (Labor Day), July 16 (La Paz Day—La Paz only), August 5, 6 (Independence Day), September 14 (Cochabamba Day—Cochabamba only), October 12 (Columbus Day), November 1 & 2 (All Souls' Day), December 25.

● record & tape manufacturers / distributors / importers

Ande, see Jallalla. Discolandia Dueri & Cia. Ltda. (IFPI), Calle Potosi 814, 3rd fl., La Paz. Tel: 3-28513. 3-56656. Cable: DISCOLANDIA. Telex: 5458. Pres.: Miguel A. Dueri; Gen. Mgrs.: Miriam S. de Dueri, Alberto Espinoza, Sales Mgr.: Oscar Prieto; Int'l Dept. Exec. Sec'y: Lourdes M. de Schulze.

Branches: Cochabamba, Agencia Discolandia, Plaza 14 de Septiembre 6175. Tel: 2-2239—Oruro, Casa Alanes, Ave. 7 de Octubre 1450. Tel: 5-2302—Potosi, Sociedad Comercial del Sud Ltda., Casilla 20, Calle Bolivar 845. Tel: 1041—Santa Cruz, Agencia Discolandia, Casilla 2103, Libertad 220 & 224. Tel: 2-8975—Sucre, Calle San Alberto 1. Tel: 1669. Mgr.: Elias Sabag—Tarija, Discofoto Rodriguez, Casilla 134, Sucre 646-652. Int'l branch: Argentina.

Labels: (Owned) Exito, Inbofon, Lyra: (licensed) ABC/Dunhill (USA), Decca (UK), EMI (UK), Favedica (Venezuela), IEMPSA (Peru), London (USA), MCA (USA), MGM (USA), Mercury (USA), Musart (Mexico), Music-Hall (Argentina), Philips (Netherlands), Polydor (West Germany), Sono-Radio (Peru). Int'l reps.: Chile (EMO Odeon), Peru (IEMPSA), Spain (Philips).

Exito, see Discolandia Dueri. Heriba Ltda., Abdon Saavedra 2190, La Paz. Tel: 5-1744, 4-3580. Cable: HERIBA. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger; Prod'n Mgr.: Dora de Ibanez.

Labels: (Owned) Heriba: (licensed) CBS (worldwide), Microfon (Argentina). Int'l reps.: Central America, Argentina, Mexico (all CBS).

Inbofon, see Discolandia Dueri. Industria Boliviana del Fonograma Srl, Edif. Alameda, 6th fl., Dept. 205, El Prado, Bloque B, La Paz.

Label: (Represented) RCA (USA). Jallalla (Discos), Figueroa 788, Dept. 1, 2nd fl., La Paz. Tel: 320-647. Cable: JALLALLA. Pres. & Dir. Gen.: Julio Martinez Arteaga; Sales Mgr.: Emma Calderon.

Labels: (Owned) Ande, Jallalla. Lauro & Cia. Ltda., Av. de las Heroínas 4462, Cochabamba. Tel: 2-6632. Cable: LAURO. Owner: Laureano Rojas Alcocer; Sales Mgr.: Orlando Bustamante; Int'l Mgr.: Vickie de Valenzuela. Local branch: Calle Sucre 3509. Tel: 2-1241.

Branches: La Paz, Av. America 115. Tel: 2-5697—Oruro, Galeria del Disco, Calle Potosi 1621. Tel: 51448. Mgr.: Alfredo Lujan—Potosi, Calle Bolivar 956. Tel: 2091. Mgr.: Alfredo Zamora—Santa Cruz, Ayacucho 238. Tel: 2-5130. Mgr.: Enrique Duran—Sucre, Calle Nicolas Ortiz 2, Casilla 239. Tel: 2434. Mgr.: Alfredo Chalup—Tarija, Disco Foto Rodriguez, Calle Sucre 646-652, Casilla 134. Tel: 3101.

Labels: (Owned) Lauro, Lauro Int'l, (licensed) Ariola (Germany, Mexico, Spain, USA), Barclay (France), Columbia (Spain), Gamma (Mexico), Hispavox (Spain), TK (Argentina), Zafiro (Spain).

Lauro Int'l, see Lauro. Lyra, see Discolandia Dueri.

● music publishers

Andes Cancionero, see Khollasuyo. Heriba (Ed. Musical), Abdon Saavedra 2190, La Paz. Tel: 5-1744, 4-3580. Cable: HERIBA. Gen. Mgr.: Eduardo Ibanez Wigger.

Khollasuyo (Ed.) (GEMA), Figueroa 788, Dept. 1, 2nd fl., La Paz. Tel: 320-647. Pres. & Dir. Gen.: Julio Martinez Arteaga.

Lyra (Ed.), Casilla 422, Calle Potosi 814, 3rd fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri.

● services

DESIGN & ARTWORK

Discolandia Dueri & Cia. Ltda., Calle Potosi 814, 3rd fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; Gen. Mgrs.: Miriam S. de Dueri, Alberto Espinoza, Sales Mgr.: Oscar Prieto; Int'l Dept. Exec. Sec'y: Lourdes M. de Schulze.

LICENSING ORGANIZATION, MUSIC

Sobodaycom (Sociedad Boliviana de Autores & Compositores de Musica), Figueroa 788, Dept. 1, 2nd fl., La Paz. Tel: 320-647. Cable: SOBODAYCOM. Pres. & Dir. Gen.: Julio Martinez Arteaga; Gen. Sec'y: Benjamin Tapia Vargas.

PLATING, PROCESSING & PRESSING PLANTS

PRINTERS & LITHOGRAPHERS

TAPE CUSTOM DUPLICATORS

Discolandia Dueri & Cia. Ltda., Calle Potosi 814, 3rd fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; Gen. Mgrs.: Miriam S. de Dueri, Alberto Espinoza, Sales Mgr.: Oscar Prieto; Int'l Dept. Exec. Sec'y: Lourdes M. de Schulze.

Heriba Ltda., Abdon Saavedra 2190, La Paz. Tel: 5-1744, 4-3580. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger; Prod'n Mgr.: Dora de Ibanez.

● supplies

ENVELOPES & MAILERS

JACKETS & SLEEVES

LABELS

POLYETHYLENE BAGS

PROFESSIONAL TAPE SUPPLIES

RECORD PROCESSING MACHINERY

TAPE, BLANK LOADED

TAPE DUPLICATING & PROCESSING EQUIPMENT

Discolandia Dueri & Cia. Ltda., Calle Potosi 814, 3rd fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; Gen. Mgrs.: Miriam S. de Dueri, Alberto Espinoza, Sales Mgr.: Oscar Prieto; Int'l Dept. Exec. Sec'y: Lourdes M. de Schulze.

● accessories & store fixtures & merchandising aids manufacturer

Discolandia Dueri & Cia. Ltda., Calle Potosi 814, 3rd fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; Gen. Mgrs.: Miriam S. de Dueri, Alberto Espinoza, Sales Mgr.: Oscar Prieto; Int'l Dept. Exec. Sec'y: Lourdes M. de Schulze.

Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, needles, leader & splicing tape, record & tape browser boxes, record & tape display racks, record & tape divider cards.

BRAZIL

Population: 120,000,000. Rate of exchange: \$1 (US) = 27.0 cruzeiros. Holidays: January 1, Carnival, Good Friday, Holy Saturday, May 1, September 7 (Independence Day), November 2 (Memorial Day), December 25.

RECORDS:

Records sold: LP's 1978—33,000,000 units. EP's 1978—6,000,000 units. Singles 1978—11,000,000 units.
Records, record blanks & pre-recorded media imported from USA: 1977—\$870,966
Records exported to USA: 1978—121,827 units; 1977—\$199,467
Average retail price per record: LP's—\$7.70; EP's \$3.00, singles—\$2.70
Jukeboxes: 100

TAPES:

Tapes sold: Cassettes 1978—8,000,000 units.
Average retail price per tape: Cassettes—\$8.00

RADIO & TELEVISION STATIONS

No. of TV stations: 75
No. of radio stations: 903 AM, 98 FM

● record & tape manufacturers / distributors / importers

A E S C R J, see Top Tape.
 Alvorada, see Gravacoes Chantecler.
 Amazon Recs., Rua Alice 121, Laranjeiras, 20000 Rio de Janeiro ZC-01 Tel. (021) 285-2780. Telex (21) 23923 Dir. Jose R. Sobrinho.
 Angel, see EMI-Odeon.
 Aquarela, see Top Tape.
 Archiv, see Polygram.
 Arco-Iris, see Top Tape.
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 Banderantes, see WEA.
 Bemol, see Tapecar.
 Building, see Som Industria & Comercio.
 C B S Industria & Comercio Ltda. (Discos), Rua Buenos Aires 2, 7th fl., 20000 Rio Janeiro, Tel. (021) 221-5956. Cable: COLRECORD Mng. Dir.: Juan Truden; SAs: Mgr. Jose Victor Rosa Jr.
Labels: (Owned) CBS, Entre, Epic, Odyssey, Okeh, Tropicana, Uirapuru; **(licensed foreign)** TK (USA).
Int'l rep.: Worldwide (CBS).
 C I D, see Companhia Ind'l de Discos.
 Caboclo, see Gravacoes Eletricas.
 Camden, see RCA.
 Campeao Discos, Rua Otavio Correia 202/102, 20000 Rio de Janeiro, Tel. (021) 246-7214. Pres.: Wilson F. Falcao; Gen. Mgr.: Ilka F. Brito; Sales Mgr.: Gilda C. Falcao.
Labels: (Owned) Campeao; **(represented)** Alcore (USA), BPL (Germany), Beat (Italy), Colt (USA), Destiny (USA), Dixie (Germany), Esprit (USA), Firma (USA), Galio (USA), Genuine (USA), Jody (USA), K-Arc (USA), Mayhams (USA), Milsmi (USA), Mishawaka (USA), Northland (USA), Novelty (USA), Panorama (Germany), R&R (USA), TJB (Germany), Unity (Germany).
Int'l reps.: Angola (Vadeca), Argentina (Jow), Belgium (Vadeca), France (Vadeca), Germany (Vadeca), Mexico (Panamusic), Netherlands (Parade), Portugal (J. C. Donas), South Africa (RPM), Venezuela (Favedica).
 Capitol, see EMI-Odeon.
 Carroussel, see Companhia Ind'l de Discos.
 Chantecler, see Gravacoes Chantecler.
 Charger, see Som Industria & Comercio.
 Cirandinha, see IBC.
 Clack, see WEA.
 Companhia Ind'l de Discos (IFPI), Rua 7 de Marco 331, Bonscusselo, 20000 Rio de Janeiro, Tel. (021) 280-9222. Cable: CIDISCOS. Pres.: Hermann Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.
Labels: (Owned) CID, Carroussel, Crazy Cat, Itamaraty, Magic Music, Square; **(licensed)** Ember (UK), Oasis (Germany), Pickwick (USA), Saar (Italy).
Int'l reps.: Argentina (Sicamericana), France (Barclay), Venezuela (BASF).
 Concorde, see Gravacoes Eletricas.
 Continental, see Gravacoes Eletricas.
 Copacabana, see Som Industria & Comercio.
 Copa Musical, see Top Tape.
 Coronado, see EMI-Odeon.
 Cotillion, see WEA.
 Crazy Cat, see Companhia Ind'l de Discos.
 Crazy Gravadora & Ed. Ltda., Alameda Dos Arapanes 1384, 04524 Sao Paulo.
 D G, see Polygram.
 Dark Horse, see WEA.
 Discao, see Gravacoes Eletricas.
 Disc Test, see Mangione, Filhos & Cia.
 Disquinho, see Gravacoes Eletricas.
 Dragon, see WEA.
 E M I-Odeon Fonografica Industrial & Eletronica SA, Caixa Postal 2752, ZC-00, Rua Mena Barreto 151, Botafogo, 20000 Rio de Janeiro, Tel. (021) 286-1212. Cable: TURNTABLE. Telex: 3678. Mng. Dir.: Rolf Duhlmann; Mktg. Mgr.: Roberto Augusto; Int'l A&R Mgr.: Antonio Duncan.
Labels: (Owned) Angel, Capitol, Coronado, EMI, Harvest, Imperial, Odeon, Parlophone; **(licensed)** A&M (USA), Arista (USA), Decca (UK), London (UK, USA), Magnet (UK), Passport (USA), Pathe (France), Private Stock (USA), Pyramid (USA), RAK (UK).
Int'l rep.: Worldwide (EMI).
 Elektra, see WEA.
 Elenco, see Polygram.
 Emblema, see Padrao.
 Entre, see CBS.
 Epic, see CBS.
 Equipe, see Padrao.
 Fermata, see RGE/Fermata.
 Festa, see Polygram.
 Fontana, see Polygram.
 Formula, see Gravacoes Eletricas.

Galinho, see Gravacoes Chantecler.
 Gato Seal, see RCA.
 Gravacoes Chantecler Ltda., Av. do Estado 4667, 01515 Sao Paulo, Tel. (011) 279-6811. Telex (11) 23239 Chm. Alberto Jackson Byington Neto, Comm'l Mgr.: Victor Sertanejo; Int'l Mgr.: Geraldo L. Loewenberg.
Labels: (Owned) Alvorada, Chantecler, Galinho, Rosicler, Scramble, Sertanejo; **(licensed)** Pye (UK), Radio Triunfo (Portugal), Roda (Portugal), Teldec (Germany).
Int'l rep.: Portugal (Radio Triunfo).
 Gravacoes Eletricas SA (IFPI), Av. do Estado 4667, 01515 Sao Paulo, Tel. (011) 279-6811. Telex (11) 23239 Chm. Alberto Jackson Byington Neto, Comm'l Mgr.: Wilson Rodrigues Poso, Label Mgr.: Angelo Penedo; Int'l Mgr.: Geraldo L. Loewenberg.
Labels: (Owned) Caboclo, Concorde, Continental, Discao, Disquinho, Formula, Musicolor, Strawberry, Surf; **(licensed)** Audio Fidelity (USA), Cream-Hi (USA), Gamma (Mexico), Hispavox (Spain), Ri-Fi (Italy).
 Groove, see RCA.
 Guarani, see Mangione, Filhos & Cia.
 Hara Internacional Musica & Filmes Ltda., Rua Joaquim Silva 56, 5th fl., Rio de Janeiro, Tel. (021) 252-4256, 222-0972. Dir.: Nilo S. Pinto; Gen. Mgr.: Ruth de Castro Savaget.
Labels: (Owned) Musicdisc, Oxala.
Int'l reps.: Bolivia (Heriba Ltda.), Colombia (Fonogramas), Ecuador (Famoso), El Salvador (Boni), Mexico (Guitarra), Peru (FTA), USA (Musical Recs.), Venezuela (Fonografica del Caribe).
 Harvest, see EMI-Odeon.
 Heliodor, see Polygram.
 I B C Discos (IBC Audio Comunicacoes Ltda.), Rua Senador Pompeu 229 A, Centro, 20221 Rio de Janeiro, Tel. (021) 223-3134. Cable: INDISCO. VP Finance & Admin.: Amadeu da Silva Resende; Int'l Mgr.: Fernando Mattos; A&R Mgr.: Sergio Abreu; Gen. Mgr.: Alberto Ingber; Sales Mgr.: Peter Schnaider.
Labels: (Owned) IBC, Super Show, Tropical; **(licensed foreign)** Casino (USA), Junction Int'l (USA), Orange (Germany) Revival (Italy); **(distributed—not licensed)** Cirandinha.
Int'l reps.: France (International Shows), Spain (Belter), USA (JDC).
 I N A, see WEA.
 Imperial, see EMI-Odeon.
 International, see RCA.
 Itamaraty, see Companhia Ind'l de Discos.
 Joias Musicais, see Mangione, Filhos & Cia.
 K-tel do Brasil Comercial Ltda., Rua Tobias do Amaral 46, Cosme Velho, Rio de Janeiro RJ, Tel. (021) 205-4545. Gen. Mgr.: Alan Joel Cordover; Sales Dir.: Bernd Peter Vogels; Artistic Dir.: Ricardo Barley.
Labels: (Owned) K-tel, Kelo; **(licensed foreign)** Antler (USA), Attic (Canada), Creole (UK), Ibach (France), Ibis (USA), Imphasion (USA), JDC (USA), Key Seven (Canada), Malaco (USA), Quality (Canada), Splash (UK), State (UK).
 Kelo, see K-tel.
 M G M, see Polygram.
 Magic Music, see Companhia Ind'l de Discos.
 Mangione, Filhos & Cia. Ltda., Rua do Ouvidor 183, 1st fl., Suites 14-119a, 20000 Rio de Janeiro ZC-00, Tel. (021) 242-3223/3698. Cable: EDMANGIONE. Pres.: Estevam Sciangula Mangione; Sales Mgr.: Ubaldo S. Mangione.
Labels: (Owned) Disc Test, Guarani, Joias Musicais, Red Lips.
Int'l reps.: Europe (Bizet), Japan (Uni Music), USA (Bizet).
 Master, see WEA.
 Mercury, see Polygram.
 Mis, see Som Industria & Comercio.
 Musicolor, see Gravacoes Eletricas.
 Musicdisc, see Hara.
 News, see Som Industria & Comercio.
 Nonesuch, see WEA.
 Odeon, see EMI-Odeon.
 Odyssey, see CBS.
 Okeh, see CBS.
 One Way RBR, see Top Tape.
 Oxala, see Hara.
 Padrao Distribuicao de Fonogramas Ltda., Rua Sao Francisco Xavier 961, 20000 Rio de Janeiro, Tel. (021) 284-1332/1992.
Labels: (Owned) Emblema, Equipe, Padrao, Spot; **(licensed)** Alshire Int'l (USA), Arrowtaps (UK), Candice (USA), International Artists (UK), Turnabout (USA), Vox (USA).
 Parlophone, see EMI-Odeon.
 Peralta, see RGE/Fermata.
 Marcus Pereira Ltda. (Discos), Rua Minas-Gerais 201, 01244 Sao Paulo, Tel. (011) 257-1622. (Distributed by Som Industria & Comercio).
 Philips, see Polygram.
 Phonodisc Industria & Comercio de Discos & Fitas Ltda., Av. do Estado 4667, 01515 Sao Paulo, Tel. (011) 279-6811. Telex: (11) 23239. Chm.: Alberto Jackson Byington Neto, Comm'l Mgr.: Wilson Rodrigues Poso; Int'l Mgr.: Geraldo L. Loewenberg.
Labels: (Owned) Phonodisc; **(licensed)** Elite Special (Switzerland), Fonit Cetra (Italy).
 Pick, see RGE/Fermata.
 Polydor, see Polygram.
 Poly Star, see Polygram.
 Polygram Discos Ltda., Av. Rio Branco 311, 4th fl., 20040 Rio de Janeiro, Tel. (021) 252-6195, 242-2895. Cable: POLYGRAM Mng. Dir.: Antonio Coelho Ribeiro; Sales Mgr.: Helene de Oliveira; Int'l Dept.: Maria Creusa.
Branch: Sao Paulo, Av. Nove de Julho 3766, Jardim. America, Tel. 881-6111
Labels: (Owned) Archiv, DG, Elenco, Festa, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Polyforn, Polystar, Sinter, Vertigo, Verve; **(licensed)** Capricorn (USA), Casablanca (USA), Charisma (UK), Chrystal (UK), Haven (USA), Island group (UK), MCA (USA), Mountain (UK), Pablo (USA), RSO (UK), Rocket (UK), 20th Century (USA), Virgin (UK).
 Polystar, see Polygram.

Premier, see RGE/Fermata.
 Pure Gold, see RCA.
 R C A Elettronica Ltda. (IFPI), Rua Santa Clara 50, Cobertura 01, 22041 Rio de Janeiro, Tel. (021) 255-7225. Telex: (21) 22425. Pres.: Adolfo Pino, Int'l: Helcio A. Carmo; Mktg. Gen. Mgr.: Oswaldo Gurzoni.
Labels: (Owned) Camden, Gold Seal, Groove, International, Pure Gold, RCA Victor, Red Seal, Vic, Victrola; **(licensed—domestic)** Sigla, Som Livre; **(distributed—not licensed)** Ariola America (USA), Aristo (Italy), Audio Latino (USA), Barclay (France), Bronze (UK), Can't Stop (USA), Disques Jbach (France), Erato (France), Gem (UK), Good Earth (USA), Grunt (USA), Hansa (Germany), Millennium (USA), Larry Page (UK), Pickwick (UK), Polar (Sweden), Ricordi (Italy), Roadshow (USA), Roulette (USA), Soul Train (USA), Tortoise (USA), Vanilla (Italy), Weiman (France).
 R G E/Fermata (Discos) (IFPI), Rua do Triunfo 177, 01212 Sao Paulo, Tel. (011) 220-9480/9308/0537/8839. Cable: FERMATABRASIL Telex 1121735. Pres.: Enrique Lebendiger; Gen. Mgr.: Marcos Silva; A&R Dirs.: Helio Eduardo Costa Manso, Yehuda Szapiro; Sales Mgr.: Carlos Claro.
Int'l branches: Chile, USA.
Labels: (Owned) Fermata, Peralta, Pick, Premier, RGE, Som Maior, Young; **(licensed foreign)** AB Prod'n (France), Alshire (USA), Amadeo (Austria), BBC (UK), Carosello (Italy), Coombe (UK), Countdown (Germany), Cube (UK), Durium (Italy), Everest (USA), Fediscos (Ecuador), Galaxy (UK), Hansa (Germany), Dick James (UK), Jupiter (Germany), Miller Int'l (Germany), Nems (UK), Noeland (UK), Odyssey (USA), Pick (Switzerland), President (UK), Promus (Venezuela), Ranwood (USA), Sonet (Sweden), Symphony Tone (Switzerland), Vadeca (Portugal), Victor (Japan).
Int'l reps.: Mexico (Musart), Switzerland (Int'l Melodies Geneve).
 Red Lips, see Mangione, Filhos & Cia.
 Red Seal, see RCA.
 Reprise, see WEA.
 Rolling Stones, see WEA.
 Rosicler, see Gravacoes Chantecler.
 Rural, see Tapecar.
 Sabia, see Som Industria & Comercio.
 Saci, see Som Industria & Comercio.
 Scramble, see Gravacoes Chantecler.
 Sertanejo, see Gravacoes Chantecler.
 Sigem (Sistema Globo de Edoicos Musicais), Rua Joao Afonso 15, Botafogo, Rio de Janeiro, Tel. (021) 286-5244/3846. Cable: TEVEGLOBO. Telex (21) 22795. Pres.: Bruno Quiano.
Branch: Sao Paulo, Rua Augusta 2945, Tel. (011) 282-5533. Mgr.: Victor Francisco Mello.
Int'l branches: Argentina, France.
Label: (Owned) Sigem; **(licensed)** Albatros (France), BBZ (France), Crisler (Italy), Fonit-Cetra (Italy), Motors (France), Polydor (France), Sirocco (France), Societe Creations Artistiques (France), Spot (France), Trema (France), 23 (Eds.) (France).
 Sigla, see RCA.
 Sinter, see Polygram.
 Som Industria & Comercio SA (IFPI), Rua dos Gusmos 235, 01212 Sao Paulo, Tel. (011) 221-7855. Telex: (11) 24569. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Otavio Antonio Bianco; Gen. Mgr.: Gunter Casznik; Sales Mgr.: Rosvaldo Cury; Plant Mgr.: Joao F. Blumenschein.
Int'l distributor: USA, Brasilia Recs. & Tapes Corp.
Labels: (Owned) Building, Charger, Copacabana, News, Sabia, Saci, Som, Underground, Vision; **(licensed)** Abbey Road (UK), Baby (Italy), Buddha (USA), Columbia (Spain), Contagious (South Africa), Delphine (France), Eleven (Italy), Fuentes (Colombia), Harmonia Mundi (Germany), IBACH (France), Intermusique (Luxembourg), MPS (Germany), PPX (USA), Prelude (USA), Project 3 (USA), Quatro (Chile), Springboard (USA), Supraphon (Czechoslovakia), Vanguard (USA), Vogue (France), West One (USA), West Side Latino (USA), Yep (Italy); **(distributed—not licensed)** Mis, Marcus Pereira.
Int'l reps.: Argentina (CBS, Interdisc), Australia (RCA), Benelux (Vogue), Canada (Brasilia in USA), Chile (Quatro), Colombia (Fuentes), France (Vogue), Germany (Metronome, Teldec), Greece (CBS), Israel (CBS), Italy (Baby, Eleven), Japan (Global, RCA), Korea (RCA), New Zealand (RCA), Philippines (Victor), Portugal (Radio Triunfo, Rossi), Scandinavia (Metronome), Spain (Columbia, Hispavox), Switzerland (Vogue), Turkey (Onku-Plak), UK (Decca), USA (RCA, Salsoul, West One, West Side Latino), Venezuela (Grabaciones Mondiales).
 Som Livre, see RCA.
 Som/Maior, see RGE/Fermata.
 Sosamba, see Tapecar.
 Spot, see Padrao.
 Square, see Companhia Ind'l de Discos.
 Strawberry, see Gravacoes Eletricas.
 Super Show, see IBC.
 Surf, see Gravacoes Eletricas.
 Swan Song, see WEA.
 T C, see Tapecar.
 Tapecar Gravacoes SA (IFPI), Rua Aguiar Moreira 639, 20000 Rio de Janeiro, Tel. (021) 280-5582. Pres. & Dir.: Manuel Valls Camero; Gen. Mgr.: Fernando de Araujo Neves; Sales Mgr.: Ary Perdigao; Int'l Mgr.: Paulo Roberto Correa de Araujo.
Labels: (Owned) Rural, Sosamba, TC, Tapecar; **(distributed)** Bemol; **(represented)** Bareback (USA), Basart (Netherlands), Cinevox (Italy), Count Down (Germany), D&M (USA), Damil (UK), Disques Direction (Canada), Everest (USA), Fonior (Belgium), Honeybee (USA), Mainstream (USA), Parachute (USA).
 Top Tape Musica SA, Rua Alice 97, Laranjeiras, 20000 Rio de Janeiro ZC-01, Tel. (021) 205-5552. Cable: MUSI-TOP. Telex: (21) 23923. VP A&R & Promo: Joel B. Leibovitz; VP Int'l Opns.: Myrian Sylvia Avanzi; VP Sales: Salomao Sobrinho, VP Prod.: Teresa Brito.
Branch: Sao Paulo, Rua Osorio Duque Estrada 39, Vila Nova Tupi, Ibrapuera, 04001 Sao Paulo, Tel. (011) 287-8676. Sales Mgr.: Alberto Bantsotti Neto, Promo. Mgr.: Dorival Rosa.

Labels: (Owned) Aquarela, Arco-Iris, Copa Musical, One Way RBR, Top Tape. **(Licensed-domestic)** AESCRJ. **(Licensed-foreign)** AVI (USA), Carabine (France), Carrere (France), Cinevox (Italy), De-Lite (USA), Dream (USA), Fantasy (USA), Gang (USA), Greedy (USA), Gold Mind (USA), Gordy (USA), Lifesong (USA), Lollipop (Germany), Milestone (USA), Motown (USA), Olde World (USA), Penny Farthing (UK), Playboy (USA), Prestige (USA), Prodigal (USA), Rare Earth (USA), Salsoul (USA), Stamy (Switzerland), Stax (USA), Tamla (USA), Vigor (USA)

Int'l reps.: Argentina (RCA), Portugal (Imavox)

Tropical, see IBC.
Tropicana, see CBS
Uirapuru, see CBS
Underground, see Som Industria & Comercio
Vertigo, see Polygram
Verve, see Polygram
Vic, see RCA
Victrola, see RCA
Vision, see Som Industria & Comercio
W E A Discos Ltda (IFPI), Rua Itaipava 44, Jardim Botânico, 20000 Rio de Janeiro Tel (021) 246-2215 Mng Dir: Haidar Midani; Gen Mgr: Michael Gregory, Sales Mgr: Paulo Genaro, A&R Mgr: Marco Aurelio de Silva.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Dark Horse, Elektra, Nonesch, Reprise, Rolling Stones, Swan Song, WEA, WEA Int'l, Warner Bros. **(Licensed-domestic)** Banderantes, Clack, Dragon, INA, Master
Int'l rep.: Worldwide (WEA)
Warner Bros., see WEA
Young, see RGE/Fermata

● **music publishers**

A M O R (SICAM), see Fermata
Alvorada (Grupo Ed.), Rua dos Gusmos 235, 01212 Sao Paulo Tel (011) 221-7855. Cable SOMDISCOS. Dir.: Olavo Antonio Bianco; Gen. Mgr. Antonio D'Almeida Santos

Int'l firms represented: Contagious (South Africa), Robbins (USA), Televis (Italy), Tremplin (France), United Artists (USA)

Int'l reps.: Argentina (Melograf), Canada (Bevorada, Meridional), Central America (EMLASA), Chile (Equus), Colombia (EMLASA), Ecuador (EMLASA), France (Vogue), Italy (Televis), Japan (Global), Mexico (EMLASA), Peru (EMLASA), Portugal (Sociedade Portuguesa de Autores), Spain (Notas Magicas), UK (Burlington), USA (Bevorada, Meridional), Venezuela (EMLASA)

Alvorada Ltda (Ed. Musical), see Alvorada Grupo.
Amazon Musica Ltda., Rua Alice 121, Laranjeiras, 20000 Rio de Janeiro ZC-01 Tel (021) 285-2780 Telex (21) 23923

Arapua (SBACEM), see Fermata
Arlequim Ltda. (Ed. Musical), Caixa Postal 3264, Villa Biarque, Rua Frederico Steidel 267, 01225 Sao Paulo, Tel (011) 220-3494/1343

Ata (UBC), see Fermata
Augusta Ltda (Ed.) (SICAM), Av. Ipiranga 1123, 9th fl., 01039 Sao Paulo Tel (011) 229-3411 Pres. Enrique Lebendiger; Gen. Mgr. David Vogel

Avenida (UBC), see Fermata
Balaio Ltda (Ed. Musical), see Sigem.
Bandeirante (UBC), see Fermata.
Bela Musi (Ed.), see Top Tape

Betina Edicoes & Promocoos Ltda., see CID
Beverly Ltda (Ed. Musical) (UBC), see Alvorada
C A M Brazil, see Arlequim

C I D Edicoes & Promocoos Ltda (UBC/ASCAP), Rua 29 de Julho 152, 20000 Rio de Janeiro, Tel (021) 280-9222 Cable CIDISCOS. Gen. Mgr. Harry Zuckerman.
Campeao (Ed.), see Falcao

Caroca Ed. Musical Ltda (SBACEM), Av. do Estado 4667, 01515 Sao Paulo Tel (011) 279-6811 Telex (11) 22329 Chm. Alberto Jackson Byington Neto; Int'l Mgr. Geraldo L. Loewenberg; Publ'g Co-ord.: Vitor Martins

Cash (SICAM), see Fermata
Catavento Ltda (Ed. Musical), see Sigem.
Copa Musical Ltda (Ed.) see Top Tape
Crazy Gravadora & Ed. Ltda., Alameda Dos Arapanes 1384, 04524 Sao Paulo

Drink (UBC), see Fermata
Duchess Ed. Musical Ltda., see MCA
E L A M—Ed. Latino Americana de Musica Ltda., see Mundo Musical

E M B I, see Editora de Musica
E S I (Sadembra), see Fermata
Editora de Musica Brasileira & Internacional SA (EMBI), Rua Teofilo Ottoni 135, 3rd fl., Rio de Janeiro, G B Tel (021) 234-6454, 243-6294 Cable EMBISA

Branch: 01205 Sao Paulo, Av. Rio Branco 233, Rm. 91 Tel (011) 221-0851

Home office: USA, Peer-Southern Org.
Int'l firms represented: Alrhodes, Cedarwood, Combine, Cotillion, Charles K. Harris, La Salle, Melody Lane, Roger Miller, Panther, Peer Int'l, Pera, Pronto, RFD, Royal Oak, Southern, Walden, Warner Bros. (all USA)

Emblema Ed., see Equipe
Equipe Producoes Musicais Ltda (UBC), Rua Sao Francisco Xavier 961, 20000 Rio de Janeiro Tel (021) 284-1332/1992

Falcao Ed (UBC), Rua Otavio Correia 202/102, 20000 Rio de Janeiro Tel (021) 246-7214. Pres.: Wilson F. Falcao; Gen. Mgr. Ilka F. Brito

Int'l firms represented: R. Barbey (Belgium), Beat (Italy)

Int'l reps.: Italy (Beat), Japan (Nicolme), Mexico (Panamusic), Portugal (Valentim de Carvalho), Venezuela (Orbe)

Ferman (Ed. Musical), see TC.
Fermata do Brasil Ltda (UBC), Av. Ipiranga 1123, 6th fl., 01039 Sao Paulo Tel (011) 229-3411 Cable FERMATA BRASIL. Pres.: Enrique Lebendiger; Gen. Mgr. Juvenal Fernandes; Copyright Dept.: Neide Martin Alves Pereira; Royalties Dept.: Nydia Mazzino de Lagna Fiatta

Int'l firms represented: Arista (USA), Bourne (UK, USA), Sidney Brion group (UK), Burlington (UK), Butterfly (Germany), Chrysalis (UK), Core (Canada), Curci (Italy), Essex group (UK), Far Out (USA), Heathside (UK), Dick James group (UK), Klaatoons (Canada), Love-Zager (USA), MCA group (USA), Manticore (UK), Muscle Shoals (USA), Nickle Shoe (USA), Panache (UK), Sands/Barton (USA), Satril (UK), Scorpio (France), Valentine group (UK), Virgin group (UK)

Int'l reps.: Chile (Fermata), Switzerland (Int'l Melodies Geneva), USA (Bendig, Fermata Int'l)

G G Producoes Ltda., see Intersong
Gapa Ltda., see Intersong
Viuva Gurreiro (Ed.) (UBC), see Mangione

Helio Ltda (Ed. Musicais), see Intersong.
I T A I P U Eds. Musicais Ltda (UBC), Caixa Postal 2752, ZC-00; Rua Mena Barreto 151, Botafogo, 20000 Rio de Janeiro Tel (021) 286-1212 Cable TURNTABLE Mng. Dir. Rolf Dihlmann; Gen. Mgr. Romeo Brayner Nunes Dos Santos

Int'l firms represented: Bull Pen-Perren Vibes (USA), Colgems-EMI (USA), EMI group (UK), Earl Barton (USA), Hal Nat (USA), Lupus (UK), Our (UK), Pink Floyd (UK), Red Bus (UK), Rondor (USA), Screen Gems-EMI (USA), Sug-Sug Music (USA), Wizard (UK)

Int'l rep.: Worldwide (EMI group)

Indus Ltda (Ed. de Musica), see Editora de Musica
Intersong Ltda (Eds.) Av. Rio Branco 277, Grupo 708/710, 20047 Rio de Janeiro Tel (021) 252-2502/6549 Cable EDISINTER; Gen. Mgr. Jose Loureiro

Int'l firms represented: ABC, ATV, Aurelia, Baarn, Bicycle, Bregman Vocco & Conn, Carlin, Casablanca, Chappell, Charisma group, Famous, Fuse, Gambi, Gentoo, Hanna Barbera, T B Harms, Heath Levy, Hit & Run, Island, Kamakazi, Man-Ken, Edwin H. Morris, Pocketful of Tunes, RSO, 20th Century

Int'l reps.: Worldwide (Chappell, Intersong)
Irmaos Vitale SA, Rua Franco Pinto 42, Sao Paulo
Japeri (Ed. Musical), see TC

Latino Americana de Musica Elam (Ed.) Ltda see Mundo Musical

Latino Ed. Musical Ltda (SICAM), Av. do Estado 4667, 01515 Sao Paulo, Tel (011) 279-6811 Telex (11) 22329 Chm. Alberto Jackson Byington Neto; Int'l Mgr. Geraldo L. Loewenberg; Publ'g Co-ord.: Vitor Martins

Lotus Ltda (Eds. Musicais), Rua Tobias do Amaral 46, Cosme Velho, Rio de Janeiro RJ Tel (021) 205-4545
Mgr. Robert Liot Backer

Luciana Ltda (Ed. Musical), see Sigem.
Lyra Ltda (Ed. de Musica), see Editora de Musica
M C A do Brasil Ed. Musical Ltda., Rua Aurora 914, 01209 Sao Paulo Tel (011) 222-0273. Cable: EDITAMUS

Home office: USA
Int'l firms represented: Belwin Mills (USA), Big Pig (UK), Groovy (UK), Isaye (Belgium), Joaneline (UK), Kalmus (USA), Leeds (USA), MAM (UK), Melanie (UK), Northern (USA), Snafesbury (UK), Spanka (USA), Threshold (UK), Valley (UK)

Int'l rep.: Worldwide (MCA)

M D K Music Ltd (SICAM), Caixa Postal 13030, 01000 Sao Paulo, Rua Parque da Fonte 194, 02345 Barro Branco Sao Paulo Tel (011) 203-6692 Cable CAMPUSBRASIL. Pres.: Malcolm Kigar

Int'l branch: USA
Int'l firms represented: Apanacea, Art in Space, Birthright, Bodi, Chinwah Songs, Dirty Martha, Early Bird, Edwood, Good Luvin, Gudi, House of Talley, Lambourne, Lantana, Marullo, Mid-America Music Designers, New Chatham, James P O Brock & Boot, Provo, Glenn Regan, Shelview, Spaceark, George W. Sith, Stonebass, Till Corn, Vibration, Whalebone (all USA); Centreum, Montrose (both Canada)

Int'l rep.: Worldwide, excluding Brazil (Copyright Serv Bureau in USA)

Mangione Filhos Ed., Rua do Ovidor 183, 1st fl., Suites 14-19-a, 20000 Rio de Janeiro ZC-00 Tel (021) 242-3223/3698 Cable EDIMANGIONE Pres. Estevam Scianguela Mangione

Int'l firms represented: Bizet (Belgium, USA), International Music (France), Uni (Japan)

Int'l reps.: Belgium (Bizet), France (International Music) Japan (Uni), USA (Bizet)

Marajo (Sadembra), see Fermata
Marajora Ltd (Eds.), see ITAIPI

Melodias Americana (UBC), see Fermata
Melograf (Ed.) Ltda., see Mundo Musical

Meridional Ltda (Eds. Musicais) (SICAM), see Alvorada
Mundo Musical Ltda (Ed.) (div of CBS), Rua Buenos Aires 2, 16th fl., 20000 Rio de Janeiro Tel (021) 231-2957 Cable SAMIRE; Mng. Dir. Juan Trudner; Gen. Mgr. Rotterdam Salomao

Int'l firms represented: Blackwood, Burlington, Chandos, Fourth Floor, Fulness Music, Gabriel Eall, Garrett, Kool, Lowery, Robert Mellin, Miles Ahead, Naccopy, Paul Simon, Strong Arm, Tuna Fish, Verice (all USA)

Int'l rep.: Worldwide (CBS group)

Musica Brasileira Moderna (UBC), see Fermata
Musicolor Ed. Musical Ltda (SADEMBRA), Av. do Estado 4667, 01515 Sao Paulo Tel (011) 279-6811 Telex (11) 22329 Chm. Alberto Jackson Byington Neto; Int'l Mgr. Geraldo L. Loewenberg; Publ'g Co-ord.: Vitor Martins

Musirama Ed. Musical Ltda., see MCA
Arthur Napoleao (UBC), see Fermata
Nossa Terra (UBC), see Fermata
Nova Musica Ltda., see Top Tape
Novo Rumo Ltda (Ed. Musical), see Sigem

One Way Prod's Ed. Ltda (Sadembra), see Top Tape
Marcus Pereira Ltda (Discos), Rua Minas Gerais 201, 01244 Sao Paulo Tel (011) 257-1622

Pergola Ltda (Ed. Musicais), see Intersong
Pipoca (Eds.) Ltda., see Intersong
Bruno Quino Material Musical Ltda., Rua da Quitanda 194, 20000 Rio de Janeiro Tel (021) 253-7227 Cable QUAINO; Gen. Mgr. Tania Regina G Souza

Int'l firms represented: (Classical catalogues only) Barry (Argentina), Paul Beuschler (France), Choudens (France), Delrieu & Cie (France), Durand & Cie (France),

Enoch & Cie (France), Jobert & Cie (France), Alphonse Leduc (France), Rideau Rouge (France), Tonos (Germany)

R C A Jaguarre Ltda (Ed. Musical), see Victor.
R C A Leme Ltda (Ed. Musical), see Victor.
R C A Ltda (Ed. Musical), see Victor.

Red Lips (Ed.) (SICAM), see Mangione
Saturno Ltda (Ed. Musicais), see Intersong
Scorpius Musica Ltda (Sicam), see Top Tape.
Seresta (Sadembra), see Fermata

7 Notas Ltda (Ed. Musical), see Alvorada
Sidomar (SICAM), see Fermata

Sigem (Sistema Globo de Edicoes Musicais), Rua Joao Alfonso 15, Botafogo, Rio de Janeiro Tel (021) 286-3846 Telex (21) 22795. Pres.: Bruno-Quaino; Mgr.: Danilo Rocha

Branch: Sao Paulo, Alameda Barros 403, Tel (011) 826-1130 Mgr. Victor Francisco de Mello

Int'l branches: Argentina (Trompos), France, USA
Int'l firms represented: Art-Musique (France), Bretagne (France), Ri-Fi (Italy), Tropical (Germany)

Int'l reps.: Germany (Tropical), Italy (Ri-Fi), Portugal (Valentim de Carvalho), Spain (Notas Magicas), USA (Ivan Mogull)

Sonata (SICAM), see Fermata
Studio Hara Eds. Musicais Ltda (UBC), Rua Joaquim Silva 56, 5th fl., Rio de Janeiro Tel (021) 222-0972. Dir.: Nilo S. Pinto; Gen. Mgr.: Ruth de Castro Savaget

Sugarmusic do Brasil, Ltd. (Ed.) (UBC), Edif. Avenida Central Sala 627, Av. Rio Branco 156, Rio de Janeiro Tel (021) 231-3231 Cable COPYGAN; Contact: H. Gandelman

Home office: Italy
T C Ltda (Ed. Musical) (SICAM), Rua Aguiar Moreira 639, 20000 Rio de Janeiro Tel (021) 230-5469 Cable TAPACAR; Dir.: Manuel Valls Camero; Gen. Mgr.: Waldomiro Oliveira

Int'l reps.: Germany (Hanseatic), Mexico (Edimusa), USA (Eibomo & Tomeja)

Tappajus Ltd. (Eds.), see ITAIPI
Tapecar (Ed. Musical), see TC
Tecla Ltda (Ed. de Musica), see Editora de Musica

Templo (Ed.), see ITAIPI
Terra Plana (UBC), see Fermata

Top Tape (Grupo Ed.), Rua Alice 97, Laranjeiras, 20000 Rio de Janeiro ZC-01 Tel (021) 245-3515 Cable MUSITOP; Dir.: Joel B. Leibovitz; Gen. Mgr.: Rotterdam Salomao

Int'l firms represented: At Home, Black Bull, Boca, Equinox, Four Knights, Hibiscus, Jobete group, Joyfully Sad, Lowery, Rip Keca, Raton, Wild Flowers (all USA), AA (Belgium), Paris Tour Eiffel (France)

Torres (Sadembra), see Fermata
Tres Siminhos Ed. Musical Ltda (UBC), Av. do Estado 4667, 01515 Sao Paulo Tel (011) 279-6811 Telex (11) 22329 Chm. Alberto Jackson Byington Neto; Int'l Mgr. Geraldo L. Loewenberg; Publ'g Co-ord.: Vitor Martins

Victor Ltda (Ed. Musical) (UBC), Rua Barata Ribeiro 181, Loja 1, 20000 Rio de Janeiro Tel (021) 255-1069
Cable BRARCA Telex (021) 22714 Mng. Dir.: Adolfo Piro; Gen. Mgr.: Omer Leite Jundi

Int'l firms represented: Acapulco (Mexico), Antisia (USA), Ariola America (USA), Associated (Australia), Big Seven (USA), CAM (USA), Camerica (USA), Camex (USA), Can't Stop (USA), Clandalee (USA), Compass (Netherlands), Cyclus (Germany), Edim (Mexico), Edimusa (Mexico), Global (Japan), Green Mountain (USA), Interworld (USA), Kidada (USA), Kiss Songs (USA), Ledacian (USA), Metal Machine (USA), Ivan Mogull (USA), Naked Snake (USA), Oakfield Avenue (USA), Planetary (USA), Polar (Sweden), RCA (France, Italy, Spain), RCA Int'l (USA), Rashida (USA), Relay (Argentina), Rocket (UK), Scorpio Black Scorpio (France), Scott-Wolfe (UK), Six Continents (USA), Street Music (UK), Sunbury (UK), Sunbury/Dunbar (Canada), Thomas Fun (USA), UA Arabella (USA), Union Songs (Sweden), Valgroup (USA), World Song (USA)

Int'l reps.: Argentina (Relay), Australia (Associated), Belgium (Universal Songs), Bolivia (Imbofon), Canada (Sunbury/Dunbar), Chile (SIAE), Colombia (Sonolux), Denmark (EMI), Ecuador (Orama), France (RCA), Germany (Cyclus), Italy (RCA), Japan (Global), Mexico (Edim), Netherlands (Universal Songs), Peru (SIAE), Portugal (Telectra), Spain (RCA), Switzerland (Melodie), UK (Sunbury), USA (Interworld), Venezuela (Unimusic)

Warner Bros. Ltda (Eds. Musicais), Rua Itaipava 44, Jardim Botânico, 20000 Rio de Janeiro Tel (021) 246-2215 Mng. Dir.: Haidar Midani

Int'l firms represented: Curtom (USA), T B Harms (USA), Viva (UK), WB (USA), Warner Bros. (UK, USA), Warner-Tamerlane (USA), M. Witmark (USA)

Zoom (Eds. Musicais) Ltd., see Intersong
Zorra (Eds. Musicais) Ltd., see Intersong

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Associacao Brasileira dos Produtores de Discos, Rua Sao Jose 90, Rms. 1406/10, Rio de Janeiro Tel (021) 263-6377

Museu Villa-Lobos, Ministerio da Educacao & Cultura, Palacio da Cultura, Rua da Imprensa 16, Rms. 911-914, 20000 Rio de Janeiro ZC-P Tel. 222-2917, 242-6671

DESIGN & ARTWORK

Lidervideo Comunicacao Audiovisual SA, Rua da Assembleia 58, 12th fl., 20000 Rio de Janeiro Tel (021) 231-0327, 232-9047 Pres.: Antonio Luiz Mendes de Almeida; Gen. Mgr. Ricardo Jorge Nick; Sales Mgr. Helidio Nogueira; Development Mgr.: Gustavo Moraes Rego

Polygram Discos Ltda., Av. Rio Branco 311, 4th fl., 20040 Rio de Janeiro Tel (021) 252-6195, 242-2895

Tapcar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro, Tel: (021) 280-5282. Pres.: Manuel Valls Camero, VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

LICENSING ORGANIZATIONS, MUSIC

S B A C E M (Sociedade Brasileira de Autores, Compositores & Escritores de Musica), Praca Mahatma Gandhi 2, 709-710 Cinelandia, Rio de Janeiro. Tel: (021) 221-2886. Pres.: Adelinio Moreira de Castro; Sales Mgr.: Gustavo Thomas Filho; Treas.: Newton C. Teixeira.

S B A T (Sociedade Brasileira de Autores Teatrais), Av. Almirante Barroso 97, 3rd fl., Rio de Janeiro. Tel: (021) 221-4464/4844. Superintendent: Djalma Bittencourt. (Represents the interests of BMI & SESAC).

S I A E, Rua Evaristo da Veiga 35, Rio de Janeiro. Tel: (021) 222-7219. (Mechanical rights only).

S I C A M (Sociedade Independente de Compositores & Autores Musicais), Largo Paissandu 51, 10th-16th fls., 01034 Sao Paulo. Tel: 35-0374. Cable: MUSAU-TORES. Pres.: A.T. Godoy; Gen. Mgr.: Rosa Palma. (Mechanical & performing rights)

U B C (Uniao Brasileira de Compositores), Rua Visconde Inhauma 134, Rio de Janeiro. Tel: 23-1693.

PLATING, PROCESSING & PRESSING PLANTS

Companhia Ind'l de Discos, Rua 7 de Marco 331, Bonsucesso, 20000 Rio de Janeiro. Tel: (021) 280-9222. Pres.: Herman Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.

E M I-Odeon Fonografica Industrial & Electronica SA, Caixa Postal 2752, ZC-00; Rua Mena Barreto 151, Botafogo, 20000 Rio de Janeiro. Tel: (021) 286-1212. Cable: TURNTABLE. Mng. Dir.: Rolf Dohlmann; Studio Mgr.: Zoltan Merky; Pressing Plant Mgr.: Hamilton Dos Santos.

Gravacoes Eletricas SA, Av. do Estado 4667, 01515 Sao Paulo. Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto; Comm'l Mgr.: Wilson Rodrigues Poso; Int'l Mgr.: Geraldo L. Loewenberg. (Pressing only)

Polygram Discos Ltda., Estrada das Furnas 1467, Rio de Janeiro. (Pressing only)

R C A Electronica Ltda., Av. Engenheiro Billings 2227, Sao Paulo. Tel: (011) 268-2133. Pres.: Adolfo Pino; Ind'l Mgr.: Marco Antonio Altafini.

R G E/Fermata (Discos), Rua Josef Kryss 90, Sao Paulo. Tel: (011) 826-5359/5559/5548/5438. Cable: FERMATABRASIL. Telex: 1121735. Pres.: Enrique Lebendiger; Gen. Mgr.: Morency B. Monte; Sales Mgr.: Carlos Claro.

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, San Bernardo do Campo. Tel: 457-2299. Cable: SOMDISCOS. Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

Tapcar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

PRINTERS & LITHOGRAPHERS

Lidervideo Comunicacao Audiovisual SA, Rua da Assembleia 58, 12th fl., 20000 Rio de Janeiro. Tel: (021) 231-0327, 232-9047. Pres.: Antonio Luiz Mendes de Almeida; Gen. Mgr.: Ricardo Jorge Nick; Sales Mgr.: Helder Nogueira; Development Mgr.: Gustavo Moraes Rego.

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, San Bernardo do Campo. Tel: 457-2299. Cable: SOMDISCOS. Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

Tapcar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

RECORD PROMOTION

Tapcar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

**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.

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.

Audio: 8-tr., cassette.

Lidervideo Comunicacao Audiovisual SA, Rua da Assembleia 58, 12th fl., 20000 Rio de Janeiro. Tel: (021) 231-0327, 232-9047. Pres.: Antonio Luiz Mendes de Almeida; Gen. Mgr.: Ricardo Jorge Nick; Sales Mgr.: Helder Nogueira; Development Mgr.: Gustavo Moraes Rego.

Video: 2" open reel, 1 1/2" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

R G E/Fermata (Discos), Rua Josef Kryss 90, Sao Paulo. Tel: (011) 826-5359/5559/5548/5438. Cable: FERMATABRASIL. Telex: 1121735. Pres.: Enrique Lebendiger; Gen. Mgr.: Morency B. Monte; Sales Mgr.: Carlos Claro.

Audio: Cassette.

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, San Bernardo do Campo. Tel: 457-2299. Cable: SOMDISCOS. Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

Audio: Cassette.

Tapcar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira. (PKG)

Audio: Cassette.

● supplies

CASSETTE PARTS

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.

Audio: Housings, hubs, pins, press pads, rollers, shields, shims.

Som Industria & Comercio SA, Rua dos Gusmos 235, 01212 Sao Paulo. Tel: (011) 221-7855. Cable: SOMDISCOS. Pres.: Adiel Macedo de Carvalho; Gen. Mgr.: Gunter Csasznik; Sales Mgr.: Rosvaldo Cury.

EMPTY CARTRIDGES, CASSETTES & REELS

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.

Audio: Cassette.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya.

Audio: Cassette & open reel.

Som Industria & Comercio SA, Rua dos Gusmos 235, 01212 Sao Paulo. Tel: (011) 221-7855. Cable: SOMDISCOS. Pres.: Adiel Macedo de Carvalho; Gen. Mgr.: Gunter Csasznik; Sales Mgr.: Rosvaldo Cury.

**POLYETHYLENE BAGS
SLEEVES**

Som Industria & Comercio SA, Rua dos Gusmos 235, 01212 Sao Paulo. Tel: (011) 221-7855. Cable: SOMDISCOS. Pres.: Adiel Macedo de Carvalho; Gen. Mgr.: Gunter Csasznik; Sales Mgr.: Rosvaldo Cury.

LABELS

Tapcar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

RECORD PROCESSING EQUIPMENT

R C A Electronica Ltda., Av. Engenheiro Billings 2227, Sao Paulo. Tel: (011) 268-2133. Pres.: Adolfo Pino; Ind'l Mgr.: Marco Antonio Altafini.

Product: 7" & 12" molds.

TAPE, RAW & BLANK LOADED

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.

Audio: Cassette, open reel.

Brand names: Blank—Ampex, Hitex, XHF; Raw—Ampex.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya.

Audio: Cassette & open reel.

Video: 1" open reel & 3/4" cassette.

Som Industria & Comercio SA, Rua dos Gusmos 235, 01212 Sao Paulo. Tel: (011) 221-7855. Cable: SOMDISCOS. Pres.: Adiel Macedo de Carvalho; Gen. Mgr.: Gunter Csasznik; Sales Mgr.: Rosvaldo Cury. (Blank only)

Audio: Cassette.

Brand name: Beverly.

**TAPE PACKAGING & LABELING
EQUIPMENT & SUPPLIES**

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.

Product: Philips boxes.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya.

Product: Cassette snap boxes.

PROFESSIONAL TAPE SUPPLIES

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.

Product: Duplicating & mastering tape.

Brand name: Ampex.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo.

Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya.

Audio: 1/4" tape.

Video: 1" tape.

**● accessories
manufacturers**

A P G Electronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.

Product: Head cleaners, demagnetizers, leader tape.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya.

Product: Leader & splicing tape.

Som Industria & Comercio SA, Rua dos Gusmos 235, 01212 Sao Paulo. Tel: (011) 221-7855. Cable: SOMDISCOS. Pres.: Adiel Macedo de Carvalho; Gen. Mgr.: Gunter Csasznik; Sales Mgr.: Rosvaldo Cury.

Product: Carrying & storage cases, catalog servs., head cleaners.

Tapcar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape.

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 (Font-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 1978—53,865,405 units; 1977—45,979,151 units. Singles 1978—17,277,632 units; 1977—19,821,491 units.
Records, record blanks & pre-recorded media imported from USA: 1977—\$10,720,369.
Records exported to USA (factory value, FOB): LP's 1978—2,764,989 units. Singles, EP's & blanks 1978—835,975 units.
Stereo sales: 99% of total.
Quadrasonic 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 1978-15.. 707,211 units, 1977-15,003,376 units Cassette 1978-7,211,635 units; 1977-4,480,458 units.
Average retail price per tape: All configurations \$7.98.

● record & tape manufacturers

A & M Recs. of Canada Ltd., 939 Warden Ave., Scarborough, Ont. M1L 4C5. Tel: (416) 752-7191. Telex: 06-9636552. Pres.: Gerry Lacoursiere, Sr. VP & Gen. Mgr. Joe Summers; VP Promo.: Doug Chappell; VP Finance: Gary Hubbard; Nat'l Promo. Mgr.: J.P. Guilbert; Nat'l Sales Mgr.: Bill Ott; A&R Co-ord.: Michael Godin; Nat'l Pub. Mgr.: James Monaco; Mushroom Nat'l Pub.: Lorna Richards; Nat'l Opns. Mgr.: Alex Fedorow; Creative Servs. Mgr.: David Andoff; Local Branch Mgr.: Ray Rosenberg.

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.: Gary Kouri; Eastern Promo. Mgr.: Nick Carboni.

Labels: (Owned) A&M; (licensed foreign) Horizon; (distributed—not licensed) Mushroom.

Int'l reps.: See listing in USA.

A R C/Grayson Publ's & Rec'g's, PO Box 3044, Vancouver, B.C. V6B 3X5. Tel: (604) 291-8992. Dir.: J. Grayson.

A R C (USA), see CBS.

A V I, see Quality.

Abkco, see London.

Able Recs. Co. Ltd., 450 Beaumont St. E., St-Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Pres.: Christian Lefort; Gen. Mgr.: Louis Lefort.

Labels: (Owned) Able (distributed by London), Domino, Eden, Emotion, VIP (distributed by Alta Musique). **Int'l reps.:** France (Albatros, BBZ, Disc'AZ, Ibach, International Shows), USA (Can't Stop).

Ace of Clubs, see London.

Ace of Diamonds, see London.

Adelphi, see TCD.

Airedale, see London.

Alouette, see Archambault.

American Century, see Brian Millan.

Angel, see Capitol.

Anthem Recs. of Canada, c/o Oak Manor, PO Box 1000, 12261 Yonge St., Oak Ridges, Ont. L0G 1P0. Tel: (416) 881-3212. Telex: 06-986530. Chm.: Ray Daniels; Pres.: Vic Wilson; Mng. Dir.: Tom Berry. (Distributed by Capitol)

Apex, see MCA.

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-Treas.: Jack Lazare; A&R: Bob Rags, Keith Brown. (Distributed by Capitol)

Aquitaine, see CBS.

Archambault Inc. (Ed.), 500 St. Catherine St. E., Montreal, P.Q. H2L 2C6. Tel: (514) 849-6201. Cable: ARCH-MUSIC. Co-Proprietor: Rosaire Archambault Sr.; Gen. Mgr.: Rosaire Archambault Jr.; Sales Mgr.: John Damant; Adv. & Promo. Mgr.: Celine Gravel.

Labels: (Owned) Alouette, Select; (licensed foreign) Studio SM (France); (distributed—not licensed) Assimil Language Courses, Chant du Monde, Deesse, Eurodisc, Music For Pleasure, Tranan, Unidisc

Arc Sound Co. Ltd., 142 Sparks Ave., Toronto, Ont. M2H 2V9. Tel: (416) 499-5000.

Argo, see London.

Ariola, see Quality.

Aris, see Peters Int'l

Arista, see Capitol.

Artofonic Ltd., 6275 2E Ave., Montreal, P.Q. H1Y 2Z3. Tel: (514) 272-7734. Pres.: Jean De Ladurantaye; Gen. Mgr.: Yvon Martneau. (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 Mair; VP & Sales Mgr.: Tom Williams. (Distributed by CBS)

Labels: (Owned) Attic; (licensed foreign) EMI (UK), RKM (Netherlands), Rockburgh (UK), Safari (UK).

Int'l reps.: Australia (Astor), Mexico (Musart), New Zealand (Phonogram), France (Sonopresse), South Africa (RPM), UK (CBS, Mirallo).

Audat, see World.

Audiodefinitely, see Phonodisc

Axe Recs. Ltd., 70 Craighurst Ave., Toronto, Ont. M4R 1J8. Tel: (416) 481-2922. Pres.: Greg Hambleton. (Distributed by London)

B S S T, see London.

Baby, see RCA.

Banff, see London.

Bang, see RCA.

Barclay, see Polygram

Bearsville, see WEA.

Beggar's Banquet, see WEA.

Beltona, see London.

Berandol Recs., 111 St. Joseph St., Toronto, Ont. M4Y 1J8.

Tel: (416) 924-8121.

Beta, see London.

Big Tree, see WEA.

Birchmount, see Quality.

Black & White, see RCA.

Bleu (Disque), see London.

Bluebird, see RCA.

Blue Note, see Capitol.

Blue Sky, see CBS.

Bluestime, see RCA.

Bomb Recs., 1635 Sismet Rd., Unit 30, Mississauga, Ont.

L4W 1W5. Tel: (416) 624-0510. Telex: 06-961479.

Principals: Wolfgang Spegg, Phil Lubman.

Labels: (Owned) Bomb; (licensed foreign) Bomp (USA)

Bomp, see Bomb.

Boot Recs. Ltd., 1343 Matheson Blvd. W., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOT-GROUP. Telex: 06-960-250. Pres.: Jury Krytiuk; VP: Tom Connors; Gen. Mgr.: Peter Krytiuk.

Int'l branch: USA.

Labels: (Owned) Boot, Cynda, Generation, MOR (all distributed by London); Boot Master Concert Series.

Bouquet, see PCRL.

Bridge, see Chapel/Bridge.

Broadland, see Quality.

Buckshot, see Concord.

Buddah, see Quality.

Buffalo, see Calart.

Bullet, see RCA.

Butterfly, see RCA.

C A M Canada Ltd., 1180 W. St. Antoine, Suite 600, Montreal, P.Q. H3C 1B4. Tel: (514) 861-9917. Telex: 05-24111. VP: Alain Leroux; Label Mgr.: Luc Martel. (Distributed by London)

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 Gosewich; Pres.: Terry Lind; Exec. VP: Jack Robertson; VP Bus. Development: Stan Kulin; VP Finance: Fred Rich; VP Mfg. Martin Keyes; VP Personnel: Glen Lane; VP Sales: Bert Dunseith; VP Mktg.: Jean Desjardins; Bus. Affairs Dir.: Richard Aaronson; Nat'l Account Sales Dir.: Ed Colero;

Columbia Label Mktg. Dir.: Bill Bannon; E/P/A Labels Mktg. Dir.: Graham Powers; Artist Development, Nat'l Press & Pub. Dir.: Terry McGee; Creative Servs. Dir.: Marty Herzog; Columbia Label Nat'l Promo. Mgr.: Graham Thorpe; E/P/A Labels Nat'l Promo. Mgr.: Brad Weir; Admin. & Mktg. Dir.: Maurice Kissel; English A&R Dir.: Bob Gallo; English A&R Mgr.: Don Lorusso; CBS Disques A&R Dir.: Paul Hebert; CBS Disques A&R Admin.: Francine Fiore. Local branch: 5621 Finch Ave. E., Scarborough M1B 2T9. Tel: (416) 444-6651. TWX: (610) 421-3509. Telex: 06-966792. Ontario Reg'l Dir.: Don Oates; E/P/A Promo.: Peter Budge; Columbia Promo.: Mike Watson.

Branches: Calgary, Alta., Glenmore Centre, 7004M Fifth St. SE. Postal Code: T2H 2G3. Tel: (403) 253-8719. Telex: 03-825827. Western Region Dir.: Bill Bouvette; E/P/A Promo.: Bill Neily; Columbia Promo.: Karen Lacey—Vancouver, B.C., 1847 W. Broadway, Suite 101. Postal Code: V6J 1Y6. Tel: (604) 734-5151. Telex: 04-55350. Reg'l Sales Mgr.: Garry Newman; E/P/A Promo.: Dave Chesney; Columbia Promo.: Frank Gigliotti—Winnipeg, Man., 1625 Dublin Ave., Suite 130. Postal Code: R3H 0W3. Tel: (204) 774-2536. Reg'l Sales Mgr.: Don Gunter; Promo. Rep.: Dave Brian—Moncton, N.B., 1133 St. George Blvd., Suite 350. Postal Code: E1C 8R9. Tel: (506) 386-3993. Reg'l Sales Mgr.: Jim Bradley; Promo. Rep.: Brian Horne—St. Laurent, P.Q., 1550 Rue Beaulac. Postal Code: H4R 1W8. Tel: (514) 342-2231. Quebec Region Dir.: Paul Gallant; E/P/A Promo.: Francis Tassart; Columbia Promo.: Alex Paterson.

Labels: (Owned) CBS, CBS Direct, Columbia, Columbia Legacy collection, Columbia Masterworks, Epic, Odyssey, Okeh, Versailles; (distributed) ARC, Aquitaine, Attic, Blue Sky, Caribou, Chagnel, Cleveland Entertainment Int'l, L'Escargot, GTO, IGM, Invictus/Hot Wax, Jet, Kirshner, Lifesong, Magnet, Monument, Nemperor, Ode, Philadelphia Int'l, REL, Sweet City, TK, T-Neck, TSOP, Tabu, Tappan Zee, True North, Unlimited Gold.

C B/Star, see London.

C T I, see RCA.

C T L, see World.

Calart Rec'g Studios Ltd., 1568 Angus St., Regina, Sask. S4T 1Z1. Tel: (306) 352-6694. Chief Exec. W. E. Brown.

Labels: (Owned) Buffalo, Calart, Soundaround.

Camden, see Pickwick.

Canaan, see Word.

Canadian Cavalcade, see London.

Canada Int'l, see RCA.

Canadian Talent Library, 2 St. Clair Ave. W., Toronto, Ont. M4V 1L6. Tel: (416) 924-1411.

Caparo, see RCA.

Capitol Recs. -EMI of Canada Ltd. (IFPI), 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050.

Cable: CAPITOLREC. Pres.: J.D. Evans; VP Finance: D. Williamson; VP Legal Counsel: W.J. MacLeod; VP & Retail Gen. Mgr.: B.T. Josling; VP Mktg.: R. Rowe; VP Sales: M. Rosicki; Talent Acquisition Dir.: D. Cameron; Special Prods. Mgr.: M. Zurba; Nat'l Mdsgr. & Adv. Mgr.: D. Elliot; Artist Relations Mgr.: S. Irwin; Press & Pub. C. Mulhern; Mfg. Dir.: H. Weits; Tape Plant Mgr.: W. Gow.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Sales Mgr.: A. Andruchow; 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, B. Manlove; Promo.: P. Taylor, L. Wilson—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073. Eastern Reg'l Sales Mgr.: W. Rotari; Promo.: V. D'Amico, D. Morrison.

Labels: (Owned) Capitol; (licensed domestic) Daffodil; (licensed foreign) Angel (USA), Arista (USA), Blue Note (USA), Chrysalis (USA), EMI America (USA), Harvest (UK), Imperial (USA), Liberty (USA), Muse (France), Pacific Jazz (USA), Pathe (France), Seraphim (USA), Sunset (USA), United Artists (USA), World Pacific (USA); (distributed—not licensed) Anthem, Aquarius.

Caprice, see London.

Capricorn, see Polygram.

Carats, see PCRL & London.

Caribou, see CBS.

Carriere, see RCA.

Carrousel, see RCA.

Casablanca, see Polygram.

Celebration, see Quality.

Celtic, see London.

Centennial, see RCA.

Century, see Word.

Chair-Man Mills, see London.

Champagne, see RCA.

Champion, see RCA.

Change, see MCA.

Channel, see CBS.

Chanterelle, see Mushroom.

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 Intermodal.

Chiaroscuro, see Phonodisc.

Chi-Sound, see RCA.

Chocolate City, see Polygram.

Chouette, see London.

Chrysalis, see Capitol.

Circa, see Bruce Thompson.

Cleveland Entertainment Int'l, see CBS.

Club Series, see RCA.

Coach, see Holborne.

Colgems, see RCA.

Columbia, see CBS.

Columbia Legacy collection, see CBS.

Columbia Masterworks, see CBS.

Con Brio, see Quality.

Condor Music Corp. Ltd., 1145 Bellamy Rd., Scarborough, Ont. Tel: (416) 438-9211.

Labels: (Owned) Buckshot, Condor.

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. Co-ord.: C.M.A. van Ogtrop.

Labels: (Owned) Cosmic, Crunch, DED, Happinessville, Hexagon, Nemo, Pamplemousse.

Cosmos, see Peters Int'l.

Cottillon, see WEA.

Crossover, see London.

Crunch, see Cosmic.

Cubbyhole, see Rising.

Cynda, see Boot & London.

D E D, see Cosmic.

D G, see Polygram.

D J M, see GRT.

D R G, see RCA.

Daffodil, see Capitol.

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. McDonald; Sec'y-Treas.: Wallis Petrak. (Distributed by RCA)

Labels: (Owned) Damon, Mustard.

Dark Horse, see WEA.

Dawn Club, see Sackville.

Dayspring, see Word.

Decca, see London.

Deesse, see Archambault.

De-Lite, see Polygram.

Deram, see London.

Dice, see Phonodisc.

Dipper 7 Ents., 1414 Hillside Ave., Suite 101, Victoria, B.C. V8T 2B8. Tel: (604) 595-6709. Owner: Lou Jean Mollin; Gen. Mgr.: Arthur Trolley; Sales Mgr.: Robert Paul Mollin.

Label: (Owned) Expo.

Direction, see Polygram.

DiscReet, see WEA.

Disneyland, see Walt Disney.

Walt Disney Music Canada Ltd., 2323 Yonge St., Toronto, Ont. M4P 2C9. Tel: (416) 486-1166.

Int'l branch: USA, Disneyland/Vista Recs.

Labels: (Owned) Disneyland, Vista.

Domino, see Able.

Durium, see London.

Dynacom Communications Int'l, PO Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres.: David Leonard.

Labels: (Owned) Dynacom, Monticans.

Dynamic, see Holborne.

E C M, see WEA.

E G G, see Polygram.

E M I (USA), see Capitol.

E M I (UK), see Attic.

Ehanson, see London.

Eden, see Able.

Edmar, see Holborne.

Elektra, see WEA.

Emotion, see Able.

Enigma, see London.

Epic, see CBS.

Erato, see RCA.

Fiesta Rec. Corp. of Canada, 1420 Sherbrooke St. W., Montreal, P.Q. H3G 1K5 (Also see Holborne)
Home office: USA

Finnadar, see WEA.

Fleur, see PCRL.

Flying Fish, see Stony Plain & London.

Fontana, see London.

Force One, see London.

Foreign Exchange, see PCRL & London.

Formule 1, see RCA.

Free Flight, see RCA.

Frontenac, see Phonodisc.

G-Clef Rec. & Music Ltd., 21 Vaughan Rd., Toronto, Ont. M6G 2N2. Tel: (416) 653-7102.

G E M, see RCA.

G R T of Canada Ltd., 3816 Victoria Park Ave., Willowdale, Ont. M2H 3H7. Tel: (416) 497-2340. Acting Gen. Mgr.: Claude Sassoon, VP & Gen. Mgr. Magnum Recs. Jeff Burns, Mktg. & Sales Dir., Alex Petchkin, Prod'n Mgr.: Liz Nox; Nat'l Press: Nancy Oldam, Eastern Reg'l Promo. Mgr.: Perry Goldberg.

Branches: **Calgary, Alta.**, 7003B Fifth St. SE. Postal Code: T2H 2G2. Tel: (403) 259-5252. Western Reg'l Mgr.: Doug Byrne; Western Reg'l Promo. Mgr.: Neil MacGonigall—Sales Rep.: Randy Stark—**Vancouver, B.C.**, 181 W. Broadway, Suite B. Postal Code: V5Y 1P4. Tel: (604) 879-0646. Sales Reps.: Don Grant, Gerry MacKay—**Winnipeg, Man.**, 388 Donald St., Suite 200. Postal Code: R3B 2J4. Tel: (204) 944-7274. Sales Rep.: Rick Vivier—**Montreal, P.Q.**, 59 W. St. James St., Suite 302. Postal Code: H2Y 1K9. Tel: (514) 844-3062. Eastern Reg'l Sales Mgr.: Ken Dion; Quebec Promo.: Sylvia Oman.

Labels: **(Owned)** GRT, Magnum; **(licensed foreign)** Charisma (UK), DJM (UK), Fantasy (USA), Passport (USA), Tomato (USA), Vogue (France).

G T O, see CBS.

Gaiety Recs. Ltd., 55 S. Cumberland St., Thunder Bay, Ont. P7B 2T6. Tel: (807) 344-7963. Pres., A&R, Pub. & 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.: Jack Lazare; Gen. Mgr.: Daniel Lazare; Promo. Dir.: Francine Audette.

Gem Toby, see RCA.

Generation, see Boot & London.

Golden Greats, see RCA.

Gold Mind, see RCA.

Gold Seal, see RCA.

Good Earth, see RCA.

Good News, see Word.

Gordy, see Motown.

Grapevine, see Pilgrim Recs.

Grit, see RCA.

Grunt, see RCA.

Gull, see Phonodisc.

Gusto, see Quality.

H & L, see Quality.

Hansa, see Quality.

Happinessville, see Cosmic.

Harvest, see Capitol.

Hexagon, see Cosmic.

Hilltop, see Pickwick.

Hitsville, see Motown.

Holborne Dist. Co. Ltd., PO Box 9, Mount Albert, Ont. LOG 1M0. Tel: (416) 294-9398. Pres.: Frank P. Swain; Gen. Mgr.: H. Littlejohn; Sales Mgr.: Ray Johnston; West Indian Repertoire Mgr.: Stanley Gittens.

Labels: **(Owned)** FP Series, Island Series; **(licensed foreign)** (Barbados), Wiri (Barbados), (distributed—not licensed) Coach (UK), Fiesta (USA), Ica (UK), Murril (USA), Penny.

Int'l rep.: Bermuda (Edmar).

Hologram, see RCA.

Honey Dew, see London.

Horizon, see A&M & Praise.

I G M, see CBS.

Ibis, see RCA.

Ice, see Holborne & London.

Image, see Phonodisc.

Image VII, see Word.

Imperial, see Capitol.

Improv, see Phonodisc.

Infinity Recs. Canada, 2450 Victoria Park Ave., Toronto, Ont. M2J 4A2. Tel: (416) 491-7770. Telex: 06-966876. TWX: (610) 492-5204. VP & Gen. Mgr.: Martin Onrot; Nat'l Promo. Dir.: Jean-Marie Heimrath.

Home office: USA.

Interdisk, see London.

Intermodal Prod'n's Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres.: John Rodney; VP Ops.: Evelyn Rodney.

Labels: **(Owned)** Laser, Lasso, Ranch House, **(distributed)** Charity, Pops Update.

Invictus/Hot Wax, see CBS.

Island, see RCA.

Island Series, see Holborne.

Jake Recs., 50 Peach Willoway, Toronto, Ont. M2J 2B6.

Tel: (416) 869-1937. (Distributed by London)

Janz, see Word.

Jare Int'l, see RCA.

Jet, see CBS.

Jim, see Word.

Le Joint, see London.

K-tel Int'l Ltd., 1670 Inkster Blvd., Winnipeg, Man. R2X 2W8. Tel: (204) 633-8860. Telex: 07-587597. Gen. Mgr.: Morley Myren; Sales Mgr.: Ken Paige.

Branch: **Montreal, P.Q.**, 6665 St. James St. W. Tel: (514) 487-2382. Telex: 05-268800.

Home office: USA.

Kama Sutra, see Quality.

Kebec Disc, 2322 Sherbrooke E., Montreal, P.Q. H2K 1E5. Tel: (514) 527-2397.

Kicking Mule (USA), see TCD.

King, see Quality.

Kiras Musical Works, see Musicorp.

Kirschner, see CBS.

Kneptune Int'l Recs. Ltd., Box 5236, Vancouver, B.C. V6B 4B3. Tel: (604) 531-9331, 522-2711. Pres.: Kenny Harris.

Int'l rep.: USA (Kneptune Int'l).

Kosmos, see London.

Kronos, see Peters Int'l.

Kudu, RCA.

Lamb & Lion, see Word.

Lars, see Peters Int'l.

Laser, see Intermodal.

Lasso, see Intermodal.

Legendary Performers, see RCA.

Liberty, see Capitol.

Lifesong, see CBS.

Light, see Word.

Lyrus, see RCA.

Listen Foundation, see Praise.

Little David, see WEA.

Little Pilgrim, see Pilgrim Recs.

Living Water, see Bruce Thompson.

Lollipop, see London.

London Recs. of Canada (1967) Ltd. (IFPI), 6265 Cote de Liesse, St.-Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350. Cable: FULLRANGE. Telex: 05-824570. Pres.: F.C. Jamieson; VP: A. Koury; VP Mktg. & English Div. A&R: K. Verdoni; Admin. Chief.: G. Ayliffe; Western Reg'l Mktg. Mgr.: A. Bilodeau; Eastern Reg'l Mktg. Mgr.: A. Guadagno; French Div. A&R: G. Bonneville; Classical A&R: F. Dans; Controller/Sec'y-Treas.: S. Christie; Local Branch Mgr.: Fred Refica; Local Sales Mgr.: Yves Dupuis.

Branches: **Calgary, Alta.**, 429 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 243-1313. Telex: 038-22572. Mgr.: D. McBeth—**Burnaby, B.C.**, 3166 Lake City Way. Postal Code: V5A 3A4. Tel: (604) 298-6471. Telex: 04-354544. Mgr.: O. L. Jones—**Winnipeg, Man.**, 15-1100 Waverley St. Postal Code: R3T 3X9. Tel: (204) 452-7918. Mgr.: 07-57695. Mgr.: G. Young—**Scarborough, Ont.**, 1630 Midland Ave. Ont., 1630 Midland Ave. Postal Code: M1P 3C2. Tel: (416) 755-3373. Telex: 06-963754. Mgr.: Armand Beau-din—**Quebec City, P.Q.**, 1303 Rue Conway. Postal Code: G1J 3S3. Tel: (418) 529-0261. Telex: 051-3799. Mgr.: Fred Refica.

Labels: Abkco (tape only), Able, Ace of Clubs, Ace of Diamonds, Airedale, Argo, Axe, BSST, Banff, Beltona, Beta, Bleu, Boot, CAM, CB/Star, Canadian Cavalcade, Caprice, Carats, Celtic, Chair-Man Mills, Chouette, Crossover, Cynda, Decca, Deram, Durium, Echanson, Enigma, Flying Fish, Fontana, Force One, Foreign Exchange, Generation, Honey Dew, Ice, Interdisk, Le Joint, Jake, Kosmos, Lollipop, London, Magique, Manibelle, Morning, Musinter, Nuage, L'Oiseau-Lyre, Owl Blues, Parrot, Phase 4, Philips, Philo, Pingouin, Project 3, Quatre Saisons, Richmond, Riot, Rodeo, Rosa, Sky, Stereo Treasury, Stony Plain, Talsman, Telefunken, Telson, Threshold, UK, VIP, Vinyl, WAM, Wonderland, Wow.

Lone Star, see Polygram.

Lotus, see RCA.

M C A Recs. (Canada) (div. of MCA Canada Ltd.) (IFPI), 2450

Victoria Park Ave., Willowdale, Ont. M2J 4A2. Tel: (416) 491-3000. TWX: 610-492-5204. Telex: 06-966876. VP Mktg.: Scott Richards; Nat'l Promo. Mgr.: Keith Patten; Nat'l Mktg. Mgr.: Herb Forgie.

Branches: **Calgary, Alta.**, 5737 Burbank Rd. SE. Postal Code: T2H 1Z5. Tel: (403) 253-0401. Sales Mgr.: Geoff Gibbons—**Vancouver, B.C.**, 1200 W. 73 Ave., Suite 506. Postal Code: V6P 6G5. Tel: (604) 263-1761. Sales Mgr.: William Tait—**Winnipeg, Man.**, 365 Hargrave St., No. 300A. Postal Code: R3B 2K3. Tel: (204) 942-2413. Sales Mgr.: Jack Skelly—**Montreal, P.Q.**, 8444 St. Laurent Blvd. Postal Code: H2P 2M3. Tel: (514) 382-8475. Sales Mgr.: Robert Hamel.

Labels: **(Owned)** Apex, MCA, Source; **(licensed)** Change.

M G M, see Polygram.

M O R, see Boot & London.

M W C, see Quality.

Magique, see London.

Magnet, see CBS.

Magnum, see GRT.

Malaco, see RCA.

Mango, see RCA.

Manibelle, see London.

Manna, see Word.

Manicore, see WEA.

Maranathal, see Praise.

Master's Collection, see Pilgrim Recs.

Ben McPeck Ltd., 131 Hazleton Ave., Toronto, Ont. M5R 2E4. Tel: (416) 923-3316.

Mercury, see Polygram.

Merrydisc, see RCA.

Metronome, see Holborne.

Michele Audio Canada Ltd., 491 Brimly Rd., Scarborough, Ont. M1J 1A4. Tel: (416) 264-4181. Pres.: Clyde McGregor.

Home office: USA.

Midsong Int'l, see RCA.

Brian Millan Music Corp., PO Box 1905, Succ. Postal Place d'Armes, Montreal, P.Q. H2Y 1S6. Tel: (514) 288-4950. Pres.: Brian Millan; Gen. Mgr.: Steve Voros; Art-ist Relations & Art Dir.: Eileen Haines.

Home office: Belgium; Baltic-Brian Millan Int'l Foundations.

Labels: **(Owned)** American Century, Soul Vista Int'l reps.: Belgium (Eurovox), Germany (Bosworth), Switzerland (Musikproduktionen).

Mr. Pickwick, see Pickwick.

Monticana, see Dynacomp.

Monument, see CBS.

Morning, see London.

Moss Music Group (Canada) Inc., 510 Coronation Dr., West Hill, Ont. M1E 4X6. Tel: (416) 284-0126. Pres.: John Leatham.

Home office: USA.

Motown Recs. (Canada) Ltd., 1960 Ellesmere Rd., Unit 9, Scarborough, Ont. M1H 2V9. Tel: (416) 438-2855. Telex: 065-25387. VP: Gordon Prince; Gen. Mgr.: Denis Fenwick; Sales Mgr.: Leo DeRocher; Promo. Mgr.: Jerry Hochberg.

Labels: **(Owned)** Gordy, Hitsville, Motown, Prodigal, Rare Earth, Soul, Tamla.

Murril, see Holborne.

Muse, see Capitol.

Mushroom Recs. Canada Inc., 1234 W. Sixth Ave., Vancouver, B.C. V6H 1A5. Tel: (604) 736-7207. Telex: 04-54667. Pres. & Gen. Mgr.: Wink Vogel; Nat'l Sales & Promo. Dir.: Jay Gold; Bus. Affairs Dir.: Rick Block. (Also see A&M)

Int'l branch: USA

Labels: **(Owned)** Chanterelle, Mushroom.

Music For Pleasure, see Archambault.

Music is Medicine, see Stony Plain.

Muscorp Ltd., 3015 Kennedy Rd., No. 10, Scarborough, Ont. M1V 1E7. Tel: (416) 292-9619. Pres.: Douglas Hill; Gen. Mgr.: Paul A. Gross.

Label: **(Owned)** Kiras Musical Works.

Int'l rep.: Worldwide (Discwasher).

Musicus, see Artofonic.

Musinter, see London.

Mustard, see Damon & RCA.

Myrrh, see Word.

Nemo, see Cosmic.

Nemperor, see CBS.

New Life, see Praise.

NewPax, see Word.

New Song, see Word.

New Ventures, see Phonodisc.

Nonesuch, see WEA.

Nuage, see London.

Ode, see CBS.

Odyssey, see CBS.

L'Oiseau-Lyre, see London.

Okeh, see CBS.

Onari, see Sackville.

Ovation, see RCA.

Owl Blues, see London.

P C R L (Productions Carole Rich Ltd.), 2364 Sherbrooke St. E., Montreal, P.Q. H2K 1E6. Tel: (514) 526-2831. Telex: 055-61375. Pres. & Dir. Gen.: Carole Rich; Ass't: Irene Burdyl. (Distributed by London)

Labels: **(Owned)** Bouquet, Carats, Fleur, Foreign Exchange, Quatre Saisons, Sterling.

P M, see Post Meridiam.

Pablo, see RCA.

Pablo Live, see RCA.

Pacific, see WEA.

Pacific Jazz, see Capitol.

Pamplemousse, see Cosmic.

Parachute, see Polygram.

Paradise, see WEA.

Paragon, see Word.

Parrot, see London.

Passport, see GRT.

Pathe, see Capitol.

Penny, see Holborne.

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Periwinkle Recs., 1262 Don Mills Rd., Suite 3A, Don Mills, Ont. M3B 2W7. Tel: (416) 445-0878.

Peters Int'l Canada Ltd., 1608 The Queensway, Toronto, Ont. M8Z 1V4. Tel: (416) 259-5029.

Home office: USA.

Labels: (Owned) Aris, Cosmos, Kronos, Lars, Peters Int'l

Petra, see Praise.

Phase 4, see London.

Philadelphia Int'l, see CBS.

Philips, see London & Polygram.

Philly Groove, see RCA.

Philo, see London.

Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: 06-963-629. Pres.: Jim Trainor; Gen. Mgr.: Laurence Heselton.

Branches: **Calgary, Alta.**, 4718 14 St. NE. Postal Code: T2E 6L7. Tel: (403) 276-5543. Sales Rep.: Brian Burrows—**St-Laurent, P.Q.**, Place Trans Canada, Suite 223A, 7033 Trans Canadienne. Postal Code: H4T 1S2. Tel: (514) 337-1022. Sales Rep.: Pierre St. Georges.

Labels: (Owned) Frontenac, New Ventures, Phonodisc; (licensed foreign) Ashtree, Audiofidelity, Chiaroscuro, Gull, Image, Improv, Pye, Radar, Sydney Thompson; (distributed—not licensed) Dice

Pickwick Recs. of Canada Ltd., 106-108 McMaster Ave., Ajax, Ont. L1S 2E7. Tel: (416) 683-1466. Telex: 06-981378. Gen. Mgr.: Alan Reid; Nat'l Mdsgr. Mgr.: Allan Matthews.

Labels: (Owned) Hilltop, Mr. Pickwick, Pickwick, Quintessence, (licensed) Camden, Gala, Sessame Street.

Pilgrim Praise, see Pilgrim Recs.

Pilgrim Recs., Box 189, Sta. W., Toronto, Ont. M6M 4Z9.

Tel: (416) 746-1991. Mng. Dir.: Paul J. Young.

Branch: **New Westminster, B.C.**, 231 Queens Ave., Postal Code: V3L 1J7. Tel: (604) 524-3565. Mktg. Consultant: Sandford E. Tompson.

Labels: (Owned) Grapevine, Little Pilgrim, The Master's Collection, Pilgrim, Pilgrim Praise, Sharon.

Pingouin, see London.

Planet, see WEA.

Plantation, see Quality.

Playboy, see Quality.

Pleiad, see WAM.

Polydor, see Polygram.

Polygram Inc., 6000 Cote de Liesse, St-Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: 05-825690. TWX: (610) 421-3509. Pres.: Tim Harold; VP Finance: Peter Erdmann; VP Sales & Mktg.: Dieter Radecki; VP Prod. Mgmt.: Leo da Silva; Classical Mktg. Dir.: Vassilios Pollakis; English A&R Mgr.: Larry Mayson; French Prod. A&R Dir.: Yvan Gadoua; Prod. Mgrs.: Derek Steede, Michael Theriault; Nat'l Promo. Mgr. & Disco Contact: Bob Ansell; General Opns. & Systems: Don Wedge; Eastern Region Sr. Mgr.: Gaston Careau; Promo. Mgr.: Pierre Parent.

Branches: **Calgary, Alta.**, 105 Bow Valley Square 1, 202 Sixth Ave. SW. Postal Code: T2P 2R9. Tel: (403) 265-5007. Telex: 03-821859. Sr. Reg'l Mgr.: Ken Graydon; Promo. Mgr.: Harry Hrabinsky—**Vancouver, B.C.**, 805 W. Broadway, Mezzanine. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: 045-4410. Branch Mgr.: Peter Behnke; Promo.: Monica Netupsky—**Winnipeg, Man.**, 3 Donald St., Suite 304. Postal Code: R3L 2P6. Tel: (204) 453-4048. Telex: 07-55306. Promo.: Nancy Pellick—**Toronto, Ont.**, Etobico Tower, 7th flr., 555 Burnhamthorpe Rd. W., Etobicoke M9C 2Y3. Tel: (416) 622-6680. Telex: 06-967755. Nat'l Accounts Dir.: Alun Elias; Reg'l Sales Mgr.: Herb Bradley; Reg'l Promo.: Wendy Lockwood, Gerry Young.

Labels: Barclay (France), Capricorn (USA), Casablanca (USA), Chocolate City (USA), DG (Germany), De-Lite (USA), Direction, EGG (France), Festivo, Lone Star (USA), MGM (USA), Mercury (USA), Parachute (USA), Philips (Netherlands), Polydor, RSO (USA), Raal (France), Resonance, Riviera (France), Rockland (USA), Spring (USA), TGO, Verve (France), Virgin (UK), Voyage (France), Zappa (USA).

Pops Update, see Intermodal.

Portrait, see CBS.

Posterity, see TCD.

Posterity/Woodshed, see TCD.

Post Meridien Prod'ns Ltd., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 534-7951. Pres.: Gene Perla; Dir.: Lois Oki.

Home office: USA, PM.

Label: (Owned) PM.

Praise Recs. of Canada Ltd., 6979 Curragh Ave., Burnaby, B.C. V5T 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.

Labels: (Owned) Faith, Horizon, Praise, Quest, Quest Organ Master; (licensed—foreign) Listen Foundation, Maranathal, New Life, Petra (all USA).

Int'l reps.: UK (Fisher Folk), USA (Creative Sound, Herold, Lamb, Star Song).

Prelude, see Quality.

Private Stock, see Quality.

Prodigal, see Motown.

Project 3, see London.

Psi Recs., 1747 W. Third Ave., Vancouver, B.C. V6J 1K7. Tel: (604) 732-3761.

Pure Gold, see RCA.

Pye, see Phonodisc.

Q C A, see RCA.

Quadradis, see RCA.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; VP Finance: David Ford; VP Mfg.: Ron Gardner; Mktg. Dir.: Barry Stafford; A&R Dir.: John Driscoll; Bus. Affairs Mgr.: Nadine Langlois.

Branches: **Calgary, Alta.**, 4524 Manilla Rd. SE. Postal Code: T2G 4B7. Tel: (403) 243-0252. Mgr.: John Davies—**Winnipeg, Man.**, Galt Bldg., 4th fl. Postal Code: R3B 0R7. Tel: (204) 943-6563. Mgr.: Chuck Porter—**Toronto, Ont.**, 130 Mack Ave. Postal Code: M1L 4P5. Tel: (416) 698-5643. Mgr.: Barry Stafford; Promo. Frank Daller—**Montreal, P.Q.**, 2215 Beaconsfield Ave. Postal Code: M4A 2G9. Tel: (514) 481-1167. Promo. & A&R: Gaston Gravel.

Labels: (Owned) Birchmount, Broadland, Celebration,

Quality, Ringside; (licensed domestic) MWC, Skyline; (licensed foreign) AVI, Ariola, Buddha, Con Brio, Gusto, H&L, Hansa, Kama Sutra, King, Millennium, Plantation, Playboy, Prelude, Private Stock, Ranwood, Roulette, SSS Int'l, Scorpion, Starday.

Quatre Saisons, see PCRL & London.

Quest, see Praise.

Quest Organ Master, see Praise.

Quintessence, see Pickwick.

R C A Ltd. (Rec. Div.), 101 Duncan Mill Rd., Suite 300, Don Mills, Ont. M3B 1Z3. Tel: (416) 449-9500. Telex: 06-986577. TWX: (610) 492-4746. VP & Gen. Mgr.: J. Edward Preston; Pres. Sunbury-Dunbar Jack Feehey; Creative Affairs & Int'l Dir.: Andy Napp; Opns. Servs. Dir.: K.R. Gillies; Finance Dir.: David Long; Mktg. Servs. Mgr.: Wayne R. Jordan; Mktg. Dir.: John Ford; Studio Mgr.: Edward T. Traynor.

Branches: **Calgary, Alta.**, 4432 10 St. NE. Postal Code: T2E 6K3. Tel: (403) 276-8231. District Sales Mgr.: J. Fotheringham—**Vancouver, B.C.**, 2876 Rupert St. Postal Code: V5M 3T7. Tel: (604) 438-7172. District Sales Mgr.: Leigh Alden—**Winnipeg, Man.**, 1320 Church Ave. Postal Code: R2X 1G4. Tel: (204) 633-2666. Sales Rep.: Robert Tait—**Halifax, N.S.**, 3611 Commission St. Postal Code: B3V 2X1. Tel: (902) 455-8015. District Sales Mgr.: H. Josey—**Scarborough, Ont.**, 680 Progress Ave., Unit 1. Postal Code: M1H 3E5. Tel: (416) 438-9882. District Sales Mgr.: G. Murphy—**Montreal, P.Q.**, PO Box 987, Tour La Cite, 300 Leo Parizeau. Postal Code: H2W 2N1. Tel: (514) 849-3251. District Sales Mgr.: R. Galibois.

Labels: (Owned) Bluebird (USA), Canada Int'l, Centennial, Club Series, Golden Greats, Gold Seal (USA), Gold Standard, Legendary Performers (USA), Uryx, Lotus, Pure Gold, Quadradis, RCA (USA), Red Seal (USA), Vault Treasure, Victor (USA), Victrola (USA), Vik; (licensed domestic) Caparo, Carriere, Carrousel, Champagne, Damon, Fantel, Formula 1, Mustard, Sesame, Special, Tambo, 36; (licensed foreign) Baby (Italy), Bang (USA), Black & White (France), Bluestime (France), Bullet (USA), Butterfly (USA), CTI (USA), Champion (USA), Chi-Sound (USA), Colgems (USA), DRG (USA), Erato (France), Free Flight (USA), GEM (UK), Gem Toby (USA), Gold Mind (USA), Good Earth (USA), Grit (USA), Grunt (USA), Hologram (USA), Ibis (USA), Island (USA), Jare Int'l (France), Kudu (USA), Malaco (USA), Mango (USA), Matronome (USA), Midsong Int'l (USA), Ovation (USA), Pablo (USA), Pablo Live (USA), Philly Groove (USA), OCA (USA), Republic (USA), Roadshow (USA), Salvation (USA), Saravah (France), Sirrocco (France), Solar (USA), Tattoo (USA), Three Brothers (USA), Tom n Jerry (USA), Tortoise Int'l (USA), Trema (France), 20th Century-Fox (USA), Windsong (USA), Wooden Nickel (USA), Zagora (France).

R E L, see CBS.

R K M, see Attic.

R S O, see Polygram.

Raal, see Polygram.

Radar, see Phonodisc.

Ranch House, see Intermodal.

Ranwood, see Quality.

Rare Earth, see Motown.

Red Seal, see RCA.

Reprise, see WEA.

Republic, see RCA.

Resonance, see Polygram.

Richmond, see London.

Ringside, see Quality.

Riot, see London.

Rising Recs. Ltd., 111 Peter St., Suite 204, Toronto, Ont. M5V 2H1. Tel: (416) 363-4343. Pres.: Robert H. Hahn. (Distributed by London)

Labels: (Owned) Cubbyhole, Rising.

Riviera, see Polygram.

Roadshow, see RCA.

Rockburgh, see Attic.

Rockland, see Polygram.

Rodeo, see London.

Rolling Stones, see WEA.

Rosa, see London.

Roulette, see Quality.

Royalty Recs. of Canada Ltd., 9229 58 Ave., Edmonton, Alta. T6E 0B7. Tel: (403) 436-0665. Pres.: Jack Dubasz; VP: R. Harlan Smith; Sales Mgr.: Ian Douglas; Pub. Dir.: Brenda Rudiger.

Int'l reps.: Ireland (Emerald), UK (Emerald).

S G M Recs. Ltd., PO Box 34374, Sta. D, Vancouver, B.C. V6J 4P3. Tel: (604) 879-7255.

S S S Int'l, see Quality.

Sackville Rec'gs, PO Box 87, Sta. J, Toronto, Ont. M4J 4X8. Tel: (416) 368-3149. Chief Execs.: John Norris, William E. Smith.

Labels: (Owned) Sackville; (licensed) Dawn Club, Onari.

Int'l reps.: Denmark (SteepleChase), Germany (International Music Serv.), Italy (Hi-Fi), Japan (Victor), Switzerland (America Sound, Plainisphere), UK (Jazz Horizons), USA (Rick Ballard, City Hall, House Dist., Kinnard, New Music, Record People, Rounder, Tanti).

Sacred, see Word.

Sacred Songs, see Word.

Safari, see Attic.

Salsoul, see RCA.

Salvation, see RCA.

Saravah, see RCA.

Scorpion, see Quality.

Scotti Bros., see WEA.

Select, see Archambault.

Seraphim, see Capitol.

Sesame, see RCA.

Sesame Street, see Pickwick.

Sevots, see World Recs.

Sharon, see Pilgrim Recs.

She, see WEA.

Sire, see WEA.

Sirrocco, see RCA.

Sky, see London.

Skyline, see Quality.

Smile Recs. (div. of Northern Light & Sound Entertainment Corp.), 1659 Bayview Ave., Toronto, Ont. M4G 3C1.

Tel: (416) 485-1157. Pres.: David Coutts; VP A&R &

Promo.: Brian Ayres; VP Mktg.: John Watt.

Solar, see RCA.

Solid Rock, see Word.

Soul, see Motown.

Soul Vista, see Brian Millan.

Soundaround, see Calart.

Source, see MCA.

Sparrow, see Word.

Special, see RCA.

Spring, see Polygram.

Springwater Prod'ns Ltd., 56 Clinton St., Guelph, Ont. N1H

5G5. Tel: (519) 824-7885. Pres.: Homer Hogan; VP:

Dorothy Hogan.

Starday, see Quality.

Stereo Treasury, see London.

Sterling, see PCRL.

Stony Plain Rec'g Co. Ltd., 9108 116 St., Edmonton, Alta.

T6G 1P9. Tel: (403) 433-7426. Mng. Dir.: Holger Petersen;

Bus. Mgr.: Alvin Jahns. (Distributed by London)

Labels: (Owned) Stony Plain; (licensed foreign) Flying

Fish (USA), Music is Medicine.

Int'l reps.: Central America (Dideca), Japan (Trio), USA

(First American).

Studio SM, see Archambault.

Summit, see Word.

Sun-Scape Recs., PO Box 793, Sta. F, Toronto, Ont. M4Y

2N7. Tel: (416) 221-2461. Gen. Mgr./Co-ord.:

Amedeo Barbini; Sales Mgr.: Valerie Webster.

Int'l branch: USA.

Sunset, see Capitol.

Swan Song, see WEA.

Sweet City, see CBS.

Syntonic Research (USA), see TCD.

T C D Recs. & Tapes Ltd., 1050 Baxter Rd., Ottawa, Ont.

K2C 3P1. Tel: (613) 820-1224. Pres.: Harvey Glatt;

Bus. Mgr.: Neil McVean; Sales Mgr.: Colin Cross;

Prod'n Mgr./Buyer: Richard Spearman.

Labels: (Owned) Posterity; (licensed) Adelphi (USA),

Kicking Mule (USA), Posterity/Woodshed, Syntonic Research

(USA), Transatlantic (UK).

Int'l reps.: USA (Adelphi, Cream).

T G O, see Polygram.

T K, see CBS.

T-Neck, see CBS.

T S O P, see CBS.

Tabu, see CBS.

Talisman, see London.

Tamla, see Motown.

Tappan Zee, see CBS.

Tattoo, see RCA.

Tee Vee Recs. Inc., 60 Bullock Dr., Markham, Ont. L3P 3P2.

Tel: (416) 294-4603.

Branch: **Edmonton, Alta.**, 1021 Toronto Dominion

Tower. Tel: (403) 422-5366.

Int'l branch: USA.

Telefunken, see London.

Telson, see London.

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Tembo, see RCA.
36, see RCA.

Bruce Thompson Music Corp. Ltd., PO Box 2248, Calgary, Alta. T2P 2M7. Tel: (403) 269-7270. Pres. & Gen. Mgr.: Bruce Thompson; Promos. Mgr.: C. Montoya.
Labels: (Owned) Circa, Living Water.

Sydney Thompson, see Phonodisc.

Three Brothers, see RCA.

Threshold, see London.

Tomato, see GRT.

Tom n Jerry, see RCA.

Tortoise Int'l, see RCA.

Transatlantic (UK), see TCD.

Trema, see RCA.

Trionon, see Archambault.

True North Recs., 98 Queen St. E., Suite 2B, Toronto, Ont. M5C 1S6. Tel: (416) 364-6040. Contacts: Bernard Finkelstein, B.C. Fiedler. (Distributed by CBS)

20th Century-Fox, see RCA.

U K, see London.

Umbrella Recs. (div. of Nimbus 9 Prod's Ltd.), 39 Hazelton Ave., Toronto, Ont. M5R 2E3. Tel: (416) 961-9688. Telex: 06-22364. Mgr.: Wendy Shore.

Int'l reps.: Australia (MR Acoustics), Austria & East European Countries (Hi-Fi), EEC & Middle East countries (Quadrail in UK), Malaysia (United Bearings), Singapore (United Bearings), UK (Quadrail), USA (Audio-Technica).

Unidisc, see Archambault.

United Artists, see Capitol.

Unlimited Gold, see CBS.

V I P, see Able & London.

V V Prod's Ltd., 2433 Rue L.O. David, Montreal, P.Q. H2E 1M2. Tel: (514) 729-4277/7977. Pres.: Vincent Ciabrone.

Val, see Velerio.

Vamp, see Velerio.

Vault Treasure, see RCA.

Velerio Americana Recs., 79 Lunness Rd., Toronto, Ont. M8W 4M7. Tel: (416) 259-9182. Mng. Dir.: Jose Osana.

Labels: (Owned) Val, Vamp, Velerio.

Versailles, see CBS.

Verve, see Polygram.

Victor, see RCA.

Victrola, see RCA.

Vinyl, see London.

Virgin, see Polygram.

Vista, see Walt Disney.

Vogue, see GRT.

Voyage, see Polygram.

W A M Music Corp. Ltd., 901 Kenilworth Rd., Montreal, P.Q. H3R 2R5. Tel: (514) 341-6721. Chief Execs.: Leon Aronson, Dixon Van Winkle. (Also see London)

Labels: (Owned) Pleiade (Disques), WAM.

W E A Music of Canada Ltd., 1810 Birchmount Rd., Scarborough, Ont. M1P 2J1. Tel: (416) 291-2515. Cable: WEATOR. Telex: 24534. Pres.: Ken Middleton; Exec. VP: Ross Reynolds; VP Mktg.: Don Grant; Bus. Af-

fairs: Joe Edwards; Controller: D. Kollar; Nat'l Sales Mgr.: A. Abbate; Nat'l Promo. Mgr.: Larry Green; English A&R: G. Muth; Artist Relations: R. Desjardins; Local Branch Mgr.: M. Gaitt.

Branches: Calgary, Alta., 6325 12 St. SE., Unit 7. Postal Code: T2H 2K1. Tel: (403) 259-3000. Western Reg'l Mgr. Alex Clark—Vancouver, B.C., 40 E. Fifth Ave. Postal Code: V5T 1G8. Tel: (604) 879-8681—Winnipeg, Man., 24 Stevenson Rd., St. James R3H 0H8. Tel: (204) 633-9284. Mgr.: Don Coward—Montreal, P.Q., 735 Renaud Ave., Dorval. Tel: (514) 697-7440. Mgr.: R. Belec.

Labels: (Owned) Asylum, Atco, Atlantic, Big Tree, Cotillion, Elektra, Nonesuch, Reprise, Warner Bros.; (Licensed) Bearsville, Beggars Banquet, Dark Horse, Disc-Reet, ECM, Famous Charisma, Finnadar, Little David, Mantecore, Pacific, Paradise, Planet, Rolling Stones, Scotti Bros., She, Sire, Swan Song, Warner Curb, Warner-Spector, Westbound, Whitfield, Wing & A Prayer (all USA).

Warner Bros., see WEA.

Warner Curb, see WEA.

Warner-Spector, see WEA.

Westbound, see WEA.

Whitfield, see WEA.

Windsong, see RCA.

Wing & A Prayer, see WEA.

Wiril, see Holbrooke.

Wonderland, see London.

Wonderworld, see Word.

Wooden Nickel, see RCA.

Word Recs. Ltd., 250 SW Marine Dr., Vancouver, B.C. V6B 4B5. Tel: (604) 321-6785. Pres. & Adv. Dir. Gerry B. Scott. VP: J. E. Scott, Sales & Mktg.: Phil Crofton, Doug Stark, Don Harbridge, Carl Teeple, Dwayne Daku, Lowden Ashley.

Int'l branch: USA.

Branches: Edmonton, Alta., 4332 114 A St. Postal Code: T6S 1N7. Tel: (403) 436-5956—London, Ont., 152 Wellesley Crescent. Postal Code: N5V 1J7. Tel: (519) 455-2097.

Labels: (Owned) Canaan, Century, Image VII, Myrrh, Sacred, Word, (distributed) Dayspring, Good News, Janz, Jim, Lamb & Lion, Light, Manna, NewPax, New Song, Paragon, Sacred Songs, Solid Rock, Sparrow, Summit, Wonderworld.

World Pacific, see Capitol.

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Toronto Tel: (416) 686-2828. Pres.: William Hewson; Gen. Mgr.: Bob Stone.

Labels: (Owned) Audat, CTL, Sevoté, World.

Wow, see London.

Zagora, see RCA.

Zappa, see Polygram.

Ashley Music (PRO), see Black & White.
Athenas Music, see Chappell—Chappell.
Attic Publ'g Group, 98 Queen St. E., Toronto, Ont. M5C 1S6. Tel: (416) 862-0352. Telex: 06-21985. Pres.: Alexander Mair; Prof. Mgr.: Lorraine Hume.
Int'l firms represented: Arista/Carers Music (USA), Roger Cook Music (USA), Lollipop Music (Germany), Medicine Hat Music (USA), RPM (Netherlands), State Music (UK).

Int'l reps.: Australia (Essex, Rondor), France (Claude Pascal, Germany (Global), Netherlands (April), UK (ATV, RMO).

Axehandle Music, see Chappell—Chappell.

Axe Music (CAPAC), 70 Craighurst Ave., Toronto, Ont. M4R 1J8. Tel: (416) 481-2922. Pres. & Prof. Mgr.: Greg Hambleton.

Int'l rep.: Australia (Image Music).

B A T Music Ltd., see Chappell—Chappell.

B D M Music Ltd., see Chappell—Chappell.

B + 3, see Montana.

Ba-Be-Bi-Bo-Bu (Les Eds.), see Chappell—Chappell.

P E Baker Music Ltd., see Chappell—Chappell.

Bald Mountain, see Chappell—Bregman Vocco & Conn.

Banner Music, see Chappell—Chappell.

Barnass Music Ltd., see Chappell—Chappell.

Barwin Music, see Chappell—Chappell.

Basse-Ville (CAPAC), see Intermede.

Beaver Mountain Music (PRO), see Morning.

Bedford, see Chappell—Edwin H. Morris.

Beechwood Music of Canada (PRO), see Screen Gems listing in USA.

Charles Begg, see Chappell—Chappell.

Begonia Melodies Inc., see Chappell—Chappell.

Belinda (Canada) Ltd., see Chappell—Chappell.

Belsize Park Music (PRO), see Axe.

Benaventure Music Publ'g Co., see Chappell—Chappell.

Benton Publ'ns, see Chappell—Chappell.

Berandol Music Ltd (PRO), 11 St. Joseph St., Toronto, Ont. M4Y 1J8. Tel: (416) 924-8121.

Int'l firms represented: Hargail (USA), Universal (UK).

Int'l reps.: Australia (Boosey & Hawkes), Japan (Zen-On), UK (Universal).

Irving Berlin, see Chappell.

Betanne Music Publ'g Co. (CAPAC), see Halben.

Big Bay Music (PRO), see Attic.

Big Beat, see Chappell—Chappell.

Big Fuss Music (PRO), see WAM & Chappell.

Big Heather, see Chappell—Chappell.

Big Sandy, see Chappell—Chappell.

Big Six Music Co., see Chappell.

Big Three Music (Canada) Ltd. (CAPAC), see UA Music.

Black & White Music (CAPAC), 121 Don Park Rd., Markham, Ont. L3R 1C2. Tel: (416) 495-1905. Telex: (06) 986816. Pres.: Gary Salter, Gen. Mgr.: Doreen Elmironski.

Int'l firms represented: Arabella, Butterfly, Siegel (all Germany).

Blackwing Music Ltd. (CAPAC)—Pres.: Murry McLaughlin; Gen. Mgr.: Bernie Finkelstein; Prof. Mgr.: Bernie Fiedler—see Golden Mountain.

Blackwood Music (Canada) Ltd. (PRO), see April Music.

Ben Bloom Music Corp., see Chappell—Chappell.

Karl Blore Music, see Chappell—Chappell.

Blue Fame Music, see Chappell—Chappell.

Blue Rose Music (CAPAC), see Axe.

Blue River Music Inc., see Chappell—Edwin H. Morris.

Bondola, see Chappell—Chappell.

Bottom Line Music, see Chappell—Chappell.

Brackenjuice Music, see Chappell—Chappell.

Bradshaw, see Chappell—Edwin H. Morris.

Brandy Publ'g (PRO), see Core.

Brass Bad Publ'g (CAPAC), see Almo/Irving.

Bregmont Music Corp., see Chappell—Chappell.

Bregman, Vocco & Conn, see Chappell.

Breton-Cyr (CAPAC), see Intermede.

British Columbia Music (PRO), see Mushroom Recs.

Broccoli Ballads (PRO), see Tomato Tunes.

Brown Trout Music, see Chappell—Chappell.

Bruce Music Ltd., see Chappell—Chappell.

Brunin, see Chappell—Chappell.

Burdin Music, see Chappell—Chappell.

Burke & Van Heusen Inc., see Chappell—Edwin H. Morris.

Burlington Music of Canada Ltd. (CAPAC), 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350.

Home office: England, Burlington-Palace Group.

Int'l branches: Australasia (Palace in Australia), Austria (Burlington), Benelux (Palace in Netherlands), France (Palace), Germany (Burlington), Italy (Palace), Orient (Burlington-Palace in Hong Kong), Portugal (Burlington), Scandinavia (Palace in Sweden), Spain (Burlington), Switzerland (Palace), USA (Burlington/Felsted).

Burthen, see Chappell—Chappell.

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Butler Music Corp., see Chappell—Chappell.

Buxton Hill, see Chappell—Chappell.

Cabot Trail Music (CAPAC), see Morning.

Cakewalk, see Chappell—Bregman Vocco & Conn.

Canadiana Music, see Chappell—Chappell.

Canadian Brass Publ'ns (CAPAC), see Morning.

CanCon Music (PRO), see Rising.

Capitol Music of Canada (CAPAC), see Screen Gems listing in USA.

Capri Music Ltd., see Chappell—Chappell.

Captain Beaky Music Ltd., see Chappell.

Captain Marvel Music, see Chappell—Chappell.

Carmel, see Chappell—Edwin H. Morris.

Carnaby Music Ltd., see Chappell—Chappell.

Carricatum (CAPAC), see Intermede.

Carthay Music Inc., see Chappell—Chappell.

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Caveat Music Publ'ns Ltd. (PRO), see E.C. Kerby.

Cee & Cee Music (CAPAC), see Berandol.

Celebrity, see Chappell—Chappell.

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A & R Publ'g Co. Ltd., see Chappell.

A T V Music Publ'g of Canada Ltd., 14 Dundonald St., Toronto, Ont. M4Y 1K2. Tel: (416) 967-3375. Gen. Mgr.: Bernard Solomon. (Administered by Cherry Lane Music in USA).

Abigail Music Ltd., see Chappell—Chappell.

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Ah! Music, see Chappell—Chappell.

Ailes Du Nord (PRO), see Intermede.

A La Portee (CAPAC), see Intermede.

Alexscar Music, see Chappell—Chappell.

Algord Music Ltd. (CAPAC), 372A Yonge St., Toronto, Ont. M5B 1S6. Tel: (416) 597-0066.

Alicia Musik (CAPAC), see Intermede.

Alltime Music Co., see Chappell—Chappell.

Almo/Irving Music Of Canada Ltd. (CAPAC, PRO), 939 Warden Ave., Scarborough, Ont. M1L 4C5. Tel: (416) 752-7191. Telex: 06-963652. VP: Gerry Lacoursiere.

Int'l rep.: Worldwide excluding US & Canada (Rondor).

Alphaventure Music Publ'g Co., see Chappell—Chappell.

Ancre (CAPAC), see Intermede.

Anderssen Music (CAPAC), see SMCL.

Andval Music Co., see Chappell—Edwin H. Morris.

Anglo-Pic Music, see Chappell—Chappell.

Angry Giant, see Chappell—Bregman, Vocco & Conn.

Anandale Music Co., see Chappell—Edwin H. Morris.

Antique Music, see Chappell—Chappell.

Antrim Publ'ns, see Chappell—Chappell.

Antrim Music (PRO), PO Box 4486, Vancouver, B.C. V6B 3Z8. Tel: (604) 681-8311. Gen. Mgr.: Les Weinstein.

Int'l rep.: Worldwide exclusive of Canada & USA (Essex).

Aout (PRO), see Intermede.

April Music (Canada) Ltd. (CAPAC), 160 Milner Rd., Scarborough, Ont. M1S 3R3. Tel: (416) 292-9972. Cable: COLRECORD. Dir.: Wayne Patton; Opns. Mgr.: Vivien E. Hicks.

Int'l firms represented: April (Australia, Belgium, France, Germany, Israel, Italy, Japan, Netherlands, Spain, Sweden, South Africa, UK, USA), Blackwood (Greece), Favorite (Yugoslavia), Melograf (Argentina), Ed. Latino Americana (South America), Mundo Musical (Brazil, Costa Rica, Mexico, Venezuela).

Int'l reps.: Belgium (April), USA (April Blackwood).

Aquarius Recs. Ltd. (CAPAC), 354 Youville St., Montreal, P.Q. H2Y 2C3. Tel: (514) 284-1001. Telex: 055-60958. Pres.: Terry Flood; Gen. Mgr.: Dan Lazare.

Archambault Inc. (Ed.) (CAPAC), 500 St. Catherine St. E., Montreal, P.Q. H2L 2C6. Tel: (514) 849-6201. Cable: ARCHMUSIC. Co-Owner & Gen. Mgr.: Rosaire Archambault.

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- Checkmate Music, see Chappell—Chappell.
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- Jean Chevrier (CAPAC), see Intermede.
- Chien Noir (CAPAC), see Intermede.
- Chinguacusey Music (PRO), see Fivetake Group.
- Chinook Music Publ'g (PRO), Box 269, RR 1, Bentley, Alta. T0C 0J0. Tel: (403) 748-2673. Pres. & Gen. Mgr.: Dick Damron.
- Chrissica Music, see Chappell—Chappell.
- Cirrus Music (PRO) (div. of Nimbus 9 Prod'ns Ltd.), 39 Hazelton Ave., Toronto, Ont. M5R 2E3. Tel: (416) 961-9688. Pres.: Jack Richardson; Exec. VP: H.A. Macmillan.
- Int'l affiliates:** Septima Music Inc. (BMI), Trillium Music Inc. (ASCAP) (both USA).
- Int'l reps.:** Australia (Image), Austria (Rudolf Slezak in Germany), Belgium (Universal Songs), Central America (CBS in USA), Czechoslovakia (Rudolf Slezak in Germany), France (Alto), Germany (Rudolf Slezak), Greece (Grecophon), Israel (Ilsrazemer), Italy (RCA), Japan (Asia), Netherlands (Universal Songs), New Zealand (Image in Australia), Poland (Rudolf Slezak in Germany), Scandinavia (Sweden Music in Sweden), South Africa (Laetrec), South America (CBS in USA), Spain (Armonico), Switzerland (Rudolf Slezak in Germany), USA (Septima).
- Clara, see Chappell—Chappell.
- Roy Clark Music, see Chappell—Chappell.
- Clayhall Publ'g (CAPAC), see Black & White.
- Clondyke Music Ltd., see Chappell—Chappell.
- Cloud Cuckoo Songs Ltd., see Chappell—Chappell.
- Cofranc Music Publ'g Corp. (PRO)—Pres.: Franco Colombo—see E.C. Kerby.
- Comstock Music Inc., see Chappell—Chappell.
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- Condor Music Corp. Ltd., 1145 Bellamy Rd. N., Toronto, Ont. M1H 1H5. Tel: (416) 438-9211.
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- Consonant Music Inc., see Chappell—Edwin H. Morris.
- Cool Springs Publ'g Co. Inc., see Chappell—Chappell.
- Core Music Publ'g (CAPAC), c/o Oak Manor, PO Box 1000, 12261 Yonge St., Oak Ridges, Ont. L0G 1P0. Tel: (416) 881-3212. Telex: 06-9866530. Pres.: Vic Wilson.
- Corinth Music (PRO)/Tarana Music (CAPAC) (div. of GRT of Canada Ltd.), 3816 Victoria Park Ave., Willowdale, Ont. M2H 3H7. Tel: (416) 497-2340. Telex: 065-25321. Pres.: Gord Edwards; Mgr.: Jeanne Easton.
- Int'l firm represented:** Charisma (UK), Lady Casey (USA).
- Int'l reps.:** France, Italy, Japan, South Africa, USA (Interworld).
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- Cosmic Echoes Publ'g Co., see Chappell—Chappell.
- Country Line Music, see Chappell—Chappell.
- Country Mornin' Music, see Chappell—Chappell.
- Crea Sound Ltd., 5275 Rue Berri, Montreal, P.Q. H2J 257. Pres.: Louis Delacour.
- Int'l reps.:** Belgium (Multisound), France (Sonimage), Germany (Sonoton), Netherlands (Holland Music), Portugal (Musiteca in Spain), Spain (Musiteca), Switzerland (Dorema).
- Creemore Music (CAPAC), see Fivetake Group.
- Crement Street Music, see Chappell—Chappell.
- Crisch Music (PRO), 2364 Sherbrooke E., Montreal, P.Q. H2K 1E6. Tel: (514) 526-2831. Telex: (055) 61375. Pres.: Carole Risch; Gen. Mgr.: Irene Burdyl.
- Crisco Music, see Chappell—Chappell.
- Crited Music Inc., see Chappell—Chappell.
- Critremfort Music, see Chappell—Chappell.
- Crowfoot Music, see Chappell—Chappell.
- Crown Vetch Music Ltd. (CAPAC), see Morning.
- Cutbank Music, see Chappell—Chappell.
- Cyprine (CAPAC), see Intermede.
- D & L Music Publ'ns (PRO), 55 S. Cumberland St., Thunder Bay, Ont. P7B 2T6. Tel: (807) 344-7963. Pres. & Prof. Mgr.: Don Grashey.
- Int'l reps.:** Benelux, France, Italy, Portugal, South Africa, Spain, UK (Mervyn Music in UK); USA (Cedarwood, Screen Gems-EMI).
- Danboro Publ'g Co. (PRO) (div. of Optam Ltd. V. PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres.: John Rodney; VP: Evelyn Rodney.
- Dar-Jen Music, see Chappell—Bregman Vocco & Conn.
- Darla Music, see Chappell—Bregman Vocco & Conn.
- David Synthesizer Publ'g (CAPAC), see Black & White.
- Dawn of Creation Music Publ'g Co. (PRO), PO Box 452, Cambridge, Ont. N1R 5V5. Tel: (416) 924-8121. Pres.: Robert Liddell; Prof. Mgr.: Ralph Cruickshank.
- Debarc Music (PRO), see Morning.
- Deer Park Music (CAPAC), 2 St. Clair Ave. W., Toronto, Ont. M4V 1L6. Tel: (416) 924-1411.
- Delaware, see Chappell—Bregman Vocco & Conn.
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- 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.
- Direct Music Publ'ns, 65-B Emmett Ave., Suite 1011, Toronto, Ont. M6M 2E5. Tel: (416) 247-5910. Contact: Jay Hunt.
- Home office:** USA.
- Directors Co., see Chappell—Chappell.
- Walt Disney Music (Canada) Ltd., 2323 Yonge St., Toronto, Ont. M4P 2C9. Tel: (416) 486-1166.
- Hugh Dixon Music Org. (PRO), 292 Lorraine Dr., Baie d'Urfe, P.Q. H9X 2R1. Tel: (514) 457-5959. Pres. & Gen. Mgr.: Hugh D. Dixon.
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- Dorella, see Chappell—Chappell.
- Dorsey Bros. Music Inc., see Chappell—Edwin H. Morris.
- Do-Sol Publ'g (Eds.) (PRO), 990-A Chatelaine, Chomedey, Laval, P.Q. H7W 4J4. Tel: (514) 688-2074. Pres. & Prof. Mgr.: M. Robert Salagan.
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- Down Music, see Chappell—Bregman Vocco & Conn.
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- Dyna Music (CAPAC), see Morning.
- Dynatone Publ'g Co., see Chappell—Chappell.
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- Earth Born Music Inc. (PRO), see Halben.
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- Eddie, see Chappell—Chappell.
- El Patricio Music, see Chappell—Chappell.
- Elsinore Music (PRO), 8553 Main, Vancouver, B.C. V5X.
- Elsinore Music (PRO), see Rising.
- Emarcy Publ'g Inc., see Chappell—Chappell.
- Empire Music Co. (PRO), 8553 Main, Vancouver, B.C. V5X 3M3. Tel: (604) 324-7732.
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- Enteka (CAPAC), see Intermede.
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- Era, see Chappell—Chappell.
- Espor (CAPAC), see Intermede.
- Etnos (CAPAC), see Intermede.
- Euphonie Music Publ'g (CAPAC), 61 Clinton St., Toronto, Ont. M6G 2Y4. Tel: (416) 533-7854. Exec.: Barry Kaplan.
- Evie Music, see Chappell—Chappell.
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- 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 3X1. Tel: (416) 576-0250. Pres.: William Hewson; Gen. Mgr.: Bob Stone.
- Fivetake Music Ltd. (PRO), see Fivetake Group.
- Fogo Music (CAPAC), see Morning.
- Foresite Music, see Chappell—Chappell.
- Forestful of Music Ltd., see Chappell—Chappell.
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- Frank Furtado Ed. (PRO), see Intermede.
- G & C, see Chappell—Chappell.
- G R S Music & Rec. Group, 323 Steelcase Rd. Markham, Ont. M2J 4K3. Tel: (416) 475-1517. Chief Exec.: Gil Wilshire.
- Home office:** USA.
- Lucien Gagnon (PRO), see Intermede.
- 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.
- Gangland Music Inc., see Chappell—Chappell.
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- 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.
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- Gone Fishin' Music Ltd. (PRO), 6945 Isleview 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).
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- Alex Groschak Music Publ'g (PRO), see Morning.
- Growl Music, see Chappell—Chappell.
- Hagood Hardy Music (PRO), see Attic.
- Bob Hahn Prod'ns Ltd., 111 Peter St., Suite 204, Toronto, Ont. M5V 2H1. Tel: (416) 363-4343. Pres.: Robert H. Hahn.
- Int'l rep.:** Laurentian—USA (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.
- Halcyon Music, see Chappell—Chappell.
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- Frederick Harris Music Co. Ltd. (CAPAC), 529 Speers Rd., Oakville, Ont. L6K 2G4. Tel: (416) 845-3487.
- Int'l firm represented:** Alfred Lengnick (UK).
- Int'l rep.:** Australia, South Africa, UK (Alfred Lengnick).
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- Helping Hand Music (div. of Royalty Recs. Mgmt. Ltd.), 9229 58 Ave., Edmonton, Alta. T6E 0B7. Tel: (403) 436-0665. Pres.: Jack Dubasz; Gen. Mgr.: R. Harlan Smith.
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 Laurentian Music Ltd. (PRO), see Bob Hahn.
 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.: Harry Hinde.
Home office: USA.
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 Leslie Music Supply, PO Box 471, Oakville, Ont. L6J 5A8. Tel: (416) 844-3109.
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Int'l rep.: Japan (GP Music).
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Home office: USA.
 Maple Creek Music (PRO), see Snowberry.
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 Midnight Blue Music (PRO), 42 Brahm's Ave., Willowdale, Ont. M2H 1H4. Tel: (416) 492-9916. Pres. & Gen. Mgr.: Birgitta Graham; Prof. Mgr.: Prakash John.
 Brian Millan Music Corp. (CAPAC), PO Box 1905, Succ. Postal Place d'Armes, Montreal, P.Q. H2Y 1S6. Tel: (514) 288-4950. Cable: BMUSIC. Telex: 055-60027. Pres.: Brian Millan; Gen. Mgr.: Steve Voros; Artist Relations: Eileen Haines.
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 Morning Music Ltd. (CAPAC), 1343 Matheson Blvd. W., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOTGROUP. Telex: 06-960250. Pres.: Jerry Krytiuk; VP: Tom C. Connors; Gen. Mgr.: Mark Altman; Prof. Mgr.: Avi Altman Admin. Mgr.: Ann Fuller; Copyright Mgr.: Mary Krytiuk; Promo: Peter Krytiuk.
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 Moss Music Group (Canada) Inc., 510 Coronation Dr., West Hill, Ont. M1E 4X6. Tel: (416) 284-0126. Pres.: John Leatham.
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Int'l firms represented: Andorra Music, MushTunes Music (both USA).
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 Northern Light Music Publ'rs (PRO) (div. of Dipper 7 Ents.), 1414 Hillside Ave., Suite 101, Victoria, B.C. V8T 2B8. Tel: (604) 595-6709. Owner: Lou Jean Molin; Gen. Mgr.: Arthur Trolley.
 Northshore Publ'g, see Chappell—Bregman Vocco & Conn.
 Notre Musique (CAPAC), see Crisch.
 Nu-Gen Publ'g Co., see Danboro.
 Nurock, see Chappell—Chappell.
 O K (CAPAC), see Intermede.
 Oak Island Music (PRO), see Fivetake Group.
 Ole Colony Music, see Chappell—Chappell.
 Omar, see Chappell—Chappell.
 1, 2, 3, 4 (CAPAC), see Intermede.
 One West Publ'g, see Chappell—Chappell.
 Oriole Music Corp., see Chappell—Edwin H. Morris.
 Osiris 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 (CAPAC), see Intermede.
 Pabito Music, see Chappell—Chappell.
 Page One Music (CAPAC), see Black & White.
 Palas House Publ'g (PRO), Box 7, RR 1, Beaverbank Rd., Lower Sackville, N.S. B4C 2S6. Tel: (902) 865-8023. Pres.: Joe Palaschuk.
 Pamela, see Chappell—Chappell.
 Pamelarosa, see Chappell—Chappell.
 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.
 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.
 Pet-Mac Publ'g (PRO), 6844 76 Ave., Edmonton, Alta. T6B 0A8. Tel: (403) 465-1071. Pres.: Garry L. McDonald; Gen. Mgr.: Wallis A. Petruk; Prof. Mgr.: Leonard A. Petruk.
 Philimela Music Ltd., see Chappell—Chappell.
 Phillet/Maclver Music (PRO), see Manhole.
 Pig-Weed Music (PRO), see Bob Hahn.
 Pilgrim Recs., PO Box 189, Sta. W. Toronto, Ont. M6M 4Z9. Tel: (416) 746-1991. Mng. Dir.: Paul J. Young.

Int'l firm represented: Parchment Music (UK).
Pillow Musical Prod'ns, see Chappell—Chappell
Pilot Music Ltd., see Chappell—Chappell
George Pincus Music Corp., see Chappell—Chappell
Pine Woods, see Chappell—Chappell
Pink Pelican Music, see Chappell—Chappell
Pippin the Friendly Ranger, see Chappell—Chappell
Pitta Patta Music (PRO), see Morning
Placid, see Chappell—Chappell
Play One Publ'g Co., see Chappell—Chappell
Pocus Plum Publ'g (CAPAC), see Intermede.
Poly-Sonne Enr. (CAPAC), see Intermede.
Pondwater Music (CAPAC), see Attic.
Cole Porter Music Inc., see Chappell—Chappell.
Sarah Porte (PRO), see Intermede.
Portrush Music (CAPAC), see Antrim.
Presqu'île (CAPAC), see Intermede.
Promco Music Co., see Chappell.
Pyros Publ'g Co., see Danboro
Q T Saker, see Chappell—Chappell
Quaker Ridge, see Chappell—Chappell
Quality Music Publ'g Ltd. (PRO), 380 Birchmount Rd.,
Scarborough, Ont. M1K 1M7 Tel (416) 691-2757.
Pres. George R. Struth; Gen. Mgr.: William B. Kearns;
Bus. Affairs Mgr.: Nadine Langlois.
Int'l firms represented: AVI Music Publ'g, Editions In-
tro, Emerald Music, Koobla Music, Kool Music, Owepar
Music, Rycha Music, **Shediac Catalog only**—Alota-
good Music, Old Shanty
R & R, see Chappell—Chappell
R S O Publ'g Inc., see Chappell—Chappell
Radview Ent's., 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.
Rand Double (PRO), see Intermede.
Fred Raphael, see Chappell—Chappell.
Red (CAPAC), see Intermede.
Red Cow Music Inc., see Chappell.
Redheads, see Chappell—Chappell.
Redwood Music, 1015 Burrard St., Suite 502, Vancouver,
B.C. V6Z 1Y5 Tel (604) 669-4834. Contact Graham
Wood.
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., 111 Peter St., Suite 204, Toronto, Ont.
M5V 2H1 Tel (416) 363-4343 Pres. Robert H.
Hahn
Int'l reps.: CanCon—Ireland & UK (Valentine), Eisi-
nore—World excluding Canada (Belwin Mills).
Riverson (PRO), see Aquarius.
Robgal Music (PRO), see Gallant Robertson.
Robinson Music, see Chappell—Chappell.
Rock Island, see Chappell—Bregman Vocco & Conn.
Lelan Rogers Music, see Chappell—Chappell.
Rojan, see Chappell—Chappell.
Rolyn, 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.
Rye Bread Music Corp., see Chappell—Chappell.
S L S Music, see Chappell—Chappell.
S M C L Inc. (Les Prod'ns), 450 Beaumont E., St. Bruno, P.Q.
J3V 2R3 Tel (514) 653-7838. Pres.: Christian Lefort,
VP & Gen. Mgr. Louis Lefort.
Int'l firms represented: Bagatelle, Bretagne, Le Minota-
ure, Rideau Rouge, Scorpio, Tremplin-Delphine
(all France), Durium (Italy).
Sad Music, Ltd., see Chappell—Chappell
Douglas Sahn, see Chappell—Chappell
St. George Music, see Chappell—Chappell
Sam-Sam Music Ltd., see Brian Millan.
Sandstorm Music Inc., see Chappell—Chappell.
Sans Nom (PRO), see Intermede.
Sarah Music, see Chappell
Satriyon Music Co., see Chappell—Edwin H. Morris.
Scarab Publ'g Corp., see Chappell.
Schaumann-Roberts Music, see Midnight Blue.
Scorpio Music, see Chappell—Chappell
Scotia Songs, see Chappell—Chappell
Scrotie of the North Music, see Chappell—Chappell
Jason Sean Music, see Chappell—Bregman Vocco & Conn.
Sebonds, see Chappell—Bregman Vocco & Conn.
Senor George Music, see Chappell—Chappell
Sergeant Music Co., see Chappell—Edwin H. Morris.
Set to Music Ltd., see Chappell—Chappell.
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.
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.
Slalom (PRO), see Aquarius.
Snowberry Music (CAPAC) (div. of Northern Light & Sound
Entertainment Corp. Ltd.), 1659 Bayview Ave., Toronto,
Ont. M4G 3C1 Tel (416) 485-1157. Pres. David
Coutts; VP Brian Ayres; Pres. Mgr. John D. Watt.
Int'l reps.: Australia (Leeds), UK (ATV), USA (Candy
Mountain/Sweet Chery).
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.
Sparkel, see Chappell—Chappell.
Sparwood Music Publ'ns (PRO), see Chinook
Speckled Bird Music (CAPAC), see Morning.
Sprindrift Music Ltd., see Chappell—Chappell.
Springwater Prod'ns Ltd. (CAPAC), 56 Clinton St., Guelph,

Ont. N1H 5G5 Tel (519) 824-7885. Pres. Homer Ho-
gan; VP Gen. & Prof. Mgr. Dorothy Hogan.
Int'l branch: USA.
Squamish (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 & Screen, see Chappell—Chappell.
Steel River Music (PRO), see Morning.
Stigwood Music, see Chappell—Chappell.
Stirling Music (CAPAC), see Black & White.
Stone Rap Music Inc., see Chappell—Chappell.
Stony Plain Music (CAPAC), see Kitchen Table.
Stown, see Chappell—Chappell.
Stratford, see Chappell—Chappell.
Stratus 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/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; Admin. Mgr. Vicki Walters.
Int'l firms represented: Associated Music (Australia),
Coal Miner's Music (USA), First-O-Funk Ltd. (USA), Fre-
bar Music (USA), Global Music (Japan), Golden West
Melodies (USA), Ovation Inc. (USA), RCA (Brazil,
France, Italy, Spain), Relay (Argentina), Scott-Wolfe
Songs Ltd. (UK), Singletree (USA), Sunbury (UK).
Int'l reps.: Belgium (Universal), Colombia (Sorolux),
Finland (Coda), Israel (Musicor), Netherlands (Univer-
sal), Norway (A/S Disco), Philippines (Mareco), South
Africa (Laetwyg/Sweden), Switzerland (Musik-
vertrieb).
Sunie Day Music, see Chappell—Chappell.
Sunspot Music (PRO), see Cirrus.
Sun-Vine, see Chappell—Chappell.
Superstar Music Ltd., see Chappell—Chappell.
Supreme, see Chappell—Bregman Vocco & Conn.
Surprise (CAPAC), see Intermede.
Frank Swain Music (PRO), PO Box 9, Mount Albert, Ont. L0G
1M0 Tel (416) 884-2320. Pres.: Frank P. Swain.
Sylviohn Music, see Chappell—Chappell.
Silverpride, see Chappell—Chappell.
Synchro Publ'g Co., see Danboro.
T M C Publ'g (CAPAC), see Pilgrim Recs.
T P I, see Chappell—Edwin H. Morris.
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.
Tebos Music, see Chappell—Chappell.
Tee-Pee Music Corp., see Chappell—Chappell.
Teetoc, see Chappell—Chappell.
Thermot 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.
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Int'l firms represented: Aden Music Co., Amidan Music Co.,
Anacrusis Music Publ'g Co., Arian Music, Avas
Music Publ'g Co., Abel Baer Music Corp., Balfieff, Bar-
ton, Benson Co., Big Seven, Big 3, Boca Music Inc.,
Fred Bock Music Co., Bourne Co., Michael Brent Publ'ns
Inc., Bulls-Eye Music Inc., George M. Cohan, Creston
Music Co., Deerhaven Music Corp., Carl Fischer, Fred
Fisher, Four Jays Music Co., Forster, Gaitner Music,
Gamble-Hinged Music, George Music Inc., Hollywood
Music Ent's. Ltd., Hope Publ'g Co., Hy-Lo Music, Kohn
Music Corp., Laertes 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., Rodehea-
ver Co., Royal Music Publ'rs, St. Nicholas, G. Schirmer,
Andrew Scott Inc., Shapiro Bernstein, Larry Spier, Tam-
bilene 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.
Tight Corporation, see Chappell—Chappell.
Time Being Music Co. (PRO), see Morning
Tinker Street Tunes, see Chappell—Chappell
Tivoli, see Chappell—Bregman Vocco & Conn.
Tobey Music Corp., see Chappell—Chappell.
Tobi-Ann, see Chappell—Chappell.
Henry Tobias Music Co., see Chappell—Chappell
Tomato Tunes (CAPAC), 1050 Baxter Rd., Ottawa, Ont. K2C
3P1 Tel (613) 820-1224. Pres. Harvey Glatt.
Tomi Music Co., see Chappell—Chappell.
Tom Tom Music, see Chappell—Chappell.
Top Hat Music Ltd., see Chappell
Transfusion (CAPAC), see Intermede.
Travis, see Chappell—Edwin H. Morris.
Triangle, see Chappell—Bregman Vocco & Conn.
Triangle (CAPAC), see Intermede.
Triboro Music Corp., see Chappell—Chappell.
Tri-Chappell, see Chappell—Chappell.
Triumph Songs (CAPAC), see Attic.
Troika Music (PRO), 1262 Don Mills Rd., Suite 3A, Don
Mills, Ont. M3B 2W7 Tel (416) 445-0878
Truckin' 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 Brothers Music (PRO), see Condo.

U A Music (Canada) Ltd. (CAPAC), 2180 Yonge St., Toronto,
Ont. M4S 2B9 Tel: (416) 482-3599
U P A, see Chappell—Edwin H. Morris.
Unart Music (Canada) Ltd. (PRO), see UA Music.
Uner-Bubble, see Chappell—Chappell.
Unichappell Music Inc., see Chappell—Chappell.
United Artists, see UA Music
Universal Songs Ltd., see Chappell.
Universol (CAPAC), see Intermede.
Upario, see Chappell—Edwin H. Morris.
V Music Publ'g Co. (CAPAC), see Morning.
Val D'Espoir (CAPAC), see Intermede.
Valley Spring, see Chappell—Chappell.
Vanessa Music (CAPAC), see Halben.
Vanguard Music Corp., see Chappell—Chappell.
Vani Music (CAPAC), see SMCL.
Vaughn, see Chappell—Chappell
Veler Americana Music Publ'g (VAMP) (CAPAC), 79 Lun-
ness Rd., Toronto, Ont. M8W 4M7 Tel: (416) 259-
9182 Mng. Dir.: Jose Osana
Vent Qui Vire (CAPAC), see Intermede.
Vernon, see Chappell—Bregman Vocco & Conn.
Vert Pays (CAPAC), see Intermede.
Very Own Music, see Chappell—Bregman Vocco & Conn.
Vibrations (CAPAC), see Intermede
Victory Music Ltd., see Chappell—Chappell.
Vingt-Deux/22 Music (CAPAC), see Intermede.
Vin-Sun, see Chappell—Chappell.
Vision, see Chappell—Chappell.
Vogue, see Chappell—Edwin H. Morris.
Vogue-Choice Ltd., see Chappell—Chappell
W A M Music Corp. Ltd., 901 Kenilworth Rd., Montreal, P.Q.
H3R 2R5 Tel: (514) 341-6721 Gen. Mgr.: Leon Aro-
nson (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.
Welbeck Music of Canada Corp., see ATV.
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.
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
Winmor Music, see Chappell—Chappell.
Woodbine Music Inc., see Chappell—Edwin H. Morris.
Wren Music, see Chappell—Chappell.
Y D (CAPAC), see Intermede.
Year Round, see Chappell—Bregman Vocco & Conn.
York, see Chappell—Chappell.
Young Ideas, see Chappell—Bregman Vocco & Conn.
Victor Young, see Chappell—Chappell.
Zax Music Publ'g, see Morning.
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. Need-
ham, Gen. Mgr.: G. Ivany. Local branch: 1249 London
Rd. Postal Code: N7S 4T3 Tel: 344-3923.
Algrid 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. Pres. & Gen. Mgr.: Jerry Renew-
ych, Sales Mgr.: John Loweth.
Empire Music Co. Ltd., 8553 Main St., Vancouver, B.C. V5X
3M3 Tel: (604) 324-7732
Frederick Harris Music Co. Ltd., 529 Speers Rd., Oakville,
Ont. L6K 2G4 Tel: (416) 845-3487.
E. C. Kerby Ltd., 198 Davenport Rd., Toronto, Ont. M5R
1J2 Tel: (416) 922-9934.
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. Telex: 06-960250. Pres.: Jury Krytiuk; 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 com-
panies is set in bold face and paren-
theses after each listing. The following ab-
breviations identify these functions: (D)
Distributor; (OS) One Stop; (RJ) Rack
Jobber; (I) Importer; (E) Exporter. The
identification of a branch or home office is
indicated only when it differs from that of
the listing.*

ALBERTA

● CALGARY (Area Code 403)

A & M Discs (Calgary), 6812-A Sixth St. SE. Postal Code
T2H 2K4. Tel: 253-8411. District Mgr.: Paul McClure.
Branch Mgr.: Al Harrison. (Rec. & Tape D).

- Home office: Scarborough (Toronto Metropolitan Area), Ont., A&M Recs. of Canada Ltd. (See for prod. distributed)
- A R S Recs. Canada** (div. of CBS Recs. Canada Ltd.), 4532 Manilla Rd. SE. Postal Code: T2G 4B7. Tel: 287-2679. Mgr.: Dennis Theary. (Rec. & Tape OS & RJ).
Home office: Agincourt (Toronto Metropolitan Area), Ont.
- C B S Recs. Canada Ltd.**, 7004-M Fifth St. SE, Glenmore Centre. Postal Code: T2H 2G3. Tel: 253-8719. Telex: 03-825827. Western Mktg. Dir.: Bill Bouvette. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Capitol Recs.-EMI of Canada Ltd.**, 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: 287-0823. Western Sales Mgr.: A. Andruchow. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)
- D J's Music Servs. Ltd.**, (Rec. OS), see Dee Jay's Music Dist.
- Dee Jay's Music Dist.**, 4524 Manilla Rd. SE. Postal Code: T2G 4B7. Tel: 243-0252. Owners: J. Davies, M. Stech. Mgr.: Singles & Albums Buyer: J. Davies; Sales Mgr.: M. Stech. (Rec. D), (Rec. OS as DJ's Music Servs. Ltd.)
Label: Quality.
- G R T of Canada Ltd.**, 7003-B Fifth St. SE. Postal Code: T2H 2G2. Tel: 259-5252. Western Reg'l Mgr.: Doug Byrne; Western Promo. Mgr.: Neil MacGonigall; Sales Rep.: Randy Stark. (Rec. & Tape D)
Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Handleman Co. of Canada Ltd.**, 1135 64 Ave. SE, No. 106. Postal Code: T2H 3K7. Tel: 259-2806. Mgr.: Wayne Johnson; Buyer: Nigel Higginbottom. (Rec. & Tape RJ).
Home office: USA—Clawson (Detroit Metropolitan Area), Mich.
- London Recs. of Canada (1967) Ltd.**, 429 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: 243-1313. Telex: 038-22572. Mgr.: D. McBeth. (Rec. & Tape D)
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
- M C A Dist'n (Canada)** (div. of MCA Canada Ltd.), 5737 Burbank Rd. Postal Code: T2H 1Z5. Tel: 253-0401. TWX: 610-821-6408. Sales Mgr.: Geoff Gibbons. (Rec. & Tape D)
Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- M C T R Dist.** Ltd. 4604 13 St. NE. Postal Code: T2E 6M3. Tel: 276-4776. (Rec. & Tape RJ)
Home office: Winnipeg, Man.
- Phonodisc Ltd.**, 4718 14 St. NE. Postal Code: T2E 6L7. Tel: 276-5543. Mgr.: Brian Burrows. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Polygram Inc.**, 105 Bow Valley Square 1, 202 Sixth Ave. SW. Postal Code: T2P 2R9. Tel: 265-5007. Telex: 03-821859. Sr. Reg'l Mgr.: Ken Graydon. (Rec. & Tape D)
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
- R C A Ltd.**, Rec. Div., 4432 10 St. NE. Postal Code: T2E 6K3. Tel: 276-8231. District Sales Mgr.: J. Fotheringham. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)
- W E A Music of Canada Ltd.**, 6325 12 St. SE, Unit 7. Postal Code: T2H 2K1. Tel: 259-3000. Mgr.: Alex Clark. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- **EDMONTON (Area Code 403)**
- Northland Music Dist.** Co. Ltd., 6846 76 Ave. Postal Code: T6B 0A8. Tel: 469-5066. Telex: 037-3764. Pres.: Gen. Mgr. & Buyer: Bill Maxim. (Rec. D, OS & RJ).
Branch: Vancouver, B.C.
Rec. label: Disneyland.
Accessories: Cecil Watts, Le-Bo.
Word Recs. Ltd., 4332 114 A St. Postal Code: T6S 1N7. Tel: 436-5956. (Rec. & Tape D)
Home office: Vancouver, B.C. (See for prod. distributed)
- BRITISH COLUMBIA**
- **VANCOUVER AREA (Area Code 604)**
- A & M Dist.**, 1234 W. Sixth St. Postal Code: V6A 1A5. Tel: 736-7207. Sales Rep.: Rudy Levalley; Mdr.: Louise Lavoie. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont., A&M Recs. of Canada Ltd. (See for prod. distributed)
- A R S Recs. Canada** (div. of CBS Recs. Canada Ltd.), 4125 McConnell Dr., Burnaby V5A 3A7. Tel: 420-3920. Telex: 04-354722. Mgr.: Fred Hatchard. (Rec. & Tape OS & RJ).
Home office: Agincourt (Toronto Metropolitan Area), Ont.
- Almada Corp.**, 1010 Nanton Ave. Postal Code: V6H 2C2. Tel: 738-8275. Mgr.: Jack Spanton. (Rec. & Tape D & I)
Home office: Montreal, P.Q. (See for prod. distributed)
- C B S Recs. Canada Ltd.**, 1847 W. Broadway, Suite 101. Postal Code: V6J 1Y6. Tel: 734-5151. Telex: 04-55350. Reg'l Sales Mgr.: Gary Newman. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Capitol Recs.-EMI of Canada Ltd.**, Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: 689-8667. Sales Rep.: D. Bertsch. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)
- Emerson Short**, 1599 W. Fourth Ave. Postal Code: V6J 1L6. Tel: 733-0415. Owner & Sales Mgr.: Emerson Short. (Rec. & Tape D, I & E), (Rec. OS & RJ as One Stop Rec. g Supplies).
Rec. labels: Advent, Ajax, All Ears, Alligator, Apon, Aviva, Blind Pig, Brnr, Brko, Bullfrog, CMH, CMS, Cabot, Crystal Clear, DRG, Desmar, Dobre, Emus, Entr' Acte (Canada), Entr' Acte imports, Fanfare, Four Leaf
- Clover, First American, Flying Fish, Gryphon, HNH, Improving Artists, India Navigation, JCOA/ WATT, Jazz Archives, Jazz Guild, Joyce, Mother Necessity, Muse, Music Minus One, Muscitratt, Muskadine, Nessa, Onari, PBR, Peter Pan, Potato, Rebel, Retrospect, Rocking Horse, Roper, Sackville, Spottite, Stash, Suite, Tilton, Unicorn, Varese/Sarabande, Versatile, Zim.
Rec. labels imported: Black Saint (Italy), Varese/Sarabande (Japan, USA).
Tape lines: Apon, CMH, CMS, Gryphon, Peter Pan, Rebel.
Accessories: Plastic-lined envelopes.
- G R T of Canada Ltd.**, 181 W. Broadway, Suite B. Postal Code: V5Y 1P4. Tel: 879-0646. Sales Reps.: Don Grant, Gerry MacKay. (Rec. & Tape D)
Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- La-Go Ent.** (div. of Rembrandt Holdings Ltd.), 3446 Bridge-way St. Postal Code: V5K 1B6. Tel: 294-6226. (Rec. & Tape D)
Rec. labels: Audio Fidelity, BASF, Black Lion, Camden, Chiaroscuro, Dawn, Enja, Folk & Jazz, Golden Hour, Hill-top, Marble Arch, Pickwick, Pye, Quad, Quintessence, Sesame Street, Thunderbird, World Jazz.
Tape lines: Audio Fidelity, BASF, Black Lion, Camden, Dawn, Marble Arch, Pickwick, Pye, Thunderbird.
Accessories: Le-Bo.
- London Recs. of Canada (1967) Ltd.**, 3166 Lake City Way, Burnaby V5A 3A4. Tel: 298-6471. Telex: 04-354544. Mgr.: O. L. Jones. (Rec. & Tape D)
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
- M C A Dist'n (Canada)** (div. of MCA Canada Ltd.), 506-1200 W. 73 Ave. Postal Code: V6P 6G5. Tel: 263-1761. TWX: 610-922-1625. Sales Mgr.: William Tait. (Rec. & Tape D)
Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Northland Music Dist.** Co. Ltd., 3206-1733 Comox. Postal Code: V6G 9Z9. Tel: 689-5914. Mgr.: Debbie Petryga. (Rec. D, OS & RJ)
Home office: Edmonton, Alta.
Rec. label: Disneyland.
Accessories: Cecil Watts, Le-Bo.
One Stop Rec'g Supplies. (Rec. OS)—Tel: 732-7313—see Emerson Short
- Pindoff Rec. Sales Ltd.**, 8048 Winston St., Burnaby V5A 2H5. Tel: 299-4394. Mgr.: Bud Farquharson. (Rec. & Tape RJ)
Home office: Rexdale (Toronto Metropolitan Area), Ont.
- Polygram Inc.**, 805 W. Broadway, Mezzanine. Postal Code: V5Z 1K1. Tel: 873-2466. Telex: 045-4410. Mgr.: Peter Behnke. (Rec. & Tape D)
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
- Praise Recs. of Canada Ltd.**, 6979 Curragh Ave., Burnaby V5J 4V6. Tel: 438-8266. (Rec. & Tape D)
Branch: Toronto, Ont.
Int'l branch: USA—Bellingham, Wash.
Rec. labels: Faith Fisher Folk, Harald, Horizon, Little People, Maranatha, New Born, New Life, Praise, Sunrise, Starsong.
Tape lines: Same as rec. labels.
- R C A Ltd.**, Rec. Div., 2876 Rupert St. Postal Code: V5M 3T7. Tel: 438-7172. District Sales Mgr.: L. Alden. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)
- Shannock Mktg. Assoc.**, Box 82314, 294 E. First Ave. Postal Code: V5C 5P8. Tel: 684-9625. Pres.: W. McCartney. (Rec. & Tape D)
Labels: Disneyland, direct-to-disk labels.
Accessories: Dynasound, Recoton, Savoy, TDK
- W E A Music of Canada Ltd.**, 40 E. Fifth Ave. Postal Code: V5T 1G8. Tel: 879-8681. Western Reg'l Mgr.: Alex Clark. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Word Recs. Ltd.**, PO Box 6900, 250 SW Marine Dr. Postal Code: V6B 4B5. Tel: 321-6785. Pres. & Adv. Dir.: Gerry B. Scott; VP: J. E. Scott. Sales & Mktg.: Phil Cron-ton, Lowden Ashley, Dwayne Daku, Doug Stark, Don Harbridge, Carl Teeple. (Rec. & Tape D).
Affiliate: USA, Word Inc.
Branches: Edmonton, Alta.; London, Ont.
Rec. labels: Birdwing, Canaan, Century, Dayspring, Good News, Image VII, JIM, Janz, Lamb & Lion, Light, Manna, Myrrh, New Pax, New Song, Paragon, Sacred, Solid Rock, Sparrow, Spirit, Summit, Word.
Tape lines: Canaan, Good News, Image VII, JIM, Lamb & Lion, Light, Manna, Myrrh, Newpax, New Song, Paragon, Sacred, Solid Rock, Sparrow, Spirit, Summit, Word.
- MANITOBA**
- **WINNIPEG (Area Code 204)**
- A & M Dist.** (Manitoba), 118 Campbell St. Postal Code: R3N 1B2. Tel: 944-1872. Sales/Promo.: Tom Jones. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont., A&M Recs. of Canada. (See for prod. distributed)
- A R S Recs. Canada** (div. of CBS Recs. Canada Ltd.), 1415 Church Ave. Postal Code: R2X 1G5. Tel: 632-5524. Mgr.: Peter Anderson. (Rec. & Tape RJ)
Home office: Agincourt (Toronto Metropolitan Area), Ont. (Rec. & Tape OS & RJ)
- C B S Recs. Canada Ltd.**, 1625 Dublin Ave., Suite 130. Postal Code: R3H 0W3. Tel: 774-2536. Reg'l Sales Mgr.: Don Gunter. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- G R T of Canada Ltd.**, 388 Donald St., Suite 220. Postal Code: R3B 2J4. Tel: 944-7274. Sales Rep.: Rick Vivier. (Rec. & Tape D)
Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Laurel Rec. Ltd.**, 120 Isabel St. Postal Code: R3A 1G4. Tel: 783-0436, 774-1052. Telex: 07-587504. Pres. W. V. Sokulsky. Sales: Al Wolfman (Man. & Sask.), Darryl
- Cope (Alta.), Roy Rindahl (B.C.), Customer Serv.: Rick Dmytrychyn, Marie-Ann Zikman; Promo. Dir.: Glen Gore-Smith. (Rec. & Tape D)
Rec. labels: JC Ent's., Motown, Total.
Tape lines: Same as rec. labels.
Accessories: Memorex, Savoy
- London Recs. of Canada (1967) Ltd.**, 15-1100 Waverley St., Postal Code: R3T 3X9. Tel: 452-7918. Telex: 07-57695. Mgr.: Gerry Young. (Rec. & Tape D)
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
- M C A Dist'n (Canada)** (div. of MCA Canada Ltd.), 365 Hargrave St., No. 300A. Postal Code: R3B 2K3. Tel: 942-2413. TWX: 610-671-8120. Sales Mgr.: Jack Skelly. (Rec. & Tape D)
Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- M C T R Dist.** Ltd., 1733 St. Matthews Ave. Postal Code: R3H 0V8. Tel: 783-7201. (Rec. & Tape RJ).
Branch: Calgary, Alta.
- Metrodisc Dist.**, Galt Bldg., 4th Fl. Postal Code: R3B 0R7. Tel: 943-6563. Mgr.: Chuck Porter. (Rec. & Tape D)
Home office: Toronto, Ont. (See for prod. distributed)
- National Rec. Dist. Ltd.**, 8 Plymouth St. Postal Code: R3C 2K9. Tel: 633-1412. Pres.: S. Sodomsky; Exec. VP: R. L. Lauze; Sales Mgr.: K. J. Grouette Sr.; Buyer: G. Postnikoff. (Rec. & Tape RJ)
- Polygram Inc.**, 3 Donald St., Suite 304. Postal Code: R3L 2P6. Tel: 453-0408. Telex: 07-55306. (Rec. & Tape D)
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
- R C A Ltd.**, Rec. Div., 1320 Church Ave. Postal Code: R2X 1G4. Tel: 633-2666. Sales Rep.: Robert Tait. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)
- W E A Music of Canada Ltd.**, 24 Stevenson Rd. & St. James. Postal Code: R3H 0H8. Tel: 633-9284. Mgr.: Don Coward. (Rec. & Tape D).
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- NEW BRUNSWICK**
- **MONCTON (Area Code 506)**
- C B S Recs. Canada Ltd.**, 1133 St. George Blvd., Suite 350. Postal Code: E1C 8R9. Tel: 386-3993. Reg'l Sales Mgr.: Jim Bradley. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
- Handleman Co. of Canada Ltd.**, 450 Edinburgh Dr. Postal Code: E1C 3B2. Tel: 389-9141. Mgr.: David Manship; Buyer: Georgena LeBlanc. (Rec. & Tape RJ).
Home office: USA—Clawson (Detroit Metropolitan Area), Mich.
- Trans-Canada** (div. of Les Distributions Quebec Inc.), 770 Main St., Compartiment 6001, Suite 204-B. Postal Code: E1C 1E7. Tel: 854-5510. Mgr.: Corale Cou-lombe. (Rec. & Tape D & OS)
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
- NEWFOUNDLAND**
- **ST. JOHN'S (Area Code 709)**
- A R S Recs. Canada** (div. of CBS Recs. Canada Ltd.), 58 Kenmount Rd. Postal Code: A1B 3M9. Tel: 726-6970. Mgr.: Paul Atzema. (Rec. & Tape RJ)
Home office: Agincourt (Toronto Metropolitan Area), Ont. (Rec. & Tape OS & RJ).
- NOVA SCOTIA**
- **DARTMOUTH (Area Code 902)**
- A R S Recs. Canada** (div. of CBS Recs. Canada Ltd.), 100 Wright Ave., Burnside Industrial Park. Postal Code: B3B 1L2. Tel: 463-9344. Mgr.: William Edgecombe. (Rec. & Tape RJ)
Home office: Agincourt (Toronto Metropolitan Area), Ont. (Rec. & Tape OS & RJ).
- **HALIFAX AREA (Area Code 902)**
- A & M Dist.** (Maritimes), PO Box 3173. Postal Sta. Halifax South. Postal Code: B3J 1P4. Tel: 423-6533. Mgr.: Blake Clark. (Rec. & Tape D)
Home office: Scarborough (Toronto Metropolitan Area), Ont., A&M Recs. of Canada. (See for prod. distributed)
- R C A Ltd.**, Rec. Div., 3611 Commission St. Postal Code: B3J 2X1. Tel: 455-8015. District Sales Mgr.: Hanson Jo-sey. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)
- ONTARIO**
- **LONDON (Area Code 519)**
- Word Recs. Ltd.**, 152 Wellesley Crescent. Postal Code: N5V 1J7. Tel: 455-2097. (Rec. & Tape D).
Home office: Vancouver, B.C. (See for prod. distributed)
- **MOUNT ALBERT (Area Code 416)**
- Holborne Dist'g Co. Ltd.**, PO Box 9. Postal Code: LOG 1M0. Tel: 294-9398. Mgr. & Buyer: Frank P. Swain. (Rec. & Tape D & I).
Rec. labels: Dynamic, Edmar, Elite, Fiesta, Grecophone, Island series, Merrymen, Murray Banks, Pebblegroove, Penny, REC, Trinidad.
Tape lines: Edmar, Fiesta, Grecophone, Merrymen, Pebblegroove, Penny.
Imports: Caribbean prod.
- **OSHAWA (Area Code 416)**
- World Recs.** (div. of Shotgun Gimme Holdings Ltd.), 484 Waterloo St. Postal Code: L1H 3X1. Tel: 576-0250. Mgr.: R. Stone. (Rec. & Tape D & I).

● OTTAWA (Area Code 613)

Cash One Stop Ltd., 1050 Baxter Rd. Postal Code: K2C 3P1
Tel: 820-4522. VP Sales: Ivor Liss. (Rec. & Tape OS)
(SEE ADVERTISEMENT)

Eastern Ontario Rec. Dist. Ltd., 383 Winona Ave. Postal
Code K1Z 5H8. Tel: 722-1000. Pres.: Jack Slumkoski;
Mgns. Jan & James Slumkoski. Buyer: Jan Slumkoski.
(Rec. & Tape RJ)

Accessories: Ampex, Le-Bo.

T C D Recs. & Tapes Ltd., 1050 Baxter Rd. Postal Code: K2C
3P1 Tel: 820-1224. Pres. Harvey Glast. Bus. Mgr.
Neil McVean; Sales Mgr.: Colin Cross; Buyer Richard
Spearman (Rec. & Tape D, I & E).

Labels: Amber, Appella, Barnswallow, Black Tie, Break-
water, Cherry Hill Music, Cine Sources, Clode Sound,
Cubby Hole, Cut Throat, Dalrymple, Dapah, Diana, Duck
Tail, Eagle Creek, Fist, Fogarty's Cove, Glencoe Music,
Good Day, Honeybee, Impulse Magazine, Ixtlan, Jade,
Kinck, Knight II, Likeable, Manohar, Marc Prod'ns,
Marigold, Matrix, Metro, Music Gallery Eds., Naja, Nel-
vana, Nick, North Track, PM Jazz, Parklane, Posterity,
Posterity/Woodshed, Ram, Red Squirrel, Redwood,
Royalty, Rumour, Rutabaga, SRM, Salt, Second Avenue
Songs, Sevate, Singwell, Snocan/Icicle, Solar,
Springwater, Squash, Sunshine, T-Bow, Truly Fine, Ul-
tra, Viper, Will-O-Wind, World.
Labels imported: Adelphi (USA), Kicking Mule (USA),
Synchronic Research (USA), Transatlantic (UK).

● TORONTO METROPOLITAN AREA

(Area Code 416)

A & M Recs. of Canada Ltd., 939 Warden Ave., Scarborough
M1L 4C5. Tel: 752-7191 Telex 06-963652. Pres.
Gerry Lacoursiere; VP & Gen. Mgr. Joe Summers; Nat'l
Sales Mgr.: Bill Ott; Branch Mgr.: Ray Rosenberg. (Rec.
& Tape D)

Home office: USA

Branches: Calgary, Alta.; South Burnaby (Vancouver
Area), B.C.; Winnipeg, Man.; Halifax, N.S.; Lachine
(Montreal Metropolitan Area), P.Q.
Rec. labels: A&M, Horizon, Mushroom, Troubadour.
Tape lines: Same as rec. labels.

A R S Recs. Canada (div. of CBS Recs. Canada Ltd.), 160 Mil-
ner Ave., Agincourt M1S 3B2. Tel: 293-1941. VP
Mktg. Jerry Wipf; VP Opn.: Ron Irwin; Gen. Mgr.
Jacques Gagne; Dist'n Branch Mgr. Lyle Drake. (Rec. &
Tape OS & RJ)

Branches: Calgary, Alta. (Rec. & Tape OS & RJ); Burn-
aby (Vancouver Area), B.C. (Rec. & Tape OS & RJ);
Winnipeg, Man. (Rec. & Tape RJ); St. John's, Nfld.
(Rec. & Tape RJ); Dartmouth, N.S. (Rec. & Tape RJ);
St. Laurent (Montreal Metropolitan Area), P.Q. (Rec. &
Tape OS & RJ)

Aldisc Disks Ltd., 64 Bullock Dr., Markham L3P 3P2. Tel:
294-9298. Pres. Tony R. Frank, Gen. Mgr. Paul Bor-
donaro. (Rec. & Tape OS & RJ)

Almada Corp., 321 Chaplin Crescent, Suite 606. Postal
Code M5P 1B2. Tel: 489-1173. Mgr. Jonathan Lip-
sin. (Rec. & Tape D & I)

Home office: Montreal, P.Q. (See for prod. distributed)
Beaches Recs. & Tapes Ltd., 250 Don Park Rd., Markham
L3R 2V1. Tel: 495-1175/1585. Pres. Bernie
Letosky; VP: Willie Sportello. (Rec. & Tape OS) (SEE
ADVERTISEMENT)

Black & White Sales Consultants Ltd., 121 Don Park Rd.,
Markham L3R 1C2. Tel: 495-1905. Telex: 06-
986816. Pres. Gary Salter; VP Finance Rick Sobotta,
VP Int'l Doreen Elminowski. (Rec. & Tape E), (Rec. &
Tape I as Inter Global Music)

Labels imported: Jupiter (Germany), Ariola Eurodisc
(Germany).

C B S Recs. Canada Ltd., 5621 Finch Ave. E., Scarborough
M1B 2T9. Tel: 447-3311 Cable COLRECORD. Telex
06-966792. Reg'l Dir. Don Oates. (Rec. & Tape D)
Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg,
Man.; Moncton, N.B.; St. Laurent (Montreal Metropolitan
Area), P.Q.

Rec. labels: Aquitaine, Arc-American, Attic, Blue Sky,
CBS, CBS Direct, Caribou, Channel, Cleveland Entertain-
ment Int'l, Columbia, Columbia Legacy collection,
Columbia Masterworks, Epic, L'Escargot, GTO, IGM, In-
victus/Hot Wax, Jet, Kirshner, Lifesong, Magnet,
Monument, Nempor, Ode, Odyssey, Okeh, Philadel-
phia Int'l, Portrait, REL, Sweet City, TK, T-Neck,
TSOP, Tabu, Tappan Zee, True North, Unlimited Gold,
Versailles.

Tape lines: Same as rec. labels.

Canada Rec. Sales, 686 Richmond St. W. Postal Code M6J
1C3 Tel: 363-1019. Owner: Herbert Berne. (Rec. &
Tape OS & RJ).

Cantrade, 18 Spadina Ave. Postal Code M5V 2H6. Tel:
364-7766. Pres. Gabby Gottlieb

Distributes cut-outs.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mal-
ton L4V 1B2. Tel: 677-5050. VP Mktg.: R.H. Rowe.
(Rec. & Tape D)

Rec. labels: Angel, Anthem, Aquarius, Arista, Capitol,
Chrysalis, EMI, EMI-America, Harvest, Melody, Muse,
Pathe, Savoy, Seraphim, United Artists group.

Tape lines: Same as rec. labels.

Coda Publ'ns, 337 King St. W. Postal Code: M5V 1J5. Tel:
368-3149. (Rec. D)

Rec. labels: Black Saint, Blue Angel, Bountiful, Broad-
way, Cat, Circle, Dawn Club, EBM, FMP, Jazz Society,
Jazz Studies, Jim Taylor Presents, Jump, Kabell, Ogun,
Progressive, Pumpkin, Queen Discs, Tax.

Continental Prod'ns Recs., PO Box 2013, Bramalea L6T
3S3. Tel: 792-2048. Owner & Buyer: Neil Patte. (Rec. D,
OS, I & E)

Distributes oldies, RCA collector's series.

G R T of Canada Ltd., 3816 Victoria Park Ave., Willowdale
M2H 3H7. Tel: 497-2340. Pres. Gordon R. Edwards;
Mktg. & Sales Dir. Alex Petchkin. (Rec. & Tape D)

Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg,
Man.; Montreal, P.Q.

Rec. labels: Barnaby, Charisma, Chess, Churchill,
Cream, DJM, Fantasy, GRT, Galaxy, Gospel Truth, Hi,

Import/Visa, Janus, Magnum, Milestone, Passport,
Prestige, Riverside, Smile, Stax, Tomato, Vogue.
Tape lines: Same as rec. labels.

Handleman Co. of Canada Ltd., 2358 Midland Ave.,
Scarborough M1S 4A9. Tel: 298-0411. Buyer: Jane
Bell. (Rec. & Tape RJ)

Home office: USA—Clawson (Detroit Metropolitan
Area), Mich.

Inter Global Music (Rec. & Tape I), see Black & White Sales
Consultants.

Ital Rec. Dist'g Co., 1339 St. Clair Ave. W. Postal Code: M6E
1C3. Tel: 654-8272. Owner: Pasquale Colangelo;
Mgr.: Etore Colangelo. (Rec. & Tape D, I & E)

Rec. labels: CP, Ital, Moon, Venus.

Rec. labels imported: CBS, CGD, Durium, Fonit Cetra,
Phonogram, RCA, Ricordi.

Tape lines: Same as rec. labels.

London Recs. of Canada (1967) Ltd., 1630 Midland Ave.,
Scarborough M1P 3C2. Tel: 755-3373. Telex: 06-
963754. Mgr. Armand Besudin. (Rec. & Tape D)

Home office: St. Laurent (Montreal Metropolitan Area),
P.Q. (See for prod. distributed)

M C A Dist'n (Canada) (div. of MCA Canada Ltd.), 2450 Victo-
ria Park Ave., Willowdale M2J 4A2. Tel: 491-3000.
TWX: 610-492-5204. Telex: 06-966876. VP Dist'n:
George Burns; Local Sales Mgr.: Mike McKelvie. (Rec.
& Tape D)

Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg,
Man.; Montreal, P.Q.

Rec. labels: Coral budget, Cycle, Infinity, MCA, Source,
Vocalion.

Tape lines: Same as rec. labels.

Metrodisc Disks, 130 Mack Ave. Postal Code: M1L 4P5. Tel:
698-5643. Mgr. B.J. Stafford. (Rec. & Tape D)

Branches: Winnipeg, Man.; Montreal, P.Q.

Labels: AVI, Alishre, Ariola, Attack, Birchmount,
Broadland, Buddha, Celebration, Con Bro, Evolution,
Grand Slam, H&L, Hansa, Kama Sutra, Kanata, King,
Mega, Millennium, Musicor, Plantation, Playboy,
Poppy, Prelude, Private Stock, Pyramid, Quality, Ran-
wood, Ringside, Roulette, Rounder, SMI, SSS Int'l,
Scorpion, Semaphore, Skyline, Starday, Sun, Track,
Vera Cruz.

P J Imports, 1635 Sismet Rd., Unit 30, Mississauga L4W
1W5. Tel: 624-0510. Telex: 06-961479. Principals:
Wolfgang Spegg, Phil Lubman. (Rec. D, I & E)

Labels: Airwaves, Anubis, Bomb, Brain, MPS, Metro-
nome, PM, Rebel, S&M, Stageflight.

Labels imported: CBS/Sony, Charly, ECM, EMI, Poly-
dor, RCA, Radar, Stiff, Teldec, WEA.

Phonodisc Ltd., 30 Malley Rd., Scarborough M1L 2E3. Tel:
751-9610. Telex: 06-963629. Pres. Jim Trainer, Gen.
Mgr. Laurie Heselton. (Rec. & Tape D)

Branches: Calgary, Alta.; St. Laurent (Montreal Metropolitan
Area), P.Q.

Rec. labels: Ashtree, Audio Fidelity, Black Lion, Chiaro-
curo, Frontenac, Image, Improv, MWS, Phonodisc, Pye,
Radar, World Jazz.

Tape lines: Same as rec. labels.

Accessories: Le-Bo.

Pindorf Rec. Sales Ltd., 37 Haas Rd., Rexdale M9W 3A1.
Tel: 741-4182. Pres. K. Pindorf; VP & Gen. Mgr.: E.T.
Campbell. (Rec. & Tape RJ)

Branches: Burnaby (Vancouver Area), B.C.; St. Laurent
(Montreal Metropolitan Area), P.Q.

Polygram Inc., Etobicoke Tower, 7th fl., 555 Burnhamthorpe
Rd. W., Etobicoke M9C 2Y3. Tel: 622-6680. Telex: 06-
967755. Nat'l Accounts Dir.: Alun Elias; Reg'l Sales
Mgr. Herb Bradley. (Rec. & Tape D)

Home office: St. Laurent (Montreal Metropolitan Area),
P.Q. (See for prod. distributed)

Praise Recs. of Canada Ltd., 3194 Dundas St. W. Postal
Code: M6P 2A3. Tel: 767-2510. (Rec. & Tape D)

Branch: Vancouver, B.C.

Int'l branch: USA—Bellingham, Wash.

Rec. labels: Faith, Fisher Folk, Harald, Horizon, Little
People, Maranatha, New Born, New Life, Praise, Son-
rise, Starsong

Tape lines: Same as rec. labels.

R C A Ltd., Rec. Div., 101 Duncan Mill Rd., Don Mills M3B
1Z3. Tel: 449-9500. Mktg Servs. Mgr.: Wayne R. Jordan.
Sales office: 680 Progress Ave., Unit 1,
Scarborough M1H 3E5. Tel: 438-0982. Distinct Sales
Mgr. G. Murphy. (Rec. & Tape D)

Labels: Baby, Bang, Bazaar, Black & White, Bluebird,
Bluestime, Bullet, Butterfly, CTI, Canada Int'l, Caparo,
Carriere, Carrousel, Centennial, Champagne, Cham-
pion, Chi Sound, Club series, Colgems, DRG, Damon,
Erato, Fanti, Formule 1, Free Flight, GEM, Gem Toby,
Golden Greats, Gold Mind, Gold Seal, Gold Standard,
Good Earth, Grit, Grunt, Hologram, Ibis, Island, Jare
Int'l, Kudu, Legendary Performers, Lirys, Lotus, Malaco,
Mango, Metronome, Midsong Int'l, Mustard, Ovation,
Pablo, Pablo Live, Philly Groove, Pure Gold, QCA, Quad-
radisc, RCA, Red Seal, Republic, Roadshow, Salsoul,
Salvation, Saravah, Sesame, Sirocco, Solar, Special,
Tattoo, Tembo, 36, Three Brothers, Tom 'n Jerry, Tor-
torise Int'l, Trema, 20th Century, Vault Treasure, Victor,
Victrola, Vik, Windsong, Wooden Nickel, Zagora

Records on Wheels Ltd., 21 Progress Ave. No. 9-12,
Scarborough M1P 4S8. Tel: 293-4911. Owners & Buy-
ers: Vito & Don Ierullo. Local branch: 629 Yonge St.,
Toronto M4Y 1Z5. Tel: 961-4957. Mgr. Rosa Ierullo;
Buyer Alan McKinlay. (Rec. OS, I & E; Tape OS)

Roblan Disks Ltd., 274 Church St. Postal Code: M5B 1Z5.
Tel: 363-2437. Telex: 06-22500. Pres. Sam Snider-
man, VP Robert Sniderman, Export Mgr. Terry Gil-
hooly. (SEE ADVERTISEMENT)

Sound 21 Ltd., 1224 Dundas St. E., Unit 6, Mississauga
L4Y 4A2. Tel: 279-7682. Mgr. Jim Lemyre; Buyer
Bruce MacKenzie. (Rec. & Tape OS & RJ)

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga
L4X 2E2. Tel: 625-8311. Pres. R.B. Kerr; Sales Mgr.
W.J. Laing. (Rec. & Tape D)

Rec. labels: Impact, Starpak.

Tape lines: Arrow, Dynapak, Impact, Starpak.

Accessories: Dynapak blank cartridges & head cleaners.

Sunrise Rec. Disks, 602 Gordon Baker Rd., Willowdale M2H
3B4. Tel: 498 6601. Pres.: Malcolm Perlman. (Rec.
OS & RJ)

Trend Recs. & Tapes Ltd., 1655 Sismet Rd., Unit 25, Missis-
sauga L4W 1Z4. Tel: 223-3720. Owners: Jack Inhaber,
Allan Freedman; Mgr.: Lyne McLean; Singles, Albums &
Tape Buyer: Howard Cramer. (Rec. & Tape D & I)
Labels: Acanta, Advent, Ajax, All Ears, Alligator, Apon,
Aviva, Blind Pig, Briar, Briko, Bullfrog, CMH, Cabot,
Chalfont, Citadel, Contemporary, Crystal Clear, Curtain
Calls, DRG, Desmar, Dobie, Entr' Acte, Famous Person-
ality, Fanfare, First American, Flying Fish, Four Leaf
Clover, Gryphon, HNH, Harmonia Mundi, Improving Art-
ists, India Navigation, Interplay, JCOA, Jamey
Abersold, Jazz Archives, Jazz Chronicle, Jazz Guild,
Joyce, MNM, Nussa, Music Minus One, Musicraft, Mus-
kadine, Nese, Onari, PBR, Pelican, Peter Pan, Philly
Jack, Potato, Rebel, Retrospect, Rocking Horse, Roper,
Sackville, Spotlite, Stash, Sugar Hill, Tifton, Unicorn,
Varese/Sarabande, WATT, Zim.

W E A Music of Canada Ltd., 1810 Birchmount Rd.,
Scarborough M1P 2J1. Tel: 291-2073. Cable:
WEATOR. VP Mktg. Don Grant, Nat'l Sales Mgr. Andy
Abbate; Sales Mgr. Mike Gaitt. (Rec. & Tape D)

Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg,
Man.; Dorval (Montreal Metropolitan Area), P.Q.

Rec. labels: Asylum, Atco, Atlantic, Beggar's Banquet,
Big Tree, Cotillion, Dark Horse, DiscReet, ECM, Elektra,
Famous Charisma, Finnadar, Little David, Manticore,
Nonesuch, Pacific, Paradise, Planet, Rolling Stones,
Scotti Bros., She, Sire, Swan Song, Warner Bros.,
Warner/Curb, Warner/Spector, Westbound, Whitfield,
Wing & a Prayer.

Tape lines: Same as rec. labels.

Wilson Int'l Dist. Ents. (WIDE), PO Box 738, Station A,
Scarborough M1K 5C4; 544 Birchmount Rd., No. 902,
Scarborough M1K 1P3. Owner: Patrick D. Wilson;
Mgr. Norman Wilson. (Rec. & Tape I & E)

Labels imported: Acanta (Germany), Amigo (Sweden),
Ars Nova (Italy), Artia (Czechoslovakia), Attaca (Ger-
many), Bellaphon (Germany), CRD (UK), Cassiopee
(Italy), Classical (UK), Coronet (UK), Discophil (Ger-
many), Ducale (Italy), Enigma Classics (UK), Exploring
World (UK), Heritage (UK), Hungarator (Hungary), Lyr-
icon (Sweden), Lyrita (UK), Muza (Poland), Nimbus
(UK), Pepita (Hungary), Pronit (Poland), Quadrifolia
(Italy), Sonic (Germany), Unicorn (UK), Veriton (Poland),
Vista (UK), Wergo (Germany).

● WATERLOO (Area Code 519)

Carl H. Sattler & Assocs. Ltd., 321 Weber St. N. Postal Code:
N2J 3H8. Tel: 885-0670. Owner & Mgr.: Carl H. Sat-
tler; Buyer: Doug Robinson. (Tape RJ)

PRINCE EDWARD ISLAND

● CHARLOTTETOWN (Area Code 902)

Watts Ents. Ltd., 97 St. Peters Rd. Postal Code: C1A 5N9.
Tel: 894-7549. Owners: Edison, Robert & Dean Watts.
(Rec. & Tape D, OS & RJ)

Rec. labels: Audio, Columbia, Impact, London, MCA,
Praise, Quality, RCA, Tee Vee, World.

Tape lines: Columbia, London, MCA, RCA, Tee Vee,
World.

Photographs: BSR, Sony, Yamaha.

Playback equip.: Sony, Lloyd's Yamaha.

Accessories: BASF, TDK, Tracs, Watts.

QUEBEC

● MONTREAL METROPOLITAN AREA

(Area Code 514)

A & M Disks (Montreal), 9434 Cote de Liesse, Lachine H8T
1A1. Tel: 636-9741. Telex: 05-821659. Mgr.: Andre
Gauthier. (Rec. & Tape D)

Home office: Scarborough (Toronto Metropolitan Area),
Ont.; A&M Recs. of Canada Ltd. (See for prod. distribut-
ed)

A R S Disques Canada (div. of CBS Recs. Canada Ltd.), 9429
Cote de Liesse, Dorval H9P 2N9. Tel: 636-9081. Mgr.:
Jean Couture. (Rec. & Tape OS & RJ)

Home office: Agincourt (Toronto Metropolitan Area),
Ont.

Almada Corp., 380 St. Antoine St. W. Postal Code: H2Y
1J9. Tel: 844-1127. Owners: Aaron Lipsin, Marv Dri-
mer; Mgr.: Marv Drimer; Buyer: Aaron Lipsin. (Rec. &
Tape D & I)

Branches: Vancouver, B.C.; Toronto, Ont.

Rec. labels: AJ/ALA, AJP, ASA, Abbey, Aircheck, Antho-
logy, Arad, Archive of Folk, Archive of Jazz, Ar-
chive of Piano, Arcobaleno, Arhoolie, Attack, Aural Ex-
plorer, Aurora, BBC, Backdoor, Bay, Bear Family, Big
Ben, Biograph, Blue Goose, Blues Classics, Blues Spec-
trum, Broadside, Broadway, Bulldog, CMS, Caedmon,
Cameron, Canon, Center, Choice, Classic Jazz, La Com-
die Francaise, Concord, Connoisseur Society, Conversa-
Phone, Cook, Cooking Fat, Coran, Cosmopolitan, Coun-
try Porn, County, Deesse, Discourses, Dixieland Jubilee,
Double Twelve, Dover, Dragon, Dyno, Electric Lemon,
Elephant, Ember, Emery Cook, Esperance, Euphoria, Ev-
erest, Experiences Anonymes, Folklyric, Folkways, Frei-
less, Front Hall, GNP, Gateway, Golden Age, Gold Star,
Grampan, Green Linnet, Guitar World, Gusto, Hall of
Fame, Heritage, Historical, Inner City, Iron Horse, Ital,
Jay Jay, Jazz World, Joker, Kaleidophone, Kicking
Mule, King, Klavier, Laif, Legacy, Legend, Lismor, Liv-
ing Language, Lowbitte, Lyrichord, Major, Mark 56,
McGill Univ., Melodeon, Monitor, Monmouth-Ever-
green, Mooncrest, Murray Hill, Music World, Nevis, No
Holds Barred, L'Oiseau Musicien, Old Homestead, Old
Timey, Olympic, Om Kalsoum, Ornis, Oryx, Outrageous,
Paredon, Passage, Pearl, Philo, Plantation, Power Pak,
Prelude, Radio Archives, Radiola, Ramblin', Request,
Revonah, Ridge Runner, Rim, Rock-Land, Rounder,
Royale, SLD, Saga, Sandy Hook, 1750 Arch, Sha-
nachie, Sierra Wave, Sonafisc, Sono Cairo, Sounds Su-
perb, Spokane, Starday, String, Sun, Supradisc, Syl-
phone, Takoma, Tangent, Til, Topic, Totem, Tradition,
Tretaux, Trix, Trojan, Tropical, Venus, Vetco, Who's
Who in Jazz, Wildwood, Windham Hill, Yazoo

Tape lines: American Entertainment, Archive of Folk,

Archive of Jazz, Archive of Piano, Betty White, Bright Orange, CMS, Conversa-Phono, Elephant, Everest, Folkways, GNP Crescendo, Golden Age, Gold Star, Insync, Legend, Lismor, Living Language, Monitor, Olympic, Party, RCA Camden, Radiola, Request, Rounder, Saga, Tradition.

Accessories: Jackets & sleeves, rec. cleaners (Disc-Stat).

Alta Musique Dist'n Ltee., 9375 Meaux St., St.-Leonard H1R 3H3. Tel: 327-5040. Telex: 05-828592. Pres.: Alain Guillemette; Sales Mgr.: Jehan Valiquet. (Rec. & Tape D)

Labels: Alta, Daisy, Domino, Emotion, Gamma, Heritage, Impact, Jade, Motown, MBW, Pickwick, Smash-Disco, Sonotel, Tamanoir, 13 Aout.

Accessories: Memorex, Recoton.

C B S Recs. Canada Ltd./CBS Disques Ltee., 1550 Rue Beaulac, St.-Laurent H4R 1W8. Tel: 342-2231. Reg'l Dir.: Paul Gallant. (Rec. & Tape D)

Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)

Capitol Recs.-EMI of Canada Ltd., 9245 Cote de Liesse Rd., Dorval H9P 2N9. Tel: 631-9073. Eastern Sales Mgr.: W. Rotari. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)

D J Recs. Ltd., 146 Francois, No. 304, Nuns Island H3E 1G3. Tel: 761-7118. (Rec. & Tape OS, RJ, I & E)

Downstairs Recs., 668 Deslauriers St., St. Laurent H4N 1W5. Tel: 334-2373. Telex: 05-827542. Owners: G. Cucuzzella, G. Tortorici; Buyer: G. Cucuzzella. (Rec. & Tape OS & RJ), (Rec. & Tape I & E as Unidisc of Canada)

Labels: Broadway, Champagne, Dice, Glass, Igloo, Scorpio, Unidisc.

G R T of Canada Ltd., 751 Jarry St. E. Postal Code: H2P 1W3. Tel: 274-3587. Eastern Reg'l Mgr.: Ken Dion; Sales Rep.: Jacques Grandbois. (Rec. & Tape D)

Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)

Gamma Recs. Ltd., 9375 Meaux St., St.-Leonard H1R 3H3. Tel: 327-5010. Cable: GAMREC. Telex: 05-828592. Gen. Dir.: Daniel Lazare, Pres.: Jack Lazare. (Rec. I)

Rec. labels: Aavalanche, Cool Music, Cyclon, Hexagone, Sunset.

Handleman Co. of Canada Ltd., 4215 Poirier Blvd., St. Laurent H4R 2A4. Tel: 337-7040. Mgr.: Yvon LaBelle; Buyer: Robert Reboull. (Rec. & Tape RJ)

Home office: USA—Clauson (Detroit Metropolitan Area), Mich.

London Recs. of Canada (1967) Ltd., 6265 Cote de Liesse, St.-Laurent H4T 1C3. Tel: 341-5350. Telex: 05-824570. VP Mktg.: Kenneth Verdoin, Eastern Reg'l Mktg. Mgr.: Armand Guadagno; Western Reg'l Mktg. Mgr.: A. Bilodeau; Local Branch Mgr.: Fred Refica; Local Sales Mgr.: Yves Dupuis. (Rec. & Tape D)

Branches: Calgary, Alta.; Burnaby (Vancouver Area), B.C.; Winnipeg, Man.; Scarborough (Toronto Metropolitan Area), Ont.; Quebec City, P.Q.

Labels: Abiko (tape only), Able, Ace of Clubs, Ace of Diamonds, Airedale, Argo, Axe, BSST, Banff, Beltona, Beta, Boot, CB/Star, Canadian Cavalcade, Caprice, Carats, Celtic, Chair-Man Mills, Chouette, Crossover, Cynda, Decca, Deram, Disque Bleu, Durium, Echanson, Enigma, Flying Fish, Fontana, Force One, Foreign Exchange, Generation, Honey Dew, Ice, Interdisk, Jake, Kosmos, Le Joint, Lollipop, London, Magique, Manibelle, Morning, Musinter, Nuage, Oiseau-Lyre, Owl Blues, Parrot, Phase 4, Philips, Philo, Pingouin, Project 3, Quatre Saison, Richmond, Riot, Rodeo, Rosa, Sky, Stereo Treasury, Stony Plain, Talisman, Telefunken, Telson, Threshold, UK, VIP, Vinyl, WAM, Wow, Wonderland.

MCA Dist'n (Canada) (div. of MCA Canada Ltd.), 8444 Blvd. St. Laurent, Postal Code: H2P 2M3. Tel: 382-8475. TWX: 610-421-3225. Sales Mgr.: Robert Hamel. (Rec. & Tape D)

Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed)

Metrodisc Dists., 2215 Beaconsfield Ave. Postal Code: H4A 2G9. Tel: 481-1167. Mgr.: Gary Kouri. (Rec. & Tape D)

Home office: Toronto, Ont. (See for prod. distributed)

Milbank Music Corp., 245 Montee de Liesse, Postal Code: H4T 1N8. Tel: 341-4511. Telex: 05-825621. MIL-BANKMUS Contact: Jerry Shapiro. (OS, I & E)

Mr. Music of Canada Ltd., PO Box 1626, Sta. B. Postal Code: H3B 3L3. Tel: 737-0557. Owner & Mgr.: Van H. Pette-way. (Rec. RJ & I, Tape I)

Imports rec. & tape cut-outs.

Multidisc Inc., 9375 Meaux St., St.-Leonard H1R 3H3. Tel: 327-5070. Telex: 05-828592. Pres.: Robert Corbin; Sales Dir.: Claude Dore; Buyers: Singles, Jean Baril, Albums & Tape, Richard Vincent. (Rec. & Tape OS & RJ)

Branch: Quebec City, P.Q. (Rec. & Tape I & E)

Phonodisc Ltd., Place Trans Canada, Suite 223-A, 7033 Trans Canadienne Rte., St. Laurent H4T 1S2. Tel: 337-1022. (Rec. & Tape D)

Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)

Pindoff Rec. Sales Ltd., 245 Montee de Liesse, St. Laurent H4T 1P5. Tel: 341-1210. Mgr.: Jacques Marquis. (Rec. & Tape RJ)

Home office: Rexdale (Toronto Metropolitan Area), Ont.

Polygram Inc., 6000 Cote de Liesse, St.-Laurent H4T 1E3. Tel: 739-2701. Telex: 05-825690. TWX: 610-421 3509. VP Mktg. & Sales: Dieter Radacki; Eastern Sales Mgr.: Gaston Careau. (Rec. & Tape D)

Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man.; Etobicoke (Toronto Metropolitan Area), Ont.

Labels: Barclay, Capricorn, Casablanca, Chocolate City, DG, De-Lite, Direction, Egg, Festivo, Lone Star, MGM, Mercury, Parachute, Philips, Polydor, RAAL, RSO, Resonance, Riviera, Rockland, Spring, TGO, Verve, Virgin, Voyage, Zappa.

RCA Ltd., Rec. Div., PO Box 987, Tour de la Cite; 300 Leo Parizeau, Postal Code: H2W 2N1. Tel: 849-3251. District Sales Mgr.: R. Galibois. (Rec. & Tape D—see office in Toronto, Ont., for prod. distributed)

R M P Rec. Sales Co. Ltd., 300 Bates Rd. Postal Code: H3S 1A3. Tel: 739-5662. Owner & Buyer: Leslie Faludi. (Rec. & Tape OS & RJ)

Superior Electronics Inc., 1330 Trans Canada Hwy. S., Dorval H9P 1H8. Tel: 683-6331. Pres. R. Golick, Sr. VP: F. Lawrence Plotnick, VP & RJ Mgr.: Sydney Goldstein; D Buyer: B.R. Klempner; RJ Buyer: P. Griffiths. (Rec. D & RJ, Tape RJ)

Labels: Concord Jazz, East Wind, Orinda, Philips, RCA direct-to-disc, Telarc, Toshiba-EMI.

Trans Canada (div. of Les Distributions Quebecor Inc.), 7033 Trans Canada Hwy., St. Laurent H4T 1S2. Tel: 336-7151. Dir. Gen. Pierre Boivin, Sales Mgr.: Robert Brault; Buyer: Bruce Schneider. (Rec. & Tape D & OS)

Branches: Moncton, N.B.; Quebec City, Rimouski, Rouyn, P.Q.

Rec. labels: Amour, Baccara, Bonanza, Catalogne, Chemin du Roi, Colibri, Disco 1, Discotel, Fleur, Fontane, Generation, Gyp Int'l, Jyto, Kebec-Disc, Martin, Melon-Miel, Mercure, Mirabel, NSB, Nobel, Parapluie, Pax, Reserve, Rico, SPPS, Safi, Trm-Pax, Total, Totem, Traffic, Unison.

Tape lines: Same as rec. labels.

Unidisc of Canada (Rec. & Tape I & E), see Downstairs Recs.

Varietes Musicales de l'Est Inc., 189 Rockland Rd. Postal Code: H3P 2W4. Tel: 735-1694. (Rec. OS—singles only)

W E A Music of Canada Ltd., 735 Renaud Ave., Dorval H9P 2N1. Tel: 636-8503. Mgr.: Richard Belec. (Rec. & Tape D)

Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)

● QUEBEC CITY (Area Code 418)

London Recs. of Canada (1967) Ltd., 1303 Rue Conway, Postal Code: G1J 3S3. Tel: 529-0261. Telex: 051-3799. Mgr.: Fred Refica. (Rec. & Tape D)

Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)

Multidisc Inc., 2347 D'Alton, Parc Colbert, Postal Code: G1P 3S3. Tel: 653-6433. Mgr.: Bill Mathieu. (Rec. & Tape I & E)

Home office: Montreal, P.Q. (Rec. & Tape OS & RJ)

Trans Canada (div. of Les Distributions Quebecor Inc.), 2659 Watt St., Local G. Parc Colbert, Postal Code: G1P 3T5. Tel: 651-6512. Mgr.: Jacques Charest. (Rec. & Tape D & OS)

Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)

● RIMOUSKI (Area Code 418)

Trans Canada (div. of Les Distributions Quebecor Inc.), 339 Rivard St., Plaza Industrielle G5L 7J6. Tel: 722-6333. Mgr.: Carol Coulombe. (Rec. & Tape D & OS)

Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)

● ROUYN (Area Code 819)

Trans Canada (div. of Les Distributions Quebecor Inc.), 165 Dallaire, Postal Code: J9X 4T3. Tel: 764-6128. Mgr.: Robert Perusse. (Rec. & Tape D & OS)

Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)

SASKATCHEWAN

● SASKATOON (Area Code 306)

Radel Racking Ltd., Box 9200, Postal Code: S7K 3T4. Tel: 652-1977. Owner: W.A. Murphy, Mgr. & Buyer: P. Bateman. (Rec. & Tape RJ)

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A C T R A, see Association of Canadian Television & Radio Artists.

A F M, see American Federation of Musicians.

Academy of Country Music Entertainment, PO Box 574, Thornhill, Ont. L3T 4A2. Tel: (416) 225-8171. Pres.: David Charles; Exec. Ass't: Sheila Petersen.

American Federation of Musicians (AFM), 101 Thorncliffe Park Dr., Toronto, Ont. M4H 1M1. Tel: (416) 425-1831

Association of Canadian Orchs., 151 Bloor St. W., Suite 503, Toronto, Ont. M5S 1T6. Tel: (416) 961-1660. Exec. Sec'y: Betty Webster.

Association of Canadian Television & Radio Artists (ACTRA), 105 Carlton St., Toronto, Ont. M5B 1M2. Tel: (416) 363-6335.

British Columbia Touring Council, 575 Beatty St., Vancouver, B.C. V6B 2L7. Tel: (604) 669-2800. Exec. Dir.: Stephen Chitty.

C A M M A C (Canadian Amateur Musicians—Musiciens Amateurs du Canada), PO Box 353, Westmount, P.Q. H3Z 2T5. Tel: (514) 932-8755.

Canadian Amateur Music Making, 1165 Greene Ave., Westmount, P.Q. H3Z 2A2. Tel: (514) 932-8755.

Canadian Bureau for the Advancement of Music (CBAM), Exhibition Place, Queen Elizabeth Bldg., Toronto, Ont. M6K 3C3. Tel: (416) 366-7551. Mng. Dir.: Lt. Col. C. O. Hunt.

Canadian Folk Music Soc., c/o Societe Radio-Canada, PO Box 6000, Montreal, P.Q. H3C 3A8. Tel: (514) 285-3211.

Canadian League of Composers, 1263 Bay, Toronto, Ont. M5R 2C1. Tel: (416) 961-6601.

Canadian Music Centre/Centre de Musique Canadienne (CMC), 1263 Bay St., Toronto, Ont. M5R 2C1. Tel: (416) 961-6601. Cable: CENTRECAN.

Canadian Music Council, c/o Guy Huot, 36 Elgin, Ottawa, Ont. K1P 5K5. Tel: (613) 238-5893. Sec'y-Gen.: Guy Huot.

Canadian Music Educators Ass'n (CMEA), Nat'l Resource Centre, PO Box 1461, St. Catharines, Ont. L2R 7J8. Pres.: Paul Murray; Exec. Sec'y: Wallace Laughton.

Canadian Music Publ'rs Ass'n, 111 Avenue Rd., Toronto, Ont. M5R 3J8. Contact: Matthew Heft.

Canadian Rec'g Ind. Ass'n, 89 Bloor St. E., Toronto, Ont.

M4W 1A9 Tel: (416) 967-7272. Pres.: Brian Robertson.

Council of Business & the Arts in Canada, PO Box 84, Toronto Dominion Centre, Suite 1810, Toronto, Ont. M5K 1E7. Tel: (416) 869-3016.

Jeunesses Musicales du Canada, 5253 Ave. du Parc, Suite 600, Montreal, P.Q. H2V 4P2. Cable: JEUMUSICA. Tel: (514) 271-2566.

N A B E T, see National Ass'n of Broadcast Employees & Technicians.

National Ass'n of Broadcast Employees & Technicians (NABET), 1010 St. Catherine St. W., Montreal, P.Q. H3B 3R3. Tel: (514) 878-3141.

National Youth Orchestra of Canada (NYO), 76 Charles St. W., Toronto, Ont. M5S 1K8. Tel: (416) 922-5031. Gen. Dir.: John Brown.

Recording Arts & Sciences Institute of Canada, PO Box 865, Snowdon Sta., Montreal, P.Q. H3X 3X9. Tel: (514) 288-1853. Pres. & Exec. Dir.: David P. Leonard.

DESIGN & ARTWORK

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788.

Dynacom Communications Int'l, PO Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres.: Dave Leonard. (Record only)

Global Prods., 350 Sorauene Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD. Pres.: G. Kyron; Gen. Mgr.: Jerry Stevens. (Tape only).

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522.

Bill Hicks Design & Photography, 611 Gertie St., 2nd fl., Winnipeg, Man. R3A 1B5. Tel: (204) 943-1868.

Intermodal Prods Int'l, PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney; Adv. Mgr.: Evelyn Rodney.

Sheldon Kagan & Assocs. Ltd., 2555 Cote Vertu, Montreal, P.Q. H4R 1Z6. Tel: (514) 331-7282. (Record only)

Kitsch, Baroque & Rococo Advertising Counsellors, PO Box 85, Stoney Creek, Ont. L8G 3X7. Tel: (416) 544-7569. Pres. & Gen. Mgr.: Lawrence M. Bedder.

Lithobec Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133.

Metro-Graphic Corp., 2800 Francis-Hughes Ave., Chomedey, P.Q. H7L 3M4. Tel: (514) 663-0370. (Record only)

Ok! Assocs., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 534-7951. Owner: Lois Ok!; Art Dir.: Tom Ok!

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres.: V.W. Parr; Sales Mgr.: R.A. Gray.

Praise Recs. of Canada Ltd., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.

Promotivation Agency Inc., 354 Youville St., Montreal, P.Q. H2Y 2C3. Tel: (514) 284-0330.

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis; Sales Mgr.: Shaun Bernard.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 22819. Sales Mgr.: Jim Austin.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. M1H 1H2. Tel: (416) 438-5301. Telex: (065) 25228.

Branch: Montreal, P.Q., 100 Alexis Nihon Blvd., Suite 583, Postal Code: H4M 2P1. Tel: (514) 748-7959/9024.

Home office: USA, New York, N.Y.

Studio Lorraine, 310 Ann St., Montreal, P.Q. H3C 2K1. Tel: (514) 861-2759. Telex: 05-267411.

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Pres. Bill Hewson; Gen. Mgr.: Bob Stone.

LICENSING ORGANIZATIONS, MUSIC

Canadian Musical Reproduction Rights Agency Ltd. (CMRRA), 111 Avenue Rd., Toronto, Ont. M5R 3J8. Tel: (416) 922-4170. Cable: MUSRITES. Pres. Al Mair; Gen. Mgr.: C.C. Devereux. (Mechanical rights only)

Composers, Authors & Pub'rs Ass'n of Canada Ltd. (CAPAC), 1240 Bay St., Toronto, Ont. M5R 2C2. Tel: (416) 924-4427. Gen. Mgr.: John V. Mills. (Performing rights only)

Branch: Vancouver, B.C., 1 Alexander St. Postal Code: V6A 1B2. Tel: (604) 689-8871—Montreal, P.Q., 1245 W. Sherbrooke, Postal Code: H3G 1G2. Tel: (514) 288-4755. Mgr.: Michael Rock.

P R O Canada (Performing Rights Org. of Canada Ltd.), 41 Valleybrook Dr., Don Mills, Ont. M3B 2S6. Tel: (416) 445-8700. Cable: CANMUS TORONTO. Telex: (06) 966634. Pres.: Gordon F. Henderson; Mng. Dir.: S. Campbell Ritchie; Pub. & PR Mgr.: Nancy Gyokeres.

Branches: Vancouver, B.C., 1462 W. Pender St. Postal Code: V6G 2S2. Tel: (604) 688-7851—Montreal, P.Q., 2001 University St., Suite 1140. Postal Code: H3A 2A6. Tel: (514) 849-3294.

PLATING, PROCESSING & PRESSING PLANTS

Arc Sound Co. Ltd., 142 Sparks Ave., Willowdale, Ont. Tel: (416) 499-5000.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Pres. J.D. Evans; VP Mktg. R. Rowe; VP Sales M. Rosicki; Nat'l Edging & Adv. Mgr. D. Elliott. (Pressing only)

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Sales Mgr.: A. Andruchow—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667. Sales D. Bertsch, B. Manlove—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073. Eastern Reg'l Sales Mgr.: W. Rotari.

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522.

Holbrook Dist. Co. Ltd., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 294-9398. Pres.: Frank P. Swain; Custom Sales Mgr.: M.C. Swain. (Plating & Processing only) Intermodal Prod's Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney. Adv. Mgr.: Evelyn Rodney

Keel Rec. Mfg. of Canada Ltd., 460 Fairhill St., Ajax, Ont. L1S 1R6. Tel: (416) 683-1461. (Pressing only)

London Recs. of Canada (1967) Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350. Cable: FULLRANGE MONTREAL. Telex: (05) 824570. Pres.: F.C. Jamieson; VP: A. Koury.

Branches: Calgary, Alta., 429 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 243-1313. Telex: (038) 22572. Mgr.: D. McBeth—Burnaby, B.C., 3166 Lake City Way. Postal Code: V5A 3A4. Tel: (604) 298-6471. Telex: (04) 354544. Mgr.: O.L. Jones—Winnipeg, Man., 15-1100 Waverly St. Postal Code: R3T 3X9. Tel: (204) 452-7918. Telex: (07) 57695. Mgr.: Gerry Young—Scarborough, Ont., 1630 Midland Ave. Postal Code: M1P 3C2. Tel: (416) 755-3373. Telex: (06) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: G1J 3S3. Tel: (418) 529-0261. Telex: (051) 37399. Mgr.: Fred Refica.

Praise Recs. of Canada Ltd., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk. (Pressing only)

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; Sales Dir.: Barry J. Stafford; VP Mfg.: Ronald P. Gardner; VP Finance: David M. Ford.

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Postal Code: R3B 0R7. Tel: (204) 943-6563. Mgr.: Charles Porter—Toronto, Ont., 130 Mack Ave. Postal Code: M1L 4P5. Tel: (416) 698-5643. Mgr.: Barry J. Stafford—Montreal, P.Q., 2215 Beaconsfield Ave. Postal Code: H4A 2G9. Tel: (514) 481-1167. Mgr.: Danielle Gagnon. (Pressing only)

R C A Ltd., 101 Duncan Mill Rd., Suite 300, Don Mills, Ont. M3B 1Z3. Tel: (416) 449-9500. Telex: (06) 966577. TWX: (610) 492-4746. VP & Gen. Mgr.: J. Edward Preston; Opns. Servs. Dir.: K.R. Gilles.

Plant: Smiths Falls, Ont., 91 Cornelia St. Tel: (613) 283-4010.

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (Pressing only)

PRINTERS & LITHOGRAPHERS

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Pres.: J.D. Evans; VP Mktg.: R. Rowe; VP Sales: M. Rosicki; Nat'l Mdsq. & Adv. Mgr.: D. Elliot.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Sales Mgr.: A. Andruchow—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667. Sales: D. Bertsch, B. Manlove—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073. Eastern Reg'l Sales Mgr.: W. Rotari.

Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD. Pres.: G. Kyrton; Gen. Mgr.: Jerry Stevens. (Tape only)

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522.

Lithobac Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133.

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres.: V.W. Parr; Sales Mgr.: R.A. Gray.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; Sales Dir.: Barry J. Stafford; VP Mfg.: Ronald P. Gardner; VP Finance: David M. Ford.

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Postal Code: R3B 0R7. Tel: (204) 943-6563. Mgr.: Charles Porter—Toronto, Ont., 130 Mack Ave. Postal Code: M1L 4P5. Tel: (416) 698-5643. Mgr.: Barry J. Stafford—Montreal, P.Q., 2215 Beaconsfield Ave. Postal Code: H4A 2G9. Tel: (514) 481-1167. Mgr.: Danielle Gagnon.

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis; Sales Mgr.: Shaun Bernard.

Branch: Markham, Ont., 227 Idema Rd., Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: 06-22819. Sales Mgr.: Jim Austin.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough Ont. M1H 1H2. Tel: (416) 438-5301. Telex: (065) 25228.

Branch: Montreal, P.Q., 100 Alexis Nihon Blvd., Suite 583. Postal Code: H4M 2P1. Tel: (514) 748-7959/9024.

Home office: USA, New York, N.Y.

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone.

RECORD PROMOTION

Don Bell Servs., PO Box 581, Adelaide St. Sta., Toronto, Ont. M5C 2J6. Tel: (416) 364-3815. Cable: DBSMUSIC. Mgr.: Don Bell.

Dynacom Communications Int'l, PO Box 702, Snowdon St., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres.: Dave Leonard.

Bill Hicks Design & Photography, 61 Gertie St., 2nd fl., Winnipeg, Man. R3A 1B5. Tel: (204) 943-1868.

Inside Track, 583 Roosevelt Ave., Ottawa, Ont. K2A 2A2. Tel: (613) 224-7902. Gen. Mgr.: James A. Nichols.

Intermodal Prod's Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney. Adv. Mgr.: Evelyn Rodney

Sheldon Kagan & Assocs. Ltd., 2555 Cote Vertu, Montreal, P.Q. H4R 1Z6. Tel: (514) 331-7282.

Kitsch, Baroque & Rocco Advertising Counselors, PO Box 85, Stoney Creek, Ont. L8G 3X7. Tel: (416) 544-7569. Pres. & Gen. Mgr.: Lawrence M. Bedder.

Brian Millan Music Corp., PO Box 1905, Succ. Postal Place

d'Armes, Montreal, P.Q. H2Y 1S6. Tel: (514) 288-4950. Pres.: Brian Millan; Gen. Mgr.: Steve Voros; Art & Artist Relations Dir.: Eileen Haines.

Oki Assocs., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 534-7951. Owner: Lois Oki; Art Dir.: Tom Oki.

7 Province Dist'g., 185 Bay St., Suite 312, Toronto, Ont. M5J 1K6. Tel: (416) 869-0605.

Home office: 50 State Dist'g Co. Inc., Las Vegas, Nev.

**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.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Pres.: J.D. Evans; VP Mktg.: R. Rowe; VP Sales: M. Rosicki; Nat'l Mdsq. & Adv. Mgr.: D. Elliot.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Sales Mgr.: A. Andruchow—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667. Sales: D. Bertsch, B. Manlove—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073. Eastern Reg'l Sales Mgr.: W. Rotari.

Audio: 8-tr., 8-tr. quadraphonic, cassette.

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788.

Plant: Scarborough, Ont., 225 Markham Rd., Postal Code: M1J 3C6. Tel: (416) 298-8190.

Audio: 8-tr. quadraphonic, cassette.

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. M4W 1L4. Tel: (416) 920-2211. Gen. Mgr.: Salim Sachedina; Studio Mgr.: John Ellison.

Audio: Cassette, open reel.

Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD. Pres.: G. Kyrton; Gen. Mgr.: Jerry Stevens. (PKG—audio)

Audio: 8-tr. & cassette.

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9527. (PKG)

Audio: 8-tr., cassette.

Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Chm. Eric H. Hardman; Pres.: Eric S. Hardman; Sales Mgr.: Walter Strleic. (PKG only—audio)

Intermodal Prod's Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney. Adv. Mgr.: Evelyn Rodney.

Audio: 8-tr., cassette.

L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3K 1J3. Tel: (416) 495-9378. Contact: Gordon Fraser. (PKG)

Audio: Cassette. (SEE ADVERTISEMENT)

London Recs. of Canada (1967) Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350. Cable: FULLRANGE MONTREAL. Telex: (05) 824570. Pres.: F.C. Jamieson; VP: A. Koury.

Branches: Calgary, Alta., 429 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 243-1313. Telex: (038) 22572. Mgr.: D. McBeth—Burnaby, B.C., 3166 Lake City Way. Postal Code: V5A 3A4. Tel: (604) 298-6471. Telex: (04) 354544. Mgr.: O.L. Jones—Winnipeg, Man., 15-1100 Waverly St. Postal Code: R3T 3X9. Tel: (204) 452-7918. Telex: (07) 57695. Mgr.: Gerry Young—Scarborough, Ont., 1630 Midland Ave. Postal Code: M1P 3C2. Tel: (416) 755-3373. Telex: (06) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: G1J 3S3. Tel: (418) 529-0261. Telex: (051) 37399. Mgr.: Fred Refica.

Audio: 8-tr., 8-tr. quadraphonic, cassette.

Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Pres.: Eric H. Hardman; VP & Gen. Mgr.: John M. Morgan. (PKG—audio)

Audio: 8-tr., cassette.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. (PKG)

Piasetzki Recordtape Ontario Ltd. (PRT Tapes), 1489 Merivale Rd., Ottawa, Ont. K2E 5P3. Tel: (613) 224-6692. (PKG)

Polygram Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690. Pres.: Tim Harrold; VP Mktg. & Sales: Dieter Radecki.

Branches: Calgary, Alta., 105 Bow Valley Square, 202 Sixth Ave. SW. Postal Code: T2P 2R9. Tel: (403) 265-5007. Telex: (03) 821859. Sr. Reg'l Mgr.: Ken Graydon—Vancouver, B.C., Mezzanine, 805 W. Broadway. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: (045) 4410. Promo.: Monica Netupsky—Winnipeg, Man., 3 Donald St., Suite 304. Postal Code: R3L 2P6. Tel: (204) 453-4048. Telex: (07) 55306. Mgr.: Don Ullman—Etobicoke, Ont., Etobicoke Tower, Suite 707, 555 Burnhamthorpe Rd. W. Postal Code: M9C 2Y3. Tel: (416) 622-6680. Telex: (06) 967755. Nat'l Accounts Dir.: Alun Elias.

Audio: 8-tr., cassette.

Praise Recs. of Canada Ltd., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.

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

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; Sales Dir.: Barry J. Stafford; VP Mfg.: Ronald P. Gardner; VP Finance: David M. Ford.

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Postal Code: R3B 0R7. Tel: (204) 943-6563. Mgr.: Charles

Porter—Toronto, Ont., 130 Mack Ave. Postal Code: M1L 4P5. Tel: (416) 698-5643. Mgr.: Barry J. Stafford—Montreal, P.Q., 2215 Beaconsfield Ave. Postal Code: H4A 2G9. Tel: (514) 481-1167. Mgr.: Danielle Gagnon. (PKG)

Audio: 8-tr., cassette.

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. (PKG)

Audio: 8-tr., cassette.

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone.

Audio: 8-tr., cassette.

Video: ½" EIAJ open reel, ½" EIAJ cartridge.

TAPE DUPLICATOR/MARKETERS

Piasetzki Recordtape Ontario Ltd., (PRT Tapes), 1489 Merivale Rd., Ottawa, Ont. K2E 5P3. Tel: (613) 224-6692.

Audio: 8-tr.

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311.

8-tr. & cassette: Alshire.

supplies

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CARTRIDGE & CASSETTE PARTS

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; Magnetic Tape Div. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q. 681 Lepine. Postal Code: H9P 1G3. Tel: (514) 636-4840.

Audio: 8-tr. & cassette parts.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Pres.: J.D. Evans; VP Mktg.: R. Rowe; VP Sales: M. Rosicki; Nat'l Mdsq. & Adv. Mgr.: D. Elliot.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Sales Mgr.: A. Andruchow—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667. Sales: D. Bertsch, B. Manlove—Dorval, P.Q., 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073. Eastern Reg'l Sales Mgr.: W. Rotari.

Audio: 8-tr.

Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD. Pres.: G. Kyrton; Gen. Mgr.: Jerry Stevens.

Audio: 8-tr. & cassette.

Swire Intermagnetics Canada, 77 Steelcase Rd. W., Unit C, Markham, Ont. L3R 2S5. Tel: (416) 495-0631. VP Canada: Brian Lundstram.

Home office: USA.

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; Magnetic Tape Div. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q. 681 Lepine. Postal Code: H9P 1G3. Tel: (514) 636-4840.

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

Capitol, see Will Farrow Assocs. Ltd.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Adv. Mgr.: Will Farrow; Sales Mgr.: Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

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

Brand name: Capitol.

Global Prods., 350 Sorareun Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Pres.: G. Kyrton; Gen. Mgr.: Jerry Stevens.

Audio: 8-tr., cassette

Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Chm.: Eric H. Hardman; Pres.: Eric S. Hardman; Sales Mgr.: Walter Strleic.

Audio: 8-tr. shells & 5 screw cassette shells (sonic welded).

Pacific Int'l Magnetics Inc., 11031 Bridgeport Rd., Suite 200, Richmond, B.C. V6X 3A2. Tel: (604) 273-6015. Pres.: Paul Brown; Mktg. Dir.: Brian Larsen.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159.

Audio: All configurations.

Swire Intermagnetics Canada, 77 Steelcase Rd. W., Unit C, Markham, Ont. L3R 2S5. Tel: (416) 495-0631. VP Canada: Brian Lundstram.

Home office: USA.

ENVELOPES & MAILERS

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (M)

Metro-Graphic Corp., 2800 Francis-Hughes Ave., Chomey, P.Q. H7L 3M4. Tel: (514) 663-0370. (M)

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis; Sales Mgr.: Shaun Bernard.

Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 22819. Sales Mgr.: Jim Austin.

Bruce Thompson Music Corp. Ltd., Box 2248, Calgary, Alta. T2P 2M7. Tel: (403) 269-7270. Pres. & Gen. Mgr.: Bruce Thompson.

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1

Tel (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone (M).

JACKETS & SLEEVES

Custom Converters Printers Ltd., 563 The Queensway E., Mississauga, Ont. L5A 3X6 Tel (416) 279-5256 Telex (06) 961191. Sales Contact: Don E. Stagniere (Plastic inner sleeves for LP's)

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7 Tel (416) 281-9522 (M)

Lithobac Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5 Tel (514) 388-1133 (Jackets only) (M)

Metro-Graphic Corp., 2800 Francis-Hughes Ave., Chomey, P.Q. H7L 3M4 Tel (514) 663-0370 (Sleeves only) (M)

Modern Album of Canada Ltd., 2450 Finch Ave. W., Unit 7, Weston, Ont. M9M 2E9 Tel (416) 745-5033 (Jackets, sleeves, record set boxes) (M)

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2 Tel (416) 759-5601. Pres.: V.W. Parr. Sales Mgr.: R.A. Gray (Jackets only)

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel (514) 861-2411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis. Sales Mgr.: Shaun Bernard.

Branch: Markham, Ont., 227 Idema Rd. Postal Code L3R 1B1. Tel (416) 495-9811. Telex: 06-22819. Sales Mgr.: Jim Austin.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. M1H 1H2. Tel (416) 438-5301. Telex (065) 252228 (M)

Branch: Montreal, P.Q., 100 Alexis Nihon Blvd., Suite 583. Postal Code H4M 2P1. Tel (514) 748-7959/9024.

Home office: USA, New York, N.Y.

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone.

LABELS

Arc Sound Co. Ltd., 142 Sparks Ave., Willowdale, Ont. Tel. (416) 499-5000. (M)

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7 Tel (416) 281-9522 (M)

Metro-Graphic Corp., 2800 Francis-Hughes Ave., Chomey, P.Q. H7L 3M4 Tel (514) 663-0370 (M)

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2 Tel (416) 759-5601. Pres.: V.W. Parr. Sales Mgr.: R.A. Gray.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7 Tel (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth. Sales Dir.: Barry J. Stafford. VP Mfg.: Ronald P. Gardner. VP Finance: David M. Ford.

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Postal Code R3B 0R7. Tel (204) 943-6563. Mgr.: Charles Porter—Toronto, Ont., 130 Mack Ave. Postal Code: M1L 4P5. Tel (416) 698-5643. Mgr.: Barry J. Stafford—Montreal, P.Q., 2215 Beaconsfield Ave. Postal Code: H4A 2G9. Tel (514) 481-1167. Mgr.: Danielle Gagnon (M)

Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel (514) 861-2411. Pres.: L.E. Rossini; Gen. Mgr.: H.B. Ellis. Sales Mgr.: Shaun Bernard.

Branch: Markham, Ont., 227 Idema Rd. Postal Code L3R 1B1. Tel (416) 495-9811. Telex: 06-22819. Sales Mgr.: Jim Austin

World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone (M)

POLYETHYLENE BAGS

Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel (416) 751-9610. Telex (06) 963629. Pres.: Jim Trainor; Gen. Mgr.: Laurence Heseltine.

Branches: Calgary, Alta., 4718 14 St. NE. Postal Code: T2E 6L7. Tel (403) 276-5543. Sales Rep.: Brian Burrows—Vancouver, B.C., La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 1B6. Tel (604) 294-6226—Winnipeg, Man., Box 57, Group 550, RR #5. Postal Code: R2C 2Z2. Tel (204) 889-9545. Sales Rep.: Fred Crookes—St. Laurent, P.Q., Place Trans Canada, Suite 223-A, 7033 Trans Canadienne. Postal Code: H4T 1S2. Tel (514) 337-1022. Sales Rep.: Pierre St. Georges.

PROFESSIONAL TAPE SUPPLIES

Edital, see McKen Electronics.

McKen Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel (613) 236-7242.

Audio: Bulk erasers (WRE), splicing & editing equip. (Edital).

W R E, see McKen Electronics.

TAPE, BLANK LOADED

The numbers in parentheses following the 8-track & cassette configurations show recording time in minutes; those following open reel configurations show length of tape in feet.

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9 Tel (416) 791-3100. VP & Gen. Mgr.: J.L. Major. Magnetic Tape Div. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 1G3. Tel (514) 636-4840.

Audio: 8-tr., (45.90) cassette (45.60, 90, 120), open reel (1500', 2150', 2440', 3000', 3600'), broadcast. **Video:** 1" open reel, 3/4" cassette (10, 20, 30, 40, 50, 60), 1/2" EIAJ open reel (1250', 2400').

Audio Magnetics Corp. of Canada Ltd., 1180 MartinGrove Rd., Rexdale, Ont. M9W 5M9. Tel (416) 245-4400.

Audio: 8-tr (40,80), cassette (45, 60, 90, 120), open reel.

Brand names: Cycles, Tracs, Tracs Plus, XHE

B A S F (Canada) Ltd., PO Box 430, Sta. St. Laurent, Mon-

real, P.Q. H4L 4V8, 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel (514) 341-5411. Telex: (05) 827777.

Audio: Cassette, open reel.

Capitol Recs.—EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel (416) 677-5050. Cable: CAPITOLREC. Pres.: J.D. Evans; VP Mktg.: R. Rowe; VP Sales: M. Rosicki; Nat'l Mdsng. & Adv. Mgr.: D. Elliot. (Also see Will Farrow Assocs.)

Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel (403) 287-0823. Western Reg'l Sales Mgr.: A. Andrichow—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel (604) 689-8667. Sales: D. Bertsch, B. Manlove—Dorval, P.Q., 9245 Cote de Liesse Rd., Postal Code: H9P 2N9. Tel (514) 631-9073. Eastern Reg'l Sales Mgr.: W. Rotari.

Audio: 8-tr., cassette.

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel (514) 739-2281. Telex: (05) 827788.

Audio: 8-tr., cassette.

Brand name: TM-100

Cycles, see Audio Magnetics Corp. of Canada Ltd.

Deramic Sound, see London Recs. of Canada Ltd.

Dynapak, see Stereodyne (Canada) Ltd.

Edmund Scientific Prods. Co., 3500 Bathurst St., Toronto, Ont. M6A 2C6. Tel (416) 787-4583.

Audio: Endless-loop cassette.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel (416) 625-8151. Pres. & Adv. Mgr.: Will Farrow. Sales Mgr.: Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: 8-tr. (32, 40, 45, 60, 64, 80, 90, 100, 120), cassette (20, 30, 45, 60, 90, 120), open reel.

Brand name: Capitol

Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel (416) 252-7209. Pres.: J. Bouzaglou; Sales Mgr.: Herbert A. Guinness.

Audio: 8-tr. (40, 45, 60, 90), cassette (30, 45, 60, 90, 120), open reel (600', 900', 1200', 1800').

Video: 3/4" cassette, 1/2" Beta & VHS cassette.

Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel (416) 531-5751. Cable: GLOBOLPROD. Pres.: G. Kyrton; Gen. Mgr.: Jerry Stevens.

Audio: 8-tr. (40, 45, 80, 90 & custom lengths), cassette (40, 45, 60, 90 & custom lengths), open reel.

Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel (416) 245-7890. Telex: (06) 989393. Chm. Eric H. Hardman; Pres.: Eric S. Hardman; Sales Mgr.: Walter Strielec.

Audio: 8-tr. (45, 90), cassette (60, 90).

International Audio Visual Ltd., PO Box 1096. Postal Code: V3J 6Z4, 224 Cayer St., Coquitlam, B.C. V3K 5A9. Tel (604) 522-7955. Pres.: Dr. Peter P. Allinger; Sales Mgr.: Spencer Coles; Gen. & Adv. Mgr.: A. Dirks. (Audio only)

Brand name: Pacific Tape.

London Recs. of Canada Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel (514) 341-5350. Cable: FULL-RANGE MONTREAL. Telex (05) 824570. Pres.: F.C. Jamieson. VP: A. Koury.

Branches: Calgary, Alta., 429 Manitou Rd. SE. Postal Code: T2G 4C2. Tel (403) 243-1313. Telex: (038) 22572. Mgr.: D. McBeth—Burnaby, B.C., 3166 Lake City Way. Postal Code: V5A 3A4. Tel (604) 298-6471. Telex: (04) 354544. Mgr.: O.L. Jones—Winnipeg, Man., 15-1100 Waverly St. Postal Code: R3T 3X9. Tel (204) 452-7918. Telex: (07) 57695. Mgr.: Gerry Young—Scarborough, Ont., 1630 Midland Ave. Postal Code: M1P 3C2. Tel (416) 755-3373. Telex: (06) 963754. Mgr.: Armand Beaudin—Quebec, P.Q., 1303 Rue Conway. Postal Code: G1J 3S3. Tel (418) 529-0261. Telex: (051) 3799. Mgr.: Fred Refka.

Audio: 8-tr., cassette.

Brand name: Deramic Sound.

Magna Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel (416) 245-7890. Telex: (06) 989393. Pres.: Eric H. Hardman; VP & Gen. Mgr.: John M. Morgan.

Audio: 8-tr., cassette, open reel

Maxell, see Tri-Tel Assocs.

Pacific Int'l Magnetics Inc., 11031 Bridgeport Rd., Suite 200, Richmond, B.C. V6X 3A2. Tel (604) 273-6015. Pres.: Paul Brown; Mktg. Dir.: Brian Larsen.

Audio: Cassette.

Pacific Tape, see International Audio Visual.

Pan Can, see Pan Canada Magnetics.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel (416) 278-9851. Telex: (06) 960159.

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

Brand name: Pan Can, Pan Canada.

Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel (416) 751-9610. Telex: (06) 963629. Pres.: Jim Trainor; Gen. Mgr.: Laurence Heseltine.

Branches: Calgary, Alta., 4718 14 St. NE. Postal Code: T2E 6L7. Tel (403) 276-5543. Sales Rep.: Brian Burrows—Vancouver, B.C., La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 1B6. Tel (604) 294-6226—Winnipeg, Man., Box 57, Group 550, RR #5. Postal Code: R2C 2Z2. Tel (204) 889-9545. Sales Rep.: Fred Crookes—St. Laurent, P.Q., Place Trans Canada, Suite 223-A, 7033 Trans Canadienne. Postal Code: H4T 1S2. Tel (514) 337-1022. Sales Rep.: Pierre St. Georges.

Audio: 8-tr., cassette.

Praise Recs. of Canada Ltd., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.

Audio: Cassette.

Brand name: Presonic.

Presonic, see Praise.

Sony Of Canada Ltd., 1370 Sony Pl., Winnipeg, Man. R3C 3C3. Tel (204) 284-7160. Pres.: A.D. Cohen; VP, Sales: B.E. Martin; Adv. Mgr.: D.G. Willox.

Branches: Calgary, Alta., 110 11th 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.

Home office: Japan.

Stereodyne (Canada) Ltd., 3121 University Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311.

Audio: 8-tr. (40, 45, 60, 90), cassette (60, 90).

Brand name: Dynapak.

Superior Electronics Inc., 1330 Trans Canada Hwy. S., Dorval, P.Q. H9P 1H8. Tel: (514) 683-6331.

Audio: 8-tr. (45, 90), cassette (30, 45, 60, 90, 120), open reel (1200', 1800', 3600').

Brand name: TDK.

Swire Intermagnetics Canada, 77 Steelcase Rd. W., Unit C, Markham, Ont. L3R 2S5. Tel (416) 495-0631. VP Canada: Brian Lundstram.

Home office: USA.

T D K, see Superior Electronics Inc.

T M 100, see Cinram.

Teac, see White Electronic.

Tracs, see Audio Magnetics.

Tracs Plus, see Audio Magnetics.

Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel (416) 499-5044. Telex: (06) 23443. Mktg. Mgr.: R.W. Finkle. (Audio only)

Brand name: Maxell

White Electronic Development Corp. (1966) Ltd., 6300 Northam Dr., Malton, Ont. L4V 1H7. Tel (416) 676-9090. Telex (06) 983584. Pres.: Murray Fiebert; Nat'l Sales Mgr.: Chris Tooteil. (Importer)

Branch: Montreal, P.Q., 4750 Blvd. des Grandes Prairies. Postal Code: H1R 1A1. Tel (514) 326-4075.

Audio: Cassette, open reel.

Brand name: Teac.

X H E, see Audio Magnetics.

TAPE, BULK RAW

Agfa Gevaert, see Photo.

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel (416) 791-3100. VP & Gen. Mgr.: J.L. Major. Magnetic Tape Div. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 1G3. Tel (514) 636-4840.

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

Audio Magnetics Corp. of Canada Ltd., 1180 MartinGrove Rd., Rexdale, Ont. M9W 5M9. Tel (416) 245-4400.

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

B A S F (Canada) Ltd., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8, 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel (514) 341-5411. Telex: (05) 827777.

Audio: Cassette, open reel.

Capitol, see Will Farrow.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel (416) 625-8151. Pres. & Adv. Mgr.: Will Farrow. Sales Mgr.: Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

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

Brand name: Capitol.

Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel (416) 252-7209. Pres.: J. Bouzaglou; Sales Mgr.: Herbert A. Guinness.

Audio: 8-tr., cassette.

Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel (416) 531-5751. Cable: GLOBOL PROD. Pres.: G. Kyrton; Gen. Mgr.: Jerry Stevens.

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

Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1H1. Tel (416) 245-7890. Telex: (06) 989393. Pres.: Eric H. Hardman; VP & Gen. Mgr.: John M. Morgan.

Audio: Cassette.

Pacific Int'l Magnetics Inc., 11031 Bridgeport Rd., Suite 200, Richmond, B.C. V6X 3A2. Tel (604) 273-6015. Pres.: Paul Brown; Mktg. Dir.: Brian Larsen.

Audio: Cassette.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel (416) 278-9851. Telex: (06) 960159.

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

Photo Importing Agencies Ltd., 29 Gurney Crescent, Toronto, Ont. M6B 1S9. Tel (416) 787-5691. Telex: 22631. Mng. Dir.: L.F. Verhulst; Sales Mgr.: Peter Humick.

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

Brand name: Agfa Gevaert.

Swire Intermagnetics Canada, 77 Steelcase Rd. W., Unit C, Markham, Ont. L3R 2S5. Tel (416) 495-0631. VP Canada: Brian Lundstram.

Home office: USA.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel (416) 791-3100. VP & Gen. Mgr.: J.L. Major. Magnetic Tape Div. Mgr.: J.R. Pariselli.

Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 1G3. Tel (514) 636-4840.

Product: Bin-loop duplicators, master reproducers.

Brand names: Ampex, Stencil.

B A S F (Canada) Ltd., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8, 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel (514) 341-5411. Telex: (05) 827777.

Product: Pancakes

Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel (416) 252-7209. Pres.: J. Bouzaglou; Sales Mgr.: H. Guinness.

Product: Audio tape coating, slitting machines.
Global Prods., 350 Soraura Ave., Toronto, Ont. M6R 2G8
 Tel: (416) 531-5751. Cable: GLOBOLPROD. Pres.: G.
 Kyrton; Gen. Mgr.: Jerry Stevens.
Audio: "In cassette" duplicator.
 Stencil, see Ampex of Canada.

**TAPE PACKAGING & LABELING
 EQUIPMENT & SUPPLIES**

Graham Fraser Pkg. Machinery Ltd., 50 Don Park Rd., Unit
 5, Markham, Ont. L3K 1J3. Tel: (416) 495-9378. Contact:
 Graham Fraser.
Product: Conveyors, cartons, fully automatic systems,
 specialty designs. (SEE ADVERTISEMENT)
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham,
 Ont. L3K 1J3. Tel: (416) 495-9378. Contact: Graham
 Fraser.
Product: Cassette assembly, packaging & winding;
 Norelco cassette, mini & micro cassette loads. (SEE
 ADVERTISEMENT)

● **accessories**

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T
 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major.
Magnetic Tape Div. Mgr.: J.R. Pariselli.
Branches: Calgary, Alta., 5421 11 St. NE, Suite 104,
 Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval,
 P.Q., 681 Lapine. Postal Code: H9P 1G3. Tel: (514)
 636-4840.
Product: Head cleaners & demagnetizers, leader &
 splicing tape.
Duotone, see Wilf Farrow.
Empire Scientific Corp. Ltd., 65 Martin Ross Ave.,
 Downsview, Ont. M3J 2L6. Tel: (416) 661-3910.
Home office: USA.
Product: Needles.
Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Missis-
 sauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. &
 Adv. Mgr.: Wilf Farrow; Sales Mgr.: Julie Thompson.
Product: Tape carrying & storage cases, cleaners,
 cloths, brushes, 45 rpm adapters, head cleaners & de-
 magnetizers, needles, leader splicing tape (Duotone).
Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont.
 M8Z 4N7. Tel: (416) 252-7209. Pres.: J. Bouzagliou;
 Sales Mgr.: H. Guinness.
Product: Head cleaners, leader tape.
Global Prods., 350 Soraura Ave., Toronto, Ont. M6R 2G8.
 Tel: (416) 531-5751. Cable: GLOBOLPROD. Pres.: G.
 Kyrton; Gen. Mgr.: Jerry Stevens.
Product: Record & tape carrying & storage cases, cleaners,
 cloths, brushes, 45 rpm adapters, head cleaners &
 demagnetizers, needles, leader & splicing tape.
Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W
 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Chm.:
 Eric H. Hardman; Pres.: Eric S. Hardman, Sales Mgr.:
 Walter Strleac.
Product: Head cleaners (Hi-Performance)
Hi-Performance, see Hardman.
International Audio Visual Ltd., PO Box 1096. Postal Code:
 V3J 6Z4; 224 Cayer St., Coquitlam, B.C. V3K 5A9. Tel:
 (604) 522-7955. Cable: IAVSOUND. Pres. Dr. Peter P.
 Allinger; Sales Mgr.: Spencer Coles; Gen. & Adv. Mgr.:
 A. Dirks.
**Product: Head cleaners & demagnetizers: splicing &
 editing equip.**
Kitsch, Baroque & Rococo Advertising Counsellors, PO Box
85, Stoney Creek, Ont. L8G 3X7. Tel: (416) 544-7569.
 Pres. & Gen. Mgr.: Lawrence M. Bedder.
Product: Record & tape catalog servs.
Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W
 1E1. Tel: (416) 245-7890. Telex: (06) 989393.
 Pres.: Eric H. Hardman; VP & Gen. Mgr.: John M. Mor-
 gan.
**Product: Tape carrying & storage cases, tape catalog
 servs., head cleaners, demagnetizers, leader & splicing
 tape.**
Motown Recs. (Canada) Ltd., 1960 Ellesmere Rd., Unit 9,
 Scarborough, Ont. M1H 2V9. Tel: (416) 438-2855.
 Telex: (065) 25387.
**Product: Tape carrying & storage cases, cleaners,
 cloths, brushes, 45 rpm adaptors, needles (Recoton—
 Ont. only).**
Nakamichi, see Superior.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port
 Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06)
 960159.
**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;
 Sales Mgr.: R. A. Gray.
Product: Catalog servs.
Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3.
 Tel: (416) 751-9610. Telex: (06) 963629. Pres.: Jim
 Trainor; Gen. Mgr.: Laurence Heseltine.
Branches: Calgary, Alta., 4718 14 St. NE. Postal
 Code: T2E 6L7. Tel: (403) 276-5543. Sales Rep.: Brian
 Burrows—Vancouver, B.C., La-Go Music Ltd., 3446
 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-
 6226—Winnipeg, Man., Box 57, Group 550, RR #5.
 Postal Code: R2C 2Z2. Tel: (204) 889-9545. Sales
 Rep.: Fred Crookes—St. Laurent, P.Q., Place Trans
 Canada, Suite 223-A, 7033 Trans Canadienne. Postal
 Code: H4T 1S2. Tel: (514) 337-1022. Sales Rep.:
 Pierre St. Georges.
**Product: Record & tape carrying & storage cases, cleaners,
 cloths & brushes, 45 RPM adaptors, head cleaners
 & demagnetizers, needles, leader & splicing tape.**

Pixall/Permostat, see Tri-Tel Assocs.
Record Care, see Smyth.
Recoton, 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 VP,
 Sales: 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) 499-6111—Mon-
 treal, P.Q., 6465 Trans Canada Hwy. Postal Code: H4T
 1S3. Tel: (514) 748-9331.

Home office: Japan.
Product: Head demagnetizers, splicing & editing equip.
Sound Guard, see Tri-Tel Assocs.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga,
 Ont. L4X 2E2. Tel: (416) 625-8311.
Product: Head cleaners.

Superior Electronics Inc., 1330 Trans Canada Hwy. S., Dor-
 val, P.Q., H9P 1H8. Tel: (514) 683-6331.
**Product: Head demagnetizers & bulk erasers (Naka-
 michi).**

Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H
 2S5. Tel: (416) 499-5044. Telex: (06) 23443. Mktg.
 Mgr.: R.W. Finkle.
Product: Record care products.
Brand names: Pixall/Permostat, Sound Guard.

Watts, see Smyth.
White Electronic Development Corp. (1966) Ltd., 6300
 Northam Dr., Malton, Ont. L4V 1H7. Tel: (416) 676-
 9090. Pres.: Murray Fiebert; Nat'l Sales Mgr.: Chris
 Tootell.
Branch: Montreal, P.Q., 4750 Blvd. des Grandes
 Prairies. Postal Code: H1R 1A1. Tel: (514) 326-4075.
**Product: Cleaners, cloths & brushes, head cleaners &
 demagnetizers.**

● **store fixtures &
 merchandising aids**

Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Missis-
 sauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. &
 Adv. Mgr.: Wilf Farrow; Sales Mgr.: Julie Thompson.
Product: Tape display racks (Devon Design)
Global Prods., 350 Soraura Ave., Toronto, Ont. M6R 2G8.
 Tel: (416) 531-5751. Cable: GLOBOLPROD. Pres.: G.
 Kyrton; Gen. Mgr.: Jerry Stevens.
**Product: Record & tape browser boxes, record & tape
 display racks, record & tape divider cards.**
Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W
 1E1. Tel: (416) 245-7890. Telex: (06) 989393.
 Pres.: Eric H. Hardman; VP & Gen. Mgr.: John M. Mor-
 gan.
Product: Tape Browser boxes, tape display racks.

Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3.
 Tel: (416) 751-9610. Telex: (06) 963629. Pres.: Jim
 Trainor; Gen. Mgr.: Laurence Heseltine.
Branches: Calgary, Alta., 4718 14 St. NE. Postal
 Code: T2E 6L7. Tel: (403) 276-5543. Sales Rep.: Brian
 Burrows—Vancouver, B.C., La-Go Music Ltd., 3446
 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-
 6226—Winnipeg, Man., Box 57, Group 550, RR #5.
 Postal Code: R2C 2Z2. Tel: (204) 889-9545. Sales
 Rep.: Fred Crookes—St. Laurent, P.Q., Place Trans
 Canada, Suite 223-A, 7033 Trans Canadienne. Postal
 Code: H4T 1S2. Tel: (514) 337-1022. Sales Rep.:
 Pierre St. Georges.
Product: Record display racks, record divider cards.

Praise Recs. of Canada Ltd., 6979 Curragh Ave., Burnaby,
 B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul
 Yaroshuk.
**Product: Record browser boxes, record display racks,
 record divider cards.**

● **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) = 35.25 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), Agustina 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's
 Buddy Richard Prod's, (licensed) Durium (Italy),
 Hispavox (Spain), Microfon (Argentina), Music Hall
 (Argentina), Vox (USA), WEA group (USA).
**Int'l reps.: Argentina (S Americana), Bolivia (Heriba),
 Colombia (Codiscos), Venezuela (Suramericana).**

Astral, see Asfona.
Avant Music, see Asfona.
D G G, see Philips.
E M I Odeon Chilena SA (IFPI), Av. Vitacura 2899, Santiago
 10. Tel: 287-118. Cable: TURNTABLE. Mng. Dir.:
 David H. Stockley; Sales Mgr.: Guillermo Vera Larrain;
 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), Miera 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's, 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.
 Telex: 40239. Mng. Dir.: Jorge Undurraga; Label Mgr.:
 Manuel Vera.

Labels: (Owned) Archiv, DGG, Fontana, Heliodor,
 MGM, Mercury, Philips, Polydor, Smash, Vertigo,
 Verve; (licensed) All Platinum (USA), H. Astric
 (Monaco), Charisma (UK), Chelsea (USA), Chrysalis
 (UK), De-Lite (USA), Flying Dutchman (USA), Fresh Air
 (UK), Tony Hall Prod's (UK), Infopesa (Peru),
 Interbang, Jet (UK), MCA (USA), Midsong (USA),
 Mooncrest (UK), Mountain (UK), Onix (Ecuador), Pablo
 (USA), Peerless (Mexico), RSO (UK), Red Bullet
 (Netherlands), Rocket (USA), 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 154, Santiago. Tel: 252-960, 231-811.
 Cable: DISCOSQUATRO. Dir. Gen.: Roberto Rario;
 Creative Dir.: Jaime Roman; Sales Mgr.: Julio Pardo;
 Int'l Mgr. & A&R Chief: Eduardo Canestracci.
Labels: (Owned) Arena; (licensed) Ariston (Italy), Cabal
 (Argentina), Carosello (Italy), Casablanca (USA), Circle
 Line (Argentina), Continental (Brazil), Copacabana
 (Brazil), Eleven (Italy), Famoso (Ecuador), Fonica
 (Guatemala), Gamma (Mexico), Gas (Mexico), Hispavox
 (Spain), Impacto (Spain), Melody (Mexico), Microfon
 (Argentina), Olympo (Spain), Orbe (Colombia), Orfeon
 (Mexico), PMA (Argentina), Ri-Fi (Italy), Som (Brazil),
 Springboard (USA), Trova (Argentina), Vanguard (USA).
Int'l rep.: Brazil (Som/Copacabana).

R G E, see Fermata.
Buddy Richard Prod's, see Asfona.
Smash, see Philips.
Som/Maior, see Fermata.
Utz Corp., Fernando Manterola 0453, Casilla 403-V,
 Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO
 260. Gen. Mgr.: Ramon Utz Monsalve; A&R & Int'l
 Liaison: Sonia Figari Letelier.
Labels: (Represented) Arrowtabs (UK), GNP Crescendo
 (USA), JVC (Japan), Prelude (USA).
Vertigo, see Philips.
Verve, see Philips.
Young, see Fermata.

● **music publishers**

Asfona (Asociacion Fonografica Nacional), Agustina 1185,
 Of. 71, Santiago. Tel: 30-637, 83-877, 35-499.
**Int'l firms represented: BIEM (Europe), SADAIC
 (Argentina), Southern (USA).**
Equus (Ediciones Musicales), Rancagua 554, Santiago. Tel:
 252-960, 231-811. Dir. Gen.: Jaime Roman; Int'l
 Mgr.: Carlos Quezada.
**Int'l firms represented: Alvorada (Brazil), Arlequim
 (Brazil), Beverly (Brazil), Gamma (Mexico), Meridional
 (Brazil), Quiroga (Spain), 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.: David H. Stockley. (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. Telex: 40239.

TAPE CUSTOM DUPLICATORS

Philips Chilena SA, Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239.
Audio: Cassette.
Utz Corp., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Owner & Gen. Mgr.: Ramon Utz Monsalve; Int'l Liaison: Sonia Figari Letelier.
Audio: 8-tr., cassette.

● 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., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Owner & Gen. Mgr.: Ramon Utz Monsalve; Int'l Liaison: Sonia Figari Letelier.
Audio: 8-tr., cassette.
Brand name: UTZ.

● 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.
First Recs. Ltd., 116 Cheng-ye N. Rd., San-Chung City, Taipei 241. Tel: 971-2462.

Label: (Licensed) Arrowbats (UK).
Fontana, see Philips.

Four Seas Rec. Publ'g Co. Ltd. (IFPI), 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.

Labels: (Owned) Four Seas; (licensed) Phonogram (Netherlands), WEA (USA).

Hsin Chao Childhood Education Publ'n Co., 115 Chung Hua Market, 2nd fl., Section 8, Taipei. Tel: (02) 331-7748, 361-1493.

Leico Rec. Factory Co. Ltd., PO Box 3360, 1 Ln. 19, Chung Teh Rd., Taipei. Tel: (02) 541-3792, 571-4927. Plant: 9 Ln. 57, Hua Chang Rd., Hsin Chung Chen.

Linfair Magnetic Sound Ltd. (IFPI), No. 7, 7th fl., Jen-Ai Rd., Sec. 2, Taipei. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Pres.: Linfair L.F. Chang; Gen. Mgr.: Denia S.M. Chang.

Labels: (Licensed) Decca (UK), Polar (Sweden). (distributed—not licensed) Cam (Italy), Coombe (UK), Yupiteru (Japan).

Lucky Rec. Co. Ltd., No. 2-8, Ln. 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJANG. Pres. & Gen. Mgr.: Chiu-San Tseng.

Mercury, see Philips.
Modern Musical Instruments Corp., PO Box 3811, Taipei. Tel: 391-7815/7817. Cable: MODRNMUSIC. (Distributor/Importer)

Label: (Represented) MMO (USA).
Orient Trading & Ind. Ltd., PO Box 3240, 50 Nanking E. Rd., 5th fl., Section 1, Taipei. Tel: (02) 551-0484, 511-2415, 571-2379. Cable: OTCLTD. (Importer of tapes).

Pacific Int'l Music & Publ'g, PO Box 46-338, Taipei. Tel: (02) 511-4580. Telex: 11524. Chief Exec.: Harry Heide; Gen. Mgr.: Michael Chiang.

Label: (Owned) Pacific, (licensed) EMI (Hong Kong, Singapore), Polar Int'l (Sweden).

Philips Taiwan Ltd., PO Box 22978, 57-1 Chung Shan N. Rd., Section 2, 7th fl., Taipei. Tel: (02) 571-3231. Cable: PHILCHINE. Telex: 21570.

Labels: (Owned) Fontana, Mercury, Philips, Vertigo; (distributed—not licensed) All Platinum, Bang, Charisma, H&L, Sire, 20th Century (all Netherlands).

Pony, see Taiwan Pony.
R O C Corp., President Bldg., Rm. 602, 592 Linsheng N. Rd., Taipei. Tel: (02) 581-2603.

Ring Ring Recs. Ind. Co. Ltd., 33 Ln. 190, Cheng-I N. Rd., Sanchung City, Taipei Hsien. Tel: (02) 971-2432.

Song Jwu Rec. Co., 19-7 Chung Hua II Rd., Kaohsiung. Tel: 273312.

Taiwan Electric Development Corp., Tedco House, 25 Chung Shan N. Rd., Section 2, Taipei 104. Tel: (02) 541-3525, 551-2525. Cable: TEDCO. Pres. & Gen. Mgr.: Chengchih Chen; Sales Mgr.: Weyway Chen.

Labels: (Distributed—not licensed) Angel (USA), Capitol (USA), DG (Germany), Decca (Germany), Polydor (Germany), RCA (Germany), Seraphim (USA), Telefunken (Germany).

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei 100. Tel: (02) 381-7188.

Label: (Represented) EMI.
Int'l rep.: Worldwide (EMI).
Vertigo, see Philips.

● music publishers

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Taiwan Importers & Exporters Ass'n, Taipei. Tel: (02) 311-4049/1687.
Taiwan Regional Ass'n of Record Mfrs., 55 Chung Hwa Market, 3rd fl., Jen Section, Taipei. Tel: (02) 311-0276.

DESIGN & ARTWORK

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.

PLATING, PROCESSING & PRESSING PLANTS

Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTD. Telex: 11387. (Pressing only).

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.

Gold Well Chemical Inds. Co. Ltd., 135 Chung XII Rd., Shih Ln District, Taipei. Tel: (02) 871-4556.

Linfair Eng'g & Trading Co., No. 7, 7th fl., Jen-Ai Rd., Sec. 2, Taipei. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang.

Lucky Rec. Co. Ltd., No. 2-8, Ln. 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJANG. Pres. & Gen. Mgr.: Chiu-San Tseng.

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188. (Pressing only)

PRINTERS & LITHOGRAPHERS

Kuo Fong Colored Printing Co., 231 Fu Chiang Rd., Tainan. Tel: 26900, 31688.
Linfair Eng'g & Trading Co., No. 7, 7th fl., Jen-Ai Rd., Sec. 2, Taipei. Tel: (02) 321-4455. Cable: LINFAIR. Telex: 22563. Mng. Dir.: Linfair L.F. Chang. (Record only)
Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.

RECORD PROMOTION

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.
Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.

TAPE CUSTOM DUPLICATORS

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.
Audio: Cassette.

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.
Audio: 8-tr. & cassette.
Video: 3/4" cassette.

● supplies

CARTRIDGE & CASSETTE PARTS

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei. Tel: 961-0187, 381-6142. Cable: FOURSEAS. Telex: 21475. Gen. Mgr.: C.Y. Liao; Sales Mgr.: C.Y. Tan.

Liang Ming Trading Co. Ltd., 9-2 Hsin Sheng S. Rd., Section 3, Taipei. Tel: (02) 721-8436, 711-3061. Cable: MSETCO. (Importer)

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei. Tel: (02) 581-6286. Cable: ORTACO.

EMPTY CARTRIDGES, CASSETTES & REELS

Fuyuan Trading Co., PO Box 939, 22-1 Ln. 42, 2nd fl., Chung Shan N. Rd., Section 2, Taipei. Tel: (02) 511-3016. (Importer)

Liu Bros. (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St., Nei Hu District, Taipei. Tel: (02) 711-0658. (Importer)

Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei. Tel: (02) 381-7188.
Audio: Cassette.

JACKETS & SLEEVES LABELS

Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTD. Telex: 11387. (Sleeves & labels only)

Lucky Rec. Co. Ltd., No. 2-8, Ln. 116, Section 2, Chung-Shang N. Rd., Taipei 104. Tel: (02) 511-8115, 521-8182. Cable: BAOJANG. Pres. & Gen. Mgr.: Chiu-San Tseng.

POLYETHYLENE BAGS

An Loh Plastics Ind'l Co. Ltd., 29 Ln. 63, Yung Fu Rd., Tainan. Tel: 54057. Plant: 31 Susanchia, Cheng Kung Village, Jen Teh Hsiang.

Chi Lin Plastic Ind'l Co. Ltd., 339 Yen Cheng, Tainan. Tel: 25176.

Chin Cheng Plastics Works Co. Ltd., 16 Ln. 328, Fuchiang Rd., Tainan. Tel: 25366, 20826. Telex: 5366.

Chu Nan Plastic Industry Co., 11 Alley 12, Ln. 265, Hsin-I Rd., Section 4, Taipei. Tel: (02) 681-2856/3856, 781-8275. Plant: 208 Chun Ying St., Shulin Chen.

Cosmos Containers Mfg. Co. Ltd., 60 Hsin Shu Rd., Hsin Chuang Chen, Taipei Hsien. Tel: 907431.

Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100. Tel: (02) 391-4823/4926/0215. Cable: EAGLECOLTD. Telex: 11387.

Fong Chang Textile Co. Ltd., 108 Chang Mei Rd., Section 6, Ho Mei Chen, Changhua Hsien. Tel: 142. Cable: FON-CHANTEX.

Hsieh Hsing Plastic Bag Mfg. Co., 150 Tai Ping Rd., Hsing Chung Li, Pu Tai Chen, Chia-I Hsien. Tel: 137.

Jeou Long Plastic Works Ltd., 37 Tatu St., Tatu Hsiang, Taichung Sheng. Tel: (046) 99-22-90, 99-26-47. Pres.: R.H. Hwang; Gen. Mgr.: C.M. Lai.
Plant: 950 San Tien Rd., Section 3, Tatu Hsiang.
Branch: Taipei, Morson Trading Co. Ltd., 74 Section 2, Chang-An E. Rd. Tel: (02) 521-0364/5838, 561-3789.

Kai Tai Plastics Co. Ltd., 278 Min Sheng E. Rd., 2nd fl., Taipei. Tel: (02) 971-9109. Plant: 1-6 Wu Ku Keng Rd., Wu Ku Village, Wu Ku Hsiang.

Mien Teh Plastic Film Co. Ltd., 13 Mei Teh St., Shih Lin District, Taipei.

Nan Yang Chemical Co. Inc., 63 Ln. 45, Hsinyi Rd., Chiayi. Tel: (052) 22356, 70984.

San Chih Plastic Ind'l Co. Ltd., 53 Hsin Ho Shun, Tainan. Tel: 25374, 57074. Telex: 71194.

San Chu Plastic Prods. Co. Ltd., 161 Chung Cheng Rd., Hsin Chuang Chen, Taipei Hsien. Tel: 975870, 982859.

Shing Sheng Plastic Ind'l Co. Ltd., 74 Alley 35, Ln. 181, Fu Chiang Rd., Tainan. Tel: 55744.

Shung Mei Plastic Co. Ltd., PO Box 63, 14 Kuang Ming Rd., Ching Shui Chen, Taichung Hsien. Tel: 22468.

Ta Fu Plastic Ind'l Co. Ltd., 23 Ln. 67, Lin Shien N. Rd., Taipei. Tel: (02) 531-6337.
Plant: Tainan, 47 Ln. 233, Fu Chin Rd.
Tai-Ichi Ind'l Co. Ltd., 20 Ln. 19, Han Chi St., Taichung. Tel: 26238.
Plant: Chia-I, 2 Ln. 136, Hsi Tsai Rd., Ta Lin Chen. Tel: 205.

Ta San Plastics Factory Co. Ltd., 3 Alley 9, Ln. 320, Hsi Yuan Rd., Section 2, Taipei. Tel: (02) 371-0006.

Tong Dah Plastics Co. Ltd., 28 Shih Chia Ln., Shih Chia Li.

East District, Taichung Tel 224844, 236384 Cable TONDA. Local branch: 54 Shih Fu Rd. Tel: 226688
Int'l branch: USA

Tong Yi Plastic Co. Ltd., 3-5 Min Sheng Ln., San Min District, Kaohsiung, Tel 225264, 295450
Tytone Inds (Taiwan) Ltd., PO Box 3608, 18 Ln 135, Chung Shan N. Rd., Section 1, Taipei Tel (02) 522-3237 Bd Chm. H.N. Ze. Sec'y Janny Shaw
Plant: **Tao Yuan**, 3 Hsing Lu Rd., Kuei Shan Ind'l Zone.
Yih Cheng Plastic Factory Co. Ltd., 139 Chang Hsin Rd., Hsin Chuan Li, Ho Mei Chen, Changhua Hsien. Tel 26203
Branch: Taipei, 23 Ln. 19, I-Tung St. Tel (02) 581-5056

RECORD PROCESSING MACHINERY

Gold Well Chemical Inds. Co. Ltd., 135 Chung XII Rd., Shih Lin District, Taipei, Tel (02) 871-4556
Chief product: Vinyl rec. plates & compounds

TAPE, BLANK LOADED & RAW

A D I, see Oriental Trading.
Betamax, see Shinlee.
Liu Bros (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St., Nei Hu District, Taipei, Tel (02) 711-0658 (Importer—audio, blank only)
Mercuries & Assocs. Ltd., PO Box 3155, 138-140 Chungking N. Rd., Section 4, Shih Lin District, Taipei, Tel (02) 881-9471/80. Cable: MERCURY. (Importer—audio, blank only)
Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei, Tel 581-6286 Cable: ORTACO.
Audio: 8-tr., cassette & open reel.
Brand name: ADI.
Overseas Friend Co. Ltd., PO Box 878, 144 Hankou St., Rm. 808, Section 1, Taipei, Tel 331441. Cable: IRVING-TONG (Importer—audio, blank only).
Brand name: Philips.
Philips, see Overseas Friend.
Shinlee Co. Ltd., 372 Lin Sen N. Rd., 2nd fl., Taipei, Tel (02) 521-0282 Telex 11154. (Importer)
Audio: Blank—8-tr., cassette, open reel
Video: Blank—1" open reel, 3/4" U-matic, 1/2" EIAJ open reel, 1/4" cassette; raw—3/4" U-matic, 1/2" EIAJ open reel
Brand name: Betamax
Taiwan Southeastern Asia Ent. Corp. Ltd., PO Box 670, 111 Chungking S. Rd., 2nd fl., Section 1, Taipei, Tel (02) 311-6596, 361-4802. Cable: SEACO. Telex 11175 (Importer—audio, blank only).

TAPE DUPLICATING & PROCESSING EQUIPMENT

Four Seas Rec. Publ'g Co. Ltd., 167 Si-Ning Rd., Taipei, Tel 961-0187, 381-6142. Cable: FOURSEAS. Telex 21475. Gen. Mgr. C.Y. Liao; Sales Mgr. C.Y. Tan.
Kuo Yi Trading Co. Ltd., 12-2 Chang An Rd. E. Section 1, Taipei, Gen. Mgr. S.L. Lin (Importer)
Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei, Tel (02) 581-6286 Cable: ORTACO

accessories manufacturers

Linfair Eng'g & Trading Co., No. 7, 7th fl., Jen-Ai Rd., Sec. 2, Taipei, Tel (02) 321-4455. Cable: LINFAR. Telex 22563. Mng. Dir. Linfair L.F. Chang
Product: cleaners, cloths, & brushes, head cleaners & demagnetizers, needles.
Magellan Ent. Co. Ltd., 25 Chung Hua Rd., 3rd fl., Section 1, Taipei, Tel (02) 371-8331
Product: Needles
Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei, Tel (02) 581-6286 Cable: ORTACO
Product: Head cleaners & demagnetizers, leader & splicing tape
Taiwan Pony Music Ent. Co. Ltd., Pony Bldg., 5th fl., 92-1 Kum Minn St., Taipei, Tel (02) 381-7188 (Importer)
Product: Leader & splicing tape

store fixtures & merchandising aids manufacturers

Oriental Trading Corp., PO Box 55-186, 145-9 Chang Chun Rd., Taipei, Tel (02) 581-6286 Cable: ORTACO
Product: Display racks.

COLOMBIA

Population: 28,000,000.
Rate of exchange: \$1 (US) = 42.74 pesos.
Per capita income: \$515.
Holidays: January 1, March 19 (St. Joseph's Day), Good Friday, May 1 (Labor Day), Ascension Day, Corpus Christi, May 23, June 29 (Sts. Peter & Paul Day), July 20 (Independence Day), August 7 (Battle of Boyaca), August 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), November 11 (Independence of Cartagena), December 8 (Immaculate Conception), December 25.
Records, record blanks, & pre-recorded media imported from USA: 1977—\$103,651.

Billboard 1979-1980 International Buyer's Guide

record & tape manufacturers / distributors / importers

Antillano, see Tropical.
Archiv, see Philips.
Atriz, see Chaves.
CBS SA (Discos), 10-A-23 Carrera 34, Bogota, D.E. Tel (2) 77-24-00. Cable: COLRECORD Mng. Dir. Caslos A. Gutierrez T., Sales Mgr. Fidel Jaramillo, Finance Dir. Juan Fernando Villamil.
Labels: (Owned) CBS, Epic; (licensed) Belter (Spain), Capitol (USA), DJM (UK), Disneyland (USA), EMI (UK), Sono-Radio (Peru).
Caliente, see Sonolux.
Candil, see Chaves.
Caribe, see Fuentes.
Carrizal, see Sonolux.
Chaves (Discos), PO Box 304, 18-43 Carrera 23, Pasto, Tel. 20-51, 3138. Cable: DISCHAVES. Gen. Mgr.: Ramiro Chaves L., Sales Mgr. Iliá de Chaves.
Labels: (Owned) Atriz, Candil, Chaves, Emerald.
Int'l reps.: Costa Rica (Nueva Ola), Ecuador (Centenario), Netherlands (Dureco), Venezuela (BASIF).
Codiscos (Compania Colombiana de Discos) SA, Apdo. Aereo 1428, 65-304 Calle 2, Medellin, Tel 55-08-35, 55-08-95. Cable: CODISCOS. Telex 6570. Pres. Alfredo Diez M., VP. Alvaro Arango G., A&R Mgr. Rafael Mejia P., A&R Dir. Marco F. Eusse.
Labels: (Owned) Costeno, Famoso, Vereda, Zeida, (licensed) AVI (USA), Alshire (USA), Barclay (France), Continental (Brazil), Danny Daniel (Spain), Dila (Guatemala), Discuba (USA), Fantasy (USA), GYG (Argentina), Gamma (Mexico), Hispavox (Spain), IEMPSA (Peru), Ricardo Kleiman (Argentina), LEM (France), Macon (Argentina), Microfon America (USA), Musart (Mexico), Nicolas (Argentina), Peruvox (Peru), Proas (Argentina), Ri-Fi (Italy), Riviera (France), Salsoul-Mexicana (USA), Sciamericana (Argentina), Trova (Venezuela), Weyman (Italy).
Int'l reps.: Central America (Dideca), Mexico (Musart), Panama (Sono Mundi), Peru (IEMPSA), USA (TH), 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), 6-47 Calle 18, 11th fl., Bogota, Tel (91) 41-12-18, 43-36-66. Cable: IMPODARO. Pres. Simon Daro, Gen. Mgr. Dr. Carlos G. Navarro.
Int'l branch: USA, New York, N.Y.
Labels: (Licensed) Decca (UK), London (USA), Phase 4 (UK), Teldec (Germany), Vega (France).
Int'l reps.: Costa Rica (Indica), Ecuador (Fediscos), Mexico (Musart), Venezuela (La Discoteca, Top Hits).
Delujo, see Fuentes.
Discomoda de Colombia Ltda., 46-65 Avda. Caracas, 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 Gaitan.
Home office: Venezuela, El Disco de Moda
Labels: (Owned) Discomoda (licensed) ABC group (USA), Alegre (USA), Belter (Spain), Discolando (USA), FTA (Peru), Favedita (Venezuela), Inca (USA), Lyra (Costa Rica), Mustiron (USA), Tico (USA), West Side Latino (USA).
Int'l reps.: Central America (Lyra), Ecuador (Fediscos), Peru (FTA), USA (Discolando).
Emerald, see Chaves.
Epic, see CBS.
Extra, see Tropical.
Famoso, see Codiscos.
Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin, Tel 46-69-07. Gen. Mgr. Francisco J. Correa C. (Distributor/Importer)
Labels: (Distributed—not licensed) Amadeo (Austria), Asylum (USA), Centrocord (Austria), Columbia (USA), Elektra (USA), Ensayo (Spain), Harmonia Mundi (France), Hungaroton (Hungary), Inner City (USA), Lynchord (USA), MMO (USA), Mace (USA), Melodiya (USSR), Pepita (Hungary), Pueblo (Mexico), Qualiton (Hungary), Springboard (USA), Supraphon (Czechoslovakia), Turnabout (USA), Vanguard (USA), Vox (USA), Warner Bros. (USA).
Fontana, see Philips.
Fuentes (Fabrica De Discos) Ltda. (IFPI), 13-223 Carrera 51, Medellin, Tel 35-13-00. Cable: DISFUENTES Co. Pres. Pedro & Jose Maria Fuentes Estrada, Gen. Mgr. Dr. Conrado Dominguez, Sales Mgr. Jorge Gonzalez Botero, Int'l Dir. Javier Garcia Munoz.
Labels: (Owned) Caribe, Delujo, Fuentes; (licensed) Accion (Mexico), Ariston (Italy), Arrowtabs (UK), Auvy (Spain), Baby (Italy), Belter (Spain), Butterfly (USA), Carosello (Italy), Casablanca (USA), Cisne Raff (Mexico), Compania Fonografica Espanola (Spain), Continental (Panama), Copacabana (Brazil), Corito (Mexico), Coro (Mexico), Corpodisco (Venezuela), Dial (USA), Disquerias Unidas (Venezuela), Doremi (Peru), Dynamic Sounds (Jamaica), Eleven (Italy), Fania (USA), Fonica (Guatemala), Hit Power (Peru), Jupiter (Germany), Lotus (Italy), Met Richmond (USA), Miami (USA), Palacio (Venezuela), Panart (USA), Peerless (Mexico), Quality (Canada), Secco (USA), TK (Argentina), Vaya (USA), Velvet (USA, Venezuela), Verve (USA), El Virrey (Peru); (distributed—not licensed) Eva.
Int'l reps.: Bolivia (Lauró & Cia), Brazil (Copacabana), Ecuador (Fediscos), Guatemala (Fonica), Mexico (Peerless), Panama (Continental), Peru (El Virrey), USA (Miami), Venezuela (Disquerias 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 (02) 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.
Mercury, see Philips.
Philips 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 Escobar 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), Marfer (Spain), Melody (Mexico), Millennium (USA), Padisco (Panama), Polar (Sweden), Promus (Venezuela), RCA (worldwide), Ricordi (Italy), Salvation (USA), Sigla (Brazil), Sonover (Venezuela), Trama (Spain), Trema (France), Turquesa (Spain), United Artists (worldwide), Vogue (France), VWEA (USA).
Int'l reps.: Central America (Dicesa in El Salvador), Ecuador (Fediscos), Mexico (Discos & Cartuchos), Panama (Padisco), Peru (Prodmasa), USA (Discolando), Venezuela (Sonover).
Swing, see Tropical.
Tropical (Discos) Ltda. (IFPI), 68-73 Calle 68-B, Barranquilla, Tel 316-509, 325-858, 315-645, 325-362. 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), Ariola Eurodisc (Germany), Armada & Rodriguez (USA), Baby (Italy), Basart Int'l (Netherlands), Carrere (France), Contempo Int'l (UK), Countdown (Germany), Crystal (Germany), Fleche (France), Gema (Puerto Rico-USA), Hansa (Germany), Alfred D. Herger (Puerto Rico-USA), Image Magique (USA), Melodie Der Welt (Germany), Miami (USA), Satrii (UK), Son'Art (Mexico), El Sonido (USA), Victor (Japan), West End (USA).
Int'l reps.: Mexico (Son'Art), USA (Miami), Venezuela (Fonodisco).
Universe, see Victoria.
Vereda, see Codiscos.
Vertigo, see Philips.
Verve, see Philips.
Victoria (Industrias Fonograficas) Ltda., Apdo 3308, Carrera 52, 251-44, 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 reps.: Mexico (Ariola).
Zeida, see Codiscos.

music publishers

Ecomus (Ed. Colombiana & Int'l de Musica Ltda.), 11 A-40 Carrera 43-A, Medellin, Tel. 46-51-38. Cable: ECOMUS. Mgr. Sylvia N. Arango Duque.
Int'l firms represented: Beechwood (Mexico), Brambilla (Mexico), Prodema (Peru), Quiroga (Spain), SADRAM (Ecuador), Sochem (Chile).
Int'l reps.: Argentina (MAI), Chile (Sochem), Ecuador (SADRAM), Mexico (Brambilla), Peru (Prodema), Spain (Quiroga), USA (Morro), Venezuela (Alfonso Sanchez Lopez).
Edimusic (Ed. Int'l de Musica Ltda.), 13-223 Carrera 51, Medellin, Tel 35-45-90. Cable: DISFUENTES. Pres.: Gonzalo Pelaez C.; Gen. Mgr.: Hugo Giraldo M.
Int'l firms represented: Conedisa (Peru), Fania (USA), Predisca (Mexico), Vaya (USA), Vicary (Venezuela).
Int'l reps.: Mexico (Predisca), Peru (Conedisa), Venezuela (Velvessa).
Fonoton Ltda. (Ed.), 51-39 Calle 13, Bogota, Tel. 60-06-00 x 259. Cable: DISCOPHIL. Telex 44776. Mgr. Alfonso Escobar N.; Gen. Mgr.: Bertha Alvarado.
Int'l firm represented: Intersong (Mexico).
Int'l rep.: Mexico (Intersong).
Mundo Musical, 10-A-23 Carrera 34, Bogota, Tel (2) 77-24-00. Cable: COLRECORD.
Int'l firms represented: Beechwood (USA), Blackwood (USA), EMI publ'g cos. (UK), ITAIPU (Brazil), Orrfa (USA), Sadaic (USA).
Int'l reps.: Argentina (MAI, Melografi), Brazil (ELAM, ITAIPU), UK (Apple), USA (Blackwood).
Orbemusa, 46-65 Avda. Caracas, Bogota, Tel (92) 69-81-10. Dir. Cesar Roldan, Gen. Mgr. Enrique Estrada Duque, Sales Mgr. Alfonso Gaitan.
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), Discorama (Spain), Edimus

(Venezuela), Edimusa (Mexico), Maya (Guatemala), Rimo (Mexico), SOCHEM (Chile), Sunmusica (Venezuela).
Int'l reps.: Argentina (Relay), Chile (SOCHEM), Ecuador (SADRAM), Guatemala (Maya), Mexico (Edimusa), Peru (Conedis), Spain (Quiroga), USA (Morro), Venezuela (Alfonso Sanchez Lopez)
Sonolux Int'l SA (Promotora), 43 A-5 Calle 29, Medellin, Tel: 32-09-99. Pres. Carlos Julio Ardiola Gaviria; Gen. Mgr.: Sergio Berdugo Cuartas.
Int'l firms represented: Edicosa (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 (Prodemsa), Spain (RCA), Venezuela (Orfrra-Unimusic), USA (Morro)

● **sheet music jobber / supplier**

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin, Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C.

● **services**

DESIGN & ARTWORK

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 11A-40 Carrera 43A, Medellin, Tel: 46-51-38. Cable: PRODEMUS. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz
 Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla, Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; 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), 10-A-23 Carrera 34, Bogota, D.E. Tel: (2) 77-24-00. Cable: COLRECORD. Mng. Dir.: Carlos A. Gutierrez

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 11A-40 Carrera 43A, Medellin, Tel: 46-51-38. Cable: PRODEMUS. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla, Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

Philips 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.

PRINTERS & LITHOGRAPHERS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 11A-40 Carrera 43A, Medellin, Tel: 46-51-38. Cable: PRODEMUS. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla, Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

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.

RECORD PROMOTION

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Dir.: Javier Garcia Munoz

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla, Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

Promosonic Ltda., 68-73 Calle 68-B, Barranquilla, Tel: 316-509, 325-362. Cable: RADIAG. Gen. & Sales Mgr.: Tony Fortou E.

TAPE CUSTOM DUPLICATORS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 11A-40 Carrera 43A, Medellin, Tel: 46-51-38. Cable: PRODEMUS. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
Audio: Cassette.

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; 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.

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla, Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

Audio: Cassette, open reel.
Video: 1/2" Beta II cassette.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Gen. Mgr.: Alfonso Escolar N.

Audio: Cassette.

● **supplies**

CARTRIDGE & CASSETTE PARTS

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
Chief product: Hubs, rollers, shields, base & cover.

EMPTY CARTRIDGES, CASSETTES & REELS

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Ingeson Ltda., 6-27 Calle 22, Bogota, Tel: 43-60-44. Pres.: Manuel Drezner.

Philips 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), Apdo. Aereo 1428, 11A-40 Carrera 43A, Medellin, Tel: 46-51-38. Cable: PRODEMUS. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

JACKETS & SLEEVES LABELS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 11A-40 Carrera 43A, Medellin, Tel: 46-51-38. Cable: PRODEMUS. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla, Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

POLYETHYLENE BAGS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 11A-40 Carrera 43A, Medellin, Tel: 46-51-38. Cable: PRODEMUS. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

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 (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz (Blank only)

Ingeson Ltda., 6-27 Calle 22, Bogota, Tel: 43-60-44. Pres.: Manuel Drezner.

Audio: 8-tr. & cassette.
Brand names: Coronett, Myltext, Sonex.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Gen. Mgr.: Alfonso Escolar N.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ingeson Ltda., 6-27 Calle 22, Bogota, Tel: 43-60-44. Pres.: Manuel Drezner.
Chief product: Duplicators & winders

● **accessories manufacturers**

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin, Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C.

Product: Cleaners, cloths & brushes, head cleaners & demagnetizers, needles.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Gen. Mgr.: Alfonso Escolar N.

Products: Carrying & storage cases, catalog servs., 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

servs., head cleaners & demagnetizers, needles, leader & splicing tape.

● **store fixtures & merchandising aids manufacturer**

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
Product: Record display racks.

● **jukebox title strip manufacturer**

Fuentes (Fabrica de Discos) Ltda., 13-223 Carrera 51, Medellin, Tel: 35-13-00. Cable: DISFUENTES Co-Pres. Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; 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

● **record & tape manufacturers / distributors / importers**

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: 21-92-19. 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

C B S UK Ltd., 30-34 Sophoulis 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

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251.
 Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

TAPE CUSTOM DUPLICATOR

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251.
 Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
 Audio: Cassette.

● supplies

TAPE, BLANK LOADED

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251.
 Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
 Audio: Cassette.

● accessories manufacturer

C B S Recs. Ltd., 30-34 Sophoulis 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

C B S Recs. Ltd., 30-34 Sophoulis 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) = 5.33 koruna.
 No. of homes with record players: 30% 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): LP's 1978—6,537,000 units, \$59,682,810; 1977—5,696,000 units, \$50,419,960. Singles & EP's 1978—3,633,000 units, \$8,174,250; 1977—3,477,000 units, \$7,718,940.

Records imported from countries other than USA: 1978—380,000 units; 1977—300,000 units.

Records exported to countries other than USA: 1978—1,390,000 units; 1977—1,439,000 units.

Average retail price per record: LP's—\$9.13; singles—\$2.25.

Stereo sales: 95% of total.
 Record club sales: 20% of LP's.

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 the manufacturer-to-wholesaler-to-retailer system, with the importance of manufacturers' wholesale departments 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, is important in the sale of classical and some jazz and rock records. Supraphon's monthly magazine "G" and the company's advertising in cinemas are notable means of promotion.

Jukeboxes: 2,500.

Billboard 1979-1980 International Buyer's Guide

TAPE:

Market: There still is a lively interest in cassettes, but local production is low due to insufficient production capacities, and there is little importing. Both 8-track cartridge and pre-recorded video tapes are practically unknown.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1978—250,000 units, \$3,047,500; 1977—286,000 units, \$3,540,680. Open reel 1977—7,700 units, \$170,170.

Average retail price per tape: Cassette—\$12.19.

RADIO STATIONS:

No. of stations: 1 AM, 3 FM.
 Comment: One radio station programs pop music almost exclusively, another is devoted to classical music. Almost 50% of broadcast music derives from records, mostly of domestic production. Regional programs may serve as talent scouts for new pop talent.

TELEVISION STATIONS:

No. of channels: 2 government, 50% color (SECAM).
 Comment: Easy listening and middle-of-the-road music predominates, with some emphasis also placed on local brass band music. 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, importing of records from the West on a commercial basis is non-existent except for a minor amount of imports from India based on a governmental bilateral clearing agreement.

MARKET ANALYSIS:

The demand for records and cassettes is growing faster than the supply from local production. Efforts are being made to increase the production capacities, but this will take some time. A more immediate solution is increasing imports and custom pressing from other Socialist countries.

Classical music forms the backbone of exports to the West. Cooperation with Nippon Columbia allows for some digital recordings. In pop music, the middle-of-the-road (MOR) orientation is moving toward more contemporary sounds. There also is an active interest in disco music. Nevertheless, the best selling items are still MOR-styled recordings by Karel Gott (a local phenomenon: 11 years the "number one" artist without any serious competition) or popular brass bands. Both types are successfully exported to Germany. However, export deals are more frequently done on a license basis rather than on a finished product basis.

Lubomir Doruzka

● record & tape manufacturers / distributors / importers

Artia (Foreign Trade Corp. for the export & import of cultural commodities), Ve Smeckach 30, Prague 1. Tel: 246-284/392. Cable: ARTIAGRAMO. Telex 121065. Pres. & Dir.: Ing. Miroslav Maruska; Ass't Dir.: Jirina Koncelikova; Sales Mgr.: Lubos Cmuchar. (All international licensing contracts are conducted in cooperation with Artia, sole exporter & importer of records).
 Labels: (Distributed—not licensed) Pantan, Supraphon.

Opus Recs. & Publ'g House (IFPI), Dunajska 18, 899 23 Bratislava. Tel: 532-41, 507-83, 531-57. Telex: 92219. Pres.: Dr. Ivan Stanislav; VP Bus. Affairs: Alexius Aust; VP A&R: Marian Jurik; Int'l Relations Dir.: Oldrich Horak. (Exported by Slovart).

Labels: (Owned) Opus; (licensed) Polygram group (worldwide), RCA (worldwide); (distributed—not licensed) Balkanton (Bulgaria), Deutsche (East Germany), EMI (India), Electrecord (Romania), Hungaroton (Hungary), Jugoton (Yugoslavia), Melodija (USSR), Pantan (Czechoslovakia), Polskie Nagrania (Poland), Polydor (India), Supraphon (Czechoslovakia).
 Int'l reps.: Worldwide (RCA) excluding Japan (Victor), Spain (Zafiro).

Pantan (Publ'rs of the Czech Music Fund), Ricni 12, 118 39 Prague 1. Tel: 538-151. (Distributed by Artia & Opus)
 Slovart Co. Ltd. (Foreign Trade Corp. for the import & export of cultural commodities), Gottwaldovo nam. 6, 805 32 Bratislava. Tel: 488-41, 407-14. Telex: 93394. Gen. Mgr.: Vladimir Micuda; Rec. Dept. Mgr.: Peter Hrozičik; Pub. Dept. Mgr.: Juraj Jurasek.

Supraphon (IFPI), Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Dir.: Viktor Kasak; Music Dir.: Dr. Olga Sotolova; Comm'l Dir.: Vladimir Vobornik; Int'l Dept. Mgr.: Dr. Pavel Smolr. (Distributed by Artia & Opus)
 Labels: (Owned) Supraphon; (distributed) Opus, Pantan; (represented) Amiga (East Germany), Ariola (West Germany), Barclay (France), CBS (France, USA), EMI (UK), Eterna (East Germany), Jugoton (Yugoslavia), Melodiya (USSR), Motown (USA), Muza (Poland), Polydor (West Germany), Qualiton (Hungary), WEA group (USA).

Int'l reps.: Austria (Ariola), Belgium (Baltic), Brazil (Som), Denmark (Hede Nielsen), Finland (Discophon), France (Arabella), East Germany (Deutsche), West Germany (Ariola), Italy (Ricordi), Japan (Nippon Columbia), Mexico (Gamma), Norway (Disco), Spain (Discophon), Sweden (Electra), Switzerland (Ariola), UK (Rediffusion), USA (Qualiton).

● music publishers

Dilia (Theatrical & Literary Agency), Vysehradská 28, 128 24 Prague 2. Tel: 296-651. Mng. Dir.: Robert Jurak. (Sole representative for music-dramatic works in Czechoslovakia).

Opus Music Publ'g House, Dunajska 18, 899 23 Bratislava. Tel: 532-41, 507-83, 531-57. Telex: 92219. Pres.: Dr. Ivan Stanislav; VP Bus. Affairs: Alexius Aust; VP A&R: Marian Jurik; Int'l Relations Dir.: Oldrich Horak.
 Int'l firms represented: Page Full of Hits (UK), Rondor (Worldwide).
 Int'l reps.: Austria, Germany & Switzerland (Classical—Baerenreiter); British Commonwealth, Canada, Mexico, UK, USA (Wilson/DI).

Pantan (Publ'rs of the Czech Music Fund), Ricni 12, 118 39 Prague 1. Tel: 538-151.

Int'l reps.: Austria, Benelux, Germany, Switzerland (all Baerenreiter in Germany); Canada, Mexico, Philippines (all General Music in USA).

Supraphon, Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Dir.: Viktor Kasak; Music Dir.: Dr. Olga Sotolova; Comm'l Dir.: Vladimir Vobornik; Int'l Dept. Mgr.: Dr. Pavel Smola.

Int'l firms represented: ATV (UK), Barclay (France), Chappell (West Germany), Francis Day & Hunter (West Germany), Dick James (UK), Intersong (West Germany), Ivan Mogull (USA), Claude Pascal (France), RAK (UK), Hermann Schneider (Austria), Tree (USA).

Int'l reps.: Austria (Baerenreiter in West Germany), Belgium (Baltic), Denmark (Hansen), France (Boosey & Hawkes), West Germany (Baerenreiter), Japan (Yamaha), Netherlands (Baerenreiter in West Germany), Norway (Harald Lyche), South America (Ricordi Americana), Sweden (Nordiska), Switzerland (Baerenreiter in West Germany), UK (Alfred Kalmus), USA (Boosey & Hawkes).

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Slovak Composers & Concert Artists, Sladkovicova 11, Bratislava. Tel: 33-794. Pres.: Eugen Suchon.
 Bratislavská Lyra (Int'l Pop Song Festival Bureau), Leningradska 5, Bratislava. Tel: 381-41, 349-48.
 Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546. Dir.: Vladimir Sevcik.

Dilia (Theatrical & Literary Agency), Vysehradská 28, 128 24 Prague 2. Tel: 296-651. Mng. Dir.: Robert Jurak.

Guild of Czech Composers & Concert Artists, Valdejskeho nam. 1, Prague 1. Tel: 531-814. Pres.: Lubomir Zelazny; Gen. Mgr.: Dr. Vaclav Kucera.

Music Information Centre of the Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546.

Pragokoncert (Czechoslovak Art & Entertainment Agency), Maltezske nam. 1, 118 13 Prague 1. Tel: 537-248, 539-676. Telex: 12181. Dir.: Dr. Frantisek Hrabal. (Exclusive agency for all Czech & international artists & performers).

Slovak Music Fund, Fucikova 29, 801 00 Bratislava. Dir.: Alojz Stuska.

Slovkoncert (Czechoslovak Artistic Agency), Leningradská 5, 890 36 Bratislava. Tel: 381-41, 382-16. Telex: 93485. Co-Dir.: Hammel Pavol. (Exclusive agency for all Slovak artists & performers).

LICENSING ORGANIZATIONS, MUSIC

O S A (Ochranný svaz autorský pro práva k dílu hudebnímu—Authors' Ass'n for Protection of Rights on Musical Works), Trida cs. armady 20, 160 56 Prague 6. Tel: 325-341. Cable: OSAUTOR. Gen. Mgr.: Oldrich Flosman. (Mechanical & performing rights). (Affiliated with BIEM, OISAC).

S O Z A (Slovenský Ochranný Zvaz Autorský), Zivnostenska 1, 883 27 Bratislava. Tel: 541-41, 557-96. Dir.: Andrej Gadus; Gen. Mgr.: Kristina Nemcova. (Mechanical & performing rights).

DENMARK

Population: 5,200,000.
 Rate of exchange: \$1 (US) = 5.28 kroner.
 Per capita income: \$6,245.
 Holidays: January 1, Maundy Thursday, Good Friday, Easter Monday, Store Bededag (Danish Public Holiday—fourth Friday after Easter), Ascension Day, Whitmonday, June 5 (Constitution Day), December 25, 26.

RECORDS:

Records sold domestically including imports (retail value): LP's 1977—4,203,622 units, \$34,000,000. Singles 1977—908,760 units, \$2,000,000.

Records, record blanks & pre-recorded media imported from USA: 1977—\$1,020,918.

Average retail price per record: LP's—\$8.21; singles—\$2.60.

No. of homes with record players: 1,180,000.

Stereo sales: 99% of total.

Quadraphonic sales: 0.1% of total.

Record club sales: 15% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer system predominates. There are two rack jobbers, the larger being owned by the five largest record companies. 80% of sales are through 600 retail shops; 11% through the rack jobbers; 9% through direct import.

Type of promotion: Radio and TV are the most important, followed by the two biggest national daily newspapers, which have regular information about the music business. Vi Unge (40,000 circulation), a monthly, and several very small papers cover the young music scene. One such small paper MM (10,000 circulation), covers the jazz and rock scene.

Jukeboxes: 8,000.

TAPE:

Market: 8-tr. is virtually non-existent while the sale of both

NADA MUSIC B.V. NEW DAYGLOW MUSIC B.V. RED BULLET PRODUCTIONS B.V.

FOR HITS IN/FROM HOLLAND

NADA MUSIC B.V.
NEW DAYGLOW MUSIC, B.V.
RED BULLET
PRODUCTIONS, B.V.

Alexanderlaan 2,
P.O. Box 231,
1213XS
HILVERSUM,
HOLLAND
Phone: 035-857841
Telex: 43956

pre-recorded/blank cassettes and auto/home cassette players is growing: 60% of Danish households or 1,225,000 people own cassette recorders. The sales of cassette recorders are still around 180,000 per year. The cassette market increased by 27% in 1977.
Pre-recorded tape sold domestically (retail value): Cassette 1977—3,592,294 units, \$24,000,000.
Average retail price per tape: Cassette \$6.83.

RADIO STATIONS:

No. of government 1 (1 AM & 3 FM channels).
Comment: Program 1: News & culture; Program 2: Culture, Program 3: News & stereo music (6am—2am). There are 2,000,000 radios in use.

TELEVISION STATIONS:

No. of channels: 1 government, 55% color.
Comment: Danmarks Radio is the only national channel, but 50% are able to see the two Swedish channels, 30% the three German stations, and 5% the one East German channel. There are 1.9 million TV's in use, half of them color models.

IMPORT/EXPORT REGULATIONS

There are no special regulations, but around 30% in tax and V.A.T. are added to the retail price of every record. 0075
Knud Orsted

● record & tape manufacturers/ distributors/importers

A M Import, Jaegergaardsgade 43, DK-8000 Aarhus C. Tel. (06) 12-32-04. Mng. Dir.: John Landerholm. (Importer/Exporter)

Abra Cadabra, see Metronome.
Adelkrone Music, PO Box 5, DK-2750 Ballerup Tel. (02) 97-08-90. Telex: 35342. Gen. Mgr.: Erik Lykke Jensen. Promo.: Karen Johansen. (Distributor/Importer)
Labels: (Imported) Cut-outs.

Agitpop, see Metronome.
Amar Recs., Strandlodsvej 85, DK-2300 Copenhagen S. Tel. (01) 59-12-00. Gen. Mgr.: Freddy Hansson. Sales Mgr.: Karsten Sommer.
Labels: (Owned) Amar, Sweet Silence.

Angel, see EMI.
Archiv, see Polydor.
Artist, see Ed. Wilhelm Hansen.
B A S F, see Badilin.
B B, see Oktav.

Badilin A/S (IFPI), Ved Stadsgraven 15, DK-2300 Copenhagen S. Tel. (01) 57-00-11. Telex: 16275. Label Mgr. Ejvind Breck; Sales Mgr.: Ole Norkaer; PR: Peter Moeller.

Home office: Germany, BASF.
Labels: (Owned) BASF, (distributed) Scan Folk; (licensed) Amadeo (Austria), Atom (Austria), Buk (UK), Buddha (USA), Cornet (Germany), Creole/Cactus (UK), Euronett (Norway), First Class (Germany), Four Leaf Clover (Sweden), Harmonia Mundi (France, Germany), Kama Sutra (USA), MPS (Germany), Marilla (Sweden), Punkt (Germany), Safari (UK), Splash (UK), Wind Mill (UK).

Blue Fox, see Montax.
Bumbo, see Per Meistrup.

C B S Recs. ApS (IFPI), Bogholder Alle 40, DK-2720 Vanlose. Tel. (01) 71-31-33. Telex: 27520. Gen. Mgr.: Soren Nissen; Sales Mgr.: Jon Bremerskov. Int'l A&R Gary Williams; Comp.roller Jorgen D. Larsen.
Labels: (Owned) CBS, Cupol, Embassy, Epic, Mona Lisa, Portrait; (licensed) A&M (UK, USA), Blue Sky, Caribou, Cleveland Int'l, Harmony, Horizon, Invictus, Jet, Kirshner, Lifesong, Monument, Odyssey, Okeh, Philadelphia Int'l, T, T-Neck, Tappan Zee (all USA), GTO (UK); (distributed—not licensed) Fagot, Ferry, Kong Paere, Mandragora, Medley, Stuk.

C F A, see FMS.

C S A Music ApS, Koebmagergade 59, DK-1150 Copenhagen K. Tel. (01) 11-10-15. Cable: CITAGENCY. Telex: 27204. Gen. Mgr.: Henning Schaedler.
Labels: (Owned) CSA, Collectors Classics; (distributed—not licensed) America (France), Arhoolie (USA), Baerenreiter (Germany), Biograph (USA), Black & Blue (France), Black Lion (UK), Blue Goose (USA), Blue Classics (USA), CRD (UK), Center (USA), Chant du Monde (France), Contour (UK), Fairmont (USA), Folkways (USA), Hallmark (UK), Harmonia Mundi (France), Herwin (USA), Jazz Anthology (France), Jazz Panorama (Sweden), Jazum (USA), Joker (Italy), Kicking Mule (UK), Muse (USA), Onyx (USA), Ophelia (Denmark), Rarities (UK), Rounder (USA), Saga (UK), Savoy (USA), 77 (UK), Supraphon (Czechoslovakia), Topic (UK), Vogue (France), Wergo (Germany), Windmill (UK), Yazoo (USA).

California, see Moerks.
Capitol, see EMI.
Circle, see Jacks.
Classics for Pleasure, see EMI.
Collectors Classics, see CSA.
Columbia, see EMI.
Crystal, see EMI.
Cupol, see CBS.
D G, see Polydor.
Dansk, see Sonet/Dansk.
Dansk Musik Antologi, see EMI.
Diplom, see Oktav.
Dita, see FMS.
Double Up, see EMI.
E M I (Electric & Musical Inds. Dansk-Engelsk) A/S (IFPI), Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel. (01) 30-67-11. Cable: GRAMMOPHONE. Telex: 16631. Mng. Dir.: Kurt Hviid Mikkelson; A&R Mgr.: Per Soerensen; Sales Mgr.: Ole Jersee; Labels Mgrs.: Cai Leitner, Kenneth Valet, Alan Dessau; Int'l Repertoire Mgr.: Jerry Ritz.
Labels: (Owned) Angel, Capitol, Classics For Pleasure, Columbia, Crystal, Double Up, EMI, EMI Int'l, Electrola,

Emidisc, HMV, Harvest, Hoerzu, Music for Pleasure, N-gram, Odeon, One Up, Parlophone, Pathe, Regal Zonophone, Seraphim, Starline; (licensed) Apple (UK), Arista (USA), Bell (UK), Blue Note (USA), Carrere (France), Casablanca (USA), Chisound (USA), Chocolate City (USA), Dansk Musik Antologi (Denmark), Ember (UK), Fantasy (USA), Gordy (USA), Grateful Dead (USA), Hitville (USA), Jet (USA), MAM (UK), MPL (USA), Magnet (UK), Milestone (USA), Motown (USA), Oasis (Germany), PDU (Italy), Parachute (USA), Passport (USA), Pickwick (USA), Polar (Sweden), Prestige (USA), Private Stock (UK), Prodigal (USA), Purple (UK), RAK (UK), Rare Earth (USA), Red Bus (UK), Roadshow (USA), Rocket (UK), Soul (USA), Sunset (USA), Tamlia (USA), Unicorn (UK), United Artists (USA); (distributed—not licensed) Barclay (France), Mariann (Sweden), Sveriges Radio (Sweden).

E M I Int'l, see EMI.
Electrola, see EMI.
Embassy, see CBS.
Emidisc, see EMI.
Epic, see CBS.
Exlibris, see Metronome.

F M S Focus Music, Vejlegardsvej 59, DK-2660 Brøndby Strand. Tel. (02) 54-05-25, 73-46-77. Mng. Dir.: Carsten Broesch; Prod. & Mktg. Co-ord. Aase Petersen.
Labels: (Owned) FMS; (licensed domestic) CFA, Dita, Nikolaj, Point, Roy Music, Wedo; (licensed foreign) Caprice (Sweden), Falcon (Germany), Rikskonsert (Sweden).

Fagot, see CBS.
Favorit, see Polydor.
Ferry, see CBS.
Fiasco, see Sonet/Dansk.
Fona Radio A/S, Marielundvej 28, DK-2730 Herlev. Tel. (01) 91-70-00. Sales Mgr.: J. Johansen.
Labels: (Owned) Fona, Vibe.

Fontana, see Phonogram.
Frode Herloev & Co., Borgergade 14, DK-1300 Copenhagen K. Tel. (01) 14-98-50. Cable: SELECTAHERLOEV. Pres.: Henning B. Petersen; Sales Mgr.: John Hansen. (Wholesaler/Importer)

Global Trading Recs. ApS, Stejthøjvej 17, DK-4400 Kalundborg. Tel. (03) 51-42-00. Telex: 44366. Dir.: L.M. Bagai. (Wholesaler)

Gold Label, see Per Meistrup.
Grammo Serv. A/S, Sandtoften 25, DK-2820 Gentofte. Tel. (02) 88-04-33. Gen. Mgr.: Jergen Seiero. (Importer, Rack Jobber as Music Rack A/S)

H M V, see EMI.
Hamlet Prod'n ApS (IFPI), Karlslunde Landevej 24, DK-2690 Karlslunde. Tel. (03) 15-22-24. Cable: TAJMERSHOW. Telex: 43140. Chief Exec.: Eugen Tajmer; Prod.: Allan Mortensen.

Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K. Tel. (01) 11-78-88. Cable: MUSIK-HANSEN. Telex: 19912. Co-Pres.: Hanne & Lone Wilhelm Hansen; A&R: Svend Schat-Holm; Sales Mgr.: Allan Jeppesen. (Distributed by Metronome)
Labels: (Owned) Artist, Ed. Wilhelm Hansen
Int'l rep.: Norway (Artist, Norsk Musikforlag), Sweden (Artist, Nordiska).

Harvest, see EMI.
Heliodor, see Polydor.
Hoerzu, see EMI.
Hookfarm, 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 Fridthjof.
Labels: (Owned) Circle, Jacks, Selskab

K B Musik ApS, PO Box 66, DK-2730 Herlev. Tel. (02) 84-47-69. Gen. Mgr.: Klaus Soerensen; Promo.: Janni Jensen. (Importer/Exporter)

K M F, see Kleinerts.

K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 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 (Sweden), Can't Stop Prod'ns (USA), Chart (Sweden), Chimo (UK), Commonwealth (Netherlands), ERA (USA), Highlight (UK), Ibis (France), Imperial (Canada), Lotus (UK), Prelude (USA).
Int'l reps.: Worldwide (K-tel).
Karussell, see Polydor.
Kleinerts Musik Forlag AS, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel. (01) 12-34-32. Cable: MUSICKMF. Telex: 16600. Pres.: John Rasmussen. (Distributed by Metronome)
Labels: (Owned) JK, KMF. Play; (licensed foreign) Cream/Hi (USA), Xanadu (USA) (SEE ADVERTISE-MENT)

Kong Paere, see Medley & CBS.
Life, see Sonet/Dansk.
M V, see Montax.
Mandragora, see CBS.
Mascot, see Sonet/Dansk.
Medium, see Moerks.

Medley Recs. ApS, Skelmosevej 10, DK-2500 Valby. Tel. (01) 17-14-11. Chief Execs.: Poul Bruun, Michael Ritto; Press Officer: Kit Nielsen. (Distributed by CBS)
Labels: Kong Paere, Medley.

Per Meistrup Prod'ns, Artillerivej 40-3, DK-2300 Copenhagen S. Tel. (01) 57-09-10. Cable: MUSICABLE. Pres.: Per Meistrup; A&R: Tony Waldron.
Labels: (Owned) Bumbo, Gold Label, Ra, Rainbow.
Int'l rep.: Finland (Allstars).

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 Abrahamson; A&R: Olav Benneke.
Labels: (Owned) Metronome; (licensed) Asylum, Atco, Atlantic, Bearsville, Big Tree, Cotillion, Dark Horse, DiscReet, Elektra, Embryo, Hilltak, Nonesuch, Orbit, Pa-

ific, Paradise, Planet, RFS, Reprise, Scotti Bros., Sire, Swan Song, Warner Bros., Westbound, Whitfield, (all USA); Lighting, Radar, Real (all UK), Hexagon (France); (distributed—not licensed) Abra Cadabra, Agitpop, Ex Libris, Wilhelm Hansen, Kleinerts, Partner & Komp., Pentagon Prod'n, Quick, RECA.

Moerks Musikforlag (IFPI), Christian IX's Gade 7, DK-1111 Copenhagen K, Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 16600. Pres.: John Rasmussen.

Labels: (Owned) California, Medium, Triola; (licensed) Durium (Italy), Explosion (UK), Flora (Norway), Im Press (USA), Megafon (Sweden), Ranwood (USA), Reddiffusion (UK).

Mona Lisa, see CBS.

Montax, Bransagervej 4-6, DK-9491 Pandrup, Tel: (08) 24-76-77. Telex: 69868. Chm. Mogens Villadsen, Gen. Mgr.: Willy Soerensen, Sales Mgr.: Ejnar Johansen, Export Mgr.: Finn Jaffe.

Labels: (Owned) Blue Fox, MV, Queen, Stopp; (licensed) Alshire Int'l.

Int'l reps.: Norway (Montax), Sweden (Montax) (SEE ADVERTISEMENT)

Music for Pleasure, see EMI.

Music Rack A/S, Sandtoften 25, DK-2820 Gentofte, Tel: (02) 88-04-33. Mgr.: Jorgen Seiero (Rack Jobber, 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).

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; Promo. Mgr.: Bengt Svan.

Labels: (Licensed) Aura (UK), Black Lion (UK), Buddha (USA), Camden (USA), Contempo (UK), Erato (France), Freedom (UK), Free Flight (USA), Gem (UK), Grunt (USA), Intercord (Germany), Janus (USA), Kama Sutra (USA), Logo (UK), Millennium (USA), Pickwick (UK), Playboy (USA), RCA (worldwide), Roadshow (USA), Salsoul (USA), Solar (USA), Supraphon (Czechoslovakia), Swedish Society Discofil (Sweden), Telear (Sweden), Transatlantic (UK), Victor (USA), Victrola (USA), Wind-song (USA).

Nikolaj, see FMS.

Odeon, see EMI.

Oktav Musik (IFPI), Lundely 12, DK-2900 Hellerup, Tel: (01) 61-10-44. Gen. Mgr.: Fru Ella Binderup; Music Adviser: George Swensson.

Labels: (Owned) BB, Diplom, Oktav, Zac.

One Up, see EMI.

Ophelia, see CSA.

Parlophone, see EMI.

Partner & Komp., see Metronome.

Pathe, see EMI.

Pengram, see Pentagram.

Pentagon Prod'n, see Metronome.

Pentagram Prod'n ApS, Gl. Kongevej 47-B, DK-1610 Copenhagen, Tel: (451) 22-70-44. Telex: 16600. Chief Exec.: Michael Hobbs; Gen. Mgr.: Klaus Soerensen; A&R Mgr.: Michael Bevert.

Labels: (Owned) Pengram, Pentagram, Rose; (licensed) Hillechien.

Philips, see Phonogram.

Phonogram A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV, Tel: (01) 69-25-22. Telex: 19202. Mng. Dir.: Stefan Fryland. (Also see PolyGram).

Labels: (Owned) Fontana, Mercury, Philips, Vertigo; (licensed) Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), All Platinum (USA), Argo (UK), Baby (Germany), Beltona (UK), Biograph (USA), Chapter One (UK), Charisma (UK), Chess (USA), DJM (UK), Decca (UK), Deram (UK), Eclipse (UK), Emerald (UK), Ensign (UK), Haven (USA), Haworth (USA), Lansdowne (UK), London (UK), Mountain (UK), L'Oiseau Lyre (France), On Record (UK), Rex (UK), Rocket (UK), Tembo (UK), Threshold (UK), 20th Century (USA), Utopia (UK).

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 PolyGram).

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Queen, see Montax.

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Telefunken, Roskildevej 8-10, DK-2620 Albertslund, Tel: 64-85-22.

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Audio: ¼" & 2" hub & NAB reels.
Brand name: Emitape.
 Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel (01) 61-10-11. Cable MAGNETS-TEN. Telex: 16600. Pres. Steen Hauerbach; Gen. Mgr.: Allan Ramby; Sales Mgr. Jorgen Thybro. (Importer)
Audio: 2", 1" & ¼" master tape.
Video: 2", 1", ¾" cassette, ½" & ¼" tape.
Brand name: Ampex
 Per Meistrup Prod'ns, Artillerivej 40-3, DK-2300 Copenhagen 5. Tel (01) 57-09-10. Cable MUSICABLE. Pres. Per Meistrup.
Audio: 2", 1", ½", ¼" master tape.
Brand name: Rascal-Zonal.

RECORD PROCESSING MACHINERY

Ortofon Mfg. A/S, Mosedalvej 11B, DK-2500 Copenhagen-Valby. Tel (01) 46-24-22. Cable ORTOFON. Telex 27587. Technical Mgr. Ib Petersen; Gen. Mgr. Erik Rohmann; Prot. Export Mgr. Frits Nygaard; Financial Mgr. Niels Bornhoej
Chief product: Cutting heads & disk cutting systems

TAPE, BLANK LOADED & RAW

Agfa-Gevaert A/S, Farverland, DK-2600 Glostrup. Tel. 96-67-66. Telex: 19214. Mng. Dir.: H.W. Elbrecht; Sales Mgr.: E. Hendrup
Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.
Video: Cassette, open reel
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom
 Ampex, see Steen Hauerbach.
 Audio Magnetics, see Schmidt & Blessing.
 B A S F, see Badelin
 Badelin A/S, Ved Stadsgraven 15, DK-2300 Copenhagen S. Tel (01) 57-00-11. Cable BADILINAGENT. Telex 31400. Sales Mgr. Hans Noerland.
Audio: Cassette, open reel.
Video: 1" open reel, ¾" cassette, VCR, Betamax.
Brand name: BASF
 E M I (Dansk-Engelsk) A/S, Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel (01) 30-67-11. Cable GRAMMOPHONE. Telex 16631. Mng. Dir. Kurt Hviid Mikkelsen; Sales Mgr. Ole Jersee. (Blank only)
Audio: Cassette, open reel
Brand name: Emitape, Memorex.
 Fuji, see Steen Hauerbach.
 Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel (01) 61-10-11. Cable MAGNETS-TEN. Telex: 16600. Pres. Steen Hauerbach; Gen. Mgr.: Allan Ramby; Sales Mgr. Jorgen Thybro. (Importer)
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" Beta & VHS cassette.
Brand name: Ampex, Fuji.
 Per Meistrup Prod'ns, Artillerivej 40-3, DK-2300 Copenhagen 5. Tel (01) 57-09-10. Cable MUSICABLE. Pres. Per Meistrup
Audio: Cassette, open reel.
Brand names: Mastertape, Rascal-Zonal.

Memorex, see EMI
 Schmidt & Blessing A/S, Motorgangen 7-9, DK-2690 Karlslunde.
Audio: 8-tr., cassette, open reel.
Brand name: Audio Magnetics, SB.

TAPE DUPLICATING EQUIPMENT

E M I (Dansk-Engelsk) A/S, Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel (01) 30-67-11. Cable: GRAMMOPHONE. Telex 16631. Mng. Dir.: Kurt Hviid Mikkelsen; Sales Mgr. Ole Jersee.
Audio: 15" C60 pancakes.
Brand name: Emitape.
 Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel (01) 61-10-11. Cable MAGNETS-TEN. Telex: 16600. Pres.: Steen Hauerbach; Gen. Mgr.: Allan Ramby; Sales Mgr.: Jorgen Thybro. (Importer)
Audio: Cassette loaders.
Brand name: TTL.

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 Ballerup. Tel (02) 65-12-42. Telex 35342. Pres.: Philip Kives; Gen. Mgr. Erik Adelskrone.
Audio: Cassette boxes.

● **accessories manufacturers**

Audioscan, Oester Farimagsgade 28, DK-2100 Copenhagen O. Tel: (01) 76-80-00.
Product: Needles
Brand name: Pickering.
 Hagen-Olesen, Torpvej 56, DK-3050 Humlebaek. Tel: (03) 19-14-47.
Product: Needles.
Brand name: Stanton.
 Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETS-TEN. Telex: 16600. Pres.: Steen Hauerbach; Gen. Mgr.: Allan Ramby; Sales Mgr.: Jorgen Thybro.
Product: Tape carrying & storage cases, leader & splicing tape.
 K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 Ballerup. Tel: (02) 65-12-42. Telex: 35342. Pres.: Philip Kives; Gen. Mgr. Erik Adelskrone.
Home office: USA.
Product: Record & tape carrying & storage cases, cleaners, cloths & brushes.
 Ortofon Mfg. A/S, Mosedalvej 11B, DK-2500 Copenhagen-Valby. Tel: (01) 46-24-22. Cable: ORTOFON. Telex: 27587. Technical Mgr.: Ib Petersen; Gen. Mgr.: Erik Rohmann; Prot. Export Mgr.: Frits Nygaard; Financial Mgr.: Niels Bornhoej.
Product: Needles.

● **store fixtures & merchandising aids**

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
Product: Record display racks.
 K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 Ballerup. Tel: (02) 65-12-42. Telex: 35342. Pres.: Philip Kives; Gen. Mgr. Erik Adelskrone.
Home office: USA.
Product: Record browser boxes.

● **jukebox manufacturers**

Bally-automater A/S, Roedager Alle 133, DK-2610 Roedovre. Tel: (01) 70-10-87. Cable: BALCOP. Mng. Dir.: Kaj Harders; Sales Mgr.: Jesper Maslooe.
Brand names: Bally (USA), Midway (USA), NSM (Germany)
 Broedr. Joergensen, Rygaards Alle 104, DK-2900 Hellerup. Tel: (01) 29-75-11.
 Pan-Nordic Automatic A/S, Vesterbrogade 188, DK-1800 Copenhagen V. Tel: (01) 21-70-11.
 Skandinavisk Grammofoon Automat, Faborgvej 50, Himmellev, Roskilde. Tel: (03) 35-55-50.

DOMINICAN REPUBLIC

Population: 4,840,000.
Rate of exchange: \$1 (US) = 1 peso.
Per capita income: \$702.
Holidays: January 1, January 21 (Altigracia Day), January 26 (Day of Duarte), February 27 (Independence Day), Good Friday, Corpus Christi, May 1 (Labor Day), August 16 (Restoration of Independence), September 24 (Mercedes Day), December 25.

● **record & tape manufacturers / distributors / importers**

Continental de Discos SA, Zona Ind'l Herrera, Calle I, Esq. L, Santo Domingo. Tel: 566-0511. Cable: CONTIDIS SANTO DOMINGO. Pres.: Miguel Angel Antor Yamin;

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Gen. Mgr.: Jose Antor Yamin; Sales Mgr.: Angel Antonio Alba B.; Promo. & Sales Rep.: Benjamin Bujosa M.

Labels: (Owned) Fonograma, Hermanos Antor; **(licensed)** CBS group (USA). **Int'l reps.:** USA (CBS), Venezuela (Fonorama, Hermanos Antor).

Discomundo SA, Calle El Conde 404, Santo Domingo. Tel. 685-2576

Labels: (Owned) Discomundo; **(licensed)** Gas (Mexico), Mini (USA), Teca (UCA)

Distribuidora Dominicana de Discos CporA, Conde 464, Santo Domingo. Tel. 682-4058/2538. Cable DISNADISCOS.

Labels: (Owned) Musicalia; **(licensed)** Alhambra (USA), Ansonia (USA), Borinquen (USA), CTI (USA), Casablanca (USA), Kubaney (USA), Movieplay (Spain), Musart (Mexico), Parachute (USA), Prelude (USA), Salsoul (USA), Seeco/Tropical (USA), TR (USA), Velvet (USA, Venezuela).

Fonograma, see Continental.

La Guarachita (Empresas), PO Box 375, Calle El Conde 108, Santo Domingo. Tel. 689-2545. Pres.: Rhadames Aracena; VP: Zunilda Read de Aracena.

Labels: (Owned) Guarachita, Ketty, Lucienne, Madalit, Zuni; **(licensed)** Audio Fidelity (USA), Billo (Venezuela), Decca (UK), Dorado (USA), Fuentes (Colombia), London (USA), Mariel (USA), Mary Lou (USA), Musicor (USA), Peerless (Mexico), Sonolux (Colombia), Sonus (Venezuela), Starbright (USA), Suaritos (USA), Top Hits (Venezuela).

Hermanos Antor, see Continental.

Ketty, see La Guarachita

Lucienne, see La Guarachita

Madalit, see La Guarachita

Musicalia, see Distribuidora Dominicana de Discos.

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel. 567-1041. Cable IEMCA. Pres.: Matilde Hasbun Vda Selman; Gen. & Sales Mgr.: Ramon A. Blandino.

Salon de Estudios Mozart CporA, Calle El Conde 82, Santo Domingo. Tel. 682-2640. Mng. Dir.: A. Blandino Soto. **Labels: (Licensed)** Phonogram group.

Zuni, see La Guarachita.

● services

DESIGN & ARTWORK

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo. Tel. 565-5717

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel. 567-1041. Cable IEMCA. Pres.: Matilde Hasbun Vda Selman; Gen. & Sales Mgr.: Ramon A. Blandino.

PLATING, PROCESSING & PRESSING

PLANTS

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo. Tel. 565-5717

Industrias Antor CporA, Zona Ind'l Herrera, Calle I, Esq. L, Santo Domingo. Tel. 566-8666. Cable ANTOR SANTO DOMINGO. Pres.: Miguel Angel Antor Yamin; Gen. Mgr.: Juan Dahajre; Prod'n & Sales Mgr.: Angel Antonio Alba (Plating & pressing only)

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel. 567-1041. Cable IEMCA. Pres.: Matilde Hasbun Vda Selman; Gen. & Sales Mgr.: Ramon A. Blandino (Plating, processing & pressing only)

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel. 567-1041. Cable IEMCA. Pres.: Matilde Hasbun Vda Selman; Gen. & Sales Mgr.: Ramon A. Blandino (Plating, processing & pressing only)

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel. 567-1041. Cable IEMCA. Pres.: Matilde Hasbun Vda Selman; Gen. & Sales Mgr.: Ramon A. Blandino (Plating, processing & pressing only)

RECORD PROMOTION

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel. 567-1041. Cable IEMCA. Pres.: Matilde Hasbun Vda Selman; Gen. & Sales Mgr.: Ramon A. Blandino

● supplies

JACKETS & LABELS

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo. Tel. 565-5717.

● accessories

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel. 567-1041. Cable IEMCA. Pres.: Matilde Hasbun Vda Selman; Gen. & Sales Mgr.: Ramon A. Blandino. **Product:** Record carrying & storage cases, needles.

● record & tape manufacturers / distributors / importers

Aguilar (Discos) SA, Apdo. 933, Velez 409 of 203, Guayaquil. Tel. 352-248. 516-208. Cable DISCFENIX. Pres. Dr. Luis Aguilar Maldonado; Gen. Mgr.: Carlos E. Aguilar Maldonado; Sales Mgr.: Fernando Aguilar Maldonado; Ass't Mgr.: Roberto Aguilar Maldonado

Labels: (Owned) Aguilar, Fam. Fenix, Folklore **(licensed)** IEMPSA (Peru), Ramy (USA), Virrey (Peru). **Int'l reps.:** Colombia (Sonolux, Preludio), Mexico (DCM), Peru (IEMPSA, Virrey)

Centenario Recs. Cia. Ltda., Av. Quito 4014 & El Oro, Guayaquil, Guayas. Tel. 346-069. Cable CENTERRECORDS. Gen. Mgr.: Medardo A. Silva; Sales Mgr.: Beatrice Lopez de Silva

Labels: (Owned) Centenario, Cosmos, Ecuatoriano, Mio, **(licensed foreign)** Orfeon (Mexico). **Int'l reps.:** Colombia (Chavez, Tropical), Peru (Cobos), USA (Dial), Venezuela (Promus)

Coloso, see Famoso

Cosmos, see Centenario

Ecuatoriano, see Centenario

Emporio Musical SA, Apdo. 1276, Lorenzo de Garaicoa 2803, Guayaquil. Tel. 514-174. Mgr.: Carlos Pino Plaza

Labels: (Represented) CBS, Columbia, Marifer

Estelar, see IFESA

Fadisa (Fabrica de Discos SA) (IFPI), Casillas 1339 & 2001, Kilometro 13 Via Los Chillos, Quito. Tel. 311-157

Labels: (Owned) Fadisa, Rondador, **(licensed)** Ariola (Spain), Ariola America (USA), Peerless (Mexico), RCA (USA), El Virrey (Peru), Zafiro (Spain)

Int'l reps.: El Salvador (Dicesa), Luxembourg (Inter Musicque), Peru (IEMPSA), Spain (Columbia), USA (Borinquen)

Fam, see Aguilar

Famoso Cia. Ltda. (Industrias) (IFPI), Capitan Ramos 623, Quito. Tel. 453-393. 248-033. Cable FAMOSO Telex 2580. Gen. Mgr.: Gonzalo Jimenez Posada; Sales Mgr.: Fausto Carrera

Labels: (Owned) Coloso, Famoso, **(licensed)** Barclay (France), Carosello (Italy), Cisine (Mexico), Codiscos (Colombia), Columbia (Spain), INS (Colombia), Infopesa (Peru), Melody (Mexico), Musart (Mexico), El Palacio de la Musica (Venezuela), Sicomerciana (Argentina), TR (USA), Top Hits (USA, Venezuela)

Int'l reps.: Chile (Quatro), Colombia (Codiscos), Guatemala (Dideca), Mexico (Melody), Peru (IEMPSA), USA (Top Hits), Venezuela (Suramericana del Disco)

Fediscos (Fabrica Ecuatoriana de Discos SA) (IFPI), Apdo. 856, Kilometro 7½ via La Costa, Guayaquil. Tel. 350-100/309/861. Cable FEDISCOS Telex 3606 Pres. Francisco Feraud-Aroca; Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Mario Wierdak; Int'l Dept. Mgrs.: Lucila Feraud, Jacinto Aspizu, Jorge Macias

Labels: (Owned) Festival, Onix, Teen, **(licensed)** A&M (USA), Casablanca (USA), Coco (USA), Discomoda (Venezuela), Fermata (Brazil), Fuentes (Colombia), Motown (USA), Philips (Netherlands), Polydor Int'l (Germany), Sonolux (Colombia), Velvet (Puerto Rico), Velvet (Venezuela), Victoria (Colombia), WEA Int'l

Int'l reps.: Central America (Indica in Costa Rica), Argentina (TK), Brazil (Fermata), Chile (Philips), Colombia (Fuentes), Peru (IEMPSA), USA (Discolando), Venezuela (Unidas)

Fenix (Discos) SA, see Aguilar.

Festival, see Fediscos

Folklore, see Aguilar

I F E S A (Industria Fonografica Ecuatoriana SA) (IFPI), Apdo. 3885, Calicuchima 704, Guayaquil. Tel. 400-700, 401-930, 403-516. Cable IFESA Telex 04-3512. Pres.: Luis Pino Yerovi; Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas (Distributed by Emporio)

Labels: (Owned) Estelar, Lluvia de Estrellas, Sona **(licensed)** ABC (USA), Aquario (Canada), Arista (UK), Arista (USA), Baby (Italy), Capitol (USA), DJM (UK), Discos Latin (USA), EMI (UK), Fantasy (USA), Gamma (Canada, Mexico), Hispavox (Spain), Magnet (UK), Mericana (USA), Microfon (Argentina), Odeon (UK), PDU (Switzerland), Prelude (USA), Private Stock (UK), Salsoul (USA), Sono-Radio (Peru), Televis (Italy), Victor (Japan)

Lluvia de Estrellas, see IFESA

Mio, see Centenario

Mundo Musical Ltda., PO Box 6499, Quito. Tel. 242-912. Pres.: Bernardo Wright; Gen. Mgr.: Thomas Wright; Sales Mgr.: Ivan Puebla (Distributor/Importer)

Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina)

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 Mgr.: Mario Wierdak

I F E S A (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Calicuchima 704, Guayaquil. Tel. 400-700, 403-516, 401-930. Pres.: Luis Pino Yerovi; VP: Jeronimo Aviles Alfaro; Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas.

LICENSING ORGANIZATION, MUSIC

S A D R A M (Sociedad Anonima de Representacion & Administracion Musical Cia. Ltda.), Apdo. 3456, Lorenzo de Garaicoa 2811. Tel. 523-676

PLATING, PROCESSING & PRESSING PLANTS

PRINTERS & LITHOGRAPHERS

Aguilar (Discos) SA, Km. 16 via a Daule, Guayaquil. Tel. 352-248. 516-208. Cable DISCFENIX. Pres. Dr. Luis Aguilar Maldonado; Gen. Mgr.: Carlos E. Aguilar Maldonado; Sales Mgr.: Fernando Aguilar Maldonado; Ass't Mgr.: Roberto Aguilar Maldonado (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 Mgr.: Mario Wierdak

I F E S A (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Calicuchima 704, Guayaquil. Tel. 400-700, 403-516, 401-930. Pres.: Luis Pino Yerovi; VP: Jeronimo Aviles Alfaro; Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas

Audio: Cassette

I F E S A (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Calicuchima 704, Guayaquil. Tel. 400-700, 403-516, 401-930. Pres.: Luis Pino Yerovi; VP: Jeronimo Aviles Alfaro; Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas

Audio: 8-tr., cassette

Labels: (Represented) EMI group (UK)

Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina)

Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina)

Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina)

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Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina)

ECUADOR

Population: 7,310,000

Rate of exchange: \$1 (US) = 28.02 sucres.

Per capita income: \$577

Holidays: January 1, March 1, 2 (Carnival), Easter, May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Birthday of Simon Bolivar), August 10 (Independence Day), October 9 (Guayaquil Independence), October 12 (Columbus Day), November 3 (Cuenca Independence), December 6 (Founding of Quito), December 25 & religious holidays.

Records, record blanks & pre-recorded media imported from USA: 1977—\$83,541.

EGYPT

Population: 38,070,000

Rate of exchange: \$1 (US) = 0.70 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 Audio Video Co. (IFPI), Maspero TV Bldg., Kornish El Nil St., Cairo. Tel. 754-809. 749-311. Bd. Chm. Taha Nasr; Gen. Mgr.: Mohamad Gomaa; Comm'l Mgr.: Michel Gerges

Int'l reps.: Austria, Canada, Switzerland, Tunisia, USA, Common Market (all Cofinex), Greece (EMI Greece), Kuwait (Buzed Phone), Libya (El Torky), Morocco (Afrassia)

Michael Yacoumopoulos, 28 Saad Zaghloul, Alexandria. Tel. 805-934. Cable YALOS. Owner: Michael Yacoumopoulos; Sales Mgr.: George Yacoumopoulos (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 Audio Video Co., Maspero TV Bldg., Kornish El Nil St., Cairo. Tel. 754-809. 749-311. Bd. Chm. Taha Nasr; Gen. Mgr.: Mohamad Gomaa; Comm'l Mgr.: Michel Gerges

EL SALVADOR

Population: 4,120,000.

Rate of exchange: \$1 (US) = 2.50 colon.

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; Sales Mgr.: Alejandro Hutt; Opns. Dir.: Eduardo Hutt.

Int'l branches: Costa Rica, Honduras (Representante de Padisco en Honduras, Callejon Castillo Barahona 1219, Tegucigalpa), Nicaragua, Panama, Discos de Panama. Labels: (Licensed) Amanecer Del 76 (Spain), Atlantic (USA), Delphine (France), Disneyland (USA), Elektra/Asylum/Nonesuch (USA), Gas (Mexico), IEMPSA (Peru), Pye (UK), RCA (USA), Sonolux (Colombia), Trova (Spain), Warner Bros. (USA), Zafiro (Spain). Int'l reps.: Colombia (Sonolux), Mexico (Gas), USA (Taurus Sound), Venezuela (Sono-Vent).

Dideca, see Musi Centro. Distribuidora Salvadoreña 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 Salvadoreña 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. Cible: 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 e Impresiones SA de CV (EGEISA), Apdo. (06) 847, Blvd. Ejercito Nacional Kilometro 4½, San Salvador. Tel: 27-08-55. Pres.: Jose Antonio Hutt.

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: 4,757,457.

Rate of exchange: \$1 (US) = 4.00 markka.

Per capita income: \$6,875.

No. of homes with record players: 500,000.

Holidays: New Year's Day, Epiphany, Good Friday, Easter Monday, May 1 (Labor Day), Ascension Day, Whitmonday, Midsummer Day, All Saints' Day, December 6 (Independence Day), December 25, 26.

RECORDS:

Records sold domestically (IFPI member sales only; retail, including tax): 1978—2,037,000 units, \$17,880,000; 1977—2,347,000 units, \$18,236,000. EP's 1978—37,733 units, \$132,000; 1977—10,925 units, \$30,200. Singles 1978—396,000 units, \$990,000; 1977—451,430 units, \$1,010,000.

Records imported from USA (factory value, CIF): 1978—\$880,000; 1977—\$750,000.

Records exported to USA (factory value, FOB): 1978—\$12,540; 1977—\$12,300.

Records imported from countries other than USA (factory value, CIF): 1978—\$4,200,000; 1977—\$3,880,000.

Records exported to countries other than USA (factory value, FOB): 1978—\$463,000; 1977—\$483,000.

Billboard 1978-1980 International Buyer's Guide

Average retail price per record: Full-priced LP's—\$9.95;

EP's—\$3.75, singles—\$2.50.

Stereo sales: 99% of total.

Quadraphonic sales: 1% of total.

Record club sales: 10% of total.

Discounting: Frequent. The Aeaenilevytuottajat (IFPI) suggested retail prices were dropped on Jan. 1, 1977.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system is becoming popular again with Finnscandia, EMI Finland, Discophon and Polarvox as leading distributors. Aeaenilevytuottajat ry (The Finnish Group of IFPI) accounts for some 60 to 65 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. Some 30 to 40 per cent of Aeaenilevytuottajat sales are through conventional record retail outlets. Direct imports, dumping and pirate sales are major problems.

Type of promotion: Government-controlled radio and TV networks are most important. Jukeboxes and discoteques (nearly 200) are other useful outlets. Radio Luxembourg with its good medium wave reception is quite popular among teenagers. Three summer rock and pop festivals feature many international acts. Three well established pop magazines, Musa, Soundi and Suosikki with a total circulation of 225,000 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 52 to 48 in favor of records. 8-track and open reel are now virtually non-existent. There are currently some 1,300,000 cassette recorder/players in consumer use. Most of these units are owned by teenagers, tax drivers and other people on the move. Gasoline service stations are important retail outlets. Video is still on a small scale. Some 4 million blank loaded cassettes, mainly C-60, were sold in 1978.

Pre-recorded tape sold domestically (IFPI; retail, including tax): Cassette 1978—1,830,500 units, \$15,573,500; 1977—2,214,672 units, \$17,762,000.

Pre-recorded tape imported from USA (factory value, CIF): 1978—\$108,390; 1977—\$179,000.

Pre-recorded tape exported to USA (factory value, FOB): 1978—\$1,435; 1977—\$2,350.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1978—\$1,915,000; 1977—\$1,763,000.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1978—\$247,000; 1977—\$243,300.

Average retail price per tape: Full-priced cassette—\$10.50.

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 about 60%, of which 30% is of domestic origin. Most musical programs, nonstop or with a DJ, are recorded. Live pop and rock concerts are rare.

TELEVISION STATIONS:

No. of channels: 2 government; 80% 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. All imports, without regard to country of origin, bear an additional 2% surcharge. No licenses are needed, except for trading with Socialist Block countries. Exports are duty free.

MARKET ANALYSIS

1978 was a big disappointment for the Finnish industry. Demand for domestic product declined badly, resulting in a 15% drop in IFPI group sales. Two IFPI members, both greatly dependent upon domestic material, encountered serious financial troubles, with one eventually going bankrupt. All this seemed to be closely connected to the recession.

Nevertheless, last year also saw the beginning of several independent record companies, with most being modestly run "workshops" that specialized in Sex Pistols-influenced new wave artists or talent despised by major companies. New firms making their chart debut in 1978 included Levytuottajat, Poko Records and Pekani Musiikki.

Television advertising of records and pre-recorded tapes hit high gear as a result of the launching of K-tel Int'l (Finland) Oy in January. Dealing with foreign material only, the company reportedly sold over 300,000 units by the end of 1978. Finlevy and Scandia Musiikki, two pioneers of local television marketing, accepted the challenge by releasing many domestically compiled "foreign" tv-albums.

The first long tape pirate was caught last fall and will soon hear his sentence. Pirating is a serious problem and has prompted the music licensing organization TEOSTO and the local IFPI to begin an extensive search. It is estimated that one out of every ten pre-recorded cassettes sold in Finland is by some means dubious. Home taping is widespread and TEOSTO claims that composers and

artists are losing \$7.5 to \$10 million per year. Because local pressing plants can be easily controlled, however, record pirating is impossible. Kari Helopaltio.

● record & tape manufacturers / distributors / importers

A L R Musiikki Oy, c/o Hi-Hat Recs., Takomontie 1B, SF-00380 Helsinki 38. Tel: 556-501. Contact Tommi Liihala.

Aanitemussiikki Oy, Kahakya 8C, SF-02940 Espoo 94. Tel: 597-993.

Angel, see EMI.

Anuco, see Pekani.

Ape, see Finndisc.

Audiomark Oy, HitaajanKatu 5, 08100 Helsinki 81. Tel: (90) 782-011.

B A S F, see Mercantile Oy.

Blue Master, see PSO.

C B S Recs. Oy (IFPI), Hoylaamotie 18, Pitajankmaki, SF-00380 Helsinki 38. Tel: (90) 556-506. Gen. Mgr.: Antti Holma.

Labels: (Owned) CBS, Cupol, Embassy, Epic; (licensed) Blue Sky (USA), Caribou (USA), Monument (USA), Philadelphia Int'l (USA), Young Blood (UK); (distributed—not licensed) A&M (USA), TK (USA).

C-Myynti Oy, Box 1503, Hameenpuisto 33 A 1, SF-33211 Tampere 21. Tel: (931) 33-506. Pres. & Gen. Mgr.: Lasse Martinen.

Labels: (Represented) Belter, Clave, Gaviota, Hispavox, Impacto, Olympos (all Spain).

Capitol, see EMI.

Columbia, see EMI.

Concert Hall Society, Hameentie 157, Helsinki 56. Tel: (90) 790-022. Mng. Dir.: Harry Soderholm.

Label: (Owned) Concert Hall.

Cornet, see Mercantile Oy.

Cupol, see CBS.

Delta, see Finndisc.

Digelius Music Oy, Laivurinne 2, SF-00120 Helsinki 12. Tel: (90) 666-375. Gen. Mgr.: Ilkka Lehtinen. (Importer)

Label: (Distributed—not licensed) O-Records.

Digit, see Finnlevy.

Disco-Lux Oy, Ulvilaantie 5, SF-00350 Helsinki 35. Tel: 551-414.

Discophon Oy (AB) (IFPI), Lansiportti 4A, SF-02210 Espoo 21. Tel: (90) 880-022. Cable: DISCOY Telex (12) 2705. Mng. Dir.: Johan Vikstedt; A&R Mgr.: Narhi Majja; Sales Mgr.: Risto Kajanen.

Labels: (Licensed) ABC (USA), ABC-Impulse (USA), Buddah (USA), Erato (France), Flying Dutchman (USA), Grunt (USA), Mainstream (USA), Musica (Sweden), Polar (Sweden), RCA (USA), Salsoul (USA), Supraphon (Czechoslovakia), Swedish Society Discophil (Sweden), Telefunken (Germany), Telestar (Sweden), Viking (Sweden).

Discovox, see Fonovox.

EMI Finland AB (Oy) (IFPI), Arinatie 6 E, SF-00370 Helsinki 37. Tel: (90) 558-421. Cable: GRAMMOPHON Telex: (12) 2482. Mng. Dir.: Richard Lyttelton; A&R Mgr.: Raimo Henriksson; Gen. Sales Mgr.: Rolf Kronqvist.

Labels: (Owned) Angel, Capitol, Columbia, Electrola, HMV, Harvest, Odeon, Parlophone, Pathe, Regal, Starline; (licensed domestic) Love, Okay, (licensed foreign) AVI (USA), Air (UK), Arista (USA), Barclay (France), Blue Note (USA), Cactus (UK), Carrere (France), Casablanca (USA), Creole (UK), Ember (UK), EMG (UK), Fantasy (USA), Flamingo (Sweden), Four Leaf Clover (Sweden), Frituna (Sweden), Hungaroton (Hungary), MAM (UK), Magnet (UK), Marian (Sweden), Milestone (USA), Negram (Netherlands), PDU (Italy), Pickwick (USA), Platina (Sweden), Prestige (USA), Private Stock (USA), RAK (UK), Riviera (France), Rocket (UK), Rondo (Sweden), Stax (USA), Sunset (USA), Tamlam Motown (USA), Target (UK), Tors (Sweden), Tyfon (Sweden), United Artists (USA).

Electrola, see EMI.

Embassy, see CBS.

Epic, see CBS.

Fazerin Musiikkikerho AB (Oy) (Fazer Music Club) (IFPI), PL6, SF-00381 Helsinki 38. Tel: (90) 556-541. Telex: (12) 1738. Mng. Dir.: Pauli Leimio; Mktg. Mgr.: Seppo Lindqvist. (Distributor)

Label: (Owned) Suomalainen Musiikkikirjasto (Finnish Music Library).

Fennica, see Society of Finnish Composers.

Finlandia, see PSO.

Finndisc AB (Oy) (IFPI), Takomontie 3C, SF-00380 Helsinki 38. Tel: (90) 556-811, 553-162. Telex: (12) 2782. Mng. Dir.: Jaakko Salo; Gen. Mgr.: John Eric Westoe.

Label Mgr.: Robert Lindberg; Sales Mgr.: Georg Dahlstrom.

Labels: (Owned) Ape, Delta, Rondo; (licensed foreign) Ariola (Germany), MPA (Switzerland), O (Sweden).

Finn Gospel Oy, Roedbergsgatan 3, SF-00120 Helsinki.

Home office: Sweden, Pilot Music.

Labels: (Owned) Pilot; (licensed) Green Tree, Heart Warming, Impact, Lamb & Lion (all USA); (distributed—not licensed) Manna (USA).

Finnish Music Library, see Fazerin.

Finnlevy AB (Oy) (IFPI), PO Box 584, SF-00101 Helsinki 10; Takomontie 3, SF-00380 Helsinki 38. Tel: (90) 558-797. Telex: 12-2782. Bd. Chm.: John Eric Westoe.

Mng. Dir.: Hannu Stroem; Mktg. Dir.: Osmo Ruuskanen; Prod. Dir.: Kim Kuusi; PR Mgr.: Vesa Nuotio; Sales Mgr.: Timo Jokela.

Labels: (Owned) Digit, Finnlevy, Kraek, Rytmis, Savel, Shokki; Triola; (licensed) All Platinum (USA), Amadeo (Austria), Bis (Sweden), Capricorn (USA), Charisma (UK), Chess (USA), Columbia (Spain), DG (Germany), DJM (UK), Decca (UK), ECM (Germany), Ensign (UK), Fontana (Netherlands), h&h (USA), London (UK), MCA (USA), MGM (USA), Manhatt (USA), Manticore (UK), Melody (USSR), Mercury (USA), Metronome (Germany), Mountain (UK), Pablo (USA), Philips (Nether-

lands), Phil Spector Int'l (UK), Polydor Int'l (USA), RSO (UK), 20th Century (USA), UK (UK), Utopia (UK), Vertigo (UK), Walt Disney (USA).

Finnscaandia Musiikki Oy, Takomontie 1-3, SF-00380 Helsinki 38. Tel: 558-797. Mng. Dir. John Eric Westoe.
Note: Finnscaandia is an administrative company for Finnlevy, Finndisc, Finlandia, Fazerin, Levyypiste and Scandia.

Fonovox Recs., Uiskotie 10, SF-00950 Helsinki 95. Tel: 327-277. Mng. Dir. Henry Haapalainen.
Labels: (Owned) Discovox, Fonovox, Hitvox; (distributed—not licensed) Moondisc (Sweden).
Int'l rep.: Sweden (Radio Soppen).

Frog Music/Salo, Tuuri & Co., Jivisniemenaukio 2A6, 02260 Espoo 26. Tel: (90) 885-494. Telex (12)-3135. Chief Execs. Harri Salo, Gen. Gen. Mgr. Olli Pasonen. (Wholesaler/Importer)

Fuga Oy, Unioninkatu 28, SF-00100 Helsinki 10. Tel: (90) 631-181. Mng. Dir. Markku Nuoto.
Labels: (Owned) Fuga; (distributed—not licensed) Abbey (UK), CRD (UK), Claves (Switzerland), Da Camera (Germany), Fermat (Sweden), Harmonia Mundi (France), Keyboard (UK), Konsertikeskus (Finland), Organum (Finland), SFPP (France), Studio SM (France), Unicorn (UK), Wergo (Germany).

Gold Disc, see Levytuottajat.
 H M V, see EMI.
 Harmonia Mundi, see Mercantile Oy.
 Harvest, see EMI.
 Hi-Hat (div. of Scandia-Musiikki Oy), Lapinlahdenkatu 21, SF-00180 Helsinki 18. Tel: (90) 648-738. Mgr. Lasse Norres.
 Historia, see Sauna.
 Hitvox, see Fonovox.
 Indigenous Recs., c/o Nils-Erik Valkeapaa, SF-99470 Karasuvanto.
 J & J Kustannus Oy, Kammerintie 4B, 00750 Helsinki 75. Tel: 365-719. Mgr. Jarmo Jylha.
 J P Musiikki Oy, Kammerintie 4B, SF-00750 Helsinki 75. Tel: 365-719. Mng. Dir. Erkki Puumalainen.
 Jack-Off, see Original.
 K-tel Int'l (Finland) Oy, Hameentie 4A, 00530 Helsinki 53. Tel: 739-455. Telex (12) 3438. Gen. Mgr.: Timo Fleming.
Home office: USA.
 Karas-Sana Oy, Pursimiehenkatu 26 I, SF-00151 Helsinki 15. Tel: (90) 650-655. Cable LOGOS. Pres. Mauri Tiilikainen; Gen. Mgr.: Bruno Salo, Sales Mgr.: Olli Johansson.
Label: (Owned) Sana Ja Savel.
 Karva-levyt, Box 124, SF-48101 Kotka 10.
 Kirjastopalvelu Oy, (Library Servs. Ltd.), Museokatu 18, SF-00100 Helsinki 10. Tel: (90) 44-11-01. Mng. Dir.: Timo E. Karvinen. (Distributor)

Kiss, see Polarvox.
 Koivu, see Sauna.
 Kompass Recs. Oy (IFPI), Hakolahdenkuja 4B, 00200 Helsinki 20. Tel: (90) 676-445. Pres. Christian Schwandt.
Labels: (Owned) Kompass; (distributed—not licensed) Rounder (USA).
Int'l reps.: Norway (Apollot), Sweden (Scranta).
 Konsertikeskus, see Fuga.
 Kotka, see Satsanga-Markkinointi.
 Kraek, see Finnlevy.
 Kustannuskeskus Paiva Oy, PO Box 10, SF-13101 Haemeenlinna 10. Tel: (917) 65-211. Dir. Risto Kotkavuori.
 Ladyland Oy, Vuolukiventie 11-L, 00710 Helsinki 71. Tel: 645-997. Mng. Dir.: Henrik Satohunsala. (Importer)

Levyypiste, AB (Oy), Takomontie 3, SF-00380 Helsinki 38. Tel: (90) 558-797. Telex 12-2782. Mng. Dir.: Leif Lindblad. (Wholesaler/Rack Jobber)

Levytuottajat Kustannus Oy, Sakkottajankatu 2F, 00520 Helsinki 52. Tel: (90) 143-244. Mng. Dir.: Dennis Livson; Prod. Mgr.: Veksi Salmi.
Labels: (Owned) Gold Disc, Mars, Rockin'.
 Lobo Recs., c/o Harri Saksala, Laaksoitie 9, SF-00750 Helsinki 75. Tel: 384-466.
Label: (Owned) Lobo.
 Love, see EMI.
 Lovberd, see Polarvox.
 M P S, see Mercantile Oy.
 M & T Prod'n Oy, Kaskenkatu 2B, 20100 Turku 10. Tel: (921) 330-323. Mng. Dir.: Matti Ruuhonen.
 Mars, see Levytuottajat.
 Mello-Musiikki, Valtakatu 3, SF-11110 Riihimäki II.
 Mercantile Oy, Mannerheimintie 12, SF-00100 Helsinki 10. Tel: (90) 6-09-81. Telex: (12)-416. BASF Label Mgr.: Veikko Laiho.
Labels: (Distributed) BASF, Cornet, Harmonia Mundi, MPS, Paradiso, Polyband.
 Mika Mika, see Satsanga.
 Minimusik Harry Aaltonen, Haapakyla, SF-03100 Nummela.
 Music Radio Promos., Kierretie 10, SF-01650 Vantaa 65. Tel: (90) 846-721. Dir.: Antti Marvia.
Int'l firm represented: Flashback Promos. (UK).
 Musiikkikonsultit Ky (Music Consultants Co.), Kauppakuja 12, 11100 Riihimäki 10. Tel: (914) 30944. Chief Exec.: Juhani Lahti.
 Nukku-Matti, see Polarvox.
 O-Records, see Digelius.
 Odeon, see EMI.
 Okay, see EMI.
 Olarin Musiikki Oy, Sarmalkalliontie 6 E 116, SF-02210 Espoo 21. Tel: 882-334. Mng. Dir.: Timo Narvainen.
Label: (Owned) Olarin Musiikki.
 Organum, see Fuga.
 Original Recs./Musiikkijussi Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel: (931) 38-124. Mgr.: Jukka Keltto; Prod'r & A&R: Jorma-Veikko Sappinen.
Labels: (Owned) Rokit; (licensed domestic) Jack-Off; (distributed not licensed) Free Red (UK).
 Osmo Kalpala (Oy)/Radio-Nord, Purpurinpolku 3-5, SF-00420 Helsinki 42. Tel: (90) 53-80-88.
Label: (Owned) Silversound.
 Otava, Uudenmaankatu 8-12, SF-00120 Helsinki 12. Tel: (90) 170-471.
 P L Recs. Oy, Ruoholahdenkatu 16B, SF-11080 Helsinki 18. Contact: Pentti Lasanen.
 P S O-Musiikki Oy (IFPI), Vaimontie 13, SF-00380 Helsinki

38. Tel: (90) 556-551. Cable: NEA. Mng. Dir.: Lauri Rokkanen; Gen. Mgr.: Arto Haekkinen; Sales Mgr.: Jarl Lund.
Labels: (Owned) Blue Master, Finlandia, Top Voice; (represented) Accordia (USA), Audio Fidelity (USA), Black Saint (USA), Butterfly (USA), Elite Special (Switzerland), MMO (USA), Moon Disc (Sweden), Muse (USA), Ri-Fi (Italy), Saga (UK), Vogue (France).

Paradiso, see Mercantile Oy.
 Parlophone, see EMI.
 Pathe, see EMI.
 Pekan Musiikki Oy, Aurakuja 5, SF-01630 Vantaa 63. Tel: 844-767. Mng. Dir.: Pekka Harkonen.
Label: Anuco.
 Pilot, see Finn Gospel.
 Poko Rekords, PO Box 104, 33201 Tampere 20. Tel: (931) 20-500. Telex: 22460. Mng. Dir.: Kari Helenius. (Also see Untor)

Polarvox Oy (formerly Reeb Oy), Annatie 2, Helsinki. Tel: (90) 554-454. Cable: JUVOX. Chief Exec.: Leena Juuranto; Sales Mgr.: Maija Enonen; Mgr.: Boerje Wiik.
Labels: (Owned) Kiss, Lovebird, Nukku-Matti, Polarvox; (licensed foreign) Charly (UK), Marilla (Sweden), Virgin (UK). (distributed—not licensed) DRG (USA), Impact (France), K-tel, Springboard (USA).
 Polyband, see Mercantile Oy.
 Polymusiikki Oy, Juhana Herttuantie 7 C, SF-00600 Helsinki 60. Tel: (90) 795-942. (Distributor)
 Prisma, see Ristin Voitto.
 Quality Recs. Oy, PO Box 216, SF-00531 Helsinki 53. Tel: (90) 603372. Pres.: Matti Laipio. Sales Mgr.: Jarmo Santavuori.
Labels: (Owned) Quality, (distributed—not licensed) Advent, Delmark, Yazoo (all USA), Route 66 (Sweden).
 Regal, see EMI.
 Ristin Voitto Ry, Sinikellonpolku, SF-01300 Vantaa. Tel: (90) 826-377. Pres.: Eino O. Vanhala; Music Dept. Mgr.: Seppo J. Jaervinen.
Label: (Owned) Prisma.
 Rockin', see Levytuottajat.
 Rokit, see Original.
 Rondo, see Finndisc.
 Ryimi, see Finnlevy.
 Sana Ja Savel, see Karas-Sana Oy.
 Satsanga-Markkinointi Oy, Pietarinkatu 5, SF-00140 Helsinki 14. Tel: (90) 628-311. Mng. Dir.: Jukka Kuoppamäki; Sales Mgr.: Sirpa Kuoppamäki.
Labels: (Owned) Kotka, Mika Mika, Satsanga.
 Sauna-Musiikki Oy (Sauna Music Co. Ltd.), Alkutie 41, 00660 Helsinki 66. Tel: (90) 748-559, 745-050. Cable: SAUNAMUSIC. Admin. Dir.: Anja Lehtinen; Gen. & Sales Mgr.: Rauno Lehtinen.
Labels: (Owned) Historia, Koivu, Sauna, Sex-6, Yes-Jees.
 Savel, see Finnlevy.
 Scandia-Musiikki Oy (Scandia-Music Co. Ltd.) (IFPI), Takomontie 1b, SF-00380 Helsinki 38. Tel: (90) 556-501. Cable: SCANDIAMUSIC. Telex (12)-1738. Bd. Chm.: John Eric Westoe, Mng. Dir.: Gugi Kokljuschkin; WEA Label Mgr.: Riva Karhula; Bronze, Chrysalis, Island, Pye & Sonet Label Mgr.: Perttu Rousi; Local Label Mgr.: Lasse Norres; Local A&R Mgrs.: Olli Heikkilä, Tommi Luuhala; Sales Mgr.: Georg Dahlstrom.
Labels: (Owned) Hi-Hat, Scandia; (licensed) Asylum (USA), Atco (USA), Atlantic (USA), Bronze (UK), Chrysalis (UK), Elektra (USA), Island (UK), Metronome (Sweden), Pye (UK), Reprise (USA), Sonet (Sweden, UK), Warner Bros. (USA).
Int'l reps.: Scandinavia (Metronome & Sonet in Sweden).
 Sex-6, see Sauna.
 Sexyvox Oy, Raitalahdentie 11 B, SF-00570 Helsinki 57. Tel: (90) 688-112.
 Shokki, see Finnlevy.
 Silversound, see Osmo Kalpala/Radio-Nord.
 Society of Finnish Composers, Runeberginkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 445-589.
Label: (Owned) Fennica.
 Sokeain Keskusliitto ry, Maelaeläntie 52, SF-00510 Helsinki 51. Tel: (90) 718-622. Mng. Dir.: Pentti Lappalainen. (Cassette manufacturer for the blind)
 Sokos Sound, see Suomen Osuuskauppojen Keskuskunta.
 Sound Center Oy, Museokatu 8, Helsinki 10. Tel: (90) 440-301. Telex (12)-3135. Mng. Dir.: Richard E. Woods.
Labels: (Represented) Connoisseur (USA), Ensayo (Spain), Turnabout (USA), Vox (USA).
 Starline, see EMI.
 Suni Oy, Koulukatu 1, SF-53100 Lappeenranta 10. Tel: (953) 12-800. Cable: SUNI. Sales Mgr.: Viljo Suni. (Importer)

Suomalainen Musiikkikirjasto, see Fazerin.
 Suomen Osuuskauppojen Keskuskunta (SOK), Vilhonkatu 7, SF-00100 Helsinki 10. Tel: (90) 650-611. Cable: KESKUSKUNTA. (Distributor/Importer)
Labels: (Owned) Sokos Sound; (licensed) Alshire (USA), Falcon (Germany), Oscar (USA), Pickwick (UK, USA).
 Suuri Suomalainen Kirjakerho Oy, Koydenpuojankatu 2, SF-00180 Helsinki 18. Tel: (90) 601-522. Mng. Dir.: Pertti Aravirta.
 Suuri Suomalainen Musiikkikerho Oy, Annatie 2 A, SF-00370 Helsinki 37. Tel: 554-532. Contact: Borje Wiik. (Record club)
 Taborrolaget, Albertsgatan 31, 00180 Helsinki 18. Tel: (90) 605-193. Chief Exec.: Freddy Rohde-Nielsen.
Labels: (Represented) Dove (UK), Hemmets Harold (Sweden), Maranath (USA), Prim (Sweden), Word.
 Teknopiste Oy, Kuusisaarentie 3, SF-00340 Helsinki 34. Tel: (90) 480-011. Dir. & Gen. Mgr.: Risto Vayrynen; Sales Mgr.: Esko Vayrynen. (Distributor/Importer)
Labels: (Distributed—not licensed) Roadstar, Senn-Sound (both Japan).
 Tophits-Finnhits, Lemmikkitie 19, SF-01350 Vantaa 35. Contact: Jorma Helander.
 Top Voice, see PSO.
 Triola, see Finnlevy.
 Untor Oy, Hallituskatu 11 A, SF-33201 Tampere 20. Tel: (931) 20-500. Telex: 22-460. Mng. Dir.: Kari E. Helenius; Sales Mgr.: Jukka Hynninen; Prod'n Mgr.: Perttu

Palkoaho.
Labels: (Owned) Poko.
 Vainon Sointi, Vainonkatu 32, SF-40100 Jyväskylä 10. Tel: 941-11015. (Importer/Mail Order)
 Valintatalo Oy, PL 176, 00121 Helsinki 12. Tel: 602-011. Contact: Esko Koliseva. (Importer/Wholesaler)
 Valitut Palat-Resko's Digest Ab (Oy), Halsuante 4, SF-00420 Helsinki 42. Tel: (90) 563-2011. Telex (12) 2489. Mng. Dir.: Martti Immonen, Prod. Mgr.: Martti Virtanen. (Mail Order)
 Yes-Jees, see Sauna.

● music publishers

Coda (Ed.) (TEOSTO), Lansiportti 4A, SF-02210 Espoo. Tel: (90) 880-022. Cable: DISCOY. Telex (12)-2705. Mng. Dir.: Johan Vikstedt.
Int'l firms represented: AdO (Italy), Dunbar (USA), RCA (Italy), Sunbury (UK, USA).
 Fazer-Musiik AB (Oy Musiikki) (TEOSTO), Takomontie 3 C, SF-00380 Helsinki 38. Tel: (90) 558-991. Telex: 12-2782. Publ'g Mgr.: Antti Alaspää.
 Finnmusic (Ed.), Ky Rauno Lehtinen, Osuuskunnantie 50A, 00660 Helsinki 66. Tel: (90) 748-559. Cable: FINNMUSIC. Sec'y: Anja Lehtinen, Gen. Mgr.: Rauno Lehtinen.
 Fonovox (TEOSTO), Alkutie 67, SF-00660 Helsinki 66. Tel: (90) 745-177. Mng. Dir.: Henry Haapalainen.
 Imudico Kuustannusliike, Armatie 6 E, SF-00370 Helsinki 37. Tel: (90) 558-421. Telex (12) 2482. Mgr.: Raimo Henriksson.
Home office: Denmark.
 J K C Music (Jukka Kuoppamäki & Co.) (TEOSTO), Pietarinkatu 5, SF-00140 Helsinki 14. Tel: (90) 628-311. Dir.: Jukka Kuoppamäki, Gen. Mgr.: Sirpa Kuoppamäki.
Branch: SF-02170 Haukilahti, Mellsteninranta A 3. Tel: (90) 425-234.
Int'l firm represented: WPN (USA).
Int'l reps.: France (Bagatelle), USA (WPN).
 Jasemusiikki Ky, PO Box 136, 13101 Haemeenlinna 10. Tel: (917) 23146. Chief Exec.: Jarmo Semilae.
 Jee Jee Music Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Chief Exec.: Timo Vaaenänen.
Int'l rep.: Sweden (Sonet).
 Jukka Kuoppamäki & Co., see JKC.
 Karas-Sana Oy, Pursimiehenkatu 26 I, 00120 Helsinki 12. Kirkon Nuorisoyön Keskus, Lisankatu 27-B, SF-00170 Helsinki 17.
 Kompass Recs. Oy, Hakolahdenkuja 4B, 00200 Helsinki 20. Tel: (90) 676-445. Gen. Mgr.: Chris Schwandt.
 Rauno Lehtinen, see Finnmusic.
 Leveys Oy, Valimontie 13, SF-00380 Helsinki 38. Tel: 556-551. Mng. Dir.: Lauri Rokkanen.
 Levytuottajat Oy Kustannus, Sakkottajankatu 2F, 00520 Helsinki 52. Tel: (90) 143-244. Gen. Mgr.: Dennis Livson; Contact: Kaisa Luuhala.
 Erik Lindstrom Kustannus, Paivankilontie 7 A1, SF-02210 Espoo 21.
 Musiikkikonsultit Ky, Kauppakuja 12, Valtakatu 3, SF-11110 Riihimäki 10. Tel: (914) 30944. Chief Exec.: Juhani Lahti.
 Polarmusic, Oy, Annatie 2, Helsinki. Tel: (90) 554-454. Cable: JUVOX. Chief Exec.: Leena Juuranto.
 Ristin Voitto, Sinikellonpolku, SF-01300 Vantaa. Tel: (90) 826-377. Pres.: Eino O. Vanhala; Music Dept. Mgr.: Seppo J. Jaervinen.
 Scandia-Kustannus Oy (Scandia Publ'g Co. Ltd.), Takomontie 3C, SF-00380 Helsinki 38. Tel: (90) 556-818. Telex (12) 2782. Gen. Mgr.: Paavo Eimoe.
Int'l firms represented: Agril, Warner Bros.
 Sulasoit Ry, Kluuvinkatu B, 00100 Helsinki 10.
 Suomen Kanttori Urkuriitto, Keskuskatu 44, SF-38700 Kankaanpää.
 TopHits-FinnHits Oy, Kurintie 27, SF-01300 Vantaa. Tel: 833-622.
 X-Savel, Kumalintontkatu 17 A-5, SF-00250 Helsinki 25.

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Aeae-ja Kuvatalennetuottajat ry (Finnish National Group of IFPI), Takomontie 3, SF-00380 Helsinki 38. Tel: (90) 558-991. Telex (12) 2782. Contact: Arto Alaspää.
 Association of Finnish Musical Artists, Mannerheimintie 33, SF-00250 Helsinki. Tel: (90) 419-244.
 Association of Finnish Music Institutes, Kampinkatu 8 C 30, SF-00100 Helsinki. Tel: (90) 644-094.
 Automaattivokkuraajat ry (Renters of coin-operated machines ass'n), Orivedenkatu 12A, SF-33720 Tampere 72. Tel: (931) 170-500.
 Composers of Film & Popular Music, Risto Rytintie 28 D, SF-00570 Helsinki 57. Tel: (90) 687-976. Chm.: Arthur Fuhrmann.
 Elektronikan Tukkukauppiat (Importers & whslers of electronic & hi fi installations & household appliances prods. org.), Fabianinkatu 23, SF-00130 Helsinki 13. Tel: (90) 171-806. Contact: Heikki Peutere.
 Finnish Blues Society, Telakkakatu 2, SF-00150 Helsinki 15. Tel: 639-143.
 Finnish Music Information Centre, Runeberginkatu 15 A 1, SF-00100 Helsinki 10. Tel: (90) 409-134. Pres.: Pekka Kallio. Exec. Sec'y: Kauko Karjalainen.
 Finnish Rock Festivals Ass'n, Sepetilahentie 14 B-10, SF-02230 Espoo 23. Pres.: Kan A. Elo.
 Helsinki Festival, Unioninkatu 2B, SF-00100 Helsinki 10. Tel: (90) 659-688. Cable: FINNFEST. Entertainment Dept. Mgr.: Tapani Naerhi.
 I F P I, see Aeae-ja.
 Lavamusikot ry (Ship Musicians), Manankatu 15a A 12, SF-00170 Helsinki 17. Tel: (90) 662-218.
 Musiikkialan Ammattiyhdistysten Federaatio ry (MAF) (Federation of Trade Unions in the Field of Music), Manankatu 15a A 12, SF-00170 Helsinki 17. Tel: (90) 662-218.

Note: MAF is the controlling organization for Lavamusikot, Popmuusikot, Ravintolamuusikot, National Committee of the International Music Council, Vilkenintie 1, SF-00640 Helsinki 64. Sec'y Anu Karlsson.

National Section of the International Society for Contemporary Music, Erottajankatu 1-3 A 10, SF-00130 Helsinki 13.

Popmuusikot ry (Pop Musicians), Mariankatu 15a A 12, 00170 Helsinki 17. Tel (90) 662-218.

Radioliikkeiden Liitto ry (Retailers of electronic leisure prods. org.), Vuorimiehentatu 21, SF-00140 Helsinki 14. Tel (90) 174-233. Chm., Erkki Raitala; Deputy Sec'y-Gen.: Risto Soeder.

Ravintolamuusikot ry (Restaurant Musicians), Mariankatu 15a A 12, SF-00170 Helsinki 17. Tel (90) 662-218.

Society of Finnish Composers, Runeberginkatu 15 A 11, SF-00100 Helsinki 10. Tel (90) 445-589.

Suomen Jazzliitto (Finnish Jazz Federation), PL 54, SF-00101 Helsinki 10.

Suomen Muusikkojen Liitto (Finnish Musicians Union), Uudenmaankatu 36 D 21, SF-00120 Helsinki 12. Tel (90) 669-160.

Suomen Postimyynti ja Suoramainontaliitto Ry, (organization for mail order firms), Topeliuksenkatu 41a, SF-00250 Helsinki 25. Tel 418-795.

Suomen Soitinteollisuusyritykset (Musical instrument mfrs. ass'n), Mariankatu 26 B 23, SF-00170 Helsinki 17. Tel (90) 170-322. Contact Ilpo Tarjamo.

Suomen Työväen Musiikkiliitto, Hallituskatu 19, SF-33200 Tampere 20. Tel (931) 24957.

Tiskijukat ry (Professional disk jockey ass'n), Yrjön Katu 3A9, SF-15100 Lahti 10. Tel (90) 662-218.

DESIGN & ARTWORK

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel (90) 143-133. Telex 123396. Gen. Mgr.: Timo Vaaenaenen; Prod'n Mgr.: Richard C. Stanley.

Rock-Along (Finland) Ltd., Sepetlahdentie 14 B-10, SF-02230 Espoo 23. Pres.: Kari A. Elo.

Rocking Turtle Studio, Hameentie 30 D 45, SF-00530 Helsinki 53. Tel (90) 761-099.

Safra, Laivanvarustajankatu 3, SF-00140 Helsinki 14. Tel (90) 666-718.

LICENSING ORGANIZATIONS, MUSIC

Gramex, Runeberginkatu 15 A 11, 00100 Helsinki 10. Tel (90) 494-280. Contact Jukka Liedes. (Radio/TV performance fees)

Sulasol (Suomen Laulajain ja Soittajain Liitto ry), Fredrikinkatu 61, SF-00100 Helsinki 10. Tel (90) 640-174. Contact: Ahti Sonninen; Gen. Mgr.: Jukka Kankainen.

T E O S T O ry (Säveltaajain Tekijänoikeustoimisto—Finnish Composers Int'l Copyright Bureau), Lauttasaarentie 1, 00200 Helsinki 20. Tel (90) 692-2511. Gen. Mgr.: Pekka Kallio. (Mechanical & performing rights)

PLATING, PROCESSING & PRESSING PLANTS

Cutting Room Oy, Eliaksentie 9, SF-00370 Helsinki 37. Tel 552-331. Mgr.: Rauno Luukkunen.

Lejos Oy/Finnvox Studios, Arinatie 8, SF-00370 Helsinki 37. Tel (90) 554-521. Gen. Mgr.: Kurt Juuranto; Mgr.: Erkki Ertesuo.

Mainos-TV-Reklam AB (Oy) (MTV), Pasilankatu 44, SF-00240 Helsinki 24. Tel (90) 413-300. Cable COMTELE. Telex (12) 1544. Gen. Mgr.: Pentti Hanski; Deputy Gen. Mgr.: Jaakko Paavela; Sales Mgr.: Matti Kemiläinen; Prod'n Mgr.: Kalevi Mattila.

Stereokasetti (Oy)-Stereolevy AB, PO Box 40, SF-11101 Riihimäki 10. Tehtaankatu 13, SF-11100 Riihimäki 10. Tel (914) 307 31. Export, Import, Foreign Affairs Chief: Per-Eric Holmberg. (Pressing only)

PRINTERS & LITHOGRAPHERS

Kirjapaino E. Kuronenky, Hoelyaeeamentoie 18, SF-00380 Helsinki 38. Tel (90) 558-955. Gen. Mgr.: Erkki Kuronen; Contact: Risto Mehtonen.

Original Recs./Musikkijussit Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel (931) 38-124. Mgr.: Jukka Keltto.

Ristin Voitto, Sinkellonpolku, SF-01300 Vantaa. Tel (90) 826-377. Pres.: Eino O. Vanhala; Gen. Mgr.: Seppo J. Jaervinen.

RECORD PROMOTION

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaaenaenen; Prod'n Mgr.: Richard C. Stanley.

Music Radio Promos., Kierretie 10, SF-01650 Vantaa 65. Tel (90) 846-721. Dir.: Antti Marvia.

Rock-Along (Finland) Ltd., Sepetlahdentie 14 B-10, SF-02230 Espoo 23. Pres.: Kari A. Elo.

TAPE CUSTOM DUPLICATORS

Elektro-Audio Oy, Yhdystiestie 1, SF-00320 Helsinki 32. Tel: 575-733.

Finnscandia Musiikkiosakeyhtio, PO Box 584, SF-00101 Helsinki 10, Takomontie 1-3, SF-00380 Helsinki 38. Tel (90) 558-797. Telex: 12-2782. Mgr.: Hannu Linna.

Audio: Cassette
Kasettimonistus Oy, Waino Aaltosentie 11 A, SF-00570 Helsinki. Tel (90) 688-122.

Audio: Cassette
Lejos Oy/Finnvox Studio, Arinatie 8, SF-00370 Helsinki 37. Tel (90) 554-521. Gen. Mgr.: Kurt Juuranto; Mgr.: Erkki Ertesuo.

Audio: Cassette
Mainos-TV-Reklam AB (Oy) (MTV), Pasilankatu 44, SF-00240 Helsinki 24. Tel (90) 413-300. Cable COMTELE. Telex (12) 1544. Gen. Mgr.: Pentti Hanski; Deputy Gen. Mgr.: Jaakko Paavela; Sales Mgr.: Matti Kemiläinen; Prod'n Mgr.: Kalevi Mattila.

Audio: Cassette.
Video: ¾" cassette, ½" cassette.

Stereokasetti (Oy)-Stereolevy AB, PO Box 40, SF-11101 Riihimäki 10. Tehtaankatu 13, SF-11100 Riihimäki 10. Tel (914) 307 31. Export, Import, Foreign Affairs Chief: Per-Eric Holmberg.
Audio: Cassette.

● **supplies**

EMPTY CASSETTES

Pyrkija Oy, Tastonie, SF-20380 Turku 38. Tel (921) 779-555. Contact: Arto Palm.

T P Tuotanto Oy, Kadetintie 106, SF-00330 Helsinki 33. Tel (90) 488-544. Gen. Mgr.: Erkki Erbbi O. Hautanen.

JACKETS & SLEEVES

Offset Oy, Tehtaankatu 27-29, SF-00150 Helsinki 15. Tel 659-608. Mng Dir.: K. Jarvinen.

Original Recs./Musikkijussit Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel (931) 38-124. Mgr.: Jukka Keltto.

Painomestari Oy, Kasarminkatu 15, SF-00130 Helsinki 13. Tel (90) 13-061.

T P Tuotanto Oy, Kadetintie 106, SF-00330 Helsinki 33. Tel (90) 488-544. Gen. Mgr.: Erkki O. Hautanen. (Jackets only)

Tanner-Paino Oy, Sammonkatu 52, SF-33540 Tampere 54.

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Original Recs./Musikkijussit Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel (931) 38-124. Mgr.: Jukka Keltto.

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00100 Helsinki 10. Tel: 60-981. Telex: 12416. Sales Mgr.: Erik Martin.

Audio & Video: Cassette, open reel.

Brand name: BASF.

Teknillinen Hankkija, PO Box 80, Sähkökojeosasto, SF-00100 Helsinki 10. Tel: (90) 7-291. Cable: HANKKIIJA. Telex: (12) 660.

Audio: Cassette.

Video: ½" EIAJ open reel.

Brand names: JVC, Maxell, Memorex.

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

Pyrkija Oy, Tastonie, SF-20380 Turku 38. Tel (921) 779-555. Contact: Arto Palm.

T P Tuotanto Oy, Kadetintie 106, SF-00330 Helsinki 33. Tel (90) 488-544. Gen. Mgr.: Erkki O. Hautanen.

● **accessories manufacturers**

Compass Recs. Oy, Hakolahtenkujat 4B, 00200 Helsinki 20. Tel: 676-445. Dir.: Chrissie Schwindt, Lasse Martensson.

Product: Cleaners, cloths & brushes.

Finnlevy AB (Oy), Takomontie 3, SF-00380 Helsinki 38. Tel: (90) 558-797.

Product: Cleaners, cloths & brushes, headcleaners.

Finnmende Oy, Karvaamokuja 3, SF-00380 Helsinki 38. Tel 558-858.

Product: Needles.

Brand name: Shure.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaaenaenen; Prod'n Mgr.: Richard C. Stanley.

Product: Carrying & storage cases, cleaners, cloths & brushes, head cleaners & demagnetizers, leader & splicing tape.

Musiikki Mosse AB (Oy), Eerikinkatu 9B, SF-20110 Turku 11. Tel (921) 11-362. Gen. Mgr.: Mosse Seera. (Importer)

Product: Carrying & storage cases.

Original Recs./Musikkijussit Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel (931) 38-124. Mgr.: Jukka Keltto.

Product: Record catalog servs.

Sound Center Inc. (Oy), Museokatu 8, SF-00100 Helsinki 10. Tel: 440-301. (Importer)

Product: Needles.

Brand name: Pickering.

T P Tuotanto Oy, Kadetintie 106, SF-00330 Helsinki 33. Tel (90) 488-554. Gen. Mgr.: Erkki O. Hautanen.

Product: Carrying & storage cases.

R. Vikstrom Ltd (Oy), Ulviantie 29/4, SF-00350 Helsinki 35. Tel (90) 551-647. (Importer)

Product: Needles.

Brand name: Stanton.

● **store fixtures & merchandising aids manufacturers**

Finnlevy AB (Oy), Takomontie 3, SF-00380 Helsinki 38. Tel: (90) 558-797.

Product: Display racks.

Fonovox, Alkutie 67, SF-00660 Helsinki 66. Tel (90) 745-177. Mng. Dir.: Henry Haapalainen.

Product: Display racks.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaaenaenen; Prod'n Mgr

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.

MARKET ANALYSIS:

After a year and a half, with only one increase of 3 per cent granted in 1978, wholesale price fixing has been abandoned. Further, the government has refused to permit the record companies to use price coding at the wholesale level or to propose retail prices.

● 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 CBS Disques)
Label: (Owned) AB.

Int'l reps: Benelux (Fleet), Brazil (Fermata), Israel (CBS), Portugal (Rossi).

A F A-Discara (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)
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).

A M P, see SFPP.

A Z, see Disc'AZ.

Abbey Road Recs., 94-96 Rue Lauriston, 75116 Paris. Tel: (161) 505 91 02. (Distributed by EMI Sonopresse.)

Accord, see Musidisc.

Acrobat, see Carrere.

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, Saita-Anthologie Sonore; (distributed) Disneyland, Vista.

Adria, see Daems.

Affinity, see Charly.

African, see Societe Francaise du Son.

Aggy Music Prod'ns, 134 Rue d'Avron, 75020 Paris. Tel: (01) 373 66 75. Dir.: Tony Amaraggi; Sales Mgr.: Maria Amaraggi.

Label: (Owned) Aggy Music.

Agoria (Eds. Musicales), 10 Rue Frederic Bastiat, 64 Bayonne. Tel: 25 18 73. Dir.: Mr. Meyzenc. (Distributed by Chant du Monde)

Ajaccio, see Daems.

Alamac Jazz Kings, see Societe Francaise du Son.

Albatros Prod'ns, 43 Rue Fessart, 92100 Boulogne/Bilancourt. Tel: 603 41 93. (Distributed by Discodis)
Label: (Owned) Albatros.

Aldiana, see PAA.

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.

Alvares, see Disc'AZ.

Ambient Music (Societe), 10 Rue Rene Bazin, 75016 Paris. Tel: (01) 224 84 96. (Mood music libraries)

Labels (Owned) Fressound, Musical Touch; (represented) Bosworth, Bruil, Cinemusic, Harmonic.

L'Amé de ..., see Hugues Desalle.

America, see Musidisc.

Anaxis, see Caravage.

Antares, see Verseau.

Aquarius, see CBS Disques.

Arabella Sarl, 136 Rue Peronnet, 92200 Neuilly sur Seine. Tel: (01) 745 42 42. Telex: 613815. Mng. Dir.: Rene Cacheux; Prod'n Mgr.: Sylvain Label; Int'l Dir.: Jacques Chabron.

Home office: Germany, Ariola-Eurodisc.
Labels: (Owned) Eurodisc; (licensed) Nems (UK), Shelter (USA), Supraphon (Czechoslovakia), Tomato (USA).

Int'l reps: Benelux, Germany, Spain, UK, (all Ariola-Eurodisc); Mexico, USA (both 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 Bakcha.

Arcane, see WEA Filipacchi.

Arc En Ciel, see Studio SM.

Arfolk, see Societe Bretonne d'Enregistrement.

Argo, see Societe Francaise du Son.

Arias, 75 Rue Porte Dijaux, Bordeaux. Tel: (56) 48 74 16. Chief Exec.: Guy Arias; Sales Mgr.: Bernard Caubert. (Importer)

Arion (Disques), 36 Av. Hoche, 75008 Paris. Tel: (01) 753 76 70. Mng. Dir. & A&R: Ariane Segal; Technical Dir.: Claude Morel; Co-ord. & Int'l: Frederic Segal; Art: Suzanne Nonette; Mfg.: Beatrix Farians; Promo.: Margareth Losowski. (Distributed by CBS).

Labels: (Owned) Arion, Quintessence.

Int'l reps: Argentina (Arteria), Australia (Discurio), Belgium (CBS), Brazil (CBS), Canada (J.M. Marchand), Germany (Teldec), Italy (Ducalle), Japan (Nippon Columbia), Mexico (Gamma), Norway (Durho), Netherlands (CBS), Spain (Hispanvox), Sweden (Electra), Switzerland (Disques Office), UK (Conifer), USA (MHS, Peters Int'l).

Ariston, see Carrere.

Art & Musique, see Societe Bretonne d'Enregistrement.

Assimil, 13 Rue Gay Lussac, 94430 Chennevières Sur Marne. Tel: 933 87 37. Chm.: Jean Loup Cherel; Gen. Mgr.: Jean LeGal; Technical Mgr.: J.M. Simoni.

Label: (Owned) Assimil Langues Vivantes.

Astree, see Baerenreiter & Chant du Monde.

Asylum, see WEA Filipacchi.

Atco, see WEA Filipacchi.

Atlantic, see WEA Filipacchi.

Atmosfera, see Musidisc.

Atmosphere, see International Rec.

Atoll, see RCA.

Audio Graphic Inds., 124 bis Av. de Villiers, 75017 Paris. Tel: (01) 754 65 70. Telex: 290833. Pres.: Jean Berge; Dir. 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'ns) (IFPI), 10 Rue la Boetie, 75008 Paris. Tel: (01) 265 27 46. Pres.: Rolande Bismuth; Int'l Mgr.: Denis Wolff. (Distributed by RCA).

Labels: (Owned) BBZ, Slim Pezin.

Int'l reps: Austria (RCA), Belgium (Inelco), Canada (Able), Germany (RCA), Israel (Hatakit), Netherlands (Inelco).

B Y G, see Promodisc.

Baboo, see Vogue.

Baby, see Carrere.

Baccara Int'l, 7 Rue Saint-Germer, 31000 Toulouse. Tel: (61) 62 21 31.

Baerenreiter (Eds.), 1 Allee Jean de Ockeghem, 37170 Chambray les Tours. Tel: (47) 28 10 02. Dir.: Mr. Bernstein.

Labels: (Owned) Astree, Valois; (licensed) Cantate. Musicaophon (both Germany).

Int'l rep.: Worldwide (Teldec).

Bagatelle SA, 10 Rue Washington, 75008 Paris. Tel: (01) 256 17 99, 359 42 56. Telex: 640328. Pres. Denis Bourgeois; Gen. & Int'l Mgr.: Brigitte Bertholier-Spahn.

Labels: (Owned) Bagatelle, Sava, Studio 10.

Ballon Noir, see CBS Disques.

Barclay (Compagnie Phonographique Francaise), 143 Av. Charles de Gaulle, 92521 Neuilly-sur-Seine. Tel: (01) 758 12 77. Cable: BARCLAYDISC. Pres.: Eddie Barclay; VP & Int'l Label Mgr.: Jean Fernandez; Gen. Mgr.: Roger Maruani; Sales Mgr.: Jean-Claude Corbineau;

Int'l Sales Mgr.: Cyril Brilliant, Finance Mgr.: Nicolas Tritz, Admin. Mgr.: Henri Rossi, Barclay A&R: Claude Righi, Riviera A&R: Leo Missir.

Int'l branches: Belgium, Netherlands, Switzerland.
Labels: (Owned) Barclay, Blue Star, EGG, Riviera; (licensed domestic) Kuklos, Malypense, Mitchell, Nuages, ORF, Sylvestre, Teme; (licensed foreign) (Chiswick UK), De-Lite (USA), Sex Pistols (UK), Stiff (UK), Track 2 (UK).

Int'l reps: Argentina (RCA), Australia (Festival), Austria (Bellaphon), Brazil (RCA), Canada (Polygram), Colombia (Codiscos), Denmark (EMI), Ecuador (Famoso), Finland (EMI), Germany (Metronome), Greece (Minos Matsas), Hong Kong (Shun Cheong), Israel (Hatakit), Italy (Ricordi), Japan (King), Malta (Exotique), Mexico (Musart), Netherlands (CNR), Nicaragua (Sonido), Norway (EMI), South Africa (Teal), Spain (Movieplay), Sweden (EMI), UK (Logo), USA (Jem, Peters), Venezuela (Suramerica), Yugoslavia (Jugoton).

Bearsville, see Carrere.

Belior, see Radio Programmes.

Bella, see Daems.

Belles Plages, see Daems.

Biram France, 9 Rue de Versailles, 92430 Marnes-La-Coquette. Tel: (01) 741 61 98. Cable: KLUGER. Telex: 203249. Mgr.: Huguette Ferly-Kluger. (Distributed by Phonogram)

Labels: Biram, Topkapi, Zagora.

Black & Blue, see Societe Francaise du Son.

Bleu (Disques), 12 Blvd. Poissonniere, 75009 Paris. Tel: (01) 523 29 81.
Labels: (Owned) Bleu; (distributed) Donal.

Bluebird, see RCA.

Blue Elephant, see Societe Francaise du Son.

Blue Note, see Sonopresse.

Blue Star, see Barclay.

Boite a Musique, 133 Blvd. Raspall, 75006 Paris. Tel: (01) 548 16 12.

Bonnet, see Daems.

Bouton d'Or, see Daems.

Box Office, 58 Av. de Wagram, 75017 Paris. Tel: (01) 924 42 56.
Labels: (Owned) Box Office, Tuba.

C A D I, 143 Rue du Chateau, 75014 Paris. Tel: (01) 563 17 27, 322 47 82. Telex: 202270. Pres. Dir. Gen.: Raphael Ouskine. (Distributor/Importer/Exporter)

C A N F, see Verseau.

C B, see Societe Francaise du Son.

CBS Disques (IFPI), 3 Rue Freycinet, 75116 Paris. Tel: (01) 723 54 22. Cable: COLRECORD. Telex: 620646. Pres. & Mng. Dir.: Alain Levy; Gen. Mgr.: Jean Queinac; Sales Mgr.: Jean-Francois Loury; Mktg. Mgr.: Jean-Claude Gastineau.

Labels: (Owned) Versailles; (licensed foreign) A&M (USA), CBS (USA), Epic (USA), GTO (UK), Jet (USA), Lifesong (USA), Monument (USA), Philadelphia Int'l (USA), Portrait (USA), TK (USA), Vox (USA); (distributed—not licensed) AB (France), Aquarius (France), Arion (France), Ballon Noir (France), DJM (UK), Deesse (France), Francis Dreyfus (France), Escargot (France), Neys (France), Charles Talar (France).

Int'l rep.: Worldwide (CBS).

C B S Int'l SA (European Regional Headquarters) (IFPI), 35 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 266-

91 41. Cable: EUROCRIT. Telex: 640329. Sr. VP European Opns.: Peter de Rougemont; VP Opns.: Patrick W. Hurley; VP Creative Opns.: Alain Levy; Financial Controller: Jeremy Carter; Bus Affairs Dir.: Jeremy Pearce.

C B S Masterwork, 8 Rue Louis-Armand, 92600 Asnieres. Tel: 790 61 13. Telex: 610742. Dir.: Michel Boucays.

C E C E (Centre d'Enregistrement des Champs-Elysees), 15 Av. Montaigne, 75008 Paris. Tel: (01) 225 01 37, 359 62 35.

Label: (Owned) Charlin.

C E R A (Centre d'Etudes & de Realisations Audio-Visuelles), 33 Rue Landouzy, 51100 Reims. Tel: (26) 88 18 69.

C I D I S (Polygram Inds & Messageries) (IFPI), Av. Maurice Ravel, 92160 Antony. Tel: 666 21 65. Pres.: Edmond Lang; Ind'l Dir.: Fernand Pasquier; Sec'y Gen.: Bruno d'Orgeval; Technical Dir.: Christian March; Factory Dir.: P. Crapard; Comm'l Dir.: Jean-Michel Allays.

C N A I Fidsound (Compagnie Nationale d'Applications Ind'lles) (IFPI), 19 Rue Coyssevox, 75018 Paris. Tel: (01) 228 05 91, 229 24 61. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaigne.

Label: (Owned) Fidsound.

C N R, see Chant du Monde.

C T, see Disc'AZ.

C Y, see RCA.

Calliope, see WEA Filipacchi.

Calumet, see IHP.

Camden, see RCA.

Cam Film Music Collection, see Pema Music.

Jacques Canetti, see Radio Programmes & Disc'AZ.

Cappriccio, see Music Control.

Carabine Music, 124 Rue la Boetie, 75008 Paris. Tel: (01) 225 80 30. Co-Pres. Raymonde Drouet, Nadege Labrue; Gen. & Sales Mgr.: Charles Ibguy; Artistic Dir.: Daniel Belolo; Promo. Jean Distinghin.

Labels: (Owned) Carabine, Dynamic, Mustang (distributed by Polydor).

Caravage, 6 Rue Alfred Roll, 75017 Paris. Tel: (01) 754 86 79. Pres. & Gen. Mgr. Jean-Paul Smet.

Labels: (Owned) Anaxis, Caravage.

Carissima, 71 Rue de Clignancourt, 75018 Paris. Tel: (01) 076 75 64, 252 21 90. Mng. Dir.: Mya Simille; Dir. Gen.: Michel Delancray; PR Mgr.: Claude Pierre-Bloch. (Distributed by Polydor)

Carlyne Music, 82 Rue Chardon-Lagache, 75016 Paris. Tel: 224 08 80, 709 69 51. Contact: Jeanne de Mirbeck.

Caroline Melody, see Carrere.

Carrere (Disques), 27 Rue de Surenne, 75008 Paris. Tel: (01) 261 51 37. Telex: 641591. Pres. & Dir. Gen. Claude Carrere; Gen. Mgr. Pierre Haquet; Sales Mgr.: Lionel Delaure; Int'l. Nanou Lambin; Export: Roger Durao.

Labels: (Distributed) Acrobat, Ariston, Baby, Bearville, Caroline Melody, Cezame, Flamingo, Fleche, Force, Formule I, General, Hansa, Heloise, Jupiter, K-tel, LCO, Lazer, I.S. Orlando, Zagora.

Int'l reps: Australia (EMI), Belgium (Carrere), Brazil (Top Tape), Germany (Carrere), Greece (Phonogram), Israel (CBS), Italy (Carrere), Mexico (Peerless), New Zealand (EMI), Portugal (Phonogram), Scandinavia (EMI), Spain (EMI), Switzerland (Carrere), UK (Carrere).

Cathedrales, see Studio SM.

Cavalier, see RCA.

Centre d'Ant National Francais, see Disco Shop.

Centre Culturel du Chateau, see Disco Shop.

Centre d'Etudes & de Realisations Audio-Visuelles, see CERA.

Cereste, see Sopredim.

Cezame, 2 Rue Flechier, 75009 Paris. Tel: (01) 878 45 23. Mng. Dir.: Jean-Michel Gallois Montbrun; Frederic Lebovitz; Sales Mgr.: Valerie Cacheux; Promo. Mgrs.: Alain Pons, Philippe Cadot. (Distributed by Carrere)

Labels: (Owned) Cezame, Cobra.

Int'l reps: Germany (Membran), USA (Music Minus One, Rounder).

Chant du Monde (IFPI), 64 Rue Ampere, 75017 Paris. Tel: (01) 924 67 73/38 30. Cable: CHAMODISC. Pres. & Dir. Gen.: Jean Roire, Gen. Mgr.: Jean Maillet; Sales Mgr.: Denis Plumet.

Branch: 94600 Choisy le Roi, 164 Rue Constant Coquelain. Tel: 680 13 78.

Labels: (Licensed domestic) Chevance, Galata, Musee de l'Homme; (licensed foreign) Folkways (USA), La Louisianne (USA), Melodiya (USSR), Plane (Germany); (distributed—not licensed) Agoria, Astree, CNR, Nuteleidis, Valois (all France).

Chapter One, see Societe Francaise du Son.

Charlin, see CECE.

Charly Recs (France) Sarl, 42 Rue Monge, 75005 Paris. Tel: (01) 633 33 28.

Labels: (Owned) Affinity, Charly, Immediate, Smack (licensed foreign) CC (UK), Georgio Gomelsky (USA), Plantation (USA), Red Bird (USA), SSS Int'l (USA), Sun (USA).

Charmilles (Disques), 62 Mail des Charmilles, 10000 Troyes. Tel: (25) 81 05 62. Gen. Mgr. Gilbert Delforge.

Chevance, see Chant du Monde.

Chicago 2000, see Societe Francaise du Son.

Cinderella, see Daems.

Circle Line Productions, 23 Rue Scheffer, 75016 Paris. Tel: (01) 727 04 07. Cable: ELYPEYROT.

Home office: Argentina.

Classics for Pleasure, see Music for Pleasure.

Cobra, see Cezame.

Coda, see Disco Shop.

Coccinelle, see EPS.

Armand Colin (Librairie), 103 Blvd. St. Michel, 75005 Paris. Cable: ARCOLIN. Chief Exec.: Jean Max Leclerc; Sales Mgr.: Remy Bourrelier.

Label: (Owned) Armand Colin-Bourrelier.

Colombe (Disques), 4 Rue de la Colombe, 75004 Paris. Tel: (01) 633 37 08.

Columbia (UK), see Pathe Marconi EMI.

Comanche, see Delta France & WEA Filipacchi.

Comedis, 24 Rue Condorcet, 94430 Chennevières Sur Marne. (Distributor)

Compagnie Generale du Disque (sub. of Vogue PIP), 20bis Rue Louis Philippe, 92 Neuilly-sur-Seine. Tel: 821 25 00.
Label: (Owned) Orpheo.

Compagnie Ind'le de Dist'n & du Son, see CIDIS.
 Consul-CM Recs. (Disques), 43 Rue de la Fraternite, 93100
 Montreuil-sous-Bois. Tel. 858.38.44.
 Contact, see Allo.
 Context Recs., 8 Rue Emile-Allez, 75017 Paris. Tel. (01)
 924.27.88. Dir. Philippe Doiteau, Gen. Mgr. Jacques
 Galissant.
 Contrepoint, see Vogue.
 Copains de la Boheme, see Desams.
 Corinor (Societe), 11 Av. Division-Lelerc, 78210 Saint-Cyr-
 l'Ecôle. Tel. 045.02.61. 953.08.94.
 Cornelia, see Studio Damiens.
 Crypto, 24 Blvd de Latre-de-Tassigny, 90000 Belfort. Tel.
 (84) 21 31 84/33 47. Gen. Mgr. Jean-Claude Pog-
 nant, Sales Mgr. Brigitte Leyual (Distributed by RCA).
**Labels: (Owned) Crypto, Vizir, (not licensed—distrib-
 uted) Lizard.**
Int'l reps: Belgium (RCA), Spain (Phonic), Switzerland
 (Phonogram).
 Cyclus, see Musidisc.
 Cyracuse, see Daems.
 D E M/Disc A7, 2 Av. Brown-Sequart, 06000 Nice. Tel.
 81.11.31. Pres. Victor Cohen; Dir. Gen. Gilbert Co-
 hen.
 D O M Disques, 67 Rue Dulong, 75017 Paris. Tel. (01)
 227.46.57. 267.01.46. 924.31.19.
 Daems (Disques), 69 Rue des Archives, 75003 Paris. Tel.
 272.74.83 (apres midi). Dir. Gen. Victor Generaud.
**Labels: (Owned) Adria, Ajaccio, Bella, Belles Plages,
 Bonnet, Bouton d'Or, Cinderella, Copains de la Boheme,
 Cyracuse, Daems, Eriean, Faure, Flammes de Velours,
 Fonta, Les Grands d'Espagne, Iberia, Jacinthe, Je-
 nesse de France, Ladybird, Lecomte, Legal, Loopings,
 Magiciens du Rythme, Miroara Venter, Music for Ever,
 Pastori, Promotion, Reflets d'Alsace, Reflets du Poitou,
 Rois du Musette, Rosario, Santeliso, Special Accord-
 seon, Super Stars, Teurlay, Victor Michel, Wilybay.**
 Dasora Prod'ns, 6 Rue Saint-Charles, 75015 Paris. Tel. (01)
 577.27.60. Telex. 660970. Dir. Roland Davan.
 Dave Music, 50 Rue Stendhal, 75020 Paris. Tel. (01)
 636.66.36. Telex. 210611. Dir. David Muffaz; Gen.
 Mgr. Edith Muffaz.
**Labels: (Owned) Stip, (Licensed) Rockhouse (Nether-
 lands), (distributed—not licensed) Discocorp (USA),
 Music Minus One (USA), Preiser (Austria). (SEE AD-
 VERTISEMENT)**
 Deesse, see Deesse-Septentrión & CBS Disques.
 Deesse-Septentrión (IFPI), 11 Rue Lepic, 75018 Paris. Tel.
 (01) 606.94.30. 255.92.19. Telex. 270105. Gen.
 Mgr. Pierre Celie, Artistic Dir. Michel Celie; Sec'y-
 Gen. R.N. Tallera (Distributed by CBS).
Label: (Owned) Deesse.
Int'l reps: Belgium (Anvers-Radio), Benelux (CNR),
 Canada (Almada, Fleur, Frank Henry), Portugal (Plan-
 graf), Spain (Auv), Switzerland (Disques-Office).
 Deller Rec's SA (IFPI), St. Michel de Provence, 04300 For-
 calquier. Tel. 33.80. Telex. 430519. Pres. Bernard
 Coutaz; Gen. Mgr. & A&R, Alfred Deller; Int'l Mgr.:
 Rene Emile Goffon. (Distributed by Harmonia Mundi).
Label: (Owned) Deller.
 Delmark, see Societe Francaise du Son.
 Delphine, see Disc'AZ.
 Delta France (Eds. & Prod'ns Musicales), 12 Rue Ernest Ps-
 chari, 75007 Paris. Tel. (01) 555.01.78. 705.57.39.
 Mng. Dir. Jacques Arnoul; Gen. Mgr. Frederique
 Brion; Catalog Roger Corsin; Promo. Michel Bellamari;
 Pub., Jean-Paul Griffouliere. (Distributed by WEA Fil-
 pacchi).
Labels: (Owned) Comanche, Delta France.
 Delta Magnetics, 41 Quai des Martyrs de la Resistance,
 78700 Conflans Sainte Honorine.
Label: (Represented) Sheffield Lab (USA).
 Deram, see Societe Francaise du Son.
 Hugues Desalle (Realisations Sonores) (IFPI), 5 Rue d'Artois,
 75008 Paris. Tel. (01) 359.41.38. 278.77.88. Chief
 Exec., P. Douez.
**Labels: (Owned) L'Ame de... Disques Culturels
 Francais, Francais de Notre Temps, Hommes
 d'Aujourd'hui, Poesie pour Tous.**
 Detry Recs., 11 bis Rue Cdt. Pilot, 92200 Neuilly. Tel. (01)
 624.84.85. Telex. 610753. Commeta. Pres.: Jean-
 Louis Detry.
Labels: (Owned) Genal, OM, Orange, Pilot.
 De Valprivas, see Disco Shop.
 Diffudisc SA, PO Box, 15, 25 Rue Didot, 75661 Paris Cedex
 14. Tel. (01) 722.25.48. Pres. & Gen. Mgr.: Ginette
 Cacheux.
**Labels: (Owned) Soul Rec., Tonus-Plaisir des Dieux,
 (represented) Archambault (Canada).**
 Disc Africana, see Safari-Ambiance.
 Disc'AZ-Discodis (IFPI), 32 Rue Francois 1er, 75008 Paris.
 Tel. (01) 256.76.76. Telex. 290496. Pres. Paul de
 Senneville, Sec'y-Gen. Mireille Celerier; Admin. Finan-
 cial Mgr. Guy Delavier; Sales Mgr. Jean-Claude Gang-
 neux; Artistic Mgr. Jean Baudlot; Int'l Mgr.: Marion de
 Froment.
**Labels: (Owned) AZ, BAM; (licensed domestic) Jazz
 Odyssey, Locomotive, Mouloudji, Verchuren; (licensed
 foreign) Ensayo (Spain), Hungaroton (Hungary), Salsoul
 (USA), 20th Century (USA); (distributed—not li-
 censed) Alvares, CT, Jacques Canetti, Delphine, Disc'R,
 H.G. Carlo Ferrari, Carlo Ferrari, HS, Ibach, Perides.
 Int'l reps.: Belgium (Polydor), Brazil (Som Industria &
 Comercio), Canada (Able), Japan (Victor), Lebanon (So-
 ciete Libanaise du Disque), Luxembourg (Polydor), Por-
 tugal (Imavox), Spain (Hispavox), Switzerland (Barclay).**
 Discara, see AFA.
 Discobird, 21 Rue Germain Pilon, 75018 Paris. (Distributor)
 Discodis, see Disc'AZ.
 Disco-France SA, 124 bis Av. de Villiers, 75017 Paris. Tel.
 (01) 754.65.70. Telex. 290833. Dir. Gen.: Philippe
 Berge; Gen. Mgr.: Jean Berge.
 Discoparade, 3 Rue Suzanne-Lanoy, 59490 Somain. Tel.
 (20) 80.05.42.
 Disco Shop, 22 Rue de la Republique, Saint Mandé, 94160
 Paris. Tel. (01) 328.48.45. 365.14.37. Telex. 94160.
 Gen. Mgr. Arlette Albohair.
**Labels: (distributed—not licensed) Centre Culturel du
 Chateau, Centre d'Art National Francais, Coda, De Val-
 privas, Solstice, Verseau.**

Discotheque de Paris, 55 bis Rue de Ponthieu, 75008 Paris
 Tel. (01) 225.41.10. Dir. Gen.: Pierre Corby.
 Disc'R, see Disc'AZ.
 Disneyland, see Walt Disney & Ades.
 Walt Disney Prod'ns France, 44 Av. des Champs-Elysées,
 75008 Paris. Tel. (01) 359.17.80/02.20. Cable
 MICKMOUSE. Telex. 64062. Pres. & Dir. Gen. Ar-
 mand Bigle (Distributed by Ades).
Home office: USA.
Labels: (Owned) Disneyland, Vista.
 Disques H, see Phonogram.
 Disques Culturels Francais, see Hugues Desalle.
 Disques du Cavalier (IFPI), 84750 Viens. Tel. (90)
 75.22.13.
 Donali, see Bleu.
 Dragon Phenix, see Safari-Ambiance.
 Francis Dreyfus, see CBS.
 Ducrétet Thomson, see Pathe Marconi EMI.
 Dynamic, see Carabine.
 E D I M (Eds. Disques Musique), 3 Cite Magenta, 75010
 Paris. Tel. (01) 202.68.96. Dir. Michel Herault.
Labels: (Owned) Googa-Mooga, HeM, Homere
G, G, see Barclay.
 E M I, see Pathe Marconi EMI.
 E P S (Disques Coccinelle), 8 Rue Albert Samain, 75017
 Paris. Tel. (01) 745.51.15. 491.12.85. Dirs. Daniel
 Jenny & Robert Pons.
 Ecoute S'Il Pleut, see RCA.
 Eden Roc, see Motors.
 Edico, see International Rec.
 Edwards Recs., 58 Rue du Docteur Calmette, (en Cours)
 Sequedun, 59320 Haubourdin. Tel. (20) 50.42.42.
 07.16.82. Gen. Mgr.: Theodore Edwards, A&R Dir.
 Jean Pascal Hevens.
**Labels: (Owned) Edwards; (distributed—not licensed)
 Biograph (USA), Criminal (UK), Free Reed (UK), Inter-
 cord (Germany), Musantica (Canada), Oldie Blues (Neth-
 erlands), Oversea (Switzerland), Parsifal (Belgium), Sha-
 nache (USA), String (UK), Topic (UK).**
**Int'l reps.: Belgium (Parsifal), Canada (Musantica), Ger-
 many (Oversea), Luxembourg (Tele Disc), Netherlands
 (Sound Prods.), Switzerland (Vogue).**
 Elektra, see WEA Filipacchi.
 Encyclopedie Cecumenique Audiovisuelle, see Studio SM.
 Enfants Sages, see Ades.
 Epidaure, see Musidisc.
 Erato (Disques), 60 Rue de la Chaussée d'Antin, 75009
 Paris. Tel. (01) 280.69.19. Cable COSTERAT. Pres. &
 Dir. Gen. Philippe Loury; Dir.: Michel Garcin. (Distrib-
 uted by RCA).
 Eriean, see Daems.
 Eroll, see SFPP.
 Escargot, see Sibecar & CBS Disques.
 Esperance, see Sonodisc.
 Etoile, see Societe Francaise du Son.
 Eurodisc, see Arabella & WEA Filipacchi.
 Experience, 8 Rue Emile Allez, 75017 Paris. Tel. (01)
 345.73.30. 344.62.25. Dir. Gen. Philippe Doiteau.
Labels: (Owned) Experience, Impulse; (distributed)

Polyphone, Verseau; (represented) Serenata (Portugal).
 Int'l rep.: Portugal (Radio Triunfo).
 F N A C SA, 136 Rue de Rennes, Paris. Tel. 544.39.12.
 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. Dirs.: Francois & Yvette Carbou.
**Labels: (Owned) FY (distributed by RCA), Solstice (dis-
 tributed by Disco Shop).**
**Int'l reps.: Canada (Andre Perrault—P.Q.), USA
 (Delos—partial).**
 Fass Bee Int'l, see Studio Damiens.
 Faure, see Daems.
 Fauves, see Polydor.
 Carlo Ferrari, see Disc'AZ.
 H G Carlo Ferrari, see listing under "H."
 Festival, see Musidisc.
 Fidsound, see CNAI Fidsound.
 Fiesta, see Societe Francaise du Son.
 Flamingo Recs., 25 Rue Saint Sulpice, 75006 Paris. Tel.
 (01) 326.02.91. (Distributed by Carrere).
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- Bagatelle SA (SACEM)**, 10 Rue Washington, 75008 Paris. Tel: (01) 256 17 99, 359.42.56. Telex: 640328. Pres.: Denis Bourgeois; Gen. & Int'l Mgr.: Brigitte Berthouier-Spahn.
- Int'l firms represented:** Alkatraz Corner, Athens, Big Sky, Big Ten, Black Leather, Bourne, Bucky, Bucrennis, Busybody, Callee, Cape Ann, C'est Music, Cheap Thrills, Chicken Fried, Circustent, Coco, Curtom, Djengo, Dr. Livingstone I Presume, Dwarf, Earmark, Elbomo, Fiction, Fourth Floor, Gaucho, Grasshopper, Groper, Har-grove, Heavy Gray, Ray Willie Hubbard, Jelly Roll, Joy-ride, Knee Tremble, Lark, Life Dance, Light, Lively Arts, Lonport, Lunch, McJohn, Mewg, Micache, Missing Link, Ivan Moguil, Mulligan, Music Mgmt., NFL Films, Neath, Nevoc, Niranady, Nunn, Ozono, Passing Clouds, Peach, Petra, Pink, Plur-on Music, Pommie, Public Domain Foundation, Quackenbush, Rami's Horn, Rolls Royce, Roswell, Sandbox, Scar, Serendipity, Sixteenth Avenue, Sky Forest, Songbirds of Paradise, Sorn, Southern Pines, Special Rider, Street People, Strong Arm, Suemir, Three Dog Night, Timgale, Tomeja, Trine, Triplot, Weng, Whistle, Wind Breeze, Yabone Yatta Song, Ying Yang (all USA), Broune, Bron, Osibosounds, Photoplay (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 Vialere, 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 Bergougnot (Les Eds. Musicales)**, 3 Square Paul-Claudel, 92390 Villeneuve-la-Garenne. Tel: 752.16.55, 798 12 84.
- Irving Berlin Sarl**, see Chappell.
- Paul Beuscher (SACEM)**, 23-29 Blvd. Beaumarchais, 75004 Paris. Tel: (01) 271.22.11. Cable: ALLMUSIC. Telex: 670877. Artistic Mgr.: Guy Adamik; Gen. Mgr.: Philippe Seiller.
- Int'l firms represented:** Edward B. Marks (USA), New Music Corp. (Belgium).
- Int'l rep.:** Belgium (Vedette).
- Gerard Billaudot**, 14 Rue de l'Échiquier, 75010 Paris. Tel: (01) 770 14 46. Gen. Mgr.: Gerard Billaudot.
- Int'l reps.:** Germany (Muencher Musikgrossortiment), Italy (Carisch), Japan (Buffet-Crampon), Spain (Real Musical), UK (United Music Publ'rs), USA (Theodore Presser).
- Bimbo Music**, 78 Av. des Champs-Élysées, 75008 Paris. Tel: (01) 359.67.80. Pres.: Laurent Rossi.
- Biram France (Eds.)**, see Bleu Blanc Rouge.
- Bixio France**, see Eddie Barclay.
- Bleu Blanc Rouge (Les Eds.)**, 9 Rue de Versailles, 92430 Marnes-La-Coquette. Tel: (01) 741.6198. Cable: KLU-GER. Telex: 203249. Pres. & Gen. Mgr.: Huguette Ferly-Kluger; Ass't.: Dominique Vacroux.
- Int'l rep.:** Belgium (Jean Kluger).
- Boosey & Hawkes**, 4 Rue Drouot, 75009 Paris. Tel: (01) 770 73 44.
- Bornemann (Eds.)**, 15 Rue de Tournon, 75006 Paris. Tel: (01) 326 05 88.
- Int'l reps.:** UK (United), USA (Belwin-Mills).
- Bourne France**, see Bagatelle.
- Bousquet**, 61 Faubourg St. Denis, 75010 Paris. Tel: (01) 770 15 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. Dir. Gen.: Mme. Raoul Breton.
- Briand**, see Eddie Barclay.
- Bridget Music**, see Bagatelle.
- Brull (Eds.)**, 18 Rue de Provence, 75009 Paris. Tel: (01) 527 69 67. Owner: Mary Therese Fiacre; Gen. Mgr.: Roger Charles Friant.
- C B E Le Vepar**, 95 Rue Championnet, 75018 Paris. Tel: (01) 255 49 95.
- C N A I Fidsound**, 19 Rue Coysouev, 75018 Paris. Tel: (01) 228 05 91, 229.24.61. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaingne.
- C R E A C**, 118 Blvd. Malesherbes, 75017 Paris. Tel: (01) 622 09 69. Pub. Head: Alain Hanel.
- C S B Ltd.**, 40 Rue Jean Jaures, 93170 Bagnolet.
- Calonn (Ed.)**, 30 Rue Dr. Finlay, 75015 Paris. Tel: (01) 578 24 75, 578 15 18. Dir.: Patrick Chevalier.
- Gerard Calvi**, 20 bis Rue Louis-Philippe, 92200 Neuilly. Tel: 637 50 04.
- 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.
- Carabine Music**, see Syrinx.
- Caradam**, see Baboo.
- Caramel**, see Baboo.
- Caravage (SACEM)**, 6 Rue Alfred Roll, 75017 Paris. Tel: (01) 754.86.79. Pres. & Gen. Mgr.: Jean-Paul Smets.
- Caravelle (Nouvelles Eds. Musicales)**, 35 Blvd. Malesherbes, 75008 Paris. Tel: (01) 265 08 93.
- Carissima (Eds. & Prod'ns Musicales)**, see 12.000.
- Carlyne Music (SACEM)**, 82 Rue Chardon-Lagache, 75016 Paris. Tel: (01) 224 08 00. Contact: Caroline Jeanne de Mirbeck.
- Carrara**, 86 Rue de Faubourg St. Martin, 75010 Paris. Tel: (01) 206 43 37.
- Claude Carrere (Eds.)**, see Robert Salvat & Tonus.
- Carrousel**, see Vogue.
- Casanova Music**, see Dick James.
- Castel Music**, 44 Rue de Miromesnil, 75008 Paris. Tel: (01) 265 87 80. Dir.: Gilbert Chemouny.
- Cat Music**, see 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.
- Chant du Monde**, 64 Rue Ampere, 75017 Paris. Tel: (01) 924 67 73. Pres. & Dir. Gen.: Jean Roire; Gen. Mgr.: Jean Mialhe.
- Chappell SA**, 12 Rue de Penthièvre, 75008 Paris. Tel: (01) 266 40 42. Cable: SYMPHONY. Pres. & Dir. Gen.: Gerard Davoust.
- Int'l rep.:** Worldwide (Chappell).
- Charly Music (France) Sarl**, 42 Rue Monge, 75005 Paris. Tel: (01) 633 33 28.
- Chiffre Neuf (Les Eds. du)**, 5 Rue d'Alsace, 75010 Paris. Tel: (01) 264 23 24. Gen. Mgr.: Helene Bignon.
- Choudens (Eds.)**, 38 Rue Jean Mermoz, 75008 Paris. Tel: (01) 225 17 21.
- Chouette Musique**, see Allo.
- Circle Eds Internacionales**, 23 Rue Scheffer, 75016 Paris. Tel: (01) 727 04 07. Cable: ELYPEYROT.
- Home office:** Argentina.
- Cirta (Eds.)**, see Marouani.
- Colline**, see Eddie Barclay.
- Comtesse**, see Eddie Barclay.
- Comufra**, see Michel Legrand.
- Cookaway Music**, see Dick James.
- Cornelia (Eds.)**, see Presta.
- Costallat (Eds.)**, 60 Rue de la Chaussée d'Antin, 75009 Paris. Tel: (01) 280 69 19. Cable: COSTERAT. Pres.: Philippe Loury.
- Edward Cox Music**, see Dick James.
- 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); Mondiphone, Neuilly (both Canada, USA).
- Int'l reps.:** Belgium (Multisound), Germany (Sonoton), Portugal (Musiteca), Spain (Musiteca), Switzerland (Tefima).
- Crest Music**, see Dick James.
- Criterion de Paris**, 6 Rue Rukmkorf, 75017 Paris. Tel: (01) 380 34 62.
- Home office:** USA.
- Cromwell (Eds.)**, see Essex.
- Crypto**, 24 Blvd. de Lattre-de-Tassigny, 90000 Belfort. Tel: (84) 21 31 84/33 47. Gen. Mgr.: Jean-Claude Pog-nant.
- Crystal Music**, see Dick James.
- Curci France**, see Marouani.
- d'Anella (Eds.)**, 7 Rue St. Lazare, 75009 Paris. Tel: (01) 878 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.
- Spencer Davis Music**, see Dick James.
- Debonnaire Music**, see Dick James.
- 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.
- Gilbert Delforge (Eds. Musicales)**, 62 Mail des Charmilles, 10000 Troyes. Tel: (25) 81 05 62. Gen. Mgr.: Gilbert Delforge.
- Delrieu (Ed.)**, 14 Rue Trachel, 06000 Nice. Pres. Gen. & Sales Mgr.: Gerard Delrieu.
- Int'l reps.:** UK (Elkin), USA (Galaxy).
- Delta France**, 12 Rue Ernest Pichari, 75007 Paris. Tel: (01) 555 01 78, 705 57 39. Mng. Dir.: Jacques Arnoul; Gen. Mgr.: Frederique Brion.
- 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.
- Discotheque de Paris**, 55 bis Rue de Ponthieu, Paris. Tel: (01) 225 61 73.
- Walt Disney Prod'ns France**, 44 Av. des Champs-Élysées, 75008 Paris. Tel: (01) 359 17 80/02 20. Cable: MICKMOUSE. Telex: 64062. Pres. & Dir. Gen.: Armand Bigle.
- Home office:** USA.
- Dominic Music**, see Dick James.
- 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 Lavain (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).
- 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.
- E M A S (Eds. Musicales Ariane Segal)**, 36 Av. Hoche, 75008 Paris. Tel: (01) 563 76 70. Mng. Dir.: Ariane Segal.
- E M C**, see Emilhenco.
- E P O C (Eds. & Prod'ns Musicales)**, see Francis O'Neill.
- Eco (Ed.)**, see Pathe Marconi.
- Eden-Roc (Societe)**, 35 Blvd. Malesherbes, 75008 Paris. Tel: (01) 265 08 93.
- Egg Music France**, see Marouani.
- Emilhenco Music Sarl**, 143 Blvd. Lefebvre, 75015 Paris. Tel: (01) 250 64 46. Contact: Albert Cohen.
- Int'l firms represented:** Beat (Italy), Boosey & Hawkes (UK), Cavendish (UK), New Music (Belgium).
- Int'l reps.:** Belgium (New Music), Italy (Beat), Netherlands (Dennis), UK (ATV).
- Enoch**, 27 Blvd. des Italiens, 75002 Paris. Tel: (01) 742 69 95.
- Epis**, 14 Blvd. des Filles-du-Calvaire, 75011 Paris.
- Erkan**, 3 Blvd. de la Liberation, 93 St. Denis. Tel: 752 50 58.
- 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 (Carisch, Ricordi), UK (Bosworth & Co., Schott & Co.), USA (Associated).
- Espace**, 2 Rue du Marquis de Mores, 92380 Garches. Tel: 970 49 41.
- Esperance**, see Sonodisc.
- 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, 8 Rue Emile-Allez, 75017 Paris. Tel: (01) 380.27.10, 924.27.88. Dir.: Philippe Doiteau. Gen. Mgr.: Jacques Galissant.
Int'l firms represented: Experience (UK).
Famous Chappell Sarl, see Chappell.
Fantasia (Ed.), 13 Rue Pages, 92152 Suresnes. Tel: 772.70.36. Telex: 630946. Pres.: Jean Grandchamp des Raux.
Int'l firm represented: Tradition (USA).
Fass Bee (Ed.), see Presta.
Feldman, see Francis-Day.
Fidsound, 19 Rue Coysvoix, 75018 Paris. Tel: (01) 228.05.91, 229.24.61. Pres. & Dir. Gen.: J.C. Thuel-Chassaingne.
Fiesta, see Calonn.
Film Music, see Dick James.
Fil Rouge, see Baboo.
Flamophone, 12-14 Blvd. de l'Hopital, 75005 Paris. Tel: (01) 707.11.83.
Formule 1 (Eds.), 89 Rue de la Boetie, 75008 Paris. Tel: (01) 359.76.54. Mgr.: Angele Salvat.
France-Etoile, 19 Rue Lord Byron, 75008 Paris. Tel: (01) 225.23.92.
France-Melodie (Eds.), 94-96 Rue Lauriston, 75116 Paris. Tel: (01) 505.91.02. Cable: FRANDAY Telex: 612738. Gen. Mgr.: Andre Hackiere.
Int'l firms represented: Algee (UK), Al Gallico (USA).
France-Rec., 33 Rue Marc Seguin, 75018 Paris. Tel: (01) 206.71.08.
Francis-Day SA Publ'ns, 94-96 Rue Lauriston, 75116 Paris. Tel: 505.91.02. Cable: FRANDAY Telex: 612738. Gen. Mgr.: Andre Hackiere.
Int'l firms represented: Big Pig (UK), Cam-Al (UK), Buzz Cason (USA), Coal Miners (USA), Cookhouse (USA), Alan Hawkshaw (UK), Marksman (USA), Owepar (USA), Pennine (UK), Window (USA), Zargon (USA).
French Music, see Chappell.
Frituna France SA, 1 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).
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.
Gralt Music, see Dick James.
Grande Avenue (Les Eds. Musicales), 1 Av. Christophe Colomb, 94600 Choisy-le-Roi. Tel: (01) 853-11.12. Dir.: E.W. Pelgrims de Bigard, Gen. Mgr.: Alain Evans.
Groc Music, see Rideau Rouge.
Groupe "1", 8 Rue Balzac, 75008 Paris. Tel: (01) 723.45.45/47. Pres.: Jean-Philippe Ilesco. Gen. Mgr.: Jean-Pierre Imbrohros.
Guyaki, see Syrinx.
Gwineth Music, see Dick James.
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).
Harmonic Music, see Brull.
Helian, 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 622.50.16.
Hexagone (Eds.) (SACEM), 19 Rue Galilee, 75116 Paris. Tel: (01) 723.72.72. Pres.: Rene Boyer; Int'l Mgr.: Gabriel Ilos.
Int'l firms represented: Cibell, Grade One, Impact, Mother Goose, Nib, Our Music, 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: Barry (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: Amphonik (UK), Beat (Italy), Berry (UK), Discant (Germany), Intersound (Germany), Jump (Italy), Studio One (Germany), Ultra Music Serv. (USA).
Int'l reps: Canada (Music People), Germany (Discant), Italy (Beat), South Africa (Plymouth), Switzerland (Tefima), UK (Amphonik).
Illustration Musical E. Warner, see Tabata.
Import Diffusion Music, 42-44 Rue du Fer a Moulin, 75005 Paris. Tel: (01) 535.44.25. Mng. Dir.: Alain Pierson. Gen. Mgr.: P. Agon.
Int'l firms represented: Big 3 (USA), Columbia (USA), EMI (USA), Hal Leonard (USA), Music Sales (UK), SPR (USA), Warner Bros. (USA).
Int'l reps: Belgium (Marcom), Switzerland (Songbook).
Industrial Music, see Marouani.
Intersong Paris, 6 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 225.66.70, 225.37.85. Telex: 270673. Pres. Dir. Gen. Jean-Jacques Tiche.
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), Dymatone (USA), 5th Floor (USA), Fort Knox (USA), Hill & Range (USA), Hit & Run (UK), Hudson Bay (USA), Jac (USA), Klarke (USA), 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).
Intune Music, see Dick James.
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 Rochechouart, 75009 Paris. Tel: 878.73.45. Pres. Jean Louis Tersiguel, Dirs.: Agnes Lable, Jean Sabouraud.
Jaep Music, see Dick James.
Dick James Music France, 1 Rue Lamennais, 75008 Paris. Tel: (01) 359.66.83. Gen. Mgr. Rene Talar.
Int'l firms represented: Alto, Amgo James, Arrgee, Casanova, Cookaway, Debonnaire, Dominic, Gralto, Gwineth, Intune, Maribus, Nuova, Pageant, Shair, Spencer Davis, Utopia.
Jamil Music, see Dick James.
Jamsham Music, see Dick James.
Janta Ponsa, see Dick James.
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 (JUMP), USA (Theodore Presser).
Jo Biss Int'l, see Presta.
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.
Josid Music, see Dick James.
Jouben, 25 Rue d'Hauteville, 75010 Paris. Tel: (01) 770.15.73.
K J C D Music (Ed.), see Johanna.
Kalendour, see Sibecar.
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 Clark.
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), Edi Masters (Spain), Polyband (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 Cedex 01. 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).
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 Flecher, 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. Dirs.: Max & Andre Lemoine.
Int'l reps: Belgium (Schott), Japan (Buffet-Crampon), UK (United Music Publ'rs), USA (Theodore Presser).
Leros Music, see Allo.
Lords Music, see Dick James.
Louis III (Eds.), see Claude Pascal.
Love Song Music, see Dick James.
M A M, 1 Rue Lamennais, 75008 Paris. Tel: (01) 720.38.51, 359.66.83. Dir.: Charlie Ganen.
Int'l firms represented: Spanka (USA).
Int'l reps: UK (MAM), USA (MAM).
M C A Music (France), 1 Rue Lamennais, 75008 Paris. Tel: (01) 359.66.83, 720.38.51. Dir.: Charlie Ganen; European Co-ord.: Michael Levine.
Int'l reps: UK (Leeds), 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.
Madeine, see Intersong.
Majestic Sarl (SACEM/SDRM), 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 563.69.70.
Major (Les Eds.), Rt. Natle 307, 78810 Feucherolles. Tel: (01) 461.45.11. Cable COMODD.
Maneges, 35 Rue La Boetie, 75008 Paris. Tel: (01) 225.03.02. (Administered by Chappell).
Mangas Music, 3 Rue Freycinet, 75116 Paris. Tel: (01) 723.61.02.
Charles Maniatakis (SACEM), 118-130 Av. Jean Jaures, 75019 Paris. Tel: (01) 200.56.42, 201.59.81.
March Music, 62 Rue Pierre-Charon, 75008 Paris. Tel: (01) 256.08.82. Telex: 630170. Mng. Dir. Marie-France Seyrat.
Maribus, see Dick James.
Marine, see Eddie Barclay.
Eddy Marnay, 91 Rue Lepic, 75018 Paris. Tel: (01) 254.77.89.
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Peter Maurice (Eds.), see Pathe Marconi & Francis-Day.
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P E C F (Productions & Eds. Cinematographiques Francaises) (SACEM), 18 Rue Troyon, 75017 Paris. Tel: (01) 267.15.35. Telex: COLUMFILM 650676. Mng. Dir.: Jean Davoust.
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Universelles, 52 Rue du Faubourg St. Martin, 75010 Paris. Tel (01) 607 45 91
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Verseau-Centre d'Art, PO Box 44, 31012 Toulouse; 76 Quai

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Wonder Music, see Dick James.

X Music, 44 Rue La Boetie, 75008 Paris. Tel: (01) 563.52.89/48.66. Dir.: Jean-Max Riviere. Gen. Mgr.: Thomas Noton.

You You Music (SACEM), 8 Rue Marbeuf, 75008 Paris. Tel: (01) 359.53.90. Cable: WANGMUSIC. Telex: 660816. Chm. Jean-Louis Sorin; Gen. Mgr.: Christian de Ronseray.

Int'l firms represented: Intro, Gebr. Meisel, OHG/Say Yes (all Germany), Sigem (Brazil).

Int'l reps: Australia (Warner Bros.), Germany (Muz), Italy (Warner Bros.), Scandinavia (Warner Bros.), UK (Warner Bros.), USA (Warner Bros.).

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 Ma-Co Sarl, 10 Rue Malakoff, 92600 Asnieres. Tel. 793 37 83 Gen. Mgr. Ms. Benadon.
Audio: Cartridges.
 Moulage Plastique de l'Ouest, 53700 Averton. Tel. 16 43 03 27/35. Pres. & Dir. Gen.: Pierre de Poix; Sales Mgr. Monique de Poix.
 Pyral SA, 47 Rue de l'Echat, 94000 Creteil. Tel. 207 48 90. Telex 230742 Chm. R. Piani; Gen. Mgr. Claude Goudal, Prod Mgr. Marc Lamotte.

ENVELOPES & MAILERS

C N A I Fidsound (Compagnie Nationale d'Applications Ind'lles), 19 Rue Coysvoix, 75018 Paris. Tel. (01) 228 05 91, 229 24 61 Pres. & Dir. Gen. Jean-Claude Thuel-Chassaigne.
 Disco-France (div. of AGI—Audio Graphic Inds.), Sono Tape Dept., 124bis Av. de Villiers, 75017 Paris. Tel. (01) 754 65 70. Telex 290833 Gen. Mgr. Jean Berge.
Branch: 28260 Anet, Usine de Saussay.

JACKETS & SLEEVES

A R E A C E M (Les Applications & Realisations Acoustiques Electromecaniques), 1 Rue Christophe Colomb, 94600 Choisy-le-Roi. Tel. 853 11 12. Telex 20869 Cable AREADIS. Pres.: E.W. Pelgrims de Bigard; Gen. Mgr.: Xavier Pelgrims de Bigard; Gen. Sec'y Jacques Marmouset.
Plants: 61190 Tourouvre, Rt. d'Alencon. Tel. Tourouvre 25.06.13. Telex. 170662—27130 Verneuil sur Avre, Z.I. Tel. 32.03.23 Telex 180742.
 C I D I S (Polygram Inds & Messageries), Av. Maurice Ravel, 92160 Antony. Tel. (19) 666 21 02. Pres. & Dir. Edmond Lang; Sec'y Gen. Bruno d'Orgeval; Ind'l Dir. Fernand Pasquier; Comm'l Dir.: Jean-Michel Allays; Dist'n Dir. Christian Marchi; Factory Dir. Pierre Crapard
 C N A I Fidsound (Compagnie Nationale d'Applications Ind'lles), 19 Rue Coysvoix, 75018 Paris. Tel. (01) 228 05 91, 229 24 61. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaigne.
 Chaumes, 10 Rue du Docteur-Lebel, 94300 Vincennes. Tel. 808 37 87
 Dillard & Cie., 47-49 Rue Polonceau, 75018 Paris. Tel. (01) 255 43 21 Telex 650123. Dir. Jean-Pierre Dillard; Sales Mgr. Jean-Marc Delaye.
 Dorel (Les Procédes), 45 Rue de Tocqueville, 75017 Paris. Tel. (01) 227 70 50
 Est Typo-Offset, 10 Rue du Dr. Lebel, 94300 Vincennes. Tel. 808 37 87
 France-Imprimerie (div. of AGI—Audio Graphic Inds.), 124bis Av. de Villiers, 75017 Paris. Tel. (01) 754 65 70. Telex 290833 Gen. Mgr.: Jean Berge; Sales Mgr. Philippe Berge; Technical Mgr. Mr. Courgnaud (Jackets only)
Factory: 28260 Anet, Boite Postal 32, 28520 Sorel Mousseil
 Glory Impression Cartonnage, 7 Rue Louis Armand, 92602 Asnieres. Tel. 790 62 31. Pres. Dir. Gen.: Marcel Glory; Technical Mgr.: Jacques Lesueur; Sales Mgr.: Frederic Bussiere
 Grenouilleau-Landaux & Les Fils, 18 Rue Dom-Deviennes, 33000 Bordeaux. Tel. (56) 91 49 56.

I M C I, 122 bis Rue Aristide-Briand, 92300 Levallois-Perret. Tel. 737 69 08
 Imprimerie du Nord, 79 Rue du General Leclerc, 78400 Chatou. Tel. 071.38.80. Telex: 696040. Dir.: Jean Roubinet; Gen. Mgr.: Norman J. Garrod (Sleeves only)
 Imprimerie St-Roch, 144 Rue du Chemin-Vert, 75011 Paris. Tel. (01) 805 21 98
 Libet (Disques), 18 Rue Carnot, 76700 Harfleur. Gen. Mgr.: Guy Libet
 M K, 44 Rue Etienne Marcel, 75002 Paris. Tel. 233.07.30. Pres. & Gen. Mgr. Monique Knuchel (Jackets only)
 Mood Duplication, RN 307, 78810 Feucherolles. Tel. 461 45 11. Telex 600574 Pres. H. da Silva Ramos; Gen. Mgr. P. Campiot; Prod'n Mgr. Mr. Papaleukas.
 Moulage Plastique de l'Ouest, 53700 Averton. Tel. 16.43.03.27/35 Pres. & Dir. Gen.: Pierre de Poix; Sales Mgr.: Monique de Poix (Jackets only)
 Offset Press, 9 Rue Edouard Renault, 93000 Le Blanc-Mesnil. Tel. (01) 931 16 82. Telex 641431. Chief Exec.: Yves Volant; Gen. Mgr.: Guy Volant
 Pathe Marconi EMI, 19 Rue Lord Byron, 75008 Paris. Tel. 561 95 00. Pres. Philip N. Brodie; Deputy Mng. Dir.: Michel P. Bonnet. (Jackets only)
 Rolland, 82 Rue du Faubourg-St. Martin, 75010 Paris. Tel. (01) 208.76.83.
 Satav, 44 Rue Pierre Joseph Proudhon, 78800 Houilles. Tel. 968.60.95. Bd. Chm. & Gen. Mgr.: Jean Apherghis.
 A. Tempo, 14 Rue Mollien, 92100 Boulogne. Tel. 605.35.74
 Verdier (Les Ateliers), 142 Rue de Clignancourt, 75018 Paris. Tel. (01) 606 53 97, 606 54 48
 Vogue MPP (Manufacture de Prod'n Phonographiques) 84 Maurice Grandcoing, 93430 Villetaneuse. Tel. (01) 826 55 00. Cable: VOGDISC. Telex: 620380 Pres.: Cesar Rossini. (Jackets only).

LABELS

A R E A C E M (Les Applications & Realisations Acoustiques Electromecaniques), 1 Rue Christophe Colomb, 94600 Choisy-le-Roi. Tel. 853 11 12. Telex 20869 Cable AREADIS. Pres.: E.W. Pelgrims de Bigard; Gen. Mgr.: Xavier Pelgrims de Bigard; Gen. Sec'y Jacques Marmouset.
Plants: 61190 Tourouvre, Rt. d'Alencon. Tel. Tourouvre 25.06.13. Telex. 170662—27130 Verneuil sur Avre, Z.I. Tel. 32.03.23 Telex 180742.
 C I D I S (Polygram Inds & Messageries), Av. Maurice Ravel, 92160 Antony. Tel. (19) 666 21 02. Pres. & Dir.: Edmond Lang; Sec'y Gen.: Bruno d'Orgeval; Ind'l Dir.: Fernand Pasquier; Comm'l Dir.: Jean-Michel Allays; Dist'n Dir.: Christian Marchi; Factory Dir.: Pierre Crapard
 C N A I Fidsound (Compagnie Nationale d'Applications Ind'lles), 19 Rue Coysvoix, 75018 Paris. Tel. (01) 228 05 91, 229 24 61. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaigne
 Charmilles (Disques), 62 Mail des Charmilles, 10000 Troyes. Tel. (25) 81.05.62. Gen. Mgr.: S. Delforge
 Dorel (Les Procédes), 45 Rue de Tocqueville, 75017 Paris. Tel. (01) 227 70 50.
 France-Imprimerie (div. of AGI—Audio Graphic Inds.), 124bis Av. de Villiers, 75017 Paris. Tel. (01) 754 65 70. Telex: 290833 Gen. Mgr.: Jean Berge; Sales Mgr.: Philippe Berge; Technical Mgr.: Mr. Courgnaud.
Factory: 28260 Anet, Boite Postale 32, 28520 Sorel Mousseil
 Glory Impression Cartonnage, 7 Rue Louis Armand, 92602 Asnieres. Tel. 790.62.31. Pres. Dir. Gen.: Marcel Glory; Technical Mgr.: Jacques Lesueur; Sales Mgr.: Frederic Bussiere
 Grenouilleau-Landaux & Les Fils, 18 Rue Dom-Deviennes, 33000 Bordeaux. Tel. (56) 91 49 56
 I M C I, 122 bis Rue Aristide-Briand, 92300 Levallois-Perret. Tel. 737 69 08
 Imprimerie Saint-Roch, 144 Rue du Chemin-Vert, 75011 Paris. Tel. (01) 805 21 98
 Mood Duplication, RN 307, 78810 Feucherolles. Tel. 461 45 11. Telex 600574 Pres. H. da Silva Ramos; Gen. Mgr.: P. Campiot; Prod'n Mgr.: Mr. Papaleukas.
 Moulage Plastique de l'Ouest, 53700 Averton. Tel. 16 43 03 27/35. Pres. & Dir. Gen.: Pierre de Poix; Sales Mgr.: Monique de Poix.
 Offset Press, 9 Rue Edouard Renault, 93000 Le Blanc-Mesnil. Tel. (01) 931 16 82. Telex: 641431. Chief Exec.: Yves Volant; Gen. Mgr.: Guy Volant
 Rolland, 82 Rue du Faubourg-St. Martin, 75010 Paris. Tel. (01) 208 76 83
 Satav, 44 Rue Pierre Joseph Proudhon, 78800 Houilles. Tel. 968.60.95. Bd. Chm. & Gen. Mgr.: Jean Apherghis.
 Verdier (Les Ateliers), 142 Rue de Clignancourt, 75018 Paris. Tel. (01) 606 53 97, 606 54 48.

PROFESSIONAL TAPE SUPPLIES

Publison Audio Professional, 7-9 Rue Crespin du Gast, 75011 Paris. Tel. (01) 357 64 07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean.
Audio: 1/4", 1/2", 1", 2" tape
Brand names: Pyral, Scotch.

RECORD PROCESSING MACHINERY

Audiomatic Corp., 4 Rue Ficatier, 92400 Courbevoie. Tel. (01) 333 30 90. Telex: 620282. Gen. Mgr.: Serge Doublin
Home office: USA
Product: Automatic & manual presses, record-plateing equip.
Brand names: Audiomatic, Hamilton.
 M A P (Material Applications Plastiques) (div. of AGI—Audio Graphic Inds.), 124bis Av. de Villiers, 75017 Paris. Tel. (01) 754 65 70. Telex: 290833. Mng. Dir.: Jean Berge; Gen. Mgr.: J. Charviat
Chief product: Automated injection-compression presses, automatic inking & bagging machines for 7" or 12" records.
 Pyral SA, 47 Rue de l'Echat, 94000 Creteil. Tel. 207 48 90. Telex 230742. Chm. R. Piani; Gen. Mgr. Claude Goudal, Mgr. Louis Delaister.
Product: Lacuers.

TAPE, RAW & BLANK LOADED

Audio Magnetics France, 147 Av. Charles de Gaulle, 92200 Neuilly. Tel: (01) 745.62.62. Telex: 611698. Gen. Mgr.: J. Arrighi de Casanova

B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Lavallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan

Audio & Video: Cassette & open reel

C N A I Fidsound (Compagnie Nationale d'Applications Ind'elles), 19 Rue Coysvoix, 75018 Paris. Tel: (01) 228.05.91, 229.24.61. Pres. & Dir. Gen.: Jean-Claude Thuél-Chassaingne

Audio: 8-tr., cassette, open reel

M F P, see Music for Pleasure

Moulage Plastique de l'Ouest, 53700 Averton. Tel: 16.43.03.27/35. Pres. & Dir. Gen.: Pierre de Poix; Sales Mgr.: Monique de Poix

Audio: 8-tr., cassette

Music for Pleasure, 57 Blvd. de la Republique, 78400 Chatou. Tel: (01) 071.30.79. Telex: 698730. Mng. Dir.: M.P. Bonnet; Gen. Mgr.: A. Peier; Mktg. Mgr.: J. Chazeau; Sales Mgr.: G. Durampart

Audio: Cassette

Brand name: MFP

Pathe Marconi EMI, 19 Rue Lord Byron, 75008 Paris. Tel: 561.95.00. Pres.: Philip N. Brodie; Deputy Mng. Dir.: Michel P. Bonnet

Audio: Blank—cassette & open reel; raw—8-tr., cassette & open reel

Publison Audio Professional, 7-9 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean

Audio: 8-tr., open reel

Video: Blank—1" open reel, 1/2" EIAJ open reel

Brand names: Pyral, 3M

Pyral SA, 47 Rue de l'Echat, 94000 Creteil. Tel: 207.48.90. Telex: 230742. Chm.: R. Piani; Gen. Mgr.: Claude Goudal; Mgr.: Marc Lamotte

Audio: Cassette & open reel

Video: 1" & 1/2" EIAJ open reels

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audiomatic Corp., 4 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.30.90. Telex: 620282. Gen. Mgr.: Serge Doubine

Home office: USA

Product: On-cassette printers, high-speed & in-cassette duplicators, QC machines, loaders

Brand names: Apex, ElectroSound, Infonics

B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Lavallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan

C N A I Fidsound (Compagnie Nationale d'Applications Ind'elles), 19 Rue Coysvoix, 75018 Paris. Tel: (01) 228.05.91, 229.24.61. Pres.: & Dir. Gen.: Jean-Claude Thuél-Chassaingne

● accessories manufacturers

B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Lavallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan

Product: Leader & splicing tape

Delta Magnetics, 41 Quai des Martyres de la Resistance, 78700 Conflans. Tel: 972.69.81

Product: Needles (Stanton)

Impregna SarL, 167 Rt. de St. Lev., Epinay Sur Seine. Tel: (01) 822.64.32. Contact: Jacques Fallard

Product: Anti-static record cleaning material

Lavaine, 62 Rue des Deportes, 45200 Montargis. Tel: (38) 85.24.17. Gen. Mgr.: M. Lavaine

Product: Cleaners, cloths & brushes

Ma-Co SarL, 10 Rue Malakoff, 92600 Asnieres. Tel: 793.37.83. Gen. Mgr.: Ms. Benadon

Product: Cleaners, cloths & brushes, 45 rpm adaptors, head cleaners & demagnetizers, needles

Mageco Electronic, 119 Rue du Dessous des Berges, 75013 Paris. Tel: 583.65.19

Product: Needles (Pickering)

Publison Audio Professional, 7-9 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean

Product: Carrying & storage cases, catalog servs., head cleaners & demagnetizers, leader tape, splicing tape

Pyral SA, 47 Rue de l'Echat, 94000 Creteil. Tel: 207.48.90. Telex: 230742. Chm.: R. Piani; Gen. Mgr.: Claude Goudal; Mgr.: Louis Delaistier

Product: Leader & splicing tape

Topodis, Le Petit Parc, Zone Industrielle, 78920 Ecquevilly. Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy

Product: Rec. & tape carrying & storage cases, cleaners, cloths & brushes, 45 rpm adaptors, head cleaners & demagnetizers

Vogue MPP (Manufacture de Prod'ns Phonographiques) 84 Rue Maurice Grandcoing, 93430 Villeneuve. Tel: (01) 826.55.00. Cable: VOGDISC. Telex: 620380. Pres.: Cesar Rossini

Product: 45 rpm adaptors

● store fixtures & merchandising aids manufacturers

Glory Impression Cartonage, 7 Rue Louis Armand, 92602 Asnieres. Tel: 790.62.31. Pres. Dir. Gen.: Marcel Glory; Technical Mgr.: Jacques Lesueur; Sales Mgr.: Frederic Bussiere

Product: Rec. browser boxes, divider cards

Topodis, Le Petit Parc, Zone Industrielle, 78920 Ecquevilly

Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy

Product: Rec. & tape browser boxes, display racks, divider cards

Vogue MPP (Manufacture de Prod'ns Phonographiques) 84 Rue Maurice Grandcoing, 93430 Villeneuve. Tel: (01) 826.55.00. Cable: VOGDISC. Telex: 620380. Pres.: Cesar Rossini

Product: Display racks

GERMAN DEMOCRATIC REPUBLIC (EAST)

Population: 17,700,000

Rate of exchange: \$1 (US) = 8 ost-marks

Per capita income: \$2,400

Holidays: January 1, Good Friday, Easter Sunday, May 1 (Labor Day), May 8 (Liberation Day), Ascension, Whitsunday, October 7 (Republic Day), December 25, 26

RECORDS:

Records sold domestically including imports: LP's & singles 1977—17,000,000 units

Average retail price per record: LP's—\$1.80. Singles—\$0.75

TAPE:

Pre-recorded tape sold domestically including imports: Cassette 1977—1,000,000 units

Average retail price per tape: Cassette—\$2.50

● record & tape manufacturers / distributors / importers

Amiga, see Deutsche Schallplatten

Buchexport (Volkseigener Aussenhandelsbetrieb der Deutschen Demokratischen Republik), Leninstr. 16, DDR-701 Leipzig. Tel: (05611) 76-61

Deutsche Schallplatten (VEB), Reichstager 4/5, 108 Berlin. Tel: (0311) 220-9201

Labels: (Owned) Amiga, Eterna, Litera, Nova

Eterna, see Deutsche Schallplatten

Litera, see Deutsche Schallplatten

Nova, see Deutsche Schallplatten

● music publishers

Breitkopf & Haertel Musikverlag (VEB), Karlstr. 10, DDR-701 Leipzig. Tel: (05611) 73-51. Pres.: Dr. Gunter Hempel; Gen. Mgr.: Werner Hennig

Int'l reps.: Austria (Globus), Canada (Alexander Broutde), West Germany (Breitkopf & Haertel—Wiesbaden), Mexico (Alexander Broutde), Netherlands (De Eerste Muziekcentrale), UK (Breitkopf & Haertel), USA (Alexander Broutde)

Deutscher Verlag fuer Musik (VEB), see Breitkopf & Haertel

Harth Musik Verlag/Pro Musica Verlag, Karl-Liebknechtstr. 12, DDR-701 Leipzig. Tel: (05611) 3-26-12

Int'l reps.: Australia, Canada, UK (Breitkopf & Haertel in UK); West Germany (Apollo)

Friedrich Hofmeister Musikverlag (VEB), see Breitkopf & Haertel

Lied der Zeit (VEB), Postfach 10, Rosa-Luxemburgstr. 41, DDR-102 Berlin. Tel: (0311) 28-2-50-81

Litloff (Collection), see Peters

Peer Musikverlag GmbH, PO Box 602129, 2000 Hamburg 60, Muhlenkamp 43. Tel: (040) 271-33-71. Cable: SOUTHMUSIC. Telex: 213388

Peters (Ed.) (VEB), Postfach 746, Talstr. 10, DDR-701 Leipzig. Tel: (05611) 29-59-53

Affiliate: Collection Litloff

Int'l firms represented: (Loans only) EDSS & ZAMP (Yugoslavia), PWM (Poland), C.F. Peters/Belaeff (West Germany), Universal (Austria)

Int'l reps: (Purchase) Denmark (Engstrom & Soedring), Netherlands (Eerste Muziekcentrale), Switzerland (Eulenberg), West Germany (C.F. Peters), rest of the world (C.F. Peters in UK); (loans) West Germany (C.F. Peters), Yugoslavia (EDSS)

Pro Musica Verlag, see Harth

● services**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Association of Composers & Musicologists of the German Democratic Republic, Leipzigerstr. 26, DDR-108 Berlin. Tel: 220-2051

National Committee of the International Music Council, Leipzigerstr. 26, DDR-108 Berlin. Tel: 229-2772

Neue Bachgesellschaft, Int'le Vereinigung, Karlstr. 10, DDR-701 Leipzig

Staatliches Komitee fuer Rundfunk (Radio & TV), Nalepastr. 18-50, DDR-116 Berlin. Tel: 63-60 6328-31

LICENSING ORGANIZATION, MUSIC

A W A (Anstalt zur Waehrung der Auffuehrungsrechte auf dem Gebiete der Musik), Storkowerstr. 134, DDR-1055 Berlin. Tel: 434-2757. Gen. Dir. Klaus Eisenbarth. (Mechanical & performing rights)

GERMAN FEDERAL REPUBLIC (WEST)

Population: 62,000,000

Rate of exchange: \$1 (US) = 1.80 marks

Per capita income: \$6,029

Holidays: January 1, Good Friday, Easter, May 1 (Labor Day), Ascension Day, Whit Monday, June 17, November (Repentance Day), December 25, 26

RECORDS:

Records sold domestically: LP's 1978—100,400,000 units; 1977—87,800,000 units. Singles 1978—46,500,000 units, 1977—39,800,000 units

Import sales: LP's & singles—additional 10% of total

Records imported from USA (factory value, CIF): 1977—2,815,324 units, \$3,982,000

Records exported to USA (factory value, FOB): 1977—2,863,270, \$3,238,000

Records exported worldwide (factory value, FOB): 1977—32,745,000 units, \$81,000,000

Average retail price per record: LP's—\$6; singles—\$3.30

Stereo sales: 100% of total

Record club sales: 15% of total

Discounting: Widespread

Type of distribution: Manufacturer-to-retailer accounts for 70% of total sales. Manufacturers-to-wholesaler-to-retailer & rack jobbing (there are 2 rack jobbers) divide another 12%, and direct importing by retailers constitutes the remaining 18%. Total wholesale transactions have increased by 20%. Export sales to the United Kingdom and United States are increasing

Type of promotion: All radio and TV stations are important sources. Also, there are about 1200 discotheques and 1000 key publications. Twelve radio stations have weekly hit parades; three tv channels carry weekly international pop-shows. Second German Television (ZDF) has a monthly "Hit-parade" with 13 singers. All stations are controlled by representatives of private organizations, government and the public

Jukeboxes: 90,000

TAPE:

Prerecorded tape sold domestically: 8-tr. 1977—6,000 units, 1976—8,000 units. Cassette 1978—41,400,000 units, 1977—36,300,000 units

Average retail price per tape: Cassette—\$4.00; open reel—\$10.00

Wolfgang Spahr

● record & tape manufacturers / distributors / importers

A A R, see Heinz Ulm

A G M Schallplattenproduktion & Vertrieb, Kisslingweg 44, D-7130 Muhlacker. Tel: (07041) 47-66, 66-63. Telex: (07) 263721. Dir. Arno Graul

A M S Musica Sacra, see Schwann

A S A Musikvertrieb GmbH, Potsdamer Str. 58, D-1000 Berlin 30. Tel: (030) 261-13-25. Telex: (01) 83065

Abacca, see Inmus

Abanori, see Mixtur

Acanta, see Fonotem & MusiContact

Ada, see Welaton

Admiral, see Bellaphon

Agil-Music Musikverlag GmbH, Karlstr. 36, D-8000 Munich 2. Tel: (089) 59-16-26. Contact: Franz Seelos

Labels: (licensed) Help, Life, (represented) Video Rec. Albums (USA)

Ahorn, see Teldec

Air, see All-Music

Airlift Tontraeger Vertriebs GmbH (IFPI), Clausewitzstr. 4/III, D-1000 Berlin 12, Dirs. Maria Kopp, Wolfgang Maeder; Prod'rs: Andy Novello, Lennie Partner, Alf Carde. (Distributor)

Branch: D-8400 Regensburg, Portnergasse 6. Tel: (0941) 56-13-51

Labels: (Owned) Airlift, Fire Bird, (distributed—not licensed) IDS

Aktuell, see All-Music

Aladin (Peter Orloff) GmbH & Co. KG, Rauhe Hecke 2, D-5000 Cologne 91. Tel: (0221) 86-23-02, 86-20-32. Telex: (08) 873698. Mng. Dir. Peter Orloff

Labels: (Owned) Aladin (Distributed by EMI Electrola), Black Prince (Distributed by Crystal)

Alcomusic, see Alcophon

Alcophon Albinger KG, PO Box 1270, Reeperbahn 35, D-2058 Lauenburg. Tel: (04153) 30-22. Telex: (02) 189612

Labels: Alcomusic, Alcophon, Alcophon Super, Blacky, Multi, Multipack

Alcophon Super, see Alcophon Albinger

All-Music Vertriebs GmbH, Werner-Sombartstr. 21, D-7750 Konstanz. Tel: (07531) 55-03-6. Telex: (07) 33239. Pres. Alfons Bocklet, Gen. Mgr. Fredy P Frei

Home office: Switzerland

Labels: (Owned) Air, Aktuell, MPV, Musicland, Vega 2000

Des Alpes Schallplatten Produktion GmbH (IFPI), Theodor Koerner Str. 7, D-8700 Wuerzburg. Tel: (0931) 73884, 71286. Telex: (06) 8810 Mng. Dir. Hans-Richard Danner. (Distributor/Importer)

Labels: (Owned) Da, Echo, Lilliput, Main, (distributed) Amati, Bella Musica, Supertone, Welt Melodie

Die Alte Orgel, see Da Camera

Alternum, see Thorofon

Amati, see Supertone & Des Alpes

Amaton, see Heinz Ulm

Amayana, see Heinz Ulm

Amerindian Recs., An Der Alte Muehle 9, D-5067 Wessel-

- ing-Berzdorf Tel (02) 232-51780 Chief Exec.: Ingrid Renate Rohere (Distributor/Importer)
- Labels: (Owned) Amerindian; (distributed) Artaria** (Argentina), Kotrona (Argentina), Paganì/Eleven (Italy)
- Int'l reps.:** Argentina (Artaria, Kotrona)
- Der Andere Song, see Hansa Musik
- Christian Anders Musikverlag & Produktion, Hoerwarthstr 26, D-8000 Munich 40 Tel (089) 18-42-23 Pres.: Christian Anders, Gen. Mgr. Ann Busse (Distributed by EMI Electrola)
- Labels: (Owned) Chranders**
- Angel, see EMI Electrola
- Angel Musikverlag & Produktion A. Engel KG, PO Box 11124, Drakestr 16, D-3280 Bad Pyrmont Tel (05281) 5664 Chief Exec. & Gen. Mgr. Anneliese Engel, Sales Mgr. Bernd Plato, Vice Mgr. Guenter Engel
- Label: (Owned) Days**
- Angelo, see EMI Electrola
- Antagon Musikgesellschaft Jens Michow (IFPI), Lenhartstr 15, D-2000 Hamburg 20 Tel (040) 48-44-43 Telex (02) 173473 Mng. Dir.: Jens Michow (Also see Music Distributor)
- Aquarium 2000, see Polyband
- Arcade Recs. (Deutschland) GmbH (IFPI), Leimenrode 29, D-6000 Frankfurt/Main Tel (0611) 59-81-19/29 Telex (04) 189319 Mng. Dir.: Michael Levene, Sales Mgr. Helmut Mohr, Mktg. Mgr. Ruediger Schaefer
- Home office:** England
- Label: (Owned) Arcade**
- Int'l reps.:** Austria (Ariola), Switzerland (Phonag)
- Archiv Produktion, see DGG & Wiydler
- Arendo, see Jaguar
- Ariola, see Ariola-Eurodisc
- Ariola-Eurodisc GmbH (IFPI), Steinhäuserstr 3, D-8000 Munich 80 Tel (089) 4-13-61 Cable EURODISC Telex (05) 23487 Pres. Monti Lueftner, Mng. Dir. Friedel Schmidt, Deputy Mng. Dir. Wolfgang Wegmann, VP Int'l Div.: Dorus Sturm, Sales Mgrs. Hans Knappe, Heinz Holle, Mktg. & Promo. Albert Czapski, Export Dept. Geiso Mampel **Ariola Int'l Group**—Pres.: Monti Lueftner, Sr. VP. Friedel Schmidt, VP A&R Mktg.: Wim Schipper, VP Latin America Activities: Ramon Segura, VP Int'l Finance & Admin.: Dr. Wolfgang Wegmann, VP Int'l Opns.: Hardy Schuetze
- Export Dept. Geiso Mampel
- Int'l branches:** Austria, Belgium, France (Ariabella), Mexico (Disco Libro), Netherlands, Spain, Switzerland, UK USA (Ariola)
- Labels: (Owned) Ariola Eurodisc; (licensed domestic) Hansa, Jupiter, Oasis, Maritim; (licensed foreign) Albion (UK), Bronze (UK), CMH (USA), Clan Celentano (Italy), DJM (UK), Island (UK), JCOA (USA), Lifesong (USA), Manticore (UK), Melodia (USSR), Musiza (Italy), PBR (USA), Pinnacle (UK), President (UK), Pye (UK), Real (UK), Red Star (USA), Roulette (USA), Shelter (USA), Sierra Brar (USA), Sire (USA), Supraphon (Czechoslovakia), Tomato (USA), Virgin (UK)**
- Int'l reps.:** Argentina (RCA), Australia (Carina, RCA), Bolivia (Lauro), Brazil (Gravacoes, RCA Copacabana), Canada (German-Canadian News, Interglobal), Colombia (Tropical), Czechoslovakia (Supraphon), Denmark (AEG), East Germany (VEB), Ecuador (Fadisa), El Salvador (Leo), Finland (Finndisc), France (Ariabella, WEA), Greece (Veran, General Publ'g Co.), CBS, Minos Matsas, Guatemala (Discos de Centroamericana), Hong Kong (Studer Revox), India (Grammophone of India), Indonesia (Studer Revox), Israel (Hed Arzi), Italy (Fonti-Cetra, Disch Ricordi, Musik Import, RCA), Japan (Nippon Columbia), Kenya (AI Recs.), Lebanon (Societe Libanaise du Disque), Malaysia (Studer Revox), Mexico (Discolibro), Nigeria (Phonogram), Norway (Disco A. S.), Philippines (Studer Revox), Portugal (Phonogram), Rep. of China (Summit Ents.), Singapore (Studer Revox), South Africa (Teal, Gallo), South Korea (Asia Rec. Co., Studer Revox), Sweden (CBS), Thailand (Studer Revox), UK (RCA, Pye), USA (German Language Publ'ns, Salsoul, German News), USSR (Meshdunarodnaja Kniga), United Arab Emirates (Vithaldas V & Sons), Yugoslavia (Rec. Prod'ns of Radio-Television Belgrad). (SEE ADVERTISEMENT)
- Armnia Musikproduktion Erich Storz (IFPI), Hauptstr 114, D-3360 Osterode am Harz Tel (05522) 45-11 Telex (09) 65154 Gen. Dir.: Erich Storz, Gen. Mgr.: Marianne Opitz, Sales Mgr. Marianne Storz (Also a Wholesaler as Storz GmbH)
- Branches: D-2000 Hamburg, Heidenkampsweg 54 Tel (040) 280-2939 Telex (02) 162989—D-3000 Hannover, Am Klagesmarkt 22 Tel (0511) 15028 Telex (09) 23814—Bielefeld, Am Kampchen 4 Tel (0521) 25017 Telex (09) 38058**
- Labels: (Owned) Armnia, Storz**
- Int'l rep.:** Switzerland (Musiland)
- arOnda Schallplattenproduktion & Vertrieb, Frankfurter Landstr 7, D-6380 Bad Homburg Tel (06172) 4-68-36 Dir. Gunther Mueller
- Labels: (Owned) arOnda, (represented) Kaibala (USA)**
- Int'l reps.:** Argentina (CBS), Benelux (Dureco in Netherlands), Brazil (CBS), Central America (CBS), Italy (Saar), Mexico (CBS), Spain (Belter), Switzerland (Carex)
- Arteg Prod'ns, Schanzenstr. 16-18, D-2000 Hamburg 6 Tel (040) 43-44-42 Chief Exec.: Arno H. van Vught Jr. Prod'ns: A.H. & W.B. van Vught
- Labels: (Owned) Arteg, Mento Music Pop Sounds**
- Asphalt, see WPL
- Asylum, see WEA
- Atco, see WEA
- Atlantic, see WEA
- Attacca-Musikverlag, Dr. Hammacherstr 3, D-4100 Duisburg-Ruhrort Tel (0203) 8-13-78
- Label: (Owned) Attacca**
- Audio Components Vertriebs GmbH, PO Box 3822, Hegestr. 64, D-2000 Hamburg 20 Tel (040) 46-51-00 (Importer)
- Label: Richardson (USA)**
- Audio Int'l, Gonzzheimstr. 2b, D-6000 Frankfurt am Main Tel 50-47-33 Telex (04) 13039 (Distributor)
- Labels: (Distributed—not licensed) 1984 Recs., Real Time, (represented) Sheffield Lab (USA)**
- Audiophon Classic, see Mutibrand
- Audite, see Fono & MusicContact
- Audition, see Videothek & Teldec
- Aulos, see Fono
- Autogram & Folk Recs., Burgstr 9, D-4405 Nottuln (Kreis Muenster), Tel (02502) 61-51 Gen. Mgr.: Willy Schwenken
- Labels: Autogram, Doctor, Monogram**
- Int'l reps.:** Austria (Eulenspiegel), Belgium (Parsifal), France (Discovale), Netherlands (Munich) Switzerland (Eulenspiegel), UK (Saydisc)
- Autoplay, see Polyband
- Aves Recs & Tapes, Harvesthuderweg 21, D-2000 Hamburg 13 Tel (040) 44-60-21 Telex 21345 Owners: Rudolf G. Slezak, Horst F. Schmolzi (Distributed by Intercord)
- Labels: Aves, Avia, Beggar's Banquet, Cube, EMG, Electric Rec., Fania**
- Aw, see Peter Gleissner
- B F C Int'l Rec. Co., PO Box 350245, D-5000 Cologne 30 Tel (0221) 50-36-47 Mktg. Dir.: Rudolf E. Kamphausen, Gen. Mgr.: Gunther R. Kamphausen
- Labels: (Owned) Compass, (licensed) Hookfarm (Denmark), Trutone (South Africa)**
- Int'l reps.:** Philippines (Music World), Spain (Euterpe)
- Babylon, see Membran & Music Distributor
- Bacillus, see Bellaphon
- Baerenreiter-Musicaphon, see Baerenreiter-Verlag & Disco-Center
- Baerenreiter-Verlag, Karl Voetterle KG, Heinrich-Schuetz-Allee 35, D-3500 Kassel/Wilhelmshohe Tel (0561) 300-1117 Telex (09) 92376 Mng. Dir.: Wolfgang Matthei
- Int'l branches:** England, France, Switzerland
- Labels: (Owned) Baerenreiter-Musicaphon, Bosse Musik (Distributed by Disco-Center)**
- Baltic-Recs., PO Box 4544, Holstenplatz 1-2, D-2300 Kiel Tel (0431) 9-11-04 Owner: Heinz Ziemann
- Barclay Schallplatten GmbH, Glockengieserwall 27, D-2000 Hamburg 1 Tel (040) 33-08-17
- Bear Family Recs. (IFPI), Eduard Grunow Str. 12, D-2800 Bremen 1 Tel (0421) 78874 Dir. & Gen. Mgr. Richard Weize, Sales Mgr.: Hermann Knuelle (Licensed to Membran, distributed by Music Distributor)
- Int'l branch: England**
- Label: (Owned) Bear Family**
- Int'l reps.:** Japan (King), USA (Back Room, Country)
- Bella Musica, see Supertone & Des Alpes
- Bellaphon Int'l, see Bellaphon
- Bellaphon Recs. GmbH & Co. KG Tontraegergesellschaft (IFPI), Mainzer Landstr. 87-89, D-6000 Frankfurt/Main 1 Tel (0611) 23-08-0 Telex (04) 16046 Pres.: Branko Zivanovic, Sales Mgr.: Wolfgang Sattler, Int'l Prod. Mgr.: George Zeiss, Bellaphon Import Mgr.: Winfried Merkle, Press Officer: Wolfgang Fiedler
- Int'l branches:** Austria, Switzerland
- Labels: (Owned) Admiral, Bacillus, Bellaphon, Bellaphon Int'l, Panoptikum, Piffikus, Pick Up, Schluessloch, (licensed domestic) First Class, Peg, Peggy; (licensed foreign) Alaska (UK), Aristocarte (France), Audio Fidelity (USA), Bang (USA), Black Bear (UK), Bullet (USA), Casablanca (USA), Charly (France), Direction (USA), Fantasy (USA), Greensleeves Honeybee (UK), Jackson Sound (USA), King, Midnight Sun (USA), Milestone (USA), Penny Farthing (UK), Pick, Plantation (USA), Pompeii (USA), Power, Prestige (USA), RAK, Roadshow (USA), Roxbury (USA), SSS Int'l (USA), Shout, Starday-King (USA), Stax (USA), Stereo Dimension, Sun (USA), Swing, Tapestry, Youngblood, (distributed—not licensed) Concord Jazz, Free Bird, Free Music, Lynchrod, Riverside, Steeple Chase, Victory**
- Int'l reps.:** Austria (Bellaphon), Greece (Columbia Grammophone), Italy (Fonti Cetra), Japan (Nippon Phonogram), Portugal (Imavox), Spain (RCA), Switzerland (Bellaphon), USA (Fantasy)
- Berlinton, see Mixture-Schallplatten
- Berolina KG, Hallerstr. 76, D-2000 Hamburg 13 Tel: (04106) 7-13-16 (Also see Fonoteam)
- Labels: Berolina, Peg, Peggy**
- Das Beste GmbH (Verlag), Augustenstr. 1, D-7000 Stuttgart 1 Tel (0711) 66-02-1 Telex (07) 23539 Mng. Dir.: Werner Weidemann, Mktg. Dir.: Helge Weisner, Prod'n Mgr.: Klaus D. Mandl
- Bild am Sonntag Recs. (IFPI), Kaiser Wilhelm Str. 6, D-2000 Hamburg 36 Tel 347-4254 Telex (02) 11898 Gen. Mgr.: Joachim Luedicke
- Bild & Funk, see Burda
- Bingola, see Rudolf Bohnen
- Black Prince, see Aladin & Crystal
- Blacky, see Alcapphon
- Blossom, see Intersound
- Blubber Lips Recs. GmbH, Sofienstr. 7a, D-6900 Heidelberg 1 Tel (06221) 3-37-79 Telex (04) 61538 Chief Exec. & Sales Mgr.: Ruediger Eggert (Distributed by Discovetrieb)
- Labels: (Owned) Blubber Lips, Offers**
- Blues Beacon, see Peter Gleissner & Christmann/SchAAF
- Boccaccio, see Jaguar
- Dieter Boek, Koelner Landstr. 179, D-4000 Duesseldorf 13 Tel (0211) 76-38-07 Gen. Mgr.: Dieter Boek (Distributor/Importer/Exporter)
- Label: (Owned) NPR**
- Rudolf Bohnen (Musikverlag & Prod'n), Klenzestr. 65, D-8000 Munich 5 Tel (089) 26-66-56
- Labels: (Owned) Bingola, Peggy**
- Bosse Musik, see Baerenreiter
- Brain, see Metronome
- G. Braun (Verlag), PO Box 1709, Karl-Friedrich-Str. 14-18, D-7500 Karlsruhe, Tel (0721) 2-69-51, Telex (07) 826904
- Label: dhfi-Testschallplatten**
- Brittke, see Maritim
- Brockhoff (Ed.), see Fono
- Brunswick, see DGG
- Buena Vista, see Walt Disney
- Bunny, see WEA
- Burny, see Burda
- Burda-Schallplatten-Vertrieb, Burda-Hochhaus, D-7600 Offenburg Tel (0781) 8-41
- Labels: (Owned) Bild & Funk, Bunte, Freundin, Freizeit & Raetsel-Revue, Freizeit-Magazin, Meine Familie & Ich, Mein Schoner Garten**
- Busch-Phonothek, see Polyband
- C A C, see Henry Fono
- C A M Germany Musikverlag GmbH, Rottalstr. 5, D-8000 Munich 80 Tel (089) 40-35-73
- Home office: Italy**
- C B S Schallplatten GmbH (IFPI), Bleichstr. 64-66a, D-6000 Frankfurt/Main 1 Tel (0611) 1-30-51 Cable COLRECORD Telex 416735 Mng. Dir.: Rudolf Wolpert, Deputy Mng. Dir.: Karl G. Arbenz
- Home office: USA, CBS Recs. Int'l**
- Labels: (Owned) CBS, Embassy, Epic, GTO, Linda, Portrait, Robbi, (licensed domestic) Music, Schiarwari, (licensed foreign) A&M, Blue Sky, Caribou, Invictus, Jet, Kirshner, Monument, Neighborhood, Philadelphia Int'l, TK (all USA), CGD (Italy)**
- C C A-Schallplatten-Produktion, PO Box 2802, D-4500 Osnabruck Tel (05406) 452 Owner: Hans Werner Kuntze
- Labels: (Owned) CCA, Help (licensed to Agil-Music), Instrumental, Mami, Newcomer, Sextase**
- C D B, see Eurotape
- C M S, see Christmann/SchAAF
- C R P Musikproduktion, Am Gutleuthofhang 26a, D-6900 Heidelberg 1 Tel (06221) 86-09-98, 80-10-10 Mng. Dir.: Rüdiger Eck (Distributed by Blubber Lips)
- Labels: (Owned) CRP, MOT**
- Cady, see OPP
- Caligula, see Calig Verlag
- Calig Verlag GmbH, Renatastr. 71, D-8000 Munich 19 Tel (089) 16-34-76 Pres.: Wolfgang Walter, Prod. Mgr.: Doris Hagen; Mktg. Dir.: Manfred Steinberg (Distributed by Disco-Center)
- Labels: (Owned) Calig, Caligula**
- Int'l reps.:** Austria (Cura), Italy (Hi-Fi Rec.), Japan (Universal Corp.), Switzerland (Metronome)
- Camérata, Hoffman von Fallerslebenstr. 8, D-3340 Wolfenbuettel Tel (05331) 4-41-32 Owner: K-M Moesler
- Cantagallo, see Teldec
- Cantate GmbH, Heinrich-Schulz-Allee 35, D-3500 Kassel-Wilhelmshohe Tel (0561) 3-00-13 Telex (09) 92376 Mng. Dir.: Wolfgang Matthei (Distributed by Disco-Center)
- Labels: (Owned) Cantate, SDG**
- Canto Musikproduktion GmbH & Co. KG (IFPI), Harmstorfer Weg 11, D-2106 Bendestorf Tel (04183) 62-46 Pres. & Gen. Mgr.: Fred Christman (Distributed by Bellaphon)
- Label: (Owned) Pastels**
- Capella, see Thorofon
- Capitol, see EMI Electrola
- Carosound, see Deutsche Austrophon
- Carus, see Fono
- Cassetta, see Thomas Voigt Org.
- Cassetton Musik-Cassetten-Werk, Wallensteinstr. 2, D-8192 Geretsried 2 Tel (08171) 42-40, 3-17-74 Telex (05) 26331 (Tape only)
- Champ Recs., Gartenstr. 15a, D-8011 Baldham/Munich Tel (08106) 45-55 Contact: Robert Jung
- Cherry-Int'l, see Flower
- Chranders, see Christian Anders & EMI Electrola
- Chrischaabues, see Christmann/SchAAF
- Christmann/SchAAF (Musikproduktion) GmbH, Goerresstr. 3, D-5400 Koblenz 1 Tel (02611) 3-61-23 Cable CHRISCHAA, Chief Exec.: Siegfried A. Christmann, Harold P. SchAAF
- Labels: (Owned) CMS, Chrischaabues, Ornament, (licensed domestic) Blues Beacon**
- Int'l reps.:** USA (Alligator, Blue Labor)
- Christophorus-Verlag Herder GmbH, Hermann Herder Str. 4, D-7800 Freiburg im Breisgau, Tel (0761) 27-171 Telex (07) 72603 Mng. Dir.: Heribert Mohr, Promo. Horst Newmann (Distributed by Deutsche Austrophon)
- Cine Art Int'l, see Jaguar
- Clarino, see Polyband
- Claudius-Verlag, see Disco-Center & Fono
- Clear Sound, see Hanseschte
- Coconut Music GmbH, 18 Wittelsbacherstr., D-1000 Berlin 13 Tel 88 10 81 Telex 184174, Dirs.: Karin Hartmann, Tony Hendrik
- Coda, see Radio-Music-Recs
- Colonia Musik Produktion GmbH (IFPI), Mauritiussteinweg 5, D-5000 Cologne 1 Tel (0221) 24-89-00 Mng. Dir. & Prod'r.: Peter Pover, Sales Mgr.: Manfred Schmidt; Promo. Mgr.: Uily Jonas
- Label: (Owned) Colonia**
- Colorit, see EMI Electrola
- Colosseum, see Fono
- Columbia, see EMI Electrola
- Comes, see Suewe
- Compass, see BFC
- Concert Hall, Eibingerstr. 1-3, D-6000 Frankfurt/Main
- Labels: (Owned) Concert Hall, Jazzone, Varieton**
- Concord, see Polyband
- Le Connaissance Schallplatten, Waldstr. 62, D-7500 Karlsruhe 1 Tel (0721) 2-56-12 Gen. Mgr.: Klaus Obodda (Importer/Exporter/Mail Order)
- Connyland, see Phon & Ton
- Cosmic Couriers, see Ohr & Cosmic News
- Cosmic Music, see Ohr & Cosmic News
- Cosmic News GmbH, PO Box 850227, D-5000 Cologne 80 Tel (0221) 68-25-74 Telex 8873445 Gen. Mgr.: Rolf-Ulrich Kaiser
- Branch: D-1000 Berlin 31, Wittelsbacherstr. 18**
- Labels: (Distributed—not licensed) Cosmic Couriers, Cosmic Music, Ohr, Pliz, Sound of the Cosmic Couriers, Starmaiden**
- Cottillon, see WEA
- Coup, see Jaguar
- Credo, see Junge Gemeinde
- Crystal Schallplatten GmbH, Pletschmuehlenweg 70-72, D-5024 Pulheim Tel (02238) 5-10-91 Telex (08) 881646 Mng. Dir.: Dr. Bernhard Krajewski, Nat'l A&R: Bernd Goeke, Int'l A&R, Mktg. & Promo. Mgr.: Juergen Thurnau, Sales Mgr.: Siegfried Wozny; Admin. Mgr.: Juergen Scholl
- Labels: (Owned) Crystal, Emidisc, MFP Exclusiv, MFP Super, Prisma, Safari, (licensed domestic) Black Prince, Hoer Zu, Universe, (licensed foreign) Abbey Road (France), Bareback (USA), Capitol (USA), MAM (UK), Magnet (UK), Rebel (UK), Vanguard (USA)**
- Int'l rep.:** Worldwide (EMI)

D A, see Des Alpes.
 D C M Schallplatten & Musicassetproduktion (IFPI), Wisbacherstr. 1, D-8230 Bad Reichenhall, Tel (08651) 47-60. Mgr: Alfred Dostal.
 D G, see DGG & Polydor.
 D G G (Deutsche Grammophon GmbH) (sub. of Polydor Int'l GmbH) (IFPI), PO Box 301240, Hohe Bleichen 14-16, D-2000 Hamburg 36. Tel: (0411) 35-96-1 Telex (02) 163923. Pres.: Richard Busch, Exec. VP Oskar Drechsler; Sr. VP Reinhard Stehn
Labels: (Owned) Archiv Produktion, Brunswick, Deutsche Grammophon (DG), Heliodor, Karussell, MGM, Poly, Polydor, Verve. **(licensed domestic)** ECM, Karma; **(licensed foreign)** Capricorn (USA), Carrere (France), Pablo (USA), Phil Spector Int'l (USA), RSO (UK), Splash Recs. (UK), Track (USA).
 dhfi-Testschallplatten, see G. Braun.
 Da Camera Schallplatten-Ed. GmbH (IFPI), Lameystr. 10/12, Mannheim, Tel (0621) 1-34-45. Pres.: Dr. Klaus Preis; Gen. Mgr.: Martin Engelhardt; Sales Mgr. Nikolaus Sastruphu. (Distributed by Disco-Center, Exported by MusiContact)
Labels: (Owned) Die Alte Orgel, Da Camera, Impromptu, Sastruphu.
 Dacapo, see EMI Electrola
 Danny's Pan, see Membran & Music Distributor.
 Days, see Angel.
 Decca, see Teldec.
 Delta Acoustic, see Membran & Music Distributor.
 Delta Music GmbH (IFPI), Zur Muehle 2, D-5020 Frechen 4. Tel: (02234) 61015. Cable DEMUS. Telex (08) 89299. Pres. Dr. K.J. Moll; Gen. Mgr.: P.H. Saoutot, Sales Mgr.: Dr. W. Ammel.
Labels: (Owned) Delta, Pandora.
 Derby, see Tonomatic.
 Deutsche Austrophon GmbH (IFPI), Auf dem Esch 8, D-2840 Diepholz. Tel (05441) 13-44 Telex (09) 41 221. Gen. Mgr. Rolf Neumann, Sales Mgr.: (south) Fritz Winterbur, (north) Peter Stunhofer; Mktg. Rainer Koppermann
Labels: (Owned) Carsound, Mandolino, Orchestrola, Racket; **(licensed)** Artyphon (Switzerland), ESP-Collection (Switzerland), Elite Special (Switzerland) (Distributed by Turicaphon); **(distributed—not licensed)** Christophorus, Phaene, Riillenschlange, Selected Sound, Sky, WAM.
 Deutsche Buch-Gemeinschaft (C.A. Koch's Verlag Nachf.) Abt. Schallplatten-Gemeinschaft (IFPI), Berliner Allee 6, D-6100 Darmstadt. Tel (06151) 866-1. Telex (04) 19261 Mng. Dir. Ernst Leonhard; Gen. & Sales Mgr. Hans Moeller.
Labels: (Owned) Impression, Meteor
 Deutsche Grammophon, see DGG & Polydor
 Deutsche Grammophon Int'l Music Serv. (dept. of DGG), Wendenstr. 29, D-2000 Hamburg 1. Tel (040) 24-16-01 Telex 2163116 Mgr. Michael Schalke (Importer)
 Deutsche Oversea Recs. GmbH (IFPI), Muntpratstr. 18, D-7750 Konstanz. Tel (07531) 245-17. Pres. Michel Liber; Gen. Mgr. Alice Liber; Sales Mgr. Armin Troesch
Int'l branch: Switzerland
Labels: (Owned) Oversea **(licensed)** Athenee (Greece), Diskosan (Turkey), Dunum (Italy), Equipe (Italy), Fonit-Cetra (Italy), Jugoton (Yugoslavia), Maietti (Italy), Opera Live (Italy), Palobal (Spain), Popular (Greece), Pull (Italy), SM (France), Said (Italy), Select (Greece), Sonora (Italy), Togo (Italy), Umidisc (France), Vanilla (Italy), Variety (Italy), Zephyr (Italy), **(distributed—not licensed)** Orange (Italy), Rubini (UK), Spark (Italy), Start (Italy), Taize (France).
Int'l rep.: Greece (Plomaris).
 Deutscher Schallplatten-Club im Deutschen Buecherbund GmbH & Co., Libanonstr. 3-5, D-7000 Stuttgart 1 Tel (0711) 2-17-91. Telex (07) 23829 Mng. Dir. Gerhard Fink
 Deutsches Rotes Kreuz, see Phonogram.
 Deutsche Tanzmusik Produktion, Ohmstr. 9, D-8000 Munich 40 Tel (089) 39-68-74 Mng. Dir. Hans Lang.
Label: (Owned) Royal Splendid
 Dierks Studio/Venus Recs. (IFPI), Hauptstr. 33, D-5024 Pulheim 3 Tel. (2238) 2004, 3333. Telex: 8883241 Pres.: Dieter Dierks; Gen. Mgr. Fred Hoock; Sales Mgr. Frieder Viehman; Prof. Mgr. Dagmar Wolf. (Licensed to Membran; Distributed by Music Distributor)
Label: (Owned) Venus
 Direkt to Disk, see Sonic Arts.
 Disc Int'l GmbH, PO Box 120164, Bismarckstr. 66, D-6100 Darmstadt. Tel (06151) 2-37-60. Mng. Dir. Gangolf Zimmermann. (Distributor/Importer/Exporter)
 Disco-Center (Vereingte Schallplatten-Vertriebs GmbH), Baerenreiterweg 6-8, Kassel-Wilhelmshoehel Tel (0561) 3-20-21. Telex (09) 92376. Mng. Dir. Wolfgang Matthe; PR Eberhard Schoepner
Labels: (Owned) Disco-Center, Sastruphu; **(distributed)** Baerenreiter-Musicaphon, Baltic-Recs., Calig, Camerata, Cantate, Christophorus, Claudius-Verlag, Da Camera, FidulaFon, Impromptu, Koegler, Quadrigaton, RBM-Musik, SDG, Sun five, Visaphon; **(represented)** Afrontone (USA), Albatros (Italy), Anthology (USA), Bis (Sweden), Caprice (Sweden), Claves (Switzerland), Ethnosound (USA), Eurotone (USA), Hungaroton (Hungary), Muza (Poland), Pantone (Czechoslovakia), Pelca (Switzerland), Pepita (Hungary), Quadrifoglio (Italy), Qualiton (Hungary), Serenus (USA), Tikva (USA), Tudor (Switzerland), Zodiaco (Italy)
 Discophon, Sandweg 113, D-6000 Frankfurt/Main 1.
Label: (Represented) Bee Hive.
 Discophon Tontragerproduktion & Vertrieb, Von-der-Pforten-Str. 19, D-8000 Munich 21 Tel (089) 580-30-69/60 Mng. Dir. Gabriele Eckhardt-Jahr, Dr. Bernd Eckhardt.
Labels: Discophon, Weissblaues Schmanckerl
 Discoport GmbH & Co. KG, Industriest. 49, D-4044 Kaarst. Tel (02101) 6-80-25. Telex. (08) 517424 Gen & Sales Mgr. Hans Rabe; Contact Marcel Neidl. (Distributor/Importer/Exporter)
 Disco-Train, see Karma.
 Discovertrieb-Peter Steyrer, Nordendstr. 8, D-8019 Moosach. Tel (08091) 95-88. Pres. & Dir. Peter Steyrer, Gen. Mgr. Rudolf Sax; Dist'n Coord. Sabine Spalke.

Labels: (Owned) Steyrer-Disco; **(distributed—not licensed)** Blubber Lips, CRP. HOT. Hinterhof, Kingsound, Kingtone. Offers. Weissblaues Schmanckerl.
 Disneyland, see Walt Disney
 Walt Disney Prod'ns GmbH, Savignystr. 76, D-6000 Frankfurt/Main. Tel (0611) 74-77-74. Dir.: Horst Koblicsek.
Labels: (Owned) Buena Vista, Disneyland.
 Divina, see Erich Jung
 Doctor, see Autogram.
 Domino, see Membran & Music Distributor.
 Double Up, see EMI Electrola
 Drive-In, see Suede.
 E B G, see Europaesische
 E C M Recs./Verlag GmbH (IFPI), Gleichmannstr. 10, D-8000 Munich 60. Tel (089) 85-10-48. Cable ECMUSIC. Telex (05) 21717 Co-Pres. Manfred Eicher, Karl Egger, Sales Mgr. Thomas Stoewsand. (Distributed by DGG).
Labels: (Owned) ECM, JAPO; **(licensed)** WATT (USA) Int'l reps.: Andorra (Establishments Comand), Australia (Janda), Austria (Bellaphon), Belgium (Fonior), Canada (Warner Bros.), Denmark (SteepleChase), Finland (PSO), France (Phonogram), Greece (EMI), Iceland (Budini), Italy (Guciar), Japan (Trio), Luxembourg (Dureco), Netherlands (Dureco), New Zealand (Phonogram), Norway (Polydor), Poland (International Jazz Federation), Portugal (Dargil), South Africa (Polydor), Sweden (Amigo), Switzerland (Phonag), UK (Virgin), USA (Warner Bros.), Yugoslavia (Mladosti).
 E H A, see Voggenreiter.
 E J M, see Erich Jung Musik.
 E M I America, see EMI Electrola
 E M I Electrola GmbH (IFPI), Maarweg 149, D-5000 Cologne 41. Tel (0221) 4-90-21 Cable ELECTROLATON. Telex (08) 881 290. Mng. Dir. Friedrich E Wottawa, Nat'l A&R Dir. Manfred Zunkeller; Int'l A&R Dir. Helmut Fest, Sales Dir. Dr. B. Krajewski
Labels: (Owned) Angel, Angelo, Capitol, Columbia, Dacapo, Double Up, EMI, EMI America, Electrola, Emidisc, HMV, Harvest, Odeon, Parlophone, Pathe Marconi, Regal Zonophon, Starline, Stateside, Voce del Padrone, Voix de Son Maître, Die Volksplatte, La Voix de Su Amo, Waverly; **(distributed)** Aladin, Chandlers, Colort, Hoer Zu, Kaleidoskop, Klingklang, Ruesst Raekorders, Trebol (Mexico), Wien Melodie (Austria); **(licensed domestic)** Emly, Musician's Rec. Co., Satellit, Sunrise, **(licensed foreign)** AVI (USA), Acrobat (UK), Apple (UK), Arista (USA), Athenee (Greece), Avalon (Greece), BAM (France), Butterfly (USA), Carophon (Egypt), Catfish (Netherlands), Discophon (Greece), Encore (UK), Favorit (Austria), Gordy (USA), Jugoton (Yugoslavia), Kabarett aus Wien (Austria), Lebendige Vergangenheit (Austria), Lyra (Greece), Ma, Magnet (UK), Miranda M., (Greece), MAM (UK), Monitor (USA), Motown (USA), Musart (Mexico), Music Guild (USA), OZ (Australia), Panvox (Greece), Passport (USA), Polyphone (Greece), Preiser (Austria), Private Stock (USA), Prodigal (USA), RAK (UK), Rare Earth (USA), Red Bus (UK), Rhythmophone (Greece), Rolling Stones (UK), Salonica (Greece), Seraphim (USA), Sono Cairo (Egypt), Soul (USA), Soutelphar (Egypt), Stella (Greece), Sunburst (UK), Talsman (UK), Toshiba (Japan), Trianon (France), Unicorn (UK), United Artists (UK, USA), Vanguard (USA), Voix du Liban (Lebanon), Voix de Dono (Portugal), World (UK), Zapple (UK).
Int'l rep.: Worldwide (EMI).
 E N J A, see European New Jazz & Heinz Ulm-Musik (tape only)
 Echo, see Des Alpes
 Electric Bird, see Henry From.
 Electrola, see EMI Electrola.
 Elektra, see WEA
 Eltern, see Maritim
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 Emidisc, see EMI Electrola & Crystal
 Emly, see EMI Electrola
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 Eros, see Polyband
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 Esplanade, see Welaeton, Membran & Music Distributor.
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 Eurodisc, see Anrola-Eurodisc.
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 FidulaFon, see Fidula-Verlag & Disco-Center.
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 First Class, see Bellaphon & Fonoteam
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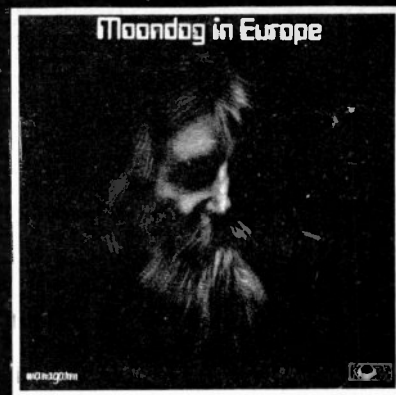
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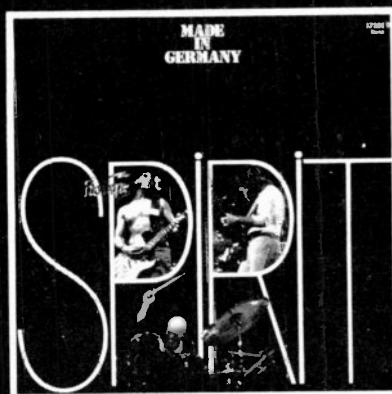
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Multibrand oHG Volker Ahrens & Co., August Mogler Str 23, D-7100 Heilbronn/Neckar. Tel (07131) 4-10-68 Telex 728366. Mng Dir. Volker Ahrens
Labels: (Owned) Audiophon Classic, Gala, Silversound, Viola Classic.
Multicassette, see Eurocassette
Multipack, see Alphon
Multi Sound, see Supertone.
Munda, see Intermedium
Musica, see Rhenus
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Labels: (Distributed domestic—not licensed) Anta-



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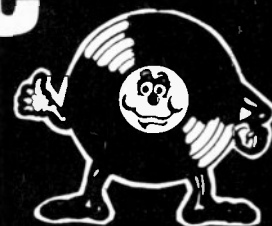
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Music Factory GmbH, PO Box 3640, Weihergarten, D-6500 Mainz. Tel: (06131) 10-741. Pres. Dr. Peter Hanser-Strecker; Gen. Mgr.: Guenther Schneider-Schott. **Label: (Owned)** Songbird.

Musician's Rec. Co., see EMI Electrola.

Musicaland, see All-Music.

Music Mobile, see Magna.

MusicContact GmbH, Wietlandstr. 36, D-6900 Heidelberg. Tel: (06221) 4-40-90. Gen. Mgr.: Hanno Pfisterer. (Wholesaler & Exporter).

Labels: (Licensed worldwide) Kanon; (Licensed worldwide excluding Germany, Austria & Switzerland) Acanta; (Exclusive worldwide representation excluding Germany, Austria & Switzerland) Audite; (Exclusive representation in US, Canada & Israel) Harmonia Mundi (Germany); (Exclusive representation in US & Canada) Harmonia Mundi (France), Da Camera. (SEE ADVERTISEMENT)

Music Radio Promos., Klingelhöhl 35, D-5600 Wuppertal 2. Tel: (0202) 50-12-78. Dir.: Peter Messingfeld.

Int'l firm represented: Music Radio Promos. (UK).

NPR, see Dieter Book.

Nature, see Metronome.

New Blood Recs., Dauner Str. 14, D-5000 Cologne 41. Tel: (0221) 41-10-41. Owner: Manfred Wehrhahn, Sales Mgr.: Horst Graf; A&R Mgr.: Manfred Hemmersbach. **Labels: (Owned)** New Blood, Sound Record; (licensed) Popcorn.

Newcomer, see CCA.

Niederdeutsche Stimmen, see Schuster.

1984 Recs., see Audio Int'l.

Noa-Musikproduktion, PO Box 2550, Lindenstr. 8, D-4830 Gutersloh 1. Tel: (05241) 2-06-06, 2-06-26. Contact: Chris Fischer.

Nonesuch, see WEA.

Nostalgia, see Sonic Arts.

Nova, see Teldec.

O B H Musikverlag (Otto B. Hartmann) (IFPI), Koenigsbergerstr. 18, D-8130 Starnberg. Tel: (08151) 13432. Pres.: Otto B. Hartmann. (Distributed by RCA). **Labels: (Owned)** Kick, OBH.

O P P Schallplatten GmbH, Bonnerstr. 311/313, D-5000 Cologne-Bayenthal. Tel: (0221) 38-54-28. Telex: 08-882628. Mng. Dir.: Ellen Jurgens. **Labels: (Owned)** Cady, Opp; (distributed—not licensed) Maerchenland, Polyband, TopSound, TopSound-Classik.

Oasis Recs., Arabellastr. 5/139, D-8000 Munich 81. Tel: (89) 92-32-30-00. Telex: (05) 22393. Gen. Mgr.: George Naschke. (Distributed by Ariola-Eurodisc). **Label: (Owned)** Oasis.

Int'l reps.: Austria (Ariola-Eurodisc), Canada (Casablanca), Ireland (GTO), Mexico (RCA), Switzerland (Ariola-Eurodisc), UK (GTO), USA (Casablanca).

Odeon, see EMI Electrola.

Offers, see Blubber Lips & Discovertrieb.

Ohr Musik Produktion GmbH, PO Box 850227, D-5000 Cologne 80. Tel: (0221) 68-25-74. Telex: 8873445. Gen. Mgr.: Rolf-Ulrich Kaiser. (Distributed by Cosmic News). **Branch: D-1000 Berlin 31, Wittelsbacherstr. 18. Labels: (Owned)** Cosmic Couriers, Cosmic Music, Ohr, Pilz, Sound of the Cosmic Couriers.

Opera, see Europaeische.

Orchestra, see Deutsche Austrophon.

Ornament, see Christmann/Schaff.

Oversea, see Deutsche Oversea.

P A Schallplatten, PO Box 657, Hafendamm 46, D-2390 Flensburg. Tel: (0461) 2-71-90. Pres.: Jens Dieter Badora. **Labels: (Owned)** PA, P A Int'l, Pyramid, Werba-Ton.

Pallas GmbH (Schallplattenfabrik), PO Box 186, Auf dem Esch 8, D-2840 Diepholz. Tel: (05441) 22-93, 28-12. Telex: (09) 41221. Gen. Mgrs.: Rolf Neumann, Hans Oestreicher Sr.

Pan, see Golden 12.

Pandora, see Delta.

Panoptikum, see Bellaphon.

Pape-Organ-Dokumente, see Fono.

Parlophone, see EMI Electrola.

Pastels, see Canto, Music Distributor & Membran.

Pathe Marconi, see EMI Electrola.

Pat Patmos, see Schwann.

Peg, see Bellaphon, Berolina & Fonoteam.

Peggy, see Bellaphon, Berolina, Rudolf Bohnen & Fonoteam.

Pergola, see Phonogram.

Piffikus, see Bellaphon.

Philips, see Phonogram.

Phonogram GmbH (IFPI), Roedingsmarkt 14, D-2000 Hamburg 11. Tel: (040) 36-09-91. Cable: PHONOGRAM. Telex: (02) 15024. Mng. Dir.: Roland Kommerell; Deputy Mng. Dir.: Dr. Gerhard Weber, Pop Nat'l Div. Mgr.: Juergen Saueremann; Pop Int'l Div. Mgr.: Louis Spillmann; Classical Div. Mgr.: Dr. Wilfried Daenicke; Sales Div. Mgr.: Claus Heesch; Mdsq. & Exploitation Div. Mgr.: Helmut Schalek; Finance & Admin. Div. Mgr.: Wingolf Mielke. **Branches: D-5000 Cologne 1, Hansaring 69-73. Tel: (0221) 13-50-13—D-6000 Frankfurt 16, Muenchnerstr. 7. Tel: (0611) 23-00-21—D-2000 Hamburg 1, Wendenstr. 29. Tel: (040) 280-13-61—D-8000 Munich 46, Ingolstaedterstr. 55. Tel: (089) 35-23-95.**

Import Serv.: D-6000 Frankfurt, Taunustr. 40-42. Tel: (0611) 23-07-76. **Labels: (Owned)** Fass, Fontana, Mercury, Pergola, Philips, Polystar, Power Exchange, Star-Club, Vertigo; (licensed domestic) Deutsches Rotes Kreuz; (licensed foreign) Charisma (UK), Chrysalis (UK), DeLite (USA), Ensign (UK), Lighthouse, Lone Star (USA), Manhattan, Mountain Recs. (UK), Orpheus, Rocket (UK), Smash, Stable, Theatre Projects (Netherlands), 20th Century Fox (USA), Uno/Worl Festival (USA).

Int'l reps.: Argentina (Phonogram), Australia (Phonogram), Austria (Phonogram), Belgium (Phonogram), Bo-

livia (Discolandia), Brazil (Compannia Brasileira de Discos—Phonogram), Canada (Polydor), Chile (Philips), Colombia (Philips), Denmark (Phonogram), Ecuador (Fedisos), Ethiopia (Philips), Finland (Finnlevy), France (Phonogram), Ghana (Phonogram), Greece (Phonogram), Guatemala (Dideca), Hong Kong (Polydor), Iceland (Thorleifsson), India (Polydor), Ireland (Polydor), Israel (Litratone), Italy (Phonogram), Japan (Nippon Phonogram), Kenya (Phonogram), Lebanon (Philips), Mexico (Polydor), Morocco (Siemens), Netherlands (Phonogram), Nigeria (Phonogram), Norway (Phonogram), Paraguay (Philips), Peru (El Virrey), Portugal (Phonogram), Singapore (Phonogram), South Africa (Trutone), Spain (Fonogram), Sweden (Phonogram), Switzerland (Phonogram), Taiwan (Philips), Turkey (Gruenberg Ticaret), UK (Phonogram), USA (Phonogram), Uruguay (EDISA), Venezuela (Polydor), West Indies (West Indies Rec.), Zaire (Phonogram).

Phon & Ton Schallplatten KG (IFPI), Alte Dorfstr. 22, D-2000 Hamburg 65. Tel: (040) 605-0405. Gen. Mgr. Konrad Wolf, Sales Mgr. Irmgard Nuding, Promo Mgr. Bernd Schroeder. **Label: (Owned)** Connyland.

Pick Up, see Bellaphon.

Pilot, see Spring.

Pilz, see Ohr & Cosmic News.

Pinball Recs. GmbH, Nithackstr. 5, D-1000 Berlin 10. Tel: (030) 342-2219. Mng. Dir. Joachim Heider, Gen. Mgr.: Juergen Otterstein. (Licensed to Teldec).

Plaene, see Deutsche Austrophon.

plane GmbH (Verlag) (IFPI), PO Box 827, Braunschweigerstr. 20, D-4600 Dortmund 1. Tel: (0231) 81-89-25. Telex: (08) 22292. Gen. Mgr.: Wolfgang Frickenhaus; Sales Mgr.: Michael Poerschke, PR: Sonja Kappel. **Labels: (Owned)** plane; (licensed) Dicap (Chile); (distributed—not licensed) Le Chant du Monde (France). Int'l reps.: Austria (Int'l Buch), Belgium (Agitap), France (Le Chant du Monde), East Germany (Deutsche), Netherlands (Pegasus), Switzerland (Pinkus).

Playsound, see Polyband.

Poly, see DGG.

Polyband Gesellschaft fuer Tontraeger GmbH & Co. KG, Sonnenstr. 20, D-8000 Munich 2. Tel: (089) 55-41-98, 59-41-00. Telex: (05) 22636. (Also see OPP).

Labels: Aquarium 2000, Autopy, Busch-Phonothek, Clarino, Concord, Eros, Erotica, Floraton, Globeton, Henning, Maerchenland, Playsound, Polyband, TopSound, Ynphon.

Polydor Int'l GmbH (IFPI) (a Polygram Co.), PO Box 132266, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (040) 44-18-11. Telex: 27133. Pres. Dr. Werner Vogelsang; VP's: Freddie Haayens, Roland Kommerell, Classical A&R Dir.: Dr. Hans Hirsch; Pop Music Mgr.: Graham Haysom. Creative Servs. Mgr.: Pali Meller Marcovic. **Labels: (Owned)** Archiv Produktion, DG (Deutsche Grammophon), Heliodor, Karussell, MGM, Polydor, Verve; (licensed) Barn (UK), Capricorn (USA), EG (UK), Gold Hawke (UK), Oyster (USA), Pablo (USA), Phil Spector Int'l (USA), RSO (UK), Ring O' Recs. (UK).

Polygram GmbH, PO Box 132266, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (040) 44-18-11. Cable: POLYGRAM. Telex: (02) 12434. Pres. Coen Solleveld, Exec. VP's: Johannes van der Velden, Kurt Kinkle, Dr. Wolfgang Hix; Sr. VP: Dr. Hermann Franz; VP's: Pieter R. Scheelvis, Dr. Werner Vogelsang, Heinz T. Voigt, Willem L. Zalsman; 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 Int'l and Intersong Int'l; in TV-films: Polytel Int'l, and in video: Polymedia. (SEE ADVERTISEMENT)**

Polystar, see Phonogram.

Popcorn, see New Blood.

Popular, see Richter.

Portrait, see CBS.

Power Exchange, see Phonogram.

Primaphon, see Franke.

Prisma, see Crystal.

Pro, see Intersound.

Profi, (Walter Fitz & Fred Bertelmann KG), Eichenstr. 17, D-8033 Krailling. Tel: (089) 857-1454. **Labels: (Owned)** Profi, Zwofler.

Programm, see IDS.

Promoton Ton & Bildproduktions-ges mbH & Co., Montgelastr. 2, D-8000 Munich 80. Tel: (089) 98-61-07. Telex: (05) 22493. Mng. Dir.: Hans E. Haberfeld. Prom Verlags GmbH (IFPI), Ohmstr. 1, D-8000 Munich 40. Tel: (089) 335-001. Telex: (05) 215456. Chief Exec. Bernd Majewski; Gen. Mgr.: Dr. Yehuda Zwick.

Pyramid, see PA Recs.

Quadrige-Ton, see Disco-Center.

R B M-Musik, see Disco-Center.

R C A Schallplatten GmbH (IFPI), PO Box 7613, Osterstr. 116, D-2000 Hamburg 19. Tel: (040) 49-02-1. Telex: (02) 14193. Mng. Dir.: Hans-Georg Baum; Finance & Admin. Mgr.: Helmut Hecht; A&R Mgr.: Manfred Helms; PR Mgr.: Leon Deane; Sales Mgr.: Harald Heilmann; Adv. Mgr.: Stefan Boehle; Int'l Pop Prod. Mgr.: Jimi Boydys; Pop Prod. Mgr. (UK & USA): Wolfgang Riehl. **Home office: USA. Labels: (Owned)** Extra, Special; (licensed domestic) Golden 12, Heimat Melodie, Sean, Ulstein Musik; (licensed foreign), Camden, Culture Classics, Culture Lyrique, Free Flight (USA), Gem (UK), Gold Seal, Grant, International, Italiana, Logo, Millennium, Neon, Red Seal, Salsoul (USA), Special, Toscanini Edition, Utopia, Victor, Victrola (all USA); ARC (France), Erato (France), Numero Uno (Italy).

Racket Recs., see Deutsche Austrophon.

Radio-Music-Recs., Bregenzerstr. 13a, D-1000 Berlin 15. Tel: (030) 881-4280. Mng. Dir.: Paul Woltschach. **Labels: (Owned)** Coda, Radio Music (RMC).

Rainbow Rec & Concert GmbH, Burgstr. 80, D-6000 Frankfurt/Main. Tel: (0611) 44-10-04. Telex: 413037. Gen. Mgr.: Dattu Ruhl; Ass't to Gen. Mgr.: Sibylle Kurz; Sales Mgr.: Klaus Mewes. (Distributor/Importer of UK labels). (SEE ADVERTISEMENT)

Raphael Recs., PO Box 107, Liebigstr. 1 1/2, D-8230 Bad

Reichenhall. Tel: (08651) 32-19. Pres. Dr. Gustav Zagler; Gen. Mgr.: Guenther Zagler, Sales Mgr.: Peter Siwek. **Labels: (Owned)** Raphaelae, Zagler.

Real Time, see Audio Int'l.

Recommended Recs. Germany, PO Box 103441, D-2800 Bremen 1.

Home office: England

Rega, see Henry From.

Regal Zonophone, see EMI Electrola.

Relax-Musikverlag, Kleekamp 44, D-2000 Hamburg 63. **Label: Knock Out.**

Repertoire, see Sonic Arts.

Reprise, see WEA.

Resono Musikproduktion GmbH & Co. KG, Friesenwall 19, D-5000 Cologne. Tel: (0221) 23-60-36. Telex: (08) 881 865.

Rhenus Gesellschaft Musikproduktion mbH & Co. KG, PO Box 511007, Caesarstr. 6/10, D-5000 Cologne 51. Tel: (0221) 38-01-47. Telex: (08) 881404. Pres. & Gen. Mgr.: K.H. Muenchow. **Labels: (Owned)** Mondial, Mondo, Musica, Spezi; (distributed) Jolly, MCR Soundstar, OPP, Weltmelodie.

Richter GmbH (IFPI), Sittardberger Alee 95/99, D-4100 Duisburg. Tel: (0203) 70-00-34/42-36. Telex: (08) 55337. Mng. Dir.: Hans-Georg Michael. **Labels: (Owned)** Luxor, Luxor Gold, Popular, Silberhit.

Rillenschlange, see Deutsche Austrophon.

Rimpo Tontraeger GmbH Co. KG, Prinz-Regentstr. 50-60, D-4630 Bochum 1. Tel: (0234) 7-20-54. Telex: 825756. Gen. Mgr.: Herbert Ludwig, Import Mgr.: Jens Schoeneich, Sales Mgr.: Bernd S. Kowalzik (Wholesaler/Importer/Exporter/Distributor).

Labels: (Distributed—not-licensed): Kopf, Roof-Music. (SEE ADVERTISEMENT)

Ring Recs., PO Box 1612, D-4130 Moers 1. (Distributor). **Labels: (Represented)** Delmark, Mustevic Sound, Nessa.

Robbi, see CBS.

Rocamar Music, Gardeschutzenweg 61/63, D-1000 Berlin 45. Tel: (030) 834-5161. Chief Exec.: Annette Meier-Hardy. **Label: (Owned)** Rocamar.

Roof-Music Schallplatten & Verlags GmbH (IFPI), Hattinger Str. 344, D-4630 Bochum 1. Tel: (0234) 43-55-62. Telex: (08) 25756. Dir.: Horst Krause; Gen. Mgr.: Juergen Triebel; Sales Mgr.: Bernd Kowalzik. **Labels: (Owned)** Kopf, Roof; (licensed) Potato (USA).

Rotaria, see Simon.

Royal Splendid, see Deutsche Tanzmusik.

Ruessl Raecord, see EMI Electrola.

S A C P C M Digital, see Sonic Arts.

S D G, see Cantate & Disco-Center.

S S T, see Eurocassetta.

Safari, see Crystal.

Sandmaennchen, see Magna.

Saphir, see Intercord.

Sastraphon, see Da Camera & Disco-Center.

Satellit, see EMI Electrola.

Scotch Wergo, see Wergo.

Schariwari, see CBS.

Hans-Juergen Schipper Musik-Produktion, PO Box 1161, Fritz Reuter Str. 52, D-2940 Wilhelmshaven. Tel: (04421) 6-08-82. Mng. Dir.: Hans-Juergen Schipper. **Schlussselloch, see Bellaphon.**

Schmolzi & Slezak Music, see Aves.

Schuster (Verlag), PO Box 944, Muehlenstr. 17, D-2950 Leer/Ostfriesland. Tel: (0491) 27-73. Owner: Theo Schuster. (German dialects recs. only). **Labels: (Owned)** Schuster, Niederdeutsche Stimmen.

Schwann Paedagogischer Verlag GmbH (IFPI), Am Wehrhahn 100, D-4000 Düsseldorf. Tel: (0211) 36-03-01. Dir.: Dr. Paul Boehring; Gen. Mgr.: Wilhelm Biswanger; Sales Mgr.: Elyert Koch. **Labels: (Owned)** AMS Musica Sacra, H&L (Hoeren & Lernen), Pat Patmos, Schwann Studio, VMS Musica Mundi.

Int'l reps.: Australia (Discurio), Austria (Bellaphon), Belgium (Schott), Canada (Polydor), France (Schott), Italy (Bongiovanni), Luxembourg (Schott), South Africa (Kramer Ltd.), Switzerland (Polydor), USA (German News).

Schwann Studio, see Schwann.

Scout, see Texel.

Sean, see RCA.

Selected Sound Musikverlag GmbH & Co. KG (IFPI), Poessel-dorfer Weg 20, D-2000 Hamburg 13. Tel: (040) 410-5005. Telex: (02) 14909. Owner & Pres.: Peter M. Majewski. (Distributed by Deutsche Austrophon). **Labels: (Owned)** Selected Sound; (represented) Tele-music (France).

Int'l reps.: France (Sforzando), Italy (Video), Netherlands (Dennis Music), Scandinavia (Nordiska), Spain (Phonorecord), UK (Brull), USA (Peer-Southern).

777 Musik-Produktion-Verlag, Kirchstr. 8, D-4100 Duisburg 14. Tel: (02135) 61-16-7. Cable: ACORN Pres.: Lambertus B. de Jonge.

Sex, see Juke Box.

Sextase, see CCA.

Sherwood, see Peter Gleissner.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel: (040) 24-67-74. (Importer/Exporter).

Show Business (Ed.), Gunter Greffenhuis & Co. oHG, Schumannstr. 8, D-8000 Munich 80. Tel: (089) 47-10-95. **Labels: Beat, Carduin, Cenacolo, Duse, Music Parade, Nelson, Neraida, New Bingo, Penta Phon, Picci, Pony, Rhombus, Sevenman, Show Business.**

Sieg Ton, see WPL.

Sikrola Musik GmbH (Produktion & Musikverlag), Duisburgerstr. 7, D-1000 Berlin 15. Tel: (030) 883-4845. Mng. Dir.: Elsa Sichert. **Labels: (Owned)** Fortuna, Sikrola.

Silberhit, see Richter.

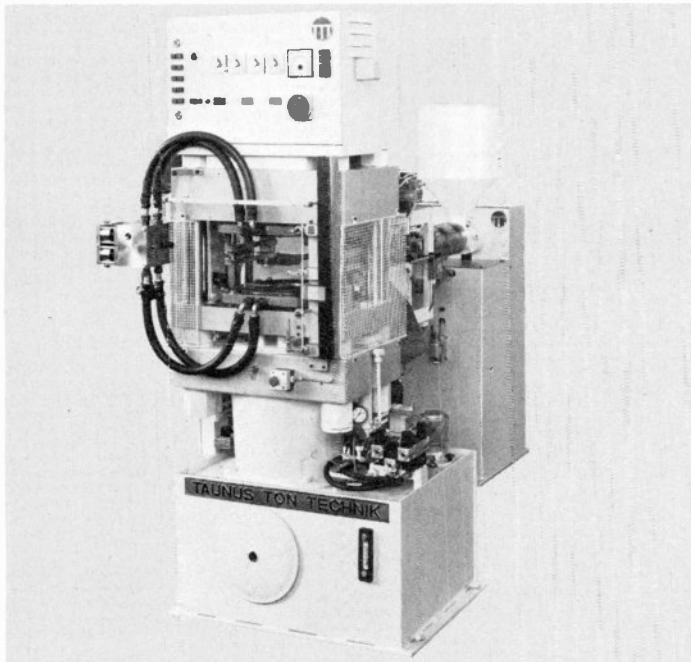
Silversound, see Multibrand.

Simon Recs. (IFPI), Zigeunerweg 45, D-8104 Grainau. Tel: (08821) 88-71. Chief Exec.: Hans Arno Simon. **Labels: (Owned)** Rotaria, Simon.

Peter Steyler Discovetrieb, Nordenstr. 8, D-8019 Moosach bei Muenchen. Tel: (08091) 95-88.

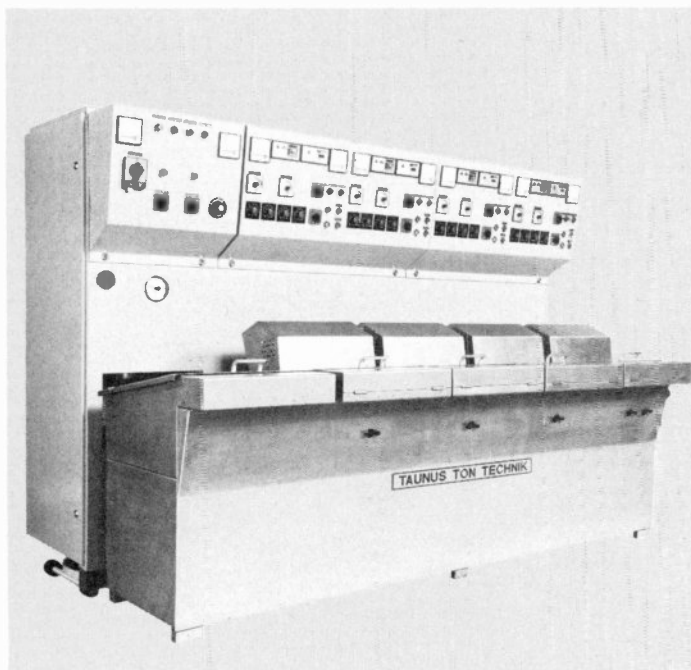
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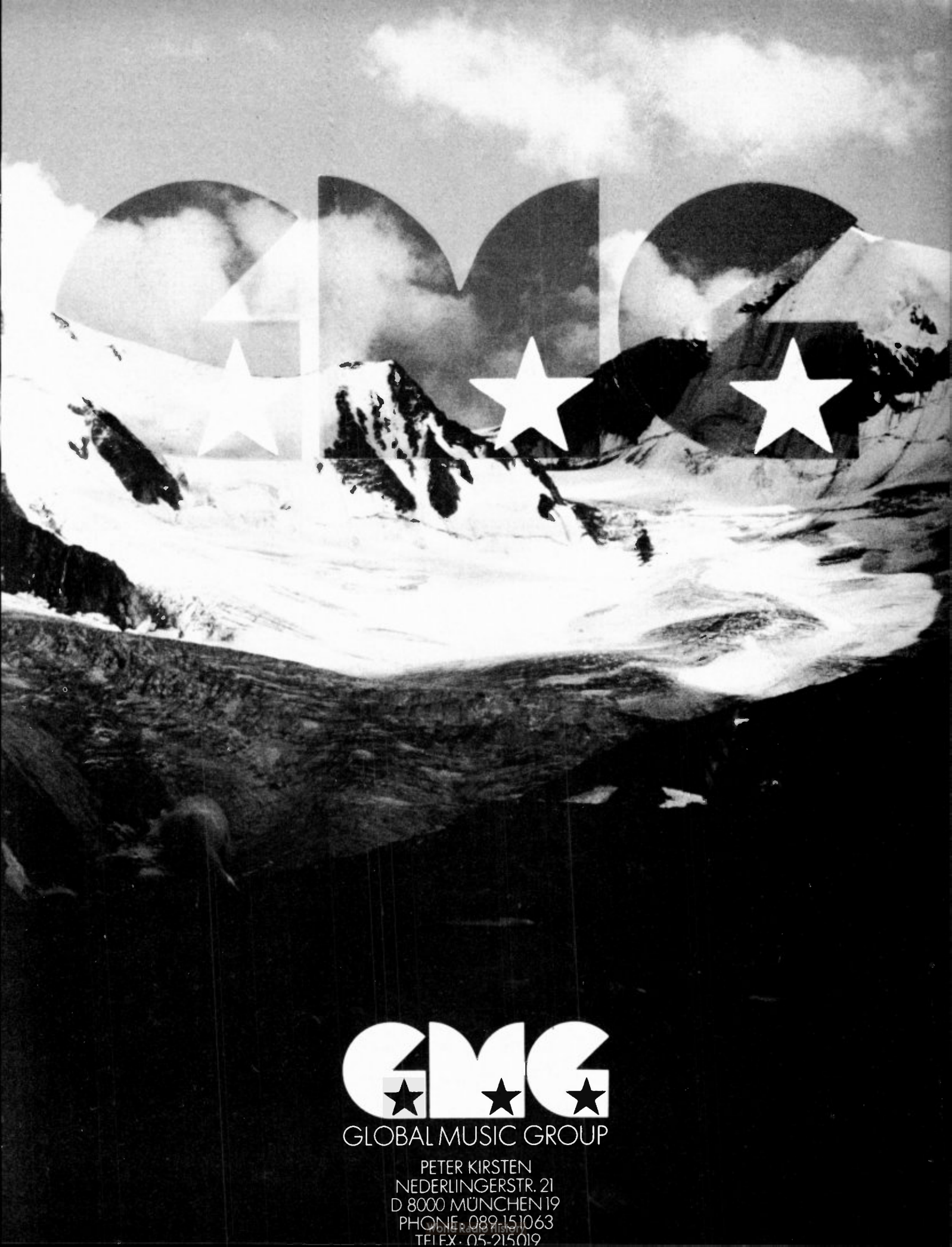
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- SkyLab, see WPL.
 Sky Recs. GmbH & Co. (IFPI), Nordhaeuser Weg 16, D-2000 Hamburg 61. Tel (040) 551-2641. Owners: Guenter Koerber, Hans-Joachim Viehr, Frank-Michael Wiegand. (Distributed by Deutsche Austrophon).
Int'l reps.: Austria (Ariola), Belgium (Caroline), Canada (P.J. Imports), France (RCA), Hong Kong (Hong Kong Recs.), Italy (Discoteca Pick-Up), Japan (Teichiku), Netherlands (Bertus Dists.), Norway (Strawberry), Portugal (Valentin de Carvalho), Sweden (Swecont), Switzerland (Metronome), UK (Projection), USA (JEM).
- Snoopy, see UBM.
 Songbird, see Music Factory.
 Sonic Arts Corp., Liebknechtstr. 91, D-6072 Dreieich. Tel (049) 63-746-921. Exec. VP Herbert P. Haas.
Labels: (Owned) Direkt to Disk, Gilette, Golden Soul, Golden State, Nostalgia, Repertoire, SAC-PCM Digital, Sonic Arts, Super Dimension Six.
Int'l reps.: Switzerland (Star), USA (Golden State, Sonic Arts).
- Soul City Rec. Shop, Budapeststr. 44, D-2000 Hamburg 4. Tel (040) 439-79-19. Dir. & Sec'y Karl B. Mills; Sales Mgr.: Katja Triefel, Ass't Mgr. Elaine Davis. (Distributor/Importer)
Labels: (Distributed—not licensed) Cha Cha, D-Roy, Grove, Hawkeye (all UK).
- Sound of the Cosmic Couriers, see Ohr & Cosmic News.
 Sound Record, see New Blood.
 Special, see RCA.
 Spezi, see Rhenus.
 Spiegelei, see Intercord.
 Spotlight, see Supertone.
 Spring Music-Verlag & Produktion GmbH (IFPI), Leyboldstr. 1, D-5000 Cologne 51. Tel (0221) 38-44-48. Chief Exec. Ursula Vogt, Gen. Mgr. Guenther Faust.
Labels: (Owned) Hammer, Pilot.
- Star-Club, see Phonogram.
 Starlet, see Supertone.
 Starline, see EMI Electrola.
 Starmaiden, see Cosmic News.
 Stateside, see EMI Electrola.
 Johannes Studada-Verlag GmbH, see Cantate.
Labels: (Owned) Cantate, SDG.
- David Sternberg Int'l Sales Inc., Thomasstr. 8, D-6000 Frankfurt 1.
Label: (Represented) DRG.
- Sternchen, see Stern & Maritim.
 Stern Schallplatte, Pressehaus, D-2000 Hamburg 1. Tel (040) 41-18-36-60. Telex (02) 161757. Dir.: Wilfried Achterfeld; Press: Andreas Odenwald.
Labels: (Owned) Stern Musik, Sternchen.
- Steyrer-Disco, see Discovertrieb-Peter Steyrer.
- Stockfisch Produktion, Verlag & Vertrieb, Sanddornweg 13b, D-3300 Braunschweig Tel (0531) 5-10-38. Owners: Hansi Dobratz, Gunter Pauler.
- Storz, see Arminia.
 Strand, see Teldec.
 Studio One, see Intersound.
 Studio-Ton MusiCassetten & Schallplatten R Produktion, Jordanstr. 18-A, D-3000 Hannover. Tel (0511) 81-33-34.
Labels: (Owned) Hannoton, Studiotion.
- Studio Union im Lahn-Verlag, PO Box 140, Wiesbadenstr. 1, D-6250 Limburg/Lahn Tel (06431) 40-12-11. Mng. Dir. Engelbert Tauscher. Press & PR Raimund B. Zoellner.
- Suewe (Vertriebs & Dienstleistungs GmbH & Co.) KG, Pressezentrum 06, D-6800 Mannheim 2. Tel (0621) 19-21. Chief Exec.: Ernst Feuser, Gen. Mgr.: Klaus Meiser; Sales Mgr.: Hans-Joachim Kerwer.
Labels: (Owned) Comes, Drive-In, Kiosk, LS (Leser-Service), LSK (Leser-Service-Kiosk).
- Summer, see WAM.
 Sun five, see Disco Center.
 Sunflower Prod'n AG & Co., Roddestr. 5, D-4400 Munster. Tel (0251) 7-73-11, 7-73-12. Telex (08) 92123. Mng. Dir.: Fritz Heymann; Mktg & Sales Mgr.: Ulrich Haverkamp.
- Sunrise, see EMI Electrola.
 Super Dimension Six, see Sonic Arts.
 Supertone Schallplatten Vertrieb (IFPI), Alfonsstr. 9/11, D-8000 Munich 19. Tel (089) 18-12-29, 18-37-88. Pres. Juergen Rintschler; Gen. Mgr.: Dr. Heinz Stein. (Distributed by Des Alpes)
Labels: (Owned) Amati, Bella Musica, Multi Sound, Spotlight, Starlet, Supertone, Welt Melodie
Int'l reps.: Austria (Disco-Trade), Denmark (Dansk), Switzerland (Allround).
- T T, see Hanseatische.
 T V O, see Thomas Voigt Org.
 T W R, see Trans World.
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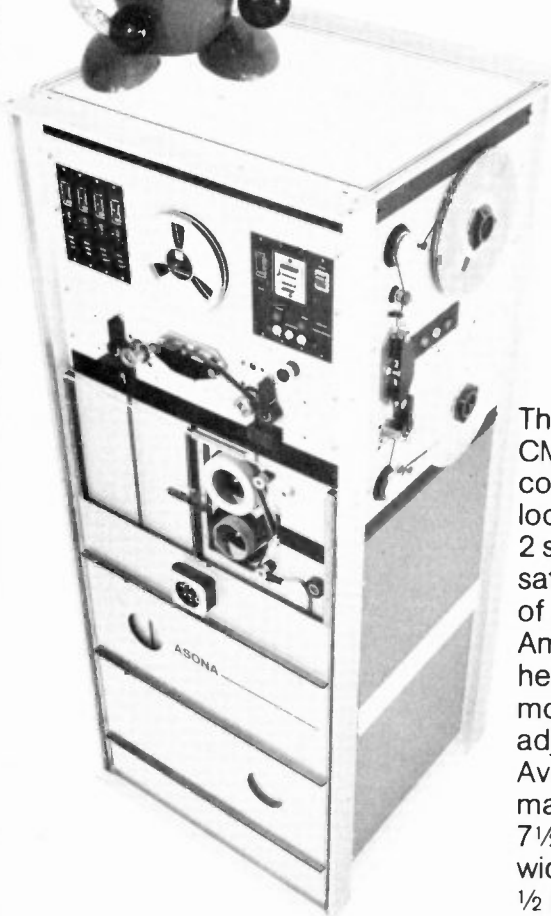
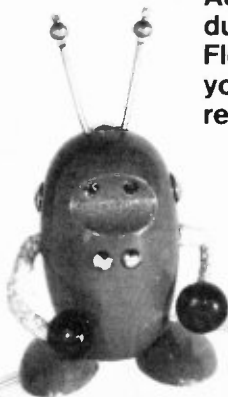


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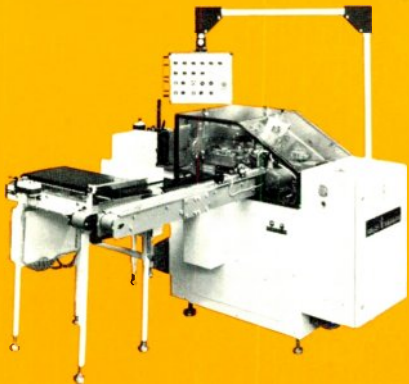
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Ohr Musik Produktion GmbH, PO Box 850227, D-5000 Cologne 80. Tel. (0221) 68-25-74. Telex. 8873445. Pres.: Rolf Kaiser

Oktave Musikverlag, Adolfstr. 45, D-2000 Hamburg 76. Tel. (040) 22-51-43. Telex. (02) 13723

Hans Sikorski (Int'l Musicverlage), Johnsallee 23, D-2000 Hamburg 13. Tel. (040) 44-62-45. Telex. (02) 11027. Co-Pres.: Dr. Hans & Hanna Sikorski

Sternenmaedchen (Starmaden) Media Serv. GmbH, see Cosmic News

TVO-Thomas Voigt Org. GmbH, Boedekerstr. 53, D-3000 Hannover 1. Tel. (0511) 31-10-11. Mng. Dir.: Thomas Voigt

Toger Musik GmbH, Leonrodstr. 42, D-8000 Munich 19. Tel. (089) 18-60-68. Owner & Gen. Mgr.: Jerry Toger

Tonomatic Tontraeger GmbH, Schwabelstr. 2, D-8011 Hoehenkirchen bei Munich. Tel. (08102) 81-36. Chief Exec.: Johann Winkler; Sales Mgr.: Margarethe Winkler

Triad Musicverlag, Guentzelstr. 54, D-1000 Berlin 31. Tel. (030) 87-07-40. Chief Exec.: Walter Ruff

Heinz Ulm-Music & Promos., Voelkstr. 34, D-8900 Augsburg. Tel. (08202) 555; (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm

The Wurzbürger Music Publ'g Co., Nord-Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel. (0711) 70-27-49. Dir.: Luciano Wurzbürger; Gen. Mgr.: Jack Cunningham.

Audio: Cassette, open reel.

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.

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel. (02232) 51780. Chief Exec.: Ingrid Renate Roehre

Audio: Cassette, open reel.

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel. (02131) 8-13-78

Avis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel. (089) 22-50-57. Cable: ASONA. Telex. (05) 22084. Dir.: Alf Kuezeder; Gen. Mgr.: Horst Koffmane
Audio: Cassette, open reel.

Bauer GmbH & Co. KG (Tonstudio), Markgroeningerstr. 46, D-7140 Ludwigsburg-Eglosheim 10. Tel. (07141) 3-10-97. Telex. (07) 264806. Mng. Dir.: Rolf Bauer.
Audio: Cassette, open reel.

Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel. (0611) 23-08-01. Telex. (04) 16046. Pres.: Branko Zivanovic; Sales Mgr.: Wolfgang Sattler. (PKG)
Audio: Cassette.

Cassetton, Wallensteinstr. 22, D-8192 Geretsried 2. Tel. (08171) 42-40. Telex. (05) 26331.
Audio: Cassette.

E M I Electrola GmbH, Postfach 450363, Maarweg 149, D-5000 Cologne 41. Tel. (0221) 4-90-21. Cable: ELECTROLATON KOLN. Telex. (08) 881290. Mng. Dir.: Friedrich E. Wottawa; Sales Mgr.: B. Krajewski.
Audio: Cassette.

I D S (International Disc Serv.), PO Box 140105, Siedlungsstr. 22, D-8500 Nuernberg 14. Tel. (09122) 8-64-40, (0911) 63-64-08. Telex. (06) 23987. Gen. Mgr.: Hans-Joachim Rabe; Sales Mgr.: D. Stecher. (PKG only)

I T P Tonband-Produktions KG, Riwo Verwaltungs GmbH & Co., Ballinstr. 16-18, D-1000 Berlin 47. Tel. (030) 684-80-69. Cable: 184378. Gen. Mgr.: Karl Blatz; Label Mgr.: Jutta Buschenhagen

M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel. (07751) 32-58. Gen. Mgr.: Mario Taravella
Audio: 8-tr., 8-tr. quadraphonic, cassette.

M D R (Magnetic Disc Rec'g) GmbH, Germany, PO Box 140105, D-8500 Nuernberg. Tel. (0911) 63-64-08; (09122) 8-64-40. Telex. (06) 23987. Dir.: Erich Rabe; Sales Mgr.: M. Rabe. (PKG—video only)

Miller Int'l Schallplatten GmbH, Justus-von-Liebig-Ring 2-4, D-2085 Quickborn. Tel. (04106) 50-01. Cable: MILIN. Telex. (02) 72386. Gen. Mgr.: Harald A. Kirsten.
Audio: Cassette.

Orchestra 1a GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel. (05441) 22-93, 1812. Cable: PALAS. Telex. (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossmann.
Audio: Cassette.

Polyband Gesellschaft fuer Tontraeger mbH & Co. KG, Sonnenstr. 20, D-8000 Munich 2. Tel. (089) 55-41-98, 59-41-00. Telex: 522636.
Audio: Cassette.
Video: 3/4" cassette, 1/2" cassette.

Polydor Int'l GmbH, PO Box 1409, Podbielskistr. 164, D-3000 Hannover 1. Tel. (0511) 69-68-1. Telex. 922807.

Rhenus Music Fuer Fernseh, Film & Musicproduktion mbH & Co. KG, Otto Hahnstr., D-5000 Cologne 50. Tel. (0221) 38-01-47. Telex. 08881404. Gen. Mgr.: Karl-Heinz Muenchow

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel. (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.
Audio: Cassette, open reel.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel. (040) 24-67-74.

Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl-Bertelsmann-Str. 161, D-4830 Guetersloh 1. Tel. (05241) 831. Telex. 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg.
Audio: Cassette.

Teldec Telefonken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel. (040) 40-19-1. Mng. Dirs.: Gerhard Schulze, Kurt Richter; Comm'l. Opns. Dir.: John L. Schubach; Technical Dir.: Herbert Knothe.
Audio: Cassette.
Video: Videodisk.

Tonomatic Tontraeger GmbH, Schwabelstr. 2, D-8011 Hoehenkirchen bei Munich. Tel. (08102) 81-36. Chief Exec.: Johann Winkler; Sales Mgr.: Margarethe Winkler.
Audio: Cassette.

Heinz Ulm-Music & Promos., Voelkstr. 34, D-8900 Augsburg. Tel. (08202) 555; (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm. (PKG)
Audio: Cassette.

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschiag. Tel. (06103) 6-10-51. Cable: WAMESCO. Telex. (04) 185391. Owner: William-Dirk Warren, Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier; VP & Controller: Karl Schoon.
Video: 3/4" cassette, 1/2"; EIAJ open reel.

● supplies

CARTRIDGE & CASSETTE PARTS

C C M Kunststoffe GmbH, Schwarzwaldstr. 19, D-7893 Jestetten 1. Tel. (07745) 75-08. Telex: 7921476. Pres. & Gen. Mgr.: Peter K. Wirz
Audio: Cassette parts.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel. (030) 684-4028. Telex. 183845. Dirs.: Karl Moegsngang, Juergen Freidank.
Audio: Compact cassette parts.

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel. (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.
Audio: All cassette parts.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel. (040) 24-67-74.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel. (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.

EMPTY CARTRIDGES, CASSETTES & REELS

Agfa-Gevaert AG, D-5090 Leverkusen 1. Tel. (02172) 30-48-83. Telex: 8510871. Contact: Georg Rindfleisch.

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Audio: Cassette, open reel.
Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.
Audio Club, see Magna.
C C M Kunststoffe GmbH, Schwarzwaldstr. 19, D-7893 Jestetten 1. Tel: (07745) 75-08. Telex: 7921476. Pres. & Gen. Mgr.: Peter K. Wirtz.
Audio: 8-tr., cassette.
Eurotape, PO Box 233, D-2408 Timmendorfer Strand. Tel: (04503) 38-49.
Audio: 8-tr., cassette.
M D A, see Dietrich Schar Schmidt.
Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Dirs.: Karl Moegsnang, Juergen Freidank.
Audio: Open reel.
Video: VCR.
Brand names: Audio Club, Magna.
Dietrich Schar Schmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46 Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.
Audio: Cassette.
Brand name: MDA.
Scotch, see 3M.
3M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman, Sales Mgr.: Juergen Wagner.
Audio: 8-tr., cassette, open reel.
Video: Cartridge, cassette, open reel.
Brand name: Scotch.

ENVELOPES & MAILERS

Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (061) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic; Sales Mgr.: Wolfgang Sattler.
Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel: (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Meissner.
Triad Musicverlag, Guentzelstr. 54, D-1000 Berlin 31. Tel: (030) 87-07-40. Chief Exec.: Walter Ruff.
The Wurzbürger Music Publ'g Co., Nord-Ost-Ring 11, D-7024 Filderstadt 1, Bernhausen. Tel: (0711) 70-27-49. Dir.: Luciano Wurzbürger; Gen. Mgr.: Jack Cunningham.

JACKETS & SLEEVES

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel: (02131) 8-13-78.
Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (061) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic; Sales Mgr.: Wolfgang Sattler.
Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl-Bertelsmann-Str. 161, D-4830 Guetersloh 1. Tel: (05241) 831. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg. (Jackets only)

Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel: (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Meissner.
The Wurzbürger Music Publ'g Co., Nord-Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzbürger; Gen. Mgr.: Jack Cunningham. (Jackets only)

LABELS

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel: (02131) 8-13-78.
Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (061) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic; Sales Mgr.: Wolfgang Sattler.
Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel: (040) 24-67-74.
Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel: (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Meissner.
Heinz Ulm-Music & Promos., Voelkstr. 34, D-8900 Augsburg. Tel: (08202) 555; (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.
The Wurzbürger Music Publ'g Co., Nord-Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzbürger; Gen. Mgr.: Jack Cunningham.

POLYETHYLENE BAGS

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.
Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel: (02131) 8-13-78.
Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel: (089) 79-42-86. Telex: (05) 212035. Mng. Dir.: Kurt Meissner.

PROFESSIONAL TAPE SUPPLIES

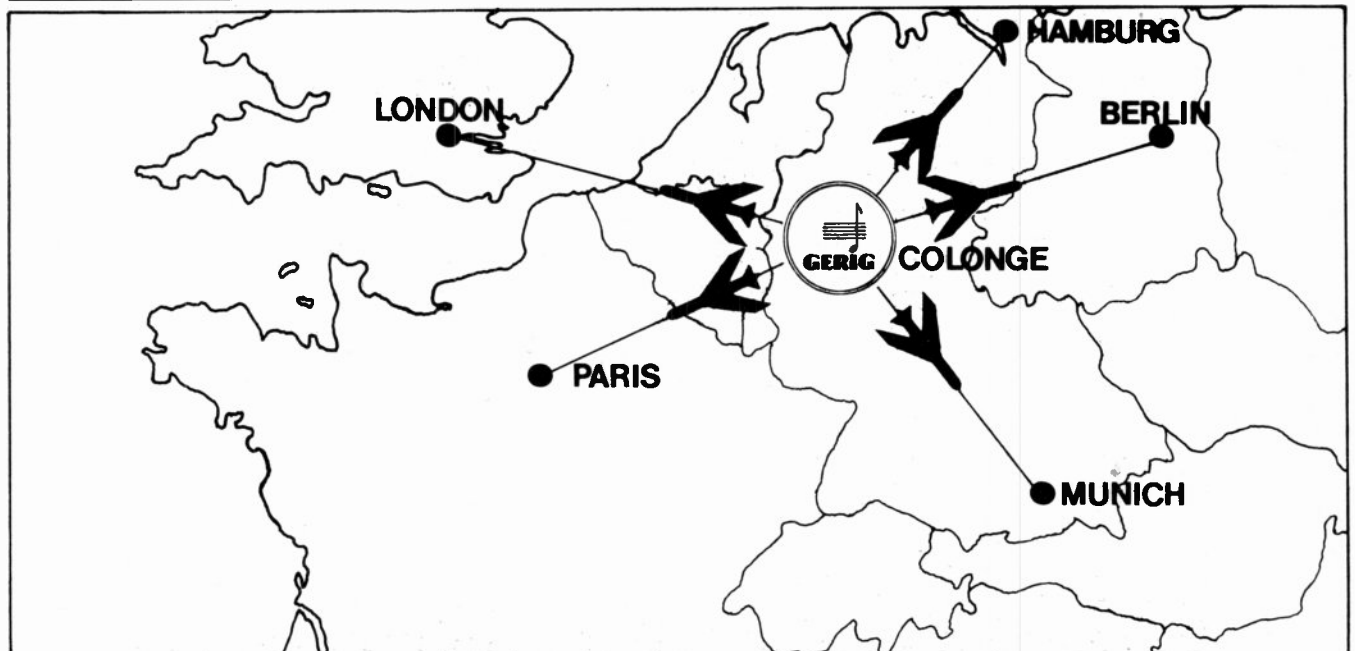
Audio Magnetics GmbH, PO Box 10226, Dieselstr. 13-15, D-6072 Dreieich 1. Tel: (06103) 37-06. Telex: 417913.
Product: Cassette duplication tape.
Dietrich Schar Schmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.
Audio: Heads.
Brand name: Photovox-Vacodur.

RECORD PROCESSING MACHINERY

Zipperling Kessler & Co. (GmbH & Co.), PO Box 1464, Kornkamp 50, D-2070 Ahrensburg. Tel: (04102) 51201. Telex: (02) 189842. Chief Exec.: Juan Plass Giral.
Chief product: Presses, extruders & plating equip.
A E G-Telefunken, Lindenerstr. 15, D-3340 Wolfenbuettel. Tel: (05331) 83-287. Telex: 95651.
Chief product: Studio compander. (SEE ADVERTISE-MENT)

TAPE, BLANK LOADED & RAW

Agfa-Gevaert AG, D-5090 Leverkusen 1. Tel: (02172) 30-48-83. Telex: 8510871. Contact: Georg Rindfleisch.
Audio: Cassette.
Video: 1" open reel, ½" cassette.
Brand names: Agfa, Agfa Stereochrom, Agfa Videochrom.
Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre. (Blank only).
Audio: Cassette, open reel.
Amplex Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel: (0611) 60581. Telex: 0413774. Gen. Mgr.: E. Sadeler; Tape Sales Mgr.: B. Schwartz; Video Sales Mgr.: L. Nietsch; Audio Sales Mgr.: P. Classen.
Audio: Cassette, open reel.
Brand name: Grand Master/20:20+.
Video: Blank—2" open reel, 1" open reel, ¾" cassette, ½" EIAJ open reel.
Audio Magnetics GmbH, PO Box 102226, Dieselstr. 13-15, D-6072 Dreieich 1. Tel: (06103) 37-06. Telex: 417913. (Also see Waltham)
Audio: 8-tr., cassette, open reel.
B A S F Ag., Gottlieb-Daimlerstr. 10, D-6800 Mannheim 1. Tel: (0621) 40081. Telex: 462621. Chief Exec.: H. Thurn; Gen. Mgr.: H.J. Versemann; Sales Mgr.: H.J. Seitz.
Audio: Cassette, open reel.
Video: Blank—1" open reel, ¾" cassette, ½" cassette.
Cassetton, Wallensteinstr. 22, D-8192 Geretsried 2. Tel: (08171) 60840. Telex: (05) 26331.
Galaxy, see Toka.
Grundig AG, Kurgartenstr. 37, 8510 Furth/Bay. Tel: (0911) 70-31. Telex: (06) 23431.
I D S (International Disc Servs.), PO Box 140105, Siedlungsstr. 22, D-8500 Nuernberg 14. Tel: (09122) 8-64-40, (0911) 63-64-08. Telex: (06) 23987. Gen. Mgr.: Hans-Joachim Rabe; Sales Mgr.: D. Stecher.
Audio: Cassette.
Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel: (040) 35-30-79. (Blank only) (Imporтер)
Home office: USA.
Int'l branch: Hong Kong
Audio: Cassette.
M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (07751) 32-58. Gen. Mgr.: Mario Taravella.
Audio: 8-tr., cassette.
Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Dirs.: Karl Moegsnang, Juergen Freidank.
Audio: Blank—cassette, open reel.
Video: Blank—¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.
Maxell Europe GmbH, Stresemannstr. 9, D-4000 Dusseldorf 1. Tel: (0211) 8-41-31. Telex: (08) 587288. Dir.: A. Matsumoto; Ass't Dir.: H. Hayashi.



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Home office: Japan.

Audio: Blank—8-tr., cassette, open reel; raw—8-tr., cassette.

Video: Blank— $\frac{3}{4}$ " cassette.

Memorex, see W.D. Warren.

Orchestra GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossman.

Audio: Cassette

S E C I, see Dietrich Scharnschmidt.

Dietrich Scharnschmidt Studioausrüstung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharnschmidt.

Audio: Cassette, open reel.

Video: 1" open reel, $\frac{1}{2}$ " EIAJ open reel.

Brand name: SECI.

Scotch, see 3M.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel: (040) 24-67-74. (Blank only)

Sony, see W.D. Warren.

T D K Electronics Europe GmbH, Georg Glock Str. 14, D-4000 Dusseldorf.

Audio: Cassette

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.

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

Video: 1" open reel, 1" cartridge, $\frac{3}{4}$ " cassette, $\frac{1}{2}$ " EIAJ open reel, $\frac{1}{2}$ " EIAJ cartridge.

Brand name: Scotch.

Toka Vertriebsgesellschaft mbH, Im Gaessle 13, D-7250 Leonberg 7. Tel: (0611) 73-20-71. Pres.: Hugo von Blumenthal.

Audio: Cassette.

Brand names: Galaxy, Toka.

Triad Musikverlag, Guentzelstr. 54, D-1000 Berlin 31. Tel: (030) 87-07-40. Chief Exec.: Walter Ruff.

Audio: Raw—cassette, open reel.

Video: Blank— $\frac{3}{4}$ " cassette.

Waltham Electronics GmbH, Anzingerstr. 1, D-8000 Munich 80.

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

Brand name: Audio Magnetics.

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmairer; VP & Controller: Karl Schoon.

Video: $\frac{3}{4}$ " cassette, $\frac{1}{2}$ " eiaj open reel.

Brand names: Memorex, Sony.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Agfa-Gevaert AG, D-5090 Leverkusen 1. Tel: (02172) 30-48-83. Telex: 8510871. Contact: Georg Rindfleisch.

Audio: Calibration tapes, cutter sets.

Asona, see Avuis-Asona

Avuis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Cable: ASONA. Telex: (05) 22084. Dir.: Alf Kuerzeder, Gen. Mgr.: Horst Koffmann.

Audio: Turnkey cassette duplicating plants.

Brand name: Asona (SEE ADVERTISEMENT)

Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (061) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic; Sales Mgr.: Wolfgang Sattler; Technical Dir.: Helmut Schmilewski.

Audio: see Dietrich Scharnschmidt.

Magna Tontraeger Prod'ns GmbH, Juliusstr. 10/11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Dirs.: Karl Moegsnang, Jurgen Freidank.

Audio: Cassette equip.

Dietrich Scharnschmidt Studioausrüstung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharnschmidt.

Audio: Cassette screwing machines.

Brand name: Machi.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.

Audio: Cassette duplicators

Brand name: Wollensak.

Eberhard Vollmer, Schillerstr. 7, D-7310 Plochingen/N. Tel: (07153) 2-10-04. Cable: VOLLMERWERK. Gen. Mgr. & Eng.: Eberhard Vollmer; Sales Mgr.: Ms. I. Marcon. Wollensak, see 3M.

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

Heino Ilsemann GmbH, Zum Pannepel 24, D-2800 Bremen 44. Tel: (0421) 48-30-83. Telex: 244055 (SEE ADVERTISEMENT).

Magna Tontraeger Produktions GmbH, Juliusstr. 10/11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Dirs.: Karl Moegsnang, Juergen Freidank.

● accessories manufacturers

Agfa-Gevaert AG, D-5090 Leverkusen 1. Tel: (02172) 30-48-83. Telex: 8510871. Contact: Georg Rindfleisch.

Product: Head cleaners, leader & splicing tapes.

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Record & tape catalog servs., cleaners, cloths & brushes, needles, leader & splicing tape.

Ampex Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel: (0611) 60581. Telex: 0413774. Gen. Mgr.: E. Sadeler; Tape Sales Mgr.: B. Schwartz; Video Sales Mgr.: L. Nietsch; Audio Sales Mgr.: P. Classen.

Product: Head cleaners, demagnetizers.

Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (061) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic; Sales Mgr.: Wolfgang Sattler.

Product: Record & tape carrying & storage cases, catalog servs., cleaners, cloths, brushes, 45 RPM adaptors, head cleaners, demagnetizers, needles, leader & splicing tape.

I D S (International Disc Servs.), PO Box 140105, Siedlungsstr. 22, D-8500 Nuernberg 14. Tel: (09122) 8-64-40, (0911) 63-64-08. Telex: (06) 23987. Gen. Mgr.: Hans-Joachim Rabe; Sales Mgr.: D. Stecher.

Product: Splicing tape.

Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel: (040) 35-30-79.

Home office: USA.

Int'l branch: Hong Kong.

Product: Record cleaners, head cleaners, record sweep arms.

D. Kretz (Automaten-Serv.), Sofienstr. 179, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, needles.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-4028. Telex: 183845. Dirs.: Karl Moegsnang, Juergen Freidank.

Product: Tape carrying & storage cases, catalog servs., head cleaners, demagnetizers, leader & splicing tape.

Maxell Europe GmbH, Stresemannstr. 9, D-4000 Dusseldorf 1. Tel: (0211) 8-41-31. Telex: (08) 587288. Dir.: A. Matsumoto; Ass't Dir.: H. Hayashi.

Home office: Japan.

Product: Head cleaners.

C. Melchers & Co., Schlachte 39-40, D-2800 Bremen. Tel: (0421) 316-9323.

Product: Cartridges & needles.

Brand name: Pickering.

Orchestra GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossman.

Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adaptors, head cleaners & demagnetizers.

Pickering, see C. Melchers.

Dietrich Scharnschmidt Studioausrüstung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharnschmidt.

Product: Head cleaners & demagnetizers, leader tape.

Schweizer Design Eurosale GmbH, Koenigsweg 3, D-4973 Vlotho. Tel: (05733) 50-41. Telex: 971217. Mng. Dirs.: G. Deja, Dr. M. Gaier.

Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

Stanton, see Teledyne.

Teac Tonband-Anlagen-Vertriebs GmbH, Egerstr. 2, D-6200 Wiesbaden-Erbenheim. Tel: (06121) 742-25. Telex: (04) 186159. Pres.: Katsumi Tani; Gen. & Sales Mgr.: Haruo Onda.

Product: Head cleaners & demagnetizers.

Teledyne Acoustic Research, Burgstr. 6-8, D-6200 Wiesbaden. Tel: (06121) 3-91-71.

Product: Needles (Stanton).

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.

Product: Leader & splicing tape.

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmairer; VP & Controller: Karl Schoon.

Product: Tape carrying & storage cases, needles.

● store fixtures & merchandising aids manufacturers

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.

Product: Record display racks & divider cards

Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel: (061) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic; Sales Mgr.: Wolfgang Sattler.

Product: Browser boxes, display racks, divider cards.

D. Kretz (Automaten-Serv.), Sofienstr. 179, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.

Product: Display racks.

Schweizer Design Eurosale GmbH, Koenigsweg 3, D-4973 Vlotho. Tel: (05733) 50-41. Telex: 971217. Mng. Dirs.: G. Deja, Dr. M. Gaier.

Product: Browser boxes, display racks.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.

Product: Display racks.

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchsschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmairer; VP & Controller: Karl Schoon.

Product: Display racks.

(Assumption), October 28 (National Day), December 25, 26.

RECORDS:

Total records & pre-recorded tape sold at the retail level: 1978—5,000,000 units, \$32,400,000.

Records imported: 1978—\$1,344,573; 1977—\$617,937.

Records imported from USA: 1978—\$177,642; 1977—\$49,375.

Records exported: 1978—\$1,276,602; 1977—\$1,256,160.

Records exported to USA: 1978—\$164,483; 1977—\$128,887.

Average retail price per record: LP's \$5.13-\$7.83; maxi singles \$3.24; singles \$1.62-\$1.75.

Stereo sales: 100% of LP's.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer predominates, with manufacturer-to-one-stop a second favorite. All the major record companies have their own branch offices in Thessaloniki, the second largest market after Athens.

Type of promotion: Television and radio are considered the best media for boosting sales. Greek artists and popular international singers such as Raffaella Carrà, Joe Dassin, Julio Iglesias, among others, have seen an impressive rise of their record sales after appearing on local television to promote their new recordings. Very much desired from both television channels are film clips of international acts which are given on loan by the seven major record companies. The two radio networks allot 15 to 30 minutes of daily airtime to each company for playing and advertising their new local and international releases. Although considered very expensive, airtime is a must for its daily repetition of records. ERT's Second Program, from 5-8 P.M. on Saturday, has a large audience, with one major record company after another having their commercial shows. Pirate radio stations run by students in cities such as Athens and Thessaloniki are very popular, with their continuous music (rock, disco and local music) having proved influential in record sales. The number one radio show in Greece is "Pop Club," broadcast every afternoon by ERT's First Program. Of the magazines that feature music news, "Pop & Rock" is first in sales, followed by "Ehos," "Mousiki" and "18."

The Greek Song Festival, held every September during the International Fair of Thessaloniki, is another important means of promoting new songs and artists. Some popular singers and composers have found national tours, which have become frequent in the past two years, to be most prosperous.

Jukeboxes: 6,000.

TAPE:

Market: Cassettes now command 98% of the local tape market while 8-track has the remaining 2%. Open reel is used only by recording studios, radio stations and a few audio enthusiasts. Most pre-recorded cassettes are bought for automobile playback equipment. During the past few years more people have been buying expensive playback equipment for their homes. Since most consumers prefer to record their own choice of music, blank cassettes are popular with the home models. Tape piracy has become the most important problem for record companies and artists.

Pre-recorded tape imported: 1978—\$153,229; 1977—\$87,083.

Pre-recorded tape imported from USA: 1977—\$5,209.

Pre-recorded tape exported: 1978—\$6,529,871; 1977—\$5,142,127.

Pre-recorded tape exported to USA: 1978—\$953,504; 1977—\$49,393.

Average retail price per tape: 8-tr. \$4.72-\$6.48; cassette—\$4.72-\$6.75.

RADIO STATIONS:

No. of government 22; No. of AM 22; No. of FM 3.

Comment: Seventy percent of all programs feature recorded music, although during the past three years more programs of live music are being broadcast. There are two networks: ERT (Greek Radio and Television) and YENED (Armed Forces Radio & Television Service) which have their main studios in Athens and smaller studios in other cities. These branches carry most of the Athens broadcast programs interspersed with local news, music & commercials. Three ERT stations broadcast simultaneously on AM and FM, and are heard nationwide.

TELEVISION STATIONS:

No. of channels: 2 government, 50% color (PAL & SECAM).

Comment: Programs now include Greek, American and British serials, cartoons, talk show, sports, news, educational lessons, etc., with frequent links to Eurovision for the televising of such events as the Eurovision Song Contest, the San Remo Song Festival, among others.

MARKET ANALYSIS:

Tape piracy, with an annual loss exceeding \$54,000,000 and mounting, is the main problem of the Greek market. Record companies, with the help of police and private detectives, have taken more severe measures by raiding illegal tape factories and depots, seizing thousands of unauthorized copies. Meanwhile, P. Mikrelis, a manager of AEPI (Societe Hellenique Pour La Protection de la Propriete Intellectuelle SA) is being held in prison, accused of receiving large amounts of money from tape pirates. Still under consideration is a new law that would prohibit tape piracy and provide stiff penalties for conviction, which the current 40-year-old law does not provide.

In 1978, the "Saturday Night Fever" soundtrack was the first international double album to sell over 50,000 copies, and "Grease" followed closely behind. "Lemon Popicle," an Israeli film with two dozen hits of the late 1950's and early 1960's, gave CBS the best seller of the first half of 1979. Boney M., Abba, La Bionda, the Bee Gees, and Julio Iglesias also were winners in a market which is now dominated by disco product. The num-

GREECE

Population: 9,170,000.

Rate of exchange: \$1 (US) = 37 drachmas.

Per capita income: \$2,500.

No. of homes with record players: 480,000.

Holidays: January 1, Epiphany, Carnival Monday, March 25 (National Day), Easter Monday, May 1, August 15

ber of discos doubled in the last year, while in Athens, Thessaloniki, and the Aegean Sea Islands, records played by disk jockeys include almost the entire Billboard disco chart. An old trend, now gaining momentum, is the Greek version of international hits by artists such as Yiannis Parios, Yiannis Pouloupoulos, Antonis Kaloyiannis, among others.

Lefty Kongalides

● record & tape manufacturers / distributors / importers

Angel, see Columbia-EMI & EMIal.
 Apollon, see Spiros Piperakis.
 Apple, see Columbia-EMI & EMIal.
 Archiv, see Polygram.
 Astron, see Spiros Piperakis.
 Boem, see Spiros Piperakis.
 British Prod'n Import, 13 Third September St., Athens. Tel: 821-3918. Gen. Mgr.: D. Patrinos.
 Label: New Sty (UK).
 C B S (Diski) AEBE (IFPI), PO Box 2533, 19 Syngrou Ave., Makryianni, Athens 403. Tel: (01) 922-3618, 923-7862. Cable: COLRECORD. Mng. Dir.: Sol Rabinowitz; A&R Dir.: Stelios Elliniadis; Int'l A&R: George Kyvelos.
 Labels: (Owned) CBS, Epic, (licensed) AB (France), Ariola (USA), A&M (USA), ARC (USA), Alshire (USA), Anla (Germany), Audio (Germany), Baby (Italy), Boona (Switzerland), CGD (Italy), Gold Unlimited (USA), Jupiter (Germany), Lifesong (USA), Philadelphia Int'l (USA), Portrait (USA), Ricordi (Italy), Som (Brazil), Sonet (Sweden), TK (USA), United Artists (USA), Vanguard (USA).
 Int'l rep.: Worldwide (CBS).
 Calypso, see Music Box.
 Capitol, see Columbia-EMI & EMIal.
 Columbia-EMI Greece SA (IFPI), PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 251-6429. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos. (Also see EMIal).
 Labels: (Owned) Angel, Apple, Capitol, Columbia, EMI, HMV, Harvest, MFP, Odeon, Parlophone, Pathe, Regal, Sonopresse, Toshiba; (licensed) Arista (USA), Ashark (Saudi Arabia), Baidaphon (Lebanon), Balkanton (Bulgaria), Bovema Negrin (Netherlands), Bronze (UK), Buzidaphone (Kuwait), Byblos (Syria), Cairophon (Lebanon), DJM (UK), Duniaphon (Lebanon), ECM (Germany), El Fen (Tunisia), Ima (Libya), Island (UK), Koutoubiaphone (Morocco), MAM (UK), MCA (USA), Magnet (UK), Melloulouphone (Tunisia), Moriphon (Egypt), Nefertiti (Egypt), Olivia Newton-John (USA), PDU (Italy), Passport (USA), Private Stock (USA), Promotone (Netherlands), Queen (UK), RAK (UK), Rajaphone (Saudi Arabia), Red Bus (UK), Rocket (UK), Sono Cairo (UK), Soutelohob (Egypt), Sout El Hayat (Egypt), Soutelophon (Egypt), Sout El Rabee (Libya), Sout Omnia (Saudi Arabia), Tamla/Motown (USA), Trema (France), Victor (Japan), Voice of Lebanon (Lebanon), Voix de l'Islam (Egypt), Voix de l'Orient (Lebanon), Wings (UK), Zida (Lebanon).
 Int'l reps.: Canada (Peters Int'l), Cyprus (Electrosound), Netherlands (Pastor), USA (Peters Int'l), worldwide (EMI).
 Control, see Spiros Piperakis.
 Coronnet, see Spiros Piperakis.
 Crete, see Panivar.
 D G, see Polygram.
 Dionysos, see General.
 Do-Re, see Spiros Piperakis.
 E M I, see Columbia-EMI & EMIal.
 Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zgnon Themelis. (Distributor/Importer/Exporter).
 EMI SA (EMI-Lambropoulos Bros. Ltd.) (IFPI), 127 Heracliou St., Rizopolis, Athens 904. Tel: (021) 251-6924/6458. Cable: EMIDISC Greece. Telex: 214192. Chm.: Alan C. Boxer; Mng. Dir.: Marco Bignotti; A&R Mgr.: George Petsilas; Adv. & PR: B. Apostolides; Sales Mgr.: S. Xanthopoulos; Finance & Admin.: S. Sgouras; Int'l Repertoire: Theo Sarantis; Classical Repertoire & Imports: Georgia Zissi. (Distributor/Importer)
 Branch: Salonica, 18 Chrys. Smyrnis. Tel: (031) 263-110, 224-669. Mgr.: Basil Metaxopoulos.
 Labels: (Licensed domestic) Angel, Apple, Capitol, Columbia, EMI, HMV, Harvest, MFP, Odeon, Parlophone, Pathe, Regal; (licensed foreign) Arista (USA), Balkanton (Bulgaria), Bovema Negrin (Netherlands), Bronze (UK), DJM (UK), ECM (Germany), EMI America (USA), Island (UK), MAM (UK), MCA/ABC (USA), Magnet (UK), Olivia Newton-John (USA), PDU (Italy), Private Stock (USA), Promotone (Netherlands), Queen (UK), RAK (UK), Red Bus (UK), Sonopresse (France), Tamla/Motown (USA), Toshiba-EMI (Japan), United Artists (USA), Victor (Japan), Wings (UK).
 Epic, see CBS.
 Fidelity, see Polygram.
 Fontana, see Polygram.
 Galaxy, see General.
 General Publ'g Co. SA (IFPI), 11 Kriezotou St., Athens 134. Tel: (01) 361-5529/6798. Cable: LYRAHELLAS. Pres. & Mng. Dir.: Alexander Patsifas; Sales Mgr.: Kyriakos Maravelias; Int'l Mgr.: Takis Tsiros.
 Branch: Thessaloniki, 64 Tsimiski St. Tel: (031) 277-306. Mgr.: Arsenis Stergiou.
 Labels: (Owned) Dionysos, Lyra, Minerva, Notos, Zodiac; (licensed) Crocos (France); (distributed—not licensed) Galaxy, Polytron.
 Int'l reps.: Australia (Politis), Canada (Peters Int'l), Cyprus (Electroacoustic Supply), USA (Peters Int'l).
 Greek Communications Co., 17 Stournara St., Athens. Tel: 627-796. Int'l Mgr.: Alex G. Carras.
 Greka, see Spiros Piperakis.
 H M V, see Columbia-EMI & EMIal.
 Harvest, see Columbia-EMI & EMIal.
 Heliodor, see Polygram.
 Independent Prod'rs, 13 Third September St., Athens. Tel:

(031) 522-7472. Cable: MELODY ATHENS. Pres.: Anthony Ploma; Sales Mgr.: Georges Plomaritis. PR: A. Plomaritis Jr.
 Labels (Owned) Independent, Lucky, Patrinos; (distributed—not licensed) Oversea (Switzerland).
 Int'l reps.: USA (Dino Joanidides).
 Lakis Kleopas Prod'ns, 10 Salamonis St., Thessaloniki. Tel: (31) 516-493. Telex: 418339. Pres. & Gen. Mgr.: Lakis Kleopas; Sales Mgr.: George Kleopas; Artistic Mgr.: Lefty Kongalides.
 Kyklades, 33 Veranzeroi St., Athens.
 Kyklos Recs., 3 Karageorgi Servias, Athens 126. Tel: (01) 233-2312. Gen. Mgr.: D. Themelis. (Distributor/Importer/Exporter).
 Lucky, see Independent.
 Lyra, see General.
 M F P, see Columbia-EMI & EMIal.
 M G M, see Polygram.
 Macedonia, see Panivar.
 Margo, see Minos Matsas.
 Minos Matsas & Son Co. Ltd. (IFPI), 245-247 Messoghion Ave., Athens. Tel: (021) 671-1811. Cable: MINOSMAR. Bd. Chm.: Makis Matsas; Gen. Mgr.: Roulia Matsa; Sales Mgr.: Antonis Vassiliatos; Int'l Dept. Mgr.: Mikis Corinthios.
 Labels: (Owned) Margo, Minos, Standard; (licensed) Disc'AZ (France), Barclay (France), Casablanca (USA), Cream (USA), Dureco (Netherlands), Prelude (USA), RCA (USA), Salsoul (USA).
 Int'l reps.: Australia (George Young), Canada (Peters Int'l), USA (Peters Int'l).
 Melody, see Spiros Piperakis.
 Mercury, see Polygram.
 Minerva, see General.
 Minos, see Minos Matsas.
 Monitor, see Spiros Piperakis.
 Music-Box Martin Th. Gesar (IFPI), 2 Nikis St., Athens 126. Tel: (021) 322-1574, 323-5391, 324-4591. Cable: THOMS. Pres.: Martin T. Gesar; Gen. Mgr.: Marika Gesar; Ass't Mgr.: Tula Akasoglou.
 Labels (Owned) Calypso, Music-Box, Pan-Vox; (licensed) Aris (Italy), Ariston (Italy), Biram (Belgium, France), Decca (UK), Durium (Italy), Fantasy (USA), Hansa (Germany), Hispavox (Spain), Jupiter (Germany), London (USA), Milestone (USA), Polar (Sweden), Prestige (USA), Fye (UK), RKM (Belgium), Satrii (UK), Springboard (USA), West End (USA).
 Int'l reps.: Australia (Caras Emporium), Canada (Peters Int'l), Sweden (Zorbas), UK (KEAM, Andreas Pattalis), USA (GFS, Peters Int'l).
 Notos, see General.
 Odeon, see Columbia-EMI & EMIal.
 Olympia, see Panivar.
 Olympic, see Polygram.
 Panivar Recs. SA, 18 Pireos St., Athens 101. Tel: (021) 523-5867. Cable: PANIVAR. Pres.: Pavlos Vardoulakis; Gen. Mgr.: Noul Vardoulakis; Sales Mgr.: Dimitri Vardoulakis. Local branches: 21 Zinonos St. Tel: 523-6384; 63 Athinas St. Tel: 324-2764.
 Branches: Erakleion, Crete, 24 1978 St. Tel: 88758—Khania, Crete, 1 Koraka St. Tel: 53765—Piraea, 38 Akti Poseidonos. Tel: 417-8059.
 Labels: (Owned) Crete, Macedonia, Olympia, Panivar, Special, Victory; (licensed foreign) Criminal (UK), Ri-Fi (Italy).
 Int'l reps.: Australia (Theodoros Petropoulos, Salapatas), Belgium (Bullanis), Canada (Peters Int'l), Cyprus (Garabet Indijriyan), Germany (George Krakas, George Lazos/Do-Re-Mi, Stylianos Serafim), UK (KK, Nik. Andreas Patalis), USA (Peters Int'l).
 Pan-Vox, see Music-Box.
 Parlophone, see Columbia-EMI & EMIal.
 Pathe, see Columbia-EMI & EMIal.
 Patrinos, see Independent.
 Philips, see Polygram.
 Spiros Piperakis, 59 Miaouli St., Moscato-Athens 59. Tel: (021) 481-5508.
 Labels (Owned) Greka; (distributed) Apollon, Astron, Boem, Control, Coronnet, Do-Re, Melody, Monitor, Panivar, Revans, Venteta.
 Polydor, see Polygram.
 Polygram Recs. SA (IFPI), 296 Messoghion Ave., Cholargos, Athens. Tel: (021) 652-4213. Cable: POLYGRAM ATHENS. Telex: 216124. Mng. Dir. & Gen. Mgr.: Nicolas Antipapas; Sales Mgr.: Pantelis Emmanuilidis; Foreign Repertoire Prod. Mgr.: John Petridis; PR Mgr.: Jacques Menahem.
 Branch: Salonica, 15 Proxenoou Koromila. Tel: (031) 267-121, 274-543. Mgr. John Socratidis.
 Labels: (Owned) Archiv, DG, Fidelity, Fontana, Heliodor, MGM, Mercury, Olympic, Philips, Polydor, Vertigo, Verve; (licensed) Baby (Italy), Buddha (USA), Butterfly (USA), Cadet (USA), Capricorn (USA), Charisma (UK), Charly (UK), Checker (USA), Chess (USA), Chrysalis (UK), EG (UK), H&L (USA), Kama Sutra (USA), King (USA), Mooncrest (UK), Orlando (France), Oyster (USA), Pablo (USA), Prosidis (France), RSO (UK), Splash (UK), Spring (USA), Stiff (UK), Track (UK), 20th Century (USA), Virgin (UK), Zagora (Belgium).
 Int'l reps.: Cyprus (CBS), USA (Peters Int'l), worldwide (Polygram).
 Polyphon, 2 Third September St., Athens. Tel: (021) 538-790.
 Polytron, see General.
 Regal, see Columbia-EMI & EMIal.
 Revans, see Spiros Piperakis.
 Seagull, 17 Stournara St., Athens.
 Sonopresse, see Columbia-EMI.
 Special, see Panivar.
 Standard, see Minos Matsas.
 Studio 1 Hi Fi, 51 Proxenoou Koromila St., Thessaloniki. Tel: (031) 221-212, 262-889. Gen. Mgr.: Leandre Kupur.
 Labels: (Distributed—not licensed) Crystal Clear (USA), Denon PCM (Japan).
 Toshiba, see Columbia-EMI.
 Venteta, see Spiros Piperakis.
 Vertigo, see Polygram.
 Verve, see Polygram.
 Victory, see Panivar.

W E A Recs. Ltd., PO Box 116, Psychico; 319 Mesogheion, Halandri, Athens. Mng. Dir.: Evdoros Demetrioou.
 Zodiac, see General.

● music publishers

Blackwood Music Publ'g Co. Ltd., PO Box 2533, 19 Syngrou Ave., Makryianni, Athens 403. Tel: (01) 923-0771. Cable: COLRECORD. VP: Sol Rabinowitz; Gen. Mgr.: George Kyvelos.
 Int'l firms represented: ABC, Agencja Autorska, Alotagood/Kool, American Broadcasting, Badboy/KYO, Earl Barton, Bengal Tunes, Benjaboone, Big Seven, Blend-ingwell, Blue Oyster Cult, Boom, Byrdland, Chandos, Claudine/Barnaby, Clay, Concentric, Country Road, Coverdale, Coyote/Jeryl Lynn/Carol Nan, Derringer, Desert Moon/Tash Howard, Destination, Dickiebird, Dog, Dolot, Drummer, Dunhill, Ether, Flying Crown, Gamma, Great Honesty, Albert Hammond, Hierophant, Joelsongs, Knob Hill, Knob Hill/Lio Dan, Lambert-Porter, Light, Mac Faye, Madison, Mainsail, Matzo Ball, Mecca/Kahlil/Gibran, Micache, Mine, Mouse House, Music Pool/Notes, Neighborhood, Nelchell, Nicoya, Northchester, Oceans Blue/Silver Blue, Owepar, PPI/Palopic, Petra, Quincy, RSVP, Red Stick, Rhineland, Sailor/Haworth, Saybrook, Sherlyn, Sheronda, Silver Stead, Spangold—one song, Star Spangled/American Wordway, Strong Arm, Sweet Jenny, Teak, Triple O/Tash Howard, Tuna Fish, Twinbrook Nine, Weather Report, Westbrook, Winter Blues, Winter Wind, Zap, Zap/Aud-Lee (all USA); ATV (UK), Arabella—one song (Germany), Cielo (Italy), Robert Mellin (UK), Northern/Maclen (UK), Rondor/Robert/Almo (worldwide).
 C S B / Greece, c/o Arc Music Ltd., 10 Kadmos Milision St., Nea Smyrni, Athens.
 Int'l firm represented: Copyright Serv. Bureau (USA).
 Cora (Ed.), 59 Miaouli St., Moscato-Athens 59. Tel: (021) 481-5508.
 E M I Music Publ'g (Greece) Ltd., PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 251-8170. Cable: EMIRECORD. Telex: 214192. Gen. Mgr.: Marco Bignotti.
 Int'l firms represented: Accord (Germany), Alkatraz (USA), Alpha (USA), Anagon (Netherlands), Ardmore & Beechwood (Belgium, UK), Art (France), Arvee (USA), Bagatelle (France), Beechwood (USA), Belriver (Italy), Big Pig (UK), Bron (UK), Castle (Australia), Colgems-EMI (USA), Dawn Prod'ns (USA), Donna (UK), EMI (Denmark, Sweden, Switzerland, UK), EMI-Brigadiers (South Africa), Eco (France), Ego (Spain), B. Feldman (UK), Francis Day (France), Francis, Day & Hunter (Denmark, Germany, UK), Dick James (UK), KPM (UK), Kipahulu (USA), MPL (UK), Peter Maurice (France, UK), Claude Pascal (France), Pathe-Marconi (France), Purple (UK), RFT (USA), Rebel (UK), Red Bus (UK), Robbins (UK), Rolling Stones (UK), Andrew Scott (USA), Screen Gems-EMI (USA), Toshiba (Japan), Virgin (UK), Voce del Padrone (Italy).
 General Publ'g Co. Ltd., 11 Kriezotou St., Athens 134. Tel: (01) 361-5529/6798. Cable: LYRAHELLAS.
 Grecophon (Eds. Musicales), 3 Karageorgi Servias St., Athens 126. Tel: (021) 322-5921. Cable: GRECO-PHONE. Dir.: Marika Gesar.
 Int'l firms represented: Boot (Canada), Walt Disney (USA), Valentine (UK).
 Icaros Publ'g Co., see General.
 International Publ'ns, see Select.
 Intersong Hellas Ltd., 296 Messoghion Ave., Cholargos, Athens 142. Tel: (021) 652-4213. Cable: POLYGRAM. Telex: 216124. Mng. Dir.: Nicolas Antipapas; Gen. Mgr.: Costas Zougiris.
 Int'l firms represented: Abigail (USA), Affinitia (USA), Alamenta (USA), Andustin (USA), Roy Ayers (UK), Bar-mour (USA), Barn (UK), Belkat (USA), Berna (USA), Hamilton Bohannon (USA), Boomtown Rats (Switzerland), Brightwater (USA), Brown Sound (USA), CAM (USA), CTA (UK), Canopy (USA), Cape Anne (USA), Cape May (USA), Carlin (worldwide), Causho (UK), Chappell (worldwide), Charlotte (UK), Cherry (UK), Allan Clarke's (UK), Clarke's (USA), Bob Cor (UK), Cried (USA), Mike Curb, Daway (UK), Emur Deodato (USA), Diagonal (USA), Walt Disney (USA), Doraflo/Bleu Disque (USA), Double Exposure (USA), Francis Dreyfus (France), Dynatone (USA), Betty Earlard (USA), Elbomo (USA), Elvis (USA), Every Little Tune (USA), Fairfield (USA), Fantasia (France), Wes Farrell (USA), Fast Western (USA), Fescue (UK), Four Knights (USA), Fuse (UK), Golden Syrup, Good Morning (UK), Hazlan (UK), Hinky Dink (UK), Hit & Run (UK), I Ain't In It (UK), Island (UK), Jadar (USA), Jimpire (UK), Jiru (USA), Tom Johnston (USA), Josley (UK), KasKat (USA), Kenya (USA), Kingsley Sound (USA), Kings Point (USA), Kurlay (USA), Laurel Canyon (USA), Litha (USA), Little Dickens (USA), Little Lasso (USA), Edward B. Marks (USA), Martin-Coulter (UK), McFleet (USA), Mews (UK), Midland (USA), Midsong (USA), Joni Mitchell (USA), Arnie Mogg (USA), Montunes (UK), David Mook (USA), Moonhill (USA), Mourbar (USA), Mountain (UK), Nineteen Eighty-Five (USA), Omaha (UK), Open End (USA), Oyster (USA), Pants Down (USA), Peterman (UK), Pickwick Int'l (USA), Piedmont (USA), Pinson (USA), Pocket Full of Tunes (USA), Propane (UK), RSO (UK), Rare Bird (UK), John Richbourg (USA), Rockhopper (USA), Rock-mere (UK), Steve Rowland (UK), Ryan (UK), Sam Songs (UK), Siquomb (USA), Sky Forest (USA), Song (UK), Stevca (USA), Strobe Light (USA), Sweet (UK), TH (USA), Talmont (USA), Tan Soul (USA), Third Story (USA), Three Cheers (USA), Tuff (UK), Wednesday Morning (USA), White Heaven (USA), R.P. Winkelman Tunes (USA), Yellow Dog (USA), Frank Zappa (USA).
 Int'l rep.: Worldwide (Intersong).
 Minos Matsas & Son Co. Ltd., 5 Harilaou Trikoupi, Athens 142. Tel: (021) 360-8806/1601. Cable: MINOSMAR. Mng. & Gen. Dir.: Makis Matsas; Sales Mgr.: B. Mihailides.
 Mediterranean Publ'g, Biskini 29, Athens 622. Tel: 770-9994, 778-1830. Owner: Evangelos Pitsiladis.
 Int'l branch: Switzerland.
 Melody Publ'g, see Select.

Ivan Mogull Music Assocs., c/o AEPI, 14 Delighianni St., Athens 148.
 Select Publ'rs, 13 Eptanissou Kypseli, Athens. Tel: (031) 821-3920. Gen. Mgr.: G.P. Lucky.
 Int'l branches: Canada, England, France, Italy, Switzerland, USA.
 Int'l firms represented: Ariston (Italy), Constantinidis (Egypt), Cora (Italy), Curci (Italy), El Fan (Egypt), Haddad (Lebanon), King (Japan), Leonard (Italy), Melodia (Italy), Mohamed Nasr (Libya), Perou (France), G. Ricordi (Italy), Ri-Fi (Italy).
 Int'l reps.: Australia (Caras), Canada (Christofer Papis, Parthenon Cassettes), France (Perou), Italy (Cora), South Africa (Gallo), USA (Dinos Constantinou, Dino Joannidis, Petropouleas).

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Greek Composers, 38 Mitropoleos St., Athens.
 E I P T (Ethnikon Idyha Radiophonias-Tileoraseos—Hellenic Nat'l Radio-TV), 16 Mourouzi St., Athens 138. Tel: 724-811. Cable: RADIOSTATHENS. Telex: 216066.
 Federation of Musical Ass'ns of Greece, 3 Averoff St., Athens.
 Jazz & Pop Club, Thessaloniki.
 National Committee of the International Music Council, 38 Mitropoleos St., Athens. Tel: 223-302.
 National Section of the International Society for Contemporary Music, 5 Rue Eptanissou, Athens 801.
 Panhellenic Musical Society, 24 Halkokondyli St., Athens.
 Union of Greek Musicians, 38 Mitropoleos St., Athens.
 Union of TV Viewers & Radio Listeners, 57 Panepistimiou St., Athens.

LICENSING ORGANIZATION, MUSIC

A E P I (Societe Hellenique pour la Protection de la Propriete Intellectuelle SA), 14 Delighianni St., Athens 148. Tel: (021) 821-3917, 822-8006. Mng. Dir.: Constantin Macris.

DESIGN & ARTWORK PLATING, PROCESSING & PRESSING PLANT

PRINTER & LITHOGRAPHER

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 251-6429. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.

RECORD PROMOTION

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 251-6429. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.
 Lakis Kleopas Prod'ns, 10 Salamoniou St., Thessaloniki. Tel: (31) 516-493. Telex: 418339. Pres. & Gen. Mgr.: Lakis Kleopas; Sales Mgr.: George Kleopas; Artistic Mgr.: Lefty Kongalides.

TAPE CUSTOM DUPLICATOR PACKAGING & LABELING

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 251-6429. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos. (PKG) Audio: 8-tr., cassette.

● **supplies**

CARTRIDGE & CASSETTE PARTS

Costas Vlassopoulos & Co., 2 Alex. Papanastasiou St., New Fildelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primikyris. Chief product: All 8-tr. & cassette parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Costas Vlassopoulos & Co., 2 Alex. Papanastasiou St., New Fildelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primikyris. Audio: 8-tr. & cassette. Brand name: Intersonic.

JACKETS & SLEEVES LABELS

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 251-6429. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.

TAPE, RAW & BLANK LOADED

Agfa-Gevaert AE, PO Box 17, Stilianou Gonata 16, Athinoplisteri, Tel: 574-2311. Gen. Mgr.: A. Nothdurft; Sales Mgr.: A. Bouboulas. Audio: Blank—cassette, open reel; raw—cassette. Brand names: Agfa Carat, Agfa Ferrocolor, Agfa Stereochrom, Agfa Super Ferro Dynamic, Agfa Videochrom.
 Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 251-6429. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos. Audio: Blank—8-tr. & cassette.

Dr. D.A. Delis AG, Paleologou Benizelou 5, Athens 117. Tel: 325-0301. Telex: 215336. Cable: DELICHIMIK. Chief Exec.: Antonios Fotopoulos; Sales Mgr.: T. Kokkinopoulos. Audio & Video: CASSETTE. Brand name: BASF.
 Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zenon Themelis. (Distributor/Importer/Exporter) Audio: Blank—cassette.
 Magnetic Hellas Ltd., 6-8 Frangon St., Thessaloniki. Audio: 8-tr., cassette, open reel. Brand name: Audio Magnetics.
 Costas Vlassopoulos & Co., 2 Alex. Papanastasiou St., New Fildelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primikyris. Audio: Blank—8-tr. & cassette. Brand name: Intersonic.

● **accessories manufacturers**

Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zenon Themelis. (Distributor/Importer/Exporter) Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers. Kinotexnik OE, 47 Stournara, Athens. Tel: 360-6998. Product: Needles. Brand name: Stanton.
 Spiros Piperakis, 59 Miaouli St., Moscato-Athens 59. Tel: (021) 481-5508. Product: 45 rpm adapters.
 Plomaritis Prod'ns, 3rd September 13, Athens. Tel: (031) 527-472, 821-3918. Cable: MELODY. Pres.: Anthony Plomaritis; Sales Mgr.: Georges Plomaritis. Product: Carrying & storage cases.
 Costas Vlassopoulos & Co., 2 Alex. Papanastasiou St., New Fildelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primikyris. Product: 45 rpm adapters.

GUATEMALA

Population: 6,260,000
 Rate of exchange: \$1 (US) = 1.0 quetzal.
 Per capita income: \$470.
 Holidays: January 1, May 1 (Labor Day), June 30 (Army Day), July 4 (Bank Holiday), July 15, August 15, September 15 (Independence Day), October 12 (Columbus Day), October 20 (Revolution of 1944), November 1, December 8, December 24, 25.
 Records, record blanks & pre-recorded media imported from USA: 1977—\$79,031.

● **record & tape manufacturers / distributors / importers**

Adan, see Dideca.
 Casa Avelar—Grabadora Tikal, 18 Calle 3-59 & 6-61, Zone 1, Guatemala City. Tel: 80-243, 28-545, 81-465. Gen. Mgr.: Salvador Avelar Guerra; Sales Mgr.: Jose Luis Martinez. Labels: (Owned) Leo, Tikal, Xelaju; (licensed) Sasian (Mexico). Int'l reps.: Mexico (Rex), USA (Discolando).
 Dideca (Discos de Centroamerica) (IFPI), Apartado Postal 1792, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 84-976, 510-442, 519-602. Cable: DIDECA. Telex: 5413. Pres.: Roberto Galvez Gutierrez; Admin. Mgr.: Juan Jose Pezzarossi; Gen. Mgr.: Byron Galvez Thompson; Sales Mgr.: Byron Hernandez. Int'l branches: Costa Rica, El Salvador, Musi Centro; Honduras; Nicaragua; Panama, Sonomundi. Labels: (Owned) Adan, Dideca, Eva, Sombbrero; (licensed) ABC (USA), A&M (USA), Oscar Anderle (Argentina), Ariola (Mexico, Spain), Bay Bay (Argentina), CR (USA), CTI/Kudu (USA), Capitol (USA), Caracol (Chile), Chrysalis (UK), Codiscos (Colombia), EMI (UK), EMI-Capitol (Mexico), Falcon (USA), Fantasy (USA), Gamma (Mexico), Guitarra (Mexico), Hispavox (Spain), JCV (Argentina), Melody (Mexico), Movieplay (Spain), Oscar Novo (Argentina), Phonogram (Netherlands), Picaro (El Salvador), Polydor (Germany), Suradisc (Venezuela), United Artists (USA), Virgin (Netherlands), M. Zalberg (Argentina). Int'l reps.: Mexico (Discos y Cintas), USA (Discolando).
 Dila (Discos Latinoamericanos SA), Av. de las Americas 14-15, Zone 14, Guatemala City. Tel: 681-530. Pres.: Augusto Diaz-Duran; Gen. Mgr.: Marco Antonio Garcia; Sales Mgr.: Sylvia de Molina. Labels: (Owned) Dila; (licensed) Alhambra (Spain), Musart (Mexico). Int'l reps.: Argentina (Cordobesa), Colombia (Codiscos), Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), USA (Record Dists. of America).
 Discos Centroamericanos SA, see Dideca.
 Discos de Centroamerica, see Dideca.
 Discos Latinoamericanos SA, see Dila.
 Distribuidora Guatemalteca de Discos SA, 4 Ave. 13-25, Zone 9, Guatemala City. Tel: 31-65-64. Pres.: Eduardo Soto; Gen. Mgr.: Arnold Calvo. Home office: Costa Rica, Indica (see for labels). Int'l rep.: Worldwide (CBS).
 Eva, see Dideca.
 Indica, see Distribuidora Guatemalteca.
 Leo, see Casa Avelar.

Musical Inc. M. & R. Wunderlich, 13 Calle 9-62, Zone 1, Guatemala City. Tel: 29-645. Cable: MUSICAL. Telex: 5485. (Importer) Sombbrero, see Dideca. Tikal, see Casa Avelar. Xelaju, see Casa Avelar.

● **music publishers**

Dimasi, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519602. Cable: DIDECA. Telex: 5413. Gen. Mgr.: Otto Schwarz; Gen. Mgr.: Blanca Avila.
 Maya Musical SA, Av. de las Americas 14-15, Zone 14, Guatemala City. Tel: 681-530. Pres.: Augusto Diaz-Duran; Gen. Mgr.: Luis Estrada Roy. Int'l firms represented: ABC Dunhill (USA), Acapulco (Mexico), American Broadcasting (USA), Brambila (Mexico), Discorama (Spain), Edimusa (Mexico), Estrella (Mexico), Fermata (Brazil), Hnos. Marquez (Mexico), Morning (Canada), Prodemus (Colombia), Sadram (Ecuador). Int'l reps.: Colombia (Prodemus), Ecuador (Sadram), Mexico (Edimusa).

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A G A Y C (Asociacion Guatemalteca de Autores & Compositores), 14 Calle 11-42, Zone 1, Guatemala City. Tel: 84-921-251.

DESIGN & ARTWORK PRINTER & LITHOGRAPHER PLATING, PROCESSING & PRESSING PLANT

Discos de Centroamerica SA, Apdo. 1792, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519602, 84976, 510442. Cable: DIDECA. Telex: 5413. Gen. Mgr.: Byron Galvez Thompson; Sales Mgr.: Byron Hernandez.

TAPE CUSTOM DUPLICATOR

Discos de Centroamerica SA, Apdo. 1792, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519602, 84976, 510442. Cable: DIDECA. Telex: 5413. Gen. Mgr.: Byron Galvez Thompson; Sales Mgr.: Byron Hernandez. Audio: Cassette.

HONG KONG

Population: 4,440,000
 Rate of exchange: \$1 (US) = 5.16 Hong Kong dollars.
 Per capita income: \$1300.
 Holidays: January 1, Chinese New Year, April (Queen's Birthday), Mid-Autumn Festival & Christian holidays.
 Records, record blanks & pre-recorded media imported from USA: 1977—\$525,542.

● **record & tape manufacturers / distributors / importers**

Ace of Clubs, see Decca.
 Ace of Diamonds, see Decca.
 Amo Rec. Corp. (IFPI), PO Box 95170, Tsim Sha Tsui Sta., 68 Waterloo Rd., Flat A-1, Kowloon. Tel: (3) 039847. Gen. Mgr.: Paul Leung. Labels: (Owned) Amo, Kinder, Musa.
 Angel, see EMI.
 Archiv, see Polydor.
 Argo, see Decca.
 Baal Recs., Imperial Bldg., 2nd fl., 58 Canton Rd., Tsim Sha Tsui, Kowloon. Tel: 682168. Labels: (Owned) Baal, Best of Everything; (licensed) ABC, H&L (both USA).
 Beltona, see Decca.
 Best of Everything, see Baal.
 Capitol, see EMI.
 Chapter One, see Decca.
 Columbia, see EMI.
 Cosdel (Hong Kong) Ltd. (IFPI), PO Box 2650, Central Sta., 1309-1310 Champion Bldg., 301-9 Nathan/Jordan Rd., Kowloon. Tel: (3) 302347. Cable: HKCOLTEK. Mng. Dirs.: Kenneth L. Cole, T.K. Whang; Dir. & Sales Mgr.: Robert Wong. Reg'l branch: Singapore. Labels: (Licensed) Bethlehem (USA), Colgems (USA), Flying Dutchman (USA), Gem Tobby (USA), Grunt (USA), Hologram (USA), Millennium (USA), Phantom (USA), RCA group (USA), Roadshow (USA), Sigla (USA), Tabu (USA), Tattoo (USA), Tortoise Int'l (USA); distributed—not licensed Pickwick (UK).
 Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong. Tel: (5) 237845, 249534. Mng. Dir.: Tung Lau. Labels: (Owned) Crown, Eagle; (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, Chapter One, Decca, Deram, Eclipse, Emerald, Greenwich, Gull, Headline, London, London Globe, L'Oiseau Lyre, Nova, Qualiton, Rex, Threshold, Vocalion, Vox, York; (represented) All Platinum (USA).

Biograph (USA), Boot (USA), Capri (France), Coccinelle Varieties (France), Cynda (USA), Ember (UK), Horoscope (USA), London/AOA (USA), Maple (USA), O'Be (USA), Pye (UK), Spiral (UK), Stang (USA), Summus (USA), Sonet (UK), Sydney Thompson (UK), Turbo (USA), Vega (France).

Int'l reps.: Ceylon (Lewis Brown), China (Linfair), India (Gramophone), Japan (King), Korea (Sung Eum), Pakistan (EMI), Philippines (Super), Thailand (Kinex).

Deram, see Decca.

Diamond, see Polydor.

Double Up, see EMI.

EMI (Hong Kong) Ltd. (IFPI), 11 Fa Po St., Yau Yat Tsuen, Kowloon, Tel: (3) 810321. Cable: EMITRON. Tel: 63512. Mng. Dir.: Neil Sarfield, Creative Dir.: K.K. Wong; Mktg. Mgr.: Joe Chen, Sales Mgr.: Joseph Koo. **Labels: (Owned)** Angel, Capitol, Columbia (UK), Double Up, EMI, Encore, HMV, Harvest, (MFP) Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Phoenix, Regal, Regal Zonophone, Sounds Superb, Starline, Talisman, United Artists, Waverley, (represented) Arista (USA), Bronze (UK), Disneyland (USA), Island (UK), MAM (UK), Magnet (UK), Motown (USA), Private Stock (USA), RAK (UK).

Eagle, see Crown.

Eclipse, see Decca.

Emerald, see Decca.

Encore, see EMI.

Fontana, see Polydor.

Greenwich, see Decca.

Gull, see Decca.

H K, see Studer-Revox.

H M V, see EMI.

Harvest, see EMI.

Headline, see Decca.

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., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon, Tel: (3) 02-52-51. Mng. Dir.: Klaus Heymann. (Distributor for Studer-Revox)

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).

Kinder, see Amo.

London, see Decca.

London Globe, see Decca.

M F P (Music For Pleasure), see EMI.

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).

Musa, see Amo.

Nova, see Decca.

Odeon, see EMI.

L'Oiseau Lyre, see Decca.

One Up, see EMI.

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, DG, 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.

Regal Zonophone, see EMI.

Rev, see Decca.

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) AVI (USA), Alshire (USA), Barclay (France), Can't Stop Prod'ns (USA), Casablanca (USA), Chocolate City (USA), Egg (France), Elastic (Singapore), Prelude (USA), Transatlantic (UK), Vogue (France).

Sounds Superb, see EMI.

Starline, see EMI.

Studer-Revox (Hong Kong) Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon, Tel: (3) 02-52-51. Cable: REVOXSOUND. Mng. Dir.: Klaus Heymann; Gen. Mgr.: John D. Bishop; Sales Mgr.: Thomas Yeung. (Distributed by Hong Kong Recs.)

Labels: (Owned) HK, (licensed) Ariola/Eurodisc (Germany, UK, USA), Chrysalis (UK), Cream/Hi (USA), DJM (UK), Europa (Germany), Fantasy (USA), Hungaroton (Hungary), Intercord (Germany), Supraphon (Czechoslovakia), Turnabout (USA), Virgin (UK), Vox (USA); (distributed—not licensed) Erato (France), Hispavox (Spain), Inner City (USA), Melodiya (USSR), Rediffusion (UK), Sonet (UK), Unicorn (Germany).

Int'l reps.: EEC except UK (Ariola/Eurodisc), Japan (Victor), UK (RCA), USA (RCA).

Talisman, see EMI.

Threshold, see Decca.

United Artists, see EMI.

Vertigo, see Polydor.

Verve, see Polydor.

Vocalion, see Decca.

Vox, see Decca.

Watermelon Prod'ns, 70 Conduit Rd., Flat 1C, Hong Kong, Tel: (5) 451719. (Distributor/Importer)

Waverley, see EMI.

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).

EMI Music Publ'g (S.E. Asia) Ltd., 11 Fa Po St., Yau Yat Tsuen, Kowloon, Tel: (3) 805373/5. Cable: EMIMUS. Telex: 63512. Dir. & Gen. Mgr.: Josephine Lau.

Reg'l branches: Malaysia, Singapore.

Int'l firms represented: ABC/Dunhill (USA), ATV (UK), Admont (USA), J. Albert & Son (Australia), Alchemical (USA), Alfa (Japan), American Broadcasting (USA), Ardmore & Beechwood (UK), Arrgee (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), Copyright Service Bureau (USA), Cream (USA), Spencer Davis (UK), Doors (USA), The Dreamers (UK), Dwarf (UK), EMI Music (UK), Early Morning (Canada), Edwardson (UK), Essex (Australia), B. Feldman (UK), Francis Day & Hunter group including Robbins & Donna (UK), Robin Gibb (UK), Golden Egg (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), Razzle (Australia), Red Bus (UK), Rondor (USA), Cyril Shane (UK), Shillelagh (USA), Swardager (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.

TAPE CUSTOM DUPLICATORS

Crown Rec. Co., 34A Kennedy Rd., 7th fl., Hong Kong, Tel: (5) 237845. Mng. Dir.: Tung Lau.
Audio: Cassette.

● supplies

CARTRIDGE & CASSETTE PARTS

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong, Tel: (5) 254527. Telex: 83583.

Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong, Tel: (5) 23-29-72. Mgr.: G.K. Lau.

Audio: Cassette.

EMPTY CARTRIDGES, CASSETTES & REELS

Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong, Tel: (5) 23-29-72. Mgr.: G.K. Lau.

Audio: Cassette.

TAPE, RAW & BLANK LOADED

Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong, Tel: (5) 237845.

Audio: Cassette.

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong, Tel: (5) 254527. Telex: 83583.

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

Video: ½" EIAJ open reel.

Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., Cheung Lee St., Chai Wan, Tel: (5) 572282. Telex: 85938. Dir.: Terrance Ma. (Blank only)

Home office: USA.

Audio: Cassette.

Jebson & 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

Phoenix Audio Ltd., Tung Sun Commercial Centre, 200 Lockhart Rd., Hong Kong, Tel: (5) 74-72-99. Cable: PHNIXAUDIO. Telex: 65855.

Brand name: Agfa Gevaert.

Studer-Revox (HK) Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon, Tel: (3) 02-52-51. Cable: REVOXSOUND.

Mng. Dir.: Klaus H. Heymann; Gen. Mgr.: John D. Bishop; Sales Mgr.: David Ling; Service Mgr.: Peter Ling. (Raw only)

Audio: Open reel.

Brand name: Revox.

Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong, Tel: (5) 23-29-72. Mgr.: G.K. Lau. (Blank only)

Audio: Cassette.

Brand name: Aria.

TAPE DUPLICATING & PROCESSING EQUIPMENT PROFESSIONAL TAPE SUPPLIES

Phoenix Audio Ltd., Tung Sun Commercial Centre, 200 Lockhart Rd., Hong Kong, Tel: (5) 74-72-99. Cable: PHNIXAUDIO. Telex: 65855.

Audio: Infonics duplicators.

● accessories manufacturers

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong, Tel: (5) 254527. 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.: Terrance Ma.

Home office: USA

Product: Cleaners, cloths & brushes, head cleaners

Studer-Revox (HK) Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon, Tel: (3) 02-52-51. Cable: REVOXSOUND.

Mng. Dir.: Klaus H. Heymann; Gen. Mgr.: John D. Bishop; Sales Mgr.: David Ling; Service Mgr.: Peter Ling.

Product: Cleaners, cloths & brushes, head cleaners & demagnetizers, leader & splicing tape.

Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong, Tel: (5) 23-29-72. Mgr.: G.K. Lau.

Product: Tape carrying & storage cases, cleaners, cloths, & brushes, head cleaners & demagnetizers, leader tape.

● store fixtures & merchandising aids manufacturers

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong, Tel: (5) 254527. 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: HKCOLTEK. Mng. Dirs.: Kenneth L. Cole, T.K. Whang; Dir. & Sales Mgr.: Robert Wong.

Brand name: Wurlitzer (Germany)

HUNGARY

Population: 10,500,000
Rate of exchange: \$1 (US) = 18.94 forints.
Per capita income: \$2,040
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 1978—3,548,000 units, \$14,876,700; 1977—3,759,000 units, \$15,557,900. EP's & Singles

1978—1,556,000 units, \$2,042,500; 1977—1,689,000 units, \$2,326,840

Records imported from USA (factory value—CIF): 1978—300 units, \$1,060; 1977—280 units, \$94.

Records exported to USA (factory value—FOB): 1978—162,392 units, \$302,518; 1977—49,800 units, \$64,850.

Records imported from countries other than USA (factory value—CIF): 1978—1,005,000 units, \$3,235,000; 1977—1,276,148 units, \$1,910,000.

Records exported to countries other than USA (factory value—FOB): 1978—1,264,602 units, \$1,967,916; 1977—1,024,000 units, \$1,573,300.

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):

tail value): Cassette 1978—236,000 units, \$1,505,200; 1977—241,000 units, \$1,594,390.
Pre-recorded tape exported to USA (factory value—FOB): 1978—4,317 units, \$8,893; 1977—1,530 units, \$3,200.
Pre-recorded tape imported from countries other than USA (factory value—CIF): 1978—20,000 units, \$76,200; 1977—18,000 units, \$69,150.
Pre-recorded tape exported to countries other than USA (factory value—FOB): 1978—10,100 units, \$22,200; 1977—3,210 units, \$6,742.
Average retail price per tape: Cassette—\$7.50.

RADIO STATIONS

No. of AM 2; no. of FM 1 (all government).
Comment: AM and FM are relayed through an FM network of 28 outlets.

TELEVISION STATIONS:

No. of government channels 2 (40% SECAM color).
Comment: Many serials are of German (both the Federal and Democratic Republics), British and French origin. News, commentary, politics, and specials are presented. In addition, many sports are offered, with football (soccer) being the most preferred.

IMPORT/EXPORT REGULATIONS:

Records and pre-recorded cassettes can be exported and imported only by Kultura—Hungarian Foreign Trading Co., which has exclusive rights.

MARKET ANALYSIS

Since Hungaroton has its own factory/galvanoplant, printing plant, printing shop, etc., the demand for records has been increasing. A new development during the past year has been the receiving of royalties by performing artists for records sold.
 Tourists traveling to Hungary can import five LP's per person. When sending records as a gift, one LP can be sent duty free; for two records the duty is \$7.50 (150 florints), and for the maximum of five that can be sent, the duty is \$15 (300 florints).

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. Wiszkidenszky.
Labels: (Distributed) Hungaroton, Pepita, Qualiton; (Licensed) Decca (UK), EMI (UK), Philips (Netherlands), Polydor (Germany).
Int'l reps.: Argentina (Fonema), Australia (Avant Garde, Read & Co.), Austria (Libro-Disco), Belgium (Baltic), Canada (Alexander Trading), Denmark (Record), 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. Libanaise), Mexico (Gamma), Netherlands (Sound Prods.), Spain (Hispa-vox), 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 (Hofmeister), 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 (Broekmans & 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. Cable: EDITIOMUSICA. Mng. Dir.: Laszlo Sarlos.
Int'l firms represented: Boosey & Hawkes (UK), Ricordi (Italy).
Int'l reps.: Canada, France, Germany, Sweden, UK, USA (all Boosey & Hawkes), Austria (Universal), Finland (Fazer), Italy (Ricordi), Netherlands (Broekmans & van Poppel), Spain (Real), Switzerland (Eulenburg).

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Budapesti Zenei Versenyek es Festivalok Irodaja (Budapest Office of Music Competitions & Festivals, Office of Bartok 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 Bartok 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 Alajja (Artistic Foundation of the Hungarian Peoples Republic), Bathori utca 10, Budapest V. Chief Musical Section Vice Dir.: Paul Gyongy.
 Magyar Zenemuveszek Szovetsége (Association of Hungarian Musicians), Vorosmarty ter 1, H-1364 Budapest V. Tel: 184-243. Cable: MUSICUNION. Sec'y Gen.: Istvan Lang.
 O R I (Orszagos Rendezo Iroda—Hungarian Nat'l Mgmt. of Light Music), Vorosmarty ter 1, H-1815 Budapest. Tel: 176-353. Telex: 224121. Gen. Mgr.: Gyorgy Bali.
 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. Wiszkidenszky. (SEE ADVERTISEMENT)

LICENSING ORGANIZATIONS, MUSIC

Artisjus (Bureau Hongrois pour la Protection des Droits d'Auteur), Vorosmarty ter 1, H-1051 Budapest. Tel: (0361) 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. Wiszkidenszky. (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. Wiszkidenszky. (SEE ADVERTISEMENT)

● **supplies**

ENVELOPES & MAILERS JACKETS & SLEEVES

Kultura—Hungarian Foreign Trading Co., PO Box 149, H-

YOUR MUSICAL GUIDE FROM HUNGARY:

HUNGAROTON

Beside the classical repertoire in the interpretation of talented new names, we can offer many **World Premiere Recordings** to music fans collecting unique releases. Looking through the Hungaroton catalogue you will come across quite a few releases that you cannot find in any other catalogue.

General distributor:

Kultura Hungarian Foreign Trading Company
 H-1389 Budapest,
 P.O. Box 149, Hungary

Represented in the U.S.A. by
 Qualiton Records, Ltd.
 39-28 Crescent Street,
 Long Island City, N.Y. 11101



1389 Budapest 62. Tel: 159-450 Telex: 22-4441. Music Dept. Mng. Dir. Jozsef Meszaros; Export/Import Mgr. Mrs. Wiszkidenszky. (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. Records, record blanks & pre-recorded media imported from USA: 1977—\$168,014.

● **record & tape manufacturers / distributors / importers**

Boka og Bladautgavan, Hatuní 2, Reykjavik. Falkinn Ltd. (IFPI), PO Box 5420, Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70. Telex 2078. Labels: (Distributed—not licensed) A&M (UK), Atlantic (UK), B&C (UK), Chrysalis (UK), DJM (UK), Decca (UK), EMI (UK), Elektra (UK), Island (UK), Polydor (Germany, UK), RCA (UK), Teldec (Germany), Warner Bros. (UK). Geimsteinn HF, Skolavog 12, 230 Keflavik. Tel: (92) 27 17. Hijodfaerhaus Reikjaurkur HF., Laufavegi 96, Reykjavik. Tel: (91) 1 36 56. (Importer) Radio Budin HF, Klapparstig 26, Reykjavik. (Distributor / Importer) Stal Ltd. (IFPI), PO Box 5420, Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70. Cable: STALCO. Labels: (Distributed—not licensed) CBS (UK), Epic (UK), Fontana (Netherlands, UK), Mercury (Netherlands, UK), Philips (UK, Netherlands), WWA (UK), Vertigo (Netherlands, UK).

● **music publisher**

Geimsteinn HF, Skolavog 12, 230 Keflavik. Tel: (92) 27 17.

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Iceland Div. of Int'l Federation of the Phonographic Inds. (IFPI), Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70. Icelandic Composers Society (Tonksaldafelag Islands), Laufasvegur 40, Reykjavik. Tel: (91) 1 61 73. Iceland Music Information Center, Laufasvegur 40, Reykjavik. Tel: (91) 2 11 85. Society of Icelandic Musical Artists (Felag islenzkra tonlistarmanna), Skolagerdi 47, Kopavogi. Tel: 4 17 40.

LICENSING ORGANIZATION, MUSIC

S T E F (Samband Tonkslada og Eigenda Flutningsrettar), Laufasvegur 40, Reykjavik.

● **accessories manufacturers**

Falkinn Ltd., Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70. Telex: 2078. Product: Carrying & storage cases, catalog servs., cleaners, cloths, brushes, 45 rpm adapters, needles, leader & splicing tape. E. Farestreet & Co. H.S., Bergstadastreti 10, Reykjavik. Tel: 21565. Product: Needles. Brand name: Pickering.

● **store fixtures & merchandising aids manufacturer**

Falkinn Ltd., Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70. Telex: 2078. Product: Browser boxes, display racks, divider cards.

INDIA

Population: 610,080,000. Rate of exchange: \$1 (US) = 7.92 rupees. Per capita income: \$136.

Billboard 1979-1980 International Buyer's Guide

Holidays: January 1, January 26 (Republic Day), August 15 (Independence Day), October 2 (Mahatma Gandhi's Birthday), December 25.

Records exported to USA: LP's 1978—77,414 units. Singles, EP's & blanks 1978—41,892 units.

● **record & tape manufacturers / distributors / importers**

Angel, see The Gramophone Co. Archiv, see Polydor. Capitol, see The Gramophone Co. Columbia, see The Gramophone Co. D G, see Polydor. Fontana, see Polydor. The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431/4163. Cable: EMITRON. Telex (021) 7007 Mng. Dir. Anil Sud; Sales Mgr. M.A. Rafique; Nat'l A&R & Gen. Mgr. V.K. Dubey; Mktg & Promo Mgr. P.K. Banerjee; Export Mgr. G. Vijayakumar; Rec'g, Copyright & Royalties Mgr. T.P. Roy Choudhury. Local branch: 2 Ripon St. Branches: Bombay, Calcutta, Delhi, Gauhati, Kanpur, Madras. Labels: (Owned) Angel, Capitol, Columbia, HMV, Odeon, Regal, (licensed) A&M (USA), Bronze (UK), Decca (UK), Island (UK), Motown (USA), Pye (UK), RCA (USA), United Artists (USA), WEA (USA).

H M V, see The Gramophone Co. Karussell, see Polydor. M G M, see Polydor. Mercury, see Polydor. Odeon, see The Gramophone Co. Phipps, see Polydor. Polydor of India Ltd. (IFPI), Sterling Centre, 16/2 Dr. Annie Besant Rd., Worli, Bombay 400018. Tel: 39-5995, 37-9556, 37-6645. Mng. Dir. S.A. Patel; Mktg. & Sales Mgr. V.J. Lazarus. Home office: Germany. Labels: (Owned) Archiv, DG, Fontana, Karussell, MGM, Mercury, Phipps, Polydor, Vertigo, Verve, (represented) BBC, GTO, Hispavox, Jet, Kolob, Metro, Pablo, RSO, Ring-O', State, Track. Regal, see The Gramophone Co. Vertigo, see Polydor. Verve, see Polydor.

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

The Madras Musical Ass'n, PO Box 1412, 53 Sir Thyagaraya Rd., T. Nagar, Madras 600017.

DESIGN & ARTWORK PLATING, PROCESSING & PRESSING PLANT

The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRON. Telex: (021) 7007 Mng. Dir. Anil Sud; Sales Mgr. M.A. Rafique.

TAPE CUSTOM DUPLICATOR

The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRON. Telex: (021) 7007 Mng. Dir. Anil Sud; Sales Mgr. M.A. Rafique. Audio: 8-tr., cassette.

● **supplies**

CARTRIDGE & CASSETTE PARTS

Vimal Ents. Ltd., 64 Industrial Estate, Umbergaon, Gujarat 396171. Tel: 342,234,338. Exec. Dir.: P.G. Sutaria; Gen. Mgr. J.M. Raja; Sales Mgr.: Mrs. R.V. Shah; Tech. Exec. M. Sajjad. Audio: Cassette. Brand name: Yogesh.

EMPTY CARTRIDGES, CASSETTES & REELS

Vimal Ents. Ltd., 64 Industrial Estate, Umbergaon, Gujarat 396171. Tel: 342,234,338. Exec. Dir. P.G. Sutaria; Gen. Mgr. J.M. Raja; Sales Mgr. Mrs. R.V. Shah; Tech. Exec. M. Sajjad. Audio: Cassettes, reels. Brand names: Vimaltape, Yogesh.

JACKETS & SLEEVES

Vimal Ents. Ltd., 64 Industrial Estate, Umbergaon, Gujarat 396171. Tel: 342,234,338. Exec. Dir. P.G. Sutaria; Gen. Mgr. J.M. Raja; Sales Mgr. Mrs. R.V. Shah; Tech. Exec. M. Sajjad.

TAPE, RAW & BLANK LOADED

B A S F India Ltd., PO Box 19108, Maybaker House, Sudam Kalu Ahire Marg, Bombay 400025. Tel: 463-703. Cable: BASFINDIA. Telex: (011) 2538, 6223. Sales Mgr.: H. E. Kizelbash. Audio & Video: Cassette, open reel. Vimal Ents. Ltd., 64 Industrial Estate, Umbergaon, Gujarat 396171. Tel: 342,234,338. Exec. Dir. P.G. Sutaria; Gen. Mgr. J.M. Raja; Sales Mgr. Mrs. R.V. Shah; Tech. Exec. M. Sajjad. Audio: Cassette, open reel. Brand name: Vimaltape.

TAPE DUPLICATING & PROCESSING EQUIPMENT

B A S F India Ltd., PO Box 19108, Maybaker House, Sudam Kalu Ahire Marg, Bombay 400025. Tel: 463-703. Cable: BASFINDIA. Telex: (011) 2538, 6223. Sales Mgr. H. E. Kizelbash. Audio: Pancakes.

● **accessories manufacturer**

The Gramophone Co. of India Ltd., PO Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431/4163. Cable: EMITRON. Telex: (021) 7007 Mng. Dir. Anil Sud; Sales Mgr. M.A. Rafique. Product: Record catalog servs., needles.

IRELAND

Population: 3,192,000. Rate of exchange: \$2 07 (US) = 1 pound. Per capita income: \$1 131. Holidays: January 1, March 17 (St. Patrick's Day), Good Friday, Easter Monday, First Mondays in June & August, Last Monday in October, December 25, 26.

RECORDS:

Records, record blanks & pre-recorded media imported from USA: 1977—\$66,518. Records exported to USA: 1977—55,293 units, \$110,723; 1976—46,439 units, \$91,791. Average retail price per record: LP's \$6.37; singles \$1.55. Stereo sales: 97% of total. Quadraphonic sales: 2%. Record club sales: Minimal. Type of distribution: Manufacturer-to-wholesaler-to-retailer predominates. There are two rack jobbers. Type of promotion: Mainly radio and to a much lesser extent, television. There are weekly, fortnightly and monthly magazines.

TAPE:

Market: 8-tr. is rapidly losing popularity, cassettes outselling them by 9 to 1. Tape sales account for about 40% of the industry. In rural areas tape exceeds record sales. Average retail price per tape: 8-tr. & cassette—\$6.68.

RADIO & TELEVISION STATIONS:

There is only one government-operated commercial radio and television station, but there are many pirate radio stations which continue on the air because of legal loopholes.

IMPORT / EXPORT REGULATIONS:

There is a 40% VAT rate, payable at the point of import on the CIF value (30% of which is irrecoverable). For non-members of the EEC there is an additional duty of 10% which is levied before VAT and on which VAT is also payable. Ken Stewart

● **record & tape manufacturers / distributors / importers**

A R A, see EMI. Archiv, see Polydor. Avoca Musical Inds. Inc., Upper Market St., Ennis, County Clare. Tel: Ennis 21644. Dir.: Sylvester Keane. Int'l branch: USA. Labels: (Owned) Avoca, Blarney Castle, IMI. Blackbird, see CBS. Blarney Castle, see Avoca. Bonus, see Irish Rec. Factors. C B S Recs (IFPI), 111 Cork St., Dublin 8, Tel: 780-133/375 / 673. Gen. Mgr. David E. Duke; Sales Mgr. Jackie Hayden. Labels: (Owned) CBS, Embassy, Epic, Harmony; (distributed—not licensed) ABC, A&M, Anchor, Blackbird (Ireland), CMR (Ireland), DJM, ID / Heritage (Ireland), Island, Jet, Mulligan (Ireland), Shanachie, Virgin. C M R Ltd., Carrick Rd., Drumshanbo, Co. Leitrim, Tel: Drumshanbo 13, Dublin 174229. Dir. Paschal C. Mooney; Gen. Mgr. & Dir. Done Cassidy. Labels: (Owned) CMR; (licensed) RK (UK). Capitol, see EMI. Chyme Music Ltd., John F. Kennedy Dr., Dublin 12. Tel: 514-044, 505-773. Chief Exec. Robert McGrattan; Gen. Mgr.: Patrick Trundle; Sales Mgr. Vincent Smialek. Int'l reps.: Germany (Membran), Netherlands (Sound Prods.), Northern Ireland (Outlet), UK (Spartan). Claddagh Recs. Ltd. (IFPI), Dame House, Dame St., Dublin 2. Tel: 778-034/943. Chm.: Garech Browne; Gen. Mgr.: Patricia Pretty. Labels: (Owned) Claddagh; (distributed—not licensed) Tara. Int'l rep.: Worldwide except Ireland (CBS). Classics for Pleasure, see EMI. Columbia, see EMI. Comhallas, see Irish Rec. Factors & Hawk. D G, see Polydor. Demesne Rec. Co. Ltd. (IFPI), 22 Ellis Quay, Dublin 7. Tel: (01) 720-411. Chm. John M. Walsh; Mng. Dir. & Gen. Mgr.: Patrick O'Neill; Dir. & Sales Mgr.: Anthony McEvoy. (Distributor / Importer) Labels: (Licensed) Pickwick (UK); (distributed—not li-

censed) CBS, Claddagh, Denver, Dolphin, EMI, Heritage, Philips (UK), RCA (UK), Release, WEA (UK).
 Dirty Nellys, see Dolphin.
 Dolphin Traders Ltd. (IFPI), 97-A Talbot St., Dublin 1. Tel: 777-788. Chm. & Dir.: Joseph P. O'Reilly; Dir. & Gen. Mgr. Brian J. Barker.
Labels: (Owned) Dirty Nellys, Dolphin, Spire, Triskel; **(distributed—not licensed)** Avoca
 Int'l reps.: Canada (Boot), France (Nevez Diffusion), UK (Outlet in Northern Ireland, I&B), USA (Release).

Double Up, see EMI.

EMI (Ireland) Ltd. (IFPI), Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: (01) 309-077. Cable: EMITRON. Telex: 4535. Mng. Dir.: Brian Dockery; Sales Mgr.: John Condren; Comm'l Mgr.: Michael F. Roberts; Finance Mgr.: Terry O'Rourke.
Labels: (Owned) Capitol, Classics for Pleasure, Columbia, Double Up, EMI, EMI Int'l, Fantasy, HMV, Harvest, Music for Pleasure, One Up, Parlophone, Regal Zonophone, Sovereign, Starline, Stateside, Talisman, Waverley, World, **(licensed)** Ariola America, Arista/Bell, Big Bear, Bronze, Hitsville, Liberty, MAM, MCA-Coral, MCF, Motown, Mowest, Oyster, Prudential, Private Stock, Purple, RAK, Rare Earth, Retreat, Rocket, Sunset, United Artists, **(distributed—not licensed)** ARA, Claddagh, Dolphin, Outlet/Homespun, Shamrock.

EMI Int'l, see EMI.

Embassy, see CBS.

Emerald, see Solomon & Peres & Irish Rec. Factors.

Epic, see CBS.

Fantasy, see EMI.

Fontana, see Polydor.

Gael-Linn, 54 Sraid Grafton, Dublin 2. Tel: 776-624.

Globe, see Irish Rec. Factors.

H M V, see EMI.

Harmony, see CBS.

Harp, see Shamrock.

Harvest, see EMI.

Hawk Recs. (IFPI), IMS House, 5/6 Lombard St., Dublin 2. Tel: (01) 774-229/220, 779-762. Mng. Dir.: Brian Molloy; Gen. Mgr.: Marcus Connaughton.

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. (IFPI), 66 Dartmouth Square, Dublin 6. Tel: (01) 689-366. Chief Exec.: Jim Slye; Gen. Mgr.: Angela Caffrey.

Int'l rep.: Worldwide (Phonogram) excluding Ireland.

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, Topspin.

Irish Rec. Factors Ltd. (IFPI), PO Box 377, 9/10 Hanover St. E., Dublin 2. Tel: (01) 784-755. Cable: IRECFACFS. Gen. Mgr.: Michael H. Geoghegan; Promo. Mgr.: Phyl Mitton.

Labels: (Owned) Rex; **(licensed)** Free Reed (UK), Rego (USA), Supraphon (Czechoslovakia); **(distributed)** Berserker (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'Orseau Lyre, Qualiton, RCA, Reflection, Rockfield, Rubber, Spoken Arts, Threshold, Topic, Trojan, Turnabout, Unicorn, Viva, Vocalion, 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, Pyc, RSO, Ring-O, Sire, Spark, State, Stax, Tangent, Track, 20th Century, UK, Vanguard, Volcan, **(distributed—not licensed)** Precision, Ram.

Precision, see Polydor.

Puck, see Hawk.

Quartz Recs., 20 Shielmartin Dr., Sutton, Dublin 13. Tel:

(01) 325-437. Mng. Dir.: Jerry Hughes; Gen. Mgr.: Pete St. John; Sales Mgr.: Pat Reilly.

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 Clerkin; Gen. Mgr.: Michael O'Riordan.

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.

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)** Arade, 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 Ents. Ltd., 5 Tara St., Dublin 2. Tel: (01) 776-921, 771-650. Mng. Dir.: John Cook.

Labels: (Owned) Tara; **(distributed—not licensed)** Shanachie (USA)

Int'l reps.: Germany (Eulenspiegel), UK (I&B), USA (Rounder, Shanachie).

Target, see Hawk.

Ton, see Irish Rec. Factors.

Topspin, see Independent Music.

Triskel, see Dolphin.

Vertigo, see Polydor.

Verve, see Polydor.

Waverley, see EMI.

World, see EMI.

● music publishers

Celtic Songs, 97A Talbot St., Dublin 1. Tel: 777-788. Mng. Dir.: Brian J. Barker; Gen. Mgr.: Maureen McNamee.

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 (Loeds), France (Nouvelles, OK), South Africa (Intersong), Odyssey (USA).

Emitune, 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 Clerkin; 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., Drumshanbo, County Leitrim. Tel: Drumshanbo 13, Dublin 305118. 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.

Mild Music, 5 Tara St., Dublin 2. Tel: (01) 776-921, 771-650. Mng. Dir.: John Cook.

Music Publ'rs of Ireland, 39 Serpentine Ave., Dublin 4. Tel: 683638. Mng. Dir.: Philip Green.

Pintz Music, see Sally Ann.

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.

Saint Music, see Sally Ann.

Sally Ann Songs, 5/6 Lombard St., Dublin 2. Tel: (01) 779-046. Mng. Dir.: Jerry Hughes; Gen. Mgr.: Pete St. John.

Int'l rep.: USA (Tony Dirizziano)

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. Gen. Mgr.: Marcus Connaughton.

Int'l firms represented: Amphonic (UK), Harner (Spain), Kleinerts (Denmark).
 Int'l reps.: Denmark (Kleinerts), Spain (Harner).

Woodtown Music Publ'ns 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 O'Riordan.

Music Ass'n of Ireland Ltd., 11 Suffolk St., Dublin 2. Tel: (01) 770-976. Chm.: Pat O'Kelly; Organizer: Eoin Garrett.

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'n's Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 505-773, 514-044. Cable: DISCXTAPE. Telex: 30544. Mng. Dir.: Robert McGrattan; Gen. Mgr.: Patrick Trundle; Sales Mgr.: Vincent Smialek.

EMI (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)

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.

RECORD PROMOTION

EMI (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.

Hughes Int'l Mgmt. Ltd., 5/6 Lombard St., Dublin 2. Tel: (01) 779-046. Mng. Dir.: Jerry Hughes; Gen. Mgr.: Pete St. John; Sales Mgr.: Pat Reilly.

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. Chief Exec.: Joseph P. O'Reilly; Gen. Mgr.: Maureen McNamee; Sales Mgr.: Peter Doyle.

Audio: Cassette.

Carlton Prod'n's Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 505-773, 514-044. Cable: DISCXTAPE. Telex: 30544. Mng. Dir.: Robert McGrattan; Gen. Mgr.: Patrick Trundle; Sales Mgr.: Vincent Smialek.

Audio: 8-tr., cassette.

EMI (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

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) 214-011. Cable: DECO. Telex: 5277. Gen. Mgr.: Mervyn Groves. (Raw & blank loaded tape only)

Audio: Cassette, open reel.
 Video: Blank—1" open reel, ¾" cassette, VCR.

Brand name: BASF.

Contek Teoranta, Carraroe, County Galway. Tel: Galway 72144. Mng. Dir.: Joe Jamieson.

Branch: England.
 Audio: Cassette.

● accessories
 manufacturers / importers

Contek Teoranta, Carraroe, County Galway. Tel: Galway 72144. Mng. Dir.: Joe Jamieson.

Branch: England.
 Product: Head cleaners & demagnetizers, leader & splicing tape.

Demmes Recs. Ltd., 22 Ellis Quay, Dublin 7. Tel: (01) 720-411. (Distributor/Importer)

Product: Tape carrying & storage cases.

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.

Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

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Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

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.

ISRAEL

Population: 3,540,000.
 Rate of exchange: \$1 (US) = 25.45 pounds.
 Per capita income: \$3,038.
 Holidays: April 23 (Independence Day), Rosh Hashanah, Yom Kippur, Succoth.
Records, record blanks & pre-recorded media imported from USA: 1977—\$208,524.
Records exported to USA: 1977—56,939 units, \$131,720.

● record & tape manufacturers / distributors / importers

Amir, see Isradisc.
 Arton, see Hed Arzi.
 C B S Recs. Ltd. (IFPI), PO Box 681, Tel Aviv 61000; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972 3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. & A&R Dir.: Shirley Schmidt; Classical A&R & Copyright Dir.: Ran Kedar; Mktg. Dir.: Alan Feinberg; Int'l Serv. Co-ord.: Jennifer Aruch; Mtg. & Warehousing Dir.: Daniel Yadin.
Reg'l branch: Cyprus, CBS (UK) Ltd.
Labels: (Owned) CBS, Embassy, Epic, Portrait; **(licensed)** ABC (USA), A&M (worldwide), ARC (USA), Arista (USA), Baccara (France), CGD (Italy), Caribou (USA), Carrere (France), EMI group (worldwide), Hansa (Germany), Jet (USA), Karma (Germany), Kirshner (USA), Lifesong (USA), MCA (USA), Minos (Greece), Monument (USA), PIR (USA), Pinnacle (UK), Polar (Sweden), Private Stock (USA), Purple (UK), RAK (UK), Salsoul (USA), Satril (UK), Tappan Zee (USA), T-Neck (USA), United Artists (worldwide), Vanguard (USA).
Int'l rep.: Worldwide (CBS).

Carmel, see Hataklit.
 Chimo, see K-tel.
 D R G, see Gal-Ron.
 Disneyland, see Hataklit.
 Dzigan, see Gal-Ron.
 Eastonics Ltd. (IFPI), PO Box 39300, 11 Rozanis St., Tel Baruch, Tel Aviv. Tel: (03) 47-51-51. Cable: EASTRONIX. Telex: 33638. Mng. Dir.: Dov Peleg; Rec. Div. Mgr.: Noah Eitan.
Labels: (Owned) Maestro; **(represented)** Acanta (Germany), Affinity (UK), CTI (USA), Charly (UK), Cream (USA), Erato (France, UK), Grunt (USA), Harmonia Mundi (Germany), Hi (USA), Inner City (USA), Kudu (USA), Logo (UK), MMO (USA), Motown (USA), RCA (worldwide), Salsoul (USA), Springboard (USA), Xanadu (USA).

Embassy, see CBS.
 Ephrat, see Isradisc.
 Epic, see CBS.
 F H M M, see Gal-Ron.
 Folk 2000, see Hataklit.
 Gal-Ron Ltd. (IFPI), 94 Allenby St., Tel Aviv. Tel: (03) 61-48-38/14-45/21-62. Cable: ZELREX. Gen. Mgr.: A. Zborowski; Sales Mgr.: I. Levi.
Labels: (Owned) DRG, Dzigan, Gal-Ton, Gloria, Ron-Phon; **(distributed)** FHMM, Studio; **(licensed)** Evasion (Switzerland), Festival (France), GSF (USA), MK (USSR), Motors (France), OSI (France), Ri-Fi (Italy), Sonoplay (Spain), Victor (Japan).
 Gal-Ton, see Gal-Ron.
 Gloria, see Gal-Ron.
 Good Music, see Hataklit.
 Hataklit Ltd. (IFPI), PO Box 4292, 11 Herzl St., Haifa. Tel: (04) 64-55-21. Cable: RECOMUSIC. Mng. Dir.: Dov Zeira; Gen. Mgr.: Sara Zeira; Int'l A&R Mgr.: Gedi Livneh; Sales Mgr.: Henri Teicher.
Branch: Tel Aviv, 19 Pinksler St. Tel: (03) 29-30-08, 28-31-17. A&R Mgr.: Zvi Kagan.
Labels: (Owned) Carmel, Disneyland, Folk 2000, Good Music, Idan, Ilanot, Krypton, Moody Sound, Teen, Top Hits; **(distributed)** Hazamir, Makolit; **(licensed)** AVI (USA), Ashire (USA), Archive of Folk & Jazz Music (USA), Archive of Piano Music (USA), Arion (France),

BBZ (France), Barclay (France), Bellaphon (Germany), Biram (France), Bradley's (UK), CNR (Netherlands), Carabine (France), Casablanca (USA), Chartbusters (UK), Chorus (France), Chrysalis (UK), Clave (Spain), Concert Disk (USA), Contempo (UK), Counterpoint (USA), DJM (UK), Daily Mirror (UK), Dawn (UK), Disneyland Vista (USA), Dynamic (France), Esoteric (USA), Everest (USA), Fantasy (USA), GRT (USA), Gaviotta (Spain), Golden Hour (UK), Hi-Fi (USA), Hispavox (Spain), La Comedia Francaise (USA), Legacy (USA), Magnet (UK), Marble Arch (UK), Mashine (France), Milestone (USA), Mode (France), Mystic Moods (USA), Oasis (USA), Olympic (USA), Palette (Belgium), Peerless (UK), Period (USA), Picadilly (UK), Pop Club (UK), Pop 12 (France), Prestige (USA), Fye (UK), RKM (Belgium), Riviera (France), Roadshow (USA), Roulette (USA), Satbel (South Africa), Shadybrook (USA), Silverline (UK), Sound Bird (USA), Sutton Miller (USA), Topkapi (France), Tradition (USA), Trema (France), 20th Century (USA), Up (Belgium), Virtuoso (UK), Vogue (France).
Int'l reps.: Benelux (RKM), France (Vogue), Netherlands (CNR), USA (House of Menorah).

Hazamir Music Ltd. (IFPI), 68 Jaffa St., Jerusalem. Tel: (02) 23-31-46. Telex: 44801. Mng. Dir. & Gen. Mgr.: Eli Mamane; Promo. Dir.: Sima Cohen. (Distributed by Hataklit).
Label: (Distributed—not licensed) Metronome (Germany).
 Hed Arzi (1973) Ltd. (IFPI), 4 Hilazon St., Ramat Gan. Tel: (03) 72-20-03. Telex: 341667. Mng. Dir.: Zeev Lewin; Gen. Mgr.: Uzi Netanel; Sales Mgr.: Adi Diskin; A&R Mgr.: Avi Brand. (Distributor as General Music Co. Ltd.).
Labels: (Owned) Arton, Hed Arzi; **(licensed)** Ariola America (USA), Ariola (Germany), Atlantic (USA), Elektra/Asylum (USA), Fonit-Cetra (Italy), WEA (USA), Warner Bros. (USA).
Int'l rep.: USA (Zemeran Trading).

Idan, see Hataklit.
 Ilanot, see Hataklit.
 Isradisc Ltd., PO Box 230, 5 Smolenski St., Tel Aviv. Tel: (03) 22-19-79, 24-91-93. Dir.: Abshalom Rubin.
Labels: (Owned) Amir, Ephrat, Israel.
 Isreal, see Isradisc.
 K-tel Int'l (Israel) Ltd. (IFPI), 75 Rehov Dizengoff, Tel Aviv. Tel: (03) 28-44-14. Cable: KTEL. Telex: 35770. Mng. Dir.: Carey Budnick.
Labels: (Owned) Chimo, K-tel, Orange Int'l; **(licensed foreign)** Baby (Italy), Can't Stop (USA), Chrysalis (UK), Durium (Italy), Goody (USA), Ibach (France), Ibis (France), Island (UK), Midsong Int'l (USA), Panarecord (Italy), Prelude (USA), Sirocco (France), Stiff (UK).
Int'l rep.: Worldwide (K-tel).

Koliphone Recs., 29 Razieli St., Jaffa-Tel Aviv. Tel: (03) 82-60-47, 83-23-70.
 Krypton, see Hataklit.
 Litratone Ltd. (IFPI), 7 Harugey St., Tel Aviv 69714. Tel: (03) 48-31-65. Dir.: David Fuchs.
Labels: (Owned) Phonodor, Rec-O-Hit; **(licensed)** Amadeo (Austria), Archiv (Germany), Capricorn (USA), Casablanca (USA), Charisma (UK), Cube (UK), DG (Germany), Fontana (France, UK), H&L (USA), Haven (USA), Heliodor (Germany), MGM (USA), Mercury (France, USA), Metronome (Germany), Pablo (USA), Philips (France, Netherlands, USA), Polydor (Germany), RSO (UK, USA), Rocket (UK), Track (UK), Vertigo, Verve (USA).
Int'l rep.: Worldwide (Phonogram).

Maestro, see Eastonics.
 Makolit, see Hataklit.
 Moody Sound, see Hataklit.
 Orange Int'l, see K-tel.
 Phonodor, see Litratone.
 Portrait, see CBS.
 Rec-O-Hit, see Litratone.
 Ron-Phon, see Gal-Ron.
 Studio One, 33 Allenby Rd., Tel Aviv. Tel: (03) 5-66-56. (Distributed by Gal-Ron).
Label: (Owned) Studio.
 Teen, see Hataklit.
 Top Hits, see Hataklit.

Unatex Import Export Ltd. (IFPI), 29 Lilienblum St., Tel Aviv. Tel: (03) 5-57-76, 59841. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski.
Labels: (Represented) Audiofidelity (USA), Baerenreiter (Germany), Carabin (France), Durium (Italy), Lollipop (Germany), Miller Int'l (Germany), Telefonken (Germany), Vox Turnabout (USA).

● music publishers

April Music Ltd. (ACUM), PO Box 681, Tel Aviv 61000; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972 3) 80.01.91. Cable: COLRECORD. Telex: 33422. Gen. Mgr.: Ran Kedar.
Int'l firms represented: April/Blackwood (worldwide), Boom (USA), Chandos (USA), Clay (USA), Hammond (USA), Joelsongs (USA), Mine/Strong Arm (USA), Rock (USA), Rondo/Irving/Almo (UK, USA), Sheryl (USA), Tuna Fish (USA), Union Songs (Sweden).
Int'l rep.: Worldwide (April/Blackwood).
 I C L P (Israel Composers League Publ'ns Ltd.), 73 Nordau Blvd., Tel Aviv. Tel: (03) 44-03-95.
 Ilanot Music Publ'g, PO Box 4292, 11 Herzl St., Haifa. Tel: (04) 66-99-50, 64-55-21. Cable: RECOMUSIC HAIFA. Mng. Dir.: Dov Zeira; Prof. Mgr.: Gedi Livneh.
Int'l firms represented: Abigail (USA), Bleu Blanc Rouge (France), Cayman (USA), Cissi (USA), Walt Disney (USA), Ladysmith (UK), Levin & Brown (USA), Robert Mellin (UK), Minotaur (France), Johnny Nash (USA), RKM (Belgium), Rocket (UK), State (UK), ATV group (USA)—Attache, Bayshore, Billy Bob, Brother Karl's, Caseyem, Cliffhouse, Colhand, Comet, Emily, Lowell Fulsom, Group One, Hill & Range, Liza Jane, Lloyds, Mr. Dogg, Plaque, Return, Riverbank, Sequel, Sounds of Memphis, Sweco, Welbeck, Jerry Williams, Zonal, ATV group (UK)—Tony Hiller, Kirshner, Northern Songs, Pamscene, Tic Toc, Lawrence Wright; **Alshire**

group (USA)—Chesdel, Daval; Heath Levy group (UK)—Arreta, Blue Eyes, Copenstar, Geoff & Eddie, Gold Dust, Jack, Lazy Lizard, David Martin, Xavier, Island group (UK)—Acorn, BBK, Boggsey, Burdock River, Creedmore, Dai Davis, Faith, Fantasy Songs, Freedom Songs, Freshwater, GO, Harakiri, House of Dreams, Jamarnie, Karma, Keepers Cottage, Lemon, Libra, Lunar, Malpas, Porpois, Rockbottom, Savage Ayris, Sharks, Showfield, Smash Bros., Socks, Trees, Warlock; Morning group (Canada)—Canadian Brass, Critique, Crown-Vetch, Alex Groshak, Homeland, Izetta Brass, Land of Song, Skinners Pond, Time Being; V. Morning Group (USA)—Joe Allen, Annie Oving, Arapaho, Aunt Polly's, Barlow, Bathurst, Berrywood, Blue Band, Blue Echo, Blueford, Blue Melody, Dean's List, Enoree, Evening, Gold Dust, Good, Lloyd Green, Hitkit, Indian Lake, Jack, Jando, Miss Molly's, Mogollon Mountain, Music Craftshop, Myonah, Pulleybone, Razan, Rolling Meadows, Owlflow, Shenandoh, Sidewalk, Silver Dollar, Skinner Pond, Starburst, Stonehill, Terrace, Tessie's Tunes; **Welbeck group (USA)—Blue Monday, Crazy Creek, Dawnbreaker, Sequel, Sounds of Memphis, Sweco.
Int'l reps.: France (Bleu Blanc Rouge), UK (ATV).
 Israeli Music Publ'ns Ltd. (ACUM), PO Box 6011, 105 Rehov Ben Yehuda, Tel Aviv. Tel: (03) 23-20-78. Cable: ISMUSIC.**

Int'l firms represented: Bote & Bock (Germany), Carisch (Italy), Curci (Italy), Durand (France), Eschig (France), Faber (UK), Hans Gerig (Germany), Heinrichshofen-Impero-Pegasus (Germany, Switzerland), Leduc (France), Oxford Univ. Press (UK), Schott (Germany, UK), Hans Sikorski (Germany).
Int'l reps.: Germany (Impero-Verlag), Benelux, France, Italy, Portugal, Spain & UK (Peters); USA (Alexander Broude).

Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv. Tel: (03) 28-43-97. Mng. Dir.: William Elias.
Int'l firms represented: Baerenreiter (West Germany), Durand (France), Eschig (France), Leduc (France), Novello (UK), G. Ricordi (Italy), Universal (Austria, UK).
Int'l reps.: Argentina (Ricordi Americana), Austria (Universal), Canada (Boosey & Hawkes), Denmark (Wilhelm Hansen), France (Boosey & Hawkes), Germany (Baerenreiter), Italy (G. Ricordi), Netherlands (Alberson), Norway (Harald Lyche), Sweden (Nordiska), Switzerland & UK (Universal), USA (Boosey & Hawkes).
 Isratav, PO Box 230, 5 Smolenski St., Tel Aviv. Tel: (03) 22-91-79, 24-91-93. Mng. Dir.: Abshalom Rubin.

Israzemer Music Publ'g Ltd., see Ilanot.
 Litratone Publ'g Ltd., 7 Harugey Malchut St., Tel Aviv 69714. Tel: (03) 48-31-64. Cable: ISRALECTRA. Dir.: David Fuchs.
Int'l firms represented: Artemis, Chappell, Intersong, Music Library, Culture & Education Ents Ltd., General Federation of Labor, 53 Weitzman St., Tel Aviv. Tel: (03) 25-63-28. Gen. Mgr.: Sami Zur.
 Muscor Ltd., 11 Rozanis St., Tel Baruch, Tel Aviv. Tel: (03) 47-51-51. Cable: EASTRONIX. Telex: 33638. Dir.: Dov Peleg.
Int'l firms represented: Arista, Birdsee, Butter, Career, Churn, Cream, East/Memphis, Fi, Jec (all USA).
 Osnath Publ'g Ltd., 4 Hilazon St., Ramat Gan. Tel: (03) 72-20-03. Telex: 32470. Gen. Mgr.: Zeev Lewin; Sales Mgr.: Uzi Netanel.
 Pa'amomim, see Subar.
 Sharon, see Subar.

Subar Music Publ'g Co. Ltd. (ACUM), 21 Any Ma'amim St., Ramat-Hasharon 47212. Tel: (03) 47-13-23. Gen. Mgr.: Dr. Ophira Bar-Elan.
Int'l firms represented: Charing Cross (UK), Playboy (USA), Screen Gem-EMI (USA), Sparta Florida (UK), Sugarmusic (Italy), Suvini Zerboni (Italy), United Artists group (USA), World (Belgium).

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

International Society for Contemporary Music, League of Composers in Israel, PO Box 11180, Tel Aviv. Tel: (03) 44-03-95.
 Israel Centre of the International Music Council, PO Box 176, Jerusalem.
 Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv. Tel: (03) 28-43-97.

DESIGN & ARTWORK

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney. (Tape only)

LICENSING ORGANIZATION, MUSIC

A C U M (Authors Composers & Music Publ'rs Ass'n), PO Box 11201, 118/120 Rothschild Blvd., Tel Aviv 61110. Tel: (03) 24-01-05, 23-14-61. Cable: ACUMEMIS TEL-AVIV. Dir. Gen. & Bd. Delegate: Menahem Avidom; Gen. Sec'y: J. Ben-David.

PLATING & PROCESSING & PRESSING PLANTS

C B S Recs. Ltd., PO Box 681, Tel Aviv 61000; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972 3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Shirley Schmidt; Mktg. Dir.: Daniel Yadin.
 Hed Arzi (1973) Ltd., 4 Hilazon St., Ramat Gan. Tel: 72-20-03. Telex: 32470. Gen. Mgr.: Zeev Lewin; Sales Mgr.: Uzi Netanel.

PRINTER & LITHOGRAPHER

C B S Recs. Ltd., PO Box 681, Tel Aviv 61000; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972 3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Shirley Schmidt; Mktg. Dir.: Daniel Yadin.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio & Video lines indicate the configurations which the firms duplicate. Companies which offer packaging & labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

CBS Recs. Ltd., PO Box 681, Tel Aviv 61000; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Shirley Schmidt; Mktg. Dir.: Daniel Yadin.
Audio: Cassette.

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney. Audio: Cassette.

Hed Arzi (1973) Ltd., 4 Hilazon St., Ramat Gan. Tel: 72-20-03. Telex: 32470. Gen. Mgr.: Zeev Lewin; Sales Mgr.: Uzi Netanel.
Audio: 8-tr., cassette.

● supplies

CARTRIDGE & CASSETTE PARTS

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney.
Audio: Cassette, open reel.

EMPTY CARTRIDGES, CASSETTES & REELS

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney.
Audio: Cassette, open reel.

Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118 x 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Audio: Cassette.

ENVELOPES & MAILERS

Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 5-57-76, 5-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski. (Importer/Exporter)

JACKETS & SLEEVES LABELS

CBS Recs. Ltd., PO Box 681, Tel Aviv 61000; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Shirley Schmidt; Mktg. Dir.: Daniel Yadin.

Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 5-57-76, 5-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski. (Importer/Exporter)

PROFESSIONAL TAPE SUPPLIES

Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118 x 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Audio: Test & alignment cassette tapes.
Brand name: TDK.

TAPE, BLANK LOADED & RAW

Agfa-Gevaert, see S. Getter.

Aria, see Palatchi.

Domain Magnetics Ltd., PO Box 27085, Atarot, 18 Hamagid St., Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney.
Audio: Cassette, open reel.
Brand name: Opus.

S. Getter (Photo) Ltd., 98 Jabotinsky Rd., Petah Tiqwa, Kirjat Arze. Tel: 92-69-12. Cable: GETTERCO TELAVIV. Mng. Dir.: Paul Heger.
Audio: Blank—Compact-cassette, open reel, raw—cassette, broadcast, studio.
Video: Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Opus, see Domain.

Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118 x 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Audio: Blank—8-tr., cassette, open reel; Raw—Cassette.
Video: Blank—½" EIAJ cartridge, VHS & Beta.
Brand names: Aria, TDK.

T D K, see Palatchi.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Comhol Ltd., PO Box 39840, 24 Feinberg St., Tel Aviv. Tel: (03) 22-49-22, 41-03-40. Telex 341118 X 5518. Mng. Dir.: Eddie Wiegenfeld. (Importer)
Audio: High speed duplicators, 8-tr. & cassette loaders & tape exercisers.
Brand names: Audiomatic, Electro Sound, Pentagon.

Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118 x 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Audio: Cassette pancakes.

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

Domain Magnetics Ltd., PO Box 27085, Atarot, 18 Hamagid St., Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney.
Audio: Cassette Boxes.

● accessories manufacturers

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney.

Product: Head cleaners, demagnetizers, leader & splicing tape.

Electron Csilag Ltd., 107 Hachashmonaim St., Tel Aviv. Tel: 26-05-33.

Product: Needles.

Brand name: Pickering.

Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118 x 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)

Product: Tape carrying & storage cases, head cleaners & demagnetizers.

Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 5-57-76, 5-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski. (Importer/Exporter)

Product: Record & tape carrying & storage cases, cleaners, cloths & brushes, 45 rpm adapters, head cleaners & demagnetizers.

● store fixtures & merchandising aids manufacturers

Domain Magnetics Ltd., PO Box 27085, Atarot, Jerusalem. Tel: (02) 85-62-80. Dir.: Warren Green; Sales Mgr.: F.G. Kinney.

Product: Tape divider cards.

Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 5-57-76, 5-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski. (Importer/Exporter)

Product: Record display racks.

ITALY

Population: 56,585,000

Rate of exchange: \$1 (US) = 849 lire.

Per capita income: \$3,000

No. of homes with record players: 7,000,000

Holidays: January 1, January 6 (Epiphany), Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), August 15 (Assumption), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25, December 26 (St. Stephen's Day).

RECORDS:

Records: sold domestically including imports (retail value): LP's 1978—18,000,000 units; 1977—16,000,000 units. Singles 1978—25,000,000 units; 1977—21,000,000 units.

Average retail price per record (including 14% AVT): LP's—\$5.89; Singles—\$1.53.

Stereo sales: 96% of total.

Record club sales: 1% of total.

Discounting: Frequent.

Type of distribution: The manufacturer-to-retailer system predominates. There is no rack jobbing. Wholesalers account for about 30% of the market. About 800 of the nearly 1,500 to 2,000 specialist shops are seen as being fully reliable by the industry.

Type of promotion: Radio and television are the most important promotion channels; tours and live appearances by the artists are also highly effective. A few consumer newspapers (one of them a weekly magazine) prove influential.

Jukeboxes: 20,000.

TAPE:

Market: 8-track is virtually disappearing. Open reel and videotape data are unavailable but sales appear to be growing. Cassettes dominate the market with hardware sales constantly increasing. In addition to the figures reported below, at least eight million more units were sold in 1978 as pirated or counterfeited product, currently amounting to nearly \$33 million. In 1978, the share of the cassette market going to illegal manufacturers was estimated to be 50-55%. (The 1977 estimated data included pirated product.)

Pre-recorded tape sold domestically including imports: 8-tr. 1978—800,000 units, 1977—1,000,000 units. Cassette 1978—8,000,000 units; 1977—13,500,000 units.

Average retail price per tape: 8-tr. & Cassette—\$5.89.

RADIO STATIONS:

No. of commercial 2,000; no. of government 3.

Comment: Local radio stations, mostly FM, have established themselves through wide but fractionated audiences. A few are seen by the industry as powerful promotion channels. National radio stations (RAI) are more into talk shows.

TELEVISION STATIONS:

No. of commercial 300; no. of government 2 (80% PAL color).

Comment: National television stations (RAI) program music shows with wide promotional impact. Local stations, mostly UHF, are a recent innovation and they rely on movie films for programming. Music, however, is gaining some time with them.

IMPORT/EXPORT REGULATIONS:

No customs are charged to members of the European Economic Community, but a 14% VAT must be paid on imports from all countries.

MARKET ANALYSIS:

1978 proved to be an important year in the recent history of the Italian record industry as it meant expansion for most of the leading companies, with an overall growth between 13% and 20%, which indicates the market is overcoming the previous years' slump. Greater interest in disco music and the success of the "Saturday Night Fever" and "Grease" films and relevant soundtracks contributed much to the sales increase, but in general, the demand for all kinds of music increased, and the trend continued during the early months of 1979.

Italian artists, producers and composers found wider acceptance abroad than ever before, both in the conventional melody song-easy listening field and in the latest music business development—Italian-made disco music. This helped to bring in foreign currency, with companies such as CGD, CBS, Baby, Goody Music, Ariston, and RFI especially taking advantage.

The industry had to face stronger competition from record importers who secured a 10% share of the record market that is destined to grow to nearly 20% in 1979. Major record companies are particularly hard hit by the importers' action, as they also see their profits being eroded by piracy that represents a limited percentage of the record market but heavily affects the pre-recorded tape market. During the last months of 1978 and in early 1979 the industry was hindered by strikes concerning the renewal of the workers' national contract, which was eventually signed in the summer of 1979. The Italian consumers showed they are open to various types of music, from classical to rock to jazz, and this diversification of tastes is intensifying in 1979.

Daniele Caroli

● record & tape manufacturers / distributors / importers

Abici, see Fonit-Cetra.

Ace of Clubs, see Decca.

Ace of Diamonds, see Decca.

Agumanda Recs. Srl, Largo Cairoli 2, 20121 Milan. Tel: (02) 803.750. Local branch: Int'l Dept., Via Montepulciano 29. Tel: (02) 782.159.

Albatros, see Sciascia.

Alpha, see CGD.

America Recs. di Angeramo Nunzia, Galleria del Corso 2, 20122 Milan. Tel: (02) 704.006. Chief Exec. & Gen. Mgr.: Giovambattista Samele; Sales Mgr.: Sonia Samele. (Distributed by CLS).

Analecta, see Polygram.

Analogy, see Panarecord.

Angel, see EMI.

Angelicum, see Sciascia.

Antenna Nord, see CGD.

Antoniano, see Ri-Fi.

Appaloosa, fisee IREC.

Archivi Sonori, see Bella Ciao.

Archophon, see Sciascia.

Area, see Studio G.

Argo, see Decca.

Argo Prod'n, see CGD.

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), Productura Musical (Venezuela), Satril (UK); (distributed—not licensed) Dany, Peerless (UK), Picci, Pinciana.
Int'l reps.: Argentina (Martin Meyer), Brazil (Central Park), Spain (Columbia), Venezuela (Productura Musical).

Ariston Srl (IFPI), Via Massimo Gorki 21, Strada Zivido, 20098 San Giuliano (Milan). Tel: (02) 984.6974. Telex: 321466. 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. Telex: 614509.

Labels: (Owned) Ariston, Auditorio Classico, Cultura Popolare, Jazz Story, Oxford; (licensed foreign) Charly (UK), Hexagone (France), Shelter (USA).

Int'l reps.: Argentina (RCA), Australia (Colossal), Brazil (RCA), Canada (Global), Chile (Quatro), Colombia (Fuentes), Greece (Music Box), Japan (King), Mexico (Gamma), Portugal (Arnaldo Trindade), Switzerland (Musikvertrieb), Venezuela (Promus).

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, 273.163. Pres. & Gen. Mgr.: Alessandro Coppola; Press & Promo. Mgr.: Daniela Festari. (Distributed by Polygram)

Labels: (Owned) Atlas, Clover. (SEE ADVERTISEMENT) Audiogram SpA, Via Vallosa 38, 25050 Passirano (Brescia). Tel: (030) 657.360. Telex: 300260. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgr.: Luciano Bassani.

Label: (Owned) Audioson. (SEE ADVERTISEMENT)
Audioson, see Audiogram
Auditorio Classico, see Armon.
B C E, see WEA
Baby Recs. Srl, Piazza Della Repubblica 26, Milan Tel (02) 657 1402/1491 Cable: BABYRECORD. Mng. Dir. Freddy Naggiar. (Distributed by CGD) (SEE ADVERTISEMENT)
Baffi, see CGD.
Ballo, see Belmusic
Base Rec., Via Castiglione 109, Bologna, Tel (051) 237 528, 504 095, Telex 511483. Dir. Giuseppe Nannucci; Gen. Mgr. Alberto Caroli; Sales Mgr. Antonio Foresti. (Distributed by Giucar)
Labels: (Owned) Base. (licensed foreign) ESP (USA), Uniteledisc (France)
Bazar Srl, Via Manfredi 5, 42100 Reggio Emilia, Tel (0522) 36825. Mng. Dir. & Gen. Mgr. Luigi Rinaldi
Labels: (Owned) Bazar. Record Executive.
Beat Recs. Co. Srl (IFPI), Via Filippo Nicolai 16, 00136 Rome Tel: (06) 348 497, 347 139. Gen. Mgr. Franco de Gemini; Int'l Mgr. Luciana Morello. (Distributed by Font-Cetra)
Labels: (Owned) Beat. Pentaphon, Perladisc, Pony Recs., (distributed—not licensed) Amphonic (UK), ECAP (France), Eurobeat (UK), Euroson (UK), Show Business (Germany)
Int'l rep.: UK (Eurobeat)
Bella, see Phonotype
Bella Ciao Srl (Eds.), Via Melzo 9, 20129 Milan Tel (02) 228 192
Labels: (Owned) Archivi Sonori. Dischi del Sole, Linea Rossa
Belmusic Srl, Via Tolmezzo 18, 20132 Milan, Tel (02) 282 8905. Gen. Mgr.: Severino Pecchenini, Sales Mgr. Domizia Gandolfi.
Labels: (Owned) Ballo, Belmusic, Gemini; Oh Bej, Oh Bej, Piggy; Snap.
Big, see Studio 7
Bla Bla Recs. Srl, Galleria del Corso 2, 20122 Milan, Tel (02) 796 149
Black Saint, see IREC
Blue, see Ricordi
Blue Jean, see Spark
Francesco Bongiovanni Recs., Via Rizzoli 28-E, 40125 Bologna Tel (051) 225722. Gen. Mgr.: Giancarlo Bongiovanni
Labels: (Owned) Bongiovanni. Il mito dell'opera. (licensed) Mizar, (distributed—not licensed) Adriano, Mixtur (Germany)
Int'l rep.: Germany (Mixtur)
Broadway, see Ducale
C A M (Creazioni Artistiche Musicali) SpA, Via Virgilio 8, 00193 Rome, Tel (06) 382 021. Cable: CAMUSIC. Telex 611374. Pres.: Giuseppe Campi; Prod'n Dir.: Giuseppe Giacchi, Sales Mgr. Bruno Bianchi (Distributed by RCA)
C B S Dischi SpA (IFPI), Via Amedeo 9, 20123 Milan, Tel (02) 809.521. Telex 332806. Mng. Dir. Piero La

Falce, Sr. Dir. Ervin R. Veg. A&R & Publ'g Dir.: Antonio Marrapodi; Controller: Ferdinando Magni (Distributed by CGD-Messaggerie Musicali)
Labels: (Owned) CBS, Epic, Masterworks. Portrait. (licensed) A&M (USA), ARC (USA), Bang (USA), Blue Sky (USA), Caribou (USA), Full Moon (USA), GTO (UK), Jet-ELO, Kirshner (USA), Lifesong (USA), Monument (USA), Musica Columbia-Iglesias, Nemperor (USA), Philadelphia Int'l (USA), Polar, TK (USA), Tappan Zee (USA), Unlimited Gold (USA)
C G D-Messaggerie Musicali SpA (IFPI), Via Quintiliano 40, 20138 Milan, Tel: (02) 50 84. Cable: CIGIDISC. Telex 350663. Pres.: Ladislao Sugar; Mng. Dirs. Piero Sugar, Franco Crepax, Exec. VP's Giuseppe Giannini, Sandro Delor; Financial Mgr.: Cesare Vajani, Comm'l Mgr. Roberto Guerrazzi; Sales Mgr. Romano Razzini; Admin. Dir.: Alberto Ferrari; Promo Mgr. Johnny Porta, A&R Dir.: Alfredo Cerutti; A&R Co-ord. Gianni Dal Dello, Prod'n Mgr. Cesare Brunelli; Pressing Plant Mgr. Luigi Zernigiani; Legal & Personnel Mgr.: Silvana Pervilli; Rome Office: Magda Reggiani.
Branches: Bologna, Catania, Florence, Naples, Padua, Rome.
**Labels: (Owned) Ascolto, CGD, CGD Classics, CGD Paradiso, Clan, Derby, EGYD, Record Bazaar, VIP. (licensed) AVI/Derby (USA), Bareback/Derby (USA), Berserkley (USA), Big Bear/Derby (UK), Buena Vista (USA), Butterfly/Derby (USA), CTI (USA), Cream (USA), DJM (UK), Disneyland (USA), Ibis/Derby (USA), Kudu (USA), Rockland, Vortex (UK), (distributed) Alpha, Antenna Nord, Argo Prod'n, Baby, Baffi, CBS, Centotre (103), Ciao, Clan, Della Quercia, Dig It, Disaster, Disco Piu, G&G, Goody Music, Il Disco, Insieme, Kontiki, Lasapa, Moon, New Polar, L'Orchestra, Pacha, Pom, Ponzio, Real Music, SIF, Splash, Teen
Int'l reps.: CGD—Japan (King), worldwide excluding Japan (CBS Int'l in USA); Clan—Europe (Anola-Eurodisc in Germany), worldwide excluding Europe (CBS Int'l in USA)
C L S Recs. SaS, Viale Sabotino 2, Milan, Tel: (02) 871.370. Pres. Detto Mariano; Gen. Mgr. Lina De Sutti; Sales Mgr. Silvio De Sutti. (Distributed by Ricordi)
Labels: (Owned) CLS, Camaleo, Love. (distributed—not licensed) America, Kris, MB.
C & M Discografica Cavalieri & C. Ed. Musicali Srl, Via Isonzo 206, Bari, Tel (080) 224 610. Gen. Dir.: Lino Cavalieri; PR: Giuseppe Accettura (Distributed by Panarecord)
Labels: (Owned) C&M, Flop, Fonocomer, Sinusoid
Int'l rep.: North & South America (Panarecord)
C R A M P S, see Memoria
C R A M P S Diverso, see Memoria
C R A M P S Nova Musica, see Memoria
Cadis, see Phonotype
Camaleo, see CLS
Canadian American, see Produttori Associati
Canopo (Gruppo Ed.), Via A. Riboty 22, 00195 Rome, Tel (06) 315.615.**

Labels: (Owned) Canopo, Deneb, 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. Telex: 332683. Pres.: Giuseppe Gramitto Ricci; Gen. Mgr.: Luciano Montesion. (Distributed by Ricordi)
Labels: (Owned) Ariete, Carosello, Costanza, Curci, Frog. (licensed) Pyramid, Roulette (both USA).
Int'l reps.: Austria (Metronome), Brazil (RGE/Fermata), Colombia (Fuentes), Germany (Metronome), Spain (Ensayo), Switzerland (Metronome), Venezuela (Velvet). (SEE ADVERTISEMENT)
Caru Dischi, Piazza Garibaldi 6B, 21013 Gallarate.
Label: (Represented) Sierra/Briar (USA)
Centotre, see 103 & CGD-Messaggerie
Cetra, see Font-Cetra
Chantalain, Via A. Riboty 22, Rome, Tel (06) 314 030, 352.384. Exec. Dir.: Rolando D'Angeli; Gen. Mgr.: Paolo Ormi; Sales Mgr.: Dario Tiribello; Film Prod'n: Franco Vitolo. (Distributed by WEA)
Label: (Owned) Chantalain
Int'l rep.: Worldwide (WEA)
Charter, see WEA
Ciao Recs. Srl (IFPI), Corso Buenos Aires 45, Milan, Tel (02) 225 710/117, 220.490. Cable: CIAORECORDS. Mng. Dir.: Giorgio Pertici; Ass't to Mng. Dir.: Flora Brocchetti; Admin. Mgr.: Mario Turri; Sales Mgr.: Irma Faretina (Distributed by CGD-Messaggerie Musicali)
Branch: Rome, Viale Mazzini 4, Tel (06) 382 668, 383.532. Mgr.: Luciana Mazzoleni
Labels: (Owned) Ciao. (licensed) GRT. (SEE ADVERTISEMENT)
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. (represented) Selected Sound (Germany), Tele-Music (France)
Int'l reps.: France (Sforzando), Germany (Selected Sound)
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
Int'l reps.: Belgium (Barclay), Brazil (Top Tape), France (Barclay), Portugal (Imavox), Switzerland (Barclay)
City Recs., Galleria del Corso 4, 20122 Milan, Tel: (02) 794 266. Gen. & Sales Mgr.: Alessandro Friggieri; Artistic Mgr.: Paolo Gatti.
Labels: (Owned) City, Metropoli
Clan, see CGD
Classic For Pleasure, see EMI
I Classici, see Ricordi
Clou, see Panarecord
Clover, see Atlas

COMP-RAY C.O CASSETTE:

traditional soft window

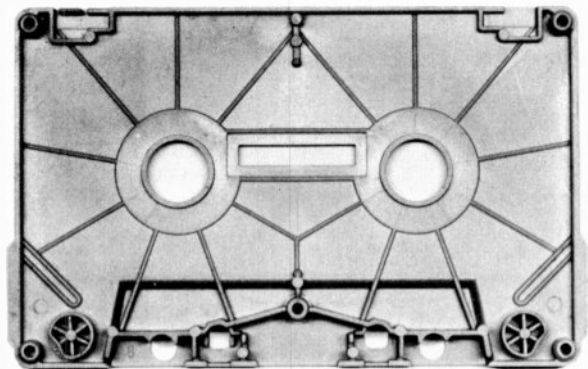
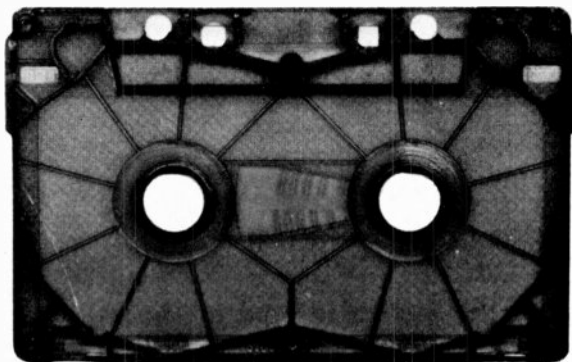
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Both types feature the patented air cushion damping and the electrostatic discharge guiding device.

Friction 30% lower than Philips standards, AGFA tape.

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- Cobra, see Omnia.
 Colledge, see R-Fi.
 Colossal Recs. Ed. Discografiche S.R.L. PO Box 10, 89029 Taurianova. Tel (0966) 41 030. Owner Rag Carmelo Alessi. Gen. Mgr. Comm. Tommaso Luvara. Sales Mgr. C. Vialfredo.
Home office: Australia.
Int'l reps.: Australia (Caronna), Brazil (Caravelle), France (Phonobox), UK (A&C).
 Columbia, see EMI.
 Combo, see Record Serv.
 Come Il Vento S.R.L. (Ed. Musicali & Discografiche), Via Montanapoleone 29, 20121 Milan. Tel (02) 700 725/574, 791 665, 782 159. Gen. Mgr. Michele del Vecchio, Ass't Gen. Mgr. Antonino Antonucci Ferrara.
 Convention Music, see Fonit-Cetra.
 Corsair, see Sciascia.
 Costanza, see Carosello.
 Cricket, see Fonit-Cetra.
 Cronache del Sud, see Fonola.
 Cultura Popolare, see Ariston & Sciascia.
 Curci, see Carosello & Ricordi.
 D D F, see Due Pi di Gianfranco Coda.
 D G, see Polygram.
 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, L'Oiseau Lyre, Storyville, Strand, Telefunken, Threshold.
 Della Quercia (Dischi), see CGD & IREC.
 Delta, see RCA.
 Denab, see Canopo.
 Deram, see Decca.
 Derby, see CGD.
 Devil, see Saar.
 Diapasons, see Ecofina.
 The Dig It Int'l Recs. S.R.L. (IFPI), Corso Vittorio Emanuele 22, Milan. Tel (02) 780 778. Gen. Mgr. Pippo La Rosa.
Labels: (Represented) Key (USA), Trema (France), Yona (France).
Int'l reps.: France (Eurodisc, Trema), Germany (Teldec).
 Dire, Corso Venezia 7, 20100 Milan. Tel: (02) 700 027 (Distributed by IREC).
 Disaster, see CGD.
 Dischi del Sole, see Bella Ciao & Sciascia.
 Disco Action, see Saar.
 Disco Piu S.R.L., Via Ascanio Sforza 41, Milan. Tel (02) 839 1810 / 4385. Mng. Dir. Maria Cantadore, Gen. Mgr. Gian Piero Simoniacchi (Distributed by CGD-Messaggerie Musicali).
 Discoteca Classica, see EMI.
 Divergo S.R.L., Piazza De Angeli 7, 20146 Milan. Tel: (02) 495 609. Pres. Sergio Lodi (Distributed by Polygram).
 Ducale Int. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770 784/189. Telex 380231. Pres. & Gen. Mgr.: Davide Matalon (Distributed by Sciascia).
Labels: (Owned) Broadway, Ducale, EDM, Italdisc, (licensed) Anon (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).
 Duplimatic S.R.L., Via Natale 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 0108, 701 705. Telex 333564. Pres. & Gen. Mgr. Krikor Mintiangian, A&R Mgr.: Aurelio Ajroldi, Sales Mgr. Amleto Silvestri, Int'l Mgr. Elisabet Mintiangian, Admin'r. Giulio Galimberti.
Labels: (Owned) Cicala, Durium, Equipe, Sprint, Start, (licensed) Can't Stop Prod'ns (USA), Casablanca (USA), Hansa (Germany), Jupiter (Germany), RKM (Belgium), (distributed—not licensed) Wesley Int'l.
Int'l reps.: Argentina (Sicamericana), Australia (Colossal), Canada (Global), France (Sonopresse), Germany (Deutsche Oversea, Hansa), Greece (Music Box), Israel (K-tel), Jamaica (Federal), Japan (Cosdel), Kuwait (Kanawati), Lebanon (Societe Libanaise du Disque), Mexico (Musart), Netherlands (Phonogram), South Africa (Teal), Switzerland (Finsterwald & Cantacuzene), Syria (Kanawati), Turkey (Yasef Alguadis), Uruguay (Sondor), Venezuela (BASF). SEE ADVERTISEMENT.
 Dynamic, see Florence Int'l.
 E D M, see Ducale & Sciascia.
 E M I Italiana SpA, Viale dell'Oceano Pacifico 46, 00144 Rome. Tel: (06) 592 0751. Cable: EMIRIOM. Telex: 64208. Mng. Dir. John L. Bush, Deputy Mng. Dir. Vittorio Magnoli, Comm'l Mgr. Nerio Alunni, A&R Mgr. 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) Libra, PDU, Taurus, (licensed) Arista (USA), Artists House (USA), MAM (UK), Magnet (UK), Melodiya (USSR), Motown (USA), Oz (Australia), Prudigal (USA), RAK (UK), Rebel (UK), Red Bus (UK), Rolling Stones (UK), Sunburst (UK), United Artists (USA).
 Eclipse, see Decca.
 Ecofina S.R.L., Via Leopardi 8, 20123 Milan. Tel: (02) 86 90 121, 806 125. Chief Exec.: Mourad Sabet. Factory Technical Mgr. Ronald F. Goodwin.
Factory: Milan, Via Monviso 21. Tel (02) 314 766.
Labels: (Owned) Diapasons, Ecofina. (SEE ADVERTISEMENT).
 Edibi, see Sviluppo Discografico del Mezzogiorno.
 Edizioni Del Isola, see Sciascia.
 Elektra, see WEA.
 Eleven Music Co. S.R.L., Via Correggio 27, Milan. Tel (02) 482 456, 656 553. Cable: PAGANMUSIC. Gen. Mgr. Aldo Pagani (Distributed by Fonit-Cetra).
 Ellecci, see Interbeat.
 Emidisc, see EMI.
 Emilia, see Publilart.
 Energy, see CGD.
 Epic, see CBS.
 Equipe, see Durium.
 Excelsius, see Fonit-Cetra.
 F M A S.R.L. (Ed. Musicali & Discografiche), Galleria del Corso 2, 20122 Milan. Tel (02) 796 823, 796 266. Mng. Dir.: Federico Monti Arduini.
 F 1 Team, see Panarecord.
 Fans, see Phonotype.
 Fantasia, see Panarecord.
 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.
 Flag, see Studio 7.
 Flirt, see Canopo.
 Flop, see C&M.
 Florence Int'l, Via Camillo Cavour 60, 50129 Florence. Tel (055) 216 645. Cable: FLINT. Gen. Mgr. Roberto Bartoli (Distributor/Importer).
Labels: (Distributed—not licensed) Da Camera Magna (Germany), Dynamic (Italy), Harmonia Mundi (France), Vergo (Germany).
 Flower, see Canopo.
 Fly, see Horo.
 Folklore, see Due Pi di Gianfranco Coda.
 Folkmusic, see Canopo.
 Fonit-Cetra SpA (IFPI), Via G. Meda 45, 20142 Milan. Tel (02) 843-2551. Pres.: Renato Zaccone, Gen. & Sales Mgr.: Mario Zanoletti, Dir.: Luigi Arduino, Int'l Mgr.: Dante Notti.
Branch: 00153 Rome, Via Pietro Roselli 4, Tel (06) 580 6159.
Labels: (Owned) Cetra, Cricket, Excelsius, Fonit, International, (distributed) Abici, Beat, Convention Music, Eleven, General Music, Patto, Pull, Vanilla, Voovoom, (licensed foreign) Acanta (USA), Audiofidelity (USA), Can't Stop Prod'ns (USA), Carabine (France), Carrere (France), Chiaroscuro (USA), Fantasy (USA), GNP Crescendo (USA), Galaxy (USA), Harmonia Mundi (Germany), Image (USA), Impact (Switzerland), Intermusic (Switzerland), Milestone (USA), Prestige (USA), Satril (UK), Stax (USA).
Int'l reps.: Argentina (American Rec.), Australia (Carina), Brazil (Gravacoes Eletricas), France (Carrere), Israel (Hed-Arzi), Japan (King), Portugal (Rapsodia), Spain (Zafiro), Venezuela (BASF).
 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 S.R.L., Via Barletta 11, 20141 Milan. Tel (02) 53 92 392.
 Fontana, see Polygram.
 Frog, see Carosello.
 Futura, see Panarecord.
 G & G, see CGD.
 Gemini, see Belmusic.
 General Music, Viale Liegi 41, 00198 Rome. Tel (06) 850 358, 865 307. Gen. Mgr.: Enrico de Melis (Distributed by Fonit-Cetra).
Label: (Owned) General Music.
Int'l rep.: France (WEA Filipacchi).
 Giucar Rec., Via Ciamician 3A, Bologna. Tel: (051) 504 095, 504 028. Telex 511483. Dir. Giuseppe Nannucci, Gen. Mgr. Antonio Foresti, Sales Mgr. Luca Nascetti, Sales Mgr. Guerrino Lolli (Distributor/Importer/Exporter).
Labels: (Distributed—not licensed) America (France), Banana Base, ECM (Germany), ESP-Base (USA), Festival (France), Jazz Anthology (France), Musicidisc (France), Shandar (France).
 Golden Rec., Via San Paolo 15, 20121 Milan. Tel (02) 874 460. Owner & Prod'r. Pericle Boschetti.
 Goody, see CGD.
 Green Light, see Saar.
 Grog, see Studio G.
 Harmony, see Saar.
 Harvest, see EMI.
 Hello, see RCA.
 Horo Recs., Via Asiago 2, 00195 Rome. Tel: (06) 318 601. Pres. Aldo Sinesio, Gen. Mgr. Donald G. Adams, Sales Mgr.: Cristina Ripamonti.
Labels: (Owned) Fly, Horo.
Int'l reps.: Austria (Bellaphon), France (Musica), Germany (Bellaphon), Japan (CAM), Switzerland (Bellaphon), UK (Cadillac).
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 I R D S.R.L., Via San G. B. de la Salle 4, 20132 Milan. Tel (02) 259 1700/2064. Telex 321497. Pres. Giovanni Bonandrini, Sales Mgr. Franco Ratti.
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vic (USA), Nessa (USA), Ogun (UK), Onari (Canada), Owl (France), PALM (France), Pearl (USA), Philly Jazz (USA), Philo (USA), Quark (USA), Queen Disc (Italy), RCA (Black & White, Bluebird, Master—France), Rarities (Denmark), Rebel (USA), Red Lightnin' (UK), Ridge Runner (USA), Ring (Germany), Rounder (USA), Sackville (Canada), Sierra Briar (USA), Sky (Germany), Spotlite (UK), Stash (USA), Steeple Chase (Denmark), Sun (France), Tapioca (France), Tax (Sweden), Timeless (Netherlands), Three Blind Mice (Japan), Untieledis (France), VJM (UK), Vinyl (Germany) Waterhouse (USA), Waterland (Netherlands), Wave (UK), World Jazz (UK), Xanadu (USA), Yazoo (USA). (SEE ADVERTISEMENT).

I R E C S.R.L., Via San G. B. de la Salle 4, 20132 Milan. Tel (02) 259 2326. Telex: 321497. Pres.: Giovanni Bonandrini.

Labels: (Owned) Appaloosa, Black Saint, Soul Note, (distributed—not licensed) Dire, Dischi Della Quercia, Modern Jazz, Queen Disc, Red.

Int'l reps.: Austria (Bellaphon), Denmark (Steeple-Chase), Finland (Audiovis), France (Musica), Germany (Bellaphon), Japan (Super Stop), Netherlands (Wim Wigt), Sweden (Amigo), UK (Projection), USA (Rounder). (SEE ADVERTISEMENT).

I T, see RCA.
 Ictus Recs. SaS, PO Box 59, Via Tazzarina 11, 51100 Pistoia. Tel (0573) 570 272, 24266, 22202. Gen. Mgr. Carla Lugli, Prod'r & Art. Dir.: Andrea Centazzo.
Label: (Owned) Ictus.

Int'l reps.: Austria (Bellaphon), Germany (Bellaphon), Juliana Hopf, Ring, Sweden (Forsyte), UK (Cadillac), USA (Rick Ballard, Daybreak).

Il Disco, see CGD.
 Insieme S.R.L., Piazza Missori 3, 20123 Milan. Tel (02) 799 515. (Distributed by CGD-Messaggerie Musicali).

Interbeat S.R.L. Ed. Musicali, Via Alessio Nazari 4, Rome. Tel (06) 532 767. Chief Exec. & Gen. Mgr. Giuseppe Cassia, Sales Mgr.: Marialuisa Cocca.

Labels: (Owned) Ellecci, Interbeat, Picci.

Interdisc S.N.C. (formerly Ronchini), Via Buffolara 102, Parma. Tel (0521) 967 80. Telex 53660. Gen. Mgr.: M. Interlandi, Sales Mgr.: E. Asti. (Distributor/Importer).

International, see Fonit-Cetra.

Intingo Recs. S.R.L., Piazza Mirabello 1, 20121 Milan. Tel (02) 651 753. Gen. Mgr.: Felix Piccarreda, Ass't Mgr.: Alessandra Tosca. (Distributed by Ricordi).

Ippopotamo, see Polygram.

Italdisc, see Ducale.

Itwhy, see WEA.

Jazz Story, see Ariston.

Jet Sound, see Senn Sound.

Joker, 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) Selection (Belgium), Themes (UK).

Int'l reps.: Australia (Penjane), Austria (Vineta/Liveton/Bavariation/Tip Top), Belgium (Multisound), Canada (Morning), France (Presence/Warner/Atoll), Germany (Vineta/Liveton/Bavariation/Tip Top), Ireland (Lemmel), Japan (Illust), Netherlands (Multisound), New Zealand (Penjane), Portugal (Phonorecord), Scandinavia (Camp), South Africa (Gallos), Spain (Phonorecord), Switzerland (Vineta/Liveton/Bavariation/Tip Top), UK (Lemmel), USA (TRF).

Junghans, see Phonotype.
 K-tel Int'l Italy S.R.L., Piazza Mirabello 1, 20121 Milan. Tel (02) 657 2696/2791. Pres.: Raymond Kives; Gen. Mgr.: Victor Cordani; A&R Mgr.: Liliana Azzolini (Distributed by RCA).

Home office: USA.
 Kangaroo, see Ricordi.
 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.

Kontiki, see CGD.

L D C Audiovisio, 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.

Lasapa, see Studio 21 & CGD.

Las Vegas, see Sidet.

Leondisco, see Phonotype.

Leonsolco, see Stereomaster.

Linea Azzurra, see Senn Sound.

Linea Rossa, see Bella Ciao.

London, see Decca.

Libra, see EMI.

Lotus, see Saranbandas & Saar.

Love, see CLS.

Lunapark, see Kansas.

Lupus, see Ricordi.
 M G M, see Polygram.
 M R C, see Spark.
 Magma, see Studio G.
 Manhattan, see Panarecord.
 Masterworks, see CBS.
 Melody, see Fonola.
 Memoria SpA, Via Leopardi 14, 20123 Milan. Tel: (02) 876 689. Pres. & Gen. Mgr. Gianni Sassi (Distributed by Polygram).
Labels: (Owned) CRAMPS, CRAMPS Diverso, CRAMPS Nova Musica.
Int'l reps.: Benelux (Barclay), France (Barclay), Japan (Warner-Pioneer), Portugal (Carvalho).

Mercury, see Polygram.
 Metro, see Polygram.
 Metropoli, see City.
 Millenote, see Sidet.
 Mirto, see Polygram.



Il mito dell'opera, see Francesco Bongiovanni.
 Mizar, see Francesco Bongiovanni.
 Modern Jazz, see IREC.
 Moon, see CGD.
 The Morgans, Via Marchesi Imperiali 26a, Manduria, Tel: (099) 671 598. Gen. Mgr.: Enzo Morgante, Sales Mgr.: Anthony G. Morgante.
 Music Collection, see Polygram.
 Music for Pleasure, see EMI.
 Music Power, see Saar.
 Music Scene, see Jump.
 N W A, see Polygram.
 Napoleon, see Omnia.
 Nasrotteca, see Due Pl di Gianfranco Coda.
 New Jazz Collection, see Sciascia.
 New Polaris, see CGD.
 Nonesuch, see WEA.
 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)
Int'l rep.: Worldwide (RCA).
 Octopus, see Canopo.
 Odeon, see EMI.
 Off, see Produttori Associati.
 Oh Bej, Oh Bej, see Belmusic.
 L'Oiseau Lyre, see Decca.
 Omnia SpA (IFPI), Galleria del Corso 4, 20122 Milan, Tel: (02) 702 464, 701 168.
Labels: (Owned) Cobra, Kings of Classic, Kings of Jazz, Napoleon, Omnia, Showbusiness Kings.
Int'l reps.: Belgium (AFM), France (RCA), Germany (Al-pha), Switzerland (Finsterwald & Cantacuzene).
 103 Ed. Musicali & Discografiche Srl, Piazza S. Eustorgio 6, 20122 Milan, Tel: (02) 404 7574, (051) 911 163. Admin.: Luigi Barion. (Distributed by CGD-Messaggerie Musicali).
 Orange, see Spark & Panarecord.
 L'Orchestra-Societa Cooperativa a Responsabilita Limitata, Via Moscova 13, Milan, Tel: (02) 653 160, 657 5635. Pres.: Franco Fabbri, Sales Mgr.: Lidia Brasca; PR: Umberto Silvestri. (Distributed by CGD).
Int'l reps.: Germany (Neue Welt, Trikont), Switzerland (Voxpop), UK (Re)
 Orizzonte, see Ricordi.
 Out, see Ri-Fi.
 Oxford, see Ariston.
 P C C, see Pro Civitate Christiana.
 P D U Italiana Srl (IFPI), Via Senato 12, 20121 Milan, Tel: (02) 790 971, 783 114. Mng. Dir.: Germano Alberti; Gen. Mgr.: Vittorio Buffoli, Sales Mgr.: Renzo Gramagna. (Distributed by EMI)
Home office: Switzerland.
Label: (Owned) PDU.
Int'l reps.: Argentina, France, Greece, Spain (all EMI).
 Pacha, see CGD.
 Panarecord SpA, Via Cimarosa 4, 20144 Milan, Tel: (02) 430 046, 485 609. Pres.: Sergio de Gennaro; Gen. Mgr.: Mario Paretotti. **Warehouse:** Via Malaga 4. Tel: (02) 479 405
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 Parlophone, see EMI.
 Pathe, see EMI.
 Patto, see Fonit-Cetra.
 Penny, see Ri-Fi.
 Pentaphon, see Beat.
 Perladisc, see Beat.
 Petrus, see Stop.
 Philips, see Polygram.
 Phoenix, see Sarabandas & Saar.
 Phonorama, see Stereomaster.
 Phonotype Rec. del Filii, Esposito SnC, Via Enrico de Marinis 4, 80134 Naples, Tel: (081) 205 873, 206 642. (Distributed by RCA).
Labels: (Owned) Cadis, Fans, Kappa-O, Leondisco, Phonotype, Universal; **(distributed)** Bella, Junghans.
Int'l reps.: Australia (Minstrel), Canada (International Rec'g), Japan (King), USA (L. Rossi), Venezuela (Radio Capri).
 Picci, see Interbeat.
 Piggy, see Belmusic.
 Pinciana Music Srl (IFPI), Via Giovanni Branca 35, 00153 Rome, Tel: (06) 578 776.
Labels: (Owned) Dany, Pinciana.
 Play, see Cielo-Video.
 Polydor, see Polygram.
 Polygram Dischi SpA (IFPI), Viale Regina Giovanna 29, 20129 Milan, Tel: (02) 20484. Cable: COMINFON. Telex: 334140. Mng. Dir.: Alain C. Trossat, Admin. & Financial Mgr.: Luigi Sanvito; Gen. Affairs Mgr.: Lidia Cameroni Gallas; Mktg. Mgr.: Franco Cabrini; Creative Mgr.: Claudio Gobbi; A&R Mgr.: Claudio Fabi.
Branch: Rome, Viale Carso 20, Tel: (06) 315 416, 360 9447. Promo. Mgr.: Aldo Patriarca.
Labels: (Owned) Analecta, DG, Fontana, MGM, Mercury, Metro, Mirto, Philips, Polydor, Theatre Project, Vertigo, Verve; **(licensed foreign)** Barn, Capricorn (USA), Charisma (UK), Chess (USA), Cube (UK), Pablo (USA), Rocket (UK), RSO (UK), 20th Century (USA); **(distributed—not licensed)** Atlas, CRAMPS, Chrysalis (UK), Divergo, Ippopotamo, Music Collection, NWA.
Int'l reps.: Worldwide (Phonogram, Polydor, Polygram)
 Pom, see CGD.
 Pony Recs., see Beat.
 Ponzio, see CGD.
 Portrait, see CBS.
 Premier, see Publilart.
 Primary, see Ri-Fi.
 Pro Civitate Christiana (Ed. Fonografiche & Musicali), Cittadella Cristiana, 06081 Assisi, Tel: (075) 812 234, 812 410. Dir.: Nora Cervi; Gen. Mgrs.: Adelaide Vaccira, Nena Loffredo; Sales Mgr.: Antonio Sartori.
Label: (Owned) PCC.
 Produttori Associati Srl (IFPI), Via General Fara 39, 20124 Milan, Tel: (02) 666 176. Pres.: Antonio Casetta
Labels: (Owned) Canadian American, Laboratorio, La Luna, Off, Produttori Associati.
 Publilart Srl, Via Manfredi 5, 42100 Reggio Emilia, Tel: (0522) 36825. Mng. Dir.: Leda Ferranini; Gen. Mgr.: Ivano Burani.
Labels: (Owned) Emilia, Premier.
 Publidisco, see Ri-Fi.
 Pull Srl, Via della Camilluccia 701, 00135 Rome, Tel: (06) 32 73 050. (Distributed by Fonit-Cetra)
Int'l rep.: (UK) Pye.
 Quadrifoglio, see Sciascia.
 Queen Disc, see IREC.
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Home office: USA.
Distribution branches: Bari, Via Camillo Rosalba, Tel: 414 651, 416 218. Mgr.: R. Buzzanca—Bologna, Via le Oriani 2, Tel: 393 800, 396 954. Mgr.: P. Margelli—Catania, Piazza Nettuno 10-15, Tel: 491 486 / 464. Mgr.: S. Sparaventi—Florence, Via Ghibellina 3 / R, Tel: 679 868, 675 063. Mgr.: A. Barsotti—Genoa, Piazza Rossetti 8 / R, Tel: 591 610, 581 123. Mgr.: M. Biotti—Milan, Piazza Umanitaria 2, Tel: 542 467, 546 16 32. Mgr.: G. Rossi—Naples, Vico Dattero alla Maddalena 5-6, Tel: 334 636 / 572. Mgr.: F. Zezza—Padua, Via B. Pellegrino 115, Tel: 35 639, 651 652. Mgr.: A. Papi—Pescara, Via L'Aquila 25, Tel: 32 977. Mgr.: F. Pietrostefani—Rome, Via Tiburtina Km. 12, Tel: 415 177 / 349. Mgr.: A. Celli—Turin, Via Gorizia 144, Tel: 328 570 / 458. Mgr.: A. Occhetti.
Labels: (Owned) RCA Cinemathe, RCA Int'l, RCA Italiana, RCA Lineatre, RCA Original Cast, Red Seal, Victor, Victrola, **(licensed domestic)** CAM, Delta, Hello, IT, Numero Uno, Phonotype, Sidet, Spaghetti, Valiant; **(licensed foreign)** Buddha (USA), Chiswick (UK), Erato (France), Grunt (USA), Immediate (UK), The Label (UK), Midsong (USA), Millennium (USA), Nems (UK), Penny Farthing (UK), Prelude (USA), Red Star (USA), Roadshow (USA), Salsoul (USA), Savoy (USA), Sire (USA), Solar (USA), Stiff (UK).
Int'l rep.: Worldwide (RCA).
 R R C (Roman Rec. Co.) Srl, Via San Martino della Battaglia 3, 00185 Rome, Tel: (06) 49 56 682 / 366.
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 Radio Recs., see Sidet.
 Rally, see Senn Sound.
 Rang, see Cinevox.
 Real, see CGD.
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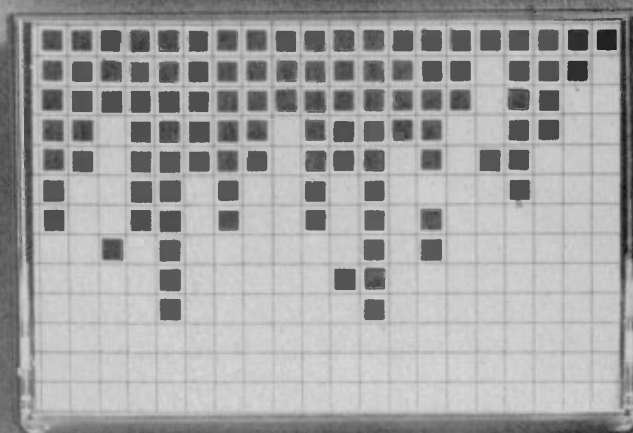


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 Red Seal, see RCA.
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 Regal Zonophone, see EMI.
 Reprise, see WEA.
 Ricordi SpA (Dischi) (IFPI), Via Berchet 2, 20121 Milan. Tel: (02) 88.81. Cable IDROCIR. Telex: 310777. Pres.: Gianni Babini; Mng. Dir.: Guido Rignano; Gen. Mgr.: Lucio Salvini; Sales Mgr.: Renzo Benini.
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Int'l reps.: Argentina (RCA), Austria (Amadeo), Bolivia (Lauro), Brazil (RCA), Chile (IRT), Colombia (Industria Electro-Sonora), El Salvador (Discos Centroamericanos), Germany (Metronome), Greece (CBS), Japan (King), Mexico (RCA), Panama (Discos de Panama), Spain (Ariola), Switzerland (Metronome), Uruguay (American Prods.).
 Ri-Fi Rec. Co. SpA (IFPI), Corso Buenos Aires 77, 20124 Milan. Tel: (02) 27.36.41. Cable: RIFIRECORD. Chm.: Giovanni Battista Ansoldi; A&R Mgr.: Antonio Ansoldi; Sales Mgr.: Mario Giampietro; Int'l Mgr.: Gianfranco Finamore; Export Luigi Fedele; Promo. Mgr.: Wladimiro Albera.
Branch: Rome, Via A. Cantore 19. Tel: (06) 31.92.10. Contact: Gianfranco Soffiatti.
Labels: (Owned) Antoniano, Collette, Out, Penny, Primary, Publidisco, Ri-Fi, Studio, Variety; (licensed) Apollo (Belgium), Atoll (France), Attack (UK), Continental (Brazil), Direction (Canada), Everest (USA), Formula (Brazil), Horse (UK), Ibach (France), Karma (Germany), Miami (UK), Mooncrest (UK), RMP (Germany), Saga (UK), Trojan (UK), Victor (Japan).
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 S I F, see CGD.
 Saar Srl (IFPI), viale di Porta Vercellina 14, 20123 Milan. Tel: (02) 46.96.251. Cable: SAAR. Pres.: Walter Guertler; Gen. & Sales Mgr.: Sergio Balloni.
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 Sabrina, see Stereomaster.
 Sarabandas Ed. Musicali & Produzioni Srl, Via Capecelatro 91, Milan. Tel: (02) 469.6251. Gen. Mgr.: Mario Rapallo. (Distributed by Saar).
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 Showbusiness Kings, see Omnia.
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Int'l rep.: Worldwide (RCA). (SEE ADVERTISEMENT)
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 Sinusoid, see C&M.
 Sirio, see Sviluppo Discografico del Mezzogiorno.
 6-Phase Superstereo, see Sciascia.
 Smash, Via Umberto Moricca 33, 00167 Rome. Tel: 638.4369.
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Variety, see Ri-Fi.
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Acuff-Rose, see Sugarmusic.

Adora Ed. Italia, see Cielo-Video.
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Ariston Ed. Musicali Srl, see Ariston Srl.

Ariston Srl (SIAE), Via Massimo Gorki 21, Strada Zivido, 20098 San Giuliano (Milan). Tel: (02) 98.46.974. Telex: 321466. Pres.: Alfredo Rossi; Int'l Mgr.: Graham Johnson; Copyright Dept.: Fermo Tonali.

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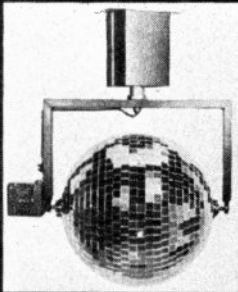
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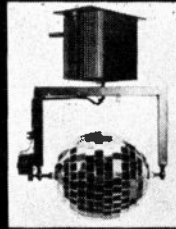
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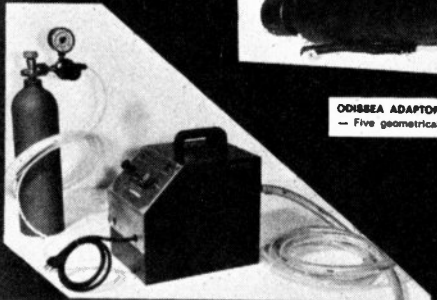
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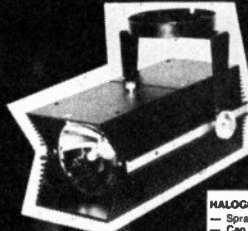
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— The smoke is obtained with a special oil sterilized and shovied by a CO/2 adjustable casting



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— Cap 25
— Halogen lamp V 24 W 150
— Connected transformer



PROJECTOR LX-3
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— Quartz iodine-lamp v 24 w 150
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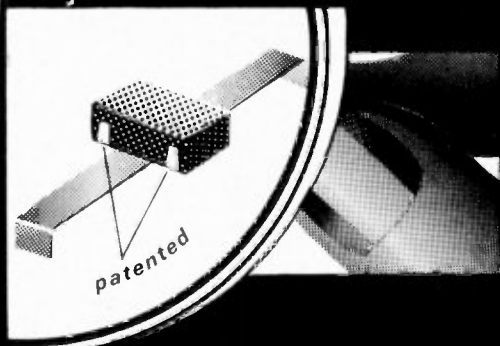
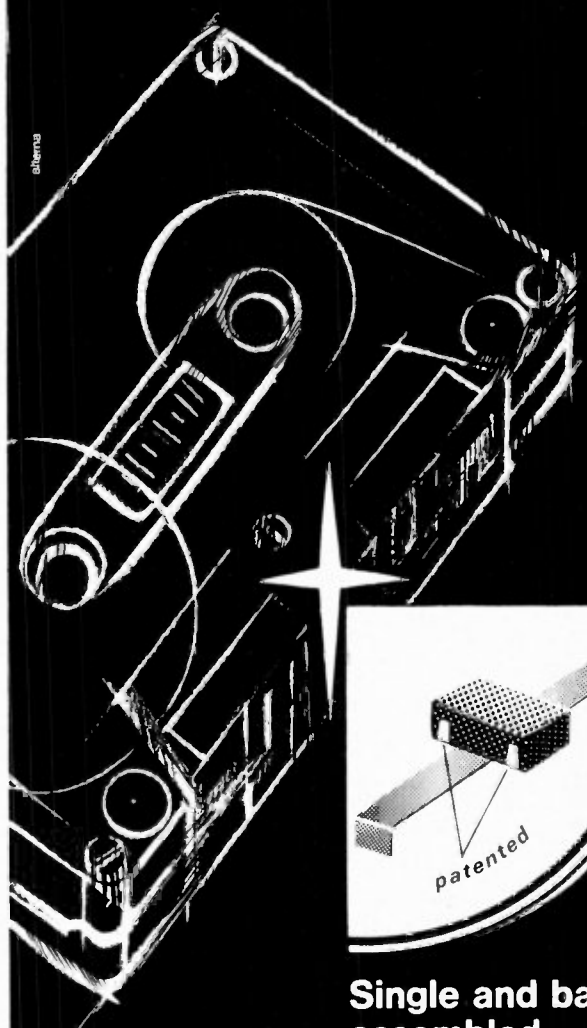
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- (02) 281.226. Gen. Mgr.: Guido Mezzadra; Sales Mgr.: Enrico Mezzadra.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
 Duplo Magnetic, Via Leida 8, 37100 Verona. Tel: (045) 504.491.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic.
 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 Maggiolini.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 3/4" cassette, 1/2" VHS.
 Durium SpA, Via Manzoni 40/42, Milan. Tel: (02) 701.703. Telex: 25564. Pres. & Mng. Dir.: Krikor Mintangian; Chief Admin'r: Giulio Galimberti; Sales Mgr.: Amleto Silvestri (PKG)
Audio: 8-tr., 8-tr. quadrasonic, cassette. (SEE ADVERTISEMENT)
 E M I Italiana SpA, Viale dell'Oceano Pacifico 46, 00144 Rome. Tel: (06) 592.0751. Cable: EMIROM. Telex: 613208. Mng. Dir.: John L. Bush; Deputy Mng. Dir.: Vittorio Magnoli; Comm'l Mgr.: Nerio Alunni.
Audio: 8-tr., cassette.
 Ecolina Srl, Via Leopardi 8, 20123 Milan. Tel: (02) 869.0121. Chief Exec.: Mourad Sabet. **Factory:** Via Monviso 21. Tel: (02) 314.766. **Factory Technical Mgr.:** Ronald F. Goodwin.
Audio: 8-tr., 8-tr. quadrasonic, cassette, open reel, open reel quadrasonic. (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. Granito; Adv. Mgr.: L. Porfirio.
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.
 Fonit-Cetra SpA, Via Giuseppe Meda 45, 20141 Milan. Tel: (02) 843.2551. Cable: FONITCETRA. Pres.: Giuseppe Piccione; VP: Georgio Agosti; Gen. & Sales Mgr.: Mario Zanoletti.
 Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904.8815. Telex: 31371. 37607.
Audio: 8-tr., 8-tr. quadrasonic, cassette.
 I R I (Industrie Riunite Italiane) Srl, Via Vespolate 22, 27030 Confindenza (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. Gen. Mgr.: Roberto Arnoldi. (PKG)
Audio: 8-tr., cassette.
 M D A Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962.0914. Telex: 380426. Gen. Mgr.: Pinuccia Grassi.
Audio: 8-tr., cassette.
 Manplast Srl, Via G. Di Vittorio 307/6, 20099 Sesto San Giovanni (Milan). Tel: (02) 248.5019.
Audio: 8-tr., cassette.
 Phonoster SpA, Via G. Rossini, 20067 Tribiano (Milan). Tel: (02) 90.64.646.
 Phonotype Rec. Srl, Via Enrico de Marinis 4, 80134 Naples. Tel: (081) 206.642, 205.873. Chief Exec.: Vincenzo Esposito; Gen. Mgr.: Fernando Esposito; Sales Mgr.: Roberto Esposito.
Audio: 8-tr., cassette.
 R C A SpA, Via San Alessandro 7, Rome. Tel: (06) 43.661. Telex: 61428. Pres.: Giuseppe Ornato; Gen. Mgr.: Ennio Mellis; Comm'l Mgr.: Luciano Bernacchi.
Home office: USA.
Audio: 8-tr., cassette.
 Ricordi SpA (Dischi) Via Barletta 11, 20100 Milan. Tel: (02) 539.2392. Admin. Mgr.: Giuseppe Maurelli.
Audio: Cassette.
 Ri-Fi Rec. Co. SpA, Corso Buenos Aires 77, 20124 Milan. Tel: (02) 273.641. Mng. Dir. & Gen. Mgr.: Giovanni Battista Ansoldi. (SEE ADVERTISEMENT)
 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) (SEE ADVERTISEMENT)
 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.
Audio: 8-tr., 8-tr. quadrasonic, cassette.
 Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan). Tel: (0362) 508.701. Telex: 312080. Pres.: Mario Colombo; Gen. Mgr.: Dario De Benedetti; Sales Mgr.: Luigi Cane. (PKG only—audio) (SEE ADVERTISEMENT)
 3 M Italia SpA, San Felice Segrate (Milan). Tel: (02) 75.451. Mng. Dir.: T.S. Skoog. (PKG)
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

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- A T B SpA, Via Palmiro Togliatti 30, 20030 Senago (Milan). Tel: (02) 998-9976. Cable: ATIBISENAGO. Telex: 36479. Mng. Dir.: Abramo Bordignon.
Audio: Single- & band-assembled components for cassettes, digital cassettes & 8-tr.; spring pads & antifriction liners; full, flat & flat-foam shields in any magnetic alloy; customer-designed supplies (SEE ADVERTISEMENT)
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Home office: USA

Audio & Video: Plastic cassette parts.

Audio Devices, see Neumannacustic.

Audiogram SpA, Via Vallosa 38, 25050 Passirano (Brescia) Tel (030) 657 360 Telex 300260 Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgr. Luciano Bassani. (SEE ADVERTISEMENT)

Avelca Srl, V. Emanuella 16, Saronno. Tel: (02) 960.5413 / 3248. Mng. Dir. & Gen. Mgr. Sergio Moretti (SEE ADVERTISEMENT)

Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel (02) 618-8064. Pres. Corrado Bresolin.

Audio: All parts. (SEE ADVERTISEMENT)

Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20154 Milan. Tel (02) 367.693 Gen. Mgr. Cesare Gaetani.

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. Gen. Mgr.: Roberto Arnoldi.

M D A Srl, Via San Giuseppe 137, 21047 Saronno. Tel (02) 962-0914 Telex 380426 Gen. Mgr. Pinuccia Grassi.

Neumannacustic di Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel (02) 228.120, 276.893 Cable BEPPATOMIL Owner Roberto Beppato; Sales Mgr. David Butterworth.

Branch: 00143 Rome, Via G. Armellini 31 Tel (06) 591-4609. Contact: Livio Argentin.

Brand name: Audio Devices.

Nuova SIAT (Societa Italiana Articoli Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese) Tel (02) 960-7485/7450. Cable: NSIAT. Telex. 334502. Mng. Dir.: Edoardo Benetton. (SEE ADVERTISEMENT)

Polimek Srl, Via Pace 64, 20017 RHO (Milan). Tel (02) 930.1742/9484. Telex 330270, 330501 Chief Exec.: Rosario Mandina; Gen. Mgr.: Girolamo Magott.

Audio: 8-tr., cassette

Sonorex Tape SpA, Via Bonfadina 14, Cazzago San Martino (Brescia). Tel: (030) 725.382. Telex: 30826. Chief Exec.: Dr. Giuseppe Zani; Sales Mgr.: Italo Capoferr.

T K L di F. Maga, Superstrada San Marino 149, Km. 6,300, 47040 Cerasolo di Coriano (Forly). Mng. Dir. F. Maga. (SEE ADVERTISEMENT)

EMPEX CARTRIDGES, CASSETTES & REELS

A T B SpA, Via Palmiro Togliatti 30, 20030 Senago (Milan). Tel. (02) 998-9976. Cable: ATIBISENAGO Telex 36479. Mng. Dir.: Abramo Bordignon. (SEE ADVERTISEMENT)

Alfapolymer Srl, Via Lamarmora 33, Milan Tel (02) 546-6986

Audio: C-O cassettes.

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: 2", 1", 1/2", 1/4" open reel, 1/4" cassette, 1/2" Beta cassette

Brand names: Ampex, Shamrock

Audio Devices, see Neumannacustic

Audiogram SpA, Via Vallosa 38, 25050 Passirano (Brescia) Tel (030) 657 360 Telex 300260 Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr. Francesco Nervi, Sales Mgr. Luciano Bassani.

Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Avelca 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) 618-8064 Pres. Corrado Bresolin.

Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Comp-Ray, see Start.

Cable Ind Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel (0332) 770 784/189. Cable DUCALEMUSIC BREBBIA (VARESE). Telex. 382031 Pres. & Gen. Mgr. Davide Matalon (SEE ADVERTISEMENT)

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G T E (General Tape Equip.) Srl, Via dei Cybo 4, 20127 Milan. Tel (02) 689-8065. Telex 25046 Gen. Mgr. Ottaviano Clerici Bagozzi

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 Gen. Mgr. Roberto Arnoldi

Lear Jet, see Start

M D A Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0914. Telex 380426. Gen. Mgr. Pinuccia Grassi

Audio: 8-tr., cassette

Magnex SpA, Via G. B. Grassi 97, 20157 Milan Tel (02) 355 5146, 357 0946. Cable SELECHIMIT. Telex 331269 Pres. Dr. Luigi Lang. Gen. Mgr. Dr. Roberto Sanzone, Sales & Mktg. Mgr.: Dr. Nikolay Karadjov.

Audio: Cassette, professional 1/4" open reel (SEE ADVERTISEMENT)

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

Brand name: Audio Devices

Nuova SIAT (Societa Italiana Articoli Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese) Tel (02) 960-7485/7450 Cable NSIAT Telex: 334502 Mng. Dir. Edoardo Benetton.

Audio: 8-tr., cassette & open reel, boxes

Brand name: SIAT (SEE ADVERTISEMENT)

S E C I, see Magnex.

S I A T, see Nuova

Scotch, see 3M

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 Capoferr.

Audio: 8-tr., cassette.

Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan) Tel (0362) 508 701 Telex 312080 Pres. Mario Colombo; Gen. Mgr. Dr. Dario De Benedetti, Sales Mgr. Dr. Luigi Cane

Audio: 8-tr., cassette.

Brand names: Lear Jet, Comp-Ray, Techno-Ray (SEE ADVERTISEMENT)

T K L di F. Maga, Superstrada San Marino 149, Km. 6,300, 47040 Cerasolo di Coriano (Forly) Mng. Dir. F. Maga. (SEE ADVERTISEMENT)

Techno-Ray, see Start.

3 M Italia SpA, San Felice-Segrate (Milan) Tel (02) 75 451. Mng. Dir. T. S. Skoog

Audio: Open reel

Brand name: Scotch

JACKETS & SLEEVES

Barbieristampa, Via San Rocco 6, Milan. Tel (02) 541 964 (Sleeves only)

C G D-Messaggerie 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. Roberto Guerrazzi, Sales Mgr. Romano Razzini, Promo. Mgr. Johnny Porta

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Magnex SpA, Via G. B. Grassi 97, 20157 Milan Tel (02) 355 5146, 357 0946. Cable SELECHIMIT. Telex 331269 Pres. Dr. Luigi Lang. Gen. Mgr. Dr. Roberto Sanzone, Sales & Mktg. Mgr.: Dr. Nikolay Karadjov.

Audio: Cassette, professional 1/4" open reel (SEE ADVERTISEMENT)

Neumannacustic di Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel: (02) 228.120, 276.893. Cable

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Magnex SpA, Via G. B. Grassi 97, 20157 Milan Tel (02) 355 5146, 357 0946. Cable SELECHIMIT. Telex 331269 Pres. Dr. Luigi Lang; Gen. Mgr. Dr. Roberto Sanzone; Sales & Mktg. Mgr.: Dr. Nikolay Karadjov.

Audio: High speed duplicating tape (SEE ADVERTISEMENT)

S E C I, see Magnex

3 M Italia SpA, San Felice-Segrate (Milan). Tel (02) 75 451. Mng. Dir. T. S. Skoog

Audio & Video: Open reel tape

Brand name: Scotch.

RECORD PROCESSING MACHINERY

Alpha Toolex, see Neumannacustic

Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770 784/189 Cable DUCALEMUSIC BREBBIA (VARESE). Telex 382031 Pres. & Gen. Mgr. Davide Matalon. (Importer) (SEE ADVERTISEMENT)

Europa Film, see Neumannacustic

G B F Costruzioni Meccaniche, Via Vittorio Veneto 12/18, 20091 Bresso (Milan) Tel (02) 920-1641

I D R A, Via Palestrina 2, 20124 Milan. Tel (02) 203 842

Fontana Luigi & Cia. SaS, Via Brioschi 62, 20141 Milan. Tel (02) 849-3231

Chief product: Presses.

Metalmeccanica Plast SpA, Via Feloni 83, 22070 Bulgarograsso (Como). Tel (031) 931.464. Cable METAL-MEC Telex 381069 Gen. Mgr. Franco Gran; Sales Mgr. Franco Fedriga

Chief product: Record injection molding machines.

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 molding machines

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

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Branch: 00143 Rome, Via G. Armellini 31. Tel: (06) 591-4609. Contact: Livio Argentini.
Chief product: Presses, plating & transfer equip.
Brand names: Alpha Toolex, 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.

TAPE, BLANK LOADED & RAW

Agfa-Gevaert SpA, Viale de Gasperi, 20151 Milan. Tel: (02) 307 401. Telex: 37182. Chief Exec.: Benito Chiucchini; Sales Mgr.: Giorgio Dordoni.
Audio: Cassette, open reel.
Video: 1" open reel.
Amplex 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 Neumannacoustic.
Audiogram SpA, Via Vallosa 38, 25050 Passirano (Brescia). Tel: (030) 657 360. Telex: 300260. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgr.: Luciano Bassani.
Audio: Cassette. (SEE ADVERTISEMENT)
Audio Magnetics, see Melchioni.
Avelca 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) 618-8064. Pres.: Corrado Bresolin. (Blank only)
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)
C G D-Messaggerie 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.
Diamante, see Start
Duplicmatic 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. Chief Exec.: Mourad Sabet. **Factory:** Via Monviso 21. Tel: (02) 314 766. **Factory Technical Mgr.:** Ronald F. Goodwin. (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.: Cesare Gaetani. (Blank only)
Audio: 8-tr., cassette, open reel.
G T E (General Tape Equip.) Srl, Via Ragusa 8, 20127 Milan. Tel: 689-8065. Telex: 25046. Gen. Mgr.: Ottaviano Clerici Bagozzi. (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. Gen. Mgr.: Roberto Arnoldi.
Audio: 8-tr., cassette, open reel.
M D A Cassettes Srl, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Gen. Mgr.: Pinuccia Grassi.
Audio: 8-tr., cassette.
Magnex SpA, Via G. B. Grassi 97, 20157 Milan. Tel: (02) 355 5146, 357 0946. Cable: SELECHIMIT. Telex: 331269. Pres.: Dr. Luigi Lang; Gen. Mgr.: Dr. Roberto Sanzone; Sales Mgr.: Dr. Nikolay Karadjov.
Audio: 8-tr., cassette, open reel. (SEE ADVERTISEMENT)
Melchioni SpA, Via P. Coletta 37, 20135 Milan. Tel: (02) 57 94. Telex: 320321. Pres.: Mario Melchioni; Gen. Mgr.: Aurelio Reali.
Audio: 8-tr., cassette, open reel.
Brand name: Audio Magnetics.
Memorex, see EMEC.
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 Argentini.
Audio: 8-tr., cassette, open reel.
Brand name: Audio Devices.
Nuova SIAT (Societa Italiana Articoli Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960-

7485/7450. Cable: NSIAT. Telex: 334502. Mng. Dir.: Edgardo 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 Paoletti.
Branch: Bologna, Disco Express, Via Barberia 13. Tel: (051) 276 697.
Audio: Cassette.
Video: 3/4" cassette. (SEE ADVERTISEMENT)
Polmek Srl, Via Pace 64, 20017 RHO (Milan). Tel: (02) 930.1742/9484. Telex: 330270. 330501. Chief Exec.: Rosario Mandina; Gen. Mgr.: Girolamo Magotti. (Blank only)
Audio: 8-tr., cassette.
S A S E A (Societa Aniline Solventi & Affini) SpA, Via Vincenzo da Seregno 40/48, 20161 Milan. Tel: (02) 64.08. Telex: 37257. Sales Mgr.: Claudio Barlucchi.
Home office: Germany, BASF.
Audio: 8-tr., cassette.
Brand name: BASF.
Scotch, see 3M
S E C I, see Magnex.
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 120, 20030 Seveso (Milan). Tel: (0362) 508.701. Telex: 312080. 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, San Felice-Segrate (Milan). Tel: (02) 75.451. Mng. Dir.: T. S. Skoog.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.
Brand name: Scotch.

TAPE DUPLICATING & PROCESSING EQUIPMENT

A E G-Telefunken SpA, Via Pirelli 12, 20124 Milan. Tel: (02) 61798. Cable: AEGITAL. Telex: 310473. Pres.: Dr. M. Bortolussi; Gen. Mgr.: Dr. B. Lenzi; Sales Mgr.: A. Bosco.
Audio: Duplicators & winders.
Brand name: Telefunken.
Amplex 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.
Audio Prods. Int'l, Via Spontini 3, 20131 Milan. Tel: (0039) 222 8120. Cable: BEPPATOMIL. Owner: Beppato Ro-

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berto, Gen Mgr G Munafa, Sales Mgr. David Butterworth (Audio only)
Brand name: Studer

Ducale Ind Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770.784/189. Cable DUCALEMUSIC BREBBIA (VARESE). Telex: 380231 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. Angussola d'Altoe, Prod Mgr. G. Granito; Adv Mgr. L. Portiri.
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. Cesare Gaetani
Audio: Assembling & winding equip.

G T E (General Tape Equip.) Srl, Via Ragusa 8, 20127 Milan. Tel 689-8065 Telex 25046 Gen. Mgr.: Ottaviano Clerici Bogazzio.
Audio: Automatic, semi-automatic & manual tape winders, ultra high speed duplicators, automatic cassette assemblers & automatic cassette screwdriver.

M D A Srl, Via San Giuseppe 137, 21047 Saronno. Tel (02) 962 0914 Gen Mgr Pinnuccia Grassi. (Audio only)
Audio: Processing equip

M I P (Music Industry Prods) Srl, Via San Luca 10, 20100 Milan Tel (02) 837 0908 Telex 380231. Contact D Matalon
Audio: Fully automatic cassette assembly equip (SEE ADVERTISEMENT)

Magnex SpA, Via G B Grassi 97, 20157 Milan. Tel (02) 355 5146, 357 0946 Cable SELECHIMIT Telex 331269 Pres Dr Luigi Lang; Gen. Mgr. Dr Roberto Sanzone, Sales & Mktg Mgr Dr. Nikolay Karadjov.
Audio: Coating & slitting equip. (SEE ADVERTISEMENT)

Neumannacustic de Roberto Beppato, Via G. Spontini 3, 20131 Milan Tel (02) 228 120, 276.893. Cable BEPPATOMIL Owner Roberto Beppato; Sales Mgr David Butterworth.
Branch: 00143 Rome, Via G. Armellini 31, Tel (06) 591-4609 Contact Livio Argentin.
Audio: Duplicators, winders.

Otari, see Exhibo Italiana

Roje Telecomunicazioni SpA, Via Sant' Anatalone 15, 20147 Milan Tel (02) 415 4141 Cable TELEROJE Telex 332202

S E C I, see Magnex

Siemens (Societa Italiana Telecomunicazioni), Piazzale Zavattari 12, 20149 Milan Tel (02) 4388 Cable AUSOSIEMENS 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 Capoferrri
 Studer, see Audio Prods

Sumat Srl, Via San Giuseppe 137, Saronno (Varese) Tel (02) 962-0915 Gen Mgr Roberto Macchi (Manufacturer/Importer)
Audio: Automatic cassette winders, tools.

T T L (Tape Technology Lab.) di Rizza Attilio, Via Pirandello 4/A, 20144 Milan Tel (02) 469-5213, 498-4371 Pres Attilio Rizza
Audio: 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)

Telefunken, see AEG-Telefunken

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

Ecofina Srl, Via Leopardi 8, 20123 Milan Tel (02) 869-0121, 806 125 Chief Exec Mourad Sabet, Factory Technical Mgr Ronald F Goodwin
Product: Boxing machines
Brand name: Ponzone & Vico (SEE ADVERTISEMENT)

G T E (General Tape Equip.) Srl, Via Ragusa 8, 20127 Milan Tel 689 8065, 376 4171
Product: Automatic cassette labeling & boxing machines

M D A Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0914 Telex 380426 Gen Mgr. Pinnuccia Grassi Ponzone, see Ecofina

S T M (System Transfer Matic), Strada Cassanese Km. 9, Vignate (Milan) Tel (02) 958-0227
Product: Cassette assembly & packaging equip (SEE ADVERTISEMENT)

Start Ltd., Corso Garibaldi 120, 20030 Seveso (Milan) Tel (0362) 508 701 Telex 312080. Pres.: Mario Colombo, Gen Mgr Dr Dario De Benedetti; Sales Mgr Dr Luigi Cane.
Product: 8-tr & cassettes library cases.
Brand names: Comp-Ray, Techno-Ray (SEE ADVERTISEMENT)

Sumat Srl, Via San Giuseppe 137, 21047 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

Agla-Gevaert SpA, Viale de Gasperi, 20151 Milan. Tel (02)

307 401 Telex 37182. Chief Exec. Benito Chiucchini; Sales Mgr. Giorgio Dordoni
Product: Head cleaners, demagnetizers, leader & splicing tape

Alfapolymer Srl, Via Lamarmora 33, Milan Tel (02) 546-6986
Product: Carrying & storage cases, head cleaners & demagnetizers.

Ampex Italiana SpA, Via Riccardo Gigante 4, Rome Tel (00396) 546991 Cable AMPEX ROME. Telex 61492. Mng. Dir. Riccardo Crippa; Sales Mgr Domenico Rossi
Home office: USA.
Product: Head cleaners, demagnetizers, leader & splicing tape.

Audel, Via Ximenes 3, Milan (Importer)
Product: Needles (Ortofon).

Audio SnC, Strada di Caselle 63, 10040 Leini. Tel 998-8841. (Importer)
Product: Needles (Pickering).

Audiogram SpA, Via Vallosa 38, 25050 Passirano (Brescia). Tel (030) 657.360. Telex: 300260. Owner & Mng Dir Edoardo Cattaneo; Gen. Mgr. Francesco Nervi; Sales Mgr. Luciano Bassani.
Product: Leader tape (SEE ADVERTISEMENT)

Audio-Technica, see NTC

Avelca Srl, V. Emanuela 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 Cinisello Balsamo (Milan) Tel (02) 618-8064. 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 Srl, Via G.B. Caruà 36, Milan. Tel (02) 256-3189 (Importer)
Product: Cleaners, cloths & brushes (Metrosound)

D B D, Via Giovanni XXIII 33, 50040 Settignano di Calenzano (Florence) Tel (055) 887-7464.
Product: Record cleaner & brush.

Decca, see Centro Leader

Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770.784/189 Telex 382031 Pres & Gen. Mgr. Davide Matalon
Product: Leader & splicing tape (SEE ADVERTISEMENT)

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)

Kental, Via Guercino 8, Milan (Importer)
Product: Needles (Kenwood)

Kenwood, see Kental

L E M (Lavorazione Nastro Magnetico) SpA, Via G B de La Salle 4/A, 20132 Milan. Tel (02) 256-9998 Gen Mgr Roberto Arnoldi.
Product: Leader & splicing tape

M D A Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0914 Telex: 380426. Gen. Mgr. Pinnuccia Grassi
Product: Head cleaners & demagnetizers, cassette testers, cassette tools & moulds, tape certifiers.

Magnex SpA, Via G B Grassi 97, 20157 Milan Tel (02) 355-5146, 357 0946 Cable SELECHIMIT Telex 331269 Pres Dr Luigi Lang; Gen Mgr. Dr Roberto Sanzone, Sales Mgr Dr Nikolay Karadjov.
Product: Head cleaners, demagnetizers, leader tape. (SEE ADVERTISEMENT)

Metrosound, see Codea

Musica Diffusione, Via Del Gambero 30, 00187 Rome
Product: Record cleaner & brush (Dust Jockey), anti-static turntable mat

N T C s a s di Giuseppe Gianani & Co., Via Montebello 27 Milan Tel (02) 65 98 181, 63.27.17 Cable NETICI Mng Dir Giuseppe Gianani, Gen Mgr Carlo Ferrario (Importer)
Product: Needles (Audio-Technica)

Net-tronic, see Phonola

Otofon, 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).

Saar Srl, Viale di Porta Vercellina 14, 20123 Milan. Tel 469-6251 Pres Walter Gurtler, Sales Mgr Sergio Balloni.
Product: Catalog servs

Sansui, see Gilberto Gaudi

S E C I, see Magnex

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 Capoferrri
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)

Sumat Srl, Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0915 Telex 380426 Gen Mgr Roberto Macchi
Product: Head cleaners & demagnetizers

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

Alfapolymer Srl, 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 Srl, Viale di Porta Vercellina 14, 20123 Milan. Tel 469-6251. Pres: Walter Gurtler, Sales Mgr. Sergio Balloni
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

Cinterdisc, c/o Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10 Pres. & Gen. Mgr. Catherine Oro; Sales Mgr. Waly N'Diaye. (Importer/Distributor/Rack Jobber)
Home office: Societe Ivoirienne du Disque.
Labels: (Owned) Cinterdisc, (distributed—not licensed) Goss, SID.

Kibaru, see Societe Ivoirienne du Disque

S I D, see Societe Ivoirienne du Disque

Societe Ivoirienne du Disque (IFP), 10 BP 503, Abidjan 10. Tel 36 10 25. Cable SID. Telex 3193 Pres & Gen. Mgr. Catherine Oro (Manufacturer/Distributor/Importer)
Labels: (Owned) Kibaru, SID, Sound Explosion; (licensed) Amour (Canada), EMI (Nigeria), Namaco (Nigeria) Olumo (Nigeria), AIT, Africa, Ba-Ba, Bana Beru, Do-7, King Kong, Lolwe, Moto Moto, Muziki du Zaire, Nyang Omaki, Owang Jabek, POK, Sungura (all Kenya); (distributed—not licensed) Zaire Promotion (Zaire)

Sound Explosion, see Societe Ivoirienne du Disque

W E A West Africa BP 4335 Poste D'Abidjan, Plateau D'Abidjan. Tel 361-577/268 Mng Dir Guy Guydon
Home office: USA

● services

DESIGN & ARTWORK

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel 36 10 25. Cable SID. Telex 3193 Pres & Gen Mgr. Catherine Oro.
Local branch: Cinterdisc

PRESSING PLANT

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel 36 10 25. Cable SID. Telex 3193. Pres & Gen Mgr. Catherine Oro
Local branch: Cinterdisc.

RECORD PROMOTION

Cinterdisc, c/o Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10 Pres. & Gen. Mgr.: Catherine Oro; Sales Mgr. Waly N'Diaye.

● supplies

JACKETS & SLEEVES LABELS POLYETHYLENE BAGS

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel 36 10 25. Cable SID. Telex 3193. Pres & Gen Mgr. Catherine Oro.

● accessories

Cinterdisc, c/o Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10 Pres. & Gen. Mgr. Catherine Oro, Sales Mgr. Waly N'Diaye
Home office: Societe Ivoirienne du Disque
Product: Cleaners, cloths & brushes, 45 rpm adapters

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel 36 10 25. Cable SID. Telex 3193 Pres & Gen. Mgr. Catherine Oro
Local branch: Cinterdisc
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.
 Carifta, see Record Specialists
 Champion, see Record Specialists.
 Crystal, see Federal.
 Disc Disk Joint Recs., 127 King St., Kingston.
Home office: USA.
 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; Gen. Mgr.: Michel Khouri; 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 (WEA), 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) Buddha (USA), CBS (UK, USA), Columbia (UC, USA), Epic (USA), Hi (UK, USA), Marlin (USA), Philadelphia Int'l (USA), Portrait (USA), RCA (USA), T-Neck (USA), TSOP (USA); (distributed—not licensed) Crystal, Playback.
 Gorgon, see Sonic 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. Tel: (809) 922-4865/6287. Cable: SOUNDTRACK Telex: 2252. Exec. Dir. George Benson.
Labels: (Owned) Blank, Carifta, Champion, Saturn, Star, Venus; (licensed) ABC group (USA), Capitol (USA), DJM (UK), Disneyland-Vista (USA), MCA (USA), Majestic (USA), Motown (USA), Phonogram (Netherlands, UK, USA), Pickwick (USA), Roulette (USA), Universal group (USA), Word (UK).
 Saturn, see Record Specialists.
 Snapper, see Sonic Sounds.
 Sonic Sounds Rec. Mfg. Co. Ltd., 14 Retirement Rd., Kingston 5. Tel: 926-2036/61204. Cable: VIBES. Mng. Dir. Neville O. Lee.
Labels: (Owned) Gorgon, Snapper, Sonic, Tuna; (licensed foreign) Arista (USA), Buddha (USA), EMI (UK), Private Stock (USA), United Artists (USA), WIRL (Barbados).
 Star, see Record Specialists.
 Tiger, see Dynamic Sounds.
 Tuff Gong, see Total Sounds.
 Tuna, see Sonic 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.
Tape line: 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: 115,822,000
Rate of exchange: \$1 (US) = 215 yen (floating).
Per capita income: \$6,249.
No. of homes with stereo record players: 19,630,000.
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 1978—96,767,000 units, \$620,000,000; 1977—95,685,000 units, \$601,000,000. Singles 1978—103,028,000 units, \$196,000,000; 1977—91,614,000 units, \$173,000,000.
Records imported from USA (factory value, CIF): 1978—3,870,909 units, \$14,483,000. 1977—3,248,226 units, \$13,033,000.
Records exported to USA (factory value, FOB): 1978—752,000 units, \$2,280,000; 1977—349,000 units, \$1,140,000.
Records imported from countries other than USA (factory value, CIF): 1978—1,305,914 units, \$4,890,000; 1977—985,290 units, \$3,950,000.
Records exported to countries other than USA (factory value, FOB): 1978—858,000 units, \$2,610,000; 1977—648,000 units, \$2,120,000.
Average retail price per record: LPs—\$11.62, Singles—\$2.79.
Stereo sales: 90% of total.
Record club sales: 10% 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 and discotheques 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.

TAPE:

Market: Music tapes are posting broad-based value gains. In 1978, for instance, they recorded a 24% advance over 1977, and prospects for the future are bright. One factor behind the high-flying sales is the growth of cassette tapes. 8-tracks appear headed for a downswing, partly because of their steady replacement by cassettes in car stereos. Cassettes now account for as much as 75% of the total tape output in Japan.
Pre-recorded tape sold domestically including imports (retail value): 8-tr 1978—11,699,000 units, \$56,000,000; 1977—9,055,000 units, \$53,286,000. Cassette 1978—34,855,000 units, \$285,000,000; 1977—25,612,000 units, \$166,257,000. Open reel 1978—6,000 units, \$84,000; 1977—15,000 units, \$156,000.
Average retail price per tape: 8-tr—\$13.02-13.95; Cassette—\$11.62-13.02; open reel—\$13.95-18.60.

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)

MARKET ANALYSIS:

Japan's record production has been making a small increase, but the momentum of music tape sales has been much more impressive. Because of the effects of the yen appreciation, sales of Western records have been slow. One of the important problems of Japan's record industry is the taping of broadcasts, tapes and records by individual consumers. The government is moving to debate the issue of resale price maintenance, which has been in effect among distributors for many years.
 Haruhiko Fukuhara, Kazu Fukatsu

● record & tape manufacturers / distributors / importers

A N Z Inc., 27 Hishiyama-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. Cable: ALAS-SOCIA. Pres. Kunihiko Murai, VP A&R Sho Kawazoe; Gen. Mgr. Chiuichi Kaneko; Sales Mgr. Junichi Yanai. (Distributed by Victor)
Labels: (Owned) Alfa; (licensed foreign) A&M (USA), Horizon (USA).
Int'l rep.: USA (A&M).
 Apollon Music Ind'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. Pres. Hiroshi Hirano
 Atlantic, see Warner-Pioneer.
 B O M Serv. Ltd., 6-5-18 Kawamo, Takarazuka, Hyogo 665. Tel: (079) 87-0561. Pres. Toshio Watanabe, VP Saburo Watanabe
Labels: (Owned) Red Clay; (licensed) American Heritage, Bay, County, Flying Fish, Grassound, Old Homestead, Outlet, Puritan, Rebel, Revonah, Ridge Runner, Rounder, Shloh, Sonyatone, Sugar Hill (all USA); (distributed—not licensed) Biograph, 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. Cable: PEAVINE. Pres. Yasufumi Higurashi; Gen. Mgr. Akira Kochi.
Labels: (Owned) P-Vine Special; (licensed foreign) Giant (USA), Joliet (USA), Joromi (Nigeria), One-Derful (USA), Rotel (USA); (distributed—not licensed) Superstar (Haiti) (SEE ADVERTISEMENT)
 Bourbon, see Tokuma.
 CBS/Sony Inc. (IFPI), PO Box 17, Tokyo Int'l Airport, Tokyo 149. 1-4 Ichigaya-Tamachi, Shinjuku-ku, Tokyo 162. Tel: (03) 266-5770. Cable: CBSONYRECORD. Telex: 24766. Pres. Nonno Ohga; Exec. VP & Sales Mgr. Toshio Ozawa, Gen. Mgr. Hiroshi Kanai
Labels: (Owned) CBS/Sony, Epic, Little Gang, People, Tee, UMI; (licensed foreign) ARC, Bang, Bethlehem, Blue Sky, Calla, Caribou, Channel, Columbia, Jet, Kirshner, Lifesong, Monument, Nemperor, Odyssey, Philadelphia Int'l, Sam, Starlight, TK, T-Neck, Tabu, Tappan Zee, Unlimited Gold (all USA); DJM (UK), Ricordi (Italy).
Int'l reps.: Worldwide (CBS); Hong Kong (CBS/Sony), Korea (Jigu), Malaysia (EMI), Philippines (Biograph), Singapore (EMI)
 Camellia, see Polydor
 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.

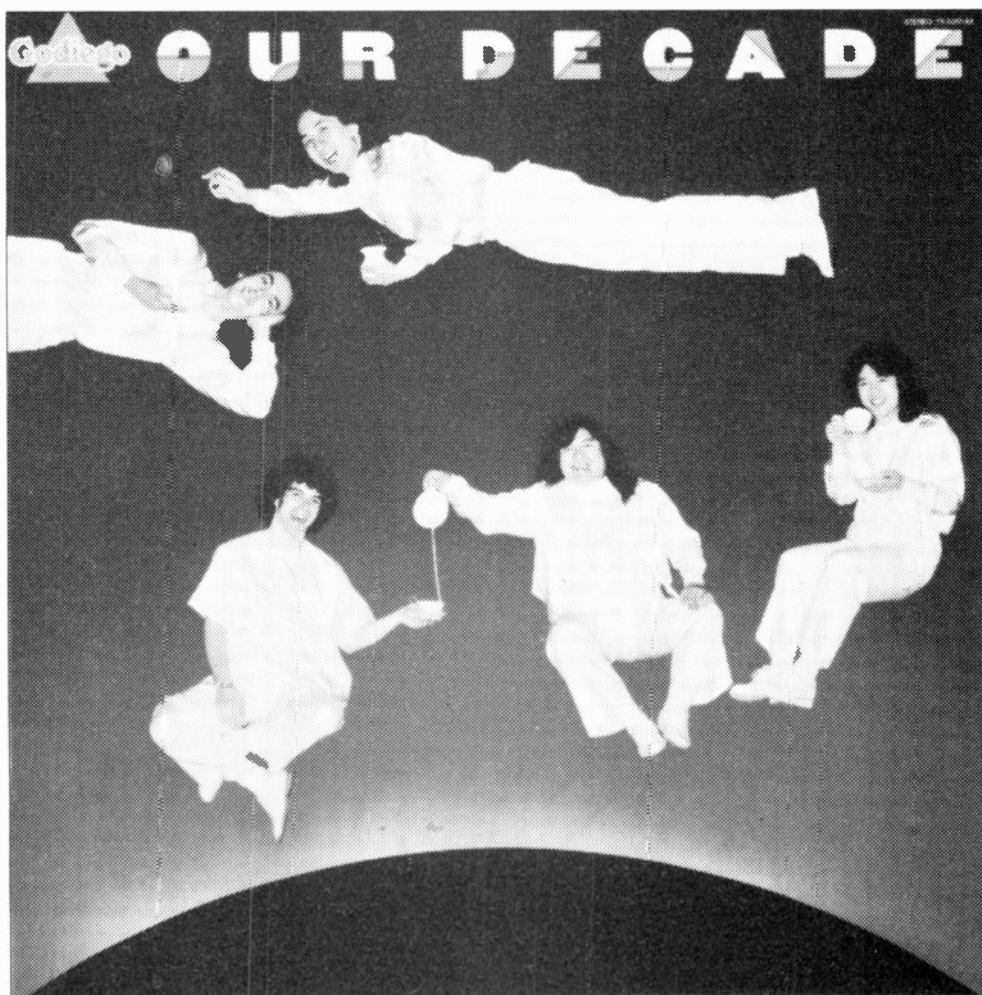
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 Rep. Dir.: Kenneth L. Cole (Distributor/Importer).
Label: (Licensed) Durium (Italy).
 Crown Rec. Co. Ltd., 2-10-8 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 582-4741. Pres. Masanori Itoh; Gen. Mgr.: Noboru Saito, Sales Mgr.: Kazushige Tsuyuki.
 D G, see Polydor.
 Dan, see Tokuma.
 Denon, see Nippon Columbia.
 Disc Center Co. Ltd., CPO Box 874, Osaka 530-91. Tel: (06) 323-6350. Cable: DISCAREA. Telex: 64488. Pres. Yasutoshi Goroh; Gen. Mgr.: Hidekazu Yokoo; Sales Mgr.: Takatsugu Yonekura. (Distributor/Importer/Exporter).
Branch: Tokyo. Miyamasuzaka Bldg., Rm. 806, 2-19-15 Shibuya, Shibuya-ku, Zone. 150. Tel: (03) 406-4563. Mgr. Kaoru Umeda.
 Disco Co. Ltd. (IFPI), Akasaka Makabe Bldg., 3-4-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-9111. Telex: 2425228. Pres.: Takayasu Yoshioka; VP: Toshiro Hoshino; Domestic Sales Mgr.: Ikuo Kogasaka; Int'l: Gordon Iiyama. (Distributed by Victor).
Label: (Owned) Discamate. (SEE ADVERTISEMENT).
 Discamate, see Disco Co. & Victor.
 Disk Union Co. Ltd., Nakashige Bldg., 2-10-5 Kanda-Surugadai, Chiyoda-ku, Tokyo 101. Tel: (03) 264-7930.

Cable: DISKUNION. Telex: 25425. Pres.: Teruichi Hirohata, Dir.: Kazuo Fukuda. (Importer/Exporter).
 Doughtnut, 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 Disc, see Victor.
 Flying Dog, see Victor.
 For Life Recs. Inc., 10F Odakyu Minamiyama Bldg. 7-8-1, Minato-ku, Tokyo. Tel: (03) 406-6955.
 Frasco, see Nippon Phonogram.
 Free Flight, see Warner-Pioneer.
 G & G Sounds Corp., 3-15-15 Izumi, Higashi-ku, Nagoya, Aichi 461. Tel: (052) 932-3456. Pres.: Yoshio Tanahashi. (Distributor/Importer).
 Gyugiyu 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).

Invitation, see Victor.
 J V C, see Victor.
 Japan Publ'ns Trading Co. Ltd., 1-2-1 Sarugaku-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 292-3751. Cable: SHUT-SUBO. Telex: 27161. Pres. Masakatsu Mochizuki; Dir.: T. Kishi; Mgr.: S. Kakazu; Section Chief: M. Kokubo. (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).
 Japan Soul Agency, Mena Co-op., 1-13-18 Gohtokuji, 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).
 Juijiya 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.
 Kenwood, see Trio.
 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 & soundtracks.
 King Rec. Co. Ltd. (IFPI), 2-12 Otowa, Bunkyo-ku, Tokyo 112. Tel: (03) 945-2131. Telex: 24963. Pres. Kazumitsu Machijiri; Mng. Dir.: Minoru Suzuki.
Labels: (Owned) King; (distributed) Argo, Ariston, Artist House, Barclay, Blue Note, Butterfly, CAM, CGD, CR, CTI, Cetra, Contemporary, Deram, Disneyland, EGG, Good Time Jazz, Hungaroton, Kudu, London, Paddle Wheel, Parachute, Ri-Fi, Salvation, Seven Seas, Telefunken, Threshold, 20th Century-Fox, United Artists, Vanguard, Windmill.
Int'l reps.: Australia (Festival), Brazil (Altaplay), France (Compagnie Phonographique Francaise, Societe Francaise du Son), Hong Kong (Hong Kong King Yoko), Israel (Unatex), Mexico (Son'Art), Spain (Mayo), USA (London, Vanguard), Venezuela (Favedica). (SEE ADVERTISEMENT).
 Kitty Ents. Inc., Kobayashi Bldg., 7th fl., 1-14-11 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-4711. Telex: 2425338. Pres.: Harumi Ogawa; Promo. Mgr. Yutaka Tanaka; Int'l Mgr.: Kazuo Munakata. (Also see Polydor).
 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).
 Little Gang, see CBS/Sony.
 Lost City Co. Ltd., 3-22 Sannomiya-cho, Iktaku, 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.
 Minorophone, 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. Pres. Takami Shobochi; Dir.: Toshio Kikutsugi; Rec. Div. Dir. & Gen. Mgr.: Mitsugu Kumamoto; A&R Div. Dir. Gen. Mgr.: Toshio Nemoto; 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), Alvares (France), Ariola-Eurodisc (Germany), Arion (France), Baerenreiter-Musicaphon (Germany), Bruno Walter Society (USA), Cantate (Germany), Cassipee (France), Chiswick (UK), Claudius (Germany), Concert-Disc (USA), Counterpoint/Esoteric (USA), Da Camera (Germany), Desmar (USA), Eurodisc (Germany), Everest (USA), Ex Libris (Switzerland), Folkways (USA), Inmus (Germany), Melodiya (USSR), Mondiodis (France), Mouloudji (France), Musicalitera (Germany), Muza (Poland), Nobody's Business (UK), Orion (USA), Pelca (Switzerland), Phonag (Switzerland), Preiser (Austria), Protone (USA), Public Image (UK), Rococo (Canada), Roulette (USA), Seeco (USA), Sex Pistols (UK), Supraphon (Czechoslovakia), Trema (France), Turicaphon (Switzerland), Turnabout (USA).
Int'l reps.: Brazil (Altaplay), France (Erato, Sofrason), Mexico (Cisne), Spain (Discophon, Hispavox), USA (CBS, Everest, Vox).
Int'l reps. for Denon PCM: Australia (Amalgamated Wireless Australasia Ltd.), Canada (Tri-Tel Assocs.), Denmark (So & Hoyem), France (Jid-Dinelec), Germany (Transonic Intersonic), Hong Kong (Tailin Radio Serv.), Italy (Franco Crippa), Netherlands (Penhold), Switzerland (Audio Compo), USA (Discwasher). (SEE ADVERTISEMENT).
 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).
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Labels: (Owned) East Wind, Frasco, Mercury, Philips, Vertigo; **(licensed domestic)** Three Blind Mice; **(licensed foreign)** Arista (USA), Buddha (USA), Charisma (UK), ENJA (Germany), Gryphon (USA), Shelter (USA), SteepleChase (Denmark), Timeless (Netherlands) (SEE ADVERTISEMENT)
 Nonesuch, see Warner-Pioneer.
 O M Recs.: 3-7-15 Inagehigashi, Chiba-shi, Chiba 281. (Distributor/Importer)
Label: (Represented) Mustevic Sound (USA).
 Overseas, see Teichiku.
 P-Vine Special, see Blues Interactions.
 Pirates, see CBS/Sony.
 Phenix Trading, Central PO Box 631, Osaka 530-91. Tel: (06) 363-7106, 365-5521. Telex 64219. Pres. Kikuo Taramoto; Gen. Mgr. Mono Nakatsu; Sales Mgr. Toshio Hashioka; Ass't Mgr. Yutaka Matsumura. (Distributor/Importer).
 Philips, see Nippon Phonogram.
 Pioneer, see Warner-Pioneer.
 Pirates, see World Rec.
 Polydor KK, 1-8-4 Ohashi, Meguro-ku, Tokyo 153. Tel: (03) 462-5131. Pres. Seiichiro Koh; Mng. Dirs. Juro Ohta, Hideo Murakami; Mktg. Mgr. Takao Mori; A&R Mgr. Yasuhiro Igarashi; Int'l Mgr. Atsutaka Torio.
Labels: (Owned) Archiv, Camellia, DG, Heliodor, Kitty.

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 Pooh Yokochi Co. Ltd., Printemps Bldg., 2F, 447-14 Kajicho, Kawaramachi-Imadegawasagaru, Kamigyoku-ku, Kyoto 602. Tel: (075) 256-2856. Pres. Hideaki Matsuoaka; Gen. Mgr.: Hirokata Sakai; Sales Mgr. Yumiko Ohta. (Distributor/Importer)
Labels: (Distributed—domestic), CBS/Sony, Epic/Sony, Nippon Phonogram, Polydor, RVC, Red Clay, Toshiba-EMI, Trio, Victor, Warner-Pioneer, (distributed—foreign) County, Flying Fish, Kicking Mule, Philo, Rebel, Ridge Runner, Rounder, Sugar Hill (all USA)
 R C A, see RVC.
 R V C Corp., 1-7-8 Shibuya, Shibuya-ku, 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., Xerox Corner, Taiseido 8F, 1-22-4 Jinnan, Shibuya-ku, Tokyo 150. Tel: (03) 464-6038. Chief Exec. Satoshi Sasaki; Gen. Mgr. Midori Ochiai; Sales

Mgr. Naoya Yamauchi. (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)
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 Red Clay, see BOM.
 Reprise, see Warner-Pioneer.
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 S M S, see Sound Mktg.
 Sanrio, see Polydor.
 Seikodo Co. Ltd., 2-65-8 Itabashi, Itabashi-ku, Tokyo 173. Tel: (03) 961-6171. Pres. Masanobu Iihara. (Distributor)
 Shinjuku Rec. Co., 7-9-6 Nishi-Shinjuku, Shinjuku-ku, Tokyo. Tel: (03) 363-3669. Chief Exec.: M. Fujiwara; Gen. Mgr. T. Ohtake (Importer)
Label: (Represented) Sierra/Briar (USA).
 Shinsei Serv. Co. Ltd., 3-51 Andojibashidori, Minami-ku, Osaka 542. Tel: (06) 245-6061. Cable: SALWELL. Telex: 63753. Pres.: T. Sakata; Gen. Mgr.: H. Kawaguchi; Sales Mgr.: S. Nakajima. (Importer)
Branch: Tokyo, 2-10-3 Roppongi, Minato-ku
 Sounds Mktg. Systems Inc., Kaisei Bldg., 1-8-10 Azabudai, Minato-ku, Tokyo. Tel: (03) 586-9031. Cable: SMSRECORDS. Chief Exec.: Shin Watanabe.
 Sound Trading Co. Ltd., Fukide Bldg., 4-1-13 Toranomon, Minato-ku, Tokyo 105. Tel: (03) 438-0291. Telex: 28254. Pres.: Masao Yorozu; Sales Mgr.: Takaya Yamaguchi; Planning Mgr. Hisaichi Urushiyama; Import Mgr. Kunihiko Yashiro. (Importer)
 Sumiya Ltd., 7-16 Ohtemachi, Shizuoka-shi, Shizuoka-ken 420. Tel: (0542) 51-1234. Pres.: Shigeru Kawabe. (Distributor/Importer)
Branch: Tokyo, 2-10-16 Shibuya, Shibuya-ku. Zone: 150. Tel: (03) 406-4966. Telex: 2422097.
 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)** Black Saint (Italy), 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.
 Tee, see CBS/Sony.
 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), Beserkley (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).
 Three Blind Mice, see Nippon Phonogram.
 Toho Recs. Co. Ltd., 1-2-1 Yuraku-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 503-9531. (Distributed by Victor)
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, Minorophone, **(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., 2-2-19 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-8780. Cable: EMIGRAM. 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).
 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.: Taizo Fujii. Int'l Chief: Kenny Inaoka.
Labels: (Owned) Nadja, Trio, Whynot; **(licensed)** Abattoir (USA), Alshire (USA), Black Lion (UK), Choice (USA), Delmark (USA), ECM (Germany), Flying Fish (USA), Freedom (UK), Lax (USA), Mooncrest (UK), Rounder (USA), Stony Plain (Canada), Trojan (UK).
Int'l rep.: USA (Inner City). (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.
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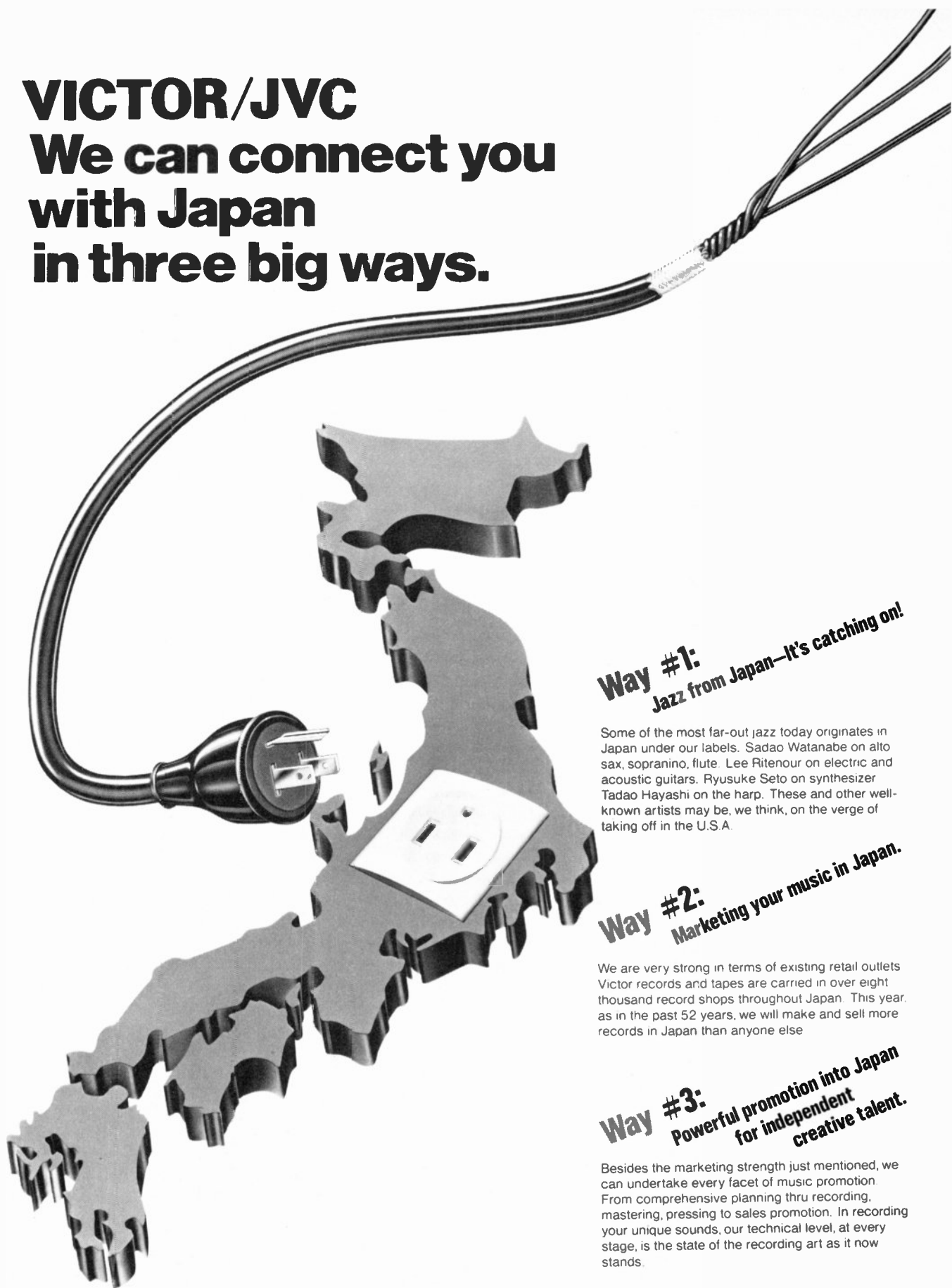
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VOL. 10 NO. 31 (8/6)

8月第1週—1979—

順位	曲名	アーティスト	レーベル/曲名	順位	曲名	アーティスト	レーベル/曲名
1	☆ 125	☆ 125	☆ 125	1	☆ 125	☆ 125	☆ 125
2	☆ 3	☆ 3	☆ 3	2	☆ 3	☆ 3	☆ 3
3	☆ 16	☆ 16	☆ 16	3	☆ 16	☆ 16	☆ 16
4	☆ 10	☆ 10	☆ 10	4	☆ 10	☆ 10	☆ 10
5	☆ 1	☆ 1	☆ 1	5	☆ 1	☆ 1	☆ 1
6	☆ 4	☆ 4	☆ 4	6	☆ 4	☆ 4	☆ 4
7	☆ 11	☆ 11	☆ 11	7	☆ 11	☆ 11	☆ 11
8	☆ 12	☆ 12	☆ 12	8	☆ 12	☆ 12	☆ 12
9	☆ 6	☆ 6	☆ 6	9	☆ 6	☆ 6	☆ 6
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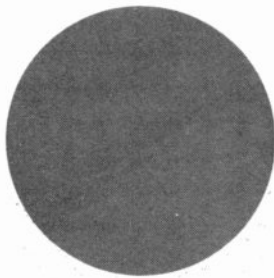
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Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette

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, 3/4" cassette, 1/2" EIAJ open reel

Brand name: Scotch

T D K Electronics Co. Ltd., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103 Tel (03) 278-5111 Cable TDKCORE

Pres. Fukujiro Sono, Gen. Mgr. Shohachi Okiyama, Sales Mgr. Bud Barger

Int'l branches: UK, USA

Audio: 8-tr. cassette, open reel

Video: 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" VHS & Beta cassette

Technics, see Matsushita

Victor Co. Of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103 Tel (03) 241-7811 Cable VICTOREX-

PORT Telex 26222.

Int'l branches: Canada, England, USA (all JVC)

Brand name: JVC

TAPE DUPLICATING EQUIPMENT

Electro Co. Ltd., 1-19-3 Kamiochiai, Shinjuku, Tokyo 161 Tel (03) 950-6266 Cable KOHICHIIELECT Telex

2723116 Pres. Ike Ichiro Hattori, Consumer Sales H. Inaba, Commercial Sales: H. Higuchi, Int'l Dept. Mgr. Chris H. Koichibara

Audio: Cassette duplicators.

Brand name: Recortec (SEE ADVERTISEMENT)

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 Kadmoma, Kadoma-city 571 Tel (06) 908-1121 Cable MATSUDEN MORIGUCHI,

Telex 63426 Pres. Toshihiko Yamashita

Int'l branches: Germany, USA

Video: Duplicator

Brand name: National / Panasonic

Otari Electric Co. Ltd., 4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167 Tel (03) 333-9631 Cable OTARI-

DENKI Telex 26604 Pres. Masayuki Hosoda, Sales & Adv. Mgr. Takao Aoki

Audio: High speed tape duplicators (8x, 16x, 32x, 64x), rewinders

Video: Tape winders (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) 567-6221 Cable MAX-

ELLELEC Telex 26391 Int'l Dept. Dir. Ken Kakura,

Sales Mgr. Tom Inoue, Ass't Sales Mgr. Bob Fujiwara

Int'l branches: Germany, Hong Kong, Kuwait, Singapore, USA

Product: Head cleaners.

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106 Tel (03) 583-8335

Home office: USA

Product: Tape storage cases, cleaners, cloths & brushes, splicing tape

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, Sales

Mgr. M. Shimizu, Ass't Sales Mgr. H. Narita

Int'l branches: 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 Telex 22591 Pres. Takami Shobochi, Dir. Toshio Kikutsugi

Product: Demagnetizers. (SEE ADVERTISEMENT)

Ogura Jewel Ind. Co. Ltd., 5-7-12 Omori Kita, Ota-ku, Tokyo 143 Tel (03) 763-3111 Telex 02466048 Pres

Kozaburo Ogura, Export/Import Mgr. Tadashi Takara

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: Head cleaners & demagnetizers, needles, 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

T D K Electronics Co. Ltd., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103 Tel (03) 278-5111 Cable TDKCORE

Pres. Fukujiro Sono, Gen. Mgr. Shohachi Okiyama, Sales Mgr. Bud Barger

Int'l branches: UK, USA

Product: Head cleaners & demagnetizers, leader & splicing tape

Tamradio, see Tamura

Tamura Seisakusho Co. Ltd., 433 Higashi-Oizumi, Nerima-ku, 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: Brower boxes, display racks

Young Japan Enterprise Inc., 5-F Emmerald Bldg., 12-7 Udagawa-cho, Shibuya-ku, Tokyo 150 Tel (03) 496-0681 Exec. Prod'r. Chikanori Kikuchi (SEE ADVERTISEMENT)

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

A I T Recs. (Kenya) Ltd (IFPI), PO Box 41152, Nairobi. Tel: 24725, 26732, 334-127 Cable: DREWSCO. Telex: 22366 Mng. Dir.: M.R. Andrews; Sales Dir.: R.J. Andrews
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 domestic)** Kung Fu. **(Licensed foreign)** Arista (USA), Capitol (USA), EMI (UK), Private Stock (USA), RCA (USA), Stax (worldwide), Teal (South Africa), United Artists (USA), WEA (worldwide).

Africa, see AIT.
 Ba-Ba, see AIT.
 Bana Beru, see AIT.
 Do-7, see AIT.
 Fontana, see Phonogram.
 King Kong, see AIT.
 Kung Fu, 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: 557558, 557432. Cable: PHONREC. Telex: 22225 Mng. Dir.: J.H. Kinzl, Sales Mgr.: J. Costabir
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

E I T Publ'g, PO Box 41152, Nairobi. Tel: 24725, 26732. Cable: DREWSCO. Telex: 22366 Mng. Dir.: M.R. Andrews.

● services

PLATING, PROCESSING & PRESSING PLANT

East African Recs. Ltd., PO Box 43695, Nairobi. Mng. Dir.: J.H. Kinzl; Factory Mgr.: G. Vieweger.

● accessories importer

A I T Recs. (Kenya) Ltd., PO Box 41152, Nairobi. Tel: 24725, 26732, 334127 Cable: DREWSCO. Telex: 22366 Mng. Dir.: M.R. Andrews; Sales Dir.: R.J. Andrews. (Importer)
Product: Cleaners, cloths, brushes, 45 rpm adaptors, head cleaners & demagnetizers, leader & splicing tape.

LEBANON

Population: 2,960,000.
 Rate of exchange: \$1 (US) = 3.25 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 Mitri Murr & Fils.
 Archiv, see Philips Liban.
 A. Chahine & Fils, Hazmieh-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), Capitol (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), Tamla (UK), Trema (France), Tretaux (France).
 Int'l reps.: France (Pathe Marconi EMI), Greece (EMI).

D G, see Philips Liban.
 Empire, see Societe Libanaise du Disque.
 Fontana, see Philips Liban.
 Hamada, see Societe Libanaise du Disque.
 Heliodor, see Philips Liban.
 Romeo Lahoud Prod'ns, see Societe Libanaise du Disque.
 M G M, see Philips Liban.
 Melodisc, see Societe Libanaise du Disque.
 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, Polyphon, Triumph, Vertigo, Verve. **(Licensed)** Avco, All Platinum, B&C, Big Tree, Biram, 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.
 Polyphon, see Philips Liban.
 S L D, see Societe Libanaise du Disque.
 Societe Libanaise du Disque Sal (IFPI), PO Box 4758, Cinema Empire Bldg., Gouraud St., Beirut. Tel: 252222, 247209, 932787. Cable: CINEMPIRE. Telex: 21633. Pres. & Gen. Mgr.: Mario G. Haddad; Prod'n Mgr.: Joseph Tabet.
Labels: (Owned) Empire, Melodisc, SLD. **(Licensed)** Albatros (France), Ariola (Germany), Asylum (UK), Atco (USA), Atlantic (USA), CGD (Italy), Carabine (France), Cutom (USA), Dark Horse (France), Durium (Italy), Elektra (USA), Fleche (France), Hansa (Germany), Reprise (USA), Ri-Fi (Italy), Warner Bros. (USA). **(distributed—not licensed)** Disc'AZ (France), Ades (France), Barclay (France), Big Tree (France), Ember (UK), Erato (France), Eurodisc (France), Flamophone (France), Flarenasch (France), Hamada, Hungaraton (Hungary), Romeo Lahoud, Malignator (France), Manticore (France), Musidisc (France), Penny Farthing (UK), Pickwick (UK), Rolling Stones (USA), Swan Song (USA), Uniart, Westbound (USA), Whitfield (France).
 Int'l reps.: France (Sonodisc), USA (Monitor, Peters Int'l).



TRIO RECORDS

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TRIO-KENWOOD CORPORATION

2-1, 5-chome, Roppongi, Minato-ku, Tokyo 106 JAPAN
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TRIO RECORDS, a division of TRIO-KENWOOD CORP.
 6-17, 3-chome, Aobadai, Meguro-ku, Tokyo 153 JAPAN

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.
 Uniart, see Societe Libanaise du Disque.
 Vertigo, see Philips Liban.
 Verve, see Philips Liban.
 Voix de L'Orient, see A. Chahine & Fils.

MALAYSIA

Population: 12,264,345.
Rate of exchange: \$1 (US) = 2.13 ringgits.
Per capita income: \$748.
No. of homes with record players: 84,000
Holidays: Chinese New Year (2 days), Prophet Muhammad's Birthday, Labor Day, Vesak Day (Buddhist festival), King's Birthday, National Day, Hari Raya Puasa (Malay Fasting festival) (2 days), Deepavali (Hindu festival), Awal Muharram (Malay religious holiday), Hari Raya Haji (Malay New Year), Christmas.
RECORDS SOLD:
Records sold domestically including imports (retail value): LP's 1978—1,800,000 units, \$12,960,000, 1977—1,200,000 units, \$8,840,000.
Records imported from USA: 1978—90,000 units, 1977—78,000 units.
Records imported from countries other than USA: 1978—8470 units, 1977—3000 units.
Records exported to countries other than USA: 1978—2740 units, \$9416
Average retail price per record: Int'l LP's pressed locally—\$13.00.
Stereo sales: 99.99%.
Discounting: Frequent.
Type of distribution: The manufacturer-to-retailer system predominates with 80% of sales. Privately owned retail outlets account for the bulk of the retail business, with manufacturer-owned outlets having about 12%, and the rest going to mail order and direct imports.
Type of promotion: Newspaper and magazine reviews are the most used form, with advertising in these media also being popular. Television and radio stations allot 50% of music programming to MOR material. Videotape screenings are becoming popular. Stage shows by local artists also are boosters.

TAPE:

Pre-recorded tape sold domestically including imports: 8-tr 1978—700,000 units; 1977—640,000 units. Cassette 1978—2,800,000 units; 1977—2,200,000 units.
Market: While the 8-track market was slowly declining, the cassette market showed a 25% gain in 1978. Cassette equipment is readily available, with prices generally moderate. Having controlled the equipment market five years ago, 8-track units are now less popular.
Average retail price per tape: 8-tr.—\$15.50; cassette—\$14.00.

RADIO STATIONS

No. of government 1 (AM/FM).
Comment: Music accounts for about three-fourths of the airtime and is subject to government scrutiny. News, sports commentaries and documentaries make up the remainder of the airtime. FM, which is restricted to the Kuala Lumpur area, is 100% music. Popular music predominates, but classical and jazz are gaining. Live shows are sparse.

TELEVISION STATIONS:

No. of government channels 2 (2% PAL color)
Comment: Over two-fifths of the programs are locally produced, including news, documentaries, sports and plays. Imported music shows are limited to the MOR format.

IMPORT/EXPORT REGULATIONS:

All imports and exports are subject to tax duties of 10% + 5% + 5%. Although this is relatively high, both have shown yearly increases. **Christie Leo**

● record & tape manufacturers / distributors / importers

Ace of Clubs, see Decca.
 Ace of Diamonds, see Decca.
 Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
 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.
 Chapter One, see Decca.
 Columbia, see EMI.
 D G 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, Chapter One, Decca, Deram, Eclipse, Emerald, Greenwich, Gull, Headline, London, London Globe, Nova, L'Oiseau Lyre, Qualiton, Rex, Threshold, Vocalion, Vox, York; **(represented)** All Platinum (USA), Biogram (USA), Boot (USA), Capri (France), Coccinelle Varieties (France), Cynda (USA), Ember (UK), Fiesta (France), Horoscope (USA), London/ADA (USA), Maple (USA), O'Be (USA), Pye (UK), Spiral (UK), Stang (USA), Summus (USA), Sonet (UK), Sydney Thompson (UK), Turbo (USA), Vega (France).
Int'l reps.: Ceylon (Lewis Brown), China (Linfair), India (Gramophone), Japan (King), Korea (Sung Eum), Pakistan (EMI), Philippines (Super), Thailand (Kinnetex).

Deram, see Decca.
 Double Up, see EMI.
 E M I (Malaysia) Sdn Bhd. (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 Cheong; Int'l A&R Mgr.: Connie Cheong; Domestic A&R Mgr.: S.P. Beh.
Home office: England.
Labels: (Owned) Angel, Capitol, Columbia, Double Up, EMI, HMV, Harvest, MFP, One Up, Parlophone, Pathe, Regal, Sonopresse, Sound Superb, Starline, (licensed) Arista (USA), Bronze (UK), CBS (USA), Disneyland (USA), Dyna (Philippines), Epic (USA), Island (UK), MAM (UK), Magnet (UK), Motown (USA), Passport (USA), Private Stock (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Rare Earth (UK), Rocket (UK), Sherbet (Australia).
Int'l rep.: Worldwide (EMI).

Eclipse, see Decca.
 Elastic, see Musico.
 Emerald, see Decca.
 Fontana, see Phonogram.
 Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' Estate, Lot 11, Tasek Square, Ipoh, Perak Tel (05) 4-555.
 Greenwich, see Decca.
 Gull, see Decca.
 H M V, see EMI.
 Harvest, see EMI.
 Headline, see Decca.
 Hup Hup Sdn. Bhd., 66-68 Jalan Raja Chulan, Kuala Lumpur Tel: (03) 207-904/524. Mng. Dir.: C.H. Ng; Gen. Mgr.: A.W. Ng.
Label: (Distributed) Life.
 King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 52-118. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Ay Vin.
 Life, see Hup Hup.
 London, see Decca.
 London Globe, see Decca.
 M F P, see EMI.
 Malaysia Recs. Sdn. Bhd., Lot 8244, Lorong 51A/222B, Kawasan Miel, Petaling Jaya, Selangor. Tel: (03) 773-685, 773-604. Cable: MAYRECH. Chm.: M.C. Brown; Factory Mgr.: Heng Yok Hong.
 Mercury, see Phonogram.
 Musico (Malaysia) Sdn. Bhd., China Insurance Bldg., Rm. 301, 174 Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 924-959. Mgr.: Khorjin Seong.
Labels: (Owned) Elastic; **(represented)** Barclay, Blue Note (USA), Casablanca, Fantasy (USA), JVC, King, Prestige (USA), United Artists (Germany, UK, USA).

Nova, see Decca.
 L'Oiseau Lyre, see Decca.
 One Up, see EMI.
 Parlophone, see EMI.
 Pathe, see EMI.
 Philips, see Phonogram.
 Phonogram Pte. Ltd., Jalan Bukit Bintang, 1st fl., No. 20, Kuala Lumpur. Tel: 422-747, 429-395.
Regional headquarters: Singapore.
Labels: (Owned) DGG, Fontana, Mercury, Philips, Polydor, RSO, Vertigo; **(represented)** A&M (USA), CTI (USA), Capricorn (USA), Charisma (UK), De-Lite (USA), GTO (UK), H&L (USA), Jupiter (Germany), MCA (USA), MGM, Monument, Pablo (Germany), Ring-O (UK), 20th Century (USA).
 Polydor, see Phonogram.
 Qualiton, see Decca.
 R S O, see Phonogram.
 Regal, see EMI.
 Rex, see Decca.
 Sonopresse, see EMI.
 Sound Superb, see EMI.
 Starline, see EMI.
 Threshold, see Decca.
 Vertigo, see Phonogram.
 Vocalion, see Decca.
 Vox, see Decca.
 York, see Decca.

● music publishers

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
 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) Sdn. Bhd., 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07. Tel (03) 924133, 924261, 924392. Cable: EMITRON, Telex: 30682. Mng. Dir.: Michael Comerford; Gen. Mgr.: S.P. Beh.

Int'l firm represented: EMI (Hong Kong).
 Int'l rep.: UK (EMI).

● services

DESIGN & ARTWORK

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' 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. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Ay Vin.
 U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 923-252. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S. S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.

PLATING, PROCESSING & PRESSING PLANTS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' 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. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Ay Vin.
 Malaysia Recs. Sdn. Bhd., Lot 8244, Lorong 51A/222B, Kawasan Miel, Petaling Jaya, Selangor. Tel: (03) 773-685, 773-604. Cable: MAYRECH. Chm.: M.C. Brown; Factory Mgr.: Heng Yok Hong. (Pressing only)

PRINTERS & LITHOGRAPHERS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' 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. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Ay Vin. (Rec. only)
 Panda Inds. Sendirian Berhad, Kamunting Ind' Estate, Taiping, Perak. Tel: 822-246.
Int'l branch: USA, Spectrotape.
 U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 923-252. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
 Emitape (Malaysia) Sdn. Bhd., 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07. Tel: (03) 924133, 924261, 924392. Cable: EMITRON, Telex: 30682. Mng. Dir.: M. Comerford; Gen. Mgr.: Jenny Thong.
Audio: 8-tr., cassette.
 Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' 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. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Ay Vin.
 U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 923-252. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su. (PKG)

● supplies

CARTRIDGE & CASSETTE PARTS

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 923-252. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.
Audio: All plastic parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
 Panda Inds. Sendirian Berhad, Kamunting Ind' Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE.
Int'l branch: USA, Spectrotape.
Audio: Cassette.
 U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 923-252. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.
Brand name: UNI-ET Mar.

JACKETS & SLEEVES LABELS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' 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. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Ay Vin.
 U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 923-252. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su. (Labels only)

POLYETHYLENE BAGS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind' Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.

RECORD PROCESSING MACHINERY

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 923-252. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.
Chief product: Presses.
Brand name: Finebit.

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Av. Caracas, No. 4665, Bogotá, Colombia.



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en México

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Discos y Cintas
Melody S. A.



TAPE, RAW & BLANK LOADED

Agfa Carat, see East Asiatic.
Agfa Stereochrom, see East Asiatic.
Agfa Videochrom, see East Asiatic.
Ampex, see Eastland.
Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel 612-031 Mng Dir Wong Kim Leng.
Audiopak, see Emitape.
Capitolpak, 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 Pekeliling, Kuala Lumpur 17-01. Tel: 25-302 Cable: EASTLAND. Sales Mgr: Wong Boon Sam. (Importer/Exporter)
Reg'l headquarters: Singapore.
Audio: Cassette, open reel.
Brand name: Ampex.
Emitape (Malaysia) Sdn. Bhd., 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07. Tel (03) 924133, 924261, 924392 Cable EMITRON. Telex 30682 Mng Dir: M Comerford; Gen. Mgr.: Jenny Thong. (Blank only)
Audio: 8-tr., cassette.
Brand names: Audiopak, Capitolpak, 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. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel (03) 923-252 Cable: UNIGOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.
Audio: 8-tr., cassette.
Brand name: Greencorp.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Eastland Trading Co., 301 Jalan Pekeliling, Kuala Lumpur 17-01. Tel: 25-302 Cable: EASTLAND. Sales Mgr: Wong Boon Sam. (Importer/Exporter)
Reg'l headquarters: Singapore.
Audio: Duplicators.
Brand names: Ampex, Pentagon.
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel (03) 923-252 Cable: UNIGOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.
Audio: Duplicators.
Brand name: Ed-Pic/Recordex.

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel (03) 923-252 Cable: UNIGOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.

● accessories manufacturers

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel (05) 4-555.
Product: Carrying & storage cases.
Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel (05) 822-246, 823-499. Cable PANDATAPE.
Product: Head cleaners.
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel (03) 923-252 Cable: UNIGOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.
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'l Estate, Taiping, West Malaysia. Tel (05) 822-246, 823-499. Cable PANDATAPE.
Product: Tape display racks.
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel (03) 923-252 Cable: UNIGOH. Telex 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: E.K. Su.
Product: Tape display racks.

MEXICO

Population: 69,500,000.
Rate of exchange: \$1 (US) 22.65 pesos.
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 & TAPE:

Records & Pre-recorded tape sold domestically (retail value): 1978—\$250,000,000.

RECORDS:

Records, record blanks & pre-recorded media imported from USA: 1977—\$1,326,226.
Records exported to USA: LP's 1978—205,807 units. Singles EP's & blanks 1978—303,733 units.
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: The cassette market continues to grow rapidly.
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. Dir Gen. Carlos Gomez Barrera. Gen. Mgr.: Jose Antonio Zavala; Sales Mgr.: Rolando Islas; Admin. Dir.: Horacio Calderon.
Labels: (Owned) Clasica, Especial, Kabah, Palenque, Tulum.
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), Av. Chapultepec 57, 2nd fl., Mexico, 7, D.F. Tel (905) 578-8022. Telex 1775799. Gen. Dir.: Jose Mantecón.
Angel, see EMI-Capitol.
Archiv, see Polydor.
Arcoris Musical, see Centro Musical de Tijuana.
Ariel, see Mexicanos.
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.
C B S / Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel (905) 576-0333. Cable: COLRECORD. Pres. Jose Manuel Villarreal P.; VP & Gen. Mgr.: Armando de Llano Arana; Sales Mgr.: Arturo Valdes de la Pena, Mktg. Mgr.: Raul Bejarano Teja. A&R Dir.: Manuel Montoya.
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).
Camden, see RCA.
Capitol, see EMI-Capitol.
Cara, see Grever.
Carlos SA (Discos), J. M. Correa 285-F, Esquina Coruna, 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 Constitucion Ave., Tijuana, B.C. Tel (903) 385-1322. Pres.: Luis B. Alonso, VP: Tessa Alonso; Sales Mgr.: Manuel Magdaleno C.
Labels: (Owned) Arcoris 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).
Chain, see Guitarra.
Cisne Raff SA (Discos) (IFPI), Calle Carracci 64, Mexico 19, D.F. Tel (905) 563-2800. Pres.: Raul Fichai; Gen. Mgr.: Ramon Martinez Duran; Sales Mgr.: Ignacio Aguilar de la Torre; Promo. & Publ. Rafael Fachi Jr.
Int'l branch: USA, Raff Recs.
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), Moveplay (Spain), Nippon Columbia (Japan), Norteno (USA), Playboy (USA), Ric (USA), SISA (Nicaragua).
Int'l rep: Nicaragua (SISA).
Cladrjo SA (Discos), Miraflores 823, Mexico 13, D.F. Clasica, see AC.

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, Pub. & Promo. Dir. Jaime Sanchez Rosalido
Labels: (Owned) Accion, Avon, Corito, Coro
Int'l reps.: Central America (Fonica in Guatemala), Argentina (Microfon), Bolivia (Heriba), Chile (Sochem-EMI), Colombia (Fuentes) Ecuador (IFESA), Guatemala (Fonica), Peru (Infopesa), USA (Safari), Uruguay (Renvar), Venezuela (BASF Discorona)
 Cronos SA (Discos), Av. Obregon 1824, Guadalajara, 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) 74520, 71227 Dir. Andre Toffel, (Liaison office for Polydor & Phonogram group of companies in Latin America)
 D G, see Polydor
 Diabolo, see Cisne
 Diana, see Gamma
 Dimeca, see CBS/Columbia
 Dimsa, see Mexicanos
 Discobolo, see Discos & Cintas Melody
 Discolibro SA (IFPI), Ave. de las Fuentes 41-A, 4th fl., Tecamachalco, Mexico, D.F. Tel. (905) 589-8400 Cable ARIOMEX Gen. Mgr. Fernando Hernandez, Sales Mgr. Hector Mendoza, Adv. & Promo. Mgr. Sergio Blanchet
Home office: Germany, Ariola Eurodisc
Labels: (Represented) Ariola America (USA), Ariola World, Belter (Spain), Bronze (UK), Eurodisc (France), Microfon (Argentina), Musiza (Germany), Sire (USA), Springboard (USA), Tomato (USA), Victoria (Colombia), Virgin (UK)
Int'l reps.: Central America (Dideca), Argentina (Microfon), Bolivia (Lauro), Colombia (Sonolux), Dominican Republic (Discomundo), Ecuador (Fadisa), Peru (FTA), USA (Caytronics), Uruguay (APSA), Venezuela (Cordica)
 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, Gen. Mgr. Victor Marquez Mar., Sales Mgr. Antonio Maza Brito
Labels: (Owned) DCM, Discobolo, Melody (licensed) Durium (Italy), Fenix (Ecuador), Movieplay (Spain), Nova Vox (USA), Sonolux (Colombia), Vanguard (USA)
Int'l reps.: Central America (Dideca), Colombia (Sonolux), Spain (Movieplay), USA (Caytronics-Mericana), Venezuela (La Discoteca)
 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

Gen. Dir. Roberto Lopez, Promo. & Pub. Rosa Maria Esquivel
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 (IEMPSA), USA (Latin Int'l), Venezuela (Los Ruices)
 Eco, see Peerless
 Epic, see CBS/Columbia
 Erre, see Guitarra
 Especial, see AC
 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
 Fonomex SA, Apdo. M-9496, Mexico 1, D.F. Tel. (905) 539-0961, 532-2083 Cable FONOMEX Dir. Miguel Moreno Franco, Gen. Mgr. Carlos E. Moreno, Sales Mgr. Esteban Alarcon
Labels: (Owned) Fonomex, Galaxia, Ja-Ja, Karma, Somma, Stereo Star, (licensed) Orbita (Colombia) Sideral (Germany), TR (USA)
Int'l reps.: Costa Rica, Guatemala, Honduras, Nicaragua, Panama, San Salvador (all Lyra), USA (TR), Venezuela (Suramericana)
 Fontana, see Polydor
 Galaxia, see Fonomex
 Gamma SA (IFPI), Apdo. 7762 Zone 1, Emerson 304, 1st fl., Mexico 5, D.F. Tel. (905) 545-6735 Cable GAMMADISC Telex 1772424, Pres. Jose M. Vidal Zapater, Gen. Mgr. Carlos J. Camacho, Int'l Luis M. Moyano
Labels: (Owned) Clave, Diana, Gamma, Golondrina, (represented) AVI (USA), Amadeo (Austria), Arion (France), Asylum (USA), Atlantic (USA), BWD (UK), Butterfly (USA), CTI (USA), Copacabana (Brazil), Delphine (France), Discomoda (Venezuela), Elektra (USA), Erato (France), Everest (USA), Fama (USA), Fantasy (USA), Golden Sands (USA), Hallmark (UK), Hispavox (Spain), Hungaroton (Hungary), JDC (USA), MM (France), Mastropiero (Argentina), Nonesuch (USA), Parachute (USA), Pausa (USA), Pickwick (USA), Pye (UK), RKM (Belgium), Reprise (USA), Supraphon (Czechoslovakia), Symphony Tone (Austria), Trova (Argentina), 20th Century (USA), Warner Bros. (USA), West Side (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. de los 100 Metros 1201, Mexico, D.F.

Tel. (905) 754-3403 Pres. Guillermo Acosta; VP Jesus Acosta; Promo. & Pub. Laura Acosta
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)
 Gaviota, see Cisne
 Golden, see Juventa
 Golondrina, see Gamma
 Gomez Dist., Apdo. 1395, Mexico 1, D.F. Contract Jorge Gomez Label (Represented) Stinson (USA)
 Grabaciones Mexicanas SA Veterinarios 16, Mexico 8, D.F. Tel. (905) 582-9362
Label: (Owned) Grabamex
 Grabamex, see Grabaciones Mexicanas
 Grever Producciones SA, Yauatepec 107, Mexico 11, D.F. Tel. (905) 286-0599 Cable GREVERINT Pres. Charles Grever, Gen. Mgr. Angel Hernandez
Home office: USA, A-Side Dist. g
Labels: (Owned) Cara, Cash, Lado A
 Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel. (905) 527-4549, Dir. Luis Alberto San Martin
Labels: (Owned) Erre, Guitarra, (licensed domestic) Chain, (licensed foreign) Ansonia (USA), Dial (Spain), Everest (USA), Musidisc (Brazil), Project 3 (USA), Sonet (Sweden)
Int'l reps.: Argentina (Parnaso), Guatemala (Dideca), Spain (Dial, Marfer), USA (Parnaso), Venezuela (Duplica)
 Harmony, see CBS/Columbia
 Heliodor, see Polydor
 Helix (Discos & Cintas), Olivar 29, Mexico 19, D.F. Tel. (905) 563-0100 Gen. Dir. Casimiro Flores, Promo. & Pub. Andrea Cordova
 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), Tonala 194-G, Mexico 7, D.F. Tel. (905) 574-1278 Pres. & Gen. Mgr. Rosamaria Gonzalez Romero, VP. Jorge Batalla Salgado, A&R Rafael de Paz Gonzalez
Labels: (Owned) Golden, Juventa, (represented) Ar-mex (USA)
 Kabah, see AC
 Karma, see Fonomex
 Karussell, see Polydor
 Lado-A, see Grever
 Libelula, see Sonomedios
 M G M, see Polydor

Discos musart



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 TELS.: (905) 399-66-00 — 527-01-00
 TELEX: 17-71493

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 ADVERTISEMENT)
 Mercury, see Polydor
 Mexicanos (Discos) SA/Orfeon Videovox SA (IFPI), Alce Blanco 26, San Bartolo, Nautcalpan. Tel (905) 576-8300/1500. Pres. Rogerio Azcarraga.
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 (Indiana), Colombia (Sonolux), Japan (Teichiku), Peru (El Virrey), Spain (Movieplay), Venezuela (Dark).
 MUSA SA (Discos) (IFPI), Av. Cuitlahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100/0020. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Admin. Dir.: Francisco J. Migoya; Int'l Mgr.: Andreas Baptista.
Labels: (Owned) Acapulco, Musart, Norteno, Oasis, Trebol; **(licensed)** Alshire Int'l (USA), Audio-Musik (Germany), Baby (Italy), Barclay (France), Bovema Negram (Netherlands), Buddha (USA), Can't Stop (USA), Carrere (France), Creole (UK), Crescendo (USA), DLI (USA), Dila (Guatemala), Durium (Italy), Egrem (Cuba), Elver (Belgium), Gapoca (USA), Golden Sands (USA), Jupiter (Germany), Marouani (France), Novola (Spain), Claude Pascal (France), Penny Farthing (UK), Petco Int'l (Peru), Prelude (USA), Ramex (USA), Riviera (France), Road Show (USA), Symphony Tone (Switzerland), This Record Co. (UK), Vogue (France), Zafiro (Spain) Zagora (France). **(distributed—not licensed)** DLV
Int'l reps.: Argentina (Sicamericana), Belgium (Vogue), Bolivia (Discolandia Dueri), Chile (EMI), Colombia (Codicodis, Discomoda), Dominican Republic (Distribuidora Dominicana), Ecuador (IFESA), France (Vogue), Guatemala (Dila), Luxembourg (Vogue), Netherlands (Vogue), Peru (IEMPSA), Spain (Zafiro), USA (Musical Recs. Dist. of America), Venezuela (La Discoteca). (SEE ADVERTISEMENT)
 Norteno, see Musart.
 Oasis, see Musart.
 Odeon, see EMI-Capitol.
 Okeh, see CBS/Columbia.
 Omega, see Son'Art.
 Orfeon, see Mexicanos.
 Patenque, see AC.
 Peerless SA (Fabrica de Discos) (IFPI), Laguna de Mayran 232, Mexico 17, D.F. Tel: (905) 531-3320, 545-7215. Cable: PEERLESS. Telex: (017) 77606. Exec. Pres.: Heinz Klinckwort; Gen. Dir.: Leo Porias; Gen. Mgr.: Peter Ulrich; Ass't Mgr.: Jurgen Ulrich; Sales Mgr.: Oscar Najera; Int'l Dir.: Frank J. P. Segura; Int'l Mgr.: Octavio Rubio; Promo. & Pub. Mgr.: Guillermo Arriaga
Labels: (Owned) Eco, Peerless; **(licensed)** Azteca

(USA), Decca (UK), Del Valle (USA), Direction (Canada), Fuentes (Colombia), IHP (France), London (USA), Onix (Ecuador), Palacio (Venezuela), Prism (USA), R&N (USA), Richmond (UK), Seeco (USA), Starbright (USA), Telefonken (Germany), Turnabout (USA), Virrey (Peru), Vox (USA), West End (USA).
Int'l reps.: Bolivia (Imperio), Chile (Philips), Colombia (Fuentes), Costa Rica (India), Dominican Republic (Guarachita), Ecuador (Fadisa), Peru (El Virrey), USA (Sunshine), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)
 Philips, see Polydor.
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 Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel (905) 563-9625 Pres. Rafael Ficachi Gonzalez, Admin. Mgr. Raul J. Castro, Prod'n Mgr. Marco Antonio Renteria, Sales Mgr. Alma Ficachi de Rivas
 Mexicanos SA (Discos)/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan Tel (905) 576-4935 Pres. Rogelio Azcarraga
 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 Llopis, Int'l Mgr. Andreas Baptista
 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 Parias, Gen. Mgr. Peter Ulrich, Ass't Mgr. Jurgen Ulrich, Int'l Dir. Frank J.P. Segura, Int'l Mgr. Octavio Rubio
 R C A SA de CV, Av. Cuauhahuac 2519, Col. Xochimanca, Mexico 16, D.F. Tel (905) 527-6020 Pres. & Dir. Gen. Louis Couttolenc, Sales Mgr. Jose Martin del Campo, Promo. Mgr. Bernardo Garza. (Record only)

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, Guadalajara, Jal. Tel (9136) 16-56-10 Pres. Alejandro Diaz, Gen. Mgr. Alfredo Romo, Sales Mgr. Enrique Corvera.

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.

A V Sistemas SA, Celaya 26, Mexico 11, D.F. Tel (905) 584-2044/3656 Gen. Mgr. Adolfo de la Huerta S., Ass't Mgr. Sergio Martinez M. (PKG)
 Audio: Cassette
 C B S / Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan Tel (905) 576-0333 Pres. Jose Manuel Villareal P., VP. Armando de Llano Arana (PKG)
 Audio: 8-tr., cassette
 Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico E. Riojas, Gen. Mgr. Gloria Oliveros
 Audio: 8-tr., cassette
 Dupliscaset SA, Jose Vasconcelos 218, Mexico 11, D.F. Tel 553-12-06 286-14-97 Pres. Jose Ignacio Morales, Gen. Mgr. H. Eugenia de Betancourt, Sales Mgr. Robert J. Benitez
 Audio: 8-tr., 8-tr. quadraphonic
 E M I / Capitol de Mexico SA de CV, Rio Balsas 49, Mexico 5, D.F. Tel (905) 525-1700 Cable CAPRECORDS Gen. Dir. Roberto Lopez, Promo. & Pub. Rosa Maria Esquivel
 Audio: 8-tr., cassette
 Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel (905) 527-4549 Dir. Luis A. San Martin, Gen. Mgr. Marcelo Gorraez G., Gen. Admin'r. Eduardo Zarate
 Audio: Cassette
 Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel (905) 563-9625 Pres. Rafael Ficachi Gonzalez, Admin. Mgr. Raul J. Castro, Prod'n Mgr. Marco Antonio Renteria, Sales Mgr. Alma Ficachi de Rivas
 Audio: Cassette
 Matrices SA (Discos), Lago Chalco 122, Mexico 17, D.F. Tel (905) 250-1499 Cable MELMEX Pres. Jose 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 Pres. Rogelio Azcarraga
 Audio: 8-tr., cassette, open reel
 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 Llopis, Int'l Mgr. Andreas Baptista
 Audio: 8-tr., cassette
 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 Parias, Gen. Mgr. Peter Ulrich, Ass't Mgr. Jurgen Ulrich, Int'l Dir. Frank J.P. Segura, Int'l Mgr. Octavio Rubio
 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
 Sonomedios SA, Av. Vallarta 2590, Guadalajara, Jal. Tel (9136) 16-56-10 Pres. Alejandro Diaz, Gen. Mgr. Alfredo Romo, Sales Mgr. Enrique Corvera.
 Audio: 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
 Stereo Jet de Mexico SA, Calle Dos 13-B, Naucalpan Tel (905) 576-6866
 Audio: 8-tr., cassette, open reel

● supplies

EMPTY CARTRIDGES,

CASSETTES & REELS

Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico E. Riojas, Gen. Mgr. Gloria Oliveros
 Audio: 8-tr., cassette
 Brand names: Avon, Coro, Musik

JACKETS & SLEEVES
 LABELS

C B S / Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan Tel (905) 576-0333 Pres. Jose Manuel Villareal P., VP. Armando de Llano Arana
 Coro SA, Bahía de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico E. Riojas, Gen. Mgr. Gloria Oliveros
 Mexicanos (Discos) SA/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan Tel (905) 576-4935 Pres. Rogelio Azcarraga
 R C A SA de CV, Av. Cuauhahuac 2519, Col. Xochimanca, Mexico 16, D.F. Tel (905) 527-6020 Pres. & Dir. Gen. Louis Couttolenc, Sales Mgr. Jose Martin del Campo, Promo. Mgr. Bernardo Garza.

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 TELEX:
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RECORD PROCESSING MACHINERY

Mexicanos (Discos) SA/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan, Tel. (905) 576-4935. Pres.: Rogelio Azcarra.

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.

Amplex de Mexico SA de CV, Div. Del Norte 1832, Col. Portales, Mexico 13, D.F. Tel. (905) 539-6870. Gen. Dir. Miguel A. Hernandez; Admin. Mgr.: Isaias Trujillo; Audio Prods. Sales Mgr.: M. Villela; Video Prods. Sales Mgr.: Oscar Luna; Tape Prods. Sales Mgr.: M. Santillana.

Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Aurex SA de CV, Calz. Tulyehualco 3370, Mexico 23, D.F. Tel. (905) 973-1233, 670-0277. Chm.: Federico Valdes. Gen. Mgr.: Ernesto Valdes; Sales Mgr.: Ramiro Gamboa.

Local branch: Av. Corona 181, Desp. 231, Tel. (903) 613-5474. Reg'l Mgr.: Ricardo de la Llave.
Audio: 8-tr., cassette, open reel.

Brand name: Amplex.

Avon, see Coro.
Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel. (905) 531-2900. Pres.: Federico E. Riojas; Gen. Mgr.: Gloria Oliveros. (Blank only)
Audio: 8-tr., cassette.

Brand names: Avon, Coro, In.

In, see Coro.
Montage Mexico SA, PO Box 244, Cuidad Ind'1 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

Amplex de Mexico SA de CV, Div. del Norte 1832, Col. Portales, Mexico 13, D.F. Tel. (905) 539-6870. Gen. Dir.: Miguel A. Hernandez; Admin. Mgr.: Isaias Trujillo; Audio Prods. Sales Mgr.: M. Villela; Video Prods. Sales Mgr.: Oscar Luna; Tape Prods. Sales Mgr.: M. Santillana.
Audio & Video: Recorders.

● accessories manufacturers

Amplex de Mexico SA de CV, Div. del Norte 1832, Col. Portales, Mexico 13, D.F. Tel. (905) 539-6870. Gen. Dir.: Miguel A. Hernandez; Admin. Mgr.: Isaias Trujillo; Audio Prods. Sales Mgr.: M. Villela; Video Prods. Sales Mgr.: Oscar Luna; Tape Prods. Sales Mgr.: M. Santillana.
Product: Head cleaners & demagnetizers, leader & splicing tape.

Aurex SA de CV, Calz. Tulyehualco 3370, Mexico 23, D.F. Tel. (905) 973-1233, 670-0277. Chm.: Federico Valdes. Gen. Mgr.: Ernesto Valdes; Sales Mgr.: Ramiro Gamboa.
Local branch: Av. Corona 181, Desp. 231, Tel. (903) 613-5474. Reg'l Mgr.: Ricardo de la Llave.
Product: Head cleaners & demagnetizers, leader 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 Magdaleño C.
Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, needles.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel. (905) 531-2900. Pres.: Federico E. Riojas; Gen. Mgr.: Gloria Oliveros.
Product: Tape carrying & storage cases, 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 E. Riojas; Gen. Mgr.: Gloria Oliveros.
Product: Record & tape display racks.

● jukebox manufacturers

Ami de Mexico SA, Calz. Tlatilco 239, Mexico 16, D.F. Tel. (905) 556-8611.
Fonografos Automaticos Evans SA, Via Dr. Gustavo Baz 49, Puente de Vigas, Mexico. Tel. 572-4744.

Industrias Nacionales de Sonido SA, Apdo. 22036, Calz. Mexico-Xochimilco 4861, Mexico 10, D.F. Tel. (905) 573-2413. Cable: ASTROINSSA. Telex: (017) 74282.
Local branch: La Feria SA, Rep. de Chile 7, Mexico 1, D.F. Tel. (905) 585-1311. (Importer only)
Brand name: Astrovox.
Manufacturera de Sinfonolas SA, Av. Jardin 330, Col. del Gas, Mexico 15, D.F. Tel. (905) 355-3199.
Sonata SA (Corp.), PO Box 22036, Mexico 22, Tel. (905) 573-2413. Pres.: David L. Romero Sr.; Gen. Mgr.: Raul C. Romero; Sales Mgr.: J. LaraValle.

NETHERLANDS

Population: 14,000,000.
Rate of exchange: \$1 (US) = 2 guilders.
Per capita income: \$5,345.
No. of homes with record players: 4,000,000.
Holidays: New Year's Day, Easter Monday, April 30 (Queen's Birthday), Ascension Day, Whitmonday, December 25 & 26.

RECORDS:

Records sold domestically including imports (retail value): LP's 1977—33,000,000 units, \$212,500,000; 1978—35,000,000 units, \$235,000,000; Singles 1977—11,000,000 units, \$27,500,000; 1978—14,000,000 units, \$35,000,000.
Average retail price per record: LP's—\$6.50; singles—\$2.50.

Stereo sales: 95% of total.
Quadraphonic sales: 0.1% of total.
Record club sales: 8% 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. Radio station Hilversum 3 is also important in promoting pop records.
Jukeboxes: 11,000.

TAPE:

Pre-recorded tape sold domestically including imports (retail value): Cassette 1977—4,500,000 units, \$35,000,000; 1978—5,500,000 units, \$40,000,000.

Market: Cassette sales continue to grow and cassettes are far more popular than 8-track cartridges.
Average retail price per tape: Cassette—\$7.75.

RADIO STATIONS:

No. of government 4.
Comment: Mi Amigo and Delmare operate offshore, outside Dutch territorial waters. Hilversum 1 has cultural programs & information; Hilversum 2, family-oriented programs; Hilversum 3, light & pop music; Hilversum 4, classical music only.

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.

MARKET ANALYSIS:

In terms of total sales, the industry in the Netherlands looks fine, with a 10 per cent growth over 1978. The problems lie in other areas, such as price stabilization and, of course, piracy, counterfeiting, and bootlegging—estimated to account for between 5 and 10 per cent of the overall turnover. Neither of the conventions of Rome and Geneva has been ratified, but STEMRA and NVPI, the Dutch branch of IFPI, conduct an impressive campaign to combat piracy, clean up the shops, and to bring as many cases to court as possible. We foresee a slight decrease in classical music sales, now around 12 per cent of the total, and an increase in sales of popular music from abroad—England, France, Germany, and the United States. It is becoming more and more difficult to produce, promote and sell local artists.

● record & tape manufacturers / distributors / importers

A R S I S, Steegstr. 18, 6041 EA Roermond, Tel. (04750) 1-36-98. (Record Distributor)

Ace of Clubs, see Decca.
Albersen & Co. BV (Muziekhandel), Gr. Hertoginnelaan 182, 4517 EV The Hague, Tel. (070) 45-60-00. Dir.: J. Albersen. (Distributor)
Alpa Recs., Tabaksweg 6, Elst, Tel. (08384) 17-34.

Arcade Recs. (Nederland) BV, Industrieweg 11, 4131 NK Vijan, Tel. (03473) 21-84. Telex: 40420. Gen. Mgr.: A. Seyssens; Adv. Mgr.: H. Luiten; Sales Mgr.: A.A. van Hoydonk.
Home office: England.
Labels: Arcade, Trent.

Archiv, see Polydor.
Argo, see Decca.
Ariola Benelux BV (IFPI), Kenastr. 1-3, 2011 MV 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), Al-

bion (UK), 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), Tomato (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 Gerrets.
Asylum, see WEA Recs.
B E L Sound, Buurserstraat 356, Enschede, Tel. (053) 76-30-22.
B M G. Molenvlietsedijk, 23-25 Tholen, Tel. (01660) 3226.
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).
Home office: France.
Labels: (Licensed) Barclay (France), Black & Blue (France), Blue Star (France), De-Lite (USA), Egg (France), Prelude (USA), Riviera (France).
Barrelhouse, see Martin A. van Olderen.
Basart Recs. Int'l BV (IFPI), PO Box 338, Flevolaan 41, Naarden, Tel. (02159) 4-62-66. Cable: EDITORAS. Telex: 43191. Mng. Dir.: 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 Polder, 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 Batalean Prods., Moerbeigarde 112, Zoetermeer, Tel. (070) 63-57-82. Gen. Mgr.: Herman Batalean; Sales Mgr.: Pieter I. Kieboom.
Labels: (Owned) Chapter 2, Esart.
Beltona, see Decca.
Benelux Music Inds., PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert, Tel. (04950) 3-56-40. Telex: 51285. Pres.: Johnny Hoes; Gen. Mgr.: Jacquie Hoes; Sales Mgr.: Adrian Hoes.
Labels: (Owned) Gnome, Kendari, Kilroy, Laudate, Lolre, Ojee, Starlet, Telstar, (distributed) Grand Gola, 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 (Carinia), Austria (Turicophon), 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 (Turicophon), USA (Midland Int'l), Venezuela (Unimusic), Yugoslavia (Jugoton).
J Ph. Benson, PO Box 59, 7620 AB Borne, Tel. (05409) 41-24. Dir.: John Phillip Benson; Gen. Mgr.: A. Daphne Laanen.
Labels: (Licensed) Wim (USA), (distributed—not licensed) Avant (USA), Crystal (USA), Pandora (USA).
Bertus Distributie BV, Industrieweg 45-B, 2651 BC Berkel en Rodenrijs, Tel. (01891) 57-22. Telex: 26385 BETS. Dir.: Jan van der Linden; Gen. Mgr.: Bram Apon; Sales Mgr.: Almer Apon. (Distributor)
Blossom Recs., Valkenboslaan 180, The Hague, Tel. (070) 45-13-79.
Boem, see Durcco.
Boogie, see Martin A. van Olderen.
Born Free Prods., Albertus Perkestr. 35, Hilversum, Tel. (035) 4-77-49. Cable: PHONOGRAM. Mng. Dir.: Peter Koelewijn.
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, Traffic, (distributed) CPR, (represented) Alvorada (Portugal), Boosey & Hawkes (UK), Carioca (Portugal), Clave (Portugal), Copacabana (Portugal), Estudio (Portugal), Orfeu (Portugal), Rapsodia (Portugal), Roda (Portugal), Selected Sound (Germany), Telemusic (France), Unidisc (France).
Bovema Negram BV (IFPI), Bronsteweg 49, Heemstede, Tel. (023) 28-07-50. Telex: 41625. Dir.: Nico Geusebroek; Gen. Mgr.: Kees Baas.
Labels: (Owned) Bovema-Negram, His Master's Voice.
Brother Recs. Inc., Leidesgracht 49, Amsterdam 1013.
Home office: USA.
C B S Grammofoonplaten BV (IFPI), Stationsplein 82-84, Haarlem, Tel. (023) 31-94-10. Cable: COLRECORD. Telex: 41051. Gen. Mgr.: Allen Davis; Sales Mgr.: Will Nagel.
Home office: USA, CBS Int'l.
Labels: (Licensed domestic) Artone, (licensed foreign) A&M (USA), Arion (France), Bethlehem (USA), GTO (UK), CBS (USA), DJM (UK), Embassy (USA), Epic (USA), Inivictus (USA), Jet (USA), Monument (USA), Neighborhood (USA), Philadelphia Int'l (USA), Portrait (USA), TK (USA).
C C A, see Vista.
C I R, see PCMP.
C N R (BV Grammofoonplatenmaatschappij) (IFPI), Gouwezeenstr. 15, 1230 Weesp, Tel. (02940) 1-52-44. Cable: CENR. Telex: 12523. Gen. Mgr.: Ruud Wijenters; Repertory Dept.: Herman van der Zwan; Promo: Ron Mol.
Labels: (Owned) CNR, Injection, (licensed) AVI (USA), Acrobat (UK), Affinity (UK), Alte Werk (Germany), Aquarius (France), Barclay (France), Beggar's Banquet (UK), Black & Blue (France), Carrere (France), Casino (Canada), Deesse (France), De-Lite (USA), Egg (France), Melodia (USSR), Parsifal (Belgium) Prelude (USA), Riviera (France), Telefunken (Germany).
Int'l rep.: Germany (Teldec).
C P R, see Bosheck.
Canto di Vangelo, see Vista.
Capi (NV), Basisweg 38, Amsterdam, Tel. (020) 11-15-55.

- Labels: (Represented)** Musica Mundi, Musica Sacra. Capitol, see EMI-Bovema.
 Capri, see Durco.
 Carrere Holland BV, Gouwzeestr. 15, Weesp. Tel: (02940) 1-52-44. Telex: 12523. Mng. Dir.: Bart van de Laar; PR: Michel Damen. (Licensed to CNR)
 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).
 Circle, see Grammoservice.
 Collector Recs., PO Box 2296, 3000 CG Rotterdam. Tel: (010) 22-48-88.
Labels: (Owned) Collector, Unknown, White Label. Int'l reps.: Belgium (Monopole), France (Thonney), UK (Superdisc), USA (Down Home).
 Collector Series, see VIP.
 Commonwealth, see K-Tel.
 Condo, see Mike Vincent.
 Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Pres.: Leen La Riviere; Gen. Mgr.: Mr. Zwarts; Sales Mgr.: Jan Daurlo.
Labels: (Owned) Free; (licensed) CS (USA), Catacombs (Canada) Janz Team (Germany); (distributed—not licensed) Abacus (Germany), Glory-Sound.
 Centre Point, see VIP.
 Coreco, see International Sound.
 D G, see Polydor.
 Dawn, see VIP.
 Decca Distributie BV (Hollandsche) (IFPI), PO Box 7104, Drenestr. 11, Amsterdam. Tel: (020) 44-08-88. Telex: 12038. Mng. Dir.: Bill Barents; Admin'r: Floor Wijngaard; Pop Prod. Mgr.: Jaap Hoitingh; Classical A&R: Hans Tecker; Mktg. Mgr.: Rob Edwards.
Labels: (Owned) Ace of Clubs, Argo, Baltona, Decca, Deram, Eclipse, London, L'Oiseau Lyre, Parrot, Rex, Rialto, Threshold; (licensed) Abkco, Big Sound, Brunswick, Commodore, Crossover, Hindsight, Jamie, Republic, Rumbleseat (all USA).
 Deram, see Decca.
 Desert-Moon, see VIP.
 Dial, see Diwa.
 Didi, see A.M. Girwar.
 Disco de Man-DDM Prods. BV, PO Box 214, 6190 AE Beek. Tel: (04402) 16-90. Dir.: Cees de Man.
Labels: (Owned) Golden Oldies Club, Klaver 4; (licensed foreign) Aristry (UK).
 Disco George, Termatistr. 17-3, Amsterdam. (Distributor)
 Disco Town, see Universe Prod'n.
 Disque Roermond BV, Hendriklaan 18, Roermond. Dir.: E. Kamzot. (Distributor)
 Diwa Recs., PO Box 612, 7550 AP Hengelo OV. Tel: (0540) 2-47-62. Dir.: Dick Waanders.
Labels: (Owned) Dial, Diwa; (licensed foreign) Folk Variety (Germany), Frog (UK), Lake Country (Switzerland), Olympic (USA), Rollin' Rock (USA), Route 66 (Sweden), Wix (USA); (distributed—not licensed) Baron (USA), Cowboy Carl (USA), Red Raven (Germany), Rockhouse (Netherlands), Sierra/Briar (USA), White Label (Netherlands).
 Doins, see Polydor.
 Dotan Recs., Rijnlanderweg 695, 2132 NK Hoofddorp. Tel: 1-32-85. Mng. Dir.: Micky Dotan. (Wholesaler).
 Double Pleais, see VIP.
 Durco (Dutch Rec. Co.) BV, Pampuslaan 45, 1380 AA Weesp. Tel: (02940) 1-53-21. Cable: RECMUS. Telex: 14409. Mng. Dir.: A.E. Palmans; A&R Mgr.: M.A.C. de Raaf; Mktg. Mgr.: A. van Nijffaten. Int'l Mgr.: C.V. Jansen.
 Branch: Hilversum, Luitgardeweg 20. Tel: (02150) 1-21-51.
Labels: (Owned) Boem, Capri, Durco, Elf Provincien, GIP, Halter, Scramble, Te Deum; (licensed) Audio Fidelity (USA), 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), Stiff (UK), Vega (France), Weekend (Belgium), Young Blood (UK), Zafiro (Spain).
 Int'l reps.: Austria (DGG), Belgium (Fonior), France (Sof-rassy), Germany (DGG), Luxembourg (Fonior), Switzerland (DGG).
 Evan Durlacher Audio-Visual Prod'n, 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, Grotestraat 18, 5437 AS Beers. Tel: (08850) 1-56-70. Telex: 41605. Pres.: Floortje van den Dungen.
Labels: ASI, American Gramophone, Century, Coherent Sound, Concord, EMI-Toshiba, Eastwind, Labyrinth, Merlin, Nautilus, Orinda, Philips, RVC, RCA, Romar, Salisbury, Sheffield Lab, Sonic Arts, Sound 80, Telarc, Trend, 2000 BC.
 Dutch Blues & Boogie Woogie Org., Maasdriehof 175, 1106 NG Amsterdam. Tel: (020) 96-11-11. Pres.: Martin van Olderen.
Labels: (Distributed—not licensed) Adelphi, Barrelhouse, Big Star, Blind Pig, Colt & Firmo, Lunar, Rounder, TK, Testament (all USA); JSP (UK).
 E & E, see International Rec. Dist'n.
 E M I Recs. Holland BV (IFPI), Bronsteweg 49, Heemstede. Tel: (023) 28-07-50. Telex: 41625. Mng. Dir.: Nico Geusebroek; Gen. Mgr.: Karen Hendriks; Sales Mgr.: Jan Gaasterlaad; Mktg. Mgr.: Richard Denekamp.
Labels: (Owned) Capitol, EMI; (licensed) Arista, Blue Note, Fantasy, Hispavox, Infinity, Intercord, Janus, Logo, MAM, MPS, MPS, Magnet, Motown, Passport, Private Stock, Purple, RAK, Rebel, Red Bus, Rocket, Rolling Stones, Savoy, Splash, Sunburst, Transatlantic, Triangle, Trojan, United Artists.
 E M I-EAR (European A&R, Prod'n-Mktg.-Promo.), PO Box 6106, Tulpenkade 1, Haarlem. Tel: (023) 31-95-18. Telex: 41902. Mng. Dir.: R. R. Kruijze; Gen. Mgr. & A&R Dir.: F.A.M. Jansen; Mktg. Mgr.: Dick Van Vliet.
 E M I Holland BV, Tulpenkade 1, Haarlem. Tel: (023) 31-93-80. Telex: 41257. Mng. Dirs.: B.J. van den Berg, Roel R. Kruijze; Ass't Dir. Mkts.: Kick Klimbie; Financial Dir.: L.A.P.A. Verhelst; Ass't Dir. Finances: J.C. La Grouw; Int'l Div. Mgr.: Theo Roos.
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 Rebecquest. 104, The Hague. Tel: (070) 45-89-17; Chief Exec.: Max Hallensleben; Sales Mgr.: C. H. Hallensleben.
Labels: (Owned) Editio Laran; (licensed domestic) Hallensleben.
 Int'l rep.: Germany (Mitur).
 Elektra, see WEA Recs.
 Elf Provincien, see Durco.
 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.
 Europeo Fono Club, 262 Singel, Amsterdam. Tel: (020) 23-71-95.
 Eurosound, see Vista.
 Festivo, see Vista.
 Fidelis, see Sound-Prod's.
 Flashlines BV, Catharinaland 11, The Hague. Tel: (070) 85-89-06. Telex: 31039. Mng. Dir.: Graham Neal. (Wholesaler/Importer/Exporter)
 Fleet Benelux, Kenastr. 3, Haarlem. Tel: (023) 31-35-43. Owners: Robert A. Aardse, Peter Meisel.
 Fontana, see Phonogram BV.
 Fountain Sound & Vision, Utrechtsestraat 105, Amsterdam. Telex: 33796. (Distributor)
 Free, see Continental Sound.
 G I P, see Durco.
 Gamtex, PO Box 10175, Raamsteeg 1, Amsterdam. Tel: (020) 24-71-90. (Importer)
 A. M. Girwar, Pieter Bureling, Didi Recs.
Labels: (Owned) Didi, Old Gold.
 Glory Sound, Thorbeckstr. 7, Veenoord. Tel: (05915) 1273. (Licensed to Vista).
 Gnome, see Benelux.
 Golden Guinea, see VIP.
 Golden Hour, see VIP.
 Golden Lion Recs. BV, PO Box 181, Peerlkamp 5, Hilversum. Tel: (02150) 1-59-53. Chief Exec.: D. De Vilder.
 Golden Oldies Club, see Disco de Man.
 Goldstar, see Basart.
 Gorilla Recs. BV, Lange Pot 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.
 Grammoservice BV (IFPI), Spaarndamseweg 410-414, 2022 EA Haarlem. Tel: (023) 25-85-21. Telex: 41062. Deputy Dir.: P.E. Hertog; Gen. Mgr.: J.W. Assman; Sales Mgr.: T.A. van Holten.
Label: (Owned) Circle.
 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 Durco.
 Harlekin Holland BV, Kerkdijk 11, Westbrook (U). Tel: (03469) 44-44-45. (Licensed to Polydor)
 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.
 David Hofstede Ents., Van Baerlestr. 77, 1071 AS Amsterdam. Tel: (020) 72-08-82.
 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.
 Hosat (Holland South America Trading), Noordeinde 105a, The Hague. Tel: (070) 46-51-22. Dir.: H.J. da Silva; Sales Mgr.: M. de Jong.
Labels: (Licensed) Alvares (France), Astree (France), Audite (Germany), Bis (Sweden), Calig (Germany), Caliope/Arpege (France), Carus (Germany), Claves (Switzerland), Colosseum (Germany), Corona (Germany), Jercklin (Switzerland), SFP (France), Studio Monastere (France), Tangent (UK), Valois (France).
 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 Recs. & Tapes BV (IFPI), Turfsteckerstraat 63, 1463 GD Aalsmeer. Tel: (02977) 2-88-55. Telex: 14683. Mng. Dir.: Wim Brandsteder; Deputy Mng. Dir. Sales: Jaap Beutler; Deputy Mng. Dir. A&R: Edo A.L. Peuk.
Labels: (Owned) Lark; (licensed) Fania (USA), Word (USA); (distributed—not licensed) Basart (Netherlands), RCA (USA), VIP (Netherlands), Varagram (Netherlands).
 Injection, see CNR.
 Intermedia NV, Nassaulaan 46a, Baarn. Tel: (02154) 37-12.
Labels: (Owned) Grand Gala, Studio 33; (represented) Fass (Germany).
 Intermusic BV, PO Box 312, Eikbosserweg 114, 1200 AH Hilversum. Tel: (035) 4-41-40. Telex: 43897. Mng. Dir.: Cees van Zijveld.
 International Rec. Dist'n Amsterdam (IRDA), PO Box 1525, 1000 BM Amsterdam. Tel: (020) 93-62-49. Gen. Mgr.: Peter Rensen; Sales Mgr.: Paul Rodenhuis.
Labels: Owned: E&E, Moonbase, Zen.
 International Sound Retail, Regentesseelaan 69, 2562 CV, The Hague. Tel: (070) 45-33-00. Telex: 33796. Owner: Andre J. Fontijn; Gen. Mgr.: Jorita Uuyk; Sales Mgr.: R. Allen Jones.
Labels: (Distributed—not licensed) All Ears (USA), Bomp (USA), Coreco (Netherlands), Haast (Netherlands), Improvising Artists (USA), Kilgaron (UK), PBR Int'l (USA), Payola (USA), Plurex (Netherlands), Ralph (USA), Rhino (USA).
 Ivory Tower Recs., Tusveld 55, Bornerbroek. Tel: (05408) 261. Dir.: Fred Rootvelde; Gen. Mgr.: Angie Rootveld.
Labels: (Owned) Ivory Tower, NL.
 J J, see Oldway-Windmill.
 Jojo, see Oldway-Windmill.
 Jox, see Henk Kreeftmeyer.
 Jubal, see Vista.
 Jupiter, see Ariola-Eurodisc.
 K-Tel (Holland) BV, Oude Schipholweg 885, 2143 CD Boe-singhelede. Tel: (02505) 683, 474. Telex: 41199. Gen. Mgr.: Peter Kloeth; Sales Mgr.: Fons Ronde.
Home office: USA.
Labels: (Owned) Commonwealth, Hep, K-Tel.
 Karussell, see Polydor.
 Kelrec BV, Reguliersbreest. 3, Amsterdam. Tel: (020) 23-37-50.
 Kendari, see Benelux Music.
 Killroy, see Benelux Music.
 Klaver 4, see Disco de Man.
 J. A. W. Koers, PO Box 1373, 9701 BJ Groningen. Tel: (050) 41-19-67. (Importer)
 Henk Kreeftmeyer Org., Abraham Bloemaertstr. 6, 3514 VP Utrecht. Tel: (030) 71-08-73. Telex: 40996. Dir.: Henk Kreeftmeyer; Int'l Sales Mgr.: John Wespord.
Labels: (Owned) Hekre, Jox, Pussycat; (licensed) Buck-board, Musicor, Springboard, Uprfont.
 Kritos, see Bosheck.
 Han Kuiper Ents., De Boelelaan 435, 1082 RJ Amsterdam. Tel: (020) 42-93-96. Gen. Mgr.: Wim Johan Kuiper.
 Lark, see Inelco.
 Laudate, see Benelux Music.
 Laurens, see Vista.
 Loisirs, see VIP.
 London, see Decca.
 Lorelei, see Benelux Music.
 Lowland Blues, see Martin A. van Olderen.
 M G M, see Polydor.
 Mamicha Music BV, Pettelaarseweg 25, 5126 BG 's-Hertogenbosch. Tel: (073) 14-73-34, 13-83-52. Pres.: Wilhelm Vermeulen Windsant; Dir.: Marijke Robberts-Vermeulen Windsant; Gen. Mgr.: Cees Vermeulen Windsant. (Distributed by Durco)
Labels: (Owned) Mamicha; (licensed foreign) Roses (Belgium).
 Maritim, see Ariola-Eurodisc.
 Mawogram, see Vista.
 Melba, see VIP.
 Mercury, see Phonogram BV.
 Metro, see Polydor.
 Miller Int'l Grammofoonplaten BV, Oud Blaricummerweg 25a, Laren NH. Tel: (02153) 8-30-36.
 Mirasound, Langestr. 51, 8130 AA Wijhe. Tel: (02153) 18-26.
 Money Tree BV, Streuvelaan 12, Roosendaal. Tel: (01650) 4-39-28. Contact: M.J. Kleijn.
Label: (Represented) Sirec (USA).
 Moon Base, see West World.
 Moonbase, see International Rec. Dist'n.
 Munich Recs. BV (VH B. Munnikendam's Groothandel NV), Albert Schweitzerlaan 9, 6721 AW Bennekom. Tel: (08389) 677-77. Pres.: Job C. Zomer; Gen. Mgr.: Huub Trautwein; Sales Mgr.: Wybo Baron.
Labels: (Owned) Munich, Oldie Blues, Stof; (distributed—not licensed) Advent (USA), Cadillac (UK), Cezame (France), Contemp (Germany), Evasion (Switzerland), Mulligan (Ireland), Musica (France), Muskadine (USA), Ogun (UK), Ornament (Germany), Red Rag (UK), SDNM (Greece), Shanachie (USA), Syntonic Research (USA), Topic (UK), Trix (USA).
 Int'l reps.: Belgium (Parsifal), France (Oiseau), Japan (Victor), Sweden (Amigo), Switzerland (Evasion), UK (Cadillac), USA (Shanachie).
 Musidor BV, Herengracht 566, 1017 CH Amsterdam. Tel: (02) 25-71-60. Telex: 16593. Mng. Dirs.: A.J. van der Marel, A.J.D. Wilkinson.
Label: (Owned) Rolling Stones.
 N A P, see Polydor.
 N L, see Ivory Tower.
 Nederlandse Boekenclub, Prinsevinckpark 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 Durco)
 Nixa, see VIP.
 Nonesuch, see WEA Recs.
 O R A, see Universe Prod'n.
 Obelisk, 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, Moosdriehof 175, 1106 NG Amsterdam. Tel: (020) 96-11-11. Dir.: Martin A. van Olderen. (Distributed by Munich)
Labels: (Owned) Barrelhouse, Boogie, Lowland Blues, Oldie Blues; (distributed—not licensed) Big Town (USA), Blind Pig (USA).
 Old Gold, see A.M. Girwar.
 Oldie Blues, see Munich & Martin A. van Olderen.
 Oldway-Windmill Org., Oldway Studio, Streuvelaan 12, 4707 CH Roosendaal. Tel: (01650) 4-39-26. Telex: 74083. Artistic Dirs.: Jan Verbogt, Geoff Hardisty; Comm'l Dir.: Hans Jongmans; Admin. Dir.: Fon Verbogt.
Labels: (Owned) U.J. Jojo; (distributed—not licensed) Big Bear (UK), J.J., Free Reed (UK).
 Onyx, see Bosheck.
 Orange, see Universe Prod'n.
 P C M P Inc., PO Box 469, 3130 AL Vlaarding. Tel: (010) 35-71-20.
Labels: (Owned) CIR, Standard Folk Recs.
 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, Boussi-phon, Cairophone, Casaphone, Dounia, Duniaphone, El Feith, Fran, Koutoubiaphone, Lyra, Napiaphone, Oasis, Olympe, Sono Cairo, Soutelphon, Viking, Voix du Globe, Voix du Libanon, Voix du Stars; **(distributed—not licensed)** Lyricord, Monitor, Rounder (all USA)

Paviljoen, see Vista

Pegasus, Lodssestr. 25, Amsterdam. Tel: (020) 23-11-38, 23-13-94

Labels: (Represented) China, Dihavina, Topic

Pergola, see Phonogram BV

Philips, see Phonogram BV

Phonogram BV (IFPI), Drentestr. 11, Amsterdam-Buitenveldert Tel (020) 44-08-88 Telex 12038 Mng Dir. Bill Barents, Admin'r Floor Wijngaard; Nat'l A&R Otto Vriezenberg, Pop Prod. Mgr.: Jaap Hottingh; Mktg. Mgr.: Rob Edwards

Labels: (Owned) Fontana, Impact, Mercury, Pergola, Philips, Polystar, Simple Pee, Vertigo, **(licensed)** All Platinum (USA), Bus Stop (UK), Charisma (UK), Chess (USA), Criminal (UK), Decca (UK), Haven (USA), Plurex (Netherlands), Power Exchange (UK), Trema (France), 20th Century (USA)

Pico Recs, Ganzenhoef 28, Amsterdam. Tel (020) 99-47-36 Dir.: Hans Douw; Gen. Mgr.: Kees Kuiper; Sales Mgr.: Aima Ramchalaan; (Distributor/Importer)

Plurex, see International Sound & Phonogram

Poker, see Basart

Polydor BV, PO Box 129, Verrijn Stuaartaan 36, Rijswijk (Z-H) Tel (070) 90-76-00 Telex 31481 Mng. Dir.: Hans van den Broek; Deputy Mng. Dir.: Nico van Bie-men, Mktg. Mgr.: Bob Spits; Sales Mgr.: Joop Vaen; Nat'l A&R Mgr.: Harry Knipschild; Adv. Mgr.: George Cramer; PR Mgr.: Tom Sleenberger; Label Mgrs.: Henk Keuter, Jan Loman, Hans van Woerkens

Labels: (Owned) Archiv, DG, Heliodor, Karussell, MGM, Metro, NAP, Polydor, Verve, **(licensed domestic)** Doina, Harlekijn, **(licensed foreign)** Capricorn (USA), Cube (UK), EG (UK), Goldhawkie (UK), Karma (Germany), Oyster (USA), Pablo (USA), RSO (UK, USA), Spring (USA), 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 Kinkle, Wolfgang Hux, Sr. VP: Hermann Franz, VP's: Pieter R. Schellevis, Werner Vogelsang, Heinz T. Voigt, Willem Zalsman, 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 Music, see Evan Durlacher

Power Sound, 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

RCA BV, Prins Hendriklaan 26, 1075 BD Amsterdam. Tel (020) 64-00-81 Telex 18063 Mng. Dir.: Cees Wessels; Comm'l Mgr.: Frank Leeman; Controller: Ben Haasdijs; Promo Mgr.: Tony Berk

Labels: (Licensed) BTM (UK), Crypto (France), EMG (UK), Ebony (UK), Erato (France), Free Light (USA), Gem Toby (UK), Gold Mind (USA), Grapevine (UK), Grunt (USA), Midsong (USA), Millennium (USA), Numero Uno (Italy), RCA (USA), Roadshow (USA), Salsoul (USA), Saravah (France), Seon (Germany), Solar (USA), Tom n Jerry (USA), Windsong (USA), Wooden Nickel (USA)

Radio Music Nederland, PO Box 338, Bussum. Tel 4-62-66 Dir.: Guus Jansen, Hubert Terheggen

Rec Track Nederland BV, PO Box 113, 3600 AC Maarsse. Tel (030) 43-11-44 Telex 40354 Dir.: Gen. & Sales Mgr.: M. C. Groeneveld; (Manufacturer/Distributor/Importer/Exporter)

Red Bullet Prod'ns, Alexanderlaan 2, Hilversum. Tel (035) 85-78-41 Dir.: Willem van Kooten

Redifusion, see Basart

Religioso, see Vista

Reprise, see WEA Recs

Rex, see Decca

Rialto, see Decca

Rockhouse Recs-de Platenboer BV, Stortenbekerstr. 5, 2421 ES Nieuwkoop. Tel (01725) 14-32. Dir.: Bert Rockhuizen; Gen. Mgr.: Frances Rockhuizen

Label: (Owned) Rockhouse

Int'l reps.: Austria (Bellaphon), Canada (Root), France (Sonopresse), Germany (Bellaphon), Scandinavia (Marilla), Spain (Auv), Switzerland (Bellaphon), UK (Charly)

Rubber Recs., NZ Voorburgwal 140, Amsterdam. Tel (020) 42-59-52

Rolling Stones, see Musidor

Rotogram, Van Ostadestr. 284, The Hague. Tel (070) 33-76-90, 29-34-87

S T B, see Vista

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

Simple Pee, see Phonogram

Skyrocket, see Mike Vincent

Sonclair, see Vista

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, Oud Loosdrechtseij 16a, Loosdrecht. Tel (02158) 51-01. Dir.: Gerald Vandermert

Labels: (Owned) Fidelio; **(licensed foreign)** Abbey (UK), GB (UK), Melodiya (USSR), Hed Arzi (Israel), Hungaroton (Hungary), Jecklin (Switzerland), Muza (Poland); **(distributed—not licensed)** Alpha (Belgium) CRD (UK), Cat Jazz (UK), Delta (Germany), Elite (Switzerland), Ensayo (Spain), Mulligan (UK), Nonesuch (USA), Plantlife (UK), Saga (UK), Sonodisc (France)

Int'l reps.: Germany (Delta), Switzerland (Tudor)

Space Prod'n, Finnmark 4, 3831 JG Leusden-C. Tel (033) 4-18-88 Dir.: John Russell

Standard Folk Recs., see PCMP

Starlet, see Benelux Music

Stoof, see Munich

Studio 33, see Intermedia

Supertone Holland BV, Amersfoortsestr. 130, Soesterberg. Tel (31) 1-53-41, Telex 47866 Pres. Hubert Tichelaar; Gen. Mgr.: John de Mol; Export Mgr.: Anton Tichelaar

Sure Shot, Udenseweg 29, Uden. Tel (04132) 6-88-23. 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

Traffic, see Bosheck

Trent, see Arcade

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

Universe Prod'ns, Spanjaardslaan 33, Leeuwarden. Tel (05100) 2-01-94, 2-45-22 Pres. Wobbe van Seijen (Distributed by Phonogram)

Labels: (Owned) Disco Town, Hotspot, ORA Orange, UP, Universe; **(licensed)** EMI (Ireland), Mulligan (Ireland), Rockburgh (UK), Rounder (USA)

Unknown, see Collector

VIP Recs BV (IFPI), Turfstekestr. 61, 1431 GD Aalsmeer. Tel (02977) 2-89-91, Telex 18951 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 Nixa, Pye, VIP, V-King, Virtuoso, Vogue; **(licensed)** 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

Van Leest BV, Pisanost 57, 5623 CB Eindhoven. Tel (040) 44-45-09 Telex 59078. Contact: K.L.H. Peters (Importer/Exporter)

Varamag, see Inlco

Veb, see Ariola-Eurodisc

Veronica, see Evan Durlacher

Vertigo, see Phonogram BV

Verve, see Polydor

Mike Vincent Prod'ns BV, Pettelaarseweg 25, 5216 BG s-Hertogenbosch. Tel (073) 14-73-34, 13-83-52 Telex 416 TEKOM Pres.: Wilhelm Vermeulen Wind-sant; (Distributed by Benelux Music)

Labels: (Owned) Condor, Power Music/Vliegende Hol-lander, Skyrocket, Tutor Country

Virtuoso, see VIP

Vista Recs., Flegelstr. 11, 5306 AW Brakel. Tel (04187) 18-85 Dir.: John A. Vis; Sales Mgr.: Fokke Antonides

Labels: (Owned) Canto di Vangelo, **(licensed domestic)** CCA, Editio Laran, Eurosound, Festivo, Glory Sound, Jubal, Laurens, Mawogram, Mirasound, Paviljoen, Religioso, STB, Sonclair, **(licensed foreign)** Abanori (Germany), Abbey (UK), Advent (USA), Berilton (Germany), Cathedral (UK), Cinesound (UK), Claudius (Germany), Credo (Sweden), Da Camera (Germany), Edo (Italy), Edici (France), Finlandia (Finland), GRC (USA), Gallo (Switzerland), Hed Arzi (Israel), Hibiscus (New Zealand), Impromptu (Germany), Lyricord (USA), Mixture (Germany), Motette (Germany), Organum (Finland), Pape Orgeldokumente (Germany), Pelca (Germany), Principal (Denmark), Proprius (Sweden), Psallite (Germany), Sasturphon (Germany), Stil (France), Telarc (USA), VDE (Switzerland), Vista (UK), Walcker (Germany) (SEE ADVERTISEMENT)

Vliegende Hollander, see Mike Vincent

Vogue, see V I P

WEA Recs. BV, Burg Lamboolaan 21, 1217 LB Hilversum. Tel (035) 1-54-53 Cable WEARC Mng. Dir.: Ben Bunders; Gen. Mgr.: Han Tonino; Sales Mgr.: Ger v.d. Meys; Controller: Anthony Vandermors

Home office: USA, WEA Int'l

Labels: (Owned) Asylum, Elektra, Nonesuch, Reprise, WEA, Warner Bros., **(licensed)** Bearsville (USA), Dark Horse (USA), Kluger (Belgium), Lightning (UK), Radar (UK), Sire (UK)

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

Weton-Wesgram BV, Veerlaan 86-92, 3072 ZZ Rotterdam. Tel (010) 86-11-66 Telex 28798 Mng. Dir.: Albert de Vries

Labels: (Owned) PV, WSP

White Label, see Collection

Wim Wigt Prod'ns/Timeless Recs., PO Box 201, Roghorst 303, 6700 AE Wageningen. Tel (08370) 1-34-40 Telex 45991 Dir.: Wim Wigt

Labels: (Owned) Timeless, **(distributed—not licensed)** Black Saint (Italy), Circle (Germany), Horo (Italy), Steeplechase (Denmark)

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Zen, see International Rec. Dist'n

Acorn Music, Tabaksweg 6, Elst. Tel (08346) 17-34

Actueel NV (Eds.), Baan 17, Haarlem. Tel (023) 31-77-73

Int'l firms represented: Altus (Germany), Capriole (Germany), Ho-Be! (Belgium), Literatoun (Germany), Montana (Germany), Wiener Boheme (Germany)

Alkema 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 Jatstr. 46, Groningen. Tel (050) 12-05-13

All Rock Music Publ'rs, PO Box 2296, 3000 CG Rotterdam. Tel (010) 22-48-89 Gen. Mgr.: Cees Klop

Int'l firms represented: Ace, Banks, Bo-An, C. Brown, Charlie Roach, Linco, Prillman, (all USA)

Int'l rep.: Belgium (Monopole)

W. Alphenaar CV, Kruisweg 47-49, Haarlem. Tel (023) 32-02-44

Altona BV (Ed.), see Intersong-Basart

Anagon Music Publ'rs BV, see EMI Music Publ'g

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: Alotagood (USA), Albion (UK), April/Blackwood (worldwide), Bamboo Magic (USA), Batt (UK), Boom (USA), Bovina (USA), CBS Int'l (USA), Camp (USA), Clay (USA), Country Road (USA), Dave Mason (USA), Derringer (USA), Dickie Bird (USA), Double Diamond (USA), Dozier (USA), Flying Crown (USA), Fourteenth Hour (USA), Albert Hammond (USA), Hierophant (USA), Hudmar (USA), Indaba (USA), Joel (USA), Kool (USA), Little John/Twogether (USA), Mine (USA), Oceans Blue (USA), Petra (USA), Porcara (USA), Rocket (UK), Rock OM (UK), Sheefire (USA), Sherylly (USA), Silver Blue (USA), Silver Steed (USA), Strong Arm (USA), Sunlight (UK), Tuna Fish (USA), 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)

Ariola Music Benelux BV, Lindenheuvel 3, 1217 JV Hilversum. Tel (035) 23-22-41. Telex 43639 Gen. Mgr.: Charles Ritton

Int'l firms represented: Arista/Careers, Fast Western, Minotaur, Pit, Tom Robinson

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. Smit

Int'l firms represented: Audistun, 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, Clarke, Davray, Dijon, Doobies, Dough Boy, Dynatone, Ellis Clan, Fifth Floor, Fort Knox, Four Knights, Francis Dreyfus, Fuse, GH, Gumbo, Gento, Gwing Room, Gnosso, Golden Syrup, Good Morning, Guerilla, Hamilton Bohannon, Harbor, Heat/Levy, Hit & Run, Hudson Bay, Island, Jet, Jim-pire, Jiru, Josley, Kaskat, Kenya, Kolob, Leros, Lisha, Little Fugitive, Lois, Luckyu, Magnet, Man-Kan, Marson, Martin-Coulter, Matragn, Mayday, Midsong, Normal, Open End, Pickwick Int'l, Pocket Full of Tunes, Quick Mix, RSO, Razzle, Rock Rockhopper, Rodra Berna, Ruda, Ryan, Sailor, Sambo, Siquomb, Stevca, Sweet, TH, Ten East, Third Story, Times Square, Timtobe, Tone-shire, Trane, Trio, 20th Century, White Haven, Yellow Dog

Int'l rep.: USA (Jules Kurz)

(Also see Artemis, UK)

Atlantica Ed., s Heerenberg. Tel (08346) 14-36

Avia Music, see Home


Avion Music, see EMI Music Publ'g

B D Music, see Dutchy

B E L Sound, Buurserstr. 356, Enschede. Tel (053) 76-30-22

B L R Music, see Universal

for the Benelux:



UNIVERSAL SONGS

25 Oranje Nassaulaan
1075 AJ Amsterdam
Phone: 020-797047

BVP-Music, PO Box 181, Hilversum. Tel: (02150) 1-59-53.
Gen. Mgr.: Hans Pieters Jr.
Annie Bank (Ed.) BV, PO Box 60061, 1005 GB Amsterdam.
Anna Vondelstr. 13, 1054 GX Amsterdam. Tel: (020) 18-24-93. Dirs.: Annie Bank, H. Oostendorp.
Int'l firms represented: Austria (Doplinger).
Basart (Les Ed. Int'l) BV, see Intersong-Basart.
Belinda (Amsterdam) BV, see Intersong-Basart.
Benelux Music, see Tierolf.
Benelux Music Inds., PO Box 70, 6000 AB Weert: Uilenweg 38, 6006 SK Weert. Tel: (4950) 3-56-40. Telex: Dir.: Jacque Hoes; Gen. Mgr.: Anneke Janssen.
Int'l firms represented: Kirshner (USA), White (Germany).
J. Ph. Benson, PO Box 59, 7260 AB Borne. Tel: (05409) 41-24. Dir.: John Phillip Benson. Gen. Mgr.: A. Daphne Laanen.
Best Music, Crispynstr. 9, 5171 CH Kaatshoevel. Tel: (04167) 32-70. Mng. Dir.: Peter Best.
Big Shot Music, see PRP Int'l Music.
Binah Music, see EMI Music Publ'g.
Bingo Music, see EMI Music Publ'g.
Bird's Music, see Dutchy.
Black Night, see EMI Music Publ'g.
Black River Music, see Dutchy.
Black Tulip, see EMI Music Publ'g.
Blah Blah Music, see Soss.
Blow Music, see Actuel.
Blueball Music, see EMI Music Publ'g.
Boris Music, see April.
Bospel Music BV, see Dutchy.
Boy Scout Music, see EMI Music Publ'g.
Broekmans & Van Poppel, Van Baerlestr. 92-94, Amsterdam. Tel: (020) 72-80-84, 79-65-75, 79-61-26. Pres.: G. Ganzinotti, Sales Mgr.: P. J. A. Ganzinotti.
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., Leidesgracht 49, Amsterdam 1013. Tel: (020) 23-90-47. Telex (844) 11209.
Home office: USA.
Buddle-Basart BV, see Intersong-Basart.
Buschmann, E. Meysterlaan 46, Utrecht. Tel: (030) 93-68-30.
Carnaby Music, see April.
Chappell & Co. Holland BV, PO Box 338, Bussum. 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 Tekom NL Spring.
Chinchilla Music, see Mamicha.
Choral Music, see Annie Bank.
Cloggy Music, see EMI Music Publ'g.
Clover Music, see EMI Music Publ'g.
Coehoon Music, see EMI Music Publ'g.
Commercial Controllers Publ'g Group, see Mamicha.
Connelly Basart BV, see Intersong-Basart.
Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Dir.: Leen La Riviere.
Coolwine Music, Bosstr. 94, Soest. Tel: (035) 4-77-40. Dir.: Peter Koelewijn.
Corona Int'l, Margrietlaan 28, 1735 HE 't Veld. Tel: (02262) 21-34. Dir.: Jan C. Bujs.
Crappack Music, see EMI Music Publ'g.
Creyghton Musicology-Musica Antiqua, Lassuslaan 45, Bilthoven. Tel: (030) 78-37-14. Cable: MUSICANT.
Crusade Music, Stationweg 43, Hoogezaand. Tel: (05980) 9-26-35.
Cuckoo Music, Provincialeweg 47, 1561 KM Krommenie. Tel: (075) 21-50-21. Dir.: Joop Koekkoek.
Dali Press Studios BV, Leeuwenstr. 55, Hilversum. Tel: (02150) 1-48-50. Mng. Dir.: G. T. J. Hauer. Int'l Mgr.: Ralph de Waard van Gulik.
Dayglow-Snamyook Music, see Nada.
Dayglow-Tripper Music, see Nada.
In de Blockfluyt, Oude Gracht 305, Utrecht. Tel: (030) 31-20-51.
J. W. de Kruif, 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 3089, Rotterdam. Tel: (010) 66-18-71. Dir.: J. A. de Heer.
Delta Music, see EMI Music Publ'g.
Dennis Music, Paesteblookstr. 11/13, Genk. Tel: (011) 35-02-21. Telex 39071. Owner: Willem Bosheck. Gen. Mgr.: Ronny Bosheck van der Laan.
Int'l firms represented: Boosey & Hawkes, Cavendish, Creasound, Emihenco, Golden Ring, Happy, Impress, Magellan, Media Sound, Monophon, Neuilly, Selected Sound, Sirocco, Telemusic, Theme.
De Toorts (Muziekuitgeverij), PO Box 576, Nijverheidsweg 1, Haarlem. Tel: (023) 31-93-60.
Dirty River Prod'ns, Utrechtseweg 10a, Hilversum. Tel: (035) 4-03-34. Mng. Dir.: Ferry Wianne.
Dokkum Eds., PO Box 189, Gravestijn 33, 2804 GS Gouda. Tel: (01820) 1-83-14. Gen. Mgr.: W. L. Dokkum.
Double Dutch Music, see Sing-Along-Songs.
Dreissen-Basart BV, see Tierolf.
Driving Wheels Music, see EMI Music Publ'g.
Dukla Music, see Dutchy.
Dustbug Music, see Number One.
Dutch Rec. Centre Ltd., Oudegracht 305, Utrecht. Tel: (030) 31-20-51.
Dutchy Publ'g BV, Pampuslaan 45, 1380 AA Weesp. Tel: (02940) 1-00-00, 1-53-21. Cable: RECMUS. Telex: 14409. Mng. Dir.: Janine Bosmans; Gen. Mgr.: Frans Erkelens.
Int'l firms represented: AMT (France), Bens (Belgium), Bospel (Belgium), Chrysalis (UK, USA), Diamond (UK), Fonior (Belgium), Grande Avenue (France), Kassner (UK), Klaus Lorenzen (Germany), Meteorion (Germany), Polar (Sweden), Sutton-Miller (USA), Tres Jolie (UK), Union Songs (Sweden), Whitsett-Churchill (UK, USA), Wobble (UK).
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.
E M I Music Publ'g Holland BV, PO Box 300, Coehoornstr. 71, Hilversum. Tel: (035) 83-18-04. Telex 73117. Mng. Dir.: Peter Schoonhoven; Gen. Mgr.: Pieter van Bodegraven.
Int'l firms represented: AVI (USA), Admiral One (UK), Alaska (UK), Alien (USA), Alkatraz Corner (USA), Antipodes (Australia), Arista (USA), Aristocrat (UK), Beechwood, Big Ben (UK), Big Heart (USA), Big Pig (UK), Big Sky (USA), Blackball (USA), Black Sheep (UK), Blue Street (USA), Bossu Fataka (USA), Caligula (USA), Careers (USA), Chibell (UK), Colgems (USA), Dawson's Cove (USA), Diamondback (USA), Walt Disney/Wonderland (USA), Dixie Bow (USA), Dump (USA), Dwarf (USA), ERM (UK), Eaton (UK), Emile (USA), Everblue (UK), Excellency (UK), Fish-scent (USA), Forty Love (USA), Francis Day, Frank & Nancy (USA), Al Gallico (USA), Garrett (USA), Goblet (USA), God Tunes (USA), Good Time (USA), Van Halen (USA), Heart's Delight (USA), Homefire, Hush (UK), Icebag (USA), Jackson (USA), Jobete (USA), Joyful Wisdom (USA), KPM (UK), Kipahula (USA), Charles Kippes (USA), Kiss (USA), Kongre (UK), Linda (USA), Little Dragon (USA), Little Switzerland (USA), Lucky 3 (USA), Lunatunes (USA), Mandina (USA), Mandy (USA), Manticore (UK), McDonald (USA), Medicine Hat (USA), Mole (USA), Mother Goose (UK), Mother Pearl (USA), New Acme (UK), New Town Sound (UK), Open Door (USA), Our Music (UK), Peacock (USA), Pink Floyd (UK), Pix-Russ, Plurkantz-Krundle (USA), Pods (USA), Polo Grounds (USA), Prodigal Son (USA), Pure Songs (USA), Queen (UK), Ram's Horn (USA), Rebel (UK), Red Bus, Remohj Music (USA), Robin (France), Rocksmith (USA), Rock Steady (USA), Ronin (USA), Rosy (USA), Saints (Australia), Salsoul (USA), Seafood (USA), Screen Gems, Box Scaggs (USA), Slik (UK), Sonet (Sweden, UK), Stainless (USA), Stone Gold (USA), Tradition (USA), Tree (USA), Trident (USA), Tumbleweed (Australia), United Artists, Venice (USA), Frank Zappa (USA).
Int'l rep.: Worldwide (EMI).
Ear Music, see EMI Music Publ'g.
Eaton Music, see EMI Music Publ'g.
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).
F R P Music, see Dutchy.
Flame Music Publ'rs, Schipperstr. 5, Amsterdam. Tel: (020) 23-46-92.
Flevo Music, see April.
Francis Day, see EMI Music Publ'g.
Franchise Music, Stanjaardslaan 33, Leeuwarden. Tel: (05100) 2-01-94, 2-45-22. Pres.: Wobbe van Seijen.
Freetone Music BV, see Anagon.
G E Music, see Nada.
G M I Music, see Universal.
Gaba Music, see Intersong-Basart.
Gnome, see Benelux Music.
Gooi & Sticht BV, Vaartweg 51, Hilversum. Tel: (035) 4-81-46.
Granat 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. Dir.: S. B. Groen; Gen. Mgr.: M. de Heer.
Halifax Music, Flevoalaan 41, Naarden. Tel: (02159) 4-62-66. Telex 43191. Gen. Mgrs.: Ton van den Bremer, Frans de Wit.
Hammamet, see Mamicha.
Harmonia Uitgave, PO Box 126, Roeltjesweg 23, Hilversum. Tel: (035) 1-43-18.
Heartbreak Songs, see EMI Music Publ'g.
Hees BV, Choorstr. 1-3-7 Delft. Tel: (015) 12-41-83.
J. J. Heuwelmeijer & Zn., Weteringstr. 19, Amsterdam. Tel: (020) 22-62-08.
Hoax Music, Boveneind 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, Lindenheuvel 3, 1217 JV Hilversum. Tel: (035) 23-22-41. Telex 43639. Mng. Dir.: Charles Ritton.
Int'l firms represented: Beggar's Banquet, GH. Modern Love, C. Riva, Rye-Boy, Schwartz, Slezak.
Hondekap, see April.
I F O Music, see PRP Int'l Music.
Intersong-Basart Publ'g Group BV, PO Box 338, Bussum. Tel: (02159) 4-62-66. Dir.: John Brands. Gen. Mgr.: A. de Raaf.
Int'l firms represented: ABC/Dunhill, Aberbach, Bourne, Burlington, Carlin, Hal & Range, Edward B. Marks, Shelby Singleton, Warner Bros.
Intersong Muziekuitgeverij BV, see Artemis.
Intervorld Music BV (BUMA), see Universal Songs.
Dick James Music BV, see Intersong-Basart.
Jolio Music, Stationsplein 82-84, Haarlem. Tel: (023) 32-05-25. Telex: 41051 CBSR. Dir.: Bas Mul. Gen. Mgr.: Lion J. Swaab.
Jonegeneel (Uitgeverij), Gouwe 33, Gouda. Tel: (01820) 1-27-26.
Udo Juergens Music, see Mamicha.
Jungle Music, see Halifax.
Kartner Songs, see Dutchy.
Kassner Holland BV, see Dutchy.
Kayak Songs, see EMI Music Publ'g.
Klevec BV, Reguliersbreestraat 3, Amsterdam. Tel: (020) 23-37-50.
Keystone Music, see April.
Peter King Music, see PRP.
Kirshner 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: Acuff Rose, Bleu Blanc Rouge, Hansa/Fleet, House of Gold, I.M.C., Jean Kluger, Perren, Pi. Gem. R.K.M. Ramco, Paul Simon, Sugar Vibes.
Jean Kluger, see April.
Konefa Muziekuitgave BV, Stadhoudersring 17, Zoetermeer. Tel: (079) 16-55-61. Dir.: J. G. v. Eck.
Konez (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 Home.
Lady G Music, see Home.
Ladyvyn Music, De Wittenkade 118, Amsterdam 1014. 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 (BUMA), see Universal Songs.
Lim Eds., see Home.
Lotus Publ'ns, see April.
Lunar Music, see EMI Music Publ'g.
Lupa Music Holland, Utrechtseweg 10A, Hilversum. Tel: (035) 23-40-01.
Lux Songs, see EMI Music Publ'g.
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.
Malanda (Ed.), see April.
Mamicha Music Int'l BV, Pettelaarseweg 25, 5216 BG 's-Hertogenbosch. Tel: (073) 13-83-52, 14-73-34. Pres.: Wilhelm Vermeulen Windsant. Mgr.: Cees Vermeulen.
Int'l firms represented: Montana H. Beierlein (Germany), Carosello (Italy), Come il Vento (Italy), Hitburger (Germany), Udo Juergens (Switzerland), Melodie der Welt (Germany), Nido (Italy), Roses (Belgium), Sinus (Belgium), Talent (Norway).
Marathon Music Publ'g BV, Prins Hendriklaan 26, 1075 BD Amsterdam. Tel: (020) 64-00-81. Telex: 18063. Mng. Dir.: Cees Wessels; Gen. Mgr.: Tony Berk.
Marbella Music, see Ariola.
Charles Martin Music, A. J. Ernststr. 9, 1083 GP Amsterdam. Tel: (020) 42-92-88. Cable: SYLVAINSSHOW. Dir.: Sylvain J. de Haas; Gen. Mgr.: Erna de Haas.
Master Songs, see EMI Music Publ'g.
Mata Hari Music, see Universal Songs.
Matchpoint Music, see Home.
Jerry McEasels Music, see Mamicha.
Stef Meeder BV, 's-Gravenlandseweg 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.
Metro Muziek, see Benelux Music.
Micron Music, see Number One.
Miller Music, Spanjaardslaan 33, Leeuwarden. Tel: (05100) 2-01-94, 2-45-22. Pres.: Wobbe van Seijen.
Minus Music, see Universal.
Mirasongs, see Universal.
Mixed Music, see EMI Music Publ'g.
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), Volk Union (USA).
Int'l reps.: Australia (Smith), Denmark (Hansen), France (Martin), Japan (Academia), Luxembourg (Pierre Wagner), New Zealand (Colliers), Norway (Tonika), Sweden (Sven Larssen), Switzerland (RUH), UK (Novello), USA (Studio PR).
Monkey Music, see EMI Music Publ'g.
Moonbase Music, see PRP Int'l.
Moonshine Music, see Universal Songs.
Munich Music, Albert Schweitzerlaan 9, 6721 AW Bennekom. Tel: (08389) 67-77. Pres.: Job C. Zomer; Gen. Mgr.: Huub Trautwein.
Music '73, Plantage Parklaan 12, 1018 ST Amsterdam. Tel: (020) 24-67-43, 23-54-29. Dirs.: Bob van Dam, Wim Hauer.
Musico, see Krips.
Music Tree, see Home.
N F M Publ'ns, see April.
Nada Music BV, Alexanderlaan 2, 1213 XS Hilversum. Tel: (035) 85-78-41. Telex 43956. Mng. Dir.: Willem van Kooten; Prof. Mgr.: Carl Bolger.
Int'l firms represented: ATV (UK), Barn (UK), Blackhill (UK), Blendingwell (USA), Bleu Disque (USA), Bron (UK), Casino (Canada), Curtis (UK), Ellisclan (UK), Fourth Floor (USA), Ganga (UK), Gear (USA), Robin Gibb (UK), Andrew Heath (UK), Hightree (USA), Hustler's (USA), Island (UK, USA), Teddy Jack (USA), Lambert & Potter (USA), Larball (USA), Lynn & Yarrak (USA), Macaulay (UK), Marksmen (UK), No Exit (USA), Painless (USA), Panache (UK), Planet (UK), Rock (UK), Rockin' (USA), Graham Sacher (UK), Sailor (USA), Satril (UK), Skyhill (USA), Bruce Springsteen (USA), State (UK), Stonebridge (USA), Street (UK), Tessa (USA), Three Hats (USA), Wilsongs (USA), Wow & Flutter (USA).
Int'l reps.: Belgium (Hans Kusters), USA (Dayglow, Nada). (SEE ADVERTISEMENT).
Nada-Winter Music, see Nada.
Negram Music, see EMI Music Publ'g.
New Dayglow BV, PO Box 231, Alexanderlaan 2, Hilversum. Tel: (035) 5-78 41. Telex 43956.
New Music Holland, see April.
New Sound, Rooseveltlaan 75, Amsterdam. Tel: (020) 46-00-58.
Number One Music Holland BV, Gallenkampsweg 31, Soest. Tel: (02155) 1-03-10. Owner: Eric Boom.
O K Music, see Nada.
Octave Music, see Universal.
Old Mill Music, Oldway Studio, Streuvelslaan 12, 4707 CH Roosendaal. Tel: (01650) 4-39-26. Telex 74083. Dirs.: Jan Verboogt, Geoff Hardisty.
Opus Music, see EMI Music Publ'g.

Ototo 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 Publ'g, PO Box 3524, Amsterdam, Tel (020) 93-62-49

Palace Music Holland BV, see Intersong-Basart

Panda Prod'ns, Laan van Rijckevorsel 35, Lisse, Paris Publ'g, see Mamicha

Parrot Music, see Universal Songs

Pascal Music, see Universal

Penta Music Eds., Van Eedenlaan 26, 4707 LB Roosendaal, Tel (01650) 3-72-52, Dir. Jack de Nijs, Sales Mgr. Dick de Nijs

Picture Music, see April

John M. Pijlman, Cromme Camp 2, Amsterdam, Tel (020) 19-62-91

Piq Paq Music, see Mamicha

Planet Music, see Home

J. Poeltuyt, Deurlooster 18, 1028 JA Amsterdam, Tel (020) 72-28-27

Power Music, see Mamicha

Promobill BV, Herengracht 566, 1017 CH Amsterdam, Tel (020) 25-71-60, Telex 16593 Mng Dir. A.J. van der Marel, Gen. Mgr. A.J.D. Wilkinson

Pure Gold Music BV, Burg Hellenberg, Hubarlaan 7, Hilversum, Tel (035) 23-30-11

Question Mark Music, see Mamicha

Radio Music Nederland BV, see Intersong-Basart

Ready Music, see Universal

Reba Producties, PO Box 259, Sassenstr 52, Zwolle, Tel (05200) 1-50-04

Red Fox Music, see EMI Music Publ'g

Ren Music, see E & E

Rick's Music, see Home

Ring Eds. (CV), Orchideest 19a, Hilversum, Tel (02150) 4-38-41, Editorial Admin'r. Nette Kolb, Gen. Mgr. Theo de Vos

Roce Music, see EMI Music Publ'g

Rockhouse Music, Stortenbekerstr 5, 2421 ES Nieuwkoop, Tel (01725) 14-32-Telex 14475 Dir. Bert Rockhuizen, Gen. Mgr. Frances Rockhuizen

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Benelux Music Inds., PO Box 70, 6000 AB Weert, Uilenweg 38, 6006 SK Weert, Tel. (04950) 3-56-40 Telex 51285 Dir. Johnny Hoes, Gen. Mgr. Sjayer Djamschidi, Sales Mgr. George Verbiest

E & E Prod'ns, PO Box 1525, Amsterdam, Tel. (020) 93-62-49 Gen. Mgr. Peter Rensen, Sales Mgr. Paul Rodenhuis

ENVELOPES & MAILERS

E & E Prod'ns, PO Box 1525, Amsterdam, Tel. (020) 93-62-49 Gen. Mgr. Peter Rensen, Sales Mgr. Paul Rodenhuis

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800 AD Amersfoort, Nijverheidsweg Noord 126-128, Amersfoort, Tel. (033) 3-16-64 Telex 79448

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, Bedrijvenpark, De Vaart 1, 1300 AA Almere, Tel. (03240) 2-05-54 Telex 70442
Mng. Dir. Koert Bolhuis, Sales Mgr. Wim Trouw

Benelux Music Inds., PO Box 70, 6000 AB Weert, Uilenweg 38, 6006 SK Weert, Tel. (04950) 3-56-40 Telex 51285 Dir. Johnny Hoes, Gen. Mgr. Sjayer Djamschidi, Sales Mgr. George Verbiest (Labels only)

E M I-Holland Produktie BV, Industrielaan 24, 5406 XC Uden, Tel. (04132) 68155 Cable EMI HP, Telex 50477 Mng. Dir. J. H. G. Vossen

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 79448

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, Amsterdam, Tel. (020) 22-28-98 Telex 13442
Mng. Dir. Arno van Orsouw

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex BV, Zamenholdreef 65A, 2505 Utrecht, Tel. (030) 61-29-21 Telex 47856 Mgr. G. C. A. de Jong

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem, Tel. (085) 22-91-23 Telex 75037 Pres. Gert van der Garde, Gen. Mgr. Alfred van der Garde, Chief Eng. Charles van Cattenburch
Audio: Duplicators, loaders

Brand name: Telefunken
Telefunken, see Audio Studio & Magnetronics
Unaworld Corp., PO Box 6730, De Perponcherstr. 14, The Hague

Home office: USA
Audio: Duplicating heads

TAPE, RAW & BLANK LOADED

Agfa-Gevaert NV, Polakweg 10-11, Rijswijk, Tel. (070) 90-66-80 Mng. Dir. J. Davignon, Sales Mgr. D. van den Broek

Audio: Cassette, open reel
Video: 1" open reel, 1" cartridges, 3/4" cassette
Brand Names: Agfa-Carat, Agfa-Ferrocator, Agfa-Stereochrom, Agfa-Superchrom, Agfa-Superferro, Agfa-Videochrom

Ampex BV, Zamenholdreef 65A, 2505 Utrecht, Tel. (030) 61-29-21 Telex 47856 Mgr. G. C. A. de Jong
Audio: Blank—8-tr., cassette, open reel, raw—8-tr., cassette

Video: Blank—1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, raw—1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem, Tel. (085) 22-91-23 Telex 75037 Pres. Gert van der Garde, Gen. Mgr. Alfred van der Garde, Chief Eng. Charles van Cattenburch
Audio: Cassette, open reel

Video: 1/2" EIAJ cartridge
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, Mensing 51, Amsterdam, Tel. (020) 44-13-77 Telex 18118 Pres. W. F. Harrems, Gen. Mgr. Mrs. B. Harrems (Blank only)
Audio: 8-tr. cassette

P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen, Tel. (010) 35-71-20 (Raw only)
Audio: Cassette, open reel

● accessories manufacturers

Almere Printing BV, PO Box 45, Bedrijvenpark, De Vaart 1, 1300 AA Almere, Tel. (03240) 2-05-54 Telex 70442
Mng. Dir. Koert Bolhuis, Sales Mgr. Wim Trouw
Product: Broswer boxes, dividers cards

Ampex BV, Zamenholdreef 65A, 2505 Utrecht, Tel. (030) 61-29-21 Telex 47856 Mgr. G. C. A. de Jong
Product: Head cleaners & demagnetizers

Audioscript BV, Postbus 80, Nieuw Loosdrechtsejdijk 107, Loosdrecht, Tel. (02158) 5104 Dirs. P. de Ruig, J. L. Cluysenaar
Product: Needles

Chairos BV, Mensing 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, Turfstekerstr. 63, 1431 GD Aalsmeer, Tel. (02977) 28855 Cable INTELECT Telex 14168
Product: Needles (Pickering)

Munich Recs. BV (VHB Munnikendam & Groothandel NV), Albert Schweitzerlaan 9, 6721 AW Bennekom, Tel. (08389) 67-77 Cable MUREC Pres. Job C. Zomer, Gen. Mgr. Huub Trautwein, Sales Mgr. Judith Budding, Engs. Wil Hesen, Kees Hoepel
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 Ramchalaan
Product: Record carrying & storage cases, catalog servs., cleaners, cloths, brushes, 45 rpm adapters, needles

Polydor BV, Verrijn Stuurtaan 36, Rijswijk, Tel. (070) 90-76-00 Telex 31481 Mng. Dir. Hans van den Broek, Prod. Mgr. Nico van Biemen, Mktg. Mgr. Bob Spits, Sales Mgr. Joop Veer
Product: Record carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters

Twinkle Stars Prod'ns BV, PO Box 341, Schaloenstr. 36, Sittard, Tel. (04490) 83-23 Cable MAASTRICHT Gen. Mgr. Rudolph de Nijis, Sales Mgr. Roy Sinclair
Product: Record carrying & storage cases, leader tape

Weton-Wesgram BV, Veerlaan 86, 3072 ZZ Rotterdam, Tel. (010) 86-11-66 Telex 28798 Mng. Dir. Albert S. de Vries
Product: Record & tape carrying & storage cases, cloths, record & tape care products

● 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, Verrijn Stuurtaan 36, Rijswijk. Tel: (070) 90-76-00. Telex: 31481. Mng. Dir.: Hans van den Broek; Prod. Mgr.: Nico van Biemen; Mktg. Mgr.: Bob Spits; Sales Mgr.: Joop Veen.
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

Archiv, see Polygram.
 Asylum, see WEA.
 Atco, see WEA.
 Atlantic, see WEA.
 CBS Recs. (New Zealand) Ltd. (IFPI), 19 Falcon St., Parnell, Auckland. Tel: (09) 79-75-08. Cable: CBSREC. Gen. Mgr.: John McCready; Prod. Mgr.: Gaynor Crawford.
Labels: (Owned) CBS, Epic, Portrait; (Licensed—foreign) ARC (USA), Jet (UK), Nipper (USA), TK (USA).
 Capitol, see EMI.
 Columbia, see EMI.
 Concorde Prod'ns, c/o Henry B. Norcross Ltd., PO Box 21-101, Henderson, Auckland. (Distributor).
 D.G., see Polygram.
 Destiny, see Sacred.
 Direction Dists., see Sonoboy Gramophone.
 EMI (New Zealand) Ltd. (IFPI), PO Box 30849, 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Telex: 3413. Mng. Dir.: P.N. Jamieson; Technical Dir.: D. Snell.
Branches: Auckland, PO Box 1931, 52 High St. Tel: 775-385. Telex: 21708. Cable: EMITRON—Christchurch, PO Box 2608, 77 Cashel St., Suite 5. Tel: 62735.
Labels: (Owned) Capitol, Columbia, EMI, HMV, Harvest; (Licensed) Arista (USA), BBC (UK), Decca (UK), Disneyland (USA), Magnet (UK), Motown (USA), Private Stock (USA), RAK (UK).
 Int'l rep.: Worldwide (EMI).
 Elektra, see WEA.
 Epic, see CBS.
 Festival Recs. (NZ) Ltd. (IFPI), 69 Carlton Gore Rd., Newmarket, Auckland 2. Tel: 33-885. Gen. Mgr.: Ray Porter; Sales Mgrs.: Chris Jackson, Ted Money; Nat'l Promos. Mgr.: Kevin Williams.
Home office: Australia.
Labels: (Owned) Festival, Interfusion; (Licensed domestic) Key; (Licensed foreign) A&M (USA), ATA (Australia), Ad-Rhythm (UK), Ariola-Eurodisc (Germany), Barclay (France), Beserkley (USA), 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), Immediate (UK), Inivictus (USA), Island (UK, USA), King (Japan), Mainstream (USA), Milestone (USA), Monument (USA), Mushroom (Australia), Nems (UK), Pinnacle Storyteller (UK), Prestige (USA), Project 3 (USA), Ranwood (USA), Safari (USA) Shelby Singleton group (USA), Shelter (USA), Springboard (USA), Stanyan (USA), Steady (USA), Sydney Thompson (UK), United Artists (France, Germany, UK, USA), Viva (USA), Vogue (France), Wallis Original (USA).

Five Star, see Ode.
 Fontana, see Polygram.
 H M V, see EMI.
 Harvest, see EMI.
 Hibiscus, see Kiwi/Pacific.
 Houghton 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 2614, 149 Victoria St., Auckland 1. Tel: 797-166.
Home office: USA.
 Key, see Zodiac & Festival.
 Kiddisc, 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) Folkways (USA), Free Reed (UK), Kiddy Kassettes (UK), Manuati (Tahiti), Melodiya (USSR).
 Int'l reps.: Pacific (W.H. Grove & Sons), Hawaii (Microphone).

M.G.M., see Polygram.
 Mandrill, see Polygram.
 Mercury, see Polygram.
 G.W. Moore Ltd., PO Box 29012, Greenwoods Corner, Auckland.

Label: (Licensed) Singcord (USA).
 Music For Millions, see Music World.
 Music World Ltd. (Houghton Hughes Ltd.) (IFPI), PO Box 7134, 75 Hawdon St., Christchurch Tel: 63-187. Cable: MASTERDISC. Telex: 4611. Mng. Dir.: Houghton Hughes, Sales Mgr.: R. Curry.

Labels: (Owned) Kiddisc, Music For Millions, Music World, Tee Vee; (Licensed) Arrowbats (UK), Astor (Australia), Barnaby (USA), Beatt (UK), Boot (Canada), Crest (Australia), Cyclone (USA), Damont (UK), Dyna House (Australia), EMS (Australia), Ember (UK), Emerald (UK), Enterprise (UK), Everest (USA), Fable (Australia), GRT-Janus (USA), Galaxy (UK), Gusto (USA), Hawk (Ireland), Image (Australia), J&B (Australia), Jupiter (Germany), Karma (Germany), Locomotive (France), Magnetic Video Corp. (USA), Mulligan (Ireland), Multiple Sound (UK), Paradiso (USA), Peter Pan (USA), Pickwick Int'l (UK), Rediffusion (UK), Release (Ireland), Scepter (USA), Sonet (Sweden), Specialty (USA), Sportsdisc (UK), Springboard (USA), Summit (Australia), Sutton-Miller (USA), Sydney Thompson (UK), Victor (Japan), W&G (Australia), Wand (USA).
 Int'l reps.: Australia (EMS, Image, J&B, W&G), Canada (V Recs), France (Locomotive), Ireland (Hawk), Philippines (Octo Arts), UK (Emerald, Multiple Sounds), 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.
 Int'l branches: Australia, Cook Islands, PO Box 247, Raro Tonga.
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), South Africa (Sweet William), Tonga (Lemoto), USA (Fidelity Sound).

Peak, see Urwin.
 Philips, see Polygram.
 Polydor, see Polygram.
 Polygram Recs. Ltd. (IFPI), PO Box 3517, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: ARGENTA. Telex: 3798. Mng. Dir.: J. Graham Broughton; Mktg. Mgr. (Polygram): Stuart H. Rubin; Mktg. Mgr. (Polydor): Nigel J.F. Sandiford.
Branches: Auckland, PO Box 37452, Parnell. Polygram House, 77 Grafton Rd. Tel: 775-663, 794-561. Telex: 2951 (Nat'l Sales & Mktg. Offices)—Christchurch, 77 Cashel St. Tel: 60-857. Telex: 4850.
Labels: (Owned) Archiv, DG, Fontana, MGM, Mercury, Philips, Polydor, Solid Gold, Vertigo, Verve; (Licensed domestic) Mandrill; (Licensed foreign) All Platinum (USA), Attic (Canada), B&C (UK), Bronze (UK), CTI (USA), Cadet (USA), Capricorn (USA), Casablanca (USA), Charisma (UK), Chess (USA), Cream (USA), ECM (Germany), EG (UK), Ensign (UK), Infinity (USA), MCA (USA), Mooncrest (UK), Neighborhood (USA), Pablo (USA), Pye (UK), RSO (USA), Rocket (UK), Roulette (USA), Saga (UK), Phil Spector (USA), Spring (USA), Stiff (UK), Track (UK).

The Sonoboy Gramophone Rec. Co. Ltd., 112 Albert St., Auckland. Tel: 362-295. Cable: DIRECTOR.
Labels: (Owned) Sonoboy Gramophone; (Licensed) CTI, Kudu, Lifesong (all USA).

Portrait, see CBS.
 RCA Ltd., 23 Norman Spencer Dr., Wiri, Auckland. Tel: POP 89-189. Telex: 791-2208. Label Mgr.: Dave Moulde.

R.T.C. (Record & Tape Co. of New Zealand) Ltd. (IFPI), PO Box 3825, 497 Parnell Rd., Parnell, Auckland. Tel: 799-963. Mng. Dir.: Brian Pitts; Nat'l Promos. & Sales Mgr.: Kama Fitzgerald; Finance Dir.: Patrick O'Sullivan.

Labels: (Full-Price) (Owned) RTC; (Licensed domestic) Viking; (Licensed foreign) Acrobat (UK), Activ (Switzerland), Alaska (UK), Barn (UK), Calendar (UK), DRG (USA), Frontline (UK), Garden (Australia), Gull (UK), Jupiter (West Germany), Logo (UK), Metronome (West Germany), Multiple Sound Dists. (UK), Panache (UK), Pinnacle (UK), Rockburgh (UK), Rubber (UK), Satril (UK), Scotia (UK), Sonet (UK), Transatlantic (UK), Versatile (USA), Virgin (UK), Warwick (UK), West End (USA); (distributed—not licensed) Century (USA), Sheffield (USA); (Mid-Price Racking) (Owned) RTC; (Licensed domestic) Solid Gold; (Licensed foreign) Ampro, Golden Hour, MCA, MGM, MSD, Mercury, Montax, Mountain, Philips, Polydor, Pye, Saga; (distributed—not licensed) CBS, Epic, Festival.

Reader's Digest Ass'n (NZ) Ltd., PO Box 37073, Parnell, Auckland 1. Tel: 770-339. Cable: READIGEST.
Home office: USA.

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.

Labels: (Owned) Destiny, Sacred; (Licensed) Canaan (USA), Dayspring (USA), Good News (USA), Image 7 (Canada), Lamb & Lion (USA), Light (USA), Myrrh (USA), New Pax (USA), New Song (USA), Paragon (USA), Sacred (USA), Seed (USA), Solid Rock (USA), Word (Canada, UK, USA).

Salem, see Viking Sevenses.
 Solid Gold, see Polygram.
 Sonet, see Ode.
 Tartar, see Kiwi/Pacific.
 Tee Vee, see Music World.
 Thyme, see Ode.
 Urwin Int'l Mktg. Ltd. (IFPI), 72 Riccarton Rd., Christchurch

4. Tel: 487-009. Cable: URLMARK.
Labels: (Owned) Peak; (represented) Artistes Francais Associes (France), Delmark (UK), Everest (USA), Societe Francaise de Prod'ns Phonographiques (France), Starlight (UK).

Vertigo, see Polygram.
 Verve, see Polygram.
 Viking Sevenses Ltd. (IFPI), 5-9 Tory St., Wellington. Tel: 859-759. Cable: VIKSEVEN. Mng. Dir.: Murdoch Riley; Gen. Mgr.: Keith Southern.

Int'l branches: Australia, Viking Pty. Ltd.; England, Viking Sevenses (UK) Ltd.
Labels: (Owned) Salem, Viking; (Licensed) Argo (UK), CMS (USA), Carinia (Australia), M-7 (Australia), Telefunken (Germany), Vox/Turnabout (USA).

Int'l reps.: Australia (Carinia), USA (Fiesta).
 WEA Recs. Ltd. (IFPI), PO Box 2915, 14-18 Lower 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. MacCallum.

Labels: (Owned) Key, Zodiac; (Licensed) Carinia (Australia), Telefunken (Germany).

● music publishers

Anton's Songs, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Houghton Hughes.
Int'l firms represented: Morning Music Group (Canada).
Int'l reps.: Canada (Morning Music), Ireland (Squirrel Music).

Boom Boom Music Ltd. (APRA), PO Box 3825, 487 Parnell Rd., Parnell, Auckland. Tel: 799-964. Mng. Dir.: Brian Pitts; Gen. Mgr.: Patrick O'Sullivan.

Int'l firms represented: Allegro (UK), Frank Chacksfield (UK), Eiger (UK), Eros (UK), Medway (UK), Nazsongs (UK), Panache (UK), Strange (UK), Virgin (UK).

Chappell & Co. Ltd., Nimmo's Bldg., 2nd fl., 89 Willis, Wellington C1.

Home office: USA.
 Ephraim Music, 87 Wilson St., Hawera, Taranaki, New Zealand. Tel: 7537.

Int'l branch: Australia.
 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).

Int'l rep.: Australia (Essex).
 Kiwi Music, 182 Wakefield St., Wellington. Tel: 849-981. Cable: KIWITONE. Mng. 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).

Sonoboy Gramophone, 112 Albert St., Auckland. Tel: 362-295.

Sandy Music Co. Ltd. (APRA), 5-7 Tory St., Wellington. Tel: 859-759. Cable: VIKSEVEN. Mgr.: Murdoch Riley.

Home office: Australia, Sevenses Publ'g Pty. Ltd. Sevenses Publ'g Pty. Ltd., see Sandy.

Southern Music Publ'g Co. (Australasia) Pty. Ltd., PO Box 656, 12 Security Bldg., 198 Queen St., Auckland C1. Tel: 23-851. Cable: SOUTHMUSIC.

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 Radio & Television Mfrs. Federation, PO Box 9130, Wellington.

Recording Ind. Ass'n of New Zealand Inc., PO Box 9241, Wellington. Tel: 843-523. Cable: PHONOGRAPH. Mgr.: F.W. Smith.

DESIGN & ARTWORK

Video Pacific Communications 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. Cable: PRINTPAC. Telex: 3579. 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 Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: P.N. Jamieson; Technical Dir.: D. Snell.

Music Carriers (NZ) Ltd. (div. of Polygram Recs. Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: PHONOCASS.

PRINTERS & LITHOGRAPHERS

Cello-Kraft Ltd., 61 Ira St., Wellington 3. Tel: 886-831. Mng. Dir.: R.C. Murray; Mgr.: E.L. Verrall.
 Music Carriers (NZ) Ltd. (div. of Polygram Recs. Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: PHONOCAST.
 Rotowax Ltd., 90-100 Hanson St., Wellington. Tel: 894-095.
 Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. 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 Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: P.N. Jamieson; Technical Dir.: D. Snell.
Audio: Cassette
 Music Carriers (NZ) Ltd. (div. of Polygram Recs. Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: PHONOCAST.
Audio: Cassette
 Tape Transcriptions Ltd., PO Box 8665, Symond St., Auckland. Tel: 798-734. Mng. Dir.: Ross McEwan.
Audio: Cassette.

supplies

EMPTY CARTRIDGES, CASSETTES & REELS

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 Music Carriers (NZ) Ltd. (div. of Polygram Recs. Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: PHONOCAST.
Audio: Cassette.

ENVELOPES & MAILERS

Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.

JACKETS & 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. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l 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 Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: P.N. Jamieson; Technical Dir.: D. Snell.
 Music Carriers (NZ) Ltd. (div. of Polygram Recs. Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: PHONOCAST.
 Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.

POLYETHYLENE BAGS

Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.

TAPE, RAW & 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.
 Capitol, see EMI.
 DuPont, see Magnetic Prods.
 EMI Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRON. Mng. Dir.: P.N. Jamieson; Technical Dir.: D. Snell. (Blank only)
Audio: Cassette.
Brand names: EMI, Capitol.
 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, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/4" cassette.
Brand names: DuPont, Fuji, Pyral.
 Music Carriers (NZ) Ltd. (div. of Polygram Recs. Ltd.), PO Box 14128, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: PHONOCAST. (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.: R. Curry. (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.: R. Curry.
Product: Head cleaners & demagnetizers, record & cassette storage racks.
 Record Publ'ns Ltd., PO Box 9241, Wellington. Tel: 843-523.
Product: Record catalog services.
 Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l 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 & 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.: Vela 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 & tape manufacturers / distributors / importers

Afrosidia, see Decca.
 Bridge, see Record Market.
 Capitol, see EMI.
 Cinterdisc, see Record Market.
 Coconut, see Phonogram.
 D G, 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. Olorunyomi; Int'l Label Exec.: Victor O. Nwogwugu.
Labels: (Owned) Afrosidia, Decca; (licensed) Deram (UK), London (UK), Trojan (UK), UK (UK).
Int'l reps.: France (Sofrason), UK (Decca).
 EMI (Nigeria) Ltd. (IFPI), PO Box 417, 7 Wharf Rd., Apapa, Lagos. Tel: (08) 45-164. Cable: EMITRON. Mng. Dir.: G.A. Beyering; Deputy Mng. Dir.: O.A. Akinyemi; Sales Mgr.: Femi Dairo.
Branches: Onitsha, 30 Old Market Rd. Contact: G.K. Ofor—Benin, Block 12B Sapele Rd. Contact: C.U. Nwaigbo—Kaduna, 5 Alli Akilu Rd. Contact: Mallam M. Shehu.
Labels (Owned) Capitol, EMI, HMV, Harvest, Parlophone, United Artists; (represented) Arista (USA), UK, Ballistic (UK), Creole (UK), Dynamic Sounds (Jamaica), Fantasy/Stax (USA), Ice (UK), Magna (UK), Motown (USA), RAK (UK), Red Bus (UK), WEA (USA).
Int'l reps.: Worldwide (EMI).
 H M V, see EMI.
 Harvest, see EMI.
 M G M, see Phonogram.
 Mercury, see Phonogram.
 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, D.G. MGM, Mercury, Philips, Polydor, Vertigo; (licensed) All Platinum (USA), Atlantic (USA), Bronze (UK), Buddah (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
 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)
 United Artists, see EMI.
 Vertigo, see Phonogram.

● services

PLATING, PROCESSING & 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: (08) 45-164. Cable: EMITRON. Mng. Dir.: G.A. Beyering; Deputy Mng. Dir.: O.A. Akinyemi; Sales Mgr.: Femi Dairo.
 Phonogram Ltd., PO Box 2997, 6 Ijora Causeway, Lagos. Tel: 44-837. Cable: PHILREC. Telex: 961-21297. Mng. Dir.: Peter Bond.

TAPE CUSTOM DUPLICATORS

EMI (Nigeria) Ltd., PO Box 417, 7 Wharf Rd., Apapa, Lagos. Tel: (08) 45-164. Cable: EMITRON. Mng. Dir.: G.A. Beyering; Deputy Mng. Dir.: O.A. Akinyemi; Sales Mgr.: Femi Dairo.
Audio: 8-tr.

● supplies

JACKETS & SLEEVES

LABELS

EMI (Nigeria) Ltd., PO Box 417, 7 Wharf Rd., Apapa, Lagos. Tel: (08) 45-164. Cable: EMITRON. Mng. Dir.: G.A. Beyering; Deputy Mng. Dir.: O.A. Akinyemi; Sales Mgr.: Femi Dairo.

TAPE, BLANK LOADED & RAW

Deekay & Sons, PO Box 2065, 18 Ereko St., Lagos.
Audio: 8-tr., cassette, open reel.
Brand name: Audio Magnetics.
 EMI (Nigeria) Ltd., PO Box 417, 7 Wharf Rd., Apapa, Lagos. Tel: (08) 45-164. Cable: EMITRON. Mng. Dir.: G.A. Beyering; Deputy Mng. Dir.: O.A. Akinyemi; Sales Mgr.: Femi Dairo. (Blank only)
Audio: Cassette, open reel.
Brand name: EMI, Emistar.
 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—3/4" 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 & 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: 4,000,000.
Rate of exchange: \$1 (US) = 5.19 krone.
Per capita income: \$5,144.
No. of homes with record players: 850,000.
Holidays: January 1, Easter (Holy Thursday through Easter Monday), May 1 (Labor Day), May 17 (Constitution Day), Whitmonday, December 25, 26.

NOTE:

All figures reported are for IFPI members. Non-IFPI turnover and direct imports are estimated to be an additional 10%.

RECORDS:

Records sold domestically including imports: LP's 1978—4,200,000 units, \$33,300,000, 1977—3,600,000 units, \$27,200,000. Singles 1978—350,000 units, \$700,000; 1977—370,000 units, \$670,000.

Records, record blanks & pre-recorded media imported from USA: 1977—\$958,636

Average retail price per record: LP \$—\$7.90, Singles—\$2.03

Stereo sales: 99% of total

Record club sales: 6-7% 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. Specially shops account for 70-75% of consumer sales.

Type of promotion: Television is the most important medium, followed by radio (one channel each). Most of Norway's 160 newspapers have album reviews, and some have a weekly music page. There are three music newspapers with limited circulation. Some important weekly magazines have music columns.

Jukeboxes: 1500

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. Cassette deck sales have increased rapidly the last four years.

Pre-recorded tape sold domestically including imports: Cassette 1978—3,510,000 units, \$30,800,000; 1977—3,200,000 units, \$24,400,000.

Average retail price per tape: Cassette—\$8.78

RADIO STATIONS:

No. of government: 1

Comment: Programming is a mixture of cultural, political, educational, entertainment, news and sports features. About 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, 85% color.

Comment: Norwegian television programming is similar to that for radio except for less music.

MARKET ANALYSIS:

Three 1978 releases broke the historic barrier of selling more than 200,000 albums each (including cassettes): "Abba The Album" by Abba, the soundtrack from "Grease" (double album), and "I Smurfelanc" by Geir Boerresen (the local version of Father Abraham). There is a trend showing a minor increase for singles in 1979 after years of marked decreases.

● 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. Kolbjørn Alstad. Gen. Mgr. Gunnar Hordvik. Label Mgr.: Svein Strugstad. (Distributed by Polydor)

Aria. see EMI

Barneplaten. 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) Tambourne, (licensed foreign) ABC/Dunhill (USA), Anchor (UK), Berserkey (UK), Bronze (UK), Chiswick (UK), Chrysalis (UK), Cube/Electric (UK), Island (UK), Logo (UK), Megafon (Sweden), Pye (UK), Red Star (UK), Sonet (Denmark, Sweden, UK), Sun (USA), Transatlantic (UK), Vanguard (USA), Virgin (UK), Vox (USA).
Int'l reps.: Japan (Teichiku), Spain (Discophon)

CBS Recs. A/S (IFPI), Ostrer Akervei 19, Okern, Oslo 5. Tel. (02) 15-29-00 Telex (856) 19356 Mng. Dir.: Per A. Jenssen. Local A&R Mgr.: Kristian Lindeman.

Labels: (Owned) CBS, Embassy, Epic, GTO, Portrait; (licensed) A&M (Europe, USA), ARC (USA), Bang (USA), Blue Sky (USA), Caribou (USA), Channel (USA), Invictus (USA), Jet (USA), Kirshner (USA), Lifesong (USA), Monument (USA), Nemperor (USA), Philadelphia Int'l (USA), Sam (USA), TK (USA), T-Neck (USA), Tabu (USA), Unlimited Gold (USA) (distributed—not licensed) Cupol (Sweden), dB (Norway), Frya Skilling (Sweden), Glendisc (Sweden), Round-Up (Sweden).
Int'l rep.: Worldwide (CBS)

Camel. see EMI & Pep-Wal

Camp. see Polydor

Canticum Novum A/S (Musikkelskapet), Torggaten 10, Oslo 1. Tel. (02) 20-00-89, 33-52-11. Dir.: Terje Strom-Olsen

Labels: (Licensed foreign) Bis (Sweden), Claves (Switzerland)

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), PO Box 8285, Hammersborg, Mariboesgt 9, Oslo 1. Tel. (02) 11-59-89/58-84 Mng Dir. Frode Holm. Gen. Mgr.: Gunnar Skogen. Promo Mgr.: Sjur P. Johansen.

Label: (Owned) Compendium
Int'l reps.: Austria (Bellaphon), France (Phonogram), Germany (Bellaphon), Italy (Hi-Fi), Japan (Teichiku), 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 Musikingen)
dB Recs., Oscarsgt 15, Oslo 3 Tel. (02) 60-76-13. Gen. Mgr. Ole A. Soerli. (Distributed by CBS)

D G, see Polydor

DaCapo. see EMI

Disco A/S (IFPI), Postboks 38, Ostrer Akervei 19, Okern, Oslo 5 Tel. (02) 15-27-90 Cable MUSICA, Telex 17079 Gen. Mgr.: Odd Roennings-Arnesen, Deputy Gen. Mgr.: Harald M. Kristiansen.

Labels: (Owned) Musica, (licensed) Ariola (Germany), Aura (UK), Black & White, (France), Bluebird (USA), Champion (USA), Ebony (UK), Erato (France), Flying Dutchman (USA), Free Flight (USA), Gem (UK), Grunt (USA), Hansa (Germany), Intercord (Germany), Jupiter (Germany), Logo (UK), Masters (France), Millennium (USA), Pickwick (UK), Playboy (USA), RCA (France, Germany, UK, USA), Roadshow (USA), Salsoul (USA), Solar (UK, USA), SteepleChase (Denmark), Supraphon (Czechoslovakia), Swedish Society Discifol (Sweden), Telefunken (Germany), Telestar (Sweden), Tomato (USA), Viking (Sweden), Windsong (USA), Wooden Nickel (USA), (distributed—not licensed) Tonop (Norway)

Double Up. see EMI

EMI Norsk A/S (IFPI), Postboks 42, Korsvoll, Frysjaveien 33, Oslo 8 Tel. (02) 23-14-88 Cable EMIGRAM, Telex (856) 16294 Mng Dir. Hans Ro. A&R Mgr.: Rolf Syversen, Mktg. Mgr.: Fredrik Mueller, Sales Mgr.: Frode Skulstad

Labels: (Owned) Capitol, Classics for Pleasure, Columbia, DaCapo, Double Up, EMI, EMI-EAR, EMI America, EMI Int'l, Electrola, Emidisc, Encore, HMV, Harvest, Hoeruz, Imperial, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Regal, Regal Starline, Regal Zonophone, Seraphim, Sideshow, Starline, Stateside, Studio Two, Talisman, Tower, Volkplatte, Waverley, Wings, World Rec. Club, (licensed) Apple, Arista, Artists House, Ballistic, Barclay, Blue Note, Plue Star, Bohus, Carrere, Casablanca, Chocolate City, Classic, EMG, Egg, Ember, Fantasy, Flam, Galaxy, Gordy, Hilltop, Hungaroton, Ju-par, Koster, Kultura, MAM, MPS, Magnet, Mariann, Melodyland, Milestone, Motown, Mowest, Oasis, Pacific Jazz, Passport, Pickwick (USA), Platina, Prestige, Private Stock, Prudigal, Purple, Qualiton, RAK, Rare Earth, Rebel, Rediffusion, Retreat, Rolling Stones, Scantia, Solid State, Soul, Stax, Strata-East, Sunset, Svensk American, T. Rex, Tamlia, Tor, Tylon, United Artists, Warrior, Wizard, (distributed—not licensed) Aria, Camel, Skandinaviske Artist Prod'n

Electrola. see EMI

Jorg-Fr. Ellertsen A/S (IFPI), Jernbanetorget 4, Oslo 1. Tel. (02) 425883 Cable TROLLMUSIC, Telex: 19871. Dir. Jorg-Fr. Ellertsen. (Distributed by Polygram)

Label: (Owned) Troll

Embassy. see CBS

Emidisc. see EMI

Encore. 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 Mgr.: L. Hemmingsen

Labels: (Owned) Euronett, Nett; (licensed) Buddha (USA), Kama Sutra (USA), Moon-Disc (Sweden), T-Bone (Sweden); (distributed—not licensed) Ariola (Germany), Eurodisc (Germany), Hansa (Germany), Jupiter (Germany), Manticore (UK), Melodiya (USSR)

Int'l reps.: Finland (Polarov), Sweden (Toniton)

Euroton A/S, Manglerud Gard, Oslo 6. Tel. (02) 26-78-46, 26-99-97

Labels: (Owned) Euroton, 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

Helgeland's Imports, Postboks 120, 5501 Haugesund

Label: (Represented) Philo (USA)

Heliodor. see Polydor

Hoeruz. see EMI

Imperial. see EMI
Joy. see Filadelfiaforlaget

Karussell. 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

Metrone. see Polydor

Montax A/S, Brynsengveien 5, Oslo 6. Tel. (02) 42-08-87

Mng Dir. Finn Erik Eian, Prod. Mgr.: Stein Ingebrigtsen (Distributor)

Musica. see Disco

Music for Pleasure. see EMI

Musikk-Distribution A/S, Rosenborggaten 19, Oslo 3. Tel. (02) 69-59-02, 46-39-52. Gen. Mgr.: Mr. Doornbos

N K F, see Polydor

Narvesen Spisevognselskapet A/S, B. Narvesensvei 2, Oslo

Tel. (02) 19-40-20. Prod. Mgr.: Rune Johannessen (Distributor/Importer)

Nett. see Euronett

Nor-Disc. see Polydor

Norsk Grammofonkompani A/S (IFPI), Fagerhoeveien 2, N-1324 Lysaker. Tel. (02) 53-34-72. Gen. Mgr.: O. Knudsen

Labels: (Owned) Akkompagnementsplaten, Barn-eplaten, Eventyrplaten, Harmoni; (distributed—not licensed) Music Minus One (USA)

Odeon. see EMI

On. see Phonogram

One Up. see EMI

Parlophone. see EMI

Pathe. see EMI

Pep-Wal Recs. & Camel Consultants, Postboks 45, Skovena-sen, 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, (li-censed) Laurie (USA)

Philips. see Phonogram

Phonogram (div. of Polygram A/S) (IFPI), Postboks 4352, Marcus Thranesgaten 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, Ver-tigo, (licensed) Amadeo (Austria), Charisma (UK), DJM (UK), Decca (UK), Polar (Sweden), Stiff (UK)
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); (distrib-uted—not licensed) Manna (USA)

Play Music A/S, Kjelsasveien 174, Oslo 8. Tel. (02) 23-57-80. Mng. Dir.: Ake H. Wilke; 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, RSO & Third-Parties Label Mgr.: Kari Sorknes; Jazz & Polydor Label Mgr.: Ellen Christensen, WEA Prod. Mgr.: Mats Nilsson, Promo Mgr.: Unni Saether

Labels: (Owned) Archiv, DG, Heliodor, Karussell, MGM, NKF, Nor-Disc, Polydor, Verve; (licensed) Asy-lum (USA), Atco (USA), Atlantic (USA), Capricorn (USA), DiscReet (USA), Elektra (USA), MCA (USA), Met-ronome (Germany & Sweden), Reprise (USA), Riva (UK), Rolling Stones (USA), Swan Song (USA), Warner Bros. (USA); (distributed—not licensed) Arctic (Nor-way), 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. Ra-num; Sales Mgr.: Sverre Granholt

Labels: (Owned) TKK, (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/ Ex-porter)

St. Olav Bokhandel A/S, Akersveien 5, Oslo 1. Mgr.: Sidsel Aasrud. (Importer)

Label: (Distributed—not licensed) Christophorus (Ger-many), Proprius (Sweden), SM (France), Schwann (Ger-many)

Scanax. see CBS

Seraphim. see EMI

Sidewalk. see EMI

Sinar Musik A/S, Tollbugaten 4, Oslo 1. Tel. (02) 41-29-16. Chief Exec.: Amund Hoff Berge. Gen. Mgr.: L.Y. Da-liot (Distributor/Importer)

Labels: (Distributed—not licensed) Caprice (Sweden), Everest (USA), Free Reed (UK), Hed Arzi (Israel), Roun-der (USA), Tangent (UK), Topic (UK)

Skandinaviske Artist Prod'n, Torggt. 7, Oslo 1. Tel. (02) 41-88-85. Dir.: Leif Hemmingsen; A&R: George Keller. (Distributed by EMI)

Labels: (Owned) Snowflake; (licensed foreign) SOS (Sweden), T-Bone (Sweden)

Int'l reps.: Denmark (EMI), Sweden (EMI)

Snowflake. see Skandinaviske

Sonet Norsk. see Arne Bendiksen

Starline. see EMI

Stateside. see EMI

Strawberry. see Dag Werner

Studio Two. see EMI

T K K, see Olaf T. Ranum

Talent Produksjon A/S (IFPI), Kjoelberggaten 29, Oslo 6. Tel. (02) 67-95-40. Pres.: Arve Sigvaldsen; Sales Mgr.: Arid Lund; A&R Mgr.: Ola Johansen

Labels: (Owned) Talent, Tinde

Int'l reps.: Denmark (Sun), Sweden (Electra)

Talisman. see EMI

Tambourne. see Arne Bendiksen

Tinde. see Talent

Toba Import, Postboks 252, N-5401 Stord. Tel. 1-48-41. Mgr.: Jon Endal. (Importer/Exporter)

Tonep. see Disco

Tower. see EMI

Triola. see Arne Bendiksen

Troll. see Jorg-Fr. Ellertsen

Vertigo. see Phonogram

Verve. see Polydor

Volksplatte. see EMI

Volt. see Euroton

Waverley. see EMI

Dag Werner Prod'ns/Strawberry Recs., Dronningensgate 13, Oslo 1. Tel. (472) 11-16-97 Telex 18507 Chief Exec.: Dag Werner; Ass't H. Nedal Jr.

Labels: (Owned) Strawberry; (distributed—not li-censed) Big Bear (UK), Cherry Red (UK), Dharmia (USA), Escape (USA), Galaxy (UK), Great American (USA), Ille-gal (UK), Music Is Medicine (USA), Sky (Germany), Springboard (USA), 3rd World (UK)

Wings. see EMI

World Rec. Club. see EMI

● music publishers

Arctic Songs, Brattorgaten 5, N-7000 Trondheim. Tel. (075) 21-1-90. Mng. Dir.: Kolbjørn Alstad. Gen. Mgr.: Gun-nar Hordvik. (Administered by Norsk Musikkforlag)

Billboard 1979-1980 International Buyer's Guide

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 Cable IEMPSA Telex 25570 Mng Dir.: Augusto Sarría Salas, Ass't Mgr.: Rodolfo Canseco Torres

Labels: (Owned) IEMPSA, Lider; (licensed) A&M (USA), Arista (USA), Butterfly (USA), Capitol (Mexico, USA), Codiscos (Colombia), Decca group (UK), EMI (UK), Musart (Mexico), Private Stock (USA), Salsoul

Int'l firms represented: Brincos (Spain), Campeí (Mexico), Discomodá (Colombia), Ecomus (Colombia), Edifremex (Mexico), Edim (Mexico), Emroth (Mexico), Gramophone (USA), Hall of Fame (USA), Jaguar (Brazil), Leme (Brazil), Maranta (USA), Orama (Ecuador), Orbemusa (Venezuela), Parnaso (Argentina), PIM (Mexico), Prodemus (Colombia), RCA (Brazil), RCA Espanola (Spain), Relay (Argentina), Sono Inter (Colombia), Unimúsica (Venezuela), Universal (Spain), Victor (Brazil)

JACKETS & SLEEVES LABELS

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel. 32-40-05, 31-81-12. Cable IEMPSA Telex 25570. Mng. Dir.: Augusto Sarría Salas; Ass't Mgr.: Rodolfo Canseco Torres.
El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel. 40-46-00. Cable VIR. Telex (354) 20276. Gen. Mgr.: Alejandro Parodi.

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 196889. 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.

Phonogram (div. of Polygram A/S), Marcus Thranesgaten 2 Oslo 4. Tel: (02) 15-51-90. Gen. Mgr. Michael Aas; Sales Mgr.: Lars Lysell.

PRINTERS & LITHOGRAPHERS

Musikindustri (div. of Polygram A/S), Sagveien 11, Oslo 4 Tel: (02) 37-99-44. Gen. Mgr. Peter Kaatee.

RECORD PROMOTION

Cannon, see Empire.
Cap, see Alpha.
Cerveza, see A&W.
Chipack, see Offspring.
Chi Reet, see Offspring.
Circle, see Empire.
Contex, see Entertainment Mgmt.
Continental Artists, see Video Vision.
Cotillon, see WEA.
Countryside, see WEA.
Crystal, see JEM.
Current, see Grandeur.
Cycle, see Alpha.
Dimension, see Video Vision.
Disc Corp. of the Philippines, Maya Bldg., Suite 1, 678 E. De Los Santos Ave., Cubao, Quezon D-3001. Tel: 98-69-40, 96-81-91, 96-82-21. Cable: DISCOPHIL Manila. Exec. VP & Gen. Mgr. Danilo P. Olivares. Admin. Officer & Comptroller: Malov V. Chipeco. **Labels:** (Licensed foreign) Ariola (Germany), Buddha (USA), Casablanca (USA), Hansa-Oasis (Germany), Interglobal Music (Canada), Janus-GRT (USA), Jupiter (Canada), Salsoul (USA), Springboard (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: DYPRO 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-B31 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, Contex, 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), Zel (UK).

Everstar, see Video Vision.
Express, see VMI.
Fama, see Alpha.
Fame, see Alpha.
Fanfare, see Empire.
Fastbreak, see Offspring.
Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-20. Cable: FILRECO.

Gayle, see Grandeur.
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, Grandsound, Luzvimin.
Grandsound, see Grandeur.
Guestar, see Video Vision.
Hidcor, see Home Inds.
Himig, see Dyna Prods.
Hit 100, see VMI.
Hit Sound, see Entertainment Mgmt.
Home Inds. Development Corp. (IFPI), PO Box 4140, Manila. Tel: 50-86-61. Cable: HOMID Telex: 7420409. Pres. Alfredo M. Lustre; Gen. Mgr. Antonio U. Lustre. **Labels:** (Owned) Hidcor; (Licensed foreign) Ariola (USA), Hi/Cream (USA), Infinity (USA), MCA (USA), Magnet (UK), Parachute (USA), Prelude (USA).

Honey, see Mareco.
Ikluvia, see Offspring.
JEM 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; VP & Pressing Plant Mgr. Wigberto Gonzalez. Domestic A&R Mgr. Jaime M. Paredes, Int'l A&R Mgr. Margot M. Gallardo; Controller Rudy Jane Villanueva; 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.
Luzvimin, see Grandeur.
Mabuhay, see Mareco.
Mango, see A&W & 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.

Skandinavisk Elektronik A/S, Ostre Akerveit 99, Oslo 5. Tel: 15-00-90.

Product: Needles
Brand name: Pickering.

store fixtures & merchandising aids

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.
Musika, see Alpha.
Nonesuch, see WEA.
Northern, see Alpha.
Number 1, see Video Vision.
Octo Arts Int'l, see Vicor.
Offspring Recs. Int'l, PO Box AC 468, Cubao, Quezon City. Tel: (632) 78-06-06. Cable: SPRINGPROD. Pres. Dane Samonte, Exec. VP Brooks Samonte, VP Mdsq. Fair Daban; VP Music Henry Toribio, VP Int'l Mike Enriquez; Gen. Mgr. Freddie Dandan, Sales Mgr. P. F. Sibal.

Labels: (Owned) Chipack, Fastbreak, Ikluvia, Manok, Offspring, Pay-Half, (Licensed domestic) Booma, Chi Reet, Soundtrack, Sungkit, (Licensed foreign) Delvecchio (Italy), Kusnilia (India), La Vacara (USA), Pong (Japan), Sho-Paw (Taiwan), Silat (Thailand). **Int'l reps.:** Hong Kong (Piao See), Japan (Po Pong), Thailand (Apurahan), UK (Bricks), USA (La Vacara).

Pay-Half, see Offspring.
Pearl, see Video Vision.
Pioneer, see Vicor.
Plaka Ilocano, see VMI.
Plaka Manila, see Blackgold.
Plaka Pilipino, see Vicor.
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.
Sagittarius, see A & W.
Saturday, see Video Vision.
Sinamar, see Dyna Prods.
Soundtrack, see Offspring.
Soundtracks, see Empire.
Stars & Stripes, see Video Vision.
Sungkit, see Offspring.
Sunshine, see Vicor.
Superstar, see Mareco.
Target, see Video Vision.
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. Bldg. Chm. Lim Han Eng. Pres. & Gen. Mgr.: Victor Que, VP Accounting Annette Que; VP Labels Liberto Quefichu; 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 Ilocano, VA, VMI, VMI Gold; (Licensed) Disco (Italy), MC group (Germany), Vanguard (USA).
Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Bldg., 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 Prods., Octo Arts Int'l, Wilear'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), Zafiro (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 2805. Tel: 47-73-81. Cable: WEAREC. Pres. James G. Dy, Gen. Mgr. Ramon Chuaing. **Labels:** (Owned) Asylum, Atco, Atlantic, Cotillon, Countryside, Elektra, Nonesuch, Reprise, Warner Bros.; (Licensed) Bearsville, Big Tree, Brother, Curtop, DiscReet, Finnadar, Gemigo, Little David, Nemperor, Paradise, Rolling Stones, Slipped Disc, Swan Song, Warner Bros., Whitefield, Wing & A Prayer (all USA).

Warner Corp., see WEA.
Wilear's Recs., 51 Aurullo St., Mandaluyong, Rizal. Tel: 70-03-14. (Distributed by Vicor).
Winston, see Video Vision.
Wonderland Recs., 1835 F.B. Harrison, Pasay City. Tel: 59-05-31. Pres. & Gen. Mgr.: Alice Cabahug; Exec. Ass't: Yvette Ledesma.

music publishers

BAMI (Bayanhan 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-

TAPE, RAW & BLANK LOADED

Estemac Peruana SA, Av. Petit Thouars 4620, Lima 18. Tel: 45-55-30, 45-65-87. Cable: ESTEMAC. Telex: 25385. Mng. Dir. H.O. Schleusner; 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 Peruana SA, Av. Petit Thouars 4620, Lima 18. Tel: 45-55-30, 45-65-87. Cable: ESTEMAC. Telex: 25385. Pres.: H.O. Schleusner; Gen. Mgr.: Oswaldo Garcia. **Audio:** Cassette, open reel. **Brand names:** Lyrec, Otari.

accessories manufacturer

Estemac Peruana SA, Av. Petit Thouars 4620, Lima 18. Tel: 45-55-30, 45-65-87. Cable: ESTEMAC. Telex: 25385. Pres.: H.O. Schleusner; Gen. Mgr.: Oswaldo Garcia. **Video:** 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 (Bataan 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.

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. Pres. & Gen. Mgr. Allan J. Villar; VP Int'l: Willie J. Villar. **Labels:** (Owned) A&W, A&W Horizon, Cerveza, Sagittarius; (Licensed domestic) Mango, Villar; (Licensed foreign) AVI (USA), Everest group (USA), Penny Farthing (UK), Ranwood (USA).

Ace Music Prods., see Vicor.
Action, 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.
Atlantic, see WEA.
Bicolandia, see Alpha.
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. Aniceto; 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.
Booma, see Offspring.

Linda Marqueses, Foreign Bus. Affairs Mgr. Priscilla A. dela Cruz, Technical Consultant; Simplicio Suarez
FAMI (Fil-Am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila Tel: 40-35-05. Cable: FAMI
JEM 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 4140, Manila. Cable: HOMID Telex 7420409
Mareco Inc (FAMI), 131 Del Monte Ave., Quezon City, Tel: 35-45-26. Cable: VILMARECO
Int'l rep.: USA (L.I. Witkof)
Metro Music Masters Inc., JLB Bldg., 5th fl., Ronquillo, Quiapo, Manila Tel: 40-63-21. Pres.: Buddy O. De Vera
Mexicana de Musica (Ed.), see FAMI.
Sound Music House, Dynasty Super Cinema Bldg. Rizal Ave., Manila Tel: 27-34-73
Wonderland Recs. (Filscap), 1835 F.B. Harrison, Pasay City Tel: 59-05-31. Pres. & Gen. Mgr.: Alice Cabahug, Exec. Ass't Yvette Ledesma
Int'l rep.: Australia (Jonathan)

● **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'ns of the Philippines), c/o Manuel P. Villar, Calvo Bldg., Escolta, Manila Tel: 47-11-83, 40-10-81

DESIGN & ARTWORK

JEM 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
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
VMI 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

BAMI (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 Marqueses; Technical Consultant: Simplicio Suarez
FAMI (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.: Felipe P. de Leona; Exec. Dir. & Corp. Sec'y: Simplicio U. Suarez. (Performing 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. Josef St., Concepcion, Marikina, Metro Manila, Tel: 697-2056. Gen. Mgr.: Roger O. De Vera; Plant Mgr.: Noli O. Orteza (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 4140, Manila. Cable: HOMID Telex 7420409
JEM 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
VMI 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 Alcanzare
WEA Recs., Manufacturers' Bank Bldg., Mezzanine fl., Plaza Santa Cruz, Manila 2805. Tel: 47-73-81. Cable: WEAREC. Pres. James G. Dy; Gen. Mgr.: Ramon Chuayang. (Pressing only)

Billboard 1979-1980 International Buyer's Guide

Conselheiro Fernando de Sousa 29 Av. D. Liberti, Tel: 656094.
Labels: (Owned) Diapasao, Guilda da Musica; (distributed) Ofir, (represented) Amadeo (Austria), ESP

Billboard 1979-1980 International Buyer's Guide

PRINTERS & LITHOGRAPHERS

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-20. Cable: FILRECO
Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409
Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO
VMI 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
JEM 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
Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar
Soundtrack Studios, Philand Bldg., 3rd fl., Santillan St., Makati. Tel: (632) 828-8475. Cable: SOUNDTRACKEAST. Pres.: Greg Garcia III; Gen. Mgr.: Dan Samonte; Sales Mgr.: Robert Bariwang; Chief Eng.: Oscar Aquino III
VMI 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 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 PACKAGING & LABELING

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
Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe
Audio: Cassette, open reel
Video: Blank—1" open reel, 1/2" EIAJ open reel
Brand names: Ampex, Teac
3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal, Tel: 86-70-61. Cable: TRIM-INCO Mng. Dir.: R. L. Deschane; Group Sales Mgr.: Eduardo Z. Pinangang
Audio: Blank—Cassette & open reel, raw—Cassette
Video: Blank—1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge
Brand name: Scotch
VMI 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

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe
Audio: Cassette, open reel
Video: Blank—1" open reel, 1/2" EIAJ open reel
Brand name: Scotch
VMI 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

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-20. Cable: FILRECO
Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409
Audio: Cassette
JEM 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
Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO
VMI 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 Alcanzare (PKG)

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Product: Head cleaners & demagnetizers, needles
3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal, Tel: 86-70-61. Cable: TRIM-INCO Mng. Dir.: R. L. Deschane; Group Sales Mgr.: Eduardo Z. Pinangang
Product: Head cleaners, & demagnetizers, leader & splicing tape
VMI 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 Alcanzare
Product: Catalog servs., cleaners, cloths, brushes, 45 rpm adapters

EMPTY CARTRIDGES, CASSETTES & REELS

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Audio: Reel, broadcast cartridge
Video: Open reel
Brand names: Ampex, Fidelipac
3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal, Tel: 86-70-61. Cable: TRIM-INCO Mng. Dir.: R. L. Deschane; Group Sales Mgr.: Eduardo Z. Pinangang
Audio & Video: 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 Alcanzare

ENVELOPES & MAILERS

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO
VMI 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 Alcanzare

JACKETS & SLEEVES LABELS

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409
JEM 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

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO
VMI 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 Alcanzare

POLYETHYLENE BAGS

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO
VMI 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., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Chief product: Disk-cutting equipment
Brand name: Neumann

TAPE, RAW & BLANK LOADED

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Audio: Blank—Cassette, open reel, raw—open reel
Video: Blank—1" open reel, 1/2" EIAJ open reel
Brand names: Ampex, Teac
3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal, Tel: 86-70-61. Cable: TRIM-INCO Mng. Dir.: R. L. Deschane; Group Sales Mgr.: Eduardo Z. Pinangang
Audio: Blank—Cassette & open reel, raw—Cassette
Video: Blank—1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge
Brand name: Scotch
VMI 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

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Audio: High-speed duplicators
Brand name: Pentagon

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Audio: Blank—Cassette & open reel, raw—Cassette
Video: Blank—1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge
Brand name: Scotch
VMI 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

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Audio: High-speed duplicators
Brand name: Pentagon

TAPE DUPLICATING EQUIPMENT

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Audio: High-speed duplicators
Brand name: Pentagon

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

VMI 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**

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Product: Head cleaners & demagnetizers, needles
3 M Philippines Inc., 3M House, Yabut Bldg., E. De Los Santos Ave., Makati, Rizal, Tel: 86-70-61. Cable: TRIM-INCO Mng. Dir.: R. L. Deschane; Group Sales Mgr.: Eduardo Z. Pinangang
Product: Head cleaners, & demagnetizers, leader & splicing tape
VMI 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 Alcanzare
Product: Catalog servs., cleaners, cloths, brushes, 45 rpm adapters

● **store fixtures & merchandising aids manufacturers**

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City, Tel: 70-16-66, 70-05-88. Cable: SOUND Manila Pres.: Gerardo S. Limlingan; Gen. Mgr.: Cesar S. Salazar; Sales Mgr.: Jacobo M. Serina; Prod. Group Mgr.: Leonida S. Rabe (Distributor/Importer)
Product: Tape display racks
VMI 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

Population: 21,900,000
Rate of exchange: \$1 (US) = 12 lei
Per capita income: \$1,200

Victor Music Corp., PO Box AC270, Victor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81, Cable: VI-

● music publishers

RADIO STATIONS:

Holidays: January 1, May 1 & 2 (Labor Day & Youth Day), August 23 (Liberation Day)
No. of homes with record players: 900,000.

RECORDS:

Records manufactured: 1978-5,300,000; 1977-5,118,000.

Stereo sales: 50% 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 and classical music. Electrecord publishes **Diacul** magazine every three months, presenting the latest records. A few magazines, such as **Saptamina** and **Flacara**, have permanent columns dedicated to records.

Comment: Music issued by Electrecord is 60% folklorical, 30% MOR, rock, folk and jazz, and 10% classical.

Jukeboxes: 50.

TAPE:

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 the German Democratic and Federal Republics, and cassettes are imported from German Democratic and Federal Republics, Hungary, Switzerland and Israel.

RADIO STATIONS:

Comment: 40% of programming is MOR, rock, jazz and folk music, 40% is classical and 20% is folklorical. There are Hungarian, German and Serbian language programs, in addition to Romanian language programs. There also are programs for abroad in 13 languages: Arabian, English, French, German, Greek, Iranian, Italian, Portuguese, Romanian, Russian, Serbian, Spanish and Turkish. There also are programs for sailors, including "Radio Holiday" in Mamaia on the Black Sea coast from May 15 to October 1.

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 and exporting is done by ILEXIM, which imports only from Socialist countries (including licenses) and from Dum-Dum in India. Electrecord licenses for Western Music.

● record & tape manufacturers / distributors / importers

Electrecord, Str. Luigi Cazzavilla 14-16, Bucharest. Tel: 13 97 57. Telex: (011) 191 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 (Moni-
tor).

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 Artists' Mgmt.), Str. 16 Ienachita Vacarescu, 70528 Bucharest. Tel: (90) 13 70 08. Telex: 10139. Mgr.: Florea Vasile; Ass't Mgr.: Gheorghe Ravas; Musicologist: Vasile Donose.

A T M (Association of Artists from Theatrical & Musical Institutions), Str. Schitu Magureanu, Nr. 1, 7000 Bucharest. Tel: 13 41 72/44 99. Pres.: Costache Antoniu, VP: Dina Cocea, Sec'y: Ana Toboșaru.

Composers' Union (Uniunea Compozitorilor), Str. 2 Constantin Esarcu, Bucharest. Tel: (90) 16-37-47. Pres.: Petre Brancusi; VP's: Zeno Vancea, Romeo Ghircioasiu; Sec'y's: Dr. Vasile Tomescu, Theodor Grigoriu, Laurentiu Profeta, Wilhelm Berger.

Musical Publ'g House of the Composers' Union (Editura Muzicala a Ununii Compozitorilor), Str. 13 Decembrie 24, Bucharest. Tel: 13 57 75.

Socialist Culture & Education Council (Consiliul Culturii și Educatiei Socialiste), Casa Scintei, Piata Scintei 1, Bucharest. Tel: 17 60 10/20. Music Mgr.: Nicolae Calinciu.

● supplies

TAPE, RAW & BLANK LOADED

Reprezentanta tehnica-comerciala, Str. Giuseppe Garibaldi 14, Bucharest 1. Tel: 79-62-10/35. Telex: 11695. Brand name: BASF.

SINGAPORE

Population: 2,280,000.
Rate of exchange: 1 (US) = 2.16 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.
Aim, see Alshire.
Alshire (Singapore) Pte. Ltd., OG Bldg., 703 Upper Cross St., Singapore 2. Tel: 914-794.

Labels: (Owned) Alshire, Aim, (represented) Vox (USA).

Angel, see EMI.

Argo, see Decca.

Baal Recs. Pte. Ltd. (IFPI), 1101 Marina House, Shenton Way, Singapore 2. Tel: 221-5484. Cable: BAALPROD. Dir.: Balrom Shotam.

Regional branches: China, Hong Kong, Malaysia.

Int'l branch: England.

Labels: (Owned) Baal, Best of Everything, (licensed) ABC, H&L (both USA).

Beltona, see Decca.

Best of Everything, see Baal.

Borneo Co. (Singapore) Pte. Ltd., Crosby House, 71/73 Robinson Rd., Singapore 1. Tel: 79-457, 91-5973. (Importer)

Capitol, see EMI.

Chapter One, see Decca.

Chiang Huat Co. Pte. Ltd., 195/199 Outram Park, Singapore 3. Tel: 220-3444, 222-2973. Cable: CHIPMUNKS. Chm.: Piekak Chang; Mgr.: T.T. Quek; Sales Mgr.: Koh Kok Thy.

Labels: (Owned) Echo, Elastic, (represented) Blue Note, Fantasy, Liberty, Prestige, United Artists (all USA).

Cogent, see Unisong.

Columbia, see EMI.

Contempo, see Decca.

Cosdel (Singapore) Pte. Ltd. (IFPI), Units 1C-5C, Block 11, 3rd fl., Kallang Bahru, Kallang Basin Ind'l Estate, Singapore 12. Tel: 258-9944. Cable: COSDEL. Chm.: Kenneth L. Cole; Mng. Dir.: S.P. Sim; Sales Mgr.: Willie Lim. (Distributor/Importer)

Reg'l headquarters: Hong Kong.

Labels: (Licensed) Durium (Italy), Festival (Australia), Pickwick (USA), RCA group (USA), Ranwood (USA).

D. G., see Polygram.

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; Reg'l Sales Mgr.: Esther Lim.

Regional branches: Hong Kong, Malaysia.

Labels: (Owned) Ace of Clubs, Ace of Diamonds, Argo, Beltona, Chapter One, Contempo, Decca, Deram, Eclipse, Emerald, Greenwish, Gull, Headline, London, London/AAO, Nova, L'Oiseau Lyre, Qualiton, Threshold, Vocalion, York; (represented) All Platinum (USA), Ariola-Eurodisc (Germany), Biograph (UK), Boot (USA), Brunswick (USA), Capri (France), Coccinelle Varieties (France), Cynda (USA), Ember (UK), Fiesta (France), Horoscope (USA), Maple (USA), O'be (USA), Pye (UK), Rex (UK), Spiral (UK), Sonet (UK), Stang (USA), Summus (USA), Turbo (USA), 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.

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.: John Forrest.

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) 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.

Emerald, see Decca.

Encore, see EMI.

Fontana, see Polygram.

Greenwich, see Decca.

Gull, see Decca.

H M V, see EMI.

Harvest, see EMI.

Headline, see Decca.

Hup Hup Sdn. Bhd., 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: 438-460/466. Cable: ISAACNCO. (Distributor)

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., Golden Mile Shopping Centre, 7th fl., Suite 5817, Beach Rd., Singapore 7. Tel: 221-9210/9325. Telex: 25466. (Distributor)

Kwang Sia Pte. Ltd., Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 6. Tel: 34501, 332-154. Cable: KWANGSIACO. Dir.: K.H. Ang; Mng. Dir.: Keng Seah Ang; Sales Mgr.: Rockie Lim. Local branches: Singapore 6, G3 Capitol Shopping Centre, N. Bridge Rd. Tel: 335-659—Singapore 6, 87/8 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.

M F P, see EMI.

Mercury, see Polygram.

Music for Pleasure, see EMI.

Nova, see Decca.

L'Oiseau Lyre, see Decca.

One Up, see EMI.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see Polygram.

Polydor, see Polygram.

Polygram Recs. Pte. Ltd. (IFPI), 6 Joo Koon Circle, Tuas Jurong, Singapore 22. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Norman Cheng; Gen. Mgr.: Johnny Sng Chin Watt.

Reg'l branch: Malaysia.

Labels: (Owned) DG, Fontana, Mercury, Philips, Polydor, RSO, (represented) A&M, CTI (USA), Capricorn (USA), Charisma (UK), De-Lite (USA), H&L (USA), Jupiter (Germany), MCA (USA), MGM, Metronome, Monument, Pablo (Germany), Rocket, 20th Century (USA), Vertigo, Verve.

Int'l reps.: Worldwide (Phonogram, Polydor).

Qualiton, see Decca.

R S O, see Polygram.

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.

Unisong Pte. Ltd., Shaw Towers, No. 125, Beach Rd., Singapore 7. Tel: 293-4379. Gen. Mgr.: Kuek Soi Tee; Sales Mgr.: Tay Chor Huan.

Labels: (Owned) Cogent, Unisong.

Vocalion, see Decca.

Waverley, see EMI.

Tony Wong Co. (Pte.) Ltd. (IFPI), 16F, Block 9, Kallang Pl., Singapore 12. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong. Gen. Mgr.: Chow Yue Teng. Sales Mgr.: Eddy Chew.

Label: (Owned) Tony.

Int'l reps.: Hong Kong (Sun Hing Panasonic), Indonesia (P.T. Padang), Thailand (Lepso).

York, see Decca.

● music publishers

Baal Music, 1101 Marina House, Shenton Way, Singapore 2. Tel: 221-5484. 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., 6 Joo Koon Circle, Tuas, Jurong, Singapore 22. Tel: 268-1255. 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.: John Forrest.

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. Mng. Dir.: Tony C.K. Wong.

● services

DESIGN & ARTWORK

Craft Print Pte. Ltd., PSA Multi Storey Complex, Unit 513.

517, Block 3, 5th fl., PSA Pasir Panjang Rd., Singapore 5. Tel: 275-1816. Dir.: Dora Ong. Gen. Mgr.: Charlie Chan.
 Showstar Pte. Ltd., 506 Colombo Court, 5th fl., Singapore 6. Mng. Dir.: Wilson David.

● **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.: John Forrest. Technical Mgr.: Lee Tuck Ming. Factory Admin. Mgr.: Wee Tiong Wah.
 Hardie Trading (Servs.) Pte. Ltd., 603 Shaw House, 6th fl., Orchard Rd., Singapore 9. Tel: 235-2394/2210. Telex: 21203 Mgr. D.P. Crainean.
 Life Rec. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 22. Tel: 65-1137/1333/1187. Mng. Dir.: Ng Lian Chin.
 Polygram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 22. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829 Mng. Dir.: Norman Cheng. Gen. Mgr.: Johnny Sng Chin Watt.
 Unique Art Record Ind'l Ent's Pte. Ltd., 1-E, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 22. Tel: 651-981/982. Cable: SANKEICORD. Telex: 23380 Dir. S.T. Tsai.

PRINTERS & LITHOGRAPHERS

Craft Print Pte. Ltd., PSA Multi Storey Complex, Unit 513-517, Block 3, 5th fl., Pasir Panjang Rd., Singapore 5. Tel: 275-1816. Dir.: Dora Ong. Gen. Mgr.: Charlie Chan.
 Showstar Pte. Ltd., 506 Colombo Court, 5th fl., Singapore 6. Mng. Dir.: Wilson David.

RECORD PROMOTION

Baal Recs. Pte. Ltd., 1101 Marina House, Shenton Way, Singapore 2. Tel: 221-5484. Cable: BALLPROD. Dir.: Balram Shotam.
 Gabco Pte. Ltd., 22 Jalan Hitam Manis, Singapore 10. Tel: 633-005. Cable: GABBY. Telex: 25800 Chm. Philip C.M. Seow.
 Rediffusion (Singapore) Pte. Ltd., PO Box 608, 182 Clemenceau Ave., Singapore 9. Tel: 362-211. Cable: REDIFFUSE. Contact: Ong Su Tow.

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.: John Forrest. Technical Mgr.: Lee Tuck Ming. Factory Admin. Mgr.: Wee Tiong Wah.
 Otari Nampo 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.
 Polygram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 22. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829 Mng. Dir.: Norman Cheng. Gen. Mgr.: Johnny Sng Chin Watt.
 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, 3/4" cassette.
 Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 22. Tel: 268-4230, 651-981/982. Cable: SANKEICORD. Telex: 23380 Dir. S.T. Tsai.
 Tony Wong Co. (Pte.) Ltd., 16 F, Block 9, Kallang Pl., Singapore 12. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.
 Audio: 8-tr., 8-tr. quadraphonic, 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. Mng. Dir.: Tony C.K. Wong.
 Audio: All 8-tr. & cassette parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Kwang Sia Pte. Ltd., Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 6. Tel: 34501/332154. Cable: KWANGSIACO. Dir.: K.H. Ang. Mng. Dir.: Keng Seah Ang. Sales Mgr.: Rockie Lim. (Importer).
 Otari Nampo 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. Mng. Dir.: Tony C.K. Wong.
 Audio: 8-tr., cassette.
 Brand name: Tony.

JACKETS & SLEEVES LABELS

Craft Print Pte. Ltd., PSA Multi Storey Complex, Unit 513-517, Block 3, 5th fl., Pasir Panjang Rd., Singapore 5. Tel: 275-1816. Dir.: Dora Ong. Gen. Mgr.: Charlie Chan.
 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. (Labels only).

RECORD PROCESSING MACHINERY

Hardie Trading (Servs.) Pte. Ltd., 603 Shaw House, 6th fl., Orchard Rd., Singapore 9. Tel: 235-2394/2210. Telex: 21203 Mgr. D.P. Crainean (Importer).
 Product: Transco master recording blanks.
 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: Finebit.

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 Jebens & Jessen.
 E M I (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 22. Tel: 650-544/183, 652-092. Mng. Dir.: John Forrest. Technical Mgr.: Lee Tuck Ming. Factory Admin. Mgr.: Wee Tiong Wah.
 Brand name: Emitape.
 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, 271A & 283A Selegie Shopping & Office Complex, 1st fl., Selegie Rd., Singapore 7. Tel: 321-021. Cable: EASTLAND. Telex: 21014. Pres. T.S. Quek, Gen. Mgr.: Awa Wong. Sales Mgr.: Chen Wee. (raw only).
 Audio: Cassette, open reel.
 Brand name: Ampex.
 Emitape, see EMI.
 Greencorp, see Unigoh.
 Hardie Trading (Servs.) Pte. Ltd., 603 Shaw House, 6th fl., Orchard Rd., Singapore 9. Tel: 235-2394/2210. Telex: 21203 Mgr. D.P. Crainean (Importer). (Raw only).
 Jebens & 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.
 Kwang Sia Pte. Ltd., Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 6. Tel: 34501/332154. Cable: KWANGSIACO. Dir.: K.H. Ang. Mng. Dir.: Keng Seah Ang. Sales Mgr.: Rockie Lim. (Importer). (Blank only).
 Audio: Cassette.
 Otari Nampo 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.

Tony, see Tony Wong.
 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.
 Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 22. Tel: 268-4230, 651-981/982. Cable: SANKEICORD. Telex: 23380 Dir. S.T. Tsai. (Blank only).
 Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 12. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.
 Audio: 8-tr., cassette.
 Brand name: Tony.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Eastland Trading Co., GPO Box 1128, 271A & 283A Selegie Shopping & Office Complex, 1st fl., Selegie Rd., Singapore 7. Tel: 321-021. Cable: EASTLAND. Telex: 21014. Pres. T.S. Quek, Gen. Mgr.: Awa Wong. Sales Mgr.: Chen Wee.
 Audio: Duplicators.
 Brand names: Ampex, Pentagon.
 Jebens & 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**

Kwang Sia Pte. Ltd., Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 6. Tel: 34501/332154. Cable: KWANGSIACO. Dir.: K.H. Ang. Mng. Dir.: Keng Seah Ang. Sales Mgr.: Rockie Lim. (Importer).
 Product: Cleaners, cloths, brushes, head cleaners &

demagnetizers, needles, splicing tape.
 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: 24,512,000.
 Rate of exchange: \$1 (US) = 0.84 rand.
 Per capita income: \$2641.
 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): LP's 1978—3,583,534 units, \$23,391,159; 1977—4,305,600 units, \$24,474,969; Singles 1978—6,060,738 units, \$10,893,651; 1977—6,091,659 units, \$9,293,696.
 Records imported from USA (factory value—CIF): 1978—188,431 units, \$335,701; 1977—230,768 units, \$354,139.
 Records imported from countries other than USA (factory value—CIF): 1978—199,075 units, \$515,953; 1977—374,585 units, \$610,036.
 Average retail price per record: (Excluding sales duty of 8.62%) LP's—\$6.53, singles—\$1.80.
 Stereo sales: 100% of total.
 Quadraphonic sales: None.
 Record club sales: None.
 Discounting: Frequent.
 Type of distribution: Manufacturer-to-retailer.
 Type of promotion: Radio and TV are the main promotional media. Springbok Radio features a weekly Top 20 (singles) program and Radio 5 has its own Top 20 and Disco 10 programs. TV includes a weekly "Pop Shop" program with film clips of international and local artists. Discotheques are important promotional outlets. The English language service features the Top 50 LP's in its "Audiomix" program. Two independent publications—"Music Maker" and "Film & Entertainment"—cover the record scene, and some newspapers have regular supplements on all aspects of the entertainment industry. Springbok Radio and the record industry combine to organize an annual contest to find the top South African artists and songwriters of the year. Winners are awarded gold SARIE trophies at a theater presentation, which is broadcast on radio and TV.
 Jukeboxes: 500.

TAPE:

Market: The swing from 8-track to cassette continues, the latter now being 94% of tape sales. The combined 8-track and cassette sales are about 14% in units and 22% in retail sales value of the total record and tape market. Cassette and radio cassette recording & playback equipment are extensively available in a wide price range.
 Pre-recorded tape sold domestically—including imports (retail value): 8-tr. 1978—100,590 units, \$556,674; 1977—193,561 units, \$852,609. Cassette 1978—1,454,747 units, \$8,859,227; 1977—1,622,596 units, \$8,022,115.
 Pre-recorded tape imported from USA (CIF): 1978—\$1,898, 1977—\$76,134.
 Pre-recorded tape imported from countries other than USA (CIF): 1978—\$118,422, 1977—\$123,940.
 Average retail price per tape: 8-tr.—\$5.53; cassette—\$6.09.

RADIO STATIONS:

No. of commercial 6 (all FM).
 Comment: The South African Broadcasting Corp. uses records to provide a substantial part of its radio services. These are the English and Afrikaans language non-commercial services and the commercial advertising services of Springbok Radio and Radio 5, and the regional music stations known as Radio Port Natal, Radio Highveld, Radio Good Hope and Radio Bantu broadcasting in seven African languages.

TELEVISION STATIONS:

No. of channels: 1 commercial, 100% color (PAL).
 Comment: The single channel national color service was inaugurated four years ago and introduced spot advertising on January 1, 1978. Program content covers popular and classical music, opera, ballet, drama, variety shows, detective, fiction, topical events, sports and shows for children.

IMPORT/EXPORT REGULATIONS:

Import permit is required for records. Custom duty is 10% on FOB and 20% excise duty. Import permit is not required for pre-recorded tapes. Custom duty is 20% on FOB, 20% excise duty and 7½% surcharge. Exporters arrange for irrevocable documentary credit to be opened in their favor by the importers' bankers for the amounts to be paid by draft payable at sight or at a future date. Usual shipping documents are required. Export credit insurance and forward exchange cover are available.

MARKET ANALYSIS:

Highlights in the South African record industry have included the great success of the movies "Saturday Night Fever" and "Grease" and the substantial sales of the films' albums. Other artists featured in the top of the album charts through many weeks are Abba, Soul Brothers, Disco Rock Machine, Gerry Rafferty, Commodores, Boney M and "Sgt. Pepper's Lonely Hearts Club Band" (Bee Gees and Peter Frampton).

Disco product continues to get stronger and many more discotheques have been established in the major centers. There is an upswing in the appreciation of jazz, particularly by the black population. Black artists, both local and international, are gaining popularity with all sections of the population.

Television and the somewhat low level of economic growth have had a restrictive effect on the record and entertainment industries in the past four years. The initial impact of television is now over and, with a mild improvement in the economic outlook, there is hope of a revival in the industry—barring unfavorable international events. Sales over the 1978 Christmas season showed an upward trend compared with 1977.

Home copying of records continues to be a major problem. A new copyright law came into effect on January 1, 1979 and makes provision for the appointment of a standing advisory committee and sub-committee on sound recordings, cinematography and broadcasting. The advisory committee may, from time to time, make recommendations to the government for amendments to the law.

The record industry will try, through the committees, to obtain some form of royalty on the sale of blank tapes and hardware to compensate for the loss of sales of pre-recorded tapes and disk records. Representation will also be made in respect of broadcasting rights in records and pre-recorded tapes.

William Ford Fraser

● record & tape manufacturers / distributors / importers

A V C Rec. & Tape Co. Pty. Ltd., AVC House, 3rd fl., Corner of Goud & Fox Sts., Johannesburg, Tel. (011) 37-3457. Mng. Dir.: Norman Greenberg; Mktg. Dir.: C.E.A. von Keyserlingk (Distributor).

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

Beat City, see WEA

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

Bullet, 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 SOUNDBOX. Telex: 8-7406. Gen. Mgrs.: Peter Vee, Howard Ipp.

Labels: (Owned) Black Music, Bullet, Horse, Intuhuko, Lake Victoria, Mabob City, Reggae, Spes Bona, Yashingoma, Zimbabwe, (licensed) Creole (UK), De-Lite (USA), Gang (USA), Jama (UK), Salsoul (USA), Virgin (USA).

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

Contempo, see EMI-Brigadiers

Cool Blue, see EMI-Brigadiers

Date, see Gramophone

Double-Up, see EMI-Brigadiers

E M I, see EMI-Brigadiers

E M I America, see EMI-Brigadiers

E M I-Brigadiers (Pty.) Ltd. (IFPI), 32 Steele St., Steeldale, Johannesburg 2001, Tel. (11) 618-3900. Telex: 8-7409. Cable SOUNDBOX. Mng. Dir.: C. R. Kelly; Mktg. & Repertoire Dir.: Allan McInnes.

Labels (Owned) Akulalwa, Angel, Brigadiers, Capitol, Columbia, Contempo, Cool Blue, Double-Up, EMI, EMI America, EMI Int'l, Goli, Gull, HMV, Harvest, Jamloti, Kaya-Lami, Listen to the Wild, Molelo, N'Kanyazi, Odeon, One-up, Oz, Parlophone, Regal-Zonophone, Ring, Safari, Shona Langa, Side Walk, Starline, Stateside, Swinger, Umsakazo, Zodiac, (licensed foreign) Arista (USA), BBC (UK), Chiswick (UK), MAM (UK), Passport (USA), Purple (UK), RAK (UK), Rock Bottom

(UK), Savoy (USA); (distributed—not licensed) Black Cherry, Cherry, Sunshine, Trac.

E M I Int'l, see EMI-Brigadiers.

E M I Music for Pleasure (Pty.) Ltd. (IFPI), 32 Steele St., Steeldale, 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, Skyline; (licensed foreign) Classics for Pleasure, Music for Pleasure, Music Way, Sounds Superb (all UK).

Elektra, see WEA

Embassy, see Gramophone

Emdubane, 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, 130 Kerk St., Johannesburg 2000, Tel. (11) 28-2400. Cable: GALLOTONE. Telex: 80153. Mng. Dir.: Peter Gallo; Creative Dir.: Peter Lotis, Sales Dir.: Fred Bugnato; A&R & Promo. Dir.: Ivor Haarburger.

Labels: (Owned) Ezomdabu, FGB, Gallo, Gumba Gumba, Inkonkoni, MIW, Mashalashala, Mavuthela, Motella, PG Super, Smanje Manje, Soul Jazz, Soul Jazz Pop, Ziyaluma, Zobo, (licensed domestic) Star Rays, The Sun; (licensed foreign) Audio Fidelity (USA), B&C (UK), Beserkley (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), Mellow (Netherlands), Mushroom (USA), Parachute (USA), Rocket (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 Reveille

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 Golembok; Gen. Mgr.: Hilton Rosenthal; Sales Mgr.: John De Beer; E/P/A Label Mgr.: Albie Jooste.

Labels: (Owned) Butterfly, CBS, Date, Embassy, Emdubane, Epic, GRC, HVN, Harmony, Imbongi, Intuhuko, Jive, Marabi, Masterpiece, Portrait, Soul Train; (licensed) Caribou, GTO, Kirshner, Lifesong, Monument, Ode, Philadelphia Int'l, Prelude, TK, T-Neck, Tappan Zee (all USA).

David Gresham Prod'n (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; Gen. Mgr.: Allan Goldswain; A&R Mgr.: Dennis East; Promos. Dir.: Stephanie Mitchell; Prod'n Mgr.: Julian Laxton. (Also see Teal)

Labels: (Owned) Buffalo, Mpumelelo, NTU, Nitty Gritty, (licensed foreign) Ember (UK), PBR Int'l (USA), Splash (UK), State (UK).

Int'l rep.: USA (David Gresham).

Groove, see Jo'Burg

Gull, see EMI-Brigadiers

Gumba Gumba, see Gallo

H M V, see EMI-Brigadiers

H V N, see Gramophone

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

Intuhuko, see CCP & Gramophone

Ipi Tombi, see Teal

Jamloti, see EMI-Brigadiers

Jive, see Gramophone

Jo'Burg Recs. & Music Publ'g (Pty.) Ltd., PO Box 93005, Yeoville, 2143 Johannesburg, Tel. (011) 648-1244.

Chief Exec.: Stan Cohen

Labels: Groove, Jo'Burg, Jo'Burg Import, King, RSA, Sounds of Soul, Soweto.

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 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

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 & Teal

Nitty Gritty, see David Gresham & Teal

N Kanyazi, see EMI-Brigadiers

Nonesuch, see WEA

Nyang Amaki, see Teal

Odeon, see EMI-Brigadiers

One-up, see EMI-Brigadiers

One Way, see Reveille

Oz, see EMI-Brigadiers

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 Valley, Cape Town

7503, Tel. (21) 93-5187. Cable: JAGPLA. Telex: 576029

Label: (Owned) Fun Time Int'l.

R P M Rec. Co. Pty. Ltd. (IFPI), Craftsman Centre, 288 Commissioner St., Johannesburg, Tel. (11) 614-2262. Cable: PHONOSOUND. Telex: 8-0859. Chm. & Mng. Dir.: Matt Mann, Gen. Mgr. Ivor Schlosberg; Sales Mgr.: Peter Cooke, Musical Dir. Dan Hill

Labels: (Owned) Epidemic, Explosion, Fast Move, Hot Beat, Knockout, RPM, Shumba; (licensed) ABC (USA), A&M (USA), Blue Note (USA), Horizon (USA), Impulse (USA), Magnet (UK), Rampage (UK), United Artists (USA)

R S A, see Jo'Burg

Rave, see Trutone

Regal-Zonophone, see EMI-Brigadiers

Reggae, see CCP

Reprise, see WEA

Rev, see Reveille

Reveille Recs. (Pty.) Ltd., PO Box 9062, Zone 2000; Silvern

Centre, 3rd fl., Corner of Nugget & Market Sts., Johannesburg 2001, Tel. 23-5276/1866. Telex: 8-4075

Mng. Dir.: Audrey Smith, A&R Mgr.: Chris Voigt.

Labels (Owned) Good as Gold, One Way, Rev, Reveille; (licensed foreign) Argon Prod'n (USA), K-tel Int'l (Canada), Karavan (USA), Key Seven (Canada), Pinnacle (UK).

Ring, see EMI-Brigadiers

Robroy Music, 315 Mentz St., Muckleneuk, Pretoria 0002.

Tel. (012) 44-4290. Pres. Roy Bulkin; Gen. Mgr. Robert Schroeder; Sales Mgr. Clark McKay, Sec'y Pat Schroeder.

Safari, see EMI-Brigadiers

Shona Langa, see EMI-Brigadiers

Shumba, see RPM

Shungu, see Teal

Side Walk, see EMI-Brigadiers

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

Soweto, see Jo'Burg

Spes Bona, see CCP

Splash, see Teal

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. (011) 793-2913

Cable: BREAKAWAY. Mng. Dir. Graham Beggs, Gen.

Mgr. Christine Beggs. (Distributed by 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. (IFPI), PO Box 4105, Johannesburg 2000.

Tel. (011) 618-4113. Cable: TEALREC. Chm. & Mng.

Dir.: A.G.J. McGrath; Gen. Mgr.: I. Nathan; Sales Mgr.:

A.H. Marshall; Mktg. & Promos. Mgr.: J.B. Smithers;

Prod'n Mgr.: H.R. Friedman.

Labels (Owned) Atlas City, Awendo Rakedo, Baba, Ba-

bayete, Berg & Boom, Black Belt, Blue Nile, Church, City

Late, City Special, Coast Disco, Go Go, Hub, Inter-

continental, Ipi Tombi, Jumbo Jet, Kalahari, Kanindo,

King Kong, Koth Kiyombi, Kung Fu, Lolwe, 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, Zambesi; (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); (distributed-not li-

icensed) Buffalo, NTU, Nitty Gritty, Splash.

Int'l rep.: USA (Arrow, Edelstein, Gross & Margolis).

Trac, see EMI-Brigadiers.

Trutone (Pty.) Ltd. (IFPI), 132 Kerk St., 5th fl., Johannesburg

2001, Tel. (11) 23-0791. Telex: 8-0153. Mng

(Germany), 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), Spring (USA), Track (UK), Turnabout, 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) 21-1477. Telex: 8-3919 Pres Sol Marks, Gen Mgr. Bea Marks; Sales Mgr. K.H. Marks (Distributor/Importer)

Umsakazo, see EMI-Brigadiers
Up Up, see Teal.

WEA Recs. (Pty.) Ltd. (IFPI), 16 St. Andrews Rd., Parktown, Johannesburg, Tel 643-3141 Telex: 89413. Mng. Dir. Derek Hannan; Financial Controller Mike Oldfield
Home office: USA, WEA, Int'l

Labels: (Owned) Africa, Asylum, Atco, Atlantic, Beat City, Elektra, Highway Soul, Nonesech, Reprise, Sonda, Warner Bros.; (licensed) Big Tree, Dark Horse, DiscReet, Little David, Manticore, Swan Song (all USA); Dynamic Sounds (West Indies), Luapula (Zambia), Oyeyo Ringo (Kenya), Shungu (Rhodesia); (distributed—not licensed) Grace (USA), Jo'Burg, Roots, Stanyan (USA), Third Ear.
Int'l rep.: USA (WEA Int'l).

Warner Bros., see WEA

World of Life Whistle, PO Box 698, Florida 17.
Label: (Represented) Singcord (USA).

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

Acuff-Rose (SA) (Pty.) Ltd., see Reveille.

Angela Music Publ'g Co. (Pty.) Ltd., 4 Goudvis Rd., Melrose N., Johannesburg Tel (11) 788-6094/2613 Mng. Dir. Terry Dempsey; Gen. Mgr. Carrie Dempsey.
Int'l firm represented: Sesame Songs (UK).

Int'l reps.: Hong Kong (Decca), Sweden (Sweden Music), UK (Sesame Songs).

April Music Co. Pty. Ltd., see Gallo

Artalant Exports, see Musicpiece

Anwin Music of South Africa Pty. Ltd., see Gallo

Belwin-Mills (South Africa) Pty. Ltd., see Leeds.

Breakaway Music Co. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal, Tel. (011) 793-2913. Cable: BREAKAWAY Mng. Dir. Grahame M. Beggs; Gen. Mgr. Christine E. Beggs.

Int'l firms represented: Barn (UK), Polar (Sweden)

Carstens de Waal Music (Pty.) Ltd., see Gallo.

Cherry Lane Music Co. (Pty.) Ltd., PO Box 379, 239 Alfeskor Bldg., 32 Third Ave., Wynberg Sandton, Bergville 2012. Gen. Mgr. Anton Alberts

Home office: USA.

Clan Music Publ'g Co. (Pty.) Ltd., Craftsman Centre, 288 Commissioner St., Johannesburg Tel (11) 614-2262

Cable PHONOSOUND, Telex 8-0859. Chm & Mng. Dir.: Matt Mann; Gen. Mgr.: Robbie Kallenbach.

Int'l firms represented: Antisa (USA), Combine (USA), Leo Feist (USA), Interworld (USA), Magnet (UK), Miller (USA), Page Full of Hits (UK), Resaca (USA), Robbins (USA), United Artists (USA).

Int'l reps.: Australia (Festival), Belgium (Gnome, New Music), Germany (Global, Intersong, Roba), UK (Carlin), USA (Ivan Mogull).

Contagious Music (Pty.) Ltd. (SAMRO), PO Box 33430, 2043 Jeppetown, Tel (11) 614-2262. Telex 8-0859. Mng. Dir.: Chris Kritzinger.

Int'l firms represented: Image (Australia), Radar/Vanilla (UK), Superwoop (UK)

De Phon Music (Pty.) Ltd., see Jo'Burg.

E M I-Brigadiers Music (Pty.) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2001. Tel (11) 618-3900. Cable ABEEMUSIC. Telex 87409. Mng. Dirs. Albie S. J. Venter, Clive Kelly; Gen. Mgr.: Andre Viljoen, Prof. Mgr.: Jee Nofal

Int'l firms represented: J. Albert & Son (Australia), Bay City (UK), Big Secret (UK), Capitol Prod'n (USA), Chibell (UK), Crusty (UK), Gold Hill (USA), Martin-Coulter (UK), Media (USA), Mews (UK), Mother Goose (UK), Our (UK), Owepar (USA), Red Bus (UK), Silver Dagger (USA), Stephen Stills (USA), Velvet Apple (USA).

Int'l rep.: Worldwide (EMI).

E M I Music Publ'g (South Africa), (Pty.) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2001. Tel (11) 618-3900. Cable ABEEMUSIC. Telex 87409. Mng. Dir.: Clive Kelly, Gen. Mgr.: Andre Viljoen.

Int'l firms represented: Big Pig (UK), Colgems-EMI (USA), Cross Keys (USA), Dawson's Cove (USA), Dix Ltd., Donna Music, EMI Music, Leo Feist, B. Feldman, Francis Day & Hunter, Good Time (USA), Hearts Delight (USA), Hermisc, Kennedy Street, Kipahula (USA), Manchester Music, Open Door (USA), Owens Capey & Plumb, Queen (UK), Rebel (UK), Roar Music, Robbins Music, Rolling Stones (UK), Sanah (UK), Saturday (USA), Screen Gems-EMI, Sun Music, Tree (USA), Young Music.

Int'l rep.: Worldwide (EMI).

Essex Music Group (Pty.) Ltd., PO Box 6857, 16 St. Andrews Rd., Parktown, 2193 Johannesburg. Tel (11) 643-3141. 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.) (SAMRO), PO Box 6216, 130 Kerk St., Johannesburg 2000. Tel (11) 28-2400. Cable MUSIPUB. Telex 8-0153. Mng. Dir.: Peter Gallo; Gen. Mgr.: John Edmond.

Int'l firms represented: Braitree (USA), Briarpatch (USA), Brew (USA), Burlington-Palace (UK), Caymen (USA), Charliz (USA), Chinnichap (UK), Chrysalis (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-Marquee (UK), McCartney (UK), Marksman (UK), Mews/Martin-Coulter (UK), Johnny Nash (USA), Newtown Sound (UK), No Exit/Rear Exit (USA), Pink Floyd (UK), RAK (UK), Rondor (USA), Cyril Shane (UK), Shillelagh (USA), Skyhill (USA), Spitfire (USA), 20th Century (USA).

Golden Music, see Laetrec

Goldrush Music, see Angela

Gwongsongs (Pty.) Ltd., see Jo'Burg.

Impala Music Co., see Gallo.

Intersong (Pty.) Ltd., PO Box 10678, 130 Kerk St., Johannesburg 2000. Tel (11) 37-6480 Cable BELINDSONG. Telex 8-0153. Dir. T. Rooney, Gen. Mgr. Art Heatle.

Int'l firms represented: Abigail (Australia), CAM (USA), Chappell (worldwide), Hill & Range (USA), Intersong group (worldwide), Kamikaze (USA), Penjane (Australia), RSO (UK, USA), Saggifire (USA).

Int'l reps.: Worldwide (Chappell, Intersong).

Jill Music (Pty.) Ltd., see Contagious

Jo'Burg Recs & Music Publ'g (Pty.) Ltd. (SAMRO), PO Box 93005, Yeoville, 2143 Johannesburg. Tel (011) 648-1244. Chief Exec.: Stan Cohen.

Int'l firm represented: Music Shoals Sound (USA).

Joint Music (Pty.) Ltd., see Jo'Burg.

Laetrec Music Ltd., Gallo Centre, 2nd fl., 130 Kerk St., 2001. Tel (11) 28-2400. Dir.: Peter Gallo; Gen. Mgr.: John Edmond.

Int'l firms represented: ABC/Dunhill Music Inc. (USA), American Broadcasting Music (USA), Blue Ribbon/Tristan group (UK), Blue Seas (USA), Broken Arrow/Silver Fiddle (USA), Canopy (USA), Casa David (USA), C'est (USA), Charing Cross (USA), Cirrus (USA), Crazy Crow (USA), De Schufflin (USA), EMP (Canada), Giving Room/Thin Ice (USA), Bobby Goldsboro (USA), Gopam (USA), Guerrilla/Staysail (USA), House of Gold (USA), Hungry Mountain (USA), Jac (USA), Jobete (USA), Keca (USA), Kirshner (USA), Kiss (USA), Lambert & Potter (USA), Joni Mitchell (USA), Morning (Canada, USA), Natural Songs (USA), Nimbus Nine (USA), One of a Kind (USA), Pattern (UK), Prophet (USA), Quackenbush (USA), Paul Simon (UK), Siquomb (USA), Stonebridge (USA), Tallyrand (USA), 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.

Little Monster Music (Pty.) Ltd. (SAMRO), PO Box 626, Johannesburg 2000. Tel: (011) 21-5029. Telex 8-3645. Mng. Dir.: Dennis East.

Magie Music, see Laetrec

Magpie Music, see Contagious

Mavuthela Music Co. (Pty.) Ltd., see Gallo

Mellin Music (Pty.) Ltd., 32 Steele St., Steeledale, Johannesburg 2001. Tel (11) 618-3900. Cable ABEEMUSIC. Telex 87409. Dir.: B. Papert; Gen. Mgr.: 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, 16 St. Andrews Rd., Parktown, 2193 Johannesburg. Tel: (11) 643-3141. 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-Al (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), PPX (USA), Panache (UK), Sunflower (UK), Three Hats (Canada), Virgin (USA).

Int'l rep.: Switzerland & UK (Zomba Corp.).

Music Publ'g Co. of Africa (Pty.) Ltd., see Gallo.

Planetary-Nom (Africa) Pty. Ltd., see Gallo

Plymouth Music (Pty.) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2001. Tel: (11) 618-3900. Cable ABEEMUSIC. Telex 87409. Dir.: B. Papert; Gen. Mgr.: Andre Viljoen.

Int'l firms represented: Allegro Holdings (UK), Berry (UK), Bron (UK), Campbell Connelly (UK), Chacksfield (UK), Eros (UK), Lermel (UK), L'illustration Musicales (France), Andre Lutereau (France), Manette (UK), Mason (UK), Medway (UK), Osibisa (UK), Osibisounds (UK), Rimusic (UK), Senlak (UK), Sforzando (France), Sheila (USA), Sonoton (Germany), Tonarchiv (Germany).

Reveille Music (Pty.) Ltd., PO Box 9062, Zone: 2000; Silvern Centre, 3rd fl., Corner Nugget & Market Sts., Johannesburg 2001. Tel: 23-5276/1866 Telex 84075. Mng. Dir.: Audrey Smith; A&R Mgr.: Chris Voigt.

Int'l firms represented: ATV (USA), Joe Allen (Canada), Bel Canto (USA), Big Heart (USA), Big Sky (USA), Blue Band (Canada), Blue Echo (Canada), Blue Melody (Canada), Brougham Hall (USA), Buckhorn (USA), Candle Bra (USA), Co-Jac (USA), Comet (USA), Enoree (Canada), Equinox (USA), Foresythe (USA), Fourth House (USA), JSH (USA), Lady Casey (USA), Mandina (USA), Mavid (USA), Meredith (USA), Mermaid (USA), Ram's Horn (USA), Return (USA), Rocksmith (USA), Simtec (USA), Special Rider (USA), Sweco (USA), Silverstar (Canada), Starburst (USA), War Drum (USA), Whole Wheat (USA), Jerry Williams (USA), Wooden Bear (USA).

Int'l rep.: Worldwide (Ralph L. Seltzer).

Robroy Music, c/o Gallo Music, 130 Kerk St., Johannes-

burg 2000. Tel: (011) 28-2400. Pres.: Robert Schroeder, Gen. Mgr.: Roy Bulkin.

Brian Rohan Int'l (SA), see Reveille.

Southern Music Publ'g Co. (SA) (Pty.) Ltd., 62 St. Patrick's Rd., Houghton, Johannesburg 2198. Tel: 43-6053. Cable SOUTHMUSIC. Dir.: Glyn Taylor.

Home office: USA, Peer-Southern Org.

Firms represented: Edward Kassner (UK), Snider Kruse, Sun Pacific (UK).

Southern Sky Music (Pty.) Ltd., see Contagious.

Special Rider Music (Pty.) Ltd., see Reveille.

Sudekruse Musikuitgewer Maatskappy, see Southern. Teal Music, see Laetrec.

Tradellus, PO Box 3159, Durban 4000. Tel (031) 69137. Cable: ACCORDIO. Telex: 6-0389. Pres.: H. Tradellus; Int'l Div. Dir.: 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.

WEA 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).

Warner Bros. Music (South Africa) (Pty.) Ltd., 16 St. Andrews Rd., Parktown, 2193 Johannesburg. Tel: (11) 643-3141. Cable: WEARECORSA. Dirs.: Kevin J. O'Hara, Derek Hannan, Ed Silvers, Leonard Golove.

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 firms represented: Belsize (UK), State (UK).

Int'l reps.: Canada (Goldgrish in USA), Europe (State in UK), USA (Goldgrish).

● sheet music jobber/supplier

Tradellus, PO Box 3159, Durban 4000. Tel (031) 69137. Cable: ACCORDIO. Telex: 60389. Pres.: H. Tradellus; Int'l Div. Dir.: 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.

Southern African Record & Tape Distrib. Ass'n, PO Box 8213, Johannesburg 2000. Tel: (11) 618-3900. Telex: 87409. Chm.: C.R. Kelly; Sec'y-Treas.: W.F. Fraser.

DESIGN & ARTWORK

Space & Design, Scotch Corner, 1st fl., Rokeby 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 Africa Music Rights Org. Ltd.), PO Box 9292, SAMRO House, De Beer & Juta Sts., Braamfontein, Johannesburg. Tel: 725-1425. Cable: ACISUM. Mng. Dir.: Gideon Roos. (Performing rights only).

S A R R A L (South African Rec. 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 2001. Tel: (11) 618-3900. Cable: SOUNDBOX. Dir. & Gen. Mgr.: E. Cumings.

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel (11) 28-2400. Cable: GALLOTONE. Mng. Dir.: Gerald McGrath. (Pressing only).

PRINTERS & LITHOGRAPHERS

E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2001. Tel: (11) 618-3900. Cable: SOUNDBOX. Dir. & Gen. Mgr.: E. Cumings.

Interpak (Pty.) Ltd., 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Opns. Dir.: R.C. Horwitz; Sales Dir.: 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, Ron Schiff, 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

E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2001. Tel: (11) 618-3900. Cable: SOUNDBOX. Dir. & Gen. Mgr.: E. Cumings.

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable:

GALLOTONE, Mng. Dir. Gerald McGrath.
Audio: 8-tr., cassette.

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 25839. Chief Exec.: Geoff Carman.
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., Steeple Dale, Johannesburg. Tel: (11) 869-1321. Telex: 8-0153. Mng. Dir. David G. Fine; Gen. Mgr.: Michael Davimes.
Audio: Cassette.

● supplies

CARTRIDGE & CASSETTE PARTS

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 25839. Chief Exec.: Geoff Carman.
Audio: Cassette cushion foils.

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., Steeple Dale, Johannesburg. Tel: 869-1321. Mng. Dir. David G. Fine; Gen. Mgr.: Michael Davimes.
Audio: Cassette boxes, lids & halves.

EMPTY CARTRIDGES, CASSETTES & REELS

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 25839. Chief Exec.: Geoff Carman.
Audio: Cassette.

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., Steeple Dale, 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. Opns. Dir.: R.C. Horwitz; Sales Dir.: D. Sandler.

TAPE, RAW & BLANK LOADED

Agfa-Photo (Pty.) Ltd., PO Box 1366, Johannesburg; Wrench Rd., Isando. Tel: 36-2811. Telex: 437936.

Audio: Blank cassette open reel; Raw—open reel.
Video: Blank—3/4" cassette, U-Matic, Beta, VHS.
Brand names: Agfa, Agfa Videochrome, Carat, Ferrocolor, SFD, Stereochrome.

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. Mueller.

Audio: Cassette, open reel.
Video: Blank—1" open reel, 3/4" cassette, Philips VC; Raw—1" open reel.

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 25839. Chief Exec.: Geoff Carman.
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: 8-3919. Pres.: Sol Marks; Gen. Mgr.: Bea Marks; Sales Mgr.: K.H. Marks.

Product: Record & tape divider cards.

Per capita income: \$3,200.

No. of homes with record players: 2,450,000.

Holidays: January 1 (Circumcision of the Lord), January 6 (Epiphany), May 1 (Labor Day), June 24 (St. John's 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: 1978—10,800,000 units, \$53,300,000; 1977—11,600,000 units, \$49,375,000. Singles: 1978—11,000,000 units, \$15,700,000; 1977—13,000,000 units, \$19,500,000.

Records, record blanks & pre-recorded media imported from USA: 1977—\$760,130.
Average retail price per record: LP's—\$2.70-\$9.30, singles—\$1.70-\$2.30.

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 (75%); rack jobbing (4%), mail (1%).

Type of promotion: Promotion is made through the press (5%), radio (55%), television (35%), discotheques (14%), other (1%).

Jukeboxes: 16,500.

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. 1978—290,000 units, \$1,000,000; 1977—300,000 units, \$1,250,000. Cassette 1978—22,000,000 units, \$100,000,000; 1977—16,500,000 units, \$60,000,000.

Average retail price per tape: 8-tr. \$5.00-\$9.30; cassette—\$2.10-\$9.40.

RADIO STATIONS:

No. of commercial 338; no. of government 63; no. of AM 181; no. of FM 220.

Comment: Programming is broken down into music (40%), news (20%), amusing (20%), cultural (12%), publicity (8%). Music programming is further broken down into pop (75%), folk and flamenco (18%), classical (6%) and jazz (1%), with 97% recorded and 3% live.

TELEVISION STATIONS:

No. of channels 2.
Comment: Programming is broken down into films and telefilms (40%), news (20%), amusing (10%), cultural (10%), sports (10%), children's (6%), music (4%).

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

Abanico, see Difesco.
Accion, see Productora de Grabaciones.

Afrodita, Pintor Murillo 31, Alicante.
Alfid, Tres Senoras 1-5, Barcelona 24.
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, Diabolo, Dido, Ette, Tic.

Ambar, see Gramusic.
Apolo Recs., Mascaro 23, Barcelona 32. Tel: (91) 236-6169. Chief Exec.: Angel Fabregues Morla.
Labels: Drips, Pardal.

Archiv, see Polydor.
Arco Iris, see Mayo.

Aries, Discos de Canarias, San Vicente Ferrer 73, Santa Cruz de Tenerife, Canary Islands. Tel: (922) 27-65-63.
Cable: DISCOSARIES. Chief Exec.: Carmen Garcia Santos; Gen. Mgr.: Luis Gutierrez Solano.

Labels: (Owned) Aries, Canary, Five Disc, Oro.
Aries Musical SA, Provenza 332, Barcelona 37.

Aniela, 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 Secura, Sales Mgr. Antonio R. Ibanez, Promo Dir. Luciano Fuentes, Admin. Dir. Emilio Perez, Co-ord. Helmut Neuhaus, Int'l Div. Jose Eduardo Lerao.

Branch: Madrid 10, General Martinez Compos 9, 1st fl. Tel: (91) 447-4026. Telex: 23537.

Labels: (Owned) Aniela, Baccarola, Eurodisc, Vergara, (licensed) Ariola America (USA), Bronze (UK), Chrysalis (UK), Island (UK), Manticore (UK), Mericana (USA), Motown (USA), Ricordi (Italy), Shelter (USA), Tomato (USA), Virgin (UK).

Int'l reps.: Argentina (RCA), Bolivia (Lauro & Cia), Central America (Dideca), Colombia (Sonolux), Dominican Republic (Discomundo), Ecuador (Fadisa), Mexico (Discolibro), Peru (FTA), Portugal (Phonogram), Uruguay (APSA), USA (Ariola America, Mericana).

Arte & Ciencia, Ygentea 2, San Sebastian.
Arryphon, see Discophon.

Ataio Ingenieros SA, Enrique Larreta 10 & 12, Madrid 16.
Label: (Represented) Sheffield Lab. (USA).

Audiens, see CIMASA.

Audiomundo, see Portadores.
Audio & Video SA, Vallehermoso 32, Madrid. Tel: (91) 448-0955. Accounts Dir. Gen. Fidel Perez Hernandez.

Labels: Audio, Azar, Boa, CD, Fase, Iris, Jack, Magnetic, Mirinda, Off, Spot, UCD.

Auvi SA (Ed. de Audio/Visuales SA), Ronda General Mitre 233, Barcelona 23. Tel: (93) 217-7906. Dir.: Alfonso R. Serra, Sales Mgr.: Joaquin Gomez, Accounting Mgr.: Juan Planas.

Labels: (Owned) Auvi, Gala, Liceo, Tipi, (licensed) Charly (UK), Deesse (France), Rockhouse (Netherlands), Splash (UK), (distributed—not licensed) Baby (Italy), Gicipi (Switzerland), Hansa (Germany), Michael Holm (Germany), Hans Kusters (Belgium), MPA (Switzerland), Mouse (Belgium), Starbox (Denmark), Victor (Japan).

Azar, see Audio & Video.
B & F Ents., Jose Martinez Velasco 8, Madrid 30. Tel: (91) 273-2467. Mng. Dir. Mr. Platon; Export Div. Mgr. Miguel Fernandez (Importer/Exporter).

Baccarola, see Ariola-Eurodisc.
Barlovento, see Als 4 Vents.

Barnafon, see Zafiro.
Bass-Drums, see Satosa.

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 Jahnke.

Branch: Madrid, Arroyo Teatinos 40, Poligon Ind'l Costada Tel: (91) 671-4716/4650. Cable: BELDISCO. Telex: 42065.

Int'l branch: Portugal.
Labels: (Owned) Belter, Impacto, Ocre, Olivo, Olymco, Saucedo 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 (Carnaria), Chile (Quatro), Colombia (CBS—Belter, Copicos—Impact & Olymco), Ecuador (Coprodisa), Mexico (Ariola Disco-Libro—Belter, Peerless—Olymco), Nicaragua (Sonido), Panama (Fonodiscos), Peru (IEMPSA), Switzerland (Finsterwald & Cantacuzene), Turkey (Z Plakilik), UK (Continental), USA (Alhambra), Venezuela (Suramericana). (SEE ADVERTISEMENT)

Benzo Recs., Esparteros, Madrid 12. Tel: (91) 221 55 56.
Beverly, Cea Bermudez 53, Madrid 3. Tel: (91) 243-0800.

Pres.: Antonio Navarro; Gen. Mgr.: Jose Garcia Fraile; Artistic Dir.: Javier Iturralde.

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).

Boa, see Audio & Video.
Boccaccio, 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 Lulli.

Home office: Italy.
C B S SA (Discos), Av. del Generalísimo 25, 9th fl. Madrid 16. Tel: (91) 455-3845/4026. Cable: COLCORED. 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 D, see Audio & Video.
C I M A S A (Compania Industrial de Materiales Acusticos SA), Vallehermoso 14, Madrid 15. Tel: (91) 448-22-00/04/08.

Label: (Owned) Audiens.

Cabra, see Edigsa.
Cactus, see Als 4 Vents.

Camden, see RCA.
Canary, see Aries.

Cancela Tape, see Zafiro.
Cango, see Sayton.

Capitol, see EMI-Decca.
Carillon, see Eutepe.

Carnaby, see Columbia.
Caudal, see Difesco & Zafiro.

Chapa, see Zafiro.
Circulo del Cassette SA, Valencia 70, 2nd fl., Barcelona 15. Tel: (93) 243-8394. Admin'r.: Pablo Lopez Balada.

Circulo de Lectores (Club de Discos) SA, Valencia 344, Barcelona 9. Tel: (93) 258-76-00. Cable: CILEC. Dir.: Juan Mayo.

Labels: (Owned) Orlador, Pergola.
Clave, see Hispavox.

Clavel, see Portadores.
Cobra, see Difesco.

Cofasa (Columbia Phonogram Asociadas SA) (IFPI), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.

Columbia SA (Discos), Apdo. 2299, Av. de los Madroños 27, Parque Conde de Orgaz, Madrid 33. Tel: (91) 200-8040. Cable: DISCOLUMBIA. Telex: 44316. Pres.: Aurora Inurrieta; Mng. Dir.: Enrique Inurrieta; Gen. Mgr.: Enrique M. Garea, A&R Mgr.: Manuel de la Calva; Musical Dir.: Jose Luis Navarro; Mktg. Mgr.: Antonio Martinez; Export/Import Mgr.: Ramon Fernandez; Financial Mgr.: Antonio Fernandez-Peinado; Technical Mgr.: Manuel Pascual; Int'l Repertoire: Jose Manuel Gonzalez Cuevas; Press Promo: Vicente de Juan; Radio Promo Dir.: Gabriel Gonzalez; Int'l Mgr.: Gerhard Haltermann.

Branches: Barcelona 37, Gerona 176. Tel: (93) 257-9007. Mgr.: Rafael Olive; Sales Mgr.: Manuel Cespedes; Promo: Romy Felu; Classical Repertoire Mgr.: Juan Arnau—Seville 10, Constanza 18. Tel: (954) 45-60-59.

Int'l branch: Italy, Las Palmas de Gran Canaria.
Labels: (Owned) Alhambra, Carnaby, Columbia, Iberia, (distributed) Ace of Diamonds (UK), Argo (UK), Aris (Italy), Buddha (USA), Copacabana (Brazil), Decca (UK), London (USA), Ri-Fi (Italy), Som (Brazil), Stiff (UK), Tele-

SPAIN

Population: 36,949,000.
Rate of exchange: \$1 (US) = 70 pesetas.

funken (Germany).
Int'l reps.: Australia (EMI), Austria (Melodia, WEA), Belgium (Fonior), Bolivia (Lauror), Brazil (Som Industria & Comercio), Canada (London), Chile (Sochem), Colombia (Philips), Costa Rica (Discos Latinoamericanos), Ecuador (Famoso), Finland (Finnylve), France (Sofrason), Germany (DGG, Phonogram, Teldec, WEA), Greece (Music-Box, Minos Matsas, Polygram), Guatemala (Discos Latinoamericanos), Israel (CBS), Italy (Aris, Ri-Fi), Japan (King), Mexico (Phonogram), Netherlands (Dureco, Phonogram), Nicaragua (Discos Latinoamericanos), Norway (Phonogram), Panama (Discos Latinoamericanos), Portugal (Vadeca), Sweden (Phonogram), Switzerland (Musikvertrieb), UK (Decca), USA (Alhambra, London), Uruguay (Sondor), Venezuela (Grabaciones Mundiales).
 Compania Fonografica Espanola (IFPI), Augusto Figueroa 39, Madrid 4, Tel (91) 222-7474. Cable MILDISC. Gen Mgr. Carlos Perez Alvaro; A&R Mgr.: Jose Manuel Yanes; Guimbarda Mgr. Manuel Dominguez.
Labels: (Owned) Boccaccio, Explosion, Guimbarda, Poplandia, (licensed foreign) Ballon Noir (France), Cezame (France), L'Escargot (France), Everest (USA), Hexagone (France), Keltia III (France), Logo (UK), Orfeu (Portugal), Paredon (USA), Revolum (France), Rounder (USA), Transatlantic (UK), Trema (France), Ventadorn (France), Wanted (UK).
 R Cuxart (Eds) (IFPI), Montecasino 2, Barcelona 6, Tel (93) 212-5150, 200-9341. Chief Exec. Raimon Cuxart; Gen Mgr.: Ricardo Cabeceran; Sales Mgr. Ramon Villar.
Labels: (Owned) Eda, Stereo 4a Dimension.
 D D C, see Discophon.
 D G, see Polydor.
 D P M, see Distribuidora de Productos Magneticos.
 Dem, see Euromusic.
 Diabolo, see Als 4 Vents.
 Diada, see Dial.
 Dial Discos SA, Av. Generalisimo 165, Madrid 16, Tel (91) 733-5243. Gen. Mgr. Laurentino Ramos; Prod'n Mgr.: Jaime Munoz; Sales Mgr.: Carlos Fernandez; Int'l Mgr.: Inma Ruiz.
Labels: (Owned) Diada, Diamante, Diapason, Limoeiro, Nevada, (licensed) A-S (USA), Ansonia (USA), Audiomasters (USA), Basart (Netherlands), Born Free (Netherlands), Circle Line (Argentina), Everest (USA), Folkways (USA), Garzon (France), Guitarra (Mexico), Magnet (Germany), E Musicali Video (Italy), Orion (USA), RCU (Colombia), Swan Song (Belgium), Tapearc (Brazil), Top Tape (Brazil).
Int'l reps.: Argentina (Circle Line), Chile (Sonidos), Luxembourg (Geopress Int'l), Mexico (Guitarra), Panama (Liberia Ruby).
 Diamante, see Dial.
 Diapason, see Dial.
 Dido, see Als 4 Vents.
 Difesco (IFPI), Fernando Agullo 24, Barcelona 6, Tel (93) 209-3979/3733 Telex 54144. Mng. Dir.: Pedro Siguero; Gen. & Sales Mgr. Santiago Siguero; Accts. Dept. Mgr. Federico Cortes Flores.
Labels: (Owned) Abanico, Caudal, Cobra.
 Dimension, see Ekipo.
 Diplo, see Phonic.
 Discobal SA, C. Felipe de Paz, 4, Barcelona 28, Tel (93) 339-2776. Mgr. Jose Gallego; Art Dir. Jose Manuel Gonzales. (Tape Manufacturer/Distributor).
Labels: (Owned) Discobal, Sira, Sueve.
 Discobro, Pl. Gala Placidia 2, Barcelona 6.
 Discophon SA, Calle Valencia 288, Barcelona 7, Tel (93) 215-3848. Cable DISCOPHON. Gen. & Admin. Mgr. Manuel Alavedra; Gen. & Artistic Mgr. Francisco S. Ortega; Sales Mgr. Antonio Serra.
Branch: Madrid, Calle Antonio Arias 7, Tel (91) 273-9701.
Labels: (Owned) Artyphon, DDC, Discophon, Inici, Top Hits, (licensed) Alegre (USA), Arrow (UK), Basart (Belgium), Best Music (Argentina), Carabine (France), Cine Vox (Italy), Coco (USA), ESP (USA), Ember (UK), Fania (USA), Freedom (UK), GNP Crescendo (USA), International Artists (UK), Laif (USA), Nippon Columbia (Japan), Palacio de la Musica (Venezuela), Phonoco (UK), Purple Eye (Netherlands), Ranwood (USA), SFPP (France), Sonet (Denmark, Norway, Sweden, UK), Specialty (USA), Storyville (Denmark), Supraphon (Czechoslovakia), Swedisc (Sweden), Tico (USA), Triola (Norway), Vaya (USA).
 Distribuidora de Productos Magneticos SA, Gustavo Fernandez Balbuena 26, Madrid 2, Tel (91) 415-44-40. Mgr.: Pedro Mengibar Ortiz; Sales Mgr.: Ismael de Lera Mancenido.
Labels: (Owned) DPM, (represented) Europa (Germany), Joker (Italy), Symphony Tone (Switzerland).
 Documento, see Phonic.
 Drops, see Apolo.
 Duende, see Ekipo.
 E M I-Odeon SA (IFPI), Via Augusta 2 bis, 4th fl., Barcelona 6, Tel (93) 217-0500. Cable GRAMOFONO Telex 52497. Pres. Luis Sagi-Vela; Gen. Mgr. Pierre Maget; Deputy Mgr. Alberto Cardona; EMI-Odeon Div. Opns. Mgr. Rafael Gil; Capitol Div. Mgr. Salvador Perez.
Branch: Madrid 13, Plaza de Ramales 2, Tel (91) 242-5207.
Labels: (Owned) Capitol, EMI, Emidisc, Harvest, MFP, Odeon, Pathe, Regal, United Artists, La Voz de Su Amo, (licensed) Apple (UK), Arista (USA), Baby (Italy), Deutsche Harmonia Mundi (Germany), Discos Top-Hits (USA), La Discoteca (USA), MAM (UK), MPS (Germany), Magnet (UK), McCartney Music (UK), Melodyiva (UK), Oz (Australia), PDU (Italy), Pink Floyd (UK), Private Sound (USA), Purple (UK), RAK (UK), RKM (Belgium), Red Bus (UK), Rolling Stones, Savoy Jazz, Valentim de Carvalho (Portugal).
 Ebano, see Phonic.
 Eda, see R Cuxart.
 Edigsa (Ed General SA) (IFPI), Av. Jose Antonio 654, Barcelona 10, Tel (93) 302-2816. Gen. Mgr. Claudi Martí Pla.
Labels: (Owned) Als 4 Vents, Cabra Edigsa Oliba Pebrots, Xistral, Zeleste, (licensed) Balkanton (Bulgaria), Le Chant du Monde (France), Folkways (USA), Harmonia Mundi (France), Panton (Czechoslovakia).

Int'l reps.: France (Le Chant du Monde, Harmonia Mundi).
 Edi-Master, Berlin 95-97, Entlo A, Barcelona, Tel (93) 250-3907. Dir. Gen. Manuel Catalan Gil; Gen. Mgr. P. Ruiz; Sales Mgr. R. Cartana.
Labels: (Owned) Serie Jobbing, (licensed foreign) Michel Laguens (France), Locomotive (France).
 Ekipo SA, Rosellon 79, Barcelona 15, Tel (93) 321 02 50, 230.30.37.
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) Alondra, Ekipo, Exit, Subur, (distributed) Dimension, Duende, Trebol, Unic (represented) Audio Fidelity (USA), Bia-Bla (Italy), Elite Special (Switzerland), Redifusion (UK), Star (Switzerland), Vogue (Belgium).
Int'l reps.: Austria, Germany, Switzerland (Turicaphon).
 Emidisc, see EMI-Odeon.
 Ensayo (Discos) SA (IFPI), Zaragoza 16-3-5, Barcelona 6, Tel (93) 217-5580. Gen. Dir. Antonio Armet (Distributed by Belter).
Int'l reps.: France (Arabella), Italy (Carosello), Japan (Phonogram Int'l), Netherlands (Sound Prods.), Switzerland (SADE), USA (Desmar, HNH).
 Epic SA (Discos) (IFPI), Generalisimo 25, Madrid 16, Tel (91) 455-3845. Gen. Mgr. Tomas Munoz; Mgr. Ramon Crespo; Sales Mgr. Roberto Navarro.
Labels: (Owned) Epic, (licensed) GTO (UK); A&M, Caribou, Cleveland, Full Moon, GTO, Gala, Heriba, Horizon, Invictus, Kirshner, Monument, Nemporer, Ode, Philadelphia, Portrait, Sweet City, TK, T-Neck, Tomato (all USA).
 Ette, see Als 4 Vents.
 Eufonic, La Fuente 16, Abrera (Barcelona).
 Eurodisc, see Arlora-Eurodisc.
 Euromusic, Capitan Blanco Argibay 139, Madrid 29, Tel (91) 215-7300/15/41. Gen. Mgr. Juan Vilches; Comm'l Mgr.: Jose Rodriguez Bononato; Promos. Dir. Emilio Bueno; Int'l Mgr. Francisco Pastor.
Labels: (Owned) Dem, Euromusic, (licensed) Dureco, PPX, Poker, SAM, Tropical.
 Euterpe, Eresma 12, Colonia El Viso, Madrid Tel (91) 261-8172. Gen. Mgr.: Laureano Irazazabal; Comm'l Mgr.: Carlos Urteaga.
Labels: (Owned) Carillon, Euterpe.
 Exit, see Ekipo.
 Explosion, see Compania Fonografica Espanola & Zafiro.
 Fase, see Audio & Video.
 Fash Tape/Fash Rec., Occidente 82, Hospitalet de Llobregat, Barcelona.
 Jorge Arque Ferrari, Ganduxer 5, Local 13, Barcelona 21, Ficlo Mktg., Plaza Cardona 11, Barcelona 6, Tel (93) 251 95 77 (Distributor).
 Fidiyas SA, Claudio Coello 76, Madrid 1, Tel (91) 226 45 63.
 Five Disc, see Aries.
 Flyson SA (Flash), Praga 25, Barcelona 24.
 Fono-2 Recs., Appdo 22022, Nueva Zelanda 50, Madrid 35, Tel (91) 216-4652. Chief Exec. Jose Luis Alvarez Sanchez.
Labels: (Owned) JLA, (licensed) Stereo Tape (Germany).
Int'l rep.: Germany (Stereo Tape).
 Fonogram SA (IFPI), Av. de America & Hernandez de Tejada s/n, Madrid 27, Tel (91) 267-4200 Telex 22849. Mng. Dir. Mariano de Zuniga.
Branch: Barcelona 9, Calle Bruch 136, Tel (93) 258-3484. Mgr. Ruperto Castro.
Labels: (Owned) Fontana, Mercury, Philips, Vertigo, (licensed) All Platinum (USA), Charisma (UK), Ensign (UK), H&L (USA), MCA (USA), Mountain (UK), Power Exchange (UK), Utopia (UK).
 Fontana, see Fonogram.
 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.
 G M A Recs., Fuencarral 5, Madrid 4, Tel (91) 232.27.74, 231.02.20.
Labels: (Represented) Gas (Mexico), Gema (USA), Infopesa (Peru), Rex (Mexico), Velvet (Venezuela).
Int'l reps.: Mexico (Gas, Rex), Peru (Infopesa), Portugal (Radio Triunfo, Roda), USA (Gema), Venezuela (Velvet).
 Gala, see Auvi.
 Gaviota, see Hispavox.
 Gold, see Satsosa.
 Gomez & Luis, Eusebio Navarro 60, Las Palmas de Gran Canaria, Canary Islands.
 Gong, see Movieplay.
 Grabaciones Alvarez Guedes SL, Fuencarral 5, Madrid 4, Tel (91) 232 27 74.
 Graficas Foco SA (IFPI), Av. de America & Hernandez de Tejada, Madrid 27, Tel (91) 267-4200. Gen. Mgr. Kees Ton.
 Gramusic SA, Tierra de Barros 4, Poligono Ind'l Coslada, Madrid Tel (91) 671-4512. Gen. Mgr.: Juan Santabaya.
Labels: (Owned) Ambar, Gramusic.
Int'l rep.: Portugal (Movieplay).
 Guimbarda, see Compania Fonografica Espanola.
 Happyband, see Sayton.
 Harvest, see EMI-Odeon.
 Heliodor, see Polydor.
 Hispavox SA (IFPI), Torrelaguna 64, Madrid 27, Tel (91) 415-2304. Cable VOX. Telex: 22931. Pres.: Jose Manuel Vidal Zapater, Counsel-Delegate Luis Vidal Zapater, Mng. Dir. Jose Luis Gil Rodriguez; A&R Mgr.: Rafael Trubuchelli; Mktg & Promo. Mgr.: Carlos Sanmartin; Int'l Mgr.: Luis Calvo; Int'l Promo. Mgr.: Marcial Elgueta.
Branch: Barcelona 13, Calle Marina 291, Tel (93) 235-2390 Telex 52599.
Labels: (Owned) Clave, Gaviota, Hispavox, (licensed) AVI (USA), Alvorada (Portugal), Amadeo (Austria), Arion (France), Ariston (Italy), Asylum (USA), Atlantic (USA), Baby (Italy), Beserkyly (USA), Big Tree (USA), Butterfly (USA), CTI (USA), Chant du Monde (France), Copacabana (Brazil), D&M Sound (USA), Damont (UK), Dark

Horse (USA), Delphine (France), Disneyland (USA), Elektra (USA), Erato (France), Fantasy (USA), Gamma (Mexico), Hungaroton (Hungary), Milestone, Nonesuch (USA), Prestige, Reprise (USA), Sire (USA), Stax (USA), Swan Song (UK), Vanguard (USA), Vogue (France), Vox (USA), Warner Bros (USA), Wergo (Germany).
Int'l reps.: Algeria (Siemens), Angola (Radio Triunfo), Argentina (Microfon), Australia (Festival), Austria (Polydor), Belgium (Polydor), Bolivia (Lauror), Brazil (Gravacoes Electricas), Canada (Polydor, Warner Bros.), Central America (Didaca), Chile (Quatro), Colombia (Codiscos), Dominican Republic (Mozart), Ecuador (IFESA), France (Arion, Erato, Polydor), Germany (Polydor), Ghana (Phonogram), Greece (Music Box), Israel (Hatakit), Indonesia (Muscarema), India (Polydor), Jamaica (Dynamic Sounds), Japan (Nippon Columbia, Victor), Korea (Sung Eum), Lebanon (Philips), Morocco (Siemens), Mexico (Gamma), Netherlands (EMI-Holland), New Zealand (Festival), Nigeria (Phonogram), Peru (El Virrey), Portugal (Radio Triunfo), Turkey (Grunberg Ticaret), Scandinavian (Polydor), Singapore (Phonogram), South Africa (Gallo), Switzerland (Finsterwald & Cantacuzen), UK (Warner Bros.), USA (Alhambra, Musical Heritage, Sire, Warner Bros., West Side Latino, Vox, etc), USSR (Melodiya), Uruguay (Palacio de la Musica), Venezuela (All Stars), Yugoslavia (RTB), Zaire (Phonogram) (SEE ADVERTISEMENT).
 Iberia, see Columbia.
 Iberca del Sonido, Principe 12, Madria.
 Impacto, see Belter.
 Inici, see Discophon.
 Iris, see Audio & Video.
 Rafael Izquierdo, Carrero Blanco 5, Chiclana de la Frontera (Cadiz).
 J L A, see Fono-2.
 Jack, see Audio & Video.
 K-tel, Velazquez 101, Madrid 6, Tel (91) 411-2613.
 Kardantxa, see Movieplay.
 Liceo, see Auvi.
 Lmoeiro, see Dial.
 Lord Pop, Ferrer del Rio 33, Madrid 28.
 Lova (Discos) SA, Pl. Maragall, 15, Entl. Barcelona 27.
 M F P, see EMI.
 M G M, see Polydor.
 Magnetic, see Audio & Video.
 Maller SA, Vicente Juan Rosello 22, Palma de Mallorca.
 Marler SA (IFPI), Paseo de la Virgen del Puerto 7, Madrid 5, Tel (91) 265-7800. Gen. Mgr. Emilio Fernandez; Antonio Martinez; Sales Mgr.: Vicente Jimenez; Int'l Mgr.: Jose L. de Andres.
Labels: (Owned) Marfer, Succes, Trama, Turquesa, (licensed) Arrowbats (UK), Everest (USA), Pyramid (USA), Record Serv (Italy), Roulette (USA), Springboard (USA), Turicaphon (Switzerland), Vox (USA).
Int'l reps.: Colombia (Republic Distribudora Dominicana), Dominican Republic (Distribudora Dominicana), Germany (Bellaphon), USA (Godel), 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, Mavo, Selection, 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).
 Mercurio Discos, Molinda 7, Madrid.
 Mercury, see Fonogram.
 Metodos Vivos SA, Muntaner 479, Barcelona 21.
 Mirinda, see Audio & Video.
 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 Monillo; 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), Areito (Cuba), Barclay (France), Chiswick (UK), Condor/Dicap (France), Egg (France), Everest (USA), Guide Int'l Du Disque (France), Hemisferio (Argentina), Intercord (Germany), Joker (Italy), Melody (Mexico), Orfeon (Mexico), Sær (Italy), 20th Century (USA).
Int'l reps.: Argentina (CBS), Australia (Festival), Austria (Intercord), Canada (Caytronics), Costa Rica (Didaca), Dominican Republic (Alhambra), El Salvador (Didaca), France (Barclay, Chant du Monde, Sofrason), Germany (Intercord), Guatemala (Didaca), Honduras (Didaca), Italy (Durium, FMA), Japan (Toshiba), Mexico (Melody), Netherlands (CNR, Phonogram), Nicaragua (Didaca), Switzerland (Evasion), Turkey (Ozerman), Uruguay (CBS), USA (Alhambra, Caytronics), Venezuela (Grabaciones Mundiales).
 Nevada, see Dial.
 Novola, see Zafiro.
 Ocre, see Belter.
 Odeon, see EMI-Odeon.
 Off, see Audio & Video.
 Oliba, see Edigsa.
 Olivo, see Belter.
 Olympo, see Belter.
 Opalo, see Productora de Grabaciones.
 Orlado, see Circulo de Lectores.
 Oro, see Aries.
 Ots, Narrica 31, Lasarte, San Sebastian.
 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.
- Pardal, see Apollo.
- 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.
- Pazo SA, Enamorados 34, Barcelona 13.
- Pebrots, see Ediga.
- Percasa, Via Carpetana 71, Madrid 19.
- Pergola, see Circulo de Lectores.
- Philips, see Fonogram.
- Phonic SA, Calle Madrastro 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)** Arrowtats (UK), Beatt Int'l (UK), Creole (UK), Locomotive (France), Versatile (USA).
- Phonorecord, Cuesta de Santo Domingo, Madrid 11. Tel: (91) 241-0509 / 0580. Dir.: Maximino Baratas.
- 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.
- Branch: Barcelona 9, Bruch 136. Tel: (93) 207-0739.** Contact: Antonio Rovira.
- Labels: (Owned)** Archiv, DGG, Heliodor, MGM, Polydor, Polyphon, Triumph, Verve; **(licensed)** Capricorn (USA), Cube (UK), EG (UK), MN (France), Oyster (USA), Pablo (USA), RSO (USA), Spring (USA).
- Polyphon, see Polydor.
- Poplandia, see Compania Fonografica Espanola & Zafiro.
- Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 419.94.72. Gen. Mgr.: J.M. Estebanz Mansilla.
- Labels: (Owned)** Audiomundo, Clavel, PDS; **(licensed)** Beatt (UK), Charly (France), Magnet (Switzerland).
- Practiphone, Flora 1, Madrid 13.
- Presa, Av. del Generalissimo 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.
- Puput, see Zafiro.
- Puzzle, see Zafiro.
- Quality, see Satosa.
- RCA SA, Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600. Gen. Mgr.: Alberto Galtes; A&R & Int'l Liaison: Ernesto Duarte.
- Branches:** Barcelona, Bilbao, Seville, Valencia.
- Labels: (Owned)** Camden, RCA, RCA Red Seal, Victrola, Vik; **(licensed)** CAM, Especial, Fonol, PDS, GMA, GTA, Microfon, Musimar.
- Int'l reps.:** Worldwide (RCA). (SEE ADVERTISEMENT)
- Regal, see EMI-Odeon.
- Ronald SA, Padilla 386, Barcelona 13.
- Satosa, Consejo de Ciento 83, Barcelona 15. Tel: (93) 325-9500. Gen. Mgr.: Jose Ma. Sanvisens; Sales Mgr.: Jose Ma. Collado.
- Labels: (Owned)** Gold, Quality, Satosa, **(licensed domestic)** Bass-Drums, **(licensed foreign)** Big-Bear (UK), Euro (Italy), Mandarin (France), Tapacar (Brazil), Turicaphon (Switzerland), Village (France).
- 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.
- Selection, see Mayo.
- Selector, see Phonic.
- Serie Jobbing, see Edi-Master.
- Seven 7, Fuente del Coll 15, Barcelona 23.
- 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.
- Sira, see Discobal.
- Sonitec, Gomis 46, Barcelona 23.
- Sound, see Phonic.
- Spiral, Gomis 42, Barcelona 6. Tel: (93) 211.22.04.
- Spot, see Audio & Video.
- Stereo 4a Dimension, see R. Cuxart.
- Streak, see Phonic.
- Subur, see Ekipo.
- Success, see Marfer.
- Sueve, see Discobal.
- Temple, see Mayo.
- Tic, see Als 4 Vents.
- Tic-Tac, Amaya 14, Pamplona (Navarra).
- Tipi, see Auvu.
- Top Hits, see Discophon.
- Trama, see Marfer.
- Trebol, see Ekipo.
- Triton Eds., Lepanto 392, Barcelona 25.
- Triumph, see Polydor.
- Trova Rees SA, Isla de Java 60-62, Madrid 34. Tel: (91) 734-1212/1262. Pres.: Manuel Paz; A&R Dir.: Alberto Nunez Palacio; Sales Mgr.: Juan Jose Barroso; Int'l Mgr.: Jose Manuel Martin de la Plaza.
- Labels: (Owned)** Trova, **(licensed foreign)** Acanta (Germany), Audiofidelity (USA), Casino (Canada), Chiarocuro (USA), Image (USA), Improv (USA); **(distributed—not licensed)** Orinda (USA).
- Int'l reps.:** Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama (all Dicesa); Colombia (Disco-teca), Venezuela (Disco-teca).
- Turquesa, see Marfer.
- U C D, see Audio & Video.
- Unic, see Ekipo.
- United Artists, see EMI-Odeon.
- Vampire, see Singleton.
- Vergara, see Ariola-Eurodisc.
- Vertigo, see Fonogram.
- Verve, see Polydor.
- Victoria, Larrat 34, Barcelona 24.
- Victrola, see RCA.
- Vik, see RCA.
- La Voz de Su Amo, see EMI-Odeon.
- Wah-Wah Producciones Discograficas, Saliente, A. Madrid 30. Tel: (91) 274-3208. Telex: 43241. Pres.: Ricardo Manzanares. (Importer/Exporter)
- Xeira, see Movieplay.
- Xistral, see Ediga.
- Yup, see Movieplay.
- Zafiro SA (IFPI), Apdo. 14177, Av. de Cantabria 2-4 & 6, Madrid 22. Tel: (91) 742-1261. Cable: ZAFIRO. Telex: 22690. Mng. Dir.: Esteban Garcia Sorens; Gen. Mgr.: Antonio Ortega; Sales Mgr.: Jose Mago-Vela; Int'l Mgr.: Angel Prieto; Int'l Co-ord. Sec'y: Aida Genta.
- Labels: (Owned)** Barafon, Cancela Tape, Caudal, Chapa, Difesco, Montilla, Novola, Puput, Puzzle, Zafiro; **(licensed)** Cetra (Italy), DJM (UK), Far Out (USA), Forit (Italy), Janus (USA), Mezkhkiga (USSR), Musart (Mexico), PWM (Poland), Prelude (USA), Slovart (Czechoslovakia); **(distributed—not licensed)** Boccaccio, Explosion, Guimbarda, Logo, Poplandia, Transatlantic (UK).
- Int'l reps.:** Argentina (Phonogram), Bolivia (Lauro), Colombia (Orbe), Ecuador (Fadisa), El Salvador (Discos Centroamericanos), Mexico (Musart), Panama (Prom-disc), Peru (FTA), 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)
- Zelete, see Ediga.
- Zzelesta 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.
- Acropol (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.
- Amancer Ed. Musicales (SGAE), see Quiroga.
- April Music (SGAE), Av. Generalissimo 25, 9th fl., Madrid 16. Tel: (91) 455-3845. 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), Chrysalis (UK).
- Int'l reps.:** Argentina (Relay), Colombia (Sono-Inter), Mexico (Arabella), Peru (Prodema), Venezuela (Unimusic).
- Astare Europa, Espanoleto 16, Madrid 4. Tel: (91) 223.49.87.
- 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, Poligono Ind'c Coslada, Madrid. Tel: (91) 671-4716. Cable: BELDISC. Edice. 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).
- Boccaccio Eds. Musicales (SGAE), Recoletos 11-2C, Madrid 1. Tel: (91) 276-9230. Cable: EDIMONT. Gen. Mgr.: Margarita Tamames.
- Int'l firms represented:** Robinsong (France), Superwop (UK).
- 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) 416.7558/7512/7654. Telex: 23955. Mng. Dir.: Giuseppe Lulli.
- CPI Compania Fonografica, Av. del Generalissimo 4, Madrid, Tel: (91) 262.41.66.
- Cadencia (Eds.) (SGAE), Virgen de Aranzazu 23, Local F, Madrid 34. Tel: (91) 734-7651. Pres.: Carmen Macicior Jadrake; Mng. Dir.: Federico Moreno-Torroba Larregla.
- Int'l firms represented:** Five Continents (USA), New Music (Belgium).
- Int'l reps.:** Benelux (Mendaur in Belgium), Colombia (Brambila), France (Caravelle), Japan (Zen-on), Mexico (Brambila), North America except Mexico (Casa Latina), 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/Colombia, Shelby Singleton, Tree, Twentieth Century (all USA); **Robert Mellin Iberica SA—Robert Mellin (UK USA); Eds. Musicales Sympathy SA—Maraquani (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) (SGAE), see Quiroga.
- Clipper's (Grupo Ed.) (SGAE), Rambla de Catalunya 10, 3rd fl., Barcelona 7. Tel: (93) 317-4686/90. Telex: 51539. Chief Exec.: Julio Guiu Clara; Dirs.: Julio Guiu Arbelo, Vinuesa Gimenez.
- Int'l firms represented:** ATV (UK, USA), Arc (USA), Barn (UK), Bluetunes (UK), Broken Arrow (USA),
- Campbell Connelly (UK), Crazy Crow (USA), DeShufflin (USA), Eaton (UK), Robin Gibb (UK), Giving Room (USA), Gold Hill (USA), Guerrilla (USA), Heath Levy (UK), Tony Hiller (UK), Island (UK), Kamakazi (USA), Keca (USA), Don Kirshner (USA), Kirshner Songs (USA), Ladysmith (UK), Lupus (UK), Joni Mitchell (USA), Nimbus 9 (Canada), Northern Songs (UK), Regent (USA), Ricordi (Italy), Rock (UK), Paul Simon (USA), Silver Fiddle (USA), Siquomb (USA), Staysail (USA), Thin Ice (USA), Warner Bros. group (USA), Lawrence Wright (UK).
- Coculla, Torrega lindo 5, Madrid 16. Tel: (91) 250-2330.
- Curci de Espana SL, see Canciones del Mundo.
- Daimon, Provensa 284, Barcelona 8. Tel: (93) 288.99.28. Cable: EDIDAIMON.
- Dial Discos Ed. Musicales SA, Av. Generalissimo 165, Madrid 16. Tel: (91) 733-5243. Cable: DIALDISCO MADRID. Gen. Mgr.: Laurentino Ramos; Int'l Mgr.: Inma Ruiz.
- Dim (Eds. Musicales), see Astare.
- 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) 217-0500. Telex: 52497. Pres.: Luis Sagivela; 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), Sumac (USA), Tree.
- 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 Rippa (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 Fortuny.
- Hispania (Eds.), Av. Jose Antonio 31, Madrid 13. Tel: (91) 231.26.33. Pres. & Gen. Mgr.: Julian-Mario Suarez; Sales Mgr.: Mario S. Ruiz.
- Int'l firms represented:** Kassner (UK), SESAC (USA).
- Int'l rep.:** USA (SESAC).
- Hispanovox SA (Eds. Musicales), Torrelaguna 64, Madrid 27. Tel: (91) 415-2304. Cable: EDIVOX. Telex: 22931. Gen. Mgr.: Amado Regueiro.
- Int'l firms represented:** Emlasa (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 reps.:** 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.
- Kardantax 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 Belis (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.), Berlin 95-97, Entlo. A, Barcelona. Tel: (93) 250-3907. Dir.: Alberto Ros Blasco; Gen. Mgr.: Manolo Catalan Gili.
- 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:** Demail, MAJ (Both USA).
- J. Mari (Eds.), Gomis 42, Barcelona 23. Tel: (93) 212-6295. Gen. Mgr.: Jorge Marti Huget.
- 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 Macicior Jadrake; Mng. Dir.: Federico Moreno-Torroba Larregla.
- Int'l branch:** Belgium.
- Int'l firms represented:** Abacus (USA), Artistic (USA), Bolero Musimex (Mexico), Brambila (Mexico), Ramos Brambila (Brazil), Caravelle (France), Casa Latina (USA).
- Int'l reps.:** Colombia (Brambila), France (Caravelle), Japan (Zen-on), Mexico (Brambila), North America except Mexico (Casa Latina), South America except Colombia & Venezuela (Casa Latina), UK (Casa Latina), Venezuela (Brambila).

Mills Music Espanola (SGAE), see Quiroga.
 Ivan Mogull Espanola SA, see Notas Magicas.
 Montserrat (Eds. Musicales) (SGAE), Recoletos 11-2C, Madrid 1. Tel: (91) 276-9230. Cable EDIMONT Gen. Mgr. Margarita Tamames.
Int'l firms represented: Greenwich (USA), Morning (Canada), USA, Tabitha (UK), Venice (USA).
 Mundo de Ritmos (Ed.) (SGAE), see Quiroga.
 Musical Emporium, Ramba Canaletes 129, Barcelona 2.
 Musica Moderna (Ed.) (SGAE), Marques de Cubas 6, Madrid 14. Tel: (91) 221-5593. Ed. & Gen. Mgr. Antonio Carmona.
 Mycos SA, see Discorama.
 New Music Espana (SGAE), see Cadencia.
 Notas Magicas SA (Grupo Ed.) (SGAE), Calle Requeros 8, Madrid 4. Tel: (91) 419-1406/8591. Cable EDIMAGICAS. Pres. Enrique Inurrieta. Gen. Mgr. Enrique Garea. 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' Co. (SUISA), Via Augusta 59, Desp. 805, Barcelona 6. Tel: (93) 228-3800. Telex: 54015. Chief Exec. & Gen. Mgr. Madlen E. Singleton.
 Opern 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) 211-6558. 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, Poligono Ind'l de Coslada, Madrid. Tel: (91) 671-45-12. Gen. Mgr.: Manuel Sancho, Mgr. Valentin Rodriguez.
 Pipa SA (Eds.), see Discorama.
 Piramide, see Discorama.
 Quiroga (Eds.) (SGAE), Alcalá 70, Madrid 9. Tel: (91) 276-3950/66. 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), Alshire (USA), American Broadcasting (USA), Belwin-Mills (UK, USA), Bron (UK), Carish (Italy), Ecomus (Colombia), Hans Gerig (Germany), Gopam (USA), Intune (UK), Lady Jane (USA), Edward B. Marks (USA), Musicabana (Cuba), Eds. Musicales (Cuba), Orbe (Venezuela), Prodemus (Colombia), Rockin' (UK), B. Schott's Soehne (Germany), Andrew Scott (USA), Suvini Zerboni (Italy), Tonos (Germany).
Int'l reps.: Canada, UK, USA (all Belwin-Mills), Chile (Equus), Colombia (Ecomus).
 R C A Espanola SA (Eds. Musicales), Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600/7818. Telex 22460. Pres.: Alberto Galtés, Dir.: Antonio Martinez.
Int'l firms represented: Angel (UK), Annie (UK), Antisia (USA), Associated (Australia), Average (USA), Barton (UK), Big Sky (USA), Brial (USA), Bubba (UK), CAM (USA), Campel (Mexico), Clandaee (UK), Clave (Brazil), Cyclus (Germany), Ding Dong (UK), Dunbar (Canada), Dwarf (USA), Edim (Mexico), Ellislan (UK), 57 Street Entertainment (USA), Give Me A Break (USA), Gloucester (UK), Hal (UK), Quincy Jones (USA), Just Over The Bridge (USA), KBL (USA), Kidada (USA), Koppelman-Bandier (USA), Ledacian (USA), Loraine (UK), Maraville (UK), Mark (UK), Memory Lane (USA), Metal Machine (USA), Metropole (UK), Midwood (UK), Mr. Music (UK), Mood (UK), Monshana (UK), Monster (Brazil, France, Italy), RCA Jagure (Brazil), RCA Leme (Brazil), Ramblin' Rose (UK), Ram's Horn (USA), Rashida (USA), Relay (Argentina), Sharon (UK), Eddie Shaw (UK), Show Biz (UK), Songs of Bandier-Koppelman (USA), Songs of Manhattan Island (USA), Sono Inter (Colombia), Soul (UK), Sparta Florida group (UK), Larry Spier (USA), Stillman (USA), Street (UK), Sunbury (Canada, UK), Thornwood (USA), Totem Pole (UK), Trans Music (UK), Vignoble (UK), Victor (Brazil), Scott Wolfe (UK), Woodshed (UK), Yellow Brick Road (USA), Faron Young co. (UK) (SEE ADVERTISEMENT).
Int'l rep.: Australia (Associated).
 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), Bre tkopf & Haertel (Germany), Deutscher (Germany), Henle (Germany), Heugel (Germany), Hofmeister (Germany), Edwin F. Kalmus (USA), Musica Budapest (Hungary), PWM (Poland), Peters (Germany), Le Pupitre (France), Suvini Zerboni (Italy), Universal (Austria).
 Ri-Fi Espanola, see Notas Magicas.
 Ritmo & Melodia (SGAE), Villarroel 18, Barcelona 11. Tel: (93) 224.44.33.
 Sagitario SA (Eds. Musicales)—Pres. Augusto Alguero—see Canciones del Mundo.
 Sikorski Espanola, see Notas Magicas.
 Sintonia SA Eds. Musicales, Calle Vallehermoso 32, Madrid 15. Tel: (91) 445-8678/6465. Gen. Mgr.: Bartolome Espadale.
Int'l firms represented: De Wolfe (UK), Hudson (UK), Mozart (Germany, UK), Raphaelae (Germany), Rouge (UK), Sylvester (UK).
 Southern Music Espanola SA (SGAE), Diputacion 337, Barcelona 9. Tel: (93) 225-6197. Cable: SOUTHMUSIC. Telex: 54040. Mgr.: Jose Carreras Moysi. Consultant: Manuel G. Salinger.
Branches: Madrid 4, Hortaieza 18. Tel: (91) 231-0661—Valencia 5, Arzobispo Melo 3. Tel: (960) 33 19 35.
Home office: USA, Southern Music Publ' 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 Quiroga.
 Union Musical Espanola SA (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: (91) 221-4612.
 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, Hortaieza 18. Tel: (91) 231-0661.
 Zafiro (Eds. Musicales), see Discorama.
 Zzelestia (Eds. Musicales), Pedro Muguruza 8, 5th fl., Madrid 16. Tel: (91) 250.37.11.

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.: Claudio Marti Pla; Sales Mgr.: Santiago Desongles, Int'l Promo Mgr.: Ricard Canbra.
 Grupo Profesional SA, Rosellon 79, Barcelona 15. Tel: (93) 250.51.04. Dir.: Matto Fortuny.
 Iberofon SA, Av. Fuentemmar 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.

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A N A I P (Asociacion Espanola de Industriales de Plasticos), Raimundo Fernandez Villaverde 45, Madrid 3. Tel: (91) 234-7697. Pres. Ramon M. Azcue; Gen. Mgr.: Jose M. Cavanillas.
 A N E R S (Asociacion Nacional de Empresas de Registro de Sonido), Cincá 25, Madrid 2. Exec. Sec. y: Jose Luis Uguet de Resayre.
 Agrupacion de Empresas de Produccion de Fonogramas, Castello 18, Madrid 1.
 Asociacion Espanola de Editores de Musica, San Jeronimo 29, Madrid 14.
 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 25. 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.: Claudio Marti Pla; Sales Mgr.: Santiago Desongles, Int'l Promo Mgr.: Ricard Canbra.
 Graficas Caro, Isabelita Usera 69, Madrid.
 Iberofon SA, Av. Fuentemmar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex 42797.
 Portadores de Sonido SA, Hortaieza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebanz 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, Cornella 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.
 Colasa (Columbia Fonogram Asociadas SA), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
 D A F S A (Difusora Audio Grafica), 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 64, Madrid 27. Tel: (91) 415 23 04. Telex 22931. Cable VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra.
 Iberofon SA, Av. Fuentemmar 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.
 Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415 23 04. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra.
 Iberofon SA, Av. Fuentemmar 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, Hortaieza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebanz 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.

TAPE CUSTOM DUPLICATORS

Bias SA—Registro del Sonido, Fabregas 37, Esplugas de Llobregat, Barcelona. Tel: 317-6400/6050. Gen. Mgr.: Enrique Villalta.
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., 8-tr. quadraphonic, 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.
 Colasa (Columbia Fonogram Asociadas SA), Av. de America & Hernandez Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
Audio: Cassette.
 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, 3/4" 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.
Audio: Cassette.
 Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415 23 04. Telex 22931. Cable VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra. (PKG)
Audio: Cassette.
 Iberofon SA, Av. Fuentemmar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex 42797. (PKG)
Audio: 8-tr., 8-tr. quadraphonic, cassette.
 Person Iberica SA, Torre de Vidale 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.
 Portadores de Sonido SA, Hortaieza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebanz Mansilla.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.
 Sintonia SA, Vallehermoso 32, Madrid 15. Tel: (91) 445-8678/6465. Gen. Mgr.: Bartolome Espadale.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

● supplies

CARTRIDGE & CASSETTE PARTS

Fonoplast SA, Av. Jose Antonio 142-5a Planta, Esplugas de Llobregat, Barcelona. Tel: (93) 371 60 16, 371 64 00. Gen. Mgr.: Joan Andres Berenquer.
 Iberofon SA, Av. Fuentemmar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex 42797.
 Person Iberica SA, Torre de Vidale 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.
 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 60 16, 371 64 00. Gen. Mgr.: Joan Andres Berenquer.
 Iberofon SA, Av. Fuentemmar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex 42797.
 Person Iberica SA, Torre de Vidale 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.
Audio: Cassette.
 Portadores de Sonido SA, Hortaieza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebanz Mansilla.
Audio: 8-tr., 8-tr. quadraphonic & cassette.
Brand name: Audio Magnetics.

ENVELOPES & MAILERS

Iberofon SA, Av. Fuentemmar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex 42797.

JACKETS & SLEEVES

Artigrafia, Tucan 12, Madrid 19. Tel: (91) 228.92.09. (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.
 Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 467-4200. Gen. Mgr.: Kees Ton.
 Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415 23 04. Telex 22931. Cable VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra. (Jackets only).
 Hostench SA (Talleres Graficos), Corcega 231-233, Barcelona 11. Tel: (93) 230 55 37. Cable FERHOSVILA. (Jackets only).
 Iberofon SA, Av. Fuentemmar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex 42797.

Martin (Graficas), Anafil 5, Madrid 19. (Jackets only)
Ofset ALG, San Raimundo 31, Madrid 20. (Jackets only)
Selecolor 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
Graficas Foco SA, Av. de America & Hernandez de Tejada,
Madrid 27. Tel: (91) 267-4200. Gen. Mgr. Kees Ton.
(Labels only)
Hispafox SA, Torrelaguna 64, Madrid 27. Tel: (91)
415.23.04. Telex: 22931. Cable: VOX. Mng. Dir.: Jose
Luis Gil; Special Projects Gonzalo Llodra
Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada,
Madrid. Tel: (91) 671-2200 Telex 42797. (Labels
only)

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.: Jorge Guardia.
Sales Mgr. Carlos Wuest. (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.
Fonoplast SA, Av. Jose Antonio 142-5a Planta, Esplugues de
Llobregat, Barcelona. Tel: (93) 371.60.16, 371.64.00.
Gen. Mgr. Joan Andres Berenquer. (Blank only)
Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada,
Madrid. Tel: (91) 671-2200 Telex 42797.
Audio: 8-tr., cassette.

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)
410-3130. 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.
Scotch, see 3M.
3 M Espana SA, Josefa Valcarcel 31, Madrid 27. Tel: (91)
742.00.12. Telex: 27499. Mng. Dir.: G.J. Partington;
Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonino
Vergara; Mktg. Mgr.: Manuel de Martin-Barbadillo.
Audio: 8-tr., cassette, open reel.
Video: Blank—1" open reel, 1" cartridge, 3/4" cassette,
1/2" EIAJ open reel, 1/2" EIAJ cartridge, Beta & VHS
cassette.
Brand name: Scotch.

● accessories
manufacturers

Audio SA, La Granada 34, Barcelona 6. Tel: (93) 217-1554.
Telex: 54293. Gen. Mgr.: Carlos Pueyo; Sales Mgr.:
Antonio Colome.
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.
Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada,
Madrid. Tel: (91) 671-2200 Telex 42797.
Product: Carrying & storage cases, catalog servs., 45
rpm adapters, leader tape.
Mabel, Calle Ripollés 84, Barcelona 13. Tel: (93) 235-4000.
Product: Needles.
Brand name: Stanton.
Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91)
410-3130. Gen. Mgr.: J.M. Estebarez Mansilla.
Product: Head cleaners.
3 M Espana SA, Josefa Valcarcel 31, Madrid 27. Tel: (91)
742.00.12. Telex: 27499. Mng. Dir.: G.J. Partington;
Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonino
Vergara; Mktg. Mgr.: Manuel de Martin-Barbadillo.
Product: Head cleaners, demagnetizers, leader &
splicing tape.

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

Munspphone Rec'g Co., PO Box 2380, Khartoum. Tel:
73355, 81388, 73990.

Labels: (Owned) Munspphone: (represented) Chahat-
phone (Chad), Sono Cairo (Egypt), Sout el Phan (Egypt,
Greece).
Int'l reps.: Chad (Chahtaphone), Egypt (Sono Cairo),
Ethiopia (Impex Radio, Yared Music Shop), Libya (El Fe-
zani).

● services

DESIGN & ARTWORK (rec. only)
PRINTER & LITHOGRAPHER (rec. only)
RECORD PROMOTION

Munspphone Rec'g Co., PO Box 2380, Khartoum. Tel:
73355, 73990, 81388.

● accessories
manufacturer
store fixtures &
merchandising
aids manufacturer

Munspphone 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, need-
les, 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,
Whit Monday, 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, PO Box 1776, Paramaribo. Tel:
72095. Exec. Dir.: Wilfred Amstelveen; Mng. Dir.:
(USA) Julian Reyna.
Labels: (Owned) Bluegrass, Catharsis, Graffiti.

● 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) = 4.40 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: LP's 1978—16,000,000 units,
\$127,220,000; 1977—16,100,000 units,
\$114,780,000. Singles 1978—1,600,000 units,
\$4,000,000; 1977—1,400,000 units, \$3,040,000.
Average retail price per record: LP's—\$7.80, singles—
\$2.50.

Stereo sales: 100% of total.
Record club sales: 10% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer system pre-
dominates. There are two major rack jobbers. Grammo-
rack, which is owned by the industry and Playmusic AB,
which together comprise about 20% of the market. Direct
importing is frequent.

Type of promotion: Government-controlled and non-com-
mercial radio and TV are the prime media for the promo-
tion of records. The major daily evening newspapers are
important for advertisements and reviews. Discoteques
are also significant, as are in-store video presentations.
Jukeboxes: 1,000.

TAPE:

Market: Cassette sales have now stagnated, with 1978 sales
somewhat lower than those of 1977. About 14 million
blanks were sold in 1978, a factor influencing the cas-
sette sales decline. A large number of playback equip-
ment in use points to frequent home duplication which
affects the pre-recorded LP and tape market.

Pre-recorded tape sold domestically: Cassette 1978—
2,900,000 units, \$25,450,000, 1977—3,300,000
units, \$26,520,000.
Average retail price per tape: Cassette—\$8.60.

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. 24 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 two
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, Skattegaerdsvaegen 49, S-162
11 Vaellingby. Tel: (08) 739-26-50/22-08. Exec. Ivan
Sundberg. (Distributor/Importer)

Labels: (Distributed—not licensed) Audio Fidelity,
CBS, Chiaroscuro, Choice, Classic Jazz, Improv, Inner
City, Master Jazz, Monmouth-Evergreen, Progressive
(all USA), Black & Blue (France), Dragon (Sweden), Fer-
mat (Sweden), Out (Sweden).

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 An-
derson.

Labels: (Owned) Amigo. (distributed—not licensed)
Advent (USA), Albatross (Italy), Anatolia (Sweden),
Baerenreiter (Germany), Beehive (USA), Black Saint
(Italy), Cassandra (USA), Celler (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), Jefferson (Sweden),
Joliet (USA), Malvina Reynolds (USA), Movieplay
(Spain), Musidisc (France), Nessa (USA), Nighthawk
(USA), Ocora (France), Paredon (USA), Plaene (Ger-
many), Roldex (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.
Arrival, see Polydor.
Arrival, see K-tel.
Arrow Recs., PO Box 295, Aegatan 28, S-580 01 Lin-
koping. Tel: (013) 114-923/933. Gen. Mgr.: B.
Roger Fransson; Sales Mgr.: Benny Lindell; Label Mgr.:
Chris Sorerman.

Artist, see Nordiska
Asylum, see WEA Metronome.
Atco, see WEA Metronome.
Atlantic, see WEA Metronome
Attack Recs. (Scandinavia) (IFPI), Dalagatan 12, Stockholm.
Tel: (08) 30-44-60. Dirs. Sanji D. Tandani, Cyril Hynes,
Hans Kjell; Disco Contact: Fredrick van Rosen.
Labels: (Owned) Attack, Magic, Pool, Tandani; (li-
censed foreign) Blue (UK), Kingpack (UK).
Int'l reps.: UK (Blue), USA (Record Haven).

Aubergine Grammofonproduktion AB (IFPI), Vikingagatan
22, S-113 42 Stockholm. Tel: (08) 32-36-00. Pres.:
Ove Hansson; Prod'r. Curt Peterson.
Branch: S-411 29 Goetoberg, Landalabergen 20. Tel:
(031) 16-26-90.

B A S F Svenska AB, Kungsporsavengens 31-35, S-411 36
Goberg. Tel: (031) 31-32-30 Telex: 2327.
Barnprod., see Nordiska.

Bastun Studio AB, Bastugatan 39, S-117 25 Stockholm. Tel:
(08) 84-18-75. Pres.: Peter Olsson; A&R Dir.: Anders
Larsson.

Labels: (Owned) SWS (distributed by EMI, Scandinavia
Music Dist'n), YTF (distributed by Scandinavian Music
Dist'n)

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 Sweetco.
Bohus AB (Grammofon) (IFPI), PO Box 24, S-442 01 Kun-
gaevle. Tel: (0303) 109-90, 168-71. Mng. Dir.: Bjarne
Lundqvist; Gen. Mgr.: Gert Lengstrand. (Distributed by
Mariann)

Labels: (Owned) Bohus; (licensed) EMI (Norway).

Boogie, see Scrinta
Bourre, see Skandinavisk Musikstjanst.

Bra Musik/Skandinavisk Press AB, PO Box 811, S-201 80
Malmo. Tel: (040) 10-18-30. Telex: 32575. Mktg.
Mgr. Rolf Nilstam; Prod. Mgr.: Hans-Ingvarg Hansson.

Bums, see EMI.

Butler, see Arne Bill.
C A M Scandinavia AB, Wibomsvaeg 7 BV, S-171 60 Solna.
Tel: 82-44-01. Telex: 21411. (Distributed by Mariann)

Home office: Italy.
C B S Recs. AB, PO Box 20037, Mariehallsvaegen 40,
S-161 20 Bromma. Tel: (08) 98-02-50. Cable: COLRE-
CORD. Telex: 17736. Mng. Dir. Sten af Klinteberg; Fi-
nancial Mgr.: Ingmar Ostberg; Mktg. Mgr. Lennart
Backman.

Labels: (Owned) CBS, Cupol, Date, Embassy, Epic, Har-
mony, Portrait; (distributed) Fyra Skilling, Glendisc; (li-
censed) 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 Grammfolon 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
 Chart, see Sonet
 Cirrus, see Sonet
 Cisco, see Country Korral
 Clanta Grammfolon, Normalstorg 18, S-111 46 Stockholm Tel (08) 21-90-19
 Walter Cohn, Bromsvagen 25, S-125 30 Alvsjo. Tel (08) 47-35-46 (Distributor)
 Columbia, see EMI
 Country Music Center, Maria Skolgata 38, S-116 62 Stockholm.
Label: (Represented) Sierra/Briar (USA).
 Cotillon, see WEA Metronome
 Crystal, see EMI
 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
 Discolor 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 Saltsjo-Boo. Tel (08) 747-9332. Gen Mgr.: Lars Westin, Sales Mgr. Jan Wallgren (Distributed by Ad Lab)
 Dux, see Phonogram.
 EMI Svenska AB, Tritonvaegen 17, Fack, S-171 19 Solna 1. Tel (08) 730-0060. Cable. EMIGRAM. Telex 10046 Mng. Dir. Rolf Nygren; Mktg. Mgr. Peder Hedstrand, Sales Mgr.: Hans Ohlin; Promo. Mgr.: Kjell Ahlqvist, Int'l A&R Mgr. Lars Bremer.
Labels: (Owned) Angel, Capitol, Columbia, Crystal, Dacapo, Double Up, EMI, EMI America, EMI Int'l, Electrola, Emidisc, Encore, HMV, Harvest, Music for Pleasures, Odeon, One Up, Oz, Parlophone, Pathe, Regal, Regal Zonophone, Rondo, Seraphim, Sidewalk, Souvenir, Starline, Stateside, Talisman, Tower, Waveley; (licensed) AVI (USA), Arista (USA), Artist House (USA), Ballistic (UK), Barclay (France), Bell (UK), Black & Blue (France), Blue Note (USA), Carrere (France), Casablanca (USA), Chi-Sound (USA), Chocolate City (USA), Classic, Cowpie (UK), Delta, Deutsche Harmonia Mundi (Germany), Dolton (USA), Egg (France), Ember (UK), Fantasy (USA), GRP (USA), Gordy (USA), Hilltop (USA), Liberty (USA), MAM (UK), MPS (Germany), Magnet (UK), Mile-

stone (USA), Motown (USA), Passport (USA), Pickwick (USA), Prestige (USA), Private Stock (USA), Prodigal (USA), Purple (UK), RAK (UK), Rare Earth (USA), Record (Italy), Riviera (France), Rocket (UK), Soul (USA), Springboard (USA), Stax (USA), Sunset (USA), United Artists (USA), World Rec Club (UK), Zoom (UK); (distributed—not licensed) Bums, Flam, Four Leaf Clover, Glenn Music, Nugget, Pang, Platina, Royal, SR, Scranta, Ters.
 Edler, see Marilla
 Efel, see Europa-Produktion.
 Electra AB (Grammfolon) (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; (licensed) ABC, Ace of Clubs (UK), Ace of Diamonds (UK), Das Alte Werke (Germany), Argo (UK), Arnon (Italy), Aura (UK), Buddah (USA), Decca (UK), Emerald (UK), Erato (France), Grunt (USA), Inter-cord (Germany), Janus (USA), Logo (UK), London (UK, USA), Melodiya (USSR), Millennium (USA), Nova (Germany), Pickwick (UK), Playboy (USA), Prom (Germany), RCA (USA), Salsoul (USA), Supraphon (Czechoslovakia), Telefunken (Germany), Turnabout (UK), Wind-song (USA).
 Electrola, see EMI.
 Elektra, see WEA Metronome.
 Embassy, see CBS.
 Emidisc, 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 Lidinge. Tel: (08) 766-0290. Telex: 10155. Mng. Dir.: Christer T. Eriksson; Sales Mgr. Claes Eriksson. (Distributor/Importer/Exporter)
 Sven Eriksson (Ingenjorsfirma), PO Box 834, S-121 08 Johanneshov. Tel: (08) 19-90-50. Telex 13210. Owner Sven Eriksson.
Label: (Represented) Sheffield Lab (USA).
 Ess-Rosling (AB), Luntmakargatan 59, S-113 58 Stockholm. Tel: (08) 34-64-01. Telex 12080. Dir. Brian Shack (Distributor)
 Europa-Film, see Sonet.
 Europa-Produktion AB, Rasundavagen 45, S-171 52 Solna Tel: (08) 83-31-05.
Labels: (Owned) Efel, Olga.
 Fermat, see Ad Lib
 Filadelfia Forlaget, see Prim.
 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.
 Fontana, see Phonogram.
 Four Leaf Clover, Jaernvaegsgatan 70, S-172 35 Sundyberg. Tel: (08) 98-28-08/55 Exec.: Lars Samuelson. (Distributed by EMI)
 Fralsningsarmens 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 Waltnr, Gen. & A&R Mgr. Claes af Geijerstam. (Distributed by GDC & Sonet)
Int'l branch: France
Int'l reps.: Denmark (Sonet), Finland (EMI), Norway (Arne Bendiksen)
 Fyra Skilling, see CBS
 G D C (Grammfolonbolagens Distributionscentral) AB, Dalva-gen 4, Solna. Tel: (08) 730-0720. Pres. Goran Stenberg; Sales Mgrs.: P-A Lindholm, Stig Stahl, Hans Kronwall (Distributor)
 G D K, see Sound of Scandinavia.
 Galaxy, see Scranta
 Gamla Stenkor, see Record Trading.
 Gavotte, see Skandinavisk Musiktjanst.
 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.
 Grammfoplast AB, Rorstrandsgatan 37, S-113 40 Stockholm. Tel: (08) 30-30-70.
 Grammotonverket, see Sonet.
 Grand Prix, see Sonet.
 Gump, see WEA Metronome.
 H M V, see EMI.
 Habima Grammfolon AB, PO Box 286, Nygatan 18, S-701 04 Orebro. Chm.: Alex Rojal; Mgr. Bo Rehnberg.
 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: 14339. Mng. Dir. Torbjorn Hullegaard.
Labels: (Owned) Heavy Sound; (distributed—not licensed) Aquarius (Canada), Bourbon (Japan), Force One (Canada), Jelly (USA).
Int'l rep.: Japan (GP).
 Heliodor, see Polydor.
 Hemmets Haerold, see Prim.
 Hemmets Journal AB, Fack, S-200 22 Malmoe 3. Tel: (040) 934560, Telex 32449. Mng. Dir. Jan Morch.
 Hendrix Music, see Safir.
 Impact, see K-tel.
 Imperial, see K-tel.

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Inter-Disc, see Record Trading.
 Iver Rec'g Co. AB, Grev Turegatan 38, S-114 38 Stockholm.
 Tel: (08) 67-99-10 Cable SOUTHMUSIC.
 Label: (represented) Spark (UK)
 Int'l rep.: Worldwide (Peer-Southern).
 Jefferson, see Scandinavian Blues Ass'n & Amigo.
 Jockey, see Record Trading.
 Joker, see Polydor.
 K B Rec AB/Shushu Rec. Ltd., PO Box 4153, S-203 12 Malmö. Tel: (040) 329-96. Dir. Ken Brown, Gen. & Sales Mgr. Ulla Nilsson.
 Labels: (Owned) KB, Shushu.
 K-tel Int'l (Sweden) AB, Fack, S-104 60 Stockholm. Tel: (08) 743-05-40. Telex: 12070. Gen. Mgr.: G. Soederman, Controller: A. Alm.
 Labels: (Owned) Arrival, Chart, Impact, Imperial, K-tel, Lotus; (licensed foreign) Can't Stop (USA), Ibis (USA), Prelude (USA).
 Karussell, see Polydor.
 Kenneth, see Polydor.
 Knappupp, see Sonet.
 Kontra Punkt, see Record Trading.
 Koster, see Mariann.
 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 81126. Gen. Mgr.: Karl-David Kilstrom; Sales Mgrs. Kjell Gronberg, Nils-Erik Kilstrom. (Distributor/Importer)
 Lido-Prod'n, Fack 131, S-531 01 Lidköping. Tel: (0510) 231-25.
 Label: (Owned) Anette.
 Lilla Huset Musik AB, Stationsgatan 4, S-827 00 Ljusdal. Tel: (0651) 157-00. Chief Exec. Boerje Bergstrom.
 Label: (Owned) Wigwam.
 Ljudspar, see Sonet.
 Lotus, see K-tel.
 M G M see Polydor.
 M N W, see Musiknätet Waxholm.
 Magic, see Attack.
 Mallwax, see WEA Metronome.
 Marcus Music AB (IFPI), Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Dir.: Margaretha Andersson, Gen. Mgr. Christer Berg, Sales Mgr. Ann-Birgitt Carlsson, Chief Eng. Lars Rosin.
 Mariann Dist'n AB, PO Box 148, S-532 01 Skara. Tel: (0511) 161-50. Chief Exec.: Bert Karlson; Gen. Mgr. Kjell Jansson.
 Labels: (Owned) Mariann; (distributed—not licensed) Bohus, CAM, Koster, Planet, Rainbow, Signatur, Sirius, Solist, Zeaphone (all Sweden); Cream (USA), Gull (UK), Hi (USA), Warwick (UK), Xanadu (USA).
 Int'l reps.: Denmark, Finland, Norway (all EMI).
 Marilla Grammofon AB (IFPI), Parmmaatargatan 9, S-112 24 Stockholm. Tel: (08) 54-18-30. Telex: 10625. Pres.: Hans Edler; Gen. Mgr. Thord Edler; Sales Mgr. Gunner 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) Polarovox (Finland), Sunset (France).
 Int'l reps.: Finland (Polarovox), France (Sunset), Norway (Royal Hogueus).
 Memphis, see California.
 Mercury, see Phonogram.
 Metro, see Polydor.
 Metronome, see WEA Metronome.
 Midnight Sun, see Sonet.
 Montana, see California.
 Montax AB, Klockaregatan 27, Falkenberg S-311 00. Tel: (0346) 81060.
 Moondisc, see Sound of Scandinavia.
 Mudist, see Scandinavian Music Dist'n.
 Musica, see Electra.
 Music Consult AB, Oestgoetagatan 17, S-116 25 Stockholm. Tel: (08) 44-03-80. Telex 12597. Import Mgr.: Johan Greholt. (Distributor/Importer)
 Music Explosion, see Pop Int'l.
 Music for Pleasure, see EMI.
 Musikfabriken, Stambanevagen 34, S-141 43 Huddinge. Tel: (08) 711-0894.
 Musiknätet Waxholm AB (MNW), Fack, S-185 00 Vaxholm. Tel: (0764) 323-45/29. Gen. Mgr.: Jan-Olof Schill; Sales Mgr. Johanna Lindstrom; Studio Mgr. Curt Ake Stefan; Admin. Lizzy Jorgensen. (Distributed by SAM).
 Label: (Owned) MNW.
 Nonesuch, see WEA Metronome.
 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 Edvardsson; Sales Mgr. Tony Lonn.
 Labels: (Owned) Artist, Barnparaden; (licensed) Acanta (Germany), All Stars (France), BASF/Acanta (Germany), Claves (Switzerland), Montparnasse 2000 (France), Music Minus One (USA), Selected Sound (Germany).
 Int'l reps.: Denmark (Wilhelm Hansen), Finland (Scandia-Musikki), Norway (Norsk).
 Nugget, see EMI.
 Odeon, see EMI.
 Olga, see Europa-Produktion.
 Omega, see California.
 One Up, see EMI.
 Onskesagan, see Record Trading.
 Out, see Ad Lib.
 Oz, see EMI.
 Pz, see EMI.
 Parlophone, see EMI.
 Pathe, see EMI.
 Philips, see Phonogram.
 Phonogram AB, PO Box 3083, Dalvaegen 4, S-171 03 Solna 3. Tel: (08) 730-0260. Cable PHONOGRAMAB. Telex: 10750. Mng. Dir.: Bo Gyllenpalm; A&R Mgr.: Nicolai Wohrmann-Hill; Int'l A&R Mgr.: Robert Hulman; 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), Stiff (UK), 20th Century (USA), Utopia (UK), (distributed—not licensed) DJM, Svenska Ljud.
 Phonograph, see W-Sign.
 Pike Music, see Saffir.
 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 Oly, Iceland, Boka-og Bladautgavan, Norway.
 Labels: (Owned) Pilot; (licensed) Green Tree, Heart Warming, Impact, Lamb & Lion (all USA), (distributed—not licensed) Manna (USA).
 Planet Recs. & Music, Frannaesbacken 12, S-171 42 Solna. Tel: (08) 83-73-00. Cable PLANREC Telex 14392. Pres. & Mng. Dir. Mats Olsson; Ass't Birgitta Aehgren. (Distributed by Mariann).
 Labels: (Owned) Planet; (licensed foreign) Cream (USA), Gull (UK), Hi (USA), Xanadu (USA); (distributed—not licensed) CAM (Italy).
 Platina Recs AB, St. Arodsatan 29, H. Backa, S-422 43 Gothenburg. Tel: (031) 52-66-50. Pres. Evert Jakobsen. (Distributed by EMI).
 Int'l rep.: Norway (EMI).
 Playback Inspelningar AB, Gustav Adolfs Torg 10, S-211 39 Malmö. Gen. Mgr. Lennart Christiansson.
 Label: (Owned) Playback.
 Play Music AB, PO Box 751, S-131 24 Nacka. Tel: (08) 98-52-50. 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, PO Box 26072, Baldersgatan 1, S-100 41 Stockholm. Tel: (08) 14-30-20. Cable: SWE-DEMUSIC. Telex 11959. Pres. & Gen. Mgr. Stig Anderson. Ass't to Pres. Goerel Johnsen, Label Mgr. Hans Bergkvist.
 Label: (Owned) Polar.
 Polydor AB (IFPI), PO Box 3093, Dalvaegen 4, S-171 03 Solna. Tel: (08) 730-0940. Cable POLYDORAB. Telex 10466. Mng. Dir. Ivan Nordstrom; Gen. Mgr. Per-Arne Lindholm; A&R, Pub. & Promo Mgr. Kjellace Carlsson; Sales Mgr. Rolf Hellenius.
 Labels: (Owned) Archiv, DG, Heliodor, Joker, Karussell, MCM, Metro, Polydor, Polyphon, Tip, Verve, (licensed) Barn (UK), Bran (Germany), Capricorn (USA), Coral (USA), Disneyland (USA), MCA (USA), MPS (Germany), Pablo (USA), Phil Spector (USA), RSO (UK), Red Bull (Netherlands), Spring (USA), Track (UK); (distributed—not licensed) Kenneth, Proprius.
 Polyphon, see Polydor.
 Pool, see Attack.
 Pop Int'l, Sigtunag 16, S-113 22 Stockholm. Tel: (08) 30-31-10. Mgr. & Prod'r Lennart Pettersson.
 Labels: (Owned) Music Explosion; (represented) Bullet, Camel, Crab, Economy, Escort, Fonit-Cetra, New Beat, Ocean, Pama, Punch, Supreme, Unity.
 Portrait, see CBS.
 Prim Recs (IFPI), Dagenhuset, S-105 36 Stockholm. Tel: (08) 13-03-40. Pres.: Sverre Larsson; Gen. Mgr. Lars Eric Janson; Sales Mgr. David Edstrom, Prod'r Lennart Sjoeholm, Swante Bengtsson.
 Labels: (Owned) Hemmets Haerold, Prim; (licensed foreign) Birdwing, Dayspring, Good News, Lamb & Lion, Light, Maranatha!, Myrrh, Solid Rock, Sparrow, Spirit (all USA); Vord (UK, USA).
 Int'l reps.: Finland (Taboroerlaget), Norway (Prim/Filadelfiaerlaget).
 Proprius, see Polydor.
 R R, see California.
 Rainbow, see Mariann.
 Record, see California.
 Record Trading AB, Fack, S-191 20 Sollentuna. Tel: (08) 96-01-95. Pres. Kurt Westman.
 Labels: (Owned) Gamla Stenkakor, Inter-Disc, Jockey, Kontra Punkt, Onskesagan, Super-Sound, (distributed—not licensed) Alshire (USA), Audiomaster (USA), Opus (Czechoslovakia), Power (UK), Supraphon (Czechoslovakia).
 Regal, see EMI.
 Regal Zonophone, see EMI.
 Reprise, see WEA Metronome.
 Rock & Country Recs., PO Box 83, S-310 58 Vessigebo. Tel: (0346) 206-57. Gen. Mgr. Christer Malmstedt; Sales Mgr. Bertil Jansson.
 Labels: (Owned) Rock & Country; (licensed foreign) Cha Cha (USA), Showay (USA).
 Roldex, see Amigo.
 Rollis Grammofonskivor AB, PO Box 17120, S-200 10 Malmö 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 Malmö. Tel: (040) 12-89-12. Pres.: Ronnie Hall. (Importer of oldies singles).
 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 Pettersson; Info & PR Mgr. Haevan Lager (Distributor).
 Int'l reps.: Denmark (Demos), Finland (Musik & Foto), Norway (Ma).
 S O S, see Sound of Scandinavia (SEE ADVERTISEMENT).
 S R, see EMI & Sveriges Radio.
 S W S, see Bastun & Scandinavian Music Dist'n.
 Saffir Music of Sweden, PO Box 228, S-124 02 Bandhagen. Tel: (08) 99-1191. Gen. Mgr.: Stefan Nordin; Financial Dir. Haekan Carlen.
 Labels: (Owned) Hendrix Music, Pike Music, Saffir; (licensed) CMH (USA), Casino (Canada), Change (Canada), Laser (Australia), Third World (UK).
 Int'l reps.: Australia (Laser), Canada (Change), USA (Cherry).

Scandinavian Blues Ass'n, Talkkrogsvaegen 8, S-122 33 Enskede. Tel: (08) 59-54-43. Pres. Joergen Sandin (Distributed by Amigo).
 Label: (Owned) Jefferson.
 Int'l rep.: Worldwide (Amigo in Sweden).
 Scandinavian Music Dist'n AB, PO Box 6084, Prostgatan 2, S-200 11 Malmö. Tel: (040) 23-90-60, 23-90-70 Telex 32181. Pres.: Christer Gardsby; Sales Mgr. Mats Bodestedt; A&R Ronnie Klinteberg.
 Labels: (Owned) Mudist, YTF, (licensed) SWS (Sweden, USA); (distributed—not licensed) Coop-Climc (Sweden), EMI/Capitol (Sweden, UK, USA), Pickwick Int'l (USA).
 Int'l rep.: USA (SWS).
 Scan-Disc, see Sonet.
 Scratia Grammofon, PO Box 2037, Haesaengsvaegen 3, S-691 02 Karlskoga. Tel: (0586) 534-49. Mng. Dir. Ebbe Nilsson, Gen. Mgr. Per Nilsson; Sales Mgr. Sten Nilsson; Studio Mgr. Ake Svensson (Distributed by EMI).
 Labels: (Owned) Boogie, Galaxy, Scratia.
 Int'l reps.: Denmark (Sun), Norway (EMI).
 Seraphim, see EMI.
 ShuShu, see KB.
 Sidwalk, see EMI.
 Sidspar, see Sonet.
 Signatur, see Svenska Missionsforbundets & Mariann.
 Sirius, see Svenska Missionsforbundets & Mariann.
 Skandinavisk Musikförlag, Sandbackegatan 4, S-116 21 Stockholm. Tel: (08) 43-88-85.
 Labels: (Owned) Bourre, Gavotte.
 Smash, see Phonogram.
 Smile Recs., Storgatan 39, S-211 42 Malmö. Tel: (040) 97-60-62. Telex 33290. Mng. Dir. Lars Hansson, Gen. Mgr. Susanne Lind.
 Int'l branch: England.
 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), Magpie (UK), Marmish (USA), Messaround (USA), Red Lightnitr' (UK), Trix (USA).
 Snap, see Strike.
 Snurr, see WEA Metronome.
 Solist, see Svenska Missionsforbundets & Mariann.
 Sonata, see Phonogram.
 Sonet Grammofon AB (IFPI), Atlasvaegen 1, S-181 20 Lidköping. Tel: (08) 767-0150. Cable SONETMUSIC. Telex 10037. Pres. Gunnar Bergstrom, Gen. Mgr. Dag Haeggqvist; Dir.: Sven Lindholm; PR Mgr. Lars-Olof Helen.
 Int'l branch: England.
 Labels: (Owned) Cirkus, Europa-Film, Fjedur, Flop, Gazel, Grammotonverket, Grand Prix, Knappupp, Ljudspar, Midnight Sun, Scan-Disc, Sidspar, Sonet, Spotlight, Storyville; (distributed) Frida, Splash (UK), Tylon, Vanity Fair; (licensed) Abra Cadabra (Denmark), Air (UK), Alligator (USA), Arhoolie (USA), Berserky (USA), Black Lion (UK), Blue Goose (USA), Blues Classics (USA), Bradley's (UK), Bronze (UK), Caroline (UK), Chiswick (UK), Chrystal (USA), Collectors Classics (Denmark), Criminal (UK), 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), Gryphon (USA), Island (UK), JCOA (USA), Jazz Piano (Denmark), Jazz Unlimited (Denmark), Kicking Mule (USA), Medley (Denmark), Muse (USA), Nashboro (USA), Old Timey (USA), Oval (UK), Plantation (USA), Pye (UK), Red Star (USA), Rockhouse (Netherlands), Rough Trade (UK), Roulette (USA), Rounder (USA), SSS Int'l (USA), Safari (UK), Savoy (USA), Shanachie (USA), Specialty (USA), Speedball (UK), Starbox (Denmark), Stiff (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).
 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, Mktg Mgr. Jan Bjørkerlund, Special Prods. Sales Mgr.: Bo Olander.
 Labels: (Owned) Moondisc, SOS, T-bone, (licensed) Butterfly (USA); (distributed—not licensed) Attack (UK), B&C (UK), Dragon (UK), Eurodisc (Germany), GDK (Sweden), Goldisc (Finland), Horse (UK), M&T (Finland), Maritim (Germany), Melodia Classic (Germany), Mooncrest (UK), Triola (Norway), Trojan (UK).
 Int'l reps.: Finland (PSO), Norway (Skandinavisk Artist). (SEE ADVERTISEMENT).
 Souvenir, see EMI.
 Space Recs. AB, PO Box 40103, S-103 43 Stockholm. Tel: (08) 21-22-28. Telex 13161. Sales Mgr. A. Hassbrink (Licensed to W-Sign).
 Spotlight, see Sonet.
 Starline, see EMI.
 Stateside, see EMI.
 Storyville Recs. AB (IFPI), Atlasvaegen 1, S-181 20 Lidköping. Tel: (08) 767-0150. Cable SONETMUSIC. Stockholm. Telex 10037. Mng. Dir.: Dag Haeggqvist; Dir.: Karl-Emil Knudsen (Also see Sonet).
 Int'l reps.: Canada (Moss), Denmark (Sonet), Finland (Scandia), France (Musidisc), Germany (Teldec), Japan (Teichiku), Netherlands (Sound Prods.), Norway (Arne Bendiksen), Spain (Discophon), USA (Moss).
 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.
 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.), Oxenstiernsgatan 20, S-105 10 Stockholm Tel: (08) 784-00-00. Cable BROADCAST STHLM. Dir.: Oerjan Wallqvist, Gen Mgr Allan B. Janzon. (Distributed by EMI)
Label: (Owned) SR
Int'l reps.: Denmark (EMI), France (Pathe Marconi EMI), Germany (EMI Electrola), Norway (EMI), UK (EMI), USA (Musical Heritage Society)
 Swecord Recs. AB, PO Box 347, Gamla Brogatan 32, S-101 24 Stockholm Tel: (08) 21-67-69. Telex 12481
 Owner Wolfgang Jedliczka (Importer/Exporter)
Labels: (Owned) Blitz; (licensed) Skydog (France); (distributed—not licensed) Brain, Sky (both Germany); (represented) Texas Re-Cord (USA).
 Swede, see California.
 Sweden, see California.
 Swedisc AB, Rasundavagen 106, S-171 37 Solna. Tel: (08) 83-33-78. Pres.: Roland Feinberg.
 Swedish Society Discofil, see Electra
 Swerco AB, Fack, S-121 06 Johanneshov 6. Tel: (08) 39-32-00. Cable SWEGRAMO. (Distributor/Importer)
 T A X, see Amigo.
 T B S Recs., Luetzengatan 12, S-115 23 Stockholm. Tel: (08) 62-01-79, 62-01-09. Pres. C.G. Lagenskoeld, 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.
 Talsman, see EMI
 Tandans, see Attack
 Tape-Center AB, PO Box 7202, S-103 84 Stockholm Tel: (08) 10-83-38. Gen. Mgr.: Carsten Meijer
 Team, see Amigo
 Telestar, see Electra
 Ters, see EMI
 Tip, see Polydor
 Torenco Automotfabrik AB, Erstgatan 29, Stockholm Tel: (08) 41-66-99/31-42. (Distributor)
 Tor Grammolon AB, PO Box 40, S-360 71 Noteback Tel: (0474) 409-02
 Tower, see EMI
 Tyfon, see Sonet.
 Tyfon Recs., PO Box 7045, S-161 07 Bromma. Tel: (08) 87-93-75
 Vanity Fair, see Sonet.
 Vertigo, see Phonogram
 Verve, see Polydor.
 Viking, see Electra.
 W E A Metronome Recs. AB (IFPI), Storaengsvaegen 27, S-115 34 Stockholm. Tel: (08) 61-06-16. Cable METROREC Telex: 19022. Mng Dirs Boerje Ekberg, Anders Burman.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Gump, Mall wax, Metronome, Nonesuch, Reprise, Snurr, Warner Bros. (licensed foreign)
 Bearsville, Big Tree, C.T.I., Curtom, Dark Horse, DiscReet, Embryo, Finnadar, Little David, Nemperor, Paradise, Planet, RFC, Rolling Stones, Scotti Brothers, Swan Song, WMOT, Whitfield, Wing & A Prayer (all USA).
 W M P, see California
 W-Sign Mktg. AB, Pontonjaergatan 32, S-112 37 Stockholm. Tel: (08) 51-39-73. Telex 13161. Chief Exec C Wendel
Labels: (Owned) DJ Special, Phonograph; (licensed) Space; (distributed) cut-outs & overstocks
Int'l rep.: USA (JRB)
 Warner Bros., see WEA Metronome
 Waverley, see EMI.
 Wigwam, see Lilla Huset
 Y T F, see Bastun & Scandinavian Music Dist'n
 Zeaphone, see Mariann.

● 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), Earl Barton (USA), Bay City (UK), Beautiful Sunday (UK), Big Bang (USA), Big Secret (UK), Big Sky (USA), Black Coffee (USA), Black Sheep (UK), Blanedel (UK), Blendingwell (USA), Blue Beard (UK), Blue Seas/ Jac (USA), Brown Sound (USA), Caesar (UK), Callee (USA), Cam-al (UK), Alan Cartee (USA), Ronald Carter (USA), C'est (USA), Cheap Thrills (USA), Cherry Lane (USA), Chicken Key (USA), Chrys-A-Lee (UK), Chrysalis (UK), Claire (UK), Cladalee (USA), Cod (UK), Combine (USA), Comet (UK), Core (Canada), Cram Renruff (USA), Cuckoo (UK), Curtis/ Perkins (UK), Danor (USA), Dayn (UK), Dirty Tricks (UK), Dwarf (USA), ERP (UK), Earmark (USA), Eaton (UK), Fast Western (UK), Fennario (USA), Fiction (USA), Fiddler (UK), 57th Street Entertainment (USA), Firesign (UK), Fourth Floor (USA), Frank & Nancy (USA), Freshwater (UK), Ganga (USA), Gannet (UK), Gem (UK), Genesis (UK), Golden Syrup (USA), Grade & Lynton (UK), Grasshopper (USA), Great Honesty (USA), Gull Songs (UK), Harrisongs (USA), Andrew Heath (UK), Heavy (USA), Hightree (USA), Tony Hiller (UK), Hobbitor (USA), Horse Hairs (USA), Hush (UK), Indian Brande (UK), J&H (USA), Jobete (USA), Johi (USA), Jolly Cheeks (USA), Juniper (UK), Kamakazi (USA), Kidada (USA), Knee Trembler (USA), Knollwood (USA), Koopelman-Bandier (USA), Ladysmith (UK), Lambert & Potter (USA), Light (USA), Little Dickens (USA), Lornhol (USA), Lucky Three (USA), Lunch (USA), Macaulay (UK), Macver Hine (UK), Maison Rouge (UK), Mandina (USA), Mary Beth (USA), Barry Mason (UK), Maotglade (UK), McCartney (UK), Metal Machine

(USA), Micache (USA), Modo-Revolution (USA), Montunes (USA), Music Mill (USA), 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), Ozone/Paddlewheel (USA), PRP (UK), Page Full of Hits (UK), Pants Down (USA), Peterman (UK), Petra (USA), Plurb On (USA), Poco (USA), Prophecy (USA) Public Domain Foundation (USA), Quarry (UK), Quartet (UK), Quatermass (UK), Ram's Horn (USA), Resaca (USA), Rocket (UK), Rootyarn (UK), Rosebridge (USA), Ryerson (USA), SWS (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), State (UK), Steeleye Span (UK), Sterling (UK), Stevka (UK), Stirling McQueen (UK), Stone Diamond (USA), Strange (UK), Stratsong (UK), Strawberry (USA), Street People Songs (USA), Strong Arm (USA), Sunlight (USA), Sunshine (UK), Synergistic (USA), Tessa (USA), Thursday (USA), Tintagl (USA), Titanic (UK), Tone (UK), Toneshire (UK), Train (UK), Tres Jolie (USA), Triangle (USA), Tumbleweed (Australia), Valentine (UK), Wax (USA), 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, Mariehallsvagen 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)
 Athens Music, see Sweden Music—Ivan Mogull
 Aubergine Music, see Mustang.
 Belinda (Scandinavia) AB, see Intersong-Foerlagen.
 Belwin-Mills Nordiska AB, see Ehrlingforlagen.
 Blitz Publ'g, PO Box 347, Gamla Brogatan 32, S-101 24 Stockholm Tel: (08) 21-67-69. Telex 12481 Mgr.: Wolfgang Jedliczka.
 Bocephus Music, see Sweden Music—Palace
 Bohus Music, PO Box 274, S-442 01 Kungaev. Tel: (0303) 109-90, 157-00 Gen. Mgr. Gert Lengstrand
 Brut Music (USA), see Sweden Music—Sugarmusic.
 Burlington Music Co., see Sweden Music—Palace.
 Hans Busch Musikforlag AB, Stubbstigen 3, S-181 46 Lindgoe Tel: (08) 765-1230
 J. F. Busch's Musikverlag (Der Musikus), see Hans Busch.
 C A M Scandinavia AB, Wibomsvaeg 7 BV, S-171 60 Solna. Tel: 82-44-01. Telex: 21411. Mng Dir. Gunnar Gunnrup
Home office: Italy
Int'l firms represented: CAM (Australia, Japan, Spain), Campana, Pema
 Camp Music Corp. AB, Jaervnaegsgatan 70, S-172 35 Sundryberg. Tel: (08) 98-28-08/55. Exec Lars Samuelson.
Int'l firm represented: Jump (Italy)
 Cedarwood (Scandinavia) AB, see Intersong-Foerlagen.
 Champion Music Corp., see Sweden Music—MCA
 Chappell Nordiska AB, see Intersong-Foerlagen.
 Cintercor Music, see Sweden Music—MCA
 Con Brio Music, see Sweden Music—Palace
 Concorde Music, see Sweden Music—Palace
 Duchess Music Corp., see Sweden Music—MCA
 E M A/Telstar AB, see Sonet.
 E M I Music Publ'g (Sweden) AB, Ynglingagatan 17, S-113 47 Stockholm Tel: (08) 23-66-80. Cable: TURNTABLE Telex 12587 Mng Dir Bengt Sundstom; Prof Mgr.: Tommy Hallden.
Int'l branch: Denmark
Int'l firms represented: Accord (Germany), Aiadin (USA), Algee (USA), Ambleside (UK), Ardmore & Beechwood (Belgium, Mexico, South Africa, UK), Ashtar (USA), Avant Garde (USA), Beechwood (Canada, USA), Belcas (New Zealand), Belwin-Mills (UK), Big Ben (UK), Big Pig (UK), Black Swan (UK), Blendingwell (USA), Blue Horizon (USA), Bowling Green (UK), Britten (UK), Buddha (USA), Kate Bush (UK), Cable Car (USA), Johnny Carter (UK), Johnny Cash (USA), Castle (Australia), Central Songs (USA), Champs-Elysees (France), Chanklin (UK), Charsy (USA), Chu Fin (USA), Colgems (USA), Columbia (Austria), Commodore (USA), Conquistador (USA), Coppa (UK), Coronado (UK), Cross Keys (USA), Francis Day & Hunter (France, Germany, Scandinavia, UK), Dean Street (UK), Deep Fork (USA), Dobo (USA), Dominion (USA), Donna (UK), Double R (USA), Dreamers (UK), EGO (Spain), EMI (Greece, Netherlands, Southeast Asia, Switzerland, UK), EMI-Brigadiers (South Africa), Easy Listening (USA), Elstree (UK), Episode (UK), Equator (UK), Family of Man (USA), Leo Feist (USA), B Feldman (UK), Ferris (UK), First Floor (UK), Sam Fox (UK), Gaetana (USA), Gallagher & Lyle (UK), Galleon (USA), Al Gallico (USA), Genius (USA), Giant (USA), Glasco (USA), Glenwood (USA), Golden Torch (USA), Gold Horizon (USA), Good Time (USA), Grand Canyon (USA), Groovesville (USA), Har Bock (USA), Hastings (USA), Heart's Delight (USA), Hec (UK), Neal Hefti (USA), Hip Trip (USA), Homecoming (USA), House of Cash (USA), How About (UK), Immediate (UK), Initial (UK), Interior (USA), Itaipu (Brazil), Jet (USA), KPM group (UK), Bert Kaempfert (USA), Kama Rippa (USA), Kama Sutra (UK, USA), Kennedy Street (UK), Kentree (USA), Kipahulu (UK), Kipper Songs (UK), Koppelman-Rubin (USA), Lonzo & Oscar (USA), MAI (Argentina), Mabrak (UK), Macmelodies (UK), Makamillion (USA), Makarint (USA), Man (UK), Manhattan (UK), Marchar (UK), Marouani (France), Martin Cooper (USA), Metric (USA), Metromedia (UK), Miles (UK), Miller (USA), Mmta (USA), Mortimer (UK), Mutual (UK), Mysongs (UK), Neverbreak (USA), New York Times (USA), Nightingale (UK), Obie (USA), Odeon (Argentina), Open Door (USA), Parasound (USA), Pathe (Far East), Pathe Marconi (France), Pedro (UK), Pepe (UK), Petal (UK), Post (USA), Powder (USA), Press (USA), Prima Donna (USA), Keith Prowse (UK), Queen (UK), Reynolds (UK), Robbins (UK, USA), Tom Robinson (UK), Rock Steady (USA), Rolling Stones (UK), Roosevelt (USA), Ruler (USA), Saffron

(UK), Sahara (UK), Sanah (UK), Sand B (USA), Sansu (USA), Saturday (USA), Savoy (USA), Sawgrass (USA), Scratchwood (UK), Screen Gems (UK, USA), Cyril Shane (UK), Shanfidd (UK), Shanklin (UK), Sheldon (UK, USA), Sochem (Chile), Solar Plexus (USA), Southtown (USA), Spectrum VII (USA), Stairway (USA), Stallion (USA), Sugartown (UK), Summerhill (USA), Summertree (USA), Sunbeam (USA), Sunlight (UK), Supersongs (UK), Survivor (USA), Tata Grande (USA), Telescope (UK), Tempo (USA), Tip Top (UK), Tomcat (USA), Tomorrows Tunes (USA), Too Rock (USA), Toshiba-EMI (Japan), Travis (USA), Tree (USA), Trident (UK), Triba (UK), Twitty Bird (USA), Conway Twitty (USA), Unart (USA), Uncanny (USA), United Artists (France, Germany, UK, USA), Univista (UK), Valentim de Carvalho (Portugal), Varda (UK), Vassar's (USA), Voce del Padrone (Italy), W&R (UK), Warhawk (USA), Larry Weiss (UK), West Coast (USA), Willow Way (USA), Bobby Womack (USA), World Wide (UK).

Int'l reps.: Argentina (MAI), Australia (Castle), Austria (Columbia), Belgium (Ardmore & Beechwood), Brazil (ITAIPU), Canada (Beechwood), Chile (Sochem), Far East (Pathe), France (Francis Day & Hunter, Pathe Marconi), Germany (Accord, Francis Day & Hunter), Greece (EMI), Hong Kong (EMI), Italy (Voce del Padrone), Japan (Toshiba-EMI), Mexico (Beechwood), Netherlands (EMI), New Zealand (Belcas), South Africa (Ardmore & Beechwood), Spain (EGO), Switzerland (EMI), UK (EMI), USA (Beechwood).

Hans Edler Music AB, Parmmaertargatan 9, S-112 24 Stockholm. Tel: (08) 52-31-00 Telex: 10625. Pres.: Hans Edler.

Elthae Publ'g, Storgatan 39, S-211 42 Malmoe. Tel: (040) 97-60-62. Telex: 33290 Chief Exec.: Lars Hansson; Gen. Mgr. Susanne Lind

Int'l reps.: Germany (Schwann), UK (Buk/Honeybee, Coomb), USA (Muscle Shoals).

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 & Lovenheim AB, see Nordiska.
 Thore Ehrling Music AB, see Ehrlingforlagen.

Elbomo 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).

Evita Music, see Sweden Music—MCA.

Felsted Music Corp., see Sweden Music—Palace.

Filadelfia Foerlaget AB (STIM/NCB), Dagenhuset, S-105 36 Stockholm. Tel: (08) 13-03-40. Pres.: Sverre Larsson; Gen. Mgr.: Larseric Jonson.

Int'l branch: Norway.

Int'l firms represented: Manna, Maranatha (both USA).

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Flames of Albion Music, see Sweden Music—MCA
 Flamingo Music Publ'g AB, c/o Air Music, Oxenstiernsgatan 37, S-102 53 Stockholm. Tel (08) 63-07-20. Pres. Sture Borgedal, Gen. Mgr. Roland Ferneberg.
Int'l firm represented: Nippon Flamingo (Japan).
Int'l rep.: Japan (Nippon Flamingo)
 Flam Music, see EMI.
 Fontaine Music Corp., see Sweden Music—MCA.
 Four Star Music group, see Sweden Music—Palace.
 Futuna Produktion AB (STIM), Vaeravaggen 15, S-115 28 Stockholm. Tel (08) 63-13-45 Telex 12328. Pres. Goeran Walther, Gen. Mgr. Claes af Geijerstam
 G-Produktion, Passvaegen 7, S-147 00 Tumba. Tel (0753) 349-56
 Gavotte Music, c/o Skandinavisk Musiktjanst, Sandbacksgatan 4, S-116 21 Stockholm. Tel (08) 43-88-85
 Carl Gehрман, PO Box 505, S-101 26 Stockholm. Tel (08) 10-30-04. Cable: MUSIKGEHRMAN.
 Getra Music Inc., see Sweden Music—MCA.
 Glensang AB, Vallvagen 2, S-182 75 Stockund. Tel (08) 85-68-00
Int'l rep.: Worldwide (April).
 Goal Music, see Sweden Music—MCA.
 Gredge 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.
 Hawaii Music Inc., see Sweden Music—MCA.
 Hendrix Musikforlag, see Safir.
 Intersong-Foerlagen AB, PO Box 3094, Dalvagen 4, S-171 03 Solna. Tel (08) 83-08-90 Cable: SONORA Telex 12383. Pres.: Olle Bergman; Professional Mgr.: Sten Petri.
Int'l firms represented: American Songs—Allied, Arc, Conrad, Downey, East West, English, Ghana, Gladstone, Green Bros & Knight, Harman, Hot Point, Jewel, Lyco, Robert Lyons, Merrimac, Ralston, Red Seal, Regent, Reico, Sunflower. **Belinda**—Aberbach group, Ashree Holdings, Blue Gum, Buddha, Carlin group, Elvis, Hudson Bay, Jeff Lynne, Kama Ripka, Kama Sutra, Peterman, Pickwick, Quartet, Sweet, Trio, US Songs, White Haven, Xanadu Xongs, Yellow Dog. **Chappell**—A&R, Aznavour, Antique, Ascherberg Hopwood & Crew, Anzavour, BDM, Irving Berlin, Boston Butler, Bregman Vocco & Conn, Bundin, Canadiana, Charisma, Clara, Clondyke, Cortab, Cosmic Echoes, D&J Arlon, Dobbins, Diplomat, EFDs, Early Morning Prod'n, Ensign, Era, Erle, Famous Finger, Gershwin, Halmel, Charles Hansen, T.B. Harms, Honky Tonk, Hummit Ironside, Ivanhoe, J.P. Julie, Kaiser, Kander & Ebb, Ken-Glen, Keyboard Pendulum, Kiss Songs, Michel LeGrand, MRC, Magic Mouth, Music Machine, Leeds, Omar, Para-Thumb, Pillow, Pilot, Pippin the Friendly Ranger, Please, Promoco, Red Anchor, Revelation, Rhineland, Road, Saggifire, Douglas Sahm, Sarah, Scotia Songs, Shari, Subiddu, Tebo, Thank You, Think Big, Tom Tom, Top Hat, Unichappell, Universal Songs, Wardo, Williamson.
Intersong—Abigail, Ajay, Albet, Argus, Balloon, Bear Brown, John Beland, Big Apple, Big Seven, Stephen Bishop, Bizarre, Blue Disque, Bob-Cor, Boomtown Rats, Bovina, Brain Drain, Breeze, Brightwater, Broken Arrow, Bushka, Bygosh, CAM, Caesar's, Callee, Canopy, Cape Ann, Caribou, Caseyem, Caspat, Cedarwood, Celestial, Charlotte, Chicago, Clarkee, Stanley Clarke, Clifone, Common Good, Contagious, Coral Rock, Crazy Cow, Crited, Mike Curb, Daksel, Damont, Diagonal, Dijon, Dog Soldier, Donna, Double Exposure, Dough Boy, Down Town, Dreatleaf, Francis Dreyfus, Dwarf, Betty Earland, Eldorado, Elliscan, Eric, Every Little Tune, Fabul, Fairfield Fifth Floor, Fifth Star, Flat Lizard, Fleadleedle, Fleetwood Mac, Four Knights, Frozen Nose, Fuse, Peter Gabriel, Ganja, Gentoo, Getaway, Gibb Bros., Gnossons, Gone Fishing, Good Morning, Richard Gotteher & Jiru, Guys 'N' Dolls, Hamilton, Hands Together, Hanseatic, Happy, Harbar, Hardcore, Harlene, Heavy Metal, Hensley, Herold Square, High Class, Hillard, Hit & Run, Hustlers, Iza, Irod, Intersong Int'l, Intersong Ltd., Intersong USA, Jam, Jimpire, Jiru, Justin Case, Kaskat, Kenya, Kings Point, Kolob, Kongrnde, Kurlay, Laurel Canyon, Leo Leandro, Leross, Litha, Little Fugitive, Little Lasso, Lois, Lollipop & Lambda, Lucky, Magnet, Marks, Martin-Coulter, Matragun, Maybe, Mews, Michael, Midland, Midsong, Milk Money, Milmarsch, Joni Mitchell, Mobbetta, Montagu, Moonhill, Gayle Moran group, Nelson, New Sound, New York Times, Nineteen Eighty Foe, NoHem, Noodle Tunes, Normal, Omnipotent, Open End, Oyster, Pal Dog, Norrie Paramor, Angel Parker, Graham Parker, Peyott, Phonopub, Piedmont, Pinson, Pit, Pocket Full of Tunes, Poite, Polypub, Progressive, Quark, Quick Mix, RSD, Rare Blue/Monster Island, Peter Rice, Ricochet, Rock, Rockfish, Rockhopper, Rodra-Berna, Roosevelt, Ru-Da, St George, Samba, Samos, Seabreeze, Seagrave, Shukster, Silver Challice, Silver Fiddle, Siquomb, Sky Forest, Sky Harbor, Snug, Song, Soquel, Bruce Springsteen, Street, Strobe Light, Studio PR, Sunbeam, TH, Taurip Tunes, Tembo, Thalian, Third Story, Timtobe, Time/Redwal, Times Square, Toneshire, Top of the Town, Torbain, Trane, Triple Three, Tunessmith, UFO, Valando, Wednesday Morning, Welsh Witch, White Oak, Windecor, Winds & Dragons, Zevon; **Dick James**—Alto, Ammo-James, Argee, Bailey, Casanova, Cookaway, Edward Cox, Crest, Crystal, Spencer Davis, Debonaire, Dee Mac, Dee Tee, Filmusic, Golden Egg, Grallo, Gwyneth, Intune, Jamsham, Josid, Lords, Love Songs, Maribus, Medallion, Nuova, Pall Mall, Santa Ponsa, Shair, Tic Toc, Together, Tudor, Uptopia, Vri-Jon, Wonder, Zoom; **Mellin Musical Rights**—Algonquin, Anglia Television, Ansur, Big Leaf, Big Tree, Blackberry, Franklyn Boyd, Crow, Elmwin, Flying D, Franco-London, Great North American, Great Sterling, In-Sync, Lloyd Logan, Mellin Corp., Robert Mellin, Music Makers, Ed Neapolis, Pamco, Penthouse, Popo, Pumpkin, Rosnique, Sherwin, Trans Gulf—E.H. Morris—Anvil, Arden, BNP, Big B, Big H, Big L, Burke & Van Heusen, Country, Degar, Donna, Gear, Guard, Hall of Fame, Harlene, Harwin, Holly-Vine, Hulla-Balloo, Meridian, Edwin H.

Morris, Motion Picture, New Christy, Patricia, Quail, Don Robertson, Rondell, South Mountain, Sparrow, Thunderbird, Harry von Tilzer, Warman, Wren
 Intreco AB, see Sonet.
 Dick James Music AB, see Intersong-Foerlagen
 Jec Music Corp., see Sweden Music—Palace
 John's Music, see Sonet
 Johnsgons, see Sweden Music—MCA
 Justunes, see Sweden Music—MCA
 Key Music Prod'n, PO Box 2037, S-691 02 Karlskoga Tel (0586) 392-80 Mng. Dir. Per Nilsson.
Int'l firm represented: Sun (Denmark)
 Don Kirshner (Scandinavia) AB, see Sweden Music
 Kountry Korral Prod'ns, PO Box 8014, S-720 08 Vasteras 8 Tel (021) 18-86-20/90. Pres. Lillies Ohlsson
 Lappland Music, see Sonet
 Leeds Music Corp., see Sweden Music—MCA
 Leeds Music Ltd., see Sweden Music—MCA
 Liberty AB (Ed.), PO Box 1178, Ankdamsgatan 5, S-171 23 Solna. Tel (08) 82-04-80 Cable: ELECTRAGRANNO Telex 19561
Int'l firms represented: Ainos (USA), Dunbar (Canada USA), Erva (USA), Kimlyn (USA), Sunbar (USA), Sunbury (Canada, UK USA)
Int'l rep.: UK (Sunbury)
 Lilla Huset Musikproduktion, Stationsgatan 4, S-827 00 Ljusdal. Tel (0651) 157-00 Chief Exec. Boerje Bergstrom
 Lunapark Ed. Mus. Srl, see Sweden Music—Sugarmusic.
 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.
Int'l rep.: Norway (Musikk-Huset)
 M A M Music AB, see Sweden Music
 M C A Music Svenska AB, see Sweden Music
 Marcus Music-Imudico, Raesundsvaegen 45, S-171 52 Solna. Tel (08) 730-0400 Pres. Marcus Oesterdahl, Gen. Mgr. Bengt Sundstrom
 Melanie Music Ltd., see Sweden Music—MAM
 Mellin Musical Rights AB, see Intersong-Foerlagen
 Robert Mellin (Scandinavia) AB, see Intersong-Foerlagen
 Midnight Sun Music AB, see Sonet
 Mikim Music, see Sweden Music—Palace
 Mimosa Music, see Sonet
 Modern Music AB, see Sweden Music
 Ivan Mogull Music Assocs., see Sweden Music
 Morganstjernans Forlag, see Sweden Music
 Eivind Nordiska AB, see Intersong-Foerlagen
 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
Int'l firms represented: Char-Liz, Fox-Gimble, Giving Room/Thin Ice, Gold Hill, Guerilla/Staysail, March Hare, No Exit, Rear Exit, Story Songs, Three Brothers, Artie Wayne (all USA); Fleetwood (UK).
Musikatnet Waxholm AB (MNW) Fax: S-185 00 Vaxholm Tel (0764) 323-45
 Mustang Music AB, Vikingagatan 22, S-113 42 Stockholm Tel (08) 32-36-00 Pres. Ove Hansson
Branch: S-411 29 Goateborg, Landalaberg 20, Tel (031) 16-26-90
 Natural Avenue Music, see Sweden Music—MCA
 Nils-Georgs Musikforlags AB, see Ehringforlagen
 Ninandy 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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Int'l reps.: Denmark (Wilhelm Hansen), Norway (Norsk)
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Int'l firms represented: J & W Chester (UK), Wilhelm Hansen (Denmark), Impala (France), Nicky James (UK), Montparnasse 2000 (France), Norsk (Norway), Selected Sound (Germany), Hans Sikorski (Germany), Union (Spain), Walton (USA), Wilhelmiana (Germany)
Int'l reps.: Denmark (Wilhelm Hansen), Germany (Wilhelmiana), Norway (Norsk), UK (J & W Chester), USA (Alexander Broude, Magna, G Schirmer, Walton)
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 Northern Music Corp., see Sweden Music—MCA
 Notservice AB, see Intersong-Foerlagen
 Open Road Music, see Sweden Music—Palace
 Ozone Music, see Sweden Music—Ivan Mogull
 Palace Music (Sweden) AB, see Sweden Music
 Palace Music Co., see Sweden Music—Palace
 Passkey Music Inc., see Sweden Music—Palace
 Peel, see Sonet
 Pickwick Music Ltd., see Sweden Music—MCA
 Pilot Music AB, Fack. S-171 19 Solna Tel (08) 730-0810 Pres. Kjell Samuelson, Gen. Mgr. Olle Samuelson
Int'l firms represented: John T. Benson, Daystar, Dimension Goldline, Heart Warming Impact Journey, Manna, Rambo, Silverline (all USA)
 Planet Music, Framnaesbacken 12, S-171 42 Solna Tel (08) 93-73-00 Telex 14392 Pres. & Mng. Dir. Mats Olsson
 Platina Musikforlag, St. Arodsagan 29, H. Backa, S-422 43 Gothenburg Tel (031) 52-66-50 Pres. Evert Jakobsson
 Play Music, PO Box 751, S-131 24 Nacka Tel (08) 98-52-50 Mng. Dir. Ake Wilke.
 Polar Music AB, see Sweden Music
 Ramlight Music, see Sweden Music—MCA
 Ranbach Music, see EMI—Screen Gems-EMI
 Red Bus Music (Scandinavia), see Sonet
 Mary Reeves Music, see Sweden Music—Palace
 Reuter & Reuter Forlags AB—Pres. Lennart Reuter-skold, Gen. Mgr. Kerstin Selling—see Sweden Music
 Mae Rich Music, see Sweden Music—MCA
 S B A Music, see Sonet
 Safir Musikforlag, PO Box 228, S-124 02 Bandhagen Tel (08) 99-1191 Gen. Mgr. Stefan Nordin
Int'l firms represented: Bixio (Italy), Casino (Canada),

House of Bryant (USA), Interchange (Canada), Intermusic (Netherlands), MMS (Switzerland), Olofsson (UK), Publicare (USA), Showcase (UK), Silverhill (USA), Sudden Rush (USA)
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 Scala Musikforlag AB (STIM/NCB), see Sweden Music—Reuter & Reuter
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 Shaftesbury Music Co. Ltd., see Sweden Music—MAM
 Sole Survivors Music, see Sweden Music—MCA
 Solstice Music, see Sweden Music—MCA
 Sonet Music AB (STIM/NCB), Atlasvaegen 1, S-181 20 Lidingoe. Tel (08) 767-0150 Telex 10037 Gen. Mgr. Dag Haeggqvist; Prof. Mgr. Ola Hakansson
Int'l branches: England, Netherlands
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 Sound Of Scandinavia & Rec'g AB, PO Box 1108, Storaengsvaegen 22, S-141 23 Huddinge Tel (08) 774-0780 Cable: SOSREC Telex 12601 Pres. Leif Bigert (SEE ADVERTISEMENT)
 Southern Music AB (STIM, NCB), Grev Turegatan 38, S-114 38 Stockholm. Tel (08) 67-99-10. Cable: SOUTHMUSIC Mgr. Mrs. D. Sjogren
Home office: USA, Per-Southern Org.
 Spanka Music Ltd., see Sweden Music—MAM
 Starton AB, see April
 Stevenson Music, see Sweden Music—Palace
 Stockholms Musikproduktion, see Sweden Music
 Succemelodier (AB), see Sweden Music
 Sugarmusic (Scandinavia) AB, see Sweden Music
 Sweden Music AB, Baldersgatan 1, Fack. S-100 41 Stockholm 26 Tel (08) 24-59-90 Telex 11959 Pres. & Gen. Mgr. Stig Anderson, Gen. Prof. Mgr. Anders Moren
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Int'l rep.: UK (Bocu)
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 Tab Music/Textab Musikforlag, PO Box 210, S-732 00 Arboga Tel (0589) 103-50 Contact Harry Holm
 Target Music AB, Arkitektvaegen 24, Fack. S-161 09 Bromma Tel (08) 80-30-95 Mng. Dir. Tue Stiby, Gen. Mgr. Ragnar Blomstrom

Int'l firms represented: Crabshaw, Siren Sounds (both USA).

Tomeja Music, see Sweden Music—Ivan Mogull.

Tomo's Tunes, see Sweden Music—MCA.

Toniton AB, PO Box 1122, Forradsvagen 10, S-141 23 Huddinge. Tel: (08) 774-0290. Telex: 11260. Mng. Dir. Leif Bigert.

Tuckahoe Music, see Sweden Music—Palace.

Two Beat Music Corp., see Sweden Music—MCA.

Union Songs AB, see Sweden Music.

Universalmusik Forlags AB (STIB/NCB), see Sweden Music—Reuter & Reuter.

Vector Music Corp., see Sweden Music—MCA.

Warner Bros. Music (Scandinavia) AB, PO Box 4082, Hoeglidsvaegen 28, S-182 04 Enebyberg. Tel: (08) 768-7150/4844. Telex 12812. Pres.: Lennart Desmond; Prof. Mgr. Hans Desmond.

Int'l firms represented: Advanced, Carmine Appice, Aria, Athwarn, Atlas, Attraction, Auntie Gravity, Ayton, Baby Monica, Badco, Benchmark, Beverly Hills, Big Bang, Bil-Mar, Blue Jeans, Blue Street, B'O' Cult Songs, Bridgeport, Brown's Mill, Burbank, Burda, Caledonia Soul, Camad, Canasta, Cass County, Castle Hill, Chic, Chi-Sound, Chinmoy, Cinco, David Allan Coe, Companion, Cool Springs, Cotillion, Cricket, Curtom, Darkroom, Devalbo, Dgiga, Diamond Mine, Douglas, Elektra, Ezra, Fleckless, Ferguson, Fingers, First Artists, Four Jays, Freyda, Fry King, Gamble Hinged, Gava Dima, Gear, Golden Spread, Good Friends, Good High, Grand National Songs, Grey Dog, Gringo, Hallway, Harbo, Harms, High Wave, Hippiedayle, Holmes Line, Hombre, Ice Age, Ice Nine, Inherit, Inherit-Todd/Mark, Inner Earth, Jakmax, Jalyne, Jazz Bird, Jump Tunes, Katja, Howard Kenny, Kicking Bear, Kitty Hawk, Klancey, Kru, Kumba, Likely Story, Loma Alto, Longdog, Ludmila, Mansfield, Marsaint, May 12th, Van McCoy, Lonette McKee, Medicine Hat, Mercury Bird, Midnight Hour, Mississippi Mud, Nebraska, New World, Randy Newman, Nino, Niehah, Nina, Nine Star, Nipper, Norway, Oakland, Old Canyon, Open Love, Ordina, Pain-American, Paradox, Peabo, Pepamar, Precedent, Pronto, Pud, Radio, Red Cloud, Remick, Road Canon, Rodart, Rosy, Saloon Songs, Sanctum, Boz Scaggs, Seethalakshmi, Sergeant, Showfor, Shubert, Siesta, Skol, Southfield, Space Songs, Speed, Stone Canyon, Superhype, Sure Enough Tunes, Swallow Turn, Sweet Harmony, Sweet Pea, Taco Tunes, Teatime, Ten Speed, Terra Firma, Tidewater, Tonopah, Topographic, Trampler Devon, Upward Spiral, Vera Cruz, Viva, Walden, Warner Bros., Warner-Seventars, Warner-Tamerlane, Widescreen, Wine 'N' Dine, M. Witmark & Sons, Wow & Flutter, Xamol, Zapata (all USA); AHA, Alted, Anastasia, Autumn, Collins, GH, Glitterbest, Kinney, London Town, Mainspring, Marsam, Moggie, Nineden, PPR, Pendulum, Rare, Riva, Sky, Skylark, Slim Chance, Stutter, Tchaikovsky, Peter Walsh, Warner Bros, Winterfold (all UK); PECF, You You (both France), Klaatoons (Canada), MUZ (Germany), Warner Bros. (Australia, Italy, Netherlands, South Africa).

Int'l reps.: Australia, Italy, Netherlands, South Africa, UK, USA (all Warner Bros.), France (PECF), Germany (MUZ).

Wijex Music, see Sweden Music—Palace.

Wooden Horse Music Publ'g AB, see Flamingo.

Young Music of Scandinavia AB, PO Box 9019, S-750 09 Uppsala. Tel: (018) 35-23-10. Chief Exec Goran Hellsten, Gen. Mgr. Ingemar Nilsson.

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

F S T (Foereningen Svenska Tonsaettare) (Society of Swedish Composers), PO Box 5091, S-102 42 Stockholm 5. Tel: (08) 24-29-50.

National Committee of the International Music Council, c/o Royal Academy of Music, Blasieholmstorg 8, S-111 48 Stockholm.

National Section of the International Society for Contemporary Music, Prastigatan 28, Stockholm.

S K A P (Society of Swedish Popular Composers & Authors), PO Box 5091, S-102 42 Stockholm 5. Tel: (08) 24-29-50. Pres.: Bo-Goeran Edling.

Scandinavian Blues Ass'n, Tallkrovsvaegen 8, S-122 33 Enskede Tel: (08) 59-54-43. Pres. Joergen Sandin.

Society of Swedish Composers, see FST.

Society of Swedish Music Ass'n (Svenska Musikfoerlaeggarefoereningen Upa), Hoeglandstorg 2, S-161 40 Bromma Tel: (08) 25-07-99. Pres. Kettil Skarby; Gen. Mgr.: Christian Sylvan.

Society of Swedish Popular Composers & Authors, see SKAP.

Swedish Music Information Centre, PO Box 5091, S-102 42 Stockholm 5. Birger Jarlsgatan 66, Stockholm.

DESIGN & ARTWORK

Bohus Studio, PO Box 24, S-442 01 Kungaelv Tel: (0303) 109-90, 168-71. Gen. Mgr. Gert Lengstrand, Chief Eng. Olle Ramm.

Filadelfia Forlaget AB, Dagenhuset, S-105 36 Stockholm. Tel: (08) 13-03-40.

Interpromco PR, c/o Skandinavisk Musiktjänst, Sandbacksgatan 4, S-116 21 Stockholm. Tel: (08) 43-88-85.

Studioland AB, PO Box 2161, Kungsgatan 29, S-103 14 Stockholm 2. Tel: (08) 20-51-61. Mng. Dir. Thure O. Aberg.

W-Sign Mktg. AB, Pontonjærgatan 32, S-112 37 Stockholm. Tel: (08) 51-39-73. Telex: 13161. Mgr.: C. Wendel.

LICENSING ORGANIZATION, MUSIC

S T I M (Svenska Tonsaettare Int'l la Musikbyrå—Swedish Performing Rights Society), PO Box 1539, S-111 85 Stockholm. Tel: (08) 24-29-50. Pres.: Ove Rainer; Gen. Mgr.: Hans Nordmark. (Performing rights only).

PLATING, PROCESSING & PRESSING PLANTS

Europa Film, Rec. Plating Div., PO Box 20065, S-161 20 Bromma 20. Tel: (08) 28-28-00. Cable EUROPAS-TUD. Telex: 17656. Pres. Torbjorn Sjoeborg; Gen. Mgr. Bengt Runsten; Sales Mgr. Eric Augustsson. (Plating & processing only).

Grammoplast AB, Rorstrandsgatan 37, S-113 40 Stockholm. Tel: (08) 30-30-70. (Pressing only).

Heger Plastics AB, Stallarholmen Tel: (0152) 405-85.

Home office: Norway.

Skandinaviska Grammophon AB, PO Box 148, Industrigatan 12, S-662 00 Aemaal. Tel: (0532) 12-290. Telex: 5390. Mng. Dir.: Sven Samuelsson. Sales Mgr.: Carl-Gerhard Waellgren.

Svensk Grammofonindustri (AB), Sveavagen 17, S-111 57 Stockholm. Tel: (08) 10-63-67. Mng. Dir.: Tage Andersson; Sales Mgr.: Stefan Andersson.

Toolex Alpha AB, Esplanaden 10, S-172 31 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir.: Osten Nilsson.

Ulvex, Vasavagen 4, S-172 31 Sundbyberg. Tel: (08) 26-25-60. (Pressing only).

PRINTERS & LITHOGRAPHERS

Filadelfia Forlaget AB, Dagenhuset, S-105 36 Stockholm. Tel: (08) 13-03-40.

Skoevde Offsettryck AB, PO Box 246, S-541 00 Skoevde. Tel: (0500) 34015. Gen. Mgr.: Bo Meijer.

W-Sign Mktg. AB, Pontonjærgatan 32, S-112 37 Stockholm. Tel: (08) 51-39-73. Telex: 13161. Mgr.: C. Wendel.

RECORD PROMOTION

E M A Telstar AB, PO Box 9127, S-102 72 Stockholm. Tel: (08) 68-02-50. Telex: 12234. Contact Thomas Johansson.

Int'l branch: Denmark, Knud Thorbjornsen.

Folkparkernas Artistformidling, Swedenborgsgatan 1, S-116 48 Stockholm. Tel: (08) 44-01-20.

Lars Olof Helen, Torsviksvangen 7a, S-181 05 Lidingöe 5. Tel: (08) 767-0150.

Interpromco PR, c/o Skandinavisk Musiktjänst, Sandbacksgatan 4, S-116 21 Stockholm. Tel: (08) 43-88-85.

K B Rec. AB/ShuShu Rec. Ltd., Box 4153, S-203 12 Malmö. Tel: (040) 329-96. Dir.: Ken Brown; Gen. & Sales Mgr.: Ulla Nilsson.

Marcus Music AB, Raesundavaegen 45, S-171 52 Solna. Pres.: Marcus Oesterdahl; Gen. Mgr.: Christer Berg; Sales Mgr.: Ann-Birgitt Carlsson.

Studioland AB, PO Box 2161, Kungsgatan 29, S-103 14 Stockholm 2. Tel: (08) 20-51-61. Mng. Dir.: Thure O. Aberg.

Telstar Konsertbureau AB, Frosaträbacken 24, S-127 37 Skarholmen. Tel: (08) 46-25-75.

W-Sign Mktg. AB, Pontonjærgatan 32, S-112 37 Stockholm. Tel: (08) 51-39-73. Telex: 13161. Mgr.: C. Wendel.

Svante Widen Agencies, Snoedroppsgrand 15, S-162 41 Vällingby. Tel: (08) 38-18-37. Mgr.: Svante Widen.

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.

Marcus Music AB, Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Pres.: Marcus Oesterdahl; Gen. Mgr.: Christer Berg; Sales Mgr.: Ann-Birgitt Carlsson; Chief Eng.: Tony Wallenrud. (PKG)

Audio: Cassette

Playback Inspelningen AB, Gustav Adolfs Torg 10, S-211 39 Malmö. Gen. Mgr.: Lennart Christiansson.

Audio: Cassette, open reel.

Skandinaviska Grammophon AB, PO Box 148, Industrigatan 12, S-662 00 Aemaal. Tel: (0532) 12-290. Telex: 5390. Mng. Dir.: Sven Samuelsson. Sales Mgr.: Carl-Gerhard Waellgren.

Audio: Cassette

Svensk Grammofonindustri (AB), Sveavagen 17, S-111 57 Stockholm. Tel: (08) 10-63-67. Mng. Dir.: Tage Andersson; Sales Mgr.: Stefan Andersson.

Audio: Cassette.

T B S Corp., Luettzengatan 12, S-115 23 Stockholm. Tel: (08) 62-01-79, 62-01-09. Pres.: C.G. Langenskiöld; Mktg. & Sales Dir.: Ulf Zwedberg.

Audio: Cassette, open reel.

Toolex Alpha AB, Esplanaden 10, S-172 31 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir.: Osten Nilsson.

Audio: Cassette.

● **supplies**

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: Gerd Baumhof.

Audio: Cassette tapes.

PROFESSIONAL TAPE SUPPLIES

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: Gerd Baumhof.

RECORD PROCESSING MACHINERY

Alpha, see Toolex.

Europa Film AB, PO Box 20065, S-161 20 Bromma. Tel: (08) 28-28-00. Cable: EUROPASTUD. Telex: 17656. Pres. Torbjorn Sjoeborg; Gen. Mgr.: Bengt Runsten; Sales Mgr.: Eric Augustsson.

Chief product: Plating equip.

Svensk Grammofonindustri (AB), Sveavagen 17, S-111 57 Stockholm. Tel: (08) 10-63-67. Mng. Dir.: Tage Andersson; Sales Mgr.: Stefan Andersson.

Chief product: Vinyl.

Toolex Alpha AB, Esplanaden 10, S-172 31 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir.: Osten Nilsson.

Chief product: Automatic presses, high speed moulds, pneumatic punch presses, presses for pre-forming of matrices, hot-knife trimmers, extruders & hot-air pre-heaters, granulating mills, hydraulic pump units, etc. (Alpha).

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert AB, Oesthammsgatan 70, S-115 28 Stockholm. Tel: (08) 63-58-40. Telex: 1687. Mng. Dir.: Van Roosbroeck; Sales Mgr.: L. Karsbrink.

Audio: Cassette, open reel.

Video: Blank—1" open reel, ¾" cassette, ½" EIAJ cartridge.

Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: Gerd Baumhof.

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

Video: 1" open reel, ¾" cassette, ½" EIAJ open reel, Beta, VHS.

B A S F Svenska AB, PO Box 53008, Kungsportsavenyen 31-35, S-400 14 Goeteborg 53. Tel: (031) 81-32-60. Cable: BASIMPORT. Telex: 2327. Sales Mgr.: Bo Hartzell.

Audio & Video: Cassette, open reel.

Ekman & Co. AB, Stora Nygatan 29, S-401 23 Goeteborg. **Audio:** 8-tr., cassette, open reel.

Brand name: Audio Magnetics.

Toniton AB, PO Box 1122, Forradsvagen 10, S-141 23 Huddinge. Tel: (08) 774-0290. Telex: 11260. Mng. Dir.: Leif Bigert; Domestic Sales Mgr.: Albertus Klaassen. (Blank only).

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEOTAPE. Telex: 10867. Gen. Mgr.: Gerd Baumhof.

Audio: Duplicators.

● **accessories manufacturers**

Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel: (08) 34-01-95. Telex: 17840. Pres.: Per-Anders Boquist; Sales Mgr.: Jorgen Adolfsso.

Product: 45 rpm adapters.

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Telex: 10867. Gen. Mgr.: Gerd Baumhof.

Product: Head cleaners & demagnetizers.

Georg Dahlberg AB, 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.

Product: Tape carrying & storage cases, head cleaners & demagnetizers, needles.

Elfa Radio & Television AB, Industrivagen 23, S-171 17 Solna. Tel: (08) 730-0700. Telex: 10479. Mng. Dir.: Gunnar Roth; Sales Mgr.: Arne Ununger.

Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, needles, leader & splicing tape.

Sven Eriksson Audio, PO Box 834, S-121 08 Johanneshov. Tel: (080) 19-90-50. Telex: 13210. Owner: Sven Eriksson; Sales Mgr.: Gunnar Silins. (Importer)

Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, needles.

N A S A B, Chalmerströmgatan 27a, S-411 35 Goeteborg. Tel: (031) 18-86-20.

Product: Needles.

Brand name: Pickering.

Toniton AB, PO Box 1122, Forradsvagen 10, S-141 23 Huddinge. Tel: (08) 774-0290. Telex: 11260. Mng. Dir.: Leif Bigert; Domestic Sales Mgr.: Albertus Klaassen.

Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers.

W-Sign Mktg. AB, Pontonjærgatan 32, S-112-37 Stockholm. Tel: (08) 51-39-73. Telex: 13161. Mgr.: C. Wendel.

Product: Carrying & storage cases, plastic record covers, catalog servs.

● **store fixtures & merchandising aids manufacturers**

Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel: (08) 34-01-95. Telex: 17840. Pres.: Per-Anders Boquist; Sales Mgr.: Jorgen Adolfsso.

Product: Record divider cards.

Georg Dahlberg AB, 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.

Product: Tape display racks.

Fors & Fors AB, PO Box 1. S-170 11 Drottningholm. Tel: (08) 759-0090. Mng. Dir.: Haekan Fors; Sales Mgr.: Ingrid Windkilde.

Product: Record & tape display racks.

SWITZERLAND

Population: 6,350,000.

Rate of exchange: \$1 (US) = 1.92 francs.

Per capita income: \$7,810.

Holidays: January 1 & 2, Good Friday, Easter Monday, Ascension Day, Whit Monday, August 1 (Anniversary of the Founding of the Swiss Confederation), December 25 & 26, plus a number of local holidays.

No. of homes with record players: 72%.

RECORDS:

Records sold domestically including imports (retail value): LP's 1977—9,540,000 units, \$84,467,160. EP's 1977—19,000 units, \$89,053. Singles 1977—4,475,000 units, \$12,118,300.

Records, record blanks & pre-recorded media imported from USA: 1977—\$1,775,480.

Records exported to USA: 1977—11,720 units, \$103,768.

Average retail price per record: LP's—\$8.85; EP's—\$4.69; singles \$2.71.

Stereo sales: 98% of total.

Quadraphonic sales: 5% of total.

Record club sales: 12% of total.

Discounting: Frequent.

Type of distribution: Rack jobbing is growing steadily, especially in smaller communities. The most important method of distribution is manufacturer-to-retailer through the local branches of all major worldwide companies. Direct imports are estimated to account for 15-35% of total sales.

Type of promotion: Promotion through TV, radio & concerts, respectively, are the most important. Newspapers are less important, as they are unfriendly towards the record industry.

Jukeboxes: 17,000

TAPE:

Pre-recorded tape sold domestically including imports (retail value): 8-tr. 1977—15,000 units, \$163,950. Cassette 1977—2,358,000 units, \$22,106,250.

Average retail price per tape: 8-tr.—\$10.93, cassette—\$9.38.

Market: The 8-tr. market is practically dead, most dealers do not stock them anymore. Blank tape market is booming due to "rock-bottom" prices. Large scale duplication is suspected.

RADIO STATIONS:

No. of government: 3 AM/FM.

Comment: Most musical programs feature recorded music. Almost all the live music aired is performed by the three big bands under contract to national radio and television. Programming of cover versions is more frequent than that of the original versions.

TELEVISION STATIONS:

No. of channels: 3 government, 100% color.

Comment: Programming is regarded as above average. Good possibilities exist for music industry to promote its better acts.

IMPORT/EXPORT REGULATIONS:

Since 1977 there have been no customs; taxes still must be paid.—Beat Hirt

● record & tape manufacturers / distributors / importers

A J R, see Barclay.

A R A, see Metronome.

Activ-Recs. AG (S.A. Ltd.), Chruwezweg 4, CH-8852 Altdorf. Tel: (055) 63.37.22. Telex: 75145. Co-Pres.: Jakob Baumgartner, Fritz Frischknecht.

Labels: (Owned) Activ, Activ Special, Creativ.

Air, see Musicland.

Aktuell, see Musicland.

Aktuell, see Pick.

Alain Recs., Barclay.

Alpina, see Electromusic.

America Sound, Scheuchzerstr. 35, CH-8022 Zurich. Tel: (01) 28.01.82. Telex: 57666. Owner & Gen. Mgr.: Kaethi Hirzel; Sales Mgr.: Peter Schnyder (Distributor/Importer).

Labels: (Licensed domestic) Hat Hut, Willisau Live, (licensed foreign) Andrew's Music (USA), CJR (USA), EGO (Germany), Emanem (USA), IAI (USA), ICP (Netherlands), IPS (USA), Ictus (Italy), Incus (UK), India Navigation (USA), Mood (Germany), Ogun (UK), Philips (Brazil), Ring (Germany), Sackville (Canada), Steam (UK), Timeless (Netherlands), World Artists (USA).

Angel, see EMI.

AnnoMusic, see Bellaphon.

Arcane, see Barclay.

Archiv, see Polydor.

Ariola-Eurodisc AG (IFPI), Letziggraben 89, CH-8047 Zurich. Tel: (01) 54.53.90. Telex: 53436. Mng. Dir.: Ludwig Schmucki; Deputy Mng. Dir. & A&R Mgr.: Bruno Huber; Mktg. & Promo Mgr.: Marco Zanotta. (Distributed by Musikvertrieb)

Labels: (Owned) Ariola, Baccarola, Eurodisc, Vergara; (licensed domestic) Memory; (licensed foreign) Athena (Germany), Baby (Italy), Bronze (UK), Clan Celentano (Italy), Hansa (Germany), Island (UK), Joy (UK), Jupiter (Germany), Lifesong (USA), Manticore (UK), Maritim (Germany), Melodiya (USSR), Musiza (Italy), Oasis (Germany), PBR Int'l (USA), Palmbeach (UK), Pandora (Germany), President (UK), Red Star (USA), Shelter (USA), Sire (USA), Supraphon (Czechoslovakia), Tomato (USA), Virgin (UK).

Arifphon, see Turicaphon & Musikvertrieb.

Asmahan, see Turicaphon.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

Baccarola, see Ariola-Eurodisc.

Bacillus, see Bellaphon.

Baidaphon, see Turicaphon.

Barclay Recs. SA (IFPI), Rue du Roveray 14, CH-1207 Geneva. Tel: (022) 36.56.80. Cable: BARCLAYDISC. Telex: 23368. Gen. Mgr.: Claude Aubert.

Home office: France.

Labels: (Owned) Barclay, Riviera, Rei Veira; (distributed domestic—not licensed) AJR, Alain, Arcane, Discotel, IDM, KBL, M-Recs., Mad, NGD, Rainbow, Sade, Stamy, Tourel; (distributed foreign—not licensed) AZ, Alvares, Albatross, BAM, Big Box, Black & Blue, Blue Star, CAM, CMF, Candide, Can't Stop, Carabine, Carla, Cereste, Cornelia, Delphine, Do It, Duetto, EDO, EM, Egg, Erato, FY, Far Out, Fiori Musicali, Gama, Ineditis ORTF, Jazz Odyssey, Kuklos, Locomotive, MCM, MUB, Mahogany, Malypense, Marouani, Monteil, Mouche, Mouloudji, Nuages, Okapi, Opera du Rhin, Orlando, Panda, Pastel, Pema, Perides, SM, Sex Pistols, Sonopresse, Sylvestre, Temporel, Trianon. (all France).

Basilisk, see Electromusic.

Bellaphon AG (IFPI), Farbhofstr. 21, CH-8048 Zurich. Tel: (01) 62.74.02. Chief Exec.: B. Zivanovic; Gen. Mgr.: Ernst Feller.

Home office: German Federal Republic.

Labels: (Owned) Bacillus, Bellaphon, Pfiffikus; (licensed domestic) AnnoMusic, (licensed foreign) Stax (USA), (distributed—not licensed) Aristocare (France), Audiodelity (USA), BASF (Germany), Blues Beacon (Germany), Casablanca (USA), Charly (UK), Chelsea (USA), Chiaroscuro (USA), Concord Jazz (USA), Disneyland (Germany), Enja (Germany), Exhibit (USA), Fantasy (USA), Finger (Germany), Free Music Prod'ns (Germany), Galaxy (USA), Goodear (UK), Milestone (USA), Panoptikum (Germany), Penny Farthing (UK), Plantation (USA), President (France), Prestige (USA), Riverside (Japan), SSS (USA), Sun (USA).

Bimbo, see Metronome.

Bro Recs. AG, Adlibogenstr. 18, CH-8155 Niederhasli. Tel: (01) 850.42.88. Pres. & Gen. Mgr.: Ingo Schlotte. (Importer/Exporter/Mail Order)

Brunswick, see Polydor.

C B S Schallplatten AG (IFPI), Unter Altstadt 10, CH-6301 Zug. Tel: (042) 21.62.22. Telex: 78874. Mng. Dir.: Norman D. Block; Sales Mgr.: Achille Koelliker; Mktg. Mgr.: Edith Jakob.

Home office: USA, CBS Recs. Int'l.

Labels: (Owned) CBS, Embassy, Epic, GTO, Harmony, Odyssey, Portrait; (licensed) A&M (USA), Bethlehem (USA), Blue Sky (USA), CGD (Italy), Caribou (USA), Channel (USA), Cleveland Int'l (USA), Clouds (USA), Dyno (USA), Gateway (USA), Horizon (USA), Invictus (USA), Jet Recs. (UK), Kirshner (USA), Marlin (USA), Meys (France), Monument (USA), Philadelphia Int'l (USA), Record Bazaar (Italy), Rim (USA), TK (USA), T-Neck (USA), TSOP (USA), Tabu (USA), Unlimited Gold (USA), Versailles (France), Who's Who in Jazz (USA).

C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich. Tel: (01) 241.47.11. Telex: 58975. Pres. Hugo von Blumenthal; Gen. Mgr. Aldo Steiner.

Int'l branches: Austria, Germany.

Labels: (Owned) Galaxy, Toka.

C P S A (Cie. de Prod'ns Sonores & Audiovisuelles), Place du Grand Mont, CH-1052 Le Mont/Lausanne. Chief Exec.: Aurel Trost; Gen. Mgr.: Pierre-Henri Dumont. (Distributor/Importer)

Labels: (distributed—not licensed) Movieplay (Spain), Pye (UK), RKM (Belgium), Roulette (USA), Vogue (France).

Capitol, see EMI.

Carex, see Euxec.

Carsound, see Turicaphon.

Cellier, see Disques-Office & Phonag.

Charis, see Musicland.

Classic Pick, see Pick.

Collector's, see IRC.

Coloraphon, see Finsterwald & Cantacuzene.

Columbia, see EMI.

Core SA, Rue Gambaetta 22, CH-1815 Clarens-Montreux.

Label: (Represented) Latin Percussion Ventures (USA).

Cotillon, see WEA.

Creativ, see Activ-Recs.

Crypto, see Phonogram.

Custom, see Metronome.

D G, see Polydor.

Discofon, see Metronome.

Disc-Import, Seebahnstr. 111, CH-8003 Zurich. (Distributor)

Label: (Distributed—not licensed) DRG (USA).

Discotel, see Barclay.

Disques-Office (IFPI), Rte. de la Glane 35, CH-1700 Fribourg. Tel: (037) 24.62.61. Telex: 36424. Gen. Mgr.: Jean-Claude Vial; Sales Mgr.: Bernard Chassot.

Labels: (Owned) Cellier, Disques-Office, Frontier, Lazer, Via Music; (represented) Adele, Ades (France), America (France), Arflok, Arhoolie (USA), Arion, Ballon Noir, Biograph (USA), CT—Charles Talar (France), Canetti (France), Cavalier, Cezame (France), Club du Disque Arabe, Cobra, Debs, Deesse (France), Disneyland (France), Edici, Elver, Encyclopedie Sonore, Festival, GT—Gerard Tournier (France), Hexagone (France), Jazz Anthology, Kebec Disc, Musidisc (Belgium), Ocora, Petit Menestrel (France), President (France), Riti (Italy), Rigolo (France), Saravah, Serp, Sono Cairo, Sonodisc, Supradidac, Trema, Vista (USA); Carrere Group—Apollo, Boona, Fleche, Formula No. 1, Frederic, Heloise, Ibach, Norbert Aleman.

Int'l reps.: Belgium (Musidisc), Canada (Gamma, Presqu'ile), France (Musidisc), Germany (Bellaphon), Italy (Ducalle), Japan (RCA).

E M I America, see EMI Recs.

E M I Recs. (Switzerland) AG (IFPI), Badenerstr. 567, CH-8048 Zurich. Tel: (01) 54.00.10. Telex: 55695. Mng. Dir.: Guy Deluz; NCO Div. Gen. Mgr.: Peter Mampelli.

A&R Mgr.: Laico H. Burkhalter; Sales Mgr.: Max Trostel. Labels: (Owned) Angel, Capitol, Columbia, EMI, EMI America, Electrola group, Emidisc, HMV, Harvest, MFP, Odeon, Parlophone, Pathe, Punch, Regal, Regal Zonophone, Trianon, (licensed) AVI (USA), Aladin (Germany), Apple (UK), Arista (USA), Butterfly (USA), Contemporary (USA), Good Time Jazz (USA), Harmonia Mundi (Germany), MAM (UK), Magnet (UK), Motown (USA), Passport (USA), Private Stock (USA), Purple (UK), RAK (UK), Rebel (UK), Safari (UK), Savoy Jazz (USA).

Brunner, E S P, see Turicaphon & Musikvertrieb.

88 Upright, see IRC.

Einhorn, see Metronome.

Electrola group, see EMI.

Electromusic Ltd. (IFPI), Baslerstr. 9, CH-4102 Binningen 1. Tel: (061) 47.75.50. Cable: EMAG. Telex: 63754. Prod'r: Otto Aebi.

Labels: (Owned) Alpina, Tell; (distributed) Basilisk, Swiss, Swiss Hit, Tempo (Germany).

Elektra, see WEA.

Elite Special, see Turicaphon & Musikvertrieb.

Embassy, see CBS.

Emidisc, see EMI.

Epic, see CBS.

Ere du Verseau, PO Box 90, CH-1211 Geneva 1. Cable: REGORINT. Chief Exec.: M. Regor; Press: Regine Villars.

Labels: (Owned) Ere du Verseau; (represented) ALA (Italy), Alors Raconte (France), Caprice (Sweden), Chorafox (France), Corelia (France), Disque de Paris (France), Expo Norr (Sweden), Hebra (Belgium), Iris (France), KIF (France), Jump (Italy), Monde Melody (Belgium), Music Scene (Italy), Rusty (Italy), Shark (Italy), Sunshine (Germany), VIP (Italy), Warm (UK).

Eurex Recs., Hochstr. 152, CH-8330 Pfäfers-Zurich. Tel: (01) 950.22.31. Gen. & Sales Mgr.: Hans Rudolf Buechi. (Distributed by Finsterwald & Cantacuzene)

Labels: (Owned) Eurex, Carex (8-tr.), Lunarex (4-tr.).

Eurodisc, see Ariola-Eurodisc.

Evasion Sarl, Place du Grand Mont, CH-1052 Le Mont/Lausanne. Tel: (021) 33.33.55. Dirs.: Pierre-Henri Dumont, Francois Vautier, Gaston Schaefer.

Labels: (Owned) Evasion, Pavo; (distributed—not licensed) Auvidis (France), Black Lion (UK), Escargot (France), Freedom (UK), Moshe Naim (France), Munich Recs. (Netherlands), Oiseau Musicien (France), Playa Sound (France), Punch (France), Request (USA), Rounder (USA), SFPP (France), Topic (UK), Unidisc (France), Vendemiare (France).

Exclusiv, see Phonogram.

F & C, see Finsterwald & Cantacuzene.

Fass, see Phonogram.

Favorit, see John Lay.

Finsterwald & Cantacuzene (IFPI), 70 Ave. des Alpes, Montreux. Tel: (021) 62.45.55. Cable: DISQUES. Telex: 24686. Admin'r: Jean-Jacques Finsterwald; Gen. Mgr.: Ivan Cantacuzene.

Labels: (Owned) F&C; (distributed) Coloraphon, Eurex, Star; (represented) Aira (Germany), Amati (Germany), Arrow (U.K.), Belter (Spain), Cash (Germany), Cetra Opera (USA), Charade (France), Cigala (Italy), Circus (Italy), Clave (Spain), Collector (UK), Colledge (Italy), Comedie Francaise (USA), Concert Disc (USA), Counterpoint-Esoteric (USA), Coup (Germany), DOM (France), Delta (Germany), Design (USA), Discophon (Spain), Durium (Italy), Echo (Germany), Eden Roc (France), Equipe (Italy), Everest (USA), Freedom (Italy), Gaviota (Spain), Hebra (Belgium), Hispavox (Spain), Impacto (Spain), Joker (Italy), Jolly (Italy), Legacy (USA), Little (Italy), Main (Germany), Megaphonie (France), Musart (Mexico), Music (Italy), Olympic (USA), Olympo (Spain), Omnia (Italy), Period (USA), Pickwick (USA), Primaphon (Germany), RIS (France, Italy), Royal (Italy), Scala (USA), Signal (Italy), Song (Germany), Spotlight (Germany), Sprint (Italy), Start (France), Stella (Italy), Tradition (USA), Welt Melodie (Germany), Zafiro (Spain).

Fono GmbH, Seidenhofstr. 14, CH-6002 Lucerne. Tel: (041) 22.22.88. Contacts: Henriette & Dr. Paul Cron.

Fontana, see Phonogram.

Foraton, see Musicland.

Frontier, see Disques-Office.

Galaxy, see CCT.

Gallo, see VDE & Barclay.

Gnome, see Phonogram.

Gold Recs., Mythenquai 383, CH-8038 Zurich. Tel: (01) 43.69.30. Owner: Bernard Henrion. (Distributed in Switzerland by Metronome).

Label: (Owned) Gold.

Int'l reps.: Austria (Armadeo), Germany (Teldec).

Golden-Jet, see Metronome.

Gong, see Metronome.

Grossman, see Phonogram.

H M V, see EMI.

Hallelujah, see Phonag.

Harmony, see CBS.

Harvest, see EMI.

Hat Hut, see America Sound.

Hazyland, see Mabel.

Heco, see Phonogram.

Heliodor, see Polydor.

Helvetia, see Phonag.

Hot Pick, see Pick.

Hug, Lindenhofstr. 16, CH-4000 Basel. Tel: (061) 35.10.77.

Hurricane, see Metronome.

I D M, see Barclay.

I R C (International Rec. Center), PO Box 131, CH-8029 Zurich. Tel: (01) 55.07.27. Dir.: Theo Zwicky.

Labels: (Owned) Collector's, 88 Upright, Star Performance; (licensed) Caracol (France), (distributed—not licensed) Arcadia (USA), Black Jack (Germany), Cat (Netherlands), Dawn Club (Germany), Delmark (USA), Fat Cat's Jazz (USA), IAJRC (USA), Jackson (Germany), Jazum (USA), Jazz Club (France), Rarities (UK), Roots (Austria), Sackville (Canada), Swingfan (Germany), Vintage Jazz Mart—VJM (UK).

Impact, see Phonogram.

Indian, see Metronome.

Inter-Handel Recs. AG, Tribtschenstr. 13, CH-6005 Lucerne. Tel: (041) 44.44.50. Telex: 65209. Dir.: Hanns Hanneken.

International Pick, see Pick.
 International Rec. Center, see IRC.
 Intertape Ltd., Spinnereistr., CH-8753 Mollis. Tel: (058) 34.31.34. Telex: 75162. Gen. Mgr.: Peter Baumgartner. (Distributor)
 Intimus, see Turicaphon & Musikvertrieb.
 Iramac, Burgerstr. 17, CH-6000 Lucerne.
 Home office: France.
 Jacklin & Co., Raemistr. 30 & 42, CH-8024 Zurich. Tel: (01) 47.35.20. Cable: JECKLINCO. Telex: 58507. Chief Exec.: Hans Jacklin.
 Jona-Disc, see Metronome.
 Jubila, see Metronome.
 K B L, see Barclay.
 Karussell, see Polydor.
 Lake County Recs., Fritz Courvoisier 15, CH-2300 La Chaux-de-Fonds. Tel: (039) 22.63.03. Owner: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin.
 Labels: (Owned) Lake County; (distributed—not licensed) major labels.
 Int'l reps.: Australia (Bunnyip), France (Rock 'n' Roll Promos.), Germany (Bear Family, Dieter Beck), Netherlands (DlWA), Sweden (Kountry Korral, Rock & Country), UK (Swift), USA (Ville Platte, Wix).
 John Lay, Bundesstr. 9-13, CH-6003 Lucerne. Tel: (041) 23.44.55. Telex: 78610. Chief Exec.: John Lay; Mng. Dir.: Manfred S. Lay; Gen. Mgr.: Kurt S. Lay.
 Sales office: CH-6002 Zurich; Seestr. 45. Tel: (01) 36.67.10.
 Labels: Favorit, Layola.
 Layola, see John Lay.
 Lazer, see Disques-Office.
 La Librairie Nouvelle, Rue de Carouge 18, CH-1200 Geneva. Tel: (022) 25.98.76.
 Labels: (Represented) Le Chant du Monde (France).
 Lunarex, see Euxec.
 M-Recs., see Barclay.
 M C H, see Metronome.
 M F P, see EMI.
 M P A, see Metronome.
 M P V, see Musicland.
 Mabel Recs., Im Koller 17, CH-8706 Feldmeilen. Tel: (01) 923.49.17. Telex: 75437. Pres.: R. Hazy Osterwald; Gen. Mgr.: G. Sunny Lang; Sales Mgr.: Rino Bortolin; Promo.: Barbara Leuenberger. (Licensed to Phonag).
 Labels: (Owned) Mabel, Hazyland; (licensed foreign) Arabella (France), Chart (USA), Mounted (USA); (distributed—not licensed) Arca, Hazohr (both Canada).
 Int'l reps.: Australia (Quarint), Austria (Amadeo, Earl), Belgium (Anvers Radio, Supreme), Brazil (Central Tape), Canada (Arca, Select), France (Polydor), Germany (DCM, Metronome), Italy (Saar), South Africa (Teal), USA (Soul Vista).
 Mad, see Barclay.
 Mandolino, see Turicaphon.
 Marex SA, Via Generoso 6, CH-6900 Lugano. Tel: (091) 54.87.53. Telex: 73208. (Distributor/Importer/Exporter).
 Max, see Metronome.
 Maxli, see Metronome.
 Memory Music, Chruzewzies 4, CH-8852 Altendorf. Tel: (055) 63.38.92. Telex: 75145. Co-Pres.: Jakob Baumgartner, Fritz Frischknecht. (Licensed to Ariola, Distributed by Musikvertrieb).
 Mercury, see Phonogram.
 Meteor, see Metronome.
 Metronome Recs. AG (IFPI), Toedistr. 68, CH-8810 Horgen 1. Tel: (01) 725.36.83. Telex: 52941. Pres.: Juerg Zehnder; Gen. Mgr.: Bruno Moschin; Sales Mgr.: Max Gfeller; Custom Labels Div. Mgr.: Reinhard Frey.
 Labels: (Owned) ARA, Custom, Discolor, Golden-Jet, Gong, Jubila, MCH, Max, Maxli, Meteor, Metronome, Mustang, Pony, Top-Disc, Top Disc Gold; (licensed) Acorn (UK), Amadeo (Austria), Atom (Austria), Big Bear (UK), Big T (UK), Brain (Germany), CH-Recs. (Switzerland), CTI (USA), Carosello (Italy), Carplay (Germany), Chiswick (UK), Cinevox (Italy), DJM (Germany, UK), Einhorn (Switzerland), Flying Fish (Sweden, UK), Folk (UK), Frog (Italy), Gryphon (USA), Hallmark (UK), Kicking Mule (Sweden, UK), Kudu (USA), Lax (Germany, UK), Leader & Trailer (UK), Logo (UK), MPS (Germany), Metronome (Germany), Nature (Germany), Orizonte (Italy), PMC (Germany), Produttore Associati (Italy), Psycho (UK), Pyramid (Italy), Ricordi (Italy), Rubber (UK), Salvation (USA), Sky (Germany), Sonet (Sweden, UK), Specialty (Sweden, UK), Sussex (USA), Tangent (UK), Top-Class (Germany), Transatlantic (UK), 2001/2002 (Germany), Xtra (UK), Zebra (Germany); (distributed—not licensed) Atlanta, Atoll (France), Bere, Brmbo, Calig (Germany), Calliope (UK), Carabine (France), Champ (Austria), Contour (UK), Crystal (Germany), DSC (Netherlands), Dynamic (France), Emidisc (Germany), Figaro, GRT (Canada), Gold, Hurricane, Indian, Jona-Disc, Lotus (Italy), MC-Recs., MFP (Germany), MPA, Oxford Univ. Press (UK), PSM, Pickwick (UK, USA), Symphonica (UK), Tyrolis (Austria), Westwood (UK).
 Musexport Ltd., Clos Belmont 12, CH-1211 Geneva 6. Contact: Norbert Ayer. (Importer/Exporter)
 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.
 Int'l branch: Austria.
 Labels: (Owned) Air, Aktuell, Charis, Foraton, MPV, Musicland, S-3000, Vega 2000.
 Int'l reps.: Austria (Musicland), Germany (All-Music), Norway (Sanitas AIs), Sweden (Agenturfirman Tobiasson).
 Music Radio Promos., PO Box 1134, CH-8047 Zurich. Dir.: Alex Pfund.
 Int'l firm represented: Music Radio Promos (UK).
 Musikverlag zum Pelikan, Hadlaubstr. 63, CH-8044 Zurich. Tel: (01) 60.19.85.
 Labels: (Owned) Pelca; (represented) Camarata (Germany), Harmonia Mundi (France), Lyrichord (USA), MMO (USA), Monitor (USA).
 Int'l rep.: Germany (Disco Center).
 Musikvertrieb AG (IFPI), Badenerstr. 555/557, CH-8048 Zurich. Tel: (01) 54.97.54. Cable: MUSIKVERTRIEB.

Pres.: Dr. Jack Dimenstein; Rec. Dept. Gen. Mgr.: Lucien Monnerat; Gen. Label Mgr.: Marc Laeng; Promo. & Sales Mgr.: Juerg Hoffman. (Distributor/Importer)
 Labels: (licensed domestic) Artiphon, ESP, Elite Special, Intimus, Patria, Swiss Jazz, Triola; (licensed foreign) Apollo (Italy), Ariston (Italy), Asylum (USA), Atco (USA), Atlantic (USA), BTM (USA), Bearsville (USA), Berserkeley (USA), Big Mouth, Blue Note (USA), Buddha (USA), CAM (Italy), Crossover (USA), Dark Horse (USA), Decca (UK), DiscReet (USA), Elektra (USA), Eloise (France), GRT (USA), Gem (USA), Grunt (USA), Hed-Arzi (Israel), Janus (USA), Lollipop, London (UK), Millennium (USA), Nonesuch (USA), Nova (UK), Numero Uno (Italy), Pinball, Planet (Germany), RCA (USA), Radar, Reprise (USA), Road Show (USA), Salsoul, Swan Song (USA), Stiff (USA), Storyville (Germany), Strand (USA), Telefunken (Germany), Threshold (UK), Trojan (UK), United Artists, Vinyl, WEA Int'l (USA), Warner Bros. (USA), Windsong; (distributed—not licensed) Ariola (Germany), Athena (Germany), Baccarola (Germany), Blue Mountain, Bronze (UK), Clan Celentano (Italy), Eurodisc (Germany), H&L (USA), Hansa (Germany), Island, Jupiter (Germany), Manticores (UK), Melodia, Memory, President (UK), Red Star, Shelter, Speedball, Supraphon (Czechoslovakia), Vergara (Spain), Virgin (UK).
 Mustang, see Metronome.
 N G D, see Barclay.
 Nonesuch, see WEA.
 Odeon, see EMI.
 Odyssey, see CBS.
 Orchestrola, see Turicaphon.
 Oversea Recs. AG, Zuercherstr. 35, CH-8154 Oberglatt/Zurich. 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 & Musicali SA (IFPI), Via Generoso 6, CH-6900 Lugano. Tel: (091) 54.86.81, 54.87.51. Telex: 73208. Admin'r: Alberto Colleberg.
 Int'l branch: Italy.
 Int'l reps.: Worldwide (EMI), excluding Colombia (CBS).
 P S M, see Metronome.
 Parlophone, see EMI.
 Paroles, see VDE.
 Pathe, see EMI.
 Patria, see Musikvertrieb.
 Pavo, see Evasion.
 Pelca, see Musikverlag zum Pelikan.
 Pfiffikus, see Bellaphon.
 Philips, see Phonogram.
 Phonag Schallplatten AG (IFPI), Wartstr. 6, CH-8400 Winterthur. Tel: (052) 23.62.31. Cable: PHONAG Telex: 76281. Gen. Mgr.: Helmut Bischof.
 Labels: (Owned) Hallelujah, Helvetia, Phonag; (licensed domestic) Cellier, Mabel; (licensed foreign) Aves (Germany), Arcade (Germany), ECM (Germany), Fonit-Cetra (Italy), Gull (UK), Intercord (Germany), SteepleChase (Denmark), Vanguard (USA), Vedette (Italy).
 Phonogram AG (IFPI), Bahnhofstr. 6, CH-8952 Schlieren. Tel: (01) 730.52.00. Telex: 55530. Mng. Dir.: Wolfgang Zimmermann; Sales Mgr.: Ernst Anderegg; Pop Mgr.: Peter Frei, Classical Mgr.: Werner Seyboth; Adv. Mgr.: K.H. Fahrni.
 Labels: (Owned) Fass, Fontana, Impact, Mercury, Philips, Polystar, Rothkruetz, Spectrum, Star-Club, Vertigo; (distributed) Crypto, Exclusiv, Gnome, Grossman, Heco, Schnoutz; (represented) All Platinum (USA), Biograph (USA), Bus Stop (UK), Charisma (UK), Chess (USA), Chrysalis (UK), Cramps (France), De Lite (USA), Disques H (France), Edd-Music (France), Ember (UK), Ensign (UK), Garima (France), Hot Foot (Germany), Kalondour (France), Kelenn (France), Les 3 Oranges Bleues (France), Love (Italy), MM Recs. (France), Marzelle (France), Monty (France), Mountain (UK), OK Prod'ns (Italy), Paramount (USA), Power Exchange (UK), Rocket (UK), Sides (USA), Thelme (France), 20th Century (USA), Yona Disques (France), Zagora (France).
 Pick Recs. Switzerland (IFPI), Brunnenenstr. 26, CH-8049 Zurich. Tel: (01) 56.44.40. Cable: MUSIKCENTER. Pres. & Gen. Mgr.: Jane Peterer; Mgr.: Guido C. Capocchi.
 Labels: (Owned) Aktuell, Classic Pick, Hot Pick, International Pick, Pick, Swiss Made; (distributed—not licensed) Inner City (USA), MMO (USA), Mariphon (Germany), Maritim (Germany), Studio PR (USA), Sydney Thompson (UK).
 Int'l rep.: Germany (Gruner & Jahr).
 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.: H. U. Ruetschi; Label Mgr.: Manfred Wipfli; Prod'r: Rene Prod'r: Rene Wicky, Victor Pelli.
 Labels: (Owned) Archiv, Brunswick, DG, Heliolor, Karussell, Poly, Polydor, Polyfar, Polystar, Powerplay, Rotation, Schwann, Swiss Gold; (licensed) Barn (UK), Capcorn (USA), Coral (USA), EG (UK), HS (France), Infinity (USA), JMB (France), Karma (Germany), MCA (USA), MGM (USA), Midsong Int'l (USA), Pablo (USA), Pablo Live (USA), Polar (Sweden), Phil Spector Int'l (UK, USA), RSO (UK), Sirocco (France), Track (UK), Verve (USA).
 Polyfar, see Polydor.
 Polystar, see Phonogram & Polydor.
 Pony, see Metronome.
 Pophlight Recs. (Witschi & Co.), PO Box 4070, Sennweg 6, CH-3001 Berne. Tel: (031) 23.71.72. Telex: 33967. Dir.: Max Witschi. (Distributor)
 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.
 Regal Zonophone, see EMI.
 Rei Veira, see Barclay.
 Reprise, see WEA.
 Riviera, see Barclay.
 Rotation, see Polydor.
 Rotkruetz, see Phonogram.
 S-3000, see Musicland.
 Alfred Sacher, Oetlingerstr. 39, CH-4000 Basel. Tel: (061) 33.94.48. (Importer).
 Label: (Represented) Music Minus One (USA).
 Sade, see Barclay.
 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.
 Schwann, see Polydor.
 Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand.
 Label: (Owned) Sonographic.
 Soundsexpress, Zuercherstr. 143, CH-4052 Basel. Tel: (061) 41.04.46. Dir.: Christian Wehrli, Enrico Cenci.
 Spectrum, see Phonogram.
 Stamy, see Barclay.
 Star Recs., PO Box 25, CH-7270 Davos 2. Tel: (083) 3.54.38. Gen. Mgr.: B. Bestgen.
 Labels: (Owned) Star, Swiss Sound.
 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 Turicaphon & Musikvertrieb.
 Swiss Made, see Pick.
 Swiss Sound, see Star.
 Tacoun SA, Rue St. Pierre 26, CH-1700 Fribourg. Tel: (021) 62.45.55.
 Teldec Musikvertrieb, Badenerstr. 555, Zurich. Tel: 54.97.57. Mng. Dir.: Jack Dimenstein; Mktg. Mgr.: Mr. Monnerat; Promo. Mgr.: Mr. Hoffman.
 Tell, see Electromusic.
 Toka, see CCT.
 Top-Disc, see Metronome.
 Top-Disc Gold, see Metronome.
 Tourel, see Barclay.
 Trianon, see EMI.
 Triola, see Musikvertrieb.
 Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich. Tel: (01) 941.13.11. Telex: 52645. Cable: TURICAPHON RIEDIKON. Gen. Mgr.: Hans Oestreicher Sr.; Sales Mgr.: Hans Oestreicher Jr.
 Labels: (Owned) Ariphon, ESP, Elite Special, Intimus, Swiss Jazz (licensed to Musikvertrieb) Carsound, Mandolino, Orchestra; (distributed) Asmahan, Baidaphon (both Lebanon).
 Int'l reps.: Argentina (Surco), Australia (Carinia), Austria (Amadeo), Belgium (Anvers Radio), Brazil (Gravicoes Electricas), Denmark (Sonet-Starbox), Finland (Pohjoismainen), France (Sophotest), Germany (Deutsche Austrophon), Italy (Pilegio), Japan (Victor), Netherlands (Sound), Norway (A. Bendiksen), Spain (Marfer), Sweden (Sonet), USA (Fiesta/Peters), Yugoslavia (Yugoton).
 V D E (Disques), Rue de l'Alé 46, CH-1003 Lausanne. Tel: (021) 22.80.24. Gen. Mgr.: Olivier Buttex; Ass't Mgr.: Francois Queloz; Prod'n Mgr.: Francois Magnenat; Sales Mgr.: Andre Cortessis. (Distributed by Vogue-Evasion).
 Labels: (Owned) Gallo, Paroles, VDE.
 Int'l reps.: Australia (World Rec. Int'l), Austria (Mixture), Belgium (Edibon), Finland (Fuga), Germany (Mixture), Luxembourg (Edibon), Netherlands (Vista), New Zealand (World Rec. Int'l), Sweden (Sterling).
 Vega 2000, see Musicland.
 Vergara, see Ariola-Eurodisc.
 Vertigo, see Phonogram.
 Via Music, see Disques-Office.
 Visadis Record Communications SA, Via al Forte 2, CH-6901 Lugano. Tel: (091) 22.82.82. (Distributor/Importer/Exporter).
 Vogue, Place du Grand Mont, CH-1052 Le Mont/Lausanne. Tel: 33.33.55. Commercial Dir.: Pierre Henry Dumont; Admin. Dir.: Aurel Trost.
 W E A Int'l (European artists relations office & audio/video planning div.), Chillon 16, CH-1820 Montreux. Tel: (021) 61.64.31, 61.29.51. Cable: MONTREUXSOUNDS. Telex: 25796. European Artist Relations Dir.: Claude Nobs; Exec. Ass't: Jaqueline Ledent-Vilain. (Distributed by Musikvertrieb)
 Home office: USA.
 Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Reprise, Warner Bros.; (licensed) Big Tree (USA), Little David (USA), Swan Song (UK), Warner Curb (USA), Westbound (USA), Whitfield (USA); (distributed—not licensed) Bearsville, Dark Horse, Planet (all USA).
 Warner Bros., see WEA.
 Willisau Live, see America Sound.
 Young Electronics, 24-26 Ave de la Gare Des Eaux-Vives, CH-1211 Geneve 6.
 Label: (Represented) Sheffield Lab (USA).

● music publishers

Aberbach (Alpina) GmbH, see Turicaphon.
 Acuff-Rose Verlag AG, see Edifo.
 Amanda Music, see IMPACT.
 Freddy J. Angstmann Publ'g (SUISA), PO Box 28, CH-8050 Zurich. Tel: (01) 51.21.33/56. Telex: 55217.
 Annabella (Ed.) GmbH, see Turicaphon.
 Arena Musikverlag GmbH, see Turicaphon.
 Artillery Music, see IMPACT.
 Ascona Music, see Wintasco-Music.
 Bane Music, see Finsterwald & Cantacuzene.

Bellelulpe 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 & Dir.: Corina Dierks-Fortman; Gen. Mgr.: Fred Hoock.
Home office: Germany
Int'l reps.: Germany (Meisel), USA (Summer Breeze).
 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) 56.44.40. (Affiliated with Jane Peterer)
Int'l firms represented: Meisel Prod'ns, Montana (both Germany).
Int'l reps.: Austria (Melodie), Germany (M. Hohner), Netherlands (De Eeste Muziek Centrale)
 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.
 E M I Music Publ'g (Switzerland) SA, Badenerstr. 567, CH-8048 Zurich, Tel: (01) 54.00.10. Telex: 55695. Mng. Dir.: Guy Deluz
 Edifo SA, Badenerstr. 555, CH-8048 Zurich, Tel: (01) 54.97.54. Pres.: Dr. Veit Wyler; Gen. Mgr.: Sarah Dimenstein.
Int'l firms represented: Acuff Rose Music (USA), Melodie der Welt (Germany).
 Edition Musikproduktionen (ML, SUISA) c/o Metronome Recs. AG, Toedistr. 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 Musica (Spain), Intervox (Belgium), Nobile (Germany), Peterman & Co. Ltd. (UK), Real (Italy), Royal (Germany), Swington (Ed.) (Germany), Valentine (Belgium)
Int'l rep.: Germany (Royal).
 Ere du Verseau, PO Box 90, CH-1211 Geneva 1. Chief Exec.: Mr. Regor.
 Estella Music, see IMPACT.
 Evasion Ed., Rue Dr. Cesar-Roux 28, CH-1005 Lausanne, Tel: (021) 22.81.34. Dirs.: 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), Gerig (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), Fiumara (Italy), Maas (Italy), Pharaon (France), Saar (Italy), Sonet (Sweden, UK).
 Flora Musikverlag GmbH, see Turicaphon.
 Forever Music, see Hazyville.
 Francis-Day-Prod'n Switzerland, see Coda.
 Friedrich's Prod'ns, 13 rue Marignac, CH-1206 Geneva, Tel: 47.68.10/27. Pres.: Jean-Claude Friedrich.
 Giljan AG, see Jane Peterer.
 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.
 Hazyville (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), Hazyland (Germany), Eugene McDaniels (USA), Moon Shadow Music (Germany), 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 (Laetec).
 Helbling & Co., Pfaffenkerstr. 6, CH-8604 Volketswil, Tel: (01) 945.43.93. Cable: HELBLINGMUSIC.
 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, Mongo.
 International Melodies Geneve, see Fanfan.
 Jazz Standard Music, see IMPACT.
 Jeans Music, see Fanfan.
 Jury Music, see IMPACT.
 K B L, 22, Av. de Miremont, CH-1206 Geneva, Tel: (022) 36.70.61.
 L M N, see Fanfan.
 Lchif SA, see Fanfan.
 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 Clai aux Moines, CH-1073 Savigny, Tel: (021) 97.18.94. Dir.: Gino Guds; Promo: Raymond Bailly; Int'l Prod.: Albert van Hoogten.
 Mediterranean Publ'g Prod'ns, 10 Chemin de Normandie, CH-1206 Geneva, Tel: 46.24.59. Gen. Mgr.: Vanda Chuard.
Int'l branch: Greece.
 Meisel-Prod'n der Ed. Coda, see Coda.
 Melodie (Ed.), see 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 Henrion.

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 GmbH, see Turicaphon.
 Musikverlag zum Pelikan, Hadlaubstr. 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 (Baerenreiter).
 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: Burlington Music (UK), Melodie der Welt (Germany), Ivan Mogull (USA), Valentine Music Group Ltd. (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.
 Oeil Music, see Finsterwald & Cantacuzene.
 Onyx Music, see IMPACT.
 Orma Verlag, Chruzewicz 4, CH-8852 Altendorf, Tel: (055) 63.37.22. Telex: 75145. Pres.: J. Baumgartner; Gen. Mgr.: R. Henzi.
 Oversea Music, Zurcherstr. 35, CH-8154 Oberriggli, Tel: (01) 850.32.39. Telex: 56479. Pres.: Michel Liber.
 P D U Eds. Discografiche & Musicali SA, Via Generoso 6, CH-6900 Lugano, el: (091) 54.86.81, 54.87.51. Telex: 73208. Admin'r: Alberto Collembert.
Int'l branch: Italy.
 Jane Peterer Publ'g, Brunnwiesenstr. 26, CH-8049 Zurich, Tel: (01) 56.44.40. Cable: MUSIKCENTER. Pres.: Jane Peterer.
Int'l firms represented: Melodie (ed.)—United Artists Group (Germany, USA).
Int'l reps.: Austria (Melodie), France (Hohner), Germany (M. Hohner), Latin America (Columbia Pictures), Netherlands (De eerste Muziekcentrale), USA (Studio PR).
 Pool Music, see Hazyville.
 Prix Music, see IMPACT.
 Rinco Music Co., Spitalgasse 9, CH-8025 Zurich, Tel: (01) 47.92.40. Telex: 54565. Gen. Mgr.: Walter Schelling.
 Satin Music, see Finsterwald & Cantacuzene.
 Say Yes Music AG, Seestr. 12, CH-6072 Sachseln, Tel: (4141) 66.30.06. Telex: 45138. Gen. Mgr.: Dr. Hermann Stern.
Int'l rep.: Germany (Edition Intro).
 Sebring Music, see IMPACT.
 Sidem SA, see Fanfan.
 Sparta Florida Switzerland, see Coda.
 Turicaphon (Ed.) AG, Winterthurerstr. 40, CH-8610 Uster/Zurich, Tel: (01) 941.13.11/14.34. Gen. Dir.: Hans Oestreicher Sr.
 Violinada Musik Verlag, Postfach 47, CH-8105 Regensdorf, Tel: (01) 840.41.59. Pres. & Gen. Mgr.: Eugene Tiel.
 Wamjud Music, see IMPACT.
 Willin Music, see IMPACT.
 Wintaco-Music, PO Box 412, CH-8040 Zurich, Tel: (01) 241.27.04. 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).

Prex/Vaud, Tel: (021) 76.10.26. Gen. Mgr.: Lea Manhart. (Performing rights only)
Home office: Austria.

PLATING, PROCESSING & PRESSING PLANTS
PRINTERS & LITHOGRAPHERS
 M C S (Music & Cassette Supply Ltd.), Schufelistr., CH-8863 Buttikon SZ, (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr.: Ulrich Plocher.
 Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren, Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand.
 Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich, Tel: (01) 941.13.11.

RECORD PROMOTION
 Music Radio Promos, PO Box 1134, CH-8047 Zurich, Tel: (01) 748.26.97. Dir.: Alex Pfund.

TAPE CUSTOM DUPLICATORS
 Atlantida SA, Chemin Moise-Duboule 49, CH-1211 Geneva 28, Tel: (022) 98.33.22. Cable: ASAINTER.
 Intertape Ltd. (International Tape Org.), Spinnerstr. 21, CH-8753 Mollis, Tel: (058) 34.31.34. Telex: 75162. Gen. Mgr.: Peter Baumgartner; Sales Mgr.: Louis Bischof.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 3/4" cassette, 1/2" cassette.
 M C S (Music & Cassette Supply Ltd.), Schufelistr., CH-8863 Buttikon SZ, Tel: (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr.: Ulrich Plocher.
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.: Freddy P. Frei; R&D Dir.: Richard Steiner.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.
 Ruba, Beerli & Co./Arthcoq 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.: Freddy 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), Birmensdorferstr. 55, CH-8036 Zurich, Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenthal; Gen. Mgr.: Aldo Steiner.
Int'l branches: Austria, CCT; Germany, CCM.
 I C M Cassette Mdsrs. Ltd., Muehlebachstr. 27, CH-8800 Thalwil, Tel: (01) 720.29.42. Telex: 53759. Pres.: Werner Weber; Gen. Mgr.: Andy Baur; Sales Mgr.: Rolf Sager. (SEE ADVERTISEMENT)
 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.
 Lenco Moulding SA, rue de l'Industrie, CH-1781 Courmaman, Tel: (037) 34.19.15. Gen. Mgr.: Gerard Koeberle; Sales Mgr.: Zita Koeberle. (SEE ADVERTISEMENT)
 Toka AG, see CCT.
 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.

EMPTY CARTRIDGES, CASSETTES, & REELS
 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.: Freddy P. Frei; R&D Dir.: Richard Steiner.
Audio: C-O cassette, cartridges, digital cassettes.
 C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich, Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenthal; Gen. Mgr.: Aldo Steiner.
Int'l branches: Austria, CCT; Germany, CCM.
 I C M Cassette Mdsrs. Ltd., Muehlebachstr. 27, CH-8800 Thalwil, Tel: (01) 720.29.42. Telex: 53759. Pres.: Werner Weber; Gen. Mgr.: Andy Baur; Sales Mgr.: Rolf Sager. (SEE ADVERTISEMENT)
 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.
 Lenco Moulding SA, rue de l'Industrie, CH-1781 Courmaman, Tel: (037) 34.19.15. Gen. Mgr.: Gerard Koeberle; Sales Mgr.: Zita Koeberle.
Audio: C-O cassettes. (SEE ADVERTISEMENT)
 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.: Freddy P. Frei; R&D Dir.: Richard Steiner.
 Toka AG, see CCT.
 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 Riedikon/Zurich, 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 Egl. Gen. Mgr. W.A. Wettler, Sales Mgr. A. Brand. (Jackets & labels only)
 Turcaphon AG Schweizer Schallplattenfabrik CH-8611 Riedikon/Zurch Tel (01) 941.43.11. (Jackets & sleeves only)

POLYETHYLENE BAGS

Sonographic Rec'g Co AG, Kampstr 16, CH-8952 Schlieren Tel (01) 730.22 29 Pres R Egl. Gen. Mgr. W.A. Wettler Sales Mgr A Brand

PROFESSIONAL TAPE SUPPLIES

Audio Magnetics SA Geneva, PO Box 54, 2 Rte. des Acacias, CH-1227 Geneva, Tel: (022) 43 51.15. Telex 27152. Gen Mgr Jean-Pierre Murbach; Sales Mgr Werner Meier, Mktg. Mgr Jean-Jacques Eschenmoser
Int'l subsidiaries: England, France, Germany, Portugal (All Audio Magnetics)
Audio: 8-tr & cassette duplication tapes on NAB hubs

TAPE, RAW & BLANK LOADED

Agfa-Gevaert AG/SA, Steitbachstr 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, Raffelstr. 25 CH-8045 Zurich Tel (01) 66.26.90 Telex 56556 Chm. Manfred Frank; Sales Mgr. Ed Isenring, (Importer) (Blank only)
Audio: Cassette, open reel.
Brand name: Fuji**

Audio Magnetics SA Geneva, 2 Rte. des Acacias, CH-1217 Geneva 24, Tel (022) 43 51 15 Telex 27 52 Gen. Mgr. Jean-Pierre Murbach, Sales Mgr. Werner Meier, Mktg. Mgr. Jean-Jacques 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

C C T (Compact Cassettes Trading AG), Birmendorferstr 55, CH-8036 Zurich Tel (01) 241.47.11. Telex 58975 Chief Exec Hugo von Blumenthal Gen Mgr Peter Wurz.
Audio: Cassette
Brand Name: Toka/Galaxy.
 Fuji, see Audio-Electronic
 I C M, see MCA. (SEE ADVERTISEMENT)
 Intertape Ltd. (International Tape Org), Spinnerstr 21, CH-8753 Mollis, Tel (058) 34 31 34, Telex 75162. Gen Mgr., Peter Baumgartner; Sales Mgr. Louis Bischof. (Audio & Video).

Lenco Moulding SA, rue de l'Industrie, CH-1781 Courtaman, Tel (037) 34 19 15 Gen. Mgr. Gerard Koeberle; Sales Mgr. Zita Koeberle. (Blank only)
Audio: Cassette (SEE ADVERTISEMENT)

M C S (Music & Cassettes Supply Ltd.), Schufelistr., CH-8863 Buttikon SZ, Tel (055) 67.14.14, Telex 75144. Pres. Werner Weber; Gen. Mgr. Mario Taravella; Sales Mgr. Ulrich Plocher
Audio: 8-tr., cassette
Brand name: ICM

MagneTec Inc., Schwarztorstr 36, CH-3007 Berne. (Consulting & Engineering)

Musiland 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
 Pyral (Produits) 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., Willi Studer, Gen. Mgr. Michel Ray (Blank only)
Audio: Open reel

Sony Overseas SA, Baarerstr. 59, CH-6301 Zug, Tel: (042) 23 31 21. (Blank only)
Audio: Cassette, open reel.
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ cartridge.

Toka/Galaxy, see CCT
 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.
 Audio Magnetics SA Geneva, PO Box 54, 2 Rte. des Acacias, CH-1227 Geneva, Tel: (022) 43.51.15. Telex 27152.

Gen. Mgr. Jean-Pierre Murbach, Sales Mgr. Werner Meier, Mktg. Mgr. Jean-Jacques Eschenmoser
Int'l subsidiaries: England, France, Germany, Portugal (All Audio Magnetics)
Audio: 8-tr., cassette & open reel copiers & duplicators.
Brand name: Pentagon
 Intertechnika (div of Nichibe Technical Consultants Ltd.), Case Postale 475, 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

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
Product: Carrying & storage cases, headd 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 Mdsrs. Ltd., Muehlebachstr 27, CH-8800 Thalwil, Tel (01) 720 29 42 Telex 53759 Pres. Werner Weber; Gen. Mgr. Andy Baur, Sales Dir.: Rolf Sager.
Product: Tape carrying & storage cases, splicing tape (SEE ADVERTISEMENT)

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.), Schufelistr., CH-8863 Buttikon SZ Tel (055) 67 14.14, Telex 75144. Pres.: Werner Weber; Gen. Mgr. Mario Taravella, Sales Mgr. Ulrich Plocher
Int'l branch: Germany
Product: Head cleaners

Musiland 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.
Product: Carrying & storage cases, head cleaners & demagnetizers

Revox-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, Spalentorweg 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

Thorens-Franz AG, Hardstr 41, CH-5430 Wettingen, Tel (056) 26.28.61. Mng. Dir. Remy A Thorens; Sales Dir. Armin Graf.
Product: 45 rpm adaptors, needles

● store fixtures & merchandising aids manufacturers

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
Product: Tape display racks

Musiland 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.
Product: Tape display racks.

E. Schweizer Design AG, Spalentorweg 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 Bua), 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.,

52/4-6 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 2, Tel: 221-4471/4241. Cable CHINTAICOM. Pres. Maitri Boondiskulchok; Gen. Mgr.: Kavee Boondiskulchok; Sales Mgr.: Kamol Boondiskulchok. (Distributor/Importer from UK & USA)

Labels: (Distributed foreign—not licensed)
 Amsterdam, Atlantic, Capitol, Columbia, Command, Dolton, Dunhill, Elektra, Epic, Liberty, London, MCA, MGM, Mercury, Motown, Nonesuch, Pride, RCA, United Artists, Warner Bros. (all USA).

E M I (Thailand) Ltd., 522 Prasumain Rd., Bangkok Tel: 281-7089/7582/7377. Cable EMITRON. Mng Dir.: Neil Sarsfield; Sales Mgr.: Thaveechai Jariya-lam-Udom; Comm'l Dir. Pramahn Boodsakorn.
Labels: (Owned) Capitol, EMI, EMI (Thailand); (licensed) Arista (USA), Bronze (UK), CBS (USA), Island (UK), MAM (UK), Magnet (UK), Motown (USA), Philips (Netherlands), Polydor (Germany), Private Stock (USA), RAK (UK), Sherbet (Australia), 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).

M V-Master Voice, see Sri Krung.
 S K S, see Sri Krung.
 S P C, 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 Chunsiripong
Label: (Owned) KS.

● music publisher

Kamol Sukosol Co. Ltd., 857 Mahachai Rd., Bangkok. Tel: 222-5131 Mng. Dir. Sukit Pachimsawat; Gen. Mgr.: Tian Chunsiripong.

● 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 Chunsiripong.

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 Chunsiripong.
Audio: Cassette, open reel, open reel quadraphonic.

● supplies

CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

BLANK LOADED TAPE

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 Divali, 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 L O, see Record Specialists.
 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).

Catelli, see Record Specialists.
 D D S, see Record Specialists.
 Helen Disc, see Caribbean.
 Hewanorra, see Caribbean.
 K H Recs. Ltd., see Record Specialists.
 Kaimit, see Record Specialists.
 Kalaloo, see Record Specialists.
 Kalinda, see Record Specialists.
 Mamwa, see Caribbean.
 Miraflores, see Caribbean.

Record Specialists (Trinidad) Ltd / KH Recs. Ltd. (IFPI), 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad Tel. (62) 31092, 36435, 37789. Cable HEATSINK Mng Dir.: Kerry Richards.
Labels: (Owned) Kaimit, Kalaloo, Kalinda, (licensed domestic) CLO, Catelli, DDS, Ritchies, SH, Trinidad, (licensed foreign) Arrow (Montserrat).
Int'l reps.: Africa, Europe, UK (all Tackle), USA (Charlie).

Hilton D. Rhyner, 54 Prince St., Port-of-Spain, Trinidad, Tel. (62) 35673. Gen. Mgr.: Hilton D. Rhyner, Sales Mgr.: Cleve Calderon. (Importer)
 Ritchies, see Record Specialists.
 S H, see Record Specialists.
 Simpet, see Caribbean.
 Suriname, see Caribbean.
 Telco, see Caribbean.
 Trinidad Recs., see Record Specialists.
 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 Mng. Dir.: Kerry Richards.
Int'l reps: France (Bagatelle), UK (PRS).
 Witelco Music Co., High St., Siparia, Trinidad, Tel. (649) 2415.

● services

DESIGN & ARTWORK PLATING, PROCESSING & PRESSING PLANT

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad, Tel. (62) 31092, 36435, 37789. Cable: HEATSINK Mng. Dir.: Kerry Richards.

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.

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots, Port-of-Spain, Trinidad, Tel. (62) 31092, 36435, 37789. Cable: HEATSINK Mng. Dir.: Kerry Richards. (PKG—audio only)
Audio: Cassette.

● supplies

LABELS

Record Specialists (Trinidad) Ltd., 4 Milling Ave., Sea Lots,

Port-of-Spain, Trinidad, Tel. (62) 31092, 36435, 37789. Cable HEATSINK Mng. Dir.: Kerry Richards.

● 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, 45 rpm adapters, needles, head cleaners & demagnetizers.

TURKEY

Population: 40,160,000.
Rate of exchange: \$1 (US) = 47 liras
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

A S, see Metronom.
 Aras, see Kent.
 Balet, see Gruenberg.
 Bobo, see Metronom.
 Evren, see Metronom.

Gruenberg Ticaret AS (IFPI), PO Box 533, Rızapasa Yokusu, Milas 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), Dureco (Netherlands), EMI (UK), Haven (USA), Odeon (UK), Parlophone (UK), Phonogram (Netherlands), Polydor (Germany), Stateside (UK).
Int'l reps.: Germany (Polydor), Netherlands (Phonogram), UK (EMI), USA (CBS).

H O P, see Yanki.
 I No Plakçılık, see Yanki.
 Jet, see Metronom.

Kent Müzik Ticaret ve Pazarlama Ltd., PO Box 24, IMC Blok 6, No. 6328, Unkapanı, Istanbul, Tel. (11) 26-34-65. Gen. Mgr.: Umit Guner, Sales Mgr.: Omer Borazancı.
Labels: (Owned) Aras, Kent, (licensed) Agumamanda (Italy), BMI (Netherlands), Carosello (Italy), Dureco (Netherlands), EMI (Netherlands), Marfer (Spain), Motors (France), Regal (EMI UK), Sonet (Sweden), Trema (France), Zafiro (Spain).
Int'l reps.: Germany (Yilmal Exp.)

Melodi Rec'g & Sound Ind. (IFPI), 348 Istiklal Caddesi, Istanbul, Tel. (92) 44-26-36. Cable MELODI. Gen. Sec'y: Faruk Ergokmen. Gen. Mgr.: Kayihan Çağlayan, Sales Mgr.: Turgut Çağlayan, A&R Mgr.: Vahe Dilacar.
Labels: (Owned) Melodi, (licensed foreign) Atlantic (USA), Baby (Italy), Bronze (UK), Discos Columbia (Spain), DJM (UK), Decca (UK), Elektra / Asylum (USA), Infinity (USA), London (USA), MCA (USA), Motown / Gordy / Tamla (USA), RCA (USA), WEA Int'l (USA), Warner Bros. (USA), (distributed—not licensed) Bo vema Negram (Netherlands), Fonior (Belgium), Killory (Netherlands), Victor Music (Japan).

Metronom Ltd., PO Box 66, IMC Blok 6, No. 6430, Unkapanı, Istanbul, Tel. 26-54-59. Gen. Mgr.: Nazmi Senel, Sales Mgr.: Tunay Akdeniz, Comm'l Mgr.: Akif Senbaobaoglu.
Labels: (Owned) Metronom, (licensed) AS, Evren, Senel, (distributed—not licensed) Bobo, Jet, Satellite, West, ZE, Zenith.
Int'l reps.: Austria (Super Corp.), Belgium (Ronnex), Italy (Carosello), Netherlands (Dureco), UK (Music World).

Satellite, see Metronom.
 Senel, see Metronom.
 West, see Metronom.
 Yanki Ltd. Rec. Mfg. & Dist'g Co. (IFPI), IMC Blok 6, No. 6437, Unkapanı, Istanbul, Tel. 22-07-15. Pres.: Atilla Cilanbol, Gen. Mgr.: Kadir A. Demirturk, Sales Mgr.: Ali Ihsan Oral, Contract Mgr.: Yasef Alguadis.
Labels: (Licensed) Durium (Italy), Hansa Int'l (Germany), (distributed—not licensed) Ariola Eurodisc (Germany), Barclay (France), Cyclon (France), HOP, I No Plakçılık, Int'l Show (France), Pye (UK), Saar (Italy).
Int'l reps.: France (Dalida, Cyclon, Orlando, Show Int'l), Germany (Ariola Eurodisc, Hansa), Italy (Durium, Saar), UK (Pye).

Z E, see Metronom.
 Zenith, see Metronom.

● music publishers

Kent Music Edisyon, Ankara Caddesi, No. 74 / 509, Sirkeci, Istanbul, Tel. 26-54-59. Chief Exec.: Nazmi Senel, Gen. Mgr.: Mrs. Beyhan Pastumaz.
 Kent Music Ltd., PO Box 24, IMC Blok 6, No. 6328, Unkapanı, Istanbul, Tel. (11) 26-34-65. Gen. Mgr.: Umit Guner.
 Odeon Ticaret TAO, PO Box 533, Rızapasa Yokusu, Milas Han, Istanbul, Tel. (92) 26-32-60. Chm.: Leon Gruenberg, Gen. Mgr.: Benno Merovich.

● services

ASSOCIATION & PROFESSIONAL ORGANIZATION

Association of Phonograph Music Prod'rs (Fono Müzik Pro-

duktorleri Derneği), Halkali Caddesi 85, Yesilkoy-Istanbul.

DESIGN & ARTWORK

Muzikservis, PO Box 66, IMC Blok 6, No. 6430, Unkapanı, Istanbul, Tel. 26-54-59. Pres.: Nazmi Senel, Gen. Mgr.: Nihan Goymen, Sales Mgr.: Erdogan Kalyoncu.

LICENSING ORGANIZATION, MUSIC

Muzikservis, PO Box 66, IMC Blok 6, No. 6430, Unkapanı, Istanbul, Tel. 26-54-59. Pres.: Nazmi Senel, Gen. Mgr.: Nihan Goymen, Sales Mgr.: Erdogan Kalyoncu (Mechanical rights only).

PLATING, PROCESSING & PRESSING PLANTS

Melodi Rec'g & Sound Ind., 348 Istiklal Caddesi, Istanbul, Tel. (92) 44-26-36. Cable MELODI. Gen. Sec'y: Faruk Ergokmen, Gen. Mgr.: Kayihan Çağlayan, Sales Mgr.: Turgut Çağlayan.
 Plaksan Plak Sanayi AS, Bağcılar Yolu, Marmara Cad., No. 12, Gungoren, Istanbul, Tel. 71-67-34. Cable SAN-PLAK Chm.: Leon Gruenberg, Gen. Mgr.: Engin Tunasar.

PRINTER & LITHOGRAPHER

Muzikservis, PO Box 66, IMC Blok 6, No. 6430, Unkapanı, Istanbul, Tel. 26-54-59. Pres.: Nazmi Senel, Gen. Mgr.: Nihan Goymen, Sales Mgr.: Erdogan Kalyoncu.

RECORD PROMOTION

Kent Müzik Ticaret ve Pazarlama Ltd., PO Box 24, IMC Blok 6, No. 6328, Unkapanı, Istanbul, Tel. (11) 26-34-65. Gen. Mgr.: Umit Guner, Sales Mgr.: Omer Borazancı.
 Muzikservis, PO Box 66, IMC Blok 6, No. 6430, Unkapanı, Istanbul, Tel. 26-54-59. Pres.: Nazmi Senel, Gen. Mgr.: Nihan Goymen, Sales Mgr.: Erdogan Kalyoncu.

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 Müzik Ticaret ve Pazarlama Ltd., PO Box 24, IMC Blok 6, No. 6328, Unkapanı, Istanbul, Tel. (11) 26-34-65. Gen. Mgr.: Umit Guner, Sales Mgr.: Omer Borazancı. (PKG)

Audio: 8-tr. cassette.
 Melodi Rec'g & Sound Ind., 348 Istiklal Caddesi, Istanbul, Tel. (92) 44-26-36. Cable MELODI. Gen. Sec'y: Faruk Ergokmen, Gen. Mgr.: Kayihan Çağlayan, Sales Mgr.: Turgut Çağlayan.

Audio: 8-tr. cassette.
 Muzikservis, PO Box 66, IMC Blok 6, No. 6430, Unkapanı, Istanbul, Tel. 26-54-59. Pres.: Nazmi Senel, Gen. Mgr.: Nihan Goymen, Sales Mgr.: Erdogan Kalyoncu.

Audio: Cassette.
Video: 1/4" cassette, 1/2" EIAJ cartridge.
 Plaksan Plak Sanayi AS, Bağcılar Yolu, Marmara Cad., No. 12, Gungoren, Istanbul, Tel. 71-67-34. Cable SAN-PLAK Chm.: Leon Gruenberg, Gen. Mgr.: Engin Tunasar.
Audio: Cassette.

● supplies

CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

Edvard I. Palacı, PO Box 515, 58 / 407 Cumhuriyet Blvd., Izmir, Tel. (51) 14-18-26. Cable PALACI. Telex: 52562. Mng. Dir.: Edvard I. Palacı, Gen. Mgr.: Robert Palacı, Sales Mgr.: Albert Sarfatı, Export Sec'y: Rose Palacı. (Empty Only) (Distributor / Importer / Exporter)
Audio: Cassette.

Plaksan Plak Sanayi AS, Bağcılar Yolu, Marmara Cad., No. 12, Gungoren, Istanbul, Tel. 71-67-34. Cable SAN-PLAK Chm.: Leon Gruenberg, Gen. Mgr.: Engin Tunasar.
Audio: Cassette.

TAPE, RAW & BLANK LOADED

Gantenbein Ticaret, Meclisi Mebusan Caddesi 147, Tutun Han 4, Istanbul, Tel. 43-28-00. Telex: 23441. Mng. 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.

Edvard I. Palacı, PO Box 515, 58 / 407 Cumhuriyet Blvd., Izmir, Tel. (51) 14-18-26. Cable PALACI. Telex: 52562. Mng. Dir.: Edvard I. Palacı, Gen. Mgr.: Robert Palacı, Sales Mgr.: Albert Sarfatı, Export Sec'y: Rose Palacı. (Distributor / Importer / Exporter)
Audio: Blank—8-tr., cassette, open reel; raw—cassette.
Video: Blank—1/2" EIAJ cartridge.
Brand names: Brand Five, CBS, G-Tape, Sonoramic, Standard, TDK (VHS & Beta formats).

TAPE DUPLICATING & PROCESSING EQUIPMENT

Edvard I. Palacı, PO Box 515, 58 / 407 Cumhuriyet Blvd., Izmir, Tel. (51) 14-18-26. Cable PALACI. Telex: 52562. Mng. Dir.: Edvard I. Palacı, Gen. Mgr.: Robert Palacı;

Sales Mgr.: Albert Sarfati, Export Sec'y: Rose Palaci (Distributor/Importer/Exporter)
 Audio: Cassette, pancakes.

PROFESSIONAL TAPE SUPPLIES

Edvard I. Palaci, PO Box 515, 58/407 Cumhuriyet Blvd., Izmir. Tel: (51) 14-18-26. Cable: PALACI. Telex: 52526. Mng. Dir.: Edvard I. Palaci; Gen. Mgr.: Robert Palaci; Sales Mgr.: Albert Sarfati; Export Sec'y: Rose Palaci (Distributor/Importer/Exporter)
 Audio: Test & alignment tape.
 Brand name: TDK.

● **accessories manufacturers**

Melodi Records & Sound Ind., 348 Istiklal Caddesi, Istanbul. Tel (92) 44-26-36. Cable: MELODI. Gen. Sec'y: Faruk Ergokmen; Gen. Mgr.: Kayihan Caglayan; Sales Mgr.: Turgut Caglayan.
 Product: Carrying & storage cases.
 Edvard I. Palaci, PO Box 515, 58/407 Cumhuriyet Blvd., Izmir. Tel: (51) 14-18-26. Cable: PALACI. Telex: 52526. Mng. Dir.: Edvard I. Palaci; Gen. Mgr.: Robert Palaci; Sales Mgr.: Albert Sarfati; Export Sec'y: Rose Palaci (Distributor/Importer/Exporter)
 Product: Tape carrying & storage cases, head cleaners & demagnetizers.

USSR

Population: 262,442,000.
 Rate of exchange: \$1 (US) = .66 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:

Record production: 1978—204,000,000 units (65,000,000 flexibles)
 Records imported from Eastern Europe & Cuba: 1978—700,000 units.
 Average retail price per record: Pop & jazz stereo LP's—\$3.25 & \$4.50, classical stereo LP's—\$2.19; mono & stereo singles (with 3 or 4 songs)—\$1.28, flexible mono singles—\$.90.
 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 retained 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. It also will publish a special record/tape monthly magazine, with a catalog-bulletin format, aimed at the general record collector and buyer. New releases are also advertised in "Soviet Culture," in the bi-weekly "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.
 "Muzykalny 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 bi-weekly magazines, 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: Since the pre-recorded cassette was introduced in 1971, it has become the dominant configuration, with almost no industrial production of pre-recorded open reel and no production of 8-track cartridge. The playback equipment market is steadily developing with a trend toward introducing more sophisticated, up-to-date quality products with a stronger emphasis on cassette units. The first high quality cassette unit is due on the market soon.

Average retail price per tape: Cassette—\$6.81.

RADIO STATIONS:

No. of government 222
 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. There is a trend toward the launching of more FM stations with a large percentage of stereo broadcasting as the national companies introduce more stereo tuners and radios.

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. In 1978, up to 83% of the overall population in the USSR could see national television programs.

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.

MARKET ANALYSIS:

In 1978, Melodiya Records reached its highest yearly output level—204 million units, including over 60 million flexible mono singles featuring national and international pop songs. Melodiya officials believe that in several years its production of flexibles will be finished (with the exception of study, promotional and advertising disks). The company has also expanded its line of licensed LP's, having released 45 licensed LP's (23 classical and 22 pop and jazz) in 1978 from licensees CBS, EMI, Polydor, Hispavox, ABC, among others.

Melodiya has considerably improved the quality of its releases, including cover sleeves, art design, comments on the material, and the A&R presentation. Last year it established a new facility—the Gramzapis pressing plant, which is involved with experimental and research problems in the development of recording studio equipment, the new technology of recording and pressing processes, the improvement of software quality, and the development of quadradisks and videodisks. Melodiya's three major pressing factories in Aprelevka (Moscow), Leningrad and Tashkent are being reconstructed and modernized.

There are plans to build a giant record production complex in Moscow. Upon completion, it will be the largest and most powerful record manufacturing enterprise in the world. Construction reportedly will begin in 1980, soon after the Olympic games are over. Meanwhile, the forging and pressing equipment enterprise in Odessa is completing the designing of the first Russia-made record pressing equipment. The pilot presses were tested in April and May of 1979.

The tape market is steadily developing but is far behind the record market. Melodiya produces fewer than three million cassettes.

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), 32/34 Smolenskaya-Sennaya Pl., Moscow 121200. Tel. 244-1022. Cable: MEZHKNIGA. Pres. Youri B. Leonov; Gen. Mgr.: Mikhail P. Shmelov.
 Labels (Owned) Melodiya, (licensed foreign) ABC (USA), Ariola (Germany), CBS (USA), CNR (Netherlands), Chant du Monde (France), Chrysalis (UK), EMI (UK), Hispavox (Spain), Motown (USA), Polar (Sweden), Polydor (Germany), United Artists (UK), Zafiro (Spain).
 Int'l reps: Germany (Ariola, Polydor), Japan (Victor), Netherlands (Sound Prods.), UK (EMI, United Artists), USA (ABC, CBS, Pickwick Int'l).

● **music publishers**

Muzychna Ukraina, Ul. Pushkinskaya 32, Kiev. Tel. 25-2104.
 Soviet Composer Publ'rs, Moris Torez Embankment 30, Moscow V-35.
 Branch: Leningrad, Pr. Gaza 44. Tel. 52-34-62.
 State Publ'rs Music, Neglinnaya 14, Moscow K-45.

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Kontora Gramplastinok, Ministry of Foreign Trade, Smolenskaja Square, Moscow G-200.
 Muzfond, Ul. Gotvalda 10, Moscow A-47.
 National Committee of the International Music Council, c/o Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9.
 State Committee of Broadcasting & Television, Ul. Pyatnitskaya 25, Moscow. Tel. 233-6356. Cable: MOSKVA-RADIO.
 Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9. Tel. 229-5444/4893.
 Branch: Leningrad, Ul. Gertzena 45. Tel. 12-16-23.

LICENSING ORGANIZATION, MUSIC

V A P (All-Union Agency of Copyright), Bolshaya-Bronnaya 6A, 103104 Moscow K-104. Tel. 203-4599. Cable: AVTOR. Telex 7627. Chm. Boris D. Pankin.
 Branch: Leningrad 191025 Vladimirovsky pr. 2. Tel. 1215-9237. Dir.: Nina Kramarova.

PRESSING PLANT

V S G (Vsesoyuznaya Studiya Gramzapis), Ul. Stankevitcha 8, Moscow K-9.

Branches: Leningrad, Ul. Tzvetochnaya 6—Moscow region, Aprelevsky, St. Aprelevska—Riga, Ul. Kalntziema 40—Tashkent, Ul. Druzhba Narodov 4.

RECORD PROMOTION

Gosconcert Agency, Neglinnaya 15, Moscow. Cable: MOSKVA GOSCONCERT.

● **supplies**

TAPE, RAW & BLANK LOADED

Melodiya, Tiivase 12, Tallin 16. (Blank only)
 Audio: Cassette
 Pereslavl-Zaleski Chemical Plant, Pereslavl-Zaleski, Yaroslavl Obl.
 Audio: Open reel.
 Shostka Chemical Plant, Shostka, Sumskaya Obl.
 Audio: Open reel.
 Vertretung der BASF, Ul. Lunatscharkogo 7, 121002 Moscow. Tel. 241-75-09. Cable: BASF. Telex: 7767.
 Brand name: BASF.

UNITED KINGDOM

Population: 55,900,000.
 Rate of exchange: 1 pound = \$2.22.
 Per capita income: \$44.00
 Holidays: January 1, Good Friday, Easter Monday, First Monday in May, Last Monday in May, Last Monday in August, December 25, December 26 (Boxing Day).
 No. of homes with record players: 16,200,000.

RECORDS:

Records sold domestically: LP's 1978—85,500,000 units, \$491,000,000; 1977—81,500,000 units, \$364,000,000. EP's 1977—2,000,000 units, \$5,000,000. Singles 1978—87,900,000 units, \$117,000,000; 1977—62,100,000 units, \$69,000,000.

Records imported from USA (factory value, CIF): 1978—1,000,000 units, \$8,000,000; 1977—1,500,000 units, \$8,000,000.

Records exported to USA (factory value, FOB): 1978—5,000,000 units, \$11,000,000; 1977—5,000,000 units, \$8,000,000.

Records imported from countries other than USA (factory value, CIF): 1978—7,000,000 units, \$10,000,000; 1977—4,000,000 units, \$9,000,000.

Records exported to countries other than USA (factory value, FOB): 1978—18,000,000 units, \$44,000,000; 1977—18,000,000 units, \$34,000,000.

Typical retail price per record: LPs—\$11.00; singles—2.20.

Stereo sales: 95% of total.

Record club sales: 8% of total.

Discounting: Frequent.

Type of distribution: The manufacturer-to-retailer system predominates with about 60% of the market; racked outlets account for 18% of sales; one-stops have about 7%, and mail order and clubs the remaining 15%.

Type of promotion: Radio and television are thought to be the most important media but there is some evidence that airplay is not vital to success. About 25% of LP sales are stimulated by TV advertising. Press coverage is good.

Jukeboxes: 65,000.

TAPE:

Market: Cassette is the only significant tape medium. While sales of top line product are decreasing, budget lines sales are increasing. Music centres are the most popular equipment for new purchasers.

Pre-recorded tape sold domestically including imports (retail value): 8-tr. 1978—600,000 units, \$400,000; 1977—1,100,000 units, \$6,000,000. Cassette 1978—20,500,000 units, \$129,000,000; 1977—18,500,000 units, \$94,000,000.

Pre-recorded tape exported to USA (factory value, FOB): 1978—500,000 units, \$2,000,000; 1977—500,000 units, \$2,000,000.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1978—400,000 units, \$2,000,000; 1977—300,000 units, \$1,000,000.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1978—2,000,000 units, \$6,500,000; 1977—2,500,000 units, \$5,000,000.

Typical retail price per tape: 8-tr.—\$7.70, cassette—\$11.50.

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.

TELEVISION STATIONS

No. of channels: 2 government, 1 commercial (65% color).

IMPORT/EXPORT REGULATIONS

There are no tariff or quota restrictions. Imports are subject to a 15% VAT.

● **record & tape manufacturers/distributors/importers**

A I M Music Ltd., 43 Queen Anne St., Dunfermline, Scot-

- land. Tel: (0382) 28464. Gen. Mgr.: A.I. Muir; Sales Mgr.: B. Muir. (Distributed by Virgin)
Label: (Owned) No Bad Recs
Int'l rep.: Worldwide (Virgin).
- A K Recs., 26-28 Queen St., Manchester M2 5HX. Tel: (061) 834-2221. Gen. & Sales Mgr.: Dennis Baxter; Rec'g Mgr.: Keith Twort. (Distributed by Jazz Servs. Unlimited)
- A & M Recs. Ltd., A&M House, 136-140 New Kings Rd., London SW6 4LZ. Tel: (01) 736-3311. Cable: ALPER-MOSS Telex 916342. Mng. Dir.: Derek Green; Deputy Mng. Dir.: Glenn Simmons; Mktg. Dir.: John Cokell; Sales Mgr.: Bill Groves; Prod. Mgr.: Jim Chambers; Promo. Dir.: Tony Burfield. (Distributed by CBS).
Home office: USA
- Abbey Folk, see Abbey
- Abbey Recs., 1 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
- Able Label Prod'ns, 17 Berkeley St., London W1. Tel: (01) 409-1401. Chief Exec.: Veronica Hall.
- Acanthus, see Nimbus
- 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. (Licensed to Arista)
- 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: (01) 998-0911. Cable: SCARLETT GREENFORD. Telex 888889. Chief Exec.: Michael J. Collins; Mng. Dir.: Wendy Collins; Gen. Mgr.: John E. Jennings. (Distributor/Importer)
- Air Recs. Ltd., 12 Stratford Pl., London. Tel: (01) 408-2355. Cable: CHRYSALIS. Chm.: George Martin; Gen. Mgr.: John Burgess. (Distributed by Chrysalis)
Label: (Owned) Air
- 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 (Barclay), Germany (Bellaphon), Switzerland (Bellaphon)
- Alba Recs., 21A Grosvenor St., Edinburgh, Scotland. Tel: (031) 225-1066. Chief Exec.: John Mackinnon
Labels: (Owned) Alba, Stag
- Albion Recs., 147 Oxford St., London W1. Tel: (01) 734-9072. Telex 8954780. Dirs.: Dai Davies, Derek Savage. (Licensed to Arista)
Int'l reps.: Germany (Ariola), Netherlands (Ariola), Scandinavia (Phonogram), Spain (Ariola)
- Alcatraz, see Beserkley
- Alice Recs., 9 Cavendish Square, London W1M 0DU. Tel: (01) 995-1191. Prod'r: Graham Soudbourne.
- Alley Cat, see Humber
- Alpha, see Abbey
- Amber Recs., Wyastone Leys, Monmouth NP5 3SR. Tel: (0600) 890 682. Dirs.: N. Libin, M. & G. Reynolds. (Distributed by Nimbus)
- Amberlee Recs. Ltd., Amberlee House, 387 Harrow Rd., London W9. Tel: (01) 866-7748. Mng. Dir.: John Peters. (Distributed by Lugton, H.R. Taylor)
Labels: (Owned) Amberlee, Eyemark, (represented) Doric (USA)
Int'l rep.: (USA) (Doric).
- Amon Ra, see Saydisc
- Anemone Sound Facilities Ltd., 10A Poland St., London W1. Tel: (01) 439-9611. Telex 8812286. Mng. Dir.: Aaron Gershfield; Gen. Mgr.: Derek Hanlon; Sales Mgr.: Simon Patrick.
Labels: (Owned) Anemone Special Sound, Childsplay Tapes, D-Arblay Sound Studio Workshop, History Alive, Literature Alive, Singing Alive, Yoga For Health; (licensed) Breakthrough Tapes; (distributed—not licensed) Time To Listen.
- Anglo Recs., 30 Limekiln Ln., Bridlington, North Humberside YO16 5TH. Tel: (0262) 76388. Dir. & Prod'r.: Robert Fisher
- Antic, see WEA
- 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).
- Aquarius, see President
- Aquarius Music Ents., 28 Dalrymple Crescent, Edinburgh, Scotland EH9 2NX. Tel: (031) 667-3633. Cable: MUSAQUA. Chief Exec.: Andy Petersen; Gen. Mgr.: Helen Douglas
Labels: (Owned) Helios, Wildtrack
Int'l reps.: Canada (Morning), USA (Worldwide Music Serv.)
- Arcade Recs. (UK) Ltd., 36/38 Willesden Ln., London NW6 7ST. Tel: (01) 328-1911. Telex 27140. Dirs.: Michael & Larry Levene, Laurence Myers, Promo. Mgr.: Bert Herman; A&R Co-ord.: Mrs. S. Curd.
Int'l branches: Germany, Netherlands.
- Archduke, see Derek Lawson
- Archiv, see Polydor
- Argo, see Decca
- 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 Crockatt. (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. (FPI), 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 Mgr.: Allan Watson. (Distributed by Phonodisc)
Labels: (Owned) Arista, Bell; (licensed domestic) Acrobat, Albion, Zoom; (licensed foreign) Novus, Savoy (both USA)
Int'l reps.: Worldwide (EMI) excluding Japan (Nippon Phonogram), USA
Arrival, see K-tel
- Arrowlabs Ltd., Humber Rd., London NW2 6EP. Tel: (01) 450-2411. Cable: ARROWTABS Telex 923034. Mng. Dir.: M.D. Mindel; Gen. Mgr.: R.J. Bartholomew; Sales Mgr.: Alex Murray; Prod. Mgr.: P. Onslow.
Labels: (Owned) Aim, Arrow, International Artists.
- Artium, see BBC
- Asylum, see WEA
- Attack, see B&C
- Attrix Recs., 43 Buckingham Pl., Brighton, Sussex. Tel: (0273) 27181. Chief Execs.: Rick & Julie Blair; Prod'r: Terry Newbery.
- Audio Wholesale, 115B Trafalgar Rd., Greenwich, London SE10. Tel: (01) 853-0797. (Distributor)
- Aura Recs. Ltd., 1 Kendall Pl., London W1H 3AG. Tel: (01) 486-5288. Telex 24224. Ref. 3145. Mng. Dir.: Aaron Sixx. (Distributed by Pye)
Int'l reps.: Australia (7), Denmark (Hede Nielsen), Finland (Discophon), France (Motors), Italy (RCA), Japan (Victor), Norway (Disco A/S), Portugal (Teletra), Spain (RCA), Sweden (Electra), Switzerland (DL)
- Aurora, see Rediffusion
- Automatic Rec Co. Ltd., 5 Avery Row, London W1. Tel: (01) 493-9744. Mng. Dir.: Nick Mobbs.
- Avenue Recs. Ltd., 205 Chingford Mount Rd., London E4. Tel: (01) 524-1341.
- B B C Recs. & Tapes, The Langham, Portland Pl., London W1A 1AA. Tel: (01) 580-4468. Cable: BROADCASTS. Telex 265781. Chief Exec.: Alan Bilyard; A&R Mgr.: Mike Harding; Sales & Mktg. Mgr.: James Fleming; Bus Affairs Mgr.: Mehmet Arman. (Distributed by Pye)
Labels: (Owned) Artium, BBC, Beeb
Int'l reps.: Australia (Phonogram), Denmark (Vilfort), Germany (Intercord), Italy (Fonti-Cetra), Japan (Teichiku), Netherlands (Sound Prods.), New Zealand (EMI), South Africa (EMI-Brigadiers)
- B & C Recs. Ltd., 326 Kensal Rd., London W10 5BL. Tel: (01) 969-6651. Cable: MUSICALITY. Telex 261500. Mng. Dir.: Marcel Rodd. (Distributed by CBS).
Affiliated firm: Saga Recs. Ltd.
Labels: (Owned) Action, Attack, B&C, Horse, Lowbite, Mooncrest, Trojan
Int'l reps.: Austria (Musica), Belgium (International Bestsellers), Canada (Almada), France (Pathe Marconi EMI) Germany (Teldec), Ireland (Irish Rec. Factors), Italy (Ri-Fi), Japan (Trio), Netherlands (EMI-Holland) Nigeria (Decca), Scandinavia (Sound of Scandinavia), South Africa (Gallo), Switzerland (Musikvertrieb)
- B C O, see JBC
- B J, see Faulty
- B G S Prods. Ltd., Lethame Rd., Strathaven, Lanarkshire, Scotland Tel: (0357) 21130. Dir.: W.B. Garden. Sales Mgr.: Dougie Stevenson.
Labels: (Owned) BGS Chord, Country House
- 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. (FPI), 62 Gloucester Pl., London W1. Tel: (01) 486-1486. Cable: BAALON LDN W2. Telex 25836. Mng. Dir.: Colin J. Brain; A&R: Jay Shotam. (Distributed by Pye)
Labels: (Owned) Baal, Best of Everything, Roots
- Bach Collectors, see Oryx
- Bag Music Ltd., 6 Ludgate Square, London EC4M 7AS. Tel: (01) 248-3836. Chief Exec.: Eric James
Label: (Owned) Bag Music
- Ballistic, see Liberty-United
- Bamboo, see Storm
- Bancrupt, see Flyover
- Banners & Bonnets, see Word
- Barak, see President
- Bargain Recs. & Tapes, Hopewell Terr., Kippax, Leeds. Tel: (0532) 871-122. Mng. Dir.: Ian Wallace
- Barn Recs. Ltd., 35 Portland Pl., London W1. Tel: (01) 637-2111. Cable: BARNEMUS. Telex: 25929. Chm.: Charles Chandler; Mng. Dir.: Mike Hales. (Distributed by Pinnacle)
- Bedtime, see Metropolitan Communications
- Beeb, see BBC
- Beeswing, see Broadside
- Beggars Banquet Ltd., 8 Hogarth Rd., Earl's Court, London SW5. Tel: (01) 370-6175. Telex 915733. Dirs.: M.C. Mills, N. Austin
- 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 Spartan)
Labels: (Owned) Chiron, Ivan Berg
Int'l rep.: USA (Communication Institute)
- Beserkley Recs., 97 Kingston Hill, Kingston-on-Thames, Surrey. Tel: 549-9366. (Distributed by Phonodisc)
Labels: Alcatraz, Beserkley, Home Of The Hits, Huge, Zilch
- Best of Everything, see Baal
- Big Bear Recs., 190 Monument Rd., Birmingham B16 8UU. Tel: (021) 454-7020. Cable: BEARSONGS. Mng. Dir.: Jim Simpson; Gen. Mgr.: Steve Marks; Sales Mgr.: Steve Simpson; Pub.: Kate Munn
Labels: (Owned) Big Bear, Grandstand
Int'l reps.: Australia (Wizard), Austria (Amadeo), Belgium (IBC), Germany (Intercord), Italy (CGD), Netherlands (Windmill), New Zealand (Wizard), South Africa (Gresham), Switzerland (Metronome)
- Big Ben, see Tangent
- Big Cock, see Hit
- Biabel, 3 Speedwell Close, Chandlersford Ind'l Estate, Eastleigh, Hants. Tel: (04215) 63434. Mng. Dir.: Roy Dickey; 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. Mng. Dir.: Terry Parker. (Distributed by Billy Goat & Lightning)
Labels: (Owned) Billy Goat, Toadstool, (distributed—not licensed) Crazy Rhythm, Red Hot, Yorkie, (distributed—not licensed-foreign) Rock & Country (Sweden), Wix (USA)
Int'l rep.: Sweden (Rock & Country)
- Birds Nest, see Happy Face
- Black Bear, see Alaska
- Black Gold Rec. Prod'ns Ltd., Solsgirth Studios, Langmuir Rd., Kirkintilloch, Glasgow, Scotland. Tel: (041) 776-7572. Mng. Dir.: Ian C. McCredie
- Black Lion, see Logo
- Black Mountain Recs., PO Box 207, Mumbles, Swansea, Wales. Tel: (0792) 61234. Owner: M.D. Evans
- Black Music National Dist'n., 44 Cloudestraße, Tooting, London SW17. Tel: (01) 675-0850. Chm.: Oscar Carroll. (Distributor)
- Terry Blood, Federation Rd., Unit 4, Burslem, Stoke-on-Trent. Tel: (0782) 814-211. (Distributor/Importer)
- Bludgeon Rifola, see MSB
- Blue Bag, see Plastic Fantastic
- Blue Band, see Scarlet Band
- Blue Chip Recs., 2/3 Golden Square, London W1R 4BS. Tel: (01) 437-7544. Telex 918728. Mng. Dir.: Ivor Schlosberg
- Blue Inc. Recs. Ltd., 155 Church St., London W2 1NA. Tel: (01) 723-9090. Mng. Dirs.: Billy Russell, Billy Carruthers. (Distributed by Pinnacle & WEA)
- Blue Jean, see Spark
- Blue Note, see Liberty-United
- Blueport Recs., 81 Osborne Rd., Jesmond, Newcastle-on-Tyne NE2 2AN. Tel: (0682) 816-855. Co-Ord.: Maurice Roxoff; Gen. Mgr.: M.G. Maurice Sales Mgr.: Antoinette Le Grice
Int'l reps.: Germany (Rock-O-Rama), Japan (P-Vine), Netherlands (Rockhouse), USA (BOMP, JEM, Rollin Rock)
- Boa, see The Label
- Bonaparte Recs. Ltd., 101 George St., Croydon, Surrey. Tel: (01) 681-3062/1490. Telex 943763. Gen. Mgr.: Steve Melhuish
- Boom, see Kingsley
- Boring Recs., 23 Dalkeith Ave., Bishopbriggs, Glasgow, Scotland. Tel: (041) 772-2290. Mng. Dir.: Graham Scott; Dirs.: Stan Workman, Dougie Burns. (Distributed by Rough Trade)
- 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.
- Breakthrough Tapes, see Anemone
- Breeze, see Pinnacle
- Bridge House Recs. Ltd., 23 Barking Rd., Canning Town, London E16. Tel: (01) 476-2889. Pres.: Chris Thompson; Gen. Mgr.: Terence Murphy; Sales Mgr.: Colin Brown; Admin. Mgr.: John McGeady
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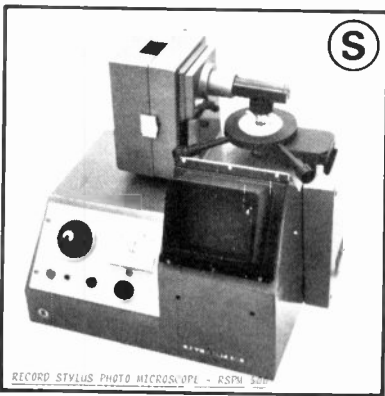
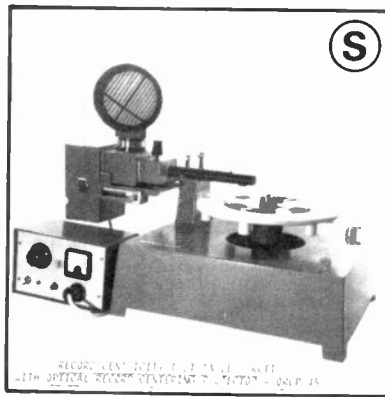
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- Riverline Ltd., 107 High St., Evesham, Worcs. Tel: (0386) 47766. Contact: Harry Dixon. (Distributor)
- Label: (Distributed) Umbrella**
- Roach, see Cornish Legend
- Robinson's Recs., 26 Blackfriars St., Manchester, Lancs. M3 5BP. Tel: (061) 832-2701. Telex: 666355. Dirs.: A. Robinson, E. Robinson; Whsle Mgr.: Richard Cooper; Gen. Mgr.: K. Roberts. (Distributor/Importer/Exporter)
- Labels: (Distributed—not licensed) Boa, Column One (USA), Inferno, Jazz Greats (USA), Rough Trade, T.J.M., The Label**
- Robot Recs., 49 Mount St., London W1. Tel: (01) 491-2904. Dirs.: Lee Gopthal, Jim Flynn
- Labels: (Owned) Kingston, Robot**
- Roche, see Cornish Legend
- Rock Bottom Recs., 8 Commerce Way, Croydon, Surrey CR0 4XA. Tel: (01) 680-4533. Telex: 8813340. Chief Exec.: L.J. Adams
- Rockburgh Recs. Ltd., PO Box 283, London SW6 2JU. Tel: (01) 731-3144. Mng. Dir.: Sandy Robertson; Ass't: Beverley Thompson
- Rocket Group of Cos., 40 S. Audley St., Mayfair, London W1Y 5DR. Tel: (01) 491-2777. Telex: 265870. Chm.: John Reid; Dir.: Elton John; Mng. Dir.: David Croker
- Int'l reps.:** Worldwide (Phonogram Int'l), excluding Canada (RCA), South Africa, USA (RCA)
- Rocking Horse, see Sweet Folk All
- Rockville, see Soulvile
- Rollercoaster Recs., 41 Elm Rd., New Malden, Surrey KT3 3HD. Tel: (01) 942-7235. Cable: CHIRPING. Chessington. Chief Exec.: John Beecher; Gen. Mgr.: Peter Eden; Press, Promo. & Sales Mgr.: Yvonne Tregrove
- Labels: (Owned) Rollercoaster; (licensed foreign) Arzee (USA)**
- Rolling Stones, see EMI
- Ronco Teleprods. (UK) Ltd., 111 Mortlake Rd., Kew, Richmond, Surrey TW9 4AB. Tel: (01) 903-4753. Telex: 923175. Mng. Dir.: Barry L. Collier; Sales Mgr.: Patricia A. Dennehy; Prod'n Mgr.: Gordon Smith; Label Mgr.: Ian McNay
- Rondercrest Ltd., 17 Queensway, Dunstable. Tel: (0582) 62325. Mng. Dir.: Keith Grainger. Sales Mgr.: Pam Grainger. (Distributed by Pinnacle)
- Roots, see Baal
- Rosalind, see S.R. White
- Jan Roseman Prod'n's Int'l, 8 Poland St., London W1. Tel: (01) 439-8241. Dir.: Michael Freeman
- Rough Trade, 202 Kensington Park Rd., London W11. (Distributor/Importer)
- Rox Rec'g Co. Ltd., 255 Liscard Rd., Wallasey, Merseyside. Tel: (051) 639-9270. Mng. Dir.: David Crosby. (Distributed by Scotia, Spartan)
- Rubber, see Mawson Wareham
- Rumours Whsle., 3 Lockwood Walk, Romford, Essex. Tel: (70) 24038. Dir.: Clive Spelman. (Distributor/Importer)
- Rutland Recs., 71 Rutland Rd., Chesterfield, Derbys. S40 1ND. Tel: (0246) 79976. Cable: HEDLEY. Chm. & Mng. Dir.: A. Hedley; Dirs.: D.J. & E. Hedley. (Distributed by Banshee)
- Labels: (Owned) Hedley, March, March Music, Folkpapes, Rutland, Wigwam**
- Ryemuse, see Spot
- S F Original, see Metropolitan Communications
- S P & S Recs. (London) Ltd., Wharf Rd., Stratford E15 2SU. Tel: (01) 555-4321. Telex: 8951427. Chm.: George Harris; Mng. Dir.: Peter Harris; Dir.: Terry Hanks; Sales Dir.: John Harris; Export Mgr.: Peter Stack. (Distributor/Importer/Exporter—cut-outs)
- Branch: Manchester M4 6AF, Glamour House, 47 Bengal St. Tel: (061) 228-6655. Telex: 666300. Mgrs.: Mike Nolan, Ron Willens**
- S R T Prod'n's Ltd., Priory House, Priory Ln., St. Neots., Cambs. Tel: (0480) 212-711. Chief Exec.: George Bellamy; Gen. Mgr.: J. Townsend. (Distributed by SRT, Lugton, H.R. Taylor)
- Sales office: London N12 8QA, 987 High Rd., Finchley. Tel: (01) 446-3218. Sales Mgr.: Dave Richardson**
- Labels: (Owned) SRT; (distributed—not licensed) Big-V, Denman, Robin**
- S R W, see S.R. White
- Sacred, see World
- Safari Recs., 42 Manchester St., London W1M 5PE. Tel: (01) 486-6141. Dirs.: Anthony Edwards, John A. Craig, Andreas Budde. (Distributed by Pye)
- Int'l reps.:** Australasia (Festival), Austria (EMI-Crystal), Belgium (Vogue), Denmark (Sonet), Finland (Sonet), France (Vogue), Germany (EMI-Crystal), Iceland (Sonet), Italy (G. Ricordi), Japan (Polydor), Netherlands (Vogue), Norway (Sonet), Sweden (Sonet), Switzerland (EMI-Crystal)
- Saga Recs. Ltd., 326 Kensal Rd., London W10 5BL. Tel: (01) 969-6651. Cable: MUSICALITY. Telex: 261500. Mng. Dir.: Marcel Rodd; Export Mgr.: Edward Royce
- Affiliated firm: B & C Recs Ltd. (Distributed by CBS)**
- Labels: (Owned) Boulevard, Opus, Saga**
- Int'l reps.:** Australia (Summit), Austria (Musica), Belgium (International Besiteller), Canada (Almada), Denmark (CSA), Finland (PSO), Germany (Teldec), Ireland (Dolphin), Italy (Ri-Fi), Netherlands (Sound-Prod.), Switzerland (Musikvertrieb), USA (CMS)
- Sain (Recordia) Cyl., Ffordd Llanyllynfi, Penygroes, Caernarfon, Gwynedd, Wales. Tel: (028681) 732. Mng. Dir.: Huw Jones; Gen. Mgr.: Gareth Mitford; Sales Mgr.: Ianwy Rhisiart
- Labels: (Owned) Sain, Tryfan, Ty Ar Y Graig, Welsh Teldisc**
- Salsoul, see EMI
- Sandiacre, Allstock, Knutsford, Cheshire. Tel: (056) 581-2781
- Satril Recs. Ltd. (IFPI) (div. of Henry Hadaway Org.), Satril House, 444 Finchley Rd., London NW2 2HY. Tel: (01) 435-8063. Telex: 261331. Mng. Dir.: Henry Hadaway

A&R Mgr.: Paul Jenkins; Bus. Affairs Mgr.: Peter Wells; Disco Promo. Mgr.: Greg Buccheri.
Labels: (Owned) Rainbow, Satril.
Int'l reps.: Austria (Jupiter), Benelux (Inelco), Brazil (Top Tape), Canada (London), Germany (Jupiter), Greece (Music Box), Israel (CBS), Italy (Fonit-Cetra), Japan (Satril/Nippon Television Music/Nippon Columbia), Philippines (Otoarts), Portugal (Rossil), Scandinavian (Sonet), Spain (Zafiro), Switzerland (Jupiter), Venezuela (Discomoda).
 Savannah, see Creole.
 Saydisc Recs., The Barton, Inglestone Common, Badminton, Glos. GL9 1BX. Tel: (045) 424-266. Chief Exec.: Gef Lucena; Sales Mgr.: Genny Lucena. (Distributed by H.R. Taylor Ltd.)
Labels: (Owned) Amon Ra, Matchbox, Saydisc, Village Thing.
 Scarlet Band Recs. Ltd., 61 Bideford Ave., Perivale, Middx. Tel: (01) 998-0911. Cable: SCARBAND Greenford. Gen. Mgr.: Garry Franks; Sales Dir.: Jeffrey Collins; Financial Dir.: Michael J. Collins.
Labels: (Owned) Blue Band, Gold Band, Scarlet Band.
 Scope, see Lightning & WEA.
 Scot Disc Ltd., Exchange House, Lochpark Pl., Denny, Stirlingshire, Scotland FK6 5AA. Tel: (0324) 823-625. Mng. Dir.: Roger Hickman; Gen. Mgr.: Norma Findlay; Sales Mgr.: Gordon Lothian. (Distributor/Importer).
 Scotia Dist'n, 33/37 Jeffrey St., Edinburgh, Scotland EH1 1DW. Tel: (031) 557-0029. Telex: 727507. Partners: Phil West, Derrick Wrenn; Sales Mgr.: John Allan. (Distributor/Importer).
 Robbie Scott, see Pye.
 Seabreeze Prod'n Ltd., 25 Newman St., London W1. Tel: (01) 637-2586. Dirs.: John Coletta, Andrew Tribe.
 Sea Horse Recs., 3 Lambolle Pl., London NW3. Tel: (01) 435-7765. Dirs.: Teddy A. Ruster, Aidan Austin. (Distributed by Spartan).
 Selecta (div. of The Decca Rec. Co. Ltd.), 125/127 Lee High Rd., Lewisham, London SE13 5NX. Tel: (01) 852-9171. Telex: 896029. Gen. Mgr.: J.D. Roberts; Sales Mgr.: R. Smedley; Dist'd Labels Mgr.: A.K. Scott. (Distributor/Importer).
Branch: Manchester M35 OBL, GPO Box 4, Selecta House, Morton St., Failsworth. Tel: 4071 Cable: DIAGRAM. Telex: 66289.
Labels: (Distributed—not licensed) Ace of Clubs, Ace of Diamonds, Argo, Beltona, Blossom, Broadside, Brunswick, Calendar, Cambrian, Canon, Chopper, Criminal, Christy, Curson Sounds, Decca, Denver, Different, Eclipse, Emerald, Free Reed, Headline, Hungaroton (Hungary), Keyboard, Lee-Lambert, London, Lyrita, M&M, Mawson & Wareham, Nova, L'Oiseau Lyre, Qualiton, RCA Black & White (France), Rampage, Rediffusion, Rex, Rubber, Saga, 77, Spotlite, Telefunken (Germany), Telefunken, Threshold, Topic, Turnabout, UK, Vocalion.
 Semp (UK) Ltd., 684 Fulham Rd., London SW6 5SA. Tel: (01) 736-5877. Dirs.: Nicolas Smith, Julian Beauchamp.
 Sensible Recs., Lennie Mauns, Cammo Rd., Edinburgh 12. Tel: (031) 334-2520. Chief Exec.: Lenny Love.
 Sentinel Recs. (Cornwall) Ltd., Paul, Penzance, Cornwall. Tel: (0736) 73246. Telex: 456087. Tel: 111. Chief Exec. & Gen. Mgr.: Job Morris; Sec'y: Irene Morris.
 September Sound, see Look.
 Seven Sun, see Calendar.
 77 Recs., 77 Charing Cross Rd., London WC2H 0AB. Tel: (01) 437-3075/4197.
Labels: (Owned) Folklore, 77, Swift.
Int'l rep.: Worldwide (Agate).
 Seville, see President.
 Sharon, see Pilgrim.
 Sharrowsmead Ltd., 37a Maida Vale, London W9 1TW. Tel: (01) 286-0115. Telex: 25247. Mng. Dir.: Graham Neal. (Exporter).
 Sidewalk, see EMI & Red Rag.
 Silver Dollar Recs. Ltd., Wherstead, Cannon Ln., Maidenhead. Tel: (062) 882-3582.
 Simons Recs. Ltd., 335 Barking Rd., East Ham, London E6. Tel: (01) 552-5211. Joint Mng. Dirs.: Warren Goldberg, Paul Feldman; Sales Mgr.: Jerome Wight. (Wholesaler/Importer).
 Simons Sales Stores Ltd., 16-20 Ripple Rd., Barking, Essex. Tel: (01) 594-9631. Mng. Dir.: Simon Goldberg; Dir.: Warren Goldberg. (Rack Jobber).
 Simurg Ltd., Stanhope House, Stanhope Pl., London W2 2HH. Tel: (01) 262-7788. Telex: 261583. Dir.: T. Matt Royds.
 Singing Alive, see Anemone.
 Sir, see Westwood.
 Sire Recs. Ltd. (IFPI), 39 Floral St., London WC2. Tel: (01) 379-6363. Cable: SIRECORD. Gen. Mgr.: Paul McNally; Promo.: Andy Ferguson. (Licensed to WEA).
Label: (Owned) Real.
Int'l reps.: Australia (WEA), Belgium (WEA), Denmark (Metronome), France (Pathe Marconi), Germany (Ariola), Italy (RCA), Japan (Nippon Phonogram), Netherlands (WEA), New Zealand (WEA), Spain (Hisavox), Sweden (Phonogram), USA (Warner Bros.), Yugoslavia (Yugoton).
 Sky, see President.
 Smack, see Charly.
 Small Wonder Recs. Ltd., 162 Hoe St., London E17. Tel: (01) 520-2727. Chief Execs.: Pete & Mari Stennett. (Distributed by Rough Trade, Small Wonder, Spartan).
 Smile, see Wakefield.
 Sniff, see Faulty.
 Soccer, see Humber.
 Soccer, see Outlet Rec'g.
 Soho Recs., 39 Hereford Rd., London W2. Tel: (01) 229-8911. Mng. Dirs.: S. Brennan, P. Gaston. (Distributed by Bonaparte, Lightning, Rough Trade, Small Wonder, Vinyl Solution, Virgin).
 Solid Gold Recs. Ltd., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251. Chief Exec.: Mike Collier; Prods.: Chris Rae, Frank McDonald.
 Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A.

Solomon, Gen. Mgr.: Les Paterson; Sales Mgr.: Noel A. Spiller. (Distributor).
Int'l branch: Ireland.
Labels: (Owned) Emerald, Mint, Rip-Off (distributed) A&M, Anchor, Arcade, Arista, Beserkley, CBS, Chrysalis, Creole, DJM, Decca, K-Tel, Logo, Multiple Sound, Phonogram, Precision Tracks, Pye, RCA, Rampage, Ronco, Virgin, WEA.
 Sonet Recs. & Publ'g Ltd. (IFPI), 121 Ledbury Rd., London W11 2AQ. Tel: (01) 229-7267. Telex: 25793. Mng. Dir.: Rodney Buckle; Gen. Mgr.: Alan Whaley; Sales Mgr.: Alexander Sneddon. (Distributed by Pye & Sonet).
Home office: Sweden.
Labels: (Owned) Kicking Mule, Sonet; (co-owned) Specialty; (licensed) Alligator (USA), Flying Fish (USA), Gazell (Sweden), Grand Prix (Sweden), Takoma (USA).
Int'l reps.: Australia (Larrikin), Austria (Amadeo), Belgium (Vogue), Brazil (Fermata), Denmark (Sonet), Finland (Scandia), France (Vogue), Germany (Metronome), Italy (Ricordi), Netherlands (Inelco), Norway (Arne Bendiksen), Spain (Discophon), Sweden (Sonet), Switzerland (Metronome). (SEE ADVERTISEMENT)
 Soul City, see Right On!
 Soul Stop, see East Anglian Soul Club.
 Soulville Recs., 44 Cloudestdale Rd., Tooting, London SW17. Tel: (01) 675-0850. Mng. Dir.: Oscar Carrol Jr.; VP: C.J.W. Lusack; Press & Creative Dir.: Gordon Branch.
Labels: (Owned) Philadelphia Disco, Reggamite, Rockville, Soulvie.
 Sound Conception, 85 Ashley Rd., Montpelier, Bristol 6. Tel: (0272) 554-721. Gen. Mgr.: Kenny Wheeler; Sales Mgr.: Andy Leighton; Studio Mgr.: Chris David.
Labels: (Owned) Fried Egg (distributed—not licensed) Warped.
 Sound Mail Supplies, 287 Kenton Ln., Harrow, Middx. HA3 8RR. Tel: (01) 907-8721, (0403) 752-373. Telex: London 8951688. Mng. Dir.: Derek Lawson. Gen. Mgr.: John Butcher. (Also see Derek Lawson Recs.).
 Soundpost, see Folktracks.
 Sounds Ahead Ltd., 8 Commerce Way, Croydon, Surrey CRO 4XA. Tel: (01) 680-4533. Telex: 8813340. Chief Exec.: L.J. Adams; Export Mgr.: M. Tanner. (Distributor/Importer).
 Sounds Express Int'l Ltd., 115 Gunnersbury Ln., Acton, London W3 8HQ. Tel: (01) 993-2248. Cable: SOUNDXPRESZ. Telex: 934885. Chief Exec.: M.J. Stearn; Sales Mgr.: M.L. How. (Importer/Exporter).
 Sound Stories, see H.R. Taylor.
 Sovereign Recs., 18 Lancaster Mews, London W2 3QE. Tel: (01) 723-4499. Telex: 923400. Mng. Dir.: Ben Nisbet.
 Spaceward Ltd., 19 Victoria St., Cambridge CB1 1JP. Tel: (0223) 64263. Mng. Dir.: Gary Lucas; Dir.: Michael J. Kemp. (Distributed by Rough Trade).
 Spade Recs. (sub. of P.M. Chalmers Recs.), 7 Mill Cottages, Bucks Green, Nr. Rudgwick, West Sussex. Tel: Rudgwick 2829. Chief Exec.: P.M. Chalmers; Gen. Mgr.: F.J. Chalmers; Sales Mgr.: D.E.C. Chalmers. (Distributed by Plastic Fantastic).
Labels: (Owned) Spade; (distributed—not licensed) Thunder (USA).
 Spark Recs. Ltd., 8 Denmark St., London WC2H 8LT. Tel: (01) 836-4524. Cable: SOUTHMUSIC. Dirs.: T.F. Ward, Monique & Ralph (I) Peer. (Distributed by Pye).
Int'l branch: Italy.
Labels: (Owned) Blue Jean, Spark.
 Spartan Recs., 3 Sevenex Parade, London Rd., Wembley, Middx. Tel: (01) 903-4753. Telex: 923175. Label Mgr.: Ian McNay. (Distributor).
 Specialty, see Ember, Pye & Sonet.
 Spectrum, see Colortone.
 Sphinx, see Nimbus.
 Spider, see Downing.
 Spiral, see President.
 Spire, see Multiple Sound.
 Splash Recs. Ltd., 38 North Row, London W1. Tel: (01) 409-0287. Telex: 23840. Mng. Dir.: Charles Peate; Dirs.: Clive Scott, Iris Giebler; Gen. Mgr.: Des Dyer.
Labels: (Owned) Belsize, Splash.
Int'l reps.: Australia (EMI), Austria (Deutsche Grammophon), Belgium (Barclay), Brazil (K-Tel), France (Musidisc), Germany (Deutsche Grammophon), Greece (Phonogram), Italy (Saar), Japan (Teichiku), Netherlands (Negram), New Zealand (EMI), South Africa (David Gresham), Spain (Auvvi), Switzerland (Deutsche Grammophon).
 Spot Recs. Ltd., 64 S. Molton St., London W1. Tel: (01) 499-7173. Gen. & Studio Mgr.: Kate Hudson.
Labels: (Owned) Ryemuse, Spot.
 Spotlite Recs., 103 London Rd., Sawbridgeworth, Herts. CM21 9JJ. Tel: (0279) 725-863. 724-572. Owner: Tony Williams; Sales Mgr.: Cine Williams. (Distributed by Cadillac Music, Jazz Servs. Unlimited, Selecta, Spotlite).
Int'l reps.: Australia (Jazz Down Under), Benelux (Nuis), Canada (Coda, Trend, WDA), Denmark (SteepleChase), France (Dam), Germany (Bellaphon), Italy (Hi Fi), Japan (Stateside), Spain (Bol Recs.), Sweden (Amigo), USA (Rick Ballard, Record People).
 Springthyme Recs., Balmalcolm House, Balmalcolm, Kingskettle, Fife, Scotland KV7 7TJ. Tel: (0337) Ladybank 30773. Dir.: Peter Shephard. (Distributed by CML Cadillac Recs., Clyde Factors, Non-Stop, Solomon & Peres).
 Stag, see Alba & Downing.
 Stage One Prod'ns, 22 Madeira Grove, Woodford Green, Essex. Tel: (01) 505-5221. Chief Exec.: John Bassett.
Labels: (Owned) Penthouse, Stage One.
 Stage One (Recs.) Ltd., Parshire House, 2 Kings Rd., Haslemere, Surrey GU27 2QA. Tel: (0428) 53953. Telex: 858226. Current Prod. Contact: Nick Anstey; Export Inquiries: Trudy Hunt; US Sales: Terry Shand. (Distributor/Importer/Exporter).
 Stagestruck (Recs.) Ltd., 57 Duke St., Grosvenor Square, London W1. Tel: (01) 493-5015. Cable: STAGESTRUCK. Chm. & Mng. Dir.: Simon Caplan; Dirs.: Terry James, Neil Sheshtobal.
 Stainer & Bell Ltd., 82 High Rd., London N2 9PW. Tel: (01) 444-9135. Mng. Dir.: B.A. Braley.
Label: (Owned) Galiard.

Stairway Recs., 9 Victoria House, S. Lambeth Rd., London SW8. Tel: (01) 735-6032. Telex: 27806. Mng. Dir.: Jon Samuel; Consultant: Peter Knight.
 Stallion Recs. Ltd., 87 Brewer St., London W1. Tel: (01) 439-6881, 834-4502. Mng. Dir.: Johnny Toogood; European Mgr.: Joe Napoli. (Distributed by Pye).
Int'l reps.: France (Polydor), Germany (Ariola), Italy (CBS), Netherlands (Ariola), Poland (Tonepress).
 Starcall, see RCA.
 Starline, see EMI.
 Starlite, see Esquire.
 State Recs. Ltd. (IFPI), Speen House, Porter St., Baker St., London W1M 1HY. Tel: (01) 487-5031. Telex: 25740. Chm. & Mng. Dir.: Wayne Bickerton; Dirs.: Tony Waddington, Financial Dir.: John Doe. (Distributed by WEA).
 Stateside, see EMI.
 Henry Stave & Co. (div. of Rediffusion Int'l Music Ltd.), 11 Great Marlborough St., London W1V 1DE. Tel: (01) 734-0343. Telex: 27950 Mono Ref. 1006. (Importer/Exporter).
Labels: (Represented) CTS (Switzerland), Colosseum (Germany), Da Camera (Germany), Discopaedia (Canada), Poseidon (USA), Sterling (Sweden).
 Stax, see EMI.
 Step-Forward, see Faulty.
 Stereo Gold Award, see Damont.
 Stet, see DRG.
 Sticky, see President.
 Stiff Recs., 28 Alexander St., London W2 4NU. Tel: (01) 229-7146. Telex: 299894. Mng. Dir.: Dave Robinson; Gen. Mgrs.: Alan Cowderoy, Paul Conroy; Press Officer: Andy Murray.
Int'l reps.: Australia (Festival), Austria (Musikvertrieb), Belgium (Barclay), Canada (Capitol), Denmark (Dandelion), Finland (Love), France (Barclay), Germany (Teldec), Greece (Phonogram), Iceland (Steinar), Ireland (Solomon & Peres), Israel (K-Tel), Italy (RCA), Netherlands (Dureco), New Zealand (Polygram), Norway (Phonogram), South Africa (CCP), Sweden (Phonogram), Switzerland (Musikvertrieb), USA (Arista), Yugoslavia (Jugoton).
 Storm Recs., 133 Park Rd., Blackpool. Tel: (0253) 23095. Mng. Dir.: Wayne Paulo; Gen. Mgr.: Lenny Harris, A&R Dir.: Estelle Paulo.
Labels: (Owned) Bamboo, Storm.
 Strathclyde Sound & Video Ltd., Central Chambers, 93 Hope St., Glasgow G2 6LD, Scotland. Tel: (041) 221-2244/2222. Telex: 777283. Mng. Dir.: Raymond E. Orr. Presentation/Prod'n Mgr.: P.R. Black.
Label: (Owned) Strathclyde Sounds.
 Street Light, see Trafalgar.
 String, see Topic.
 Studio G, 195 Wardour St., London W1. Tel: (01) 734-5784.
 Sun American, see Calendar.
 Sunburst Recs. Ltd., 25 Newman St., London W1. Tel: (01) 323-1272. Dirs.: John Coletta, Andrew Tribe.
 Sun Island Music Ltd., 3 Pres de la Mer, Greve D'Azette, 12 Hill St., Jersey, C.I. Tel: Central 35269; London (01) 965-6673. Dirs.: Neville Harris, Maurice Goldring. (Distributor).
Label: (Distributed) Pickwick.
 Sunlight Recs. Ltd., 51 Maida Vale, London W9 1SJ. Tel: (01) 289-3366. Dir.: Jimmy Duncan; Gen. Mgr.: M. Dahlmann.
 Sun-Pacific, PO Box 78, London SE19. Tel: (01) 653-8457. Cable: TREBLIG.
Labels: (Represented) Express, Moonstone Int'l (both USA).
 Sunset, see Liberty-United.
 Swan Song Recs., 484 Kings Rd., Chelsea, London SW10 0LF. Tel: (01) 351-4151. Telex: 919735. (Licensed to WEA).
 Sweet Folk All Rec's Ltd., 74 Shrewsbury Ln., Shooters Hill, London SE18. Tel: (01) 854-4014. Dir. & Gen. Mgr.: Joe Stead. (Distributed by Wynd-Up).
Labels: (Owned) Rocking Horse, Sweet Folk & Country.
 Swift, see 77 Recs.
 Swift Rec. Dists., 20 Endwell Rd., Bexhill-on-Sea, East Sussex TN39 3EP. Tel: (0424) 220028. Telex: 957082. Gen. Mgr.: Robin L. Gosden; Sales Mgr.: Dave Carter; Order/Dispatch Mgr.: Peter Stacey. (Distributor/Importer).
 Swift Rec. Exports, 20 Endwell Rd., Bexhill-on-Sea, East Sussex TN39 3EP. Tel: (0424) 220028. Gen. Mgr.: Simon Napier; Sales Mgr.: Diana Casselden. (Exporter).
 Symphola Recs. Ltd., 47/49 Fountain St., Belfast, Northern Ireland. Tel: (0232) 23306. Chief Exec.: Bart McCormick; Promos: Gerry Lang.
Labels: (Distributed—not licensed) A&M, Abbey, CBS, DJM, EMI, GTO, Island, Lismore, Phonogram, Pilgrim, Polydor, RCA, Tandem, United Artists, WEA, Word.
 Symphonica Music Ltd. (IFPI), 11 Heron Pl., 3 George St., London W1V 5PA. Tel: (01) 486-3650, 609-4294. Telex: 898209. Chief Execs.: Isabella Wallich (Rec'g & Prod'n), John Porter (Dist'n); Sales Mgr.: Harry Williams.
Labels: (Owned) Symphonica; (distributed—not licensed) Abbey, Caliope (France), Delyse, iPG (France), Oxford Univ. Press.
Int'l reps.: Denmark (EMI), France (WEA Filipacchi), Germany (Electrola), Japan (Victor), Norway (EMI), South Africa (Recordia), Sweden (Metronome), Switzerland (Metronome), USA (Peters Int'l).
 T D S, see Target.
 T R X, see Acuff-Rose.
 Tabitha Music Ltd., 39 Cordery Rd., St. Thomas, Exeter, Devon EX2 9DJ. Tel: (0392) 79914. Mng. Dir.: Graham Scalter; A&R & Sales: Denise Scalter.
Labels: (Owned) Domino, Tabitha.
Int'l reps.: Belgium (Barclay), Netherlands (CNR).
 Talisman, see EMI.
 Talkie Tapes, see Metropolitan Communications.
 Tamm, see EMI.
 Tandy's Recs. Ltd., Anderson Rd., Warley, West Midlands B66 4BB. Tel: (021) 429-6441. Telex: 338459. Mng.

Dir.: F. J. Tandy; Purchasing Mgr.: Dave Jones; Export Sales Mgr.: Mike Webster. (Distributor/Exporter).
Tangent Recs. Ltd. (IFPI), 176A Holland Rd., London W14 8AH. Tel: (01) 603-0893. Mng. Dir.: Mike Steyn. (Distributed by Jazz Servs. Unlimited, Lugton, Spartan, H.R. Taylor.)
Labels: (Owned) Big Ben, Tangent.
Int'l reps.: Belgium (Parsifal), Canada (Almada), Denmark (Mac's), France (SFPP), Germany (DGG), Ireland (Irish Rec. Factors), Netherlands (Hosat), Norway (Sinar), Sweden (SAM), Switzerland (Metronome), USA (Rounder).
Tank Recs., 4 Welton Rd., Wedgcock Estate, Warwick CV34 5YA. Tel: (0926) 45123. Owner: S.L. Bird; Gen. Mgr.: D. Rawlings; Sales Mgr.: D. Sheriff; Transport Mgr.: T. Arton.
Target Recs. Ltd., 28 Mount St. London W1. Tel: (01) 493-6439. Dirs.: Roger Greenaway, Harry Barter.
Labels: (Owned) TDS, Target.
H. R. Taylor (Birmingham) Ltd., 139 Bromsgrove St., Birmingham B5 6RG. Tel: (021) 622-2377. (Distributor).
Labels: (Owned) Sound Stories.
Teakfield Ltd., 1 Westmead, Farnborough, Hants. GU14 7RU. Tel: (0252) 519221. Cable: GOWSAX. Telex: 858623. Mng. Dir.: N. Farrow; Dirs.: M.J. Hanrahan, G. Cyriax.
Label: (Represented) Caedmon Spoken Word (USA).
Telemark Recs. Ltd., 16 Mile Oak Rd., Southwick, Brighton, Sussex BN4 4QE. Tel: (0273) 593-603. Mng. Dir.: Arthur J. Cook; Gen. Mgr.: Brenda M. Cook.
Int'l branch: USA.
Tembo Recs. Ltd., 50 Regents Park Rd., London NW1 7SX. Telex: 299220. Tel: (01) 586-5591. Gen. Mgrs.: Roger Whittaker, Irene Collins.
Tempo, see Multiple Sound.
Third World Rec'g Co. Ltd., 261 High Rd., Tottenham, London N15. Tel: (01) 802-0146. Telex: 299870. Mng. Dir.: E.A. Barrett; Gen. Mgr.: A.W. Hill. (Distributed by Lugton).
Labels: (Owned) Jamatal, Justice, Live & Love, Paradise, Penguin, Third World, (licensed) Observer.
Thistle Recs., 65 Berkeley St., Glasgow, Scotland G3 7DX. Tel: (041) 248-2791. Gen. Mgr.: John Cutler. (Distributed by Clyde Factors).
Sydney Thompson Recs., Eastcote Point, Pinner, Middx. HA5 2AL. Tel: (01) 866-8310. Dir.: Sydney Thompson. (Distributed by EMI Recs. Int'l)
Label: (Owned) Invicta.
Thor Recs., 201 St. Vincent St., Glasgow, Scotland G46 6HL. Tel: (041) 221-9407.
3 Centuries of Music, see Oryx.
Threshold Recs., 53/55 High St., Cobham, Surrey. Tel: (01) 266-4142. Gen. Mgr.: Norman Taylor.
Thrust, see Chiswick.
Thunderbird, see President.
Toadstool, see Billy Goat.
Topaz Leisure Ltd., 67 High St., Great Missenden, Bucks. Tel: (02406) 4161. Cable: ROSCO. Mng. Dir.: Colin Rose; Sales Mgr.: Liz Lupton.
Int'l rep.: USA (Topaz).
Topic Recs. Ltd., 27 Nassington Rd., Hampstead, London NW3 2TX. Tel: (01) 435-9983. Mng. Dir.: Tony Engle; PR: Tony Russell.
Labels: (Owned) Impact, String, Topic, Topic/Free Reed.
Int'l reps: Australia (Larrikin), Benelux (Parsifal), Canada (Almada), France (Edwards), Germany (Folk Werkstatt), Ireland (Irish Rec. Factors), Norway (Sinar), Sweden (Sam), Switzerland (Evasion), USA (Rounder).
Top Hat, see Humber.
Torpedo, see President.
Trafalger Recs. (IFPI), 8 Eglantine Close, Cowplain, Portsmouth PO8 9BO. Tel: (0705) 592500. Owner: Terry Moss; Gen. Mgr.: Wendy Moss.
Labels: (Owned) Carousel, KO, Street Light, Trafalger.
Trailer, see Leader.
Transacord Ltd., 115 Fulham Rd., London SW3 6RR. Tel: (01) 589-5293. Cable: ARGORECORD. Mng. Dir.: Peter Handford. (Distributed by Decca—Argo Div.)
Labels: (Owned) Transacord, World of Railways, World of Steam.
Int'l rep.: Worldwide (Decca—Argo Div.)
Transatlantic, see Logo.
Transdisc Ltd., 30 Danbury St., London N1. Tel: (01) 359-1139. Telex: 27950 Ref. 1607. Mng. Dir.: Stephen Jacques. (Distributor/Importer/Exporter)
Trojan, see B&C.
Tryfan, see Sain.
Turnabout, see Vox & Decca.
21st Century Leisure Ltd., 41 Cotswold Gardens, London NW2 1QT. Tel: (01) 458-8991. Mng. Dir.: Martin Lewis.
Ty Ar Y Graig, see Sain.
U K Recs., 48 Grafton Way, London W1P 5LB. Tel: (01) 387-5851. Pres.: Jonathan King.
Int'l branch: USA.
Labels: (Owned) UK, UK American.
Ulster, see Outlet.
Ultimate Music Ltd., 41 Lady Lodge Dr., Peterborough PE2 OES. Tel: (0406) 22044. Chief Exec.: R.N. Slater; Gen. Mgr.: A.P. Knight. (Distributed by Spartan)
Ultra, see Plastic Fantastic.
Unicorn Recs. Ltd., The Manor House, Markfield, Leicester LE6 0UN. Tel: (05305) 3138. Mng. Dir.: John C. Goldsmith; Export Dir.: Nigel J. Brandt.
Int'l reps.: Australia (Janda), Belgium (PMP), Canada (HNN), Denmark (EMI), Hong Kong (Studer Revox), Japan (Toshiba), Netherlands (Sound Prods.), Sweden (Sound Doctor), USA (HNN).
Unigram Recs. Ltd., 35-37 Wadour St., Piccadilly, London W1. Tel: (01) 734-7195. Mng. Dir.: Des Dolan.
United Artists, see EMI & Liberty-United.
Universal Rec. Co., 5 Doricote Rd., London SW18. Tel: (01) 870-5831. Pres.: Pierre Tubbs; Gen. Mgr.: Rick Steele.
Labels: (Owned) The Universal Record Co., Urco.
Urco, see Universal.
Utopia, see Phonogram.
V J M S (Vintage Jazz Music Society) Recs., 12 Slough Ln., London NW9 8QL. Tel: (01) 205-2587. Chief Exec.:

Steve Lane; Sales Mgr.: Kaye Sear. (Distributed by JSU, Lugton, Swift, Chris Wellard).
Labels (Owned) Halcyon, VJM; (distributed—not licensed domestic) Fountain, Hefty Jazz, Hep, NoLa, Retrieval, Sunshine; (distributed—not licensed foreign) Arcadia (USA), Cat Jazz (Netherlands).
Int'l reps.: Canada (Coda), Italy (Hi-Fi), USA (Zim).
V R D, see Vixen.
Vandisc Sales Ltd., 3 Dale End, Birmingham B4 7LN. Tel: (021) 236-9201/5493. Dirs.: Brian Harris, Keith Thornton; Gen. Mgr.: Ray Shepherd; Sales Mgr.: Peter Elliot. (Distributor/Importer)
Labels: (Distributed—not licensed) Fast, Faulty, Illegal, Mute, Rough Trade, Small Wonder.
Vanessa, see DTP.
Variation Two, see Enigma.
Venus, see Metropolitan Communications.
Vertigo, see Phonogram.
Verve, see Polydor.
Victor, see RCA.
Victrola, see RCA.
Viking Sevenses Ltd., Caroly House, 9th fl., Dingwell Rd., Croydon, Surrey CR9 2PL. Mng. Dir.: Keith Southern; Sec'y: W. J. Vooght.
Home office: New Zealand.
Village Thing, see Saydisc.
Vintage Jazz Music Society, see VJMS.
Virgin Recs. (Retail) Ltd., 32/34 Avon Trading Estate, Avonmore Rd., London W14. Tel: (01) 603-4588. Chief Buyer: Colin Walkden. (Distributor/Importer—cut-outs).
Virgin Recs. Ltd. (IFPI), 2/4 Vernon Yard, Portobello Rd., London W11. Tel: (01) 727-8070. Telex: 22542. Chm.: Richard Branson; Mng. Dir.: Simon Draper; Dirs.: Nik Powell, Ken Berry; Mktg. & Adv. Mgr.: Charlie Dimont; Sales Mgr.: Ann Kelly. (Distributed by CBS).
Labels: (Owned) Caroline, Front Line, Virgin; (licensed foreign) JCOA (USA), Watt (USA), (distributed—not licensed) ECM, JAPO (both Germany).
Int'l reps.: Argentina (Phonogram), Australia (Festival), Austria (Ariola), Belgium (Ariola-Eurodisc), Bolivia (Discolandia), Brazil (Phonogram), Canada (Polydor), Chile (Philips), Colombia (Philips), Denmark (Sonet/Starbox), Dominican Republic (Salon de Estudios Mozart), Ecuador (Fedisos), Finland (Polarvox), France (Polydor), Germany (Ariola-Eurodisc), Greece (Phonogram), Guatemala (Dideca), Hong Kong (Studer Revox), Ireland (CBS), Israel (General), Italy (Ricordi), Japan (Victor), Mexico (Libro), Netherlands (Ariola-Eurodisc), New Zealand (Record & Tape Co.), Norway (Arne Bendiksen), Panama (Sonomundi), Peru (El Virrey), South Africa (Gallo), Spain (Ariola-Eurodisc), Sweden (Sonet), Switzerland (Ariola-Eurodisc), USA (Atlantic), Uruguay (Edisa), Venezuela (Polydor), Yugoslavia (Jugoton).
Vista Recs. Ltd. (IFPI), 64A Lansdowne Rd., London W11 2LR. Tel: (01) 727-0432. Mng. Dir.: Michael Smythe; Gen. Mgr.: Robert Angles. (Distributed by Continental)
Int'l rep.: USA (German News Servs.).
Vixen Rec. Dist. Ltd. (VRD)/Vixen Rec. (Exports) Ltd., 34-44 Station Rd., West Croydon, Surrey CR0 2RB. Tel: (01) 686-0973. (Distributor/Importer/Exporter).
Vocalion, see Decca.
Vox Prod'n's (GB) Ltd. (IFPI), 11 Elgood House, Wellington Rd., London NW8 9TG. Tel: (01) 722-1208. Mng. Dir.: P. Fejer. (Distributed by Decca).
Home office: USA.
Labels: (Owned) Turnabout, Vox.
Voyage Int'l Recs., 264 Lavender Hill, Battersea, London SW11. Tel: (01) 223-6543. Dir.: Reg McLean.
W E A Recs. Ltd., 20 Broadwick St., London W1V 2BH. Tel: (01) 434-3232. Telex: 261425. Mng. Dir.: John Fruin; Deputy Mng. Dir.: Richard Robinson; Finance & Admin. Dir.: Ed Byrnes; Creative Servs. Dir.: David Cliphams; Promo. Dir.: Bill Fowler; Press Dir.: Moira Bellas; Sec'y: Bill Tierney; A&R Dir.: Dave Dee; Mng. Dir. Mfg. & Dist'n: Tony Muxlow.
Distribution branch: Wembley, Middx. HA0 1FJ, Alpertown Ln. Tel: (01) 998-8844. Opns. Dir.: Mike Hitches; Financial Controller: John Clarke.
Manufacturing branch: West Drayton, Middx. UB7 8NP, Horton Rd. Tel: (81) 48531. Telex: 27492. Opns. Dir.: Clive Hudson.
Home office: USA, WEA Int'l.
Labels: (Owned) Antic, Asylum, Atlantic, Elektra, Enigma, Nonesuch, Pogo, Reprise, Warner Bros.; (licensed domestic) Blue Inc., Damont, Hurricane, Laser, Lightning, Radar, Real, Riva, Scope, Sire; (licensed foreign) Automatic, Big Tree, Carriere, Cottillon, Dark Horse, DiscReet, Elektra/Curb, Finnadar, Little David, Manticore, Ork, Planet, Scott Bros., Swan Song, WEA, Warner/Curb, Warner/RFC, Warner/Tattoo, Whitefield (all USA); (distributed—not licensed) Rarity.
Wakefield Rec. Bar Ltd., 21 Upper Kirkgate, Wakefield, Yorks. Tel: (0942) 76399.
Label: (Owned) Smile.
Wake Up Recs. (sub. of Electronic Dream Plant), Red Gables, Stoneshill Rd., Combe, Oxford OX7 2ER. Tel: (099389) 8136. 296. Mng. Dir.: A.J. Wagner; Gen. Mgr.: C.J. Hamilton; Art Dir.: R.J. Vass.
Labels: (Owned) Disco Dream, Wake Up.
Int'l reps.: France (Ibach), Netherlands (Sound Prods).
Warm Recs. (IFPI), Warm House, 40 Gunter Grove, London SW10. Tel: (01) 352-2886. Mng. Dir.: Rui de Castro; Gen. Mgr.: Leo Pennant; Sales Mgr.: R. Cardoso. (Distributed by Plastic Fantastic, Spartan).
Labels: (Owned) Warm; (licensed foreign) Nova (Portugal).
Int'l reps.: Portugal (Nova), Switzerland (Ere Nouvelle).
Wanted Recs. (div. of Music Farm Ltd.), (IFPI), 72 Newman St., London W1. Tel: (01) 636-9251. Cable: MUSICFARM. Dirs.: Craig Baguley, Dave McAleer. (Distributed by Selecta).
Warner Bros., see WEA.
Warrens Recs. Ltd., 16-18 Hollen St., London W1. Tel: (01) 734-6822. Mng. Dir.: Warren Goldberg; Sales Dir.: Robert Shooman; Mdsgr. Dir.: Malcolm Sharp. (Distributor)
Warwick, see CBS & Multiple Sound.

Waverley, see EMI.
Wedge Publ'g/J.P. Prod'n's, 63 Grosvenor St., London W1. Tel: (01) 492-7831. Cable: WEDGE. Mng. Dir.: A.M. Gordon; Prod'r: Jimmy Pursey. (Distributed by Polydor)
Label: (Owned) JP.
Weekend Recs., 21 Poland St., London W1. Tel: (01) 437-2402. Telex: 22701. Mng. Dir.: John Blyton; Gen. Mgr.: Glyn Evans.
Chris Wellard-Independent Rec. Sales, 110 Eltham Hill, Eltham, London SE9 5EF. Tel: (01) 850-3161. Owner: Chris Wellard. (Distributor/Importer)
Labels: (Distributed—not licensed) Alamo, Bead, Beppo, Big Band Int'l, Black Bear, Blue Bag, Blue Parrot, Carrot, Checkmate, Classic Jazz Masters (Sweden), Collectors Items, Delmark, Esquire, Falcon, Firebrand, First Heard, Folklore, Fountain, GI, G&W, Giants of Jazz, Greenwich Village, H&E, Halcyon, Hefty Jazz, Hep, Inchechron, Jaguar, Jam, Jazz Society (Sweden), Jezabel (USA), Land O' Jazz, Lee Lambert, Live, M&C Jazz, Mosaic, Next, NoLa, Oldie Blues, Phonostick, Pixie, Plant Life, Polish Jazz, Rarities, Regis, 77, Shamrock, Shanachie, Small, Standing Room Only, Steam, Sweet Folk & Country, Swift, Swing Classics, Swing House, Swing World, Tax (Sweden), VJM, Vantage, Vortex, Wone, Whoopee, World Jazz.
Welsh Teldisc, see Sain.
Wessco Recs., 16 Granton Close, Brislington, Bristol BS4 4NA. Tel: (0272) 779-189. Co-Owners & Dirs.: Ian Gane, Gerry Mansfield.
Westward Gramophone Ltd., 56 Northbrook St., Newbury, Berks RG13 1AN. Tel: (0635) 45313. Mng. Dir.: Graham E. Rowe; Sales Mgr.: Sue Rowe. (Exporter).
Westwood Recs Ltd., Montgomery, Powys, Wales SY15 6LU. Tel: (0686881) 427. Mng. Dir.: Gordon R. Davies; Gen. & Sales Mgr.: George B. Pryce. (Distributed by Jazz Servs. Unlimited).
Labels: (Owned) Sir, Westwood.
Whitmore Music Ltd., 86 Turnham Green Terr., London W4. Tel: (01) 994-4895. Dir.: Norton York. (Distributed by Spartan).
S. R. White, 57 Stanley St., Rothwell, Kettering, Northants NN14 2EA. Chief Exec.: S.R. White.
Labels: (Owned) Rosalind, SRW; (represented) Concert Rec'g (USA), Pagoda (Australia).
Whoopie Rec. Prod'n Co. Ltd., PO Box 743, Putney, London SW15 1TE. Tel: (01) 789-4169. Cable: WHOOPIE MUSIC. Telex: 923591. Chief Exec.: Bob Kerr; Gen. Mgr.: Charlotte Crofton-Sleigh.
Wigwag, see Rutland.
Wildtrack, see Aquarius.
Windmill, see Multiple Sound.
Windsong Rec. (Exports) Ltd., Station Approach, Tweedy Rd., Bromley, Kent. Tel: (01) 464-3198. Telex: 896218. Mng. Dir.: Steve Mason; Sales Mgr.: Mike Chapman. (Exporter) (SEE ADVERTISEMENT)
Word (UK) Ltd. (IFPI), Northbridge Rd., Berkhamsted, Herts. HP4 1EH. Tel: (04427) 74711. Mng. Dir.: Ian Hamilton; Gen. Mgr.: John Trimmer; A&R & Promos. Mgr.: Norman Miller; Mktg. Mgr.: Anne Casey; Sales Mgr.: Dave Bruce.
Labels: (Owned) Canna, Dayspring, Myrrh, Sacred, Word; (licensed domestic) Banners & Bonnets, (licensed foreign) Birdwing (USA), Good News (USA), Lamb & Lion (USA), Light (USA), Maranatha (USA), New Song (USA), Seed (USA), Solid Rock (USA), Sparrow (USA), Spirit.
Int'l rep.: Australia (Sacred), Benelux (GMI), Canada (Word), Germany (Blue Rose), New Zealand (Sacred), Nigeria (Challenge), South Africa (Grace), Sweden (Kings Rock), Switzerland (Prim), West Indies (Record Specialists).
Word of Mouth Recs., 57A Wimpole St., London. Tel: (01) 699-2134.
World Jazz Recs. Ltd., 35 Great Russell St., London WC1B 3PP. Chm.: John B. Hickox; Gen. Mgr.: Gerry Finningley.
Home office: USA.
Int'l rep.: Scandinavia (Amigo).
World of Railways, see Transacord.
World of Steam, see Transacord.
World Recs. Ltd., Parkbridge House, Little Green, Richmond, Surrey. Tel: (01) 940-8331. Mng. Dir.: Austin Bennett. (Distributed by EMI).
Labels: (Owned) Conquest, Retrospect, World.
World Wide Rec. Exports, 8 Commerce Way, Croydon, Surrey CR0 4XA. Tel: (01) 680-4533. Telex: 8813340. Chief Exec.: L.J. Adams; Export Mgr.: M. Tanner. (Exporter)
Wren, see Christopher Davies.
Wudwink, see The Impulse Org.
Wynd Up Recs. Ltd., Greengate Ln., Prestwich, Manchester. Tel: (061) 798-9252/0533. Telex: 667985. Mng. Dir.: Colin Reilly; Gen. Mgr.: B. Patchett; Sales Mgr.: L. O'Meara; Purchasing Dir.: N.K. Raggatt; Warehouse Mgr.: B. Moore.
Labels: (Distributed—not licensed) A&M, Arcade, CBS, Chrysalis, DJM, Damont, Decca, EMI, 5th Ave., Folk Heritage, Island, Kingsway, K-Tel, MCA, MFP, Philips, Pickwick, Polydor, President, Pye, RCA, Release, Ronco, Saga, Spartan, Sweet Folk All, Sydney Thompson, Trojan, UA, Virgin, WEA, Warwick, Word.
Xtra, see Logo.
Yoga For Health, see Anemone.
Young Blood Recs., 138 New Bond St., London W1Y 9FB. Tel: (01) 493-9681. Cable: YUNGBLOOD. Mng. Dir.: Gerry Black.
Zel-la Recs. (Birmingham) Ltd., Walker Hall, Ampton Rd., Edgbaston, Birmingham B15 2UJ. Tel: (021) 455-0645. Mng. Dir.: William Johnny Haynes.
Zero Rec'g & Publ'g, 36 Pemberton Rd., Telford, Salop TF5 0BL. Tel: (0952) 3490. Chief Exec.: Phil Summers.
Labels: (Owned) Custom, Zero.
Zeus Rec'g Co. Ltd., 52 Montagu Square, London W1. Tel: (01) 723-1808/1938. Dir.: Zouina H. Gibsons.
Zilch Recs. Ltd., 97 Kingston Hill, Kingston-upon-Thames, Surrey. Tel: (01) 546-6664. Cable: ZILCH. Mng. Dir.: Fred Cantrell. (Distributed by Beserkley)
Zip, see Outlet.
Zodiac Prod'n's, 59 Dean St., London W1V 5TH. Tel: (01) 439-1827.

Zodiac Rec. Dist., 1099A Finchley Rd., London NW11. Tel: (01) 455-6620. Chief Exec. J. Rhyder Scott; Gen. Mgr.: Herb W. Wilcox; Sales Mgr.: M. Fyson.
Labels: Golden Era, RKL, Zodiac.
Zooom Recs., 45 Shandwick Place, Edinburgh, Scotland. Tel: (031) 229-3533. Mng. Dir.: Bruce R. Findlay; Mktg. & Press: Brian Hogg. (Distributed by Arista)

● music publishers

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A L Music, see Metropolitan.
A M E Ltd., see Leosong.
A M P., see Carlin.
A & R Music, see EMI.
A & R Publ'g Ltd., see Chappell.
A T V Music Ltd., 24 Bruton St., Mayfair, London W1X 7DA. Tel: (01) 409-2211. Cable: SUGAR. Telex: 28526. Mng. Dir.: Peter Phillips; Creative Mgr.: Eric Hall.
Int'l branch: USA
Int'l firms represented: ATV, Ahab, Algee, All Seasons, Altam, Angel Wing, Big Heart, Briarpath, Brougham Hall, Bullpen, Cliffhouse, Comet, Cumberland, Cycus, Debdave, First Artists, Frog King, Bobby Goldsboro, Harmony & Grits, Hungry Mountain, Klaatoons, Lady Casey, Lambert & Potter, Larball, Lucky Three, Mandina, Mister Dogg, My Mamma's Music, Natural Songs, Oceans Blue, Peach Cobblers, Prophet, Proud Bird, Return, Paul Richey, Rocksmith, Salsoul, Sandstorm, Seine, Sigler Street, Silver Blue, Skydiver, Sound of Memphis, Sound of Nolan, Ray Stevens, Stonebridge, Strong Box, Swamp Dogg, Tallyrand, Taurus, Touch of Gold, Tri-Song, UPE, Welbeck, Jerry Williams, Windchime, Yisgav (all USA); Allo (France), Evans Gudinski (Australia), Leros (France), Northern Light & Sound (Canada), Pondwater (Canada), Saints (Australia), Smile (Canada).
Int'l reps.: Africa (Leeds), Australia (ATV/Northern Songs, Castle), Austria (Intro), Belgium (Hans Kusters), Central & South America excluding Mexico (Artemis), China (Pathe), France (Allo), Germany (Intro), Greece (Blackwood), Hong Kong (Pathe), Israel (Ilanot), Italy (Ricordi), Japan (Shinko), Luxembourg (Hans Kusters), Netherlands (Nada), New Zealand (ATV/Northern Songs, Castle), Portugal (Armonico Clippers), Scandinavia (Sweden), South Africa (Leeds), Spain (Armonico Clippers), Switzerland (Music Today), USA (ATV).
A-Z Music, c/o Vineyard Rec'g Studios, Sanctuary St., London SE1. Tel: (01) 403-0007. Mng. Dir.: Annette Marie Barrett.
Abacus, see Carlin.
Abesongs Ltd., see Rocket.
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Ace Spec Music, see Leosong.
Acton Green Music Ltd. (Leosong/PRS), 15 Great Western Rd., London W9. Tel: (01) 289-1021. Telex: 299611. Dir.: Wayne P. Bardell.
Act One Music Co. Inc., see Leosong.
Acuff-Rose Music Ltd., 14 St. George St., London W1. Tel: (01) 629-0392. Gen. Mgr.: Tony Peters. (Affiliated with Chappell)
Home office: USA
Ad-Chorel Music Ltd. (PRS/MPA), 10 Atholl Pl., Edinburgh, Scotland EH3 8HP. Tel: (031) 229-9651. Mng. Dir.: Neil Ross; Prod'n Dir.: Alison Service.
Larry Adler Music Ltd., see Chappell.
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Aeolian Music Ltd., see Bourne.
Aerco Prod'n Ltd. (MCPS), 27 Chobham Rd., Woking, Surrey GU21 1JD. Tel: (04862) 64082. Chief Exec.: Steve C. Smith.
Afiat Music, see Leosong.
Agra Music, 4 Welton Rd., Wedgcock Estate, Warwick CV34 5YA. Tel: (0926) 45123. Owner: Sheila L. Bird; Gen. Mgr.: David Rawlings.
Aggro Music, see Margaret Brace.
Aha Ltd., see Warner Bros.
Airborne Music Ltd., 16 Bracklesham Close, Farnborough, Hants GU14 8LR. Tel: (0252) 511-333. Gen. Mgr.: Noel A. Brown.
Air Edel Assocs. Ltd., see Chrysalis.
Air Music Ltd., 12 Stratford Pl., London. Tel: (01) 408-2355. Cable: CHRYSALIS. Chm. George Martin. (Affiliated with Chrysalis)
Int'l firm represented: Air (Sweden)
Airs & Graces Music (PRS), 4D Oxford & Cambridge Mansions, Old Marylebone Rd., London NW1. Tel: (01) 723-2454. Mng. Dir.: Martin Hall.
Int'l reps.: Australia (Matthews), France (Francis Dreyfus), Germany (April), Italy (Crisler), Netherlands (Intermusic), Scandinavia (Air), South America (Intersong Int'l), Spain (Discorama).
Alaska Music Ltd., 12 The Quadrangle, Cambridge Square, London W2. Tel: (01) 402-4550. Mng. Dir.: John Schroeder.
Int'l reps.: Australia (Associated), France (Barclay), Germany (Global).
Alba Recs., 21A Grosvenor St., Edinburgh, Scotland EH12 5ED. Tel: (031) 225-1066. Chief Exec. & Gen. Mgr.: John Mackinnon.
Albert Bridge Music, 10 Haunch of Venison Yard, Brook St., London W1. Tel: (01) 499-9491. Telex: 24605. Chm.: Don Joy; Gen. Mgrs.: Jonathan Peel, Des Cox.
Int'l rep.: Worldwide (Chappell).
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Albion Music Ltd., 147 Oxford St., London W1. Tel: (01) 734-9072. Mgr.: John Teller. (Affiliated with April)
Int'l rep.: USA (Irving-Almo).
Alexandria House, see Singpiration.
Alexis Music Ltd., see Carlin.
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Algeo Music Co., 17 Palace Gate, London W8 5LS. Tel: (01) 589-6472. Mng. Dir. & Gen. Mgr.: George Erick.

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Allegro Holdings (Ireland) Ltd., see Frank Chacksfield.
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Allways Music, 5 Staple Inn, London WC1.
Almanac Music, see Performance.
Almighty Music, see T-Bone.
Alona Music, see Leosong.
Alpadon Music Ltd., see Paul Rodriguez.
Alpane Music Co., see Leosong.
Alsax Music Ltd., see Paul Rodriguez.
Alted Music, 30 Baker St., London W1M 2DS. Tel: (01) 486-5353. Chief Execs.: Alex Hughes, Ted Lemow. (Affiliated with Warner Bros.)
Alto Music Ltd., see Dick James.
Amani Music Co., see Leosong.
Ambassador Music Ltd., 22 Denmark St., London WC2. Tel: (01) 437-7053. Cable: AMBAMUSIC. Pres.: George Pincus.
Home office: USA, Gil Music.
Ambleside Music Ltd., see EMI.
Amen, see Carlin.
Amicus Music, see Big Secret.
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Amphonic Music Ltd., see Neophonic.
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Andrewella, see Carlin.
Angel Face Music, see Music Farm.
Angel Music Inc., see Leosong.
Angle Music, see Round.
Angle Music, Toftrees, Church Rd., Woldingham, Surrey. Tel: Woldingham 2386. Mng. Dir.: David Mackay; Gen. Mgr.: Peter Parr-Head.
Int'l reps.: USA (David Mackay, Sabre).
Anglia (Television) Music Ltd., see Robert Mellin.
Anglo-Soviet Music Press, see Boosey & Hawkes.
Anita, see Carlin.
Anna Music Ltd., see Miriamusic.
Annubus Music, see Leosong.
Apex Music Ltd., 12 Elgin Mansions, Elgin Ave., London W9. Tel: (01) 794-7191.
Apple Pie Music Ltd., Hurworth Cottage, Croft Rd., Hurworth, Darlington, Durham. Tel: (0325) 721-143, 720-792. Mng. Dirs.: Elaine Safer, Gary Wilson. (Also see Saffred)
April Music Ltd., 54 Greek St., London. Tel: (01) 439-1845. Cable: APRIMUSIC. Telex: 24203. Mng. Dir.: Len Beadle; Prof. Mgr.: Paul Bessell.
Int'l firms represented: Back Road, Bruiser, Carol Nan, Chesyl, Clay, Country Road, Coyote, Derringer, Dickiebird, Dijon, Donna, Double Diamond, Dozier, Drunken Boat, Ether, Ethnic, Gello Cheby, Fullness, Albert Hammond, Harlene, Hierophant, Ian Hunter, Jerry Lyn, Joelsongs, Lazy Libra, Manhattan, Mine, Mott, Novalene, Oceans Blue, Power Exchange, RSVP, Ragmop, Saybrook, Scorpicon, Sheryln, Silver Blue, Silver Steed, Siren Songs, Singsinger, Tradition, Tuna Fish, Venox, Stan Vincent, Weather Report, Westbrook, Winter Blues, Winter Wind (all USA); Wetwater, Woodwater (both Jamaica).
Int'l reps.: Argentina (Melograf), Australia (April), Austria (Wien Melodie), Belgium (April), Brazil (Mundo Musica), Canada (April/Blackwood), Central America (Mundo Musica), Chile (Melograf), Costa Rica (Mundo Musica), France (April), Germany (April), Greece (Blackwood), Israel (April), Italy (April), Japan (April), Luxembourg (April), Mexico (Mundo Musica), Netherlands (April), New Zealand (April), Norway (Arne Bendiksen), South Africa (April), Spain (April, Sweden (April), USA (April Blackwood), Uruguay (Melograf).
Aqua Music, see April.
Aquarius, 102-104 Gloucester Pl., London W1H 3PN. Tel: (01) 486-6040. Telex: 298995. Mng. Dir.: Don Arden.
Arabella Music Ltd., see Purple.
Arcades Music, 33 Pearson St., London SW1. Tel: (01) 622-8834. Cable: REDFOX. Dir.: Chris Cutler.
Arcadia Music Publ'g Co. Ltd. (MCPS), PO Box 1, Rickmansworth, Herts. WD3 3AZ. Tel: (01) 584-6671. Mng. Dir.: John Wallington.
Ardmore & Beechwood Ltd., see EMI.
Ardo Music Corp., see Leosong.
Arelia Music Co., see Leosong.
Arf Arf, see Carlin.
Ariol Music Co., see Valentine.
Argel Music, see Music Sales.
Arista Music Publ'g Group, 12 Stratford Pl., London W1. Tel: (01) 408-2355. Pres.: Billy Meshel; Gen. Mgr.: Tony Lytle. (Affiliated with Chrysalis/AIR).
Aristocrat Music Ltd., see Terry King.
Arnakata Music Ltd. (RPS), 74/78 Seymour Pl., London W1H 5DB. Tel: (01) 723-8424. Cable: ARNAKATA. Telex: 24996. Dirs.: Lloyd Beiny, Mike Dolan.
Int'l firms represented: Bleu Disques, Damit, Good Fortune (all USA).
Int'l reps.: South America (Intersong), Belgium (Universal Songs), France (Francis Dreyfus), Germany (Budde), Japan (Intersong), Netherlands (Intersong), Scandinavia (Sweden), USA (Horizon).
Arretta Music Ltd., Electron House, Cray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel: (0689) 27099. Cable: HALLELECTRIC. Telex: 896141. Chm. & Mng. Dir.: Terry Scully; Gen. Mgr.: Laurie MacGregor.
Int'l rep.: Worldwide (Heath Levy).
Arsenal Music Ltd., see United Artists.
Artsmusic, see Astra.
Artiff 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).
Int'l rep.: Canada (Boosey & Hawkes).
Ashley-Fields Music Ltd., see Roncom.
Ashtree Holdings (Eire) Ltd., 223 Regent St., London W1R 8TD. Tel: (01) 734-9768. Telex: 24170. Dir.: Philip R. 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 3HD. Tel: (01) 942-7235. Cable: CHIRPING Chessington. Chief Execs.: John Beecher, Tony Atkins; Gen. Mgr.: Yvonne Tregrove.
Astra Int'l Entertainments, Thornley St., Wolverhampton. Tel: (0902) 26628, 28084. Mng. Dir.: Tony Perry; Dirs.: Alan Clayton, George Maddocks.
Atholl Music, see Ad-Chorel.
Atoka Publ'g, see Leosong.
Atwater Music Co., see Leosong.
Aura Music Ltd., 1 Kendall Pl., London W1H 3AG. Tel: (01) 486-0958. Telex: 24222 Ref. 3145. Mng. Dir.: Aaron Sixx. (Also see RMO).
The Automatic Music Co. Ltd., 5 Avery Row, London W1X 9HA. Tel: (01) 493-9744. Mng. Dir.: N.A. Mobbs.
Autumn Music, see Warner Bros.
Aviation Music, 102-104 Gloucester Pl., London W1H 3PN. Tel: (01) 486-0997. Telex: 298995. Mng. Dir.: Peter Felstead; Gen. Mgr.: Eric Holland.
Aviator Music, 64 Tranquil Vale, London SE3. Tel: (01) 852-0114. Mng. Dir.: Harry Maloney. (Affiliated with Chappell)
Aviva Music Ltd., see Shapiro, Bernstein.
Avocet Music Ltd., see Chappell.
Axle Ents. Ltd., 27 Arkwright Rd., Hampstead, London NW3 6BJ. Tel: (01) 435-9601. Dir.: Ken Howard.
Roy Ayers Ubiquity, see Leosong.
Aza Music Co., 652 Finchley Rd., London NW11. Tel: (01) 458-7288. Dir.: Morris Aza.
B A M Music, see Chappell.
B A T Music Ltd., 47 Fulham Broadway, London SW6 1AE. Tel: (01) 381-2464. Mng. Dir.: Bernard Theobald.
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.
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 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, 62 Gloucester Pl., London W1. Tel: (01) 486-1486. Cable: BAALON. Telex: 25836. Mng. Dir.: Colin J. Brain; Gen. Mgr.: Jay Shotam.
Backbenchers Music, see Music Farm.
Background Music Publ'rs Ltd., see Josef Weinberger.
Badfinger Music Co., see Leosong.
Bag Music Ltd. (MPA), 6 Ludgate Square, London EC4M 7AS. Tel: (01) 248-3836. Chief Exec.: Eric James.
P. E. Baker Music Ltd., see Chappell & RSO.
Balthasar Publ'g, see Leosong.
Bandlin Music Ltd., see Carlin.
Band of Joy Music Ltd., see Sara Bee.
Banff Music Publ'g Co., see Leosong.
Bankrupt Music, see Leosong.
Anthony Banks Ltd., see Hit & Run.
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., 35 Portland Pl., London W1. Tel: (01) 637-2111. Cable: BARNEMUS. Telex: 25929. Chm.: Chas Chandler; Mng. Dir.: Sam Mortimer; Prof. Mgr.: John Bright.
Int'l firm represented: Olde Grog (USA).
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 (Toshiba), 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).
Barstool Music Ltd., see ATV.
Bass Goldstein Inc., see Leosong.
Batt Songs, see April.
Beacon Music Ltd., see EMI.
Beaumont Music, 20-24 Beaumont Rd., Chiswick, London W4. Tel: (01) 995-5432. Chief Execs.: Piers Ford-Crush, Philip Love.
Bearsongs (PRS), 190 Monument Rd., Birmingham B16 8UU. Tel: (021) 454-7020. Mng. Dir.: Kate Munn; Gen. Mgr.: Brian Walker.
Int'l rep.: Germany (Roba).
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).
Bedrock Prod'n Ltd., 20 Chiddingstone St., London SW6. Tel: (01) 736-1719. Dirs.: Michael & Sheena 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.

Sara Bee Music Ltd., 17 Ronneby Close, Weybridge, Surrey. Tel: Walton-on-Thames 42689. Dir.: Shirley Selwood; Gen. Mgr.: Clive Selwood.

Bees Knees Music Ltd. (PRS, MPA), 64 The Drive, Alwoodley, Leeds, Yorks. LS17 7QQ. Tel: (0532) 674-039. Gen. Mgr.: Geoff Menzer. (Administered by Margaret Brace).

Beggars Banquet Ltd., 8 Hogarth Rd., Earl's Court, London SW5. Tel: (01) 370-6175. Telex: 915733. Mng. Dir.: Martin Mills. (Also see Andrew Heath).

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.: Canada (Belsize), Scandinavia (Air), USA (Belsize).

Belwin-Mills Music Ltd., 250 Purley Way, Croydon, Surrey CR9 4QD. Tel: (01) 881-0855. Cable: BELMILMUS. Mng. Dir.: Cyril Gee.

Home office: USA.

Benday, see Carlin.

Anton J. Benjamin Ltd., see Richard Schauer.

Benny Bird Co., see Leosong.

Benson Co. Publ'g Ltd., Alliance House, 29/30 High Holborn, London WC1V 6AZ. Tel: (01) 242-9609. Mgr.: Harold Purvis.

Home office: USA.

Irving Berlin (England) Music, see Chappell.

Bernettia Music Co., see Leosong.

Bernice Music Inc., see Leosong.

Berry Music, see Campbell Connelly.

Berry Music Co. Ltd., see EMI.

Berserkley, 97 Kingston Hill, Kingston-Upon-Thames, Surrey. Tel: (01) 549-9366. Telex: 8751771. Cable: BESERK.

Besco Music, see Leosong.

Bestat Music, see Leosong.

Betterbron 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., 18 Lancaster Mews, London W2 3QE. Tel: (01) 723-4499. Dir.: Ben Nisbet. (Administered by Margaret Brace).

Big Ear Music, see Satril.

Big Ears Music Inc., see Leosong.

Big Five Music Inc., see Leosong.

Big Game Music, 42 Manchester St., London W1. Tel: (01) 486-6141. Dirs.: John Craig, Tony Edwards, Andrew 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., 184 Regent St., London W1R. Tel: (01) 439-7731. Cable: LOVESONGS. Telex: 896691. Joint Chm.: Guy Fletcher, Doug Flett.

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 Spliff Music, The White House, The Street, Diss, Norfolk. Tel: (037988) 693. Owner & Dir.: Peter Shertzer; Gen. Mgr.: Brett Housego; Sales Mgr.: Bruce Simmons. (Affiliated with Paul Rodriguez)

Big 3 Music Ltd., see United Artists.

Billy Goat Music, 71 Benhurst Gardens, Seisdon, South Croydon, Surrey CR2 8NY. Tel: (01) 657-3560. Mng. Dir.: Terry Parker.

Bird Music, see Intersong.

Bird's Nest Music, see Happy Face.

Birdseye Music, see Leosong.

Birth Music Ltd., see Olofson & Young Blood.

Biscuit Music Ltd., 17 Ronneby Close, Weybridge, Surrey KT13 9SB. Tel: (98) 42689. Mng. Dir.: Clive Selwood; Gen. Mgr.: S. Selwood. (Affiliated with Sara Bee)

Bishop Music, see EMI.

Bishop Music, 12 Hill Rd., St. Johns Wood, London NWB. Tel: (01) 286-4025. Telex: 23322. Mng. Dir.: Ann Bishop; Gen. Mgr.: Karen Davies.

Bitchin' Guy UK, see Asterisk.

Bitter Wind Music, see Leosong.

Bizet Music, 10 Gray's Inn Square, London WC1 5JJ. Tel: (01) 242-5582.

Blackbird Music, Badgers Wood, Cadbury Camp Ln., Clapton-In-Gordano, Bristol BS20 9SB. Tel: (02755) 6770. Dirs.: J. Miles, P. Budd, T. Baylis, T. Banner.

Black Gold Music (PRS, MPA), Solisgrind Studios, Langmuir Rd., Kirkintilloch, Glasgow, Scotland. Tel: (041) 776-7572. Mng. Dir.: Ian C. McCredie; Gen. Mgr.: Sylvia Meadows.

Black Friar Publ'g Co., see Leosong.

Black Neon Ltd., 4D Oxford & Cambridge Mansions, Old Marylebone Rd., London NW1. Tel: (01) 723-2454. Mng. Dir.: Nigel Haines; Gen. Mgr.: Martin Hall.

Black Sheep Music (MCP), Fulmer Gardens House, Fulmer, Bucks. Tel: 395-2143. Telex: 849208. Mng. Dir.: Ben Findon; Gen. Mgr.: Linda Findon.

Black Swan Music (London) Ltd., see EMI.

Black & White Music Co., see Leosong.

Blair Music, see Leosong.

Blanedell 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.

Blossom Dearie Music, see Louvigny.

Blubber Music, see Leosong.

Blue Ace Music, see Leosong.

Bluebell Music, see Peter Hamilton.

Bluebird Music Co., see EMI.

Bluebird Music Ltd., 155 Church St., London W2 1NA. Tel: (01) 723-6561/9090. Chief Execs.: Billy Russell, Billy Carruthers.

Bluebird Music Ltd., see RAK.

Blue Chip Music, 2/3 Golden Sq., London W1 4BS. Tel: (01) 437-7544. Cable: BLUECHIP. Mng. Dir.: Ivor Schlosberg.

Int'l firms represented: Clan, Contagious (both South Africa).

Int'l reps.: Germany (Global), Japan (Watanabe), South Africa (Clan).

Blue Eyes Music, see RAK.

Blue Gum Music Ltd., see Bruce Welch.

Blue Mountain Music, see Island.

Blue Rock Music, see Leosong.

Blues Man Music, see Leosong.

Blueytones Music Ltd., see ATV.

Bob Cor Music, see Leosong.

Bob The Dog Music Ltd., 24 Chiswick High Rd., London W4. Tel: (01) 941-0356. Mng. Dir.: Mark Rye. (Affiliated with Intersong)

Int'l firm represented: Bob The Dog (USA).

Int'l reps.: Australasia (ATV), Ireland (Intersong), South Africa (EMI Brigadiers), UK (Intersong), GASS (Francis Day & Hunter).

Bocu Music Ltd., 48 Grafton Way, London W1. Tel: (01) 388-7653. Cable: MARQUIMUS. Telex: 298976. Mng. Dir.: John Spalding; Gen. Mgr.: Carole Broughton.

Int'l firms represented: Barthel, Bill Black, Equinox, Good Flavour, Jarak, Lynam, Lyn Lou, Nelltone, Willie Nelson, Partner, Slow Dancing, Songtailors, Wimot, Window (all USA); Polar, Sweden, Union Songs (all Scandinavia).

Bog Music, see OK.

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), Luverne (USA), Suvini Zerboni (Italy), VAAP (USSR)

Int'l reps.: Austria (Erich), Denmark (Wilhelm Hansen), Finland (Musik Fazer), Italy (Carisch), Japan (Academia, Nippon Gakkai), Netherlands (Albersen), Norway (Norsk), South America (Barry), Spain (Vidal Limona), Sweden (Carl Gehrman).

Bootleg Publ'g Co. (PRS, MCP), 500 Chesham House, 150 Regent St., London W1R 5FA. Tel: (01) 734-3501. Telex: 261426. Dir.: David G. Rose; Gen. Mgr.: Brian Crook.

Botop 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.: Alan Paramor.

Home office: USA.

'Bout Time Music, see Leosong.

Franklyn Boyd Music Ltd. (PRS), 24 Parkside, Knightsbridge, London SW1. Tel: (01) 245-9026. 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.

Bradbury Wood Ltd., see Chappell.

Brampton Music Ltd., see Fresh Air.

Brand New Music, 1 Derby St., London W1Y 7HD. Tel: (01) 493-9637. Mng. Dir.: Mike Vernon.

Bress/Wind Educational Supplies & Co., see Belwin-Mills.

Breakaway Songs, see ATV & Desert Songs.

Breitkopf & Haertel (London) Ltd., 20 Earham St., London WC2H 9LN. Tel: (01) 836-3066. Mng. Dir.: Larry Fenton.

Int'l firms represented: Berben (Italy), Breitkopf & Haertel (East & West Germany), Alexander Broude (USA), Columbia (USA), Deutscher Verlag fuer Musik (East Germany), Friedrich Hofmeister (East & West Germany), Neil A. Kjos (USA), Neue (East Germany), Pro Musica (East Germany), Van Teeseling (Netherlands).

Int'l reps.: Austria (Breitkopf & Haertel), Canada (Alexander Broude), Germany (Breitkopf & Haertel), Mexico (Alexander Broude), Switzerland (Breitkopf & Haertel), USA (Alexander Broude).

Bridge House Music Ltd., 23 Barking Rd., Canning Town, London E16. Tel: (01) 476-2889. Pres.: Chris Thompson; Gen. Mgr.: Terence Murphy. (Affiliated with Mews)

Int'l rep.: Worldwide (Martin-Coulter).

Briggsville-Taylor Town, see Leosong.

Bright Music Ltd., 34 Maddox St., London W1. Tel: (01) 437-7138. Chief Execs.: Martin Wyatt, Charlie Crane. (Affiliated with Warner Bros.)

Brigitte Music Ltd., see ATV.

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: HITMUSIC. Telex: 261653. Dirs.: Sydney & Gerry Bron; Gen. Mgr.: Rod Duncombe.

Int'l firms represented: Munchin, Frank Zappa (both 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), Mexico (Arabella), Netherlands (New Dayglow), Portugal (Quorra), Scandinavia (Sonet in Sweden), South Africa (Plymouth), Spain (Quorra), Switzerland (Intro Gebr. Meisel), USA (Warner Bros.).

Sydney Bron Music Co. Ltd., see Bron

Brons Music & Books, see Hansen

Brookside Music, see Asterisk

Brouhaha Music Inc., see Leosong

Roberton Brown Assocs., 47 British Grove, London W4.

Bruce Music Ltd., see Chappell & RSO

Brused Oranges, see Leosong

C. Brull Ltd., 26 West St., London WC2 Tel: (01) 836-1724. Chief Exec.: K. Schick

Int'l branch: 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

Brunton Music Ltd., see ATV

Budanco Publ'g, see Leosong

Budgie Music Ltd., see Rondor

Buff Music (PRS), see Bright

Buffalo Music Ltd., see Intersong

Buk Music Ltd., see Leosong

Bulk Music Ltd., Baltic Chamber, 50 Wellington St., Glasgow, Scotland. Tel: (041) 221-1948. Mng. Dir.: Peter Shipton. (Affiliated with Mews)

Buildog Music Co., see Valentine

Bullseye Music, AIR House, Spennymoor, Co. Durham. Tel: (0388) 814-632. Chief Execs.: Colin Pearson, John Wray. Gen. Mgr.: A.P. Blackett

Bumper Songs, see Magnet

Burgher Music, see Robert Kingston

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. Steliman; Gen. Mgr.: Leslie Lowe

Int'l affiliates: Australia (Palace), Austria (Burlington in Germany), Benelux (Palace in Netherlands), Canada (Burlington), Far East (Burlington-Palace in Hong Kong), France (Palace), Germany (Burlington), Italy (Palace), Portugal (Burlington in Spain), Scandinavia (Palace in Sweden), Spain (Burlington), Switzerland (Palace), USA (Burlington)

Int'l reps.: Argentina (MAI), Brazil (Fermata), Chile (MAI), Czechoslovakia (Supraphon), Greece (Grecophon), Japan (High Note), Rhodesia (Music Publ'g Co.), South Africa (Music Publ'g Co.), Uruguay (MAI), West Indies (Woodwater)

Burning Sounds Ltd., 379 Harrow Rd., London W9 3QF. Tel: (01) 960-7131. Gen. Mgr.: Robert Hill

Burnt Ash Music Co., see Valentine

Bustongs Ltd., see Sunbury

Byroom Music (MPA), see Happy Face

Bytown Music, see Leosong

C. S. Music, see Philip P. Roberge

C. S. Publ'g, see RAK

C. M. P. Ltd., see Robert Mellin

C. P. Music, see GGA

C. T. A. Music Ltd., 31 Park Crescent Mews W., London W1N 3PG. Tel: (01) 580-5250. Mng. Dir.: William Jackson Utley; Gen. Mgr.: David Chapman. (Affiliated with Carlin)

Cachand Music Co., see Leosong

Cadillac Music, 180 Shaftesbury Ave., London WC2H 8SJ. Tel: (01) 836-3646

Cadogan Music Ltd., see Eaton

Caesar Music Ltd., 19 London St., London W2. Tel: (01) 262-4321. 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.: Curlah 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), 37 Soho Sq., London W1V 5DG. Tel: (01) 439-9181. Dir.: Roy Berry

CanCon Music Co., see Valentine

Candle Music, see EMI

Canned Rock Music Ltd., see Barn

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., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251. Cable: CARLSONG. Telex: 267488. Pres.: Frederick S. Bienstock; Dirs.: Miriam Bienstock, Mike Collier; Exec. VP: R. Derek Knibb; VP & Int'l Mgr.: Paul Rich; Creative Mgr.: Paul Barber.

Int'l branch: USA, Carbert 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 Trafalgar

Carren/Woolsongs, see Woolsongs

Carrie Music Ltd., see Bron

Alan Carree Music, see Leosong

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 Satril

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

Castrator Music, 40 Gunter Grove, London SW10 0UJ. Tel: (01) 352-2886. Owner: Rui De Castro

Int'l firm represented: Ertzmusic (Germany)

Int'l rep.: Switzerland (Blz Nouvelle)

Catalyst (Music Publ'g) Ltd. (PRS), 6 Narcissus Rd., London

NW6 1TH. Tel: (01) 794-7640. Telex: 21879. Mng. Dir.: Peter Knight Jr.
Int'l firm represented: Global (Germany).
 Cathy Music, September Sound Studios, 38 Knowl Rd., Colcar, Huddersfield. Tel: (0484) 657-054. Chief Exec.: Mike Storey. (Affiliated with Valentine)
 Cat's Eye Music, see State.
 Cavalcade Music Ltd., 138 New Bond St., London W1. Tel: (01) 493-9681. Telex: 8954791. Dirs.: J.A. Fogarty, R.A. Liversage. Gen. Mgr.: R.A. Liversage.
Int'l firms represented: ABC/Dunhill, American Broadcasting, Hav-A-Tune, Horse Creek/Don Williams, Len Lon Music (all USA).
 Cavendish Music Co., see Boosey & Hawkes.
 Cedarwood, see Southern.
 Cee Cee Music, see Asterisk.
 Celebration Servs. (Post Green) Ltd., 57 Dorchester Rd., Lytchett Minster, Poole, Dorset BH16 6JE. Tel: (0202) 623651. Cable: CELSERV Mng. Dir.: Philip Bradshaw; Gen. Mgr.: Robert Ellis.
Int'l rep.: USA (Redeemer Books).
 Cellar Music Ltd., see ATV.
 Central Music Co., see EMI.
 Capcor Ltd., see Chappell.
 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.
 Chameleon Publ'g, 19 S. Molton St., London W1. Tel: (01) 629-9719. Telex: 261805. Mng. Dir.: Mike Loveday; Gen. Mgr.: Richard Fearo.
 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.
 Chappell Music Ltd., 50 New Bond St., London W1A 2BR. Tel: (01) 629-7600. Cable: SYMPHONY. Telex: 258403. Chm.: S.L.G. Gottlieb; Dir. & Gen. Mgr.: J.J. King; Creative Dir.: T. Roberts; Financial Dir.: J.J. King; Publ'ns Dir.: Gen. Mgr.: Robin Wood; Rec'g Studio Mgr.: R. Golding; Chappell Int'l Music Publ'rs Ltd., N.L.D. Firth; Chappell Music Centres Ltd. Dir. & Gen. Mgr.: D. Brown; Pub. Mgr.: Mary Jennings.
 Chappell & Co. Overseas Holdings Ltd., see Chappell.
 Chappell/Aznavour Ltd., see Chappell.
 Chappell/Bay Music, see Chappell.
 Chappell Int'l Music Publ'rs Ltd., see Chappell.
 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/Scorpio, see Chappell.
 Chappell/Simpson, see Chappell.
 Chappell/Sparkle, 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 C.A. Gibbon, Tony Stratton-Smith. (Affiliated with Chappell)
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. (Affiliated with Intersong)
 Charly Music (PRS), 9 Beadon Rd., London W6. Tel: (01) 741-0011. Cable: CONFIDAD. 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 Ltd., 49 Greek St., London W1. Tel: (01) 437-7418. Chm.: David Mindel; Gen. Mgr.: David Seys.
Int'l reps.: Belgium (Intersong), France (Intersong), Germany (Intersong), Netherlands (Intersong), North America (Famous), Scandinavia (Arne Bendiksen), South America (Intersong), Switzerland (Intersong).
 Cherry Red Music, 199 Kingston Rd., London SW19. Tel: (01) 540-6831. Mng. Dir.: Iain McNay; Gen. Mgr.: Richard Jones.
Int'l firm represented: Megalo (USA).
Int'l rep.: Canada (Change).
 Cherrysongs, 22 Wood Rd., Camberley, Surrey GU15 2RL. Tel: (0276) 26688. Chief Exec.: Jeff Cherrington.
 J. & W. Chester/Ed. Wilhelm Hansen London Ltd., 7 Eagle Court, London EC1M 5QD. 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. Tel: (0532) 38283.
 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. Mng. Dir.: Nicky Chinn.
 Chiglow Music, see Lightning & Asterisk.
 Chipping Norton Music Ltd., 4 Kings Head Mews, Chipping Norton, Oxon. Tel: (0608) 2684. Mng. Dir.: Richard Vernon.
 Chiswick Music Ltd., see St. Thomas More.
 Chocolate Music, see RAK.
 Chorale Music, 33 Devonshire St., Suite 2, London W1. Tel: (01) 486-2362. Chief Exec.: Robert Howes; Gen. Mgr.: Barbara Courtney-King.
Int'l reps.: Benelux, Denmark, France, Germany, Italy, Norway, Portugal, Spain, Sweden (all United European).
 Christabel Music Ltd., see ERM/Robert Kingston.
 Chrysa-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, Fivestars, Longmanor, Rockbottom, Salamander, Seafood, Spaniel, Steeleley Span.
Int'l firms represented: Alkatraz Corner, Budd, Artie Wayne (all USA).
Int'l reps.: Australia (Festival), Austria (Roba), Belgium (Dutchy), 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 (Air), South Africa (Gallo), South America (Fermata in Brazil), Spain (Arabella), Switzerland (Roba), USA (Chrysalis, Moth).
 Cinephonic, see Campbell Connelly.
 Cintercor Music Co., see Leeds.
 Cissi Music Inc., see Leosong.
 City Boy (Music) Ltd., see Chappell.
 Clarity Music Inc., see Leosong.
 Classic Editions, 36 John Dalton St., Manchester M2 6LE. Tel: (061) 834-7292. Cable: EUROBEAT. Mng. Dir.: Irving Wilson; Gen. Mgr.: Alan Wilson.
Int'l firms represented: Beat, Curci (both Italy).
Int'l rep.: Italy (Beat).
 Clifford Essex Music Ltd., see Music Sales.
 Clifton Music, see St. Thomas More.
 Clinton Music Co., Kraal, Woodside Hill, Chalfont St. Peter, Bucks. Tel: Gerrards Cross 83351.
 Clifone Ltd., see Hit & Run.
 Clondyke Music Ltd., see Chappell.
 Cloud Cuckoo Songs Ltd., see Chappell.
 Clover Conway Music Co., see Noel Jay.
 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. Gerant Hughes, Jeffrey Calvert.
 Cog Music, see Leosong.
 Cole-Arama Music, see Leosong.
 College Music, see EMI.
 Collegiate Music Publ'ns 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 SS0 7DX. 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. Chief Exec.: Peter Collins.
Int'l reps.: Scandinavia (Warner Bros.).
 Philip Collins Ltd., see Hit & Run.
 Column Music Co., see Leosong.
 Combine Music Ltd., see EMI.
 Commair-Chappell Music Ltd., see Chappell.
 Comma Music, see Intersong & Paul Rodriguez.
 Commercial Music Co. Ltd., 91 Gatliff Close, Gatliff 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: COMP MUSIC.
 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.
 Concord, see Essex.
 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).
 Consume Music, see Leosong.
 Contemporary Music Publ'g Ltd., see Jet.
 Cookaway Music Ltd., see Dick James.
 Coombe Music Ltd., 162 Coombe Ln. W., Kingston-upon-Thames, Surrey KT2 7DE. Tel: (01) 942-6240. Telex: 22914. Mng. Dir.: Gray Jones.
 Cooper Music Ltd., see EMI.
 Coppa Music Ltd., see EMI.
 Coquette Music, see Leosong.
 Corat Music, see Minimus.
 Corner Stone Music Ltd., see Valentine.
 Cornish Legend Music, Bawdens Farm, Tremodrett, Roche, St. Austell, Cornwall PL2. Tel: (072689) 507. Chief Exec.: Martin Griffin; Gen. Mgr.: N. Strachan.
 Coronet, see Carlin.
 Corries (Music) Ltd., West Buccleuch Near Hawick, Roxburghshire, Scotland. Tel: Etrick Valley 230. Dirs.: R.G. Browne, R.M.B. Williamson.
 Cortab Ltd., see Chappell.
 Corus Music, see Louigny.
 Covina High Music, 1-C Durham Terr., London W2. Tel: (01) 221-6250. European Opns. Dir.: Nancy Gayer.
 Edward Cox Music Ltd., see Dick James.
 Crackin Music Co., see Leosong.
 Craighall Music, 68 Craighall Rd., Edinburgh EH6 4RL, Scotland. Tel: (031) 552-3685.
 J. B. Cramer & Co. Ltd., 99 St. Martin's Ln., London WC2N 4AZ. Tel: (01) 240-1612. Gen. Mgr.: S.P. Pinning.
 Crater Music, see Paul Rodriguez.
 Craudian Music, see EMI.
 Crazy Music, The Tanners Arms Office, New Bridge St., Newcastle-upon-Tyne. Tel: (0632) 24052, 24062. Mng. Dir.: Barry McKay; Gen. Mgr.: Chris Cox. (Affiliated with Chappell)
Int'l rep.: Worldwide excluding Canada & USA (Chappell).
 Crazy Viking Ltd., see Olofson.
 Creedsan Music, see Trafalgar.
 Creek Publ'g Ltd., see Rondor.
 Crema Music Co., see Leosong.
 Creole Music Ltd., 91-93 High St., Harlesden, London NW10. Tel: (01) 965-9223. Cable: CREMUS. Telex: 28905.
 Crezent Music Ltd. (PRS), see GH.
 Cricklewood Music Ltd., Hyde Ind'l Estate, The Hyde, London NW9 6JU. Tel: (01) 205-5456. Mng. Dir.: Monty Lewis.
 Cromwell, see Essex.
 Cross, see Campbell Connelly.
 Crossdoor Music Co., see Valentine.

Crotchet 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.
 Curb Carlin Music, see Carlin.
 J. Curwen & Son Ltd., see Faber & G. Schirmer.
 Cuzerzio Music Publ'g, see Leosong.
 Cyanide Music, see Sarah.
 Cyhoeddiadau Sain, Ffordd Llanllyfni, Penygroes, Caernarfon, Gwynedd, Wales. Mng. Dir.: Huw Jones; Gen. Mgr.: G. Mitford.
 Cymande Music Ltd., see Alaska.
 D I G I T, see Young Blood.
 D & J Arlon Ents. Ltd., see Chappell.
 D J Music, 76 Roebuck House, Victoria, London SW1. Tel: (01) 834-4502. Dirs.: Johnny Toogood, Danny Kamara; Gen. Mgr.: Joe Napoli.
 Dabe Music Ltd., see Carlin & Konkwest.
 Miki Dallou Music, see Pilot & Young Blood.
 Damil Music, Blythe Rd., Hayes, Middx. Tel: (01) 573-5122.
 Dancik to Disc Inc., see Leosong.
 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) 504-2820.
 Herman Darewski Music Publ'g Co., see EMI.
 Dartsongs, 3 Grove Wood Hill, Coulsdon, Surrey. Tel: (01) 660-2311. Admin'r: Iain Thomson. (Affiliated with Asterisk)
 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 Co., see EMI.
 Blossom Dearie Music, see Louigny-Marquee.
 Deaver Ents., see Intersong.
 Debnar 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.
 Defrantz Monique Music, see Leosong.
 Dehany Music, see Leosong.
 Deke Music, see Leosong.
 Delfont Music Ltd., see Chappell.
 Delicate Music Ltd. (PRS), see Rondor.
 Delmount Ltd., see RSO.
 Delos Music, 182 Lansbury Dr., Hayes, Middx. Tel: 573-6299. Dir.: Pat Lynn; Gen. Mgr.: Richard Benjamin.
 Delphi Music Ltd., see Barn.
 Delta Artists Music Ltd., 7 Chiswick High Rd., London W4. Tel: (01) 995-8087. Mng. Dir.: Del Taylor; Gen. Mgr.: P. Padun. (Affiliated with Chappell)
Int'l rep.: Worldwide (Chappell).
 Dema Music (PRS), 18 West Mall, Clifton, Bristol BS8 4BQ. Tel: (0272) 35994, 35867. Chief Exec.: D.W. Ackerman; Gen. Mgr.: Mrs. S.A. Ackerman.
 Demain Music, see Leosong.
 Demark Music, see Paul Rodriguez.
 Denker Music, see Kassner.
 Chris Denning Ltd. (MCPS, PRS), 114 Maytree Close, Oliver's Battery, Winchester, Hants. SO22 4JF. Tel: (0962) 62554. Mng. Dir.: Chris Denning.
 Deoc Music Ltd., see Carlin.
 Deptford Songs, see Rondor.
 Desert Songs/Breakaway Songs, 216 Randolph Ave., The Basement, London W9. Tel: (01) 624-8252/5224/3717. Cable: SUGARSUGAR. Chief Exec.: Julian Spear, Clive Banks, Terry O'Neil. (Affiliated with ATV)
 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.
 Dice Music, see Tabitha.
 Dickinsons, see Bloomsbury.
 Different Music, 11/12 Dover St., London. Tel: (01) 408-0868. Chief Execs.: Lynton Guest, Angela Hopwood; Gen. Mgr.: Steven Cook.
 Dig It Music Ltd., see Olofson.
 A. Dimartino Music Ltd., see Valentine.
 Dinosaur Music, see Asterisk.
 Diplomat Music Ltd., see Chappell.
 Dirty Deal Music Publ'g Inc., see Leosong.
 Discount Inter Shopping Co. Ltd., 11 Heronslea Dr., Stanmore, Middx. Tel: (01) 958-4197. Mng. Dir.: Johnny Franks.
 Discourses Ltd., 32 High St., Tunbridge Wells, Kent. Tel: (0892) 26397. Mng. Dir.: Robert F. Hardcastle.
 Walt Disney Prods. 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.
 Dizzy Heights Music Publ'g, 44 Seymour Pl., London W1. Chief Execs.: N. Grainge, C. Hill.
 Des Dolan Music, see Leosong.

- Dolly Music, see EMI.
 Domax Music Inc., see Leosong.
 Domestic Music Co., see Leosong.
 Dominic Music Ltd., see Dick James.
 Dominion Music Co. Ltd., see United Artists.
 Domino Music, see Tabitha.
 Donna Music Ltd., see EMI & 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 Seaford 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 & RSO.
 Dream City Music, see Leosong.
 Dreamers Music Co., see EMI.
 Dreamway Ltd., see Intersong.
 Dreyfuse Music Ltd., see Fuse.
 Druid Music, see EMI.
 Duant Music, 76 Muswell Hill Rd., London N10. Tel: (01) 883-7656. Mng. Dir.: Jim McClean. (Administered by Margaret Brace)
 Dukelodge Ents. Ltd.—Administered by Carlin—see Dukelodge (FM).
 Dukelodge (FM) Ltd., 132 Gloucester Ave., London NW1. Tel: (01) 722-4306/8213. Mng. 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), 19 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. Dirs.: Mark Fanwick, Sam Alder. Int'l reps.: Canada, USA (both EG in USA).
 E M I Film & Theatre Music, see EMI.
 E M I Music Publ'g Ltd., 138-140 Charing Cross Rd., London WC2H 0LD. Tel: (01) 836-6699. Cable: EMIMUS. Telex: 269189. Mng. Dir.: Ron White. Admin. Dir.: Peter Smits; Creative Dir.: Terry Slater; Financial Dir.: David Gray; Prof. Dir. & Gen. Mgr.: Roy Tempest; MOR Dir. & Gen. Mgr.: Kay O'Dwyer; Screen Gems Dir. & Gen. Mgr.: Brian Hopkins; Publ'ns & Overseas Co-Ord. Dir.: Pat Howgill.
 Int'l firms represented: Audigam, BRS Prod'ns, Black Sheep, Bandora, Jeff Barry, Bomass, Bowling Green, Combine, Daniel N. Crewe, Forty Love, Fascotti, Al Gallico, Gold Forever, Gopam, Hearty's Delight, Jiru Music, Kipahulu, Charles Kippis, Kiss Songs, Mabrak Inc., Neighbourhood, Open-Door, RFT, Red Robin/Seven Figure, Eddie Reeves, Quixotic, Resca, Rip/Keka, Rock Steady, Saturday, Shelby Singleton, Special group, Top Sail, Trachelle, Tree, Twitty Bird, Larry Weiss (all USA); J. Albert & Son (Australia), Marouani (France), Tumbleweed (Australia), VAAAP (USSR).
 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.
 Early Bird, see Carlin.
 Earthly Music Ltd., see Bron.
 Ear Wizard Music Pub., see Leosong.
 East End Music, see Leosong.
 Easy Music SA, c/o Heath Levy Music, 184/186 Regent St., London W1R 5DF. Tel: (01) 439-7731. Chief Exec.: Steve Guston.
 Eaton Music Ltd., 8 W. Eaton Pl., Belgravia, London SW1. Tel: (01) 235-8357. Mng. Dir.: Terry Oates; Dir.: Mrs. M. Oates.
 Int'l firms represented: Canopy, Fergell, Elliott Ferguson, Golden Syrup, Stage & Screen, Sunset Plaza, Taradam, White Oak (all USA).
 Int'l reps.: Australasia, Austria, Benelux, Canada, France, Germany, Italy, Japan, Portugal, Scandinavia, Spain, Switzerland, USA (all Eaton); Central & South America (Beechwood), South Africa (Gallo).
 Ecosse Music, see Sunset.
 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.
 Eeeg Music, see Leosong.
 Eez-Er-Gorn Music, see Music Farm.
 Kevin Eggers, see Carlin.
 Eiger Music Ltd., see Panache.
 Ekapa Music, see Leosong.
 Elbow Music, see EMI.
 Elcien Music Ltd., see Noel Gay.
 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 (Loeds), Canada (Quality), France (OK Music), Netherlands (Bospel), South Africa (Intersong), USA (Odyssey).
 Emerson Ed. (allied with June Emerson-Wind Music) Windmill Farm, High St., Ampleforth, Yorks. Tel: (04393) 324. Chief Exec.: Geoffrey Emerson.
 Int'l firms represented: Robert King, Music for Brass, Swift-Dorr, Woodwind World (all USA); Daiei/Muramatsu (Japan).
 Int'l reps.: USA (Robert King), Western Europe (G Schirmer).
 Emison Music, see EMI.
 Empire Consul Music Ltd., see Chappell.
 Engel Songs, see Carlin.
 Ennismore Music Ltd., see Rondor.
 Enoch & Sons, see Edwin Ashdown.
 Episode Music Ltd., see EMI.
 Equator Music, see EMI.
 Enquiry, see Carlin.
 Era Music Ltd., see Chappell.
 Erigena 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 Royal; Gen. Mgr.: Don White.
 Esquire Music Co., 76 Bedford Court Mansions, Bedford Ave., London WC1B 3AE. Tel: (01) 636-1810. Owner & Gen. Mgr.: Greta Krahrmer.
 Clifford Essex Music, see Music Sales.
 The Essex Music Group, Essex House, 19/20 Poland St., London W1V 3DD. Tel: (01) 734-8121. Cable: SEXMUS. Telex: 22701. Mng. Dir.: David Platz.
 Estimated Time of Arrival, see Leosong.
 Estimated Time of Departure, see Leosong.
 Etude Music, see Leosong.
 Eudamonic 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, Curci, Edizioni "71", Gemelli, Giraffa, Nazionale, Picci, Pinciana, Prima, Radio Music, Unifunq. West (all Italy).
 Int'l rep.: Italy (Beat).
 European Music Ltd., see Chappell.
 European North American Music Ltd., see Leosong.
 Evergreen, see Campbell Connelly.
 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.
 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.
 Int'l branch: USA.
 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 (Carisch), Japan (Nippon Gakki), Netherlands (Alberson), New Zealand (Price Milburn), Norway (Norsk), South Africa (Boosey & Hawkes), Sweden (Reimers), USA (G. Schirmer).
 Fabulous, see Essex.
 Face Music Co., see Leosong.
 Fadders Music, see Martin-Coulter.
 Fair Music Ltd., 9 Royal Parade, London SE3 0TL. Tel: (01) 852-4743. Dir.: Chris Williams. (Affiliated with Rondor)
 Int'l rep.: USA (Irving/Almo).
 Fair World Ltd. (PRS), see Rondor.
 Fair World Music, see Rondor.
 Faith Music Ltd., see Island.
 Falcon Music, see EMI.
 Famous Chappell, see Chappell.
 Fancy That Music, see Leosong.
 Fanfare Music Co. Ltd., 27 Forest Dr., Keston, Kent. Tel: (689) 54491, (01) 200-7000. Cable: ATMUS. BROMLEY. Mng. Dir.: Fred Jackson.
 Int'l firms represented: Five Continents (USA), Le Bill (USA).
 Int'l rep.: Germany (Fanfare).
 Fania Publ'g Co., see Leosong.
 Fantasy Songs Ltd., see Island.
 Farlitz Music, see Leosong.
 Fast Western Ltd., 2 York House, Upper Montagu St., London W1. Tel: (01) 723-9559. Mng. Dir.: Richard Lee; Gen. Mgr.: Diana Singh.
 Int'l reps.: Australia (Festival), Benelux (Ariola), Germany (Siegel), Scandinavia (Air), Spain (Discorama), Feldman (trading as Jade), 162 Coombe Ln. W., Kingston-on-Thames, Surrey KT2 7DE. Tel: (01) 942-6240. Telex: 22914. Mng. Dir.: Gray Jones; Gen. Mgr.: Martin Moritz.
 B. Feldman & Co. Ltd., see EMI Music.
 Julie Felix Music Ltd., see RAK.
 Femme Music Inc., see Leosong.
 Fenette Music, see Breitkopf & Haertel.
 Fontone 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.
 Fireside Music, see Leosong.
 Firesign Music Ltd., see Andrew Heath.
 First Floor Music Ltd., see EMI.
 First Music, see Kassner.
 Fisher & Lane Music, 30 Limekiln 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.
 Five Brothers Music, see Good Move.
 Flam Music Ltd., see Crotchet.
 Flam Music Ltd., see Chappell & RSO.
 Flash Music Ltd., 20 Chatterton Rd., London W10. Tel: (01) 960-4355. Mng. Dir.: Paul K. Walden. (Affiliated with Virgin)
 Fle Music, see Leosong.
 Fleur Music, see Sue Manning.
 Flip Flop Music, 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 Duck Music Ltd., 69 New Bond St., London SW1. Tel: (01) 408-1606. Chief Exec.: J. F. Townley; Gen. Mgr.: A. J. Gournvish.
 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, Grapevine House, Harborton, Totnes, Devon. Tel: (0803) 863-616. Dir.: Peter Kennedy.
 Folkworld Inc., see Leosong.
 Forestful of Music Ltd., see Chappell.
 Forever Music Ltd., 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 Dist.), Switzerland (P.J. Tonger).
 Fortel Music, see Leosong.
 Fourth House Music, see Leosong.
 Four Score Music Co., see EMI.
 Sam Fox Publ'g Co. (London) Ltd., see EMI.
 Francis Day & Hunter Ltd., see EMI Music.
 Franco-London, see Robert Mellin.
 Frank Music & Co. Ltd., see Chappell.
 Freedom Songs Ltd., see Chappell & Island.
 H. Freeman & Co., see EMI.
 Free Enterprise Music, see Leosong.
 Free Reed Music—Old Baptist Chapel, Bridge St., Belper Derby. Tel: (077382) 6264. Mng. Dir.: Neil Wayne.
 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).
 Freshscape Music, see Barrose.
 Freshwater Music Ltd., see BKM & Island.
 Friday Music Ltd., see Chappell.
 Friday's Child Music, see Leosong.
 Friends Music Ltd., see Carlin.
 Frog Music, 24 Haig Rd., Stanmore, Middx. Tel: (01) 954-0959. Mng. Dir.: Bob Clifford.
 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).
 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) 722-4306/8213. Mng. Dirs.: John D. Gilbert, Neil S. Aspinall. (Administered by EMI).
 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).
 G & G Music Ltd., see Intersong.
 G H Music Ltd. (PRS), 2 New Kings Rd., London NW6. Tel: (01) 731-4131. Mng. Dir.: Michael B. Gill; Gen. Mgr.: Dennis P. Collopy.
 Int'l firms represented: Gaff, HG, Riva (all USA), BRM (Australia).
 Int'l reps.: Australia (Rondor), Benelux (Schmolzi & Slezak), Canada (Riva/HG), France (Panache), Germany (Schmolzi & Slezak), Italy (Heath Levy), Japan (Heath Levy), Orient (Burlington-Palace), Scandinavia (Schmolzi & Slezak), South Africa (Heath Levy), Spain (Heath Levy), USA (Riva/HG).
 G L H Music Ltd., see Kassner.
 G-Mac Music, see GGA.
 Gabby Music Co., see EMI.
 Gaberfunzie Music, see Margaret Brace.
 Gabriel Music Co. (PRS), London Pavilion Chambers, Great Windmill St., London W1V BDR. Tel: (01) 734-3424. Cable: SHOWBIZ. Dir.: Philip Hindin; Gen. Mgr.: Eddie Calvert.
 Peter Gabriel Ltd., see Hit & Run.
 Gailtancy Music, see Leosong.
 Gale Music Ltd., 126 Wigmore St., London W1H 0JJ. Tel: (01) 486-7677. Telex: 298455. Dir.: Alan Williams.
 Galerie 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) 51766.
 Garnett Music Ltd., see EMI.
 Garron Music, Kirkland Park Studios, Lethame Rd., Strathaven, Scotland. Tel: (0357) 21130. Dir.: W. B. Garden.
 Gavel Music Co. Ltd., see Noel Gay.
 Felicia Gay Music Co. Ltd., see Noel Gay.
 Noel Gay Music Co. Ltd., 24 Denmark St., London WC2H 8NJ. Tel: (01) 836-3941. Telex: 21760. Mng. Dir.: Richard Armitage; Gen. Mgr. Charles Armitage; Financial Dir.: Ralph Walker.
 Int'l firm represented: Midsong (USA).
 Int'l reps.: Australasia (Rango), France (Claude Pascal), Japan (Shinko), Netherlands (Gaba), Scandinavia (Arne Bendiksen), South Africa (Musicpiece), USA (Noel Gay, Midsong).
 Gee Whiz Music, see Leosong.
 Geirning Ltd., see Hit & Run.
 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.
 Flip Flop Music, 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 Duck Music Ltd., 69 New Bond St., London SW1. Tel: (01) 408-1606. Chief Exec.: J. F. Townley; Gen. Mgr.: A. J. Gournvish.
 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, Grapevine House, Harborton, Totnes, Devon. Tel: (0803) 863-616. Dir.: Peter Kennedy.
 Folkworld Inc., see Leosong.
 Forestful of Music Ltd., see Chappell.
 Forever Music Ltd., 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 Dist.), Switzerland (P.J. Tonger).
 Fortel Music, see Leosong.
 Fourth House Music, see Leosong.
 Four Score Music Co., see EMI.
 Sam Fox Publ'g Co. (London) Ltd., see EMI.
 Francis Day & Hunter Ltd., see EMI Music.
 Franco-London, see Robert Mellin.
 Frank Music & Co. Ltd., see Chappell.
 Freedom Songs Ltd., see Chappell & Island.
 H. Freeman & Co., see EMI.
 Free Enterprise Music, see Leosong.
 Free Reed Music—Old Baptist Chapel, Bridge St., Belper Derby. Tel: (077382) 6264. Mng. Dir.: Neil Wayne.
 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).
 Freshscape Music, see Barrose.
 Freshwater Music Ltd., see BKM & Island.
 Friday Music Ltd., see Chappell.
 Friday's Child Music, see Leosong.
 Friends Music Ltd., see Carlin.
 Frog Music, 24 Haig Rd., Stanmore, Middx. Tel: (01) 954-0959. Mng. Dir.: Bob Clifford.
 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).
 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) 722-4306/8213. Mng. Dirs.: John D. Gilbert, Neil S. Aspinall. (Administered by EMI).
 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).
 G & G Music Ltd., see Intersong.
 G H Music Ltd. (PRS), 2 New Kings Rd., London NW6. Tel: (01) 731-4131. Mng. Dir.: Michael B. Gill; Gen. Mgr.: Dennis P. Collopy.
 Int'l firms represented: Gaff, HG, Riva (all USA), BRM (Australia).
 Int'l reps.: Australia (Rondor), Benelux (Schmolzi & Slezak), Canada (Riva/HG), France (Panache), Germany (Schmolzi & Slezak), Italy (Heath Levy), Japan (Heath Levy), Orient (Burlington-Palace), Scandinavia (Schmolzi & Slezak), South Africa (Heath Levy), Spain (Heath Levy), USA (Riva/HG).
 G L H Music Ltd., see Kassner.
 G-Mac Music, see GGA.
 Gabby Music Co., see EMI.
 Gaberfunzie Music, see Margaret Brace.
 Gabriel Music Co. (PRS), London Pavilion Chambers, Great Windmill St., London W1V BDR. Tel: (01) 734-3424. Cable: SHOWBIZ. Dir.: Philip Hindin; Gen. Mgr.: Eddie Calvert.
 Peter Gabriel Ltd., see Hit & Run.
 Gailtancy Music, see Leosong.
 Gale Music Ltd., 126 Wigmore St., London W1H 0JJ. Tel: (01) 486-7677. Telex: 298455. Dir.: Alan Williams.
 Galerie 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) 51766.
 Garnett Music Ltd., see EMI.
 Garron Music, Kirkland Park Studios, Lethame Rd., Strathaven, Scotland. Tel: (0357) 21130. Dir.: W. B. Garden.
 Gavel Music Co. Ltd., see Noel Gay.
 Felicia Gay Music Co. Ltd., see Noel Gay.
 Noel Gay Music Co. Ltd., 24 Denmark St., London WC2H 8NJ. Tel: (01) 836-3941. Telex: 21760. Mng. Dir.: Richard Armitage; Gen. Mgr. Charles Armitage; Financial Dir.: Ralph Walker.
 Int'l firm represented: Midsong (USA).
 Int'l reps.: Australasia (Rango), France (Claude Pascal), Japan (Shinko), Netherlands (Gaba), Scandinavia (Arne Bendiksen), South Africa (Musicpiece), USA (Noel Gay, Midsong).
 Gee Whiz Music, see Leosong.
 Geirning Ltd., see Hit & Run.
 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 Publ'g Ltd., see Terry King.
 Robin Gibb Publ'g Ltd. (PRS), see Lupus.
 Gigolo Music Co., see Leosong.
 Ian Gillan Music Ltd., see Purple.
 Glad Music Ltd., see Shapiro, Bernstein.
 Glendale, see Campbell Connelly.
 Glitterbest Ltd., see Warner Bros.
 Glocken Verlag Ltd., 10/16 Rathbone St., London W1P 2BJ. Tel: (01) 580-2827. Dirs.: Dr. O. Blau, 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 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 Move Music, 27 Spedan Close, Branch Hill, London NW3. Tel: (01) 435-5302. Mng. Dir.: Phil Simmonds.
 Good Music Ltd., 10 Gray's Inn Square, London WC1R 5JJ. Tel: (01) 242-5582. See Cyril Shane).
 Goodsongs, see April.
 Goombay Music, see Leosong.
 Gouda Music, see Leosong.
 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.
 Graduate Music, 1 Union St., Dudley, W. Midlands. Tel: (0384) 59048. Owner: David Vire.
 Graphle Music Ltd., see Chappell.
 Gralto Music Ltd., see Dick James.
 Grandma Annie Music, see Leosong.
 Grant Music Ltd., see Marco.
 Grape Time Ltd., see Bloomsbury.
 Grapevine Music, see Leosong.
 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.
 Greesco Music, see Leosong.
 Greensleeves Publ'g, 44 Uxbridge Rd., Shepherds Bush, London W12. Tel: (01) 749-3277. Mng. Dir.: Chris Sedgwick.
 Greenwish, see Essex.
 Greenwich Gramophone Publ'g Co., see The Les Reed Org.
 Greenwood Music Ltd., see Margaret Brace.
 Grigg Music, see Trafalgar.
 Grob-Chappell Music Co. Ltd., see Chappell.
 Guest & Edwards Music, see Metropolitan.
 Gull Songs, 169 High Rd., Willesden, London NW10. Tel: (01) 459-8657. Telex: 24224 Ref. 2275. Mng. Dir.: David Howells.
 Int'l reps.: Austria (Melodie der Welt), France (Panache), Germany (Melodie Der Welt), Japan (Pacific), New Zealand (Boom Boom), Portugal (Intersong), Scandinavia (Air), South Africa (Intersong), Spain (Intersong), Switzerland (Melodie Der Welt), USA (Heath Levy).
 A. Gutheil (Ed.), see Boosey & Hawkes.
 Gwyneth Music Ltd., see Dick James.
 H G Music, see GH.
 Hagen Music Ltd., see Compass.
 Halcyon Music Ltd., 126 Wigmore St., London W1H DJJ. Tel: (01) 486-7676. Telex: 298455. Dirs.: Alan Williams, John Richardson.
 Halmusic Ltd., see Sparta Florida.
 Peter Hamilton Music Ltd., 42 Kilmarnock Rd., Glasgow, Scotland G41. Tel: (041) 632-9269. Mng. Dir.: Peter Hamilton; Gen. Mgr.: Robert Stewart.
 Handle Music, 1 Derby St., London W1. Tel: (01) 493-9637. Mng. Dir.: Cathi Gibson; Dir.: David Walker. (Also see Brand New Music).
 Int'l reps.: Worldwide excluding UK & Ireland (Handle—Chappell, Sweet—Intersong).
 Hansa Prod'n Ltd., 12 Bruton St., London W1X 7AH. Tel: (01) 493-9766. Telex: 298777. Mng. Dir.: Peter Meisel.
 Charles Hansen Music & Books, see Hansen.
 Charles H. Hansen Music Corp., see Leosong.
 Hansen House (London) Ltd., 64 Dean St., London W1V 5HU. Tel: (01) 437-7288. Chief Exec.: Charles H. Hansen; Gen. Mgr.: Barbara Bevis.
 Happy Face Music Publ'g Co. (MPA), The Old Smithy, Post Office Ln., Kempsey, Worcs. WR5 3NS. Tel: (0905) 820-659. Chief Exec.: Muff Murfin; Gen. Mgr.: V.B. Murfin.
 Hara Kiri Music Ltd., see Island.
 Eddie Hardin Music Ltd., see Chappell.
 Hardor Music Co., see Valentine.
 Hardwick Music, see Hedley.
 Harmarlane Music Ltd., see Eaton.
 Harmer Music Co., see Studio Music.
 Harmonic Music Publ'g Co. Ltd., see C. Brull.
 Harmony, see Essex.
 Harriet Music Ltd., see Robert Mellin.
 Frederick Harris Music Co. Ltd., see Alfred Lengnick.
 Harrison, see Campbell Connelly.
 Harvard Music Ltd., see Noel Gay.
 Hawkana Music, see Arnakata.
 Hawkes & Son (London) Ltd., see Boosey & Hawkes.
 Haystack Music Ltd., see ATV.
 Hazelmere Music Ltd., see Noel Gay.
 Lee Hazelwood, see Carlin.
 Hazy Music Ltd., 9 Ravenscroft Ave., London NW11 0SA. Tel: (01) 455-4556. Mng. Dir.: Barbara M. Hayes.
 Hazzard Music Ltd., see Bron.
 Head Music Ltd., see Leosong.
 Headpean Ltd., see ATV.
 Heartbeat, see Cherry Red.
 Andrew Heath Music Ltd., 81 Harley House, Marylebone

Rd., London NW1. Tel: (01) 487-5587. Telex: 298415. Mng. Dir.: Andrew Heath.
 Heath Levy Music Co. Ltd., 184/186 Regent St., London W1R 5DF. Tel: (01) 439-7731. Telex: 27557. Mng. Dirs.: Geoffrey Heath, Edward Levy; Financial Dir.: M. Iqbal.
 Heath Music, see Warner Bros.
 Allan Heather Music, see Valentine.
 Heathside Music, see Logo.
 Hec Music, see EMI.
 Hedley Music, 71 Rutland Rd., Chesterfield, Derbys. S40 1ND. Tel: (0246) 79976. Mng. Dir.: Tony Hedley; Gen. Mgr.: Malcolm Perkins.
 Int'l branch: USA.
 Hena Publ'g, see Leosong.
 Henderson, see Bloomsbury.
 Henny Music, see Sparta Florida.
 Henrees Music Co., see EMI.
 Hensley Music Publ'g Co. Ltd., 29 Clarendon Rd., London W11. Tel: (01) 727-5118. Mng. Dir.: Tony Evers. (Affiliated with Intersong).
 Int'l firms represented: Midnight Sun (Sweden), Televis (Italy).
 Int'l rep.: Worldwide (Intersong).
 Hercules, see Carlin.
 Hermusic Ltd., see EMI.
 Hero Music Ltd., see Peter Rice.
 Heruxuti Prod'ns Ltd., see Leosong.
 Hey Look Music Co., see EMI.
 Highland Music Co. Ltd., see Beautiful Sunday.
 Highway Publ'g, see Leosong.
 Hilda Music, see Barry Collings.
 Hillcrest Music Ltd., see Robert Mellin.
 Tony Hiller Music Ltd., 24 Bruton St., London W1X 7DA. Tel: (01) 409-2211. Cable: TONYMUSIC. Chm.: Tony Hiller. (Affiliated with ATV).
 Int'l reps.: Canada (Attic), France (Vogue), Germany (Discont), USA (Silver Blue).
 Hillrent Music Ltd., 11 Albemarle St., London W1. Tel: (01) 493-3651.
 Int'l firms represented: Berkeley Square, Church Lane (both USA).
 Hi-Man Music Ltd., see Fuse.
 Hi-Time Music Ltd., see ATV.
 Hit & Run Music Publ'g Ltd., 55-59 Shaftesbury Ave., London W1V 7AA. Tel: (01) 439-8451. Telex: 8952998. Chm.: John Anthony Smith; Gen. Mgr.: Gareth J. Perkins.
 Int'l firms represented: Run It (USA), Venerable (USA).
 Int'l reps.: Worldwide (Intersong) excluding Canada (Run It), Ireland, Japan (Shinko), USA (Run It).
 Hit Songs Ltd., see Bron.
 M. Hohner Ltd., 39/45 Coldharbour Ln., London SE5 9NR. Tel: (01) 733-4411.
 Int'l firm represented: M. Hohner (Germany).
 Hollywood Music, see John Edward.
 Homemade Music Ltd. (PRS), 97 Rosebery Rd., Muswell Hill, London N10. Tel: (01) 444-9440. Mng. Dir.: Donny Marchand; Gen. Mgr.: John Levy.
 Honest Injun Music, see Panache.
 Honest Pleasure Prod'ns, see Budd.
 Honey Music Co. Ltd., see Rock Music.
 Honeyhill Music Ltd., see ATV.
 Honeywell Music Ltd., see ATV.
 Horizon Music Publ'g, Horizon House, Warwick Rd., Coventry. Tel: (0203) 21000. Telex: 312135. Chief Exec.: Barry H. Thomas; Gen. Mgr. & Eng.: K.T. Holmes.
 Hournew, see Campbell Connelly.
 Howlin' Music, 114 Lower Park Rd., Loughton, Essex. Tel: (01) 508-4564. Air Call (01) 828-5621 Code 1970. Chief Exec.: Howard Marks.
 Hud Songs Ltd., see Chappell.
 Hudson Music Co. Ltd., see De Wolfe.
 Hugg Music Ltd., see Intersong.
 Humber Music Ltd., see Carlin.
 Hunkey Dorey Music, see Leosong.
 Hurricane Music, see EMI.
 Hush-A-Bye Music SA, see The Les Reed Org.
 Hush Music Ltd., 8 Albert Gate Court, 124 Knightsbridge, London SW1. Tel: (01) 589-6293. Dirs.: Jonathan Rowlands, Judy London.
 I G B Music, see Purple.
 Ilona Music, see April.
 Imagination Music Ltd., 1-2 Berners St., London W1P 3A6. Tel: (01) 622-1874. Mng. Dir.: Stephen Bankler-Jukes; Gen. Mgr.: Fred Parsons.
 Imagine Music Ltd., see Rocket.
 Indigo, 72-74 Garside St., Manchester M3 3EL. Tel: (061) 834-7001. Mng. Dir.: David Kent-Watson.
 Industrial Recs. Ltd. (PRS), 10 Martello St., London E8. Tel: (01) 254-9178. Mng. Dir.: Peter Christopherson; Gen. Mgr.: Chris Carter.
 Int'l reps.: France (Celluloid/Decibel), USA (Independent Rec'g Syndicate).
 Initial Music Ltd., see EMI.
 Injun, 7 Mill Cottages, Bucks Green, West Sussex. Tel: Rudgwick 2829. Chief Exec.: P. M. Chalmers; Gen. Mgr.: F.J. Chalmers.
 Int'l firms represented: Grandweath, Showay, Westport (all USA).
 Inkwell Music Ltd. (PRS), 69 New Bond St., London W1Y 9DE. Tel: (01) 408-1788. Mng. Dir.: Peter Barnes.
 Instant Music, see John Edward.
 In-Sync Music Ltd., see Robert Mellin.
 Inter-Art Co. Ltd., see Josef Weinberger.
 Internationale Musik Produktion, 28 Alloo Rd., Goodmayes, Ilford, Essex.
 Home office: USA.
 Interplay Music, see Leosong.
 Intersong Music Ltd., 50 New Bond St., London W1. Tel: (01) 499-0067. Dir.: Bruno Kretschmar.
 Int'l firms represented: Affinitia, Ajay, Belikat, Big Apple, Bohannon, Bullhorn, Cafe Americana, Cape Ann, Cape May, Clarkee, Downtown, Dynatone, Fifth Floor, Jiru, Kaskat, Kenya, Kings Point, Kurlay, Laurel Canyon, Little Lasso, Maybe, Moonhill, Noodle Tunes, Pinpong, Quark, Quick Mix, Ricks, Sambo, Skunkster, Snugeflat Lizard, Soquel, Strobe Light, Tauripin Tunes, Three Cheers, Top Of The Town, Two One Two, Wescraft,

Windecor, Zevon (all USA); Hanseatic/Happy (Germany).
 Int'l reps.: Australia (Intersong), Austria (Aberbach), Belgium (Intersong Primavera), Brazil (Intersong), Canada (Belinda/Intersong), Denmark (Intersong), France (Intersong Continental, Intersong Pigalle, Intersong Paris), Germany (Aberbach, Artemis, Intersong Int'l), Greece (Intersong Hellas), Japan (Intersong), Mexico (Intersong), Netherlands (Artemis, Intersong Basart), Singapore (Intersong), South Africa (Intersong), Spain (Canciones del Mundo, Ed. Fontana), Sweden (Intersong), Switzerland (Aberbach, Arena), USA (Belinda/Intersong).
 Intersong Int'l Musikverlag GmbH, 13 St. George St., London W1R 9DE. Tel: (01) 629-7600. Pres.: Heinz T. Voigt; Gen. Mgr.: Ron R.C. Sollefeld.
 Int'l firms represented: (See Artemis in the Netherlands).
 Int'l reps.: (See Intersong Int'l in Germany).
 Interworld Music Ltd., 15 Berkeley St., 6th fl., London W1. Tel: (01) 491-3401. Cable: INTERMUSIC. Dir.: John Valasco; Gen. Mgr.: Laxley Duncan.
 Int'l firms represented: Interworld, Six Continents, World Song.
 Int'l reps.: Australia (Associated), Brazil (Victor), France (LEM), Germany (UFA Discoton), Italy (RCA), Japan (Taiyo), Mexico (EMLASA), Netherlands (Universal), South Africa (Cian), Sweden (Sweden).
 Intune Music Ltd., see Dick James.
 Ipanema Music Ltd., see Chappell.
 Isa Music, see Peter Hamilton.
 Island Music Ltd., 22 St. Peters Square, London W12. Tel: (01) 741-1511 Cable: ACKEE. Mng. Dir.: Peter Cornish; Creative Mgr.: Keith Aspden.
 Int'l firms represented: Ackee, Average, Berna, Canaan, Chicago, Island, Kedrick, Rodra (all USA).
 Int'l reps.: Australia (Festival), Austria (Melodie der Welt), Belgium (Hans Kuster), Canada (Island/Ackee), Far East (Burlington-Palace), France (Panache), Germany (Melodie der Welt), Greece (Intersong), Italy (Fama), Japan (Taiyo), Netherlands (Nada), New Zealand (Festival), Portugal (Armonico-Clipper's), Scandinavia (Sonet), South Africa (Music Publ'g Co.), South America (Artemis), Spain (Armonico-Clipper's), Switzerland (Melodie Der Welt), USA (Island/Ackee).
 Ivy, see Campbell Connelly.
 Iwo Music Inc., see Leosong.
 J B Music, see Margaret Brace.
 J D L Music, see Purple.
 J & E Music Ltd., see Leosong.
 J P Music Ltd., see Chappell.
 Jackson Music Ltd., see ATV & EMI.
 Jackson Rec'g Co. Ltd., The Studios, Rickmansworth, Herts. Tel: (09237) 72351. Cable: JACMUSIC. Telex: 26228A.
 Jade Music, see EMI.
 Jade Ring Music Co., see Leosong.
 Jaf Music, see Paul Rodriguez.
 Jalew Music, see Leosong.
 Jama Music, 1 Brixton Station Rd., Brixton, London SW9. Tel: (01) 737-3557. Owner: Euel Johnson; Gen. Mgr.: L. Scarlett.
 Jamaica Publ'g, see Leosong.
 Dick James Music Ltd., James House, 5 Theobalds Rd., London WC1X 8SE. Tel: (01) 242-6886. Cable: DEJAMUS. Telex: 27135. Chm. & Mng. Dir.: Richard L. James; Dir.: Stephen M. James; Group Bus. Affairs Co-ord.: Paul M. Davis; Financial Controller: Robert H. Lake; Gen. Mgr.: David Ions.
 Int'l branches: Australia, France, Germany, Italy, Japan, Netherlands, Scandinavia, Switzerland, USA.
 Int'l firm represented: Tic Toc (Switzerland).
 Int'l reps.: Brazil (Fernata), Far East (Pathe), Greece (Arion), Mexico (Musart), South Africa (Leeds), Spain (Discorama).
 Nicky James Music Ltd., see Peter Rice.
 Jamitin Music Co., see Leosong.
 Jammy Music Pub's Ltd., Inchbarn House, 957 Dumbarton Rd., Glasgow, Scotland G14 9UF. Tel: (041) 334-9722. Mng. Dir.: John MacCalman; Gen. Mgr.: Andrew Harvey.
 Jamsham Music Ltd., see Dick James.
 Jangle Music, see Leosong.
 Janna Music Ltd., 6 Brasslands Dr., Portlady-by-Sea, Sussex. Tel: (0273) 419441. Mng. Dir.: John MacLeod.
 Jano Music Ltd., see Olofson.
 Janus Music, see Forsyth Bros.
 Jardiniere Music, see Intersong.
 Jarrow Music Ltd., see ATV & EMI.
 Jasan Prod'ns Ltd., see Janna.
 Jasper Music Publ'g Co., see Leosong.
 Jayman Music Ltd., see Sunbury.
 Jeeves Music Ltd., see Leeds.
 Jelly Music Ltd., see Nems.
 Jelly Publ'g Ltd., see Nems.
 Jenevieve Music, see Panache.
 Alfred Jenkins, see Leosong.
 Caesar Jenkins, see Leosong.
 Jeremy Rose Music, see EMI.
 Jet Music Inc., 102-104 Gloucester Pl., London W1. Tel: (01) 486-6040. Telex: 298995. Chm. & Mng. Dir.: Don Arden.
 Jetstar, see Carlin.
 Jewel Music Publ'g Co. Ltd., see Chappell.
 Jig-Saw Music Ltd., 115 Old Lodge Ln., Purley, Surrey. Tel: (01) 868-3457. Dirs.: Dave & Sue Williams.
 Jigsaw Music, see RMO.
 Jill Music Ltd., see Collins & RAK.
 Jitney Jane Songs, see Leosong.
 Jiving Brothers, see R. Smith.
 Jo-Al Music Co., see Leosong.
 Joaneline, see Carlin.
 Joani Brightarp, see Leosong.
 Jobete Music (UK) Ltd., 16 Curzon St., London W1. Tel: (01) 493-1603. Telex: 8811658. Mng. Dir.: Peter Prince; Gen. Mgr.: James Fisher.
 Jody Boye Music, see Leosong.
 John Songs, see Leeds.
 Jonali Music Inc., see Leosong.

- Jonathan Music Ltd., see Nems.
 Jonjo Music Co. Ltd., see Marquis.
 Jory Music Co., see EMI.
 Josid Music Ltd., see Dick James.
 Josley Music, see Carlin.
 Josomo Music Co., see Leosong.
 Junic Prod'ns Ltd., 684 Fulham Rd., London SW6 5SA. Tel (01) 736-5877. Dir.: Julian Beauchamp. Gen. Mgr. Nicolas Smith.
Int'l firms represented: Music Control (France), Semp (Trinidad).
 Justunes (PRS), see Bright & Leeds.
 K Songs Ltd., see Page Full of Hits.
 K P M Music Group, see EMI.
 K P M Sound Studios, see EMI.
 Kadence Music Co., see EMI.
 Kalmann, see Carlin.
 Alfred A. Kalmus Ltd., 2/3 Fareham St. (Dean St.), London W1V 4DU. Tel. (01) 437-5203. Cable ALKAMUS.
 Dirs.: J. Palmer, M. Herrmann, W.M. Collieran, A. Schlee (Austrian), S. G. Harpner (Austrian).
 Kama Sutra Music Ltd., see United Artists.
 Kamakazi Music Corp., see Chappell.
 Kamikazi Music, see Carlin.
 Kassner Assoc'd Publ'rs, Broadmead House, 21 Panton St., London SW1. Tel. (01) 839-4672. Cable KASSMUSIC. Telex: 24158. Mng. Dir.: Edward Kassner. Gen. Mgr. David Kassner.
Int'l reps: Australia (Castle), Japan (Victor), South Africa (Southern), USA (Copyright Serv. Bureau).
 Edward Kassner Music Ltd., see Kassner.
 Katie Music, see Sue Manning.
 Keepers Cottage Music Ltd., see Island.
 Kelso Herston Music, see Leosong.
 Kenbill Music (PRS, MCPS), 16 Hampstead Gardens, Golders Green, London NW11. Tel. (01) 340-3598. Owner: Bill Crompton.
 Kenmar Music Co., 9 Dean St., 3rd fl., London W1A 4QD. Tel. (01) 437-3711. Owner: Margaret Brace; Gen. Mgr. Sandra Cackett. (Also see Margaret Brace & Marrow).
Int'l rep: Australia (Castle).
 Kennedy Music, 22 Park Crescent, Suite 55, London W1. Tel. (01) 637-8112. Mng. Dir.: Edward Kennedy; Gen. Mgr. William J. Kennedy.
 Kennedy St. Music Ltd., see EMI.
 Kennel Music, 20 Cotton Ln., Withington, Manchester 20. Tel. (061) 445-2661. Gen. Mgr.: Lawrence Beedle.
 Kennett Music Co., see Leosong.
 Kennick Music Ltd., 50 Cadogan Square, Flat 3, London SW1X 0JW. Tel. (01) 589-7711/8861. Telex: 268048. Gen. Mgr.: Nicola Merton.
 Kensington, see Essex.
 Kent Music, see EMI.
 Kernel Music, see Ad-Chorel.
 Ketch-Up Music Co., see Leosong.
 Kevin Music, see EMI & The Les Reed Org.
 Kewpie Music, see Leosong.
 Key, see Essex.
 Keyboard-Pendulum Music Ltd., see Pendulum.
 Keyhole Music Ltd., see EMI.
 Keymen Music, see Leosong.
 Kicking Mule Music, see Sonet.
 Kids Music Ltd., see RAK.
 Kieron, see Carlin.
 Terry King Assocs., 9-11 Monmouth St., London WC2. Tel. (01) 836-4761. Mng. Dir.: Terry King.
 Kingscourt Music, see Gabriel.
 Kingsize Songs Ltd., see Cyril Shane.
 Kingsley Music, see EMI.
 Robert Kingston Music Ltd., 34 Windmill St., London W1P 1HH. Tel. (01) 636-9242. Chm.: Robert Charles Kingston.
Int'l firms represented: Bolero Musimex (Mexico), Brambila (Mexico), Musicways/Real Fine Songs (USA), Nichion (Japan), September (USA).
Int'l reps: Mexico (Bolero Musimex), USA (September).
 Kissoun Music, see State.
 Kirzo Music, see Leosong.
 Klub Music Ltd., see Martin-Coulter.
 Klynch Music Ltd., see Fanfare.
 Knox, see Carlin.
 Konkwest Music Ltd., 84/86 Tottenham Ln., Hornsey, London N8 7EE. Tel. (01) 340-7873/4757. Dirs.: Ray & Dave Davies.
 Alexis Korner Music, see Philip P. Roberge.
 Korvaline Music, see EMI.
 Krandon Music Co., see Leosong.
 Kristannar Music Ltd., 33 Park Chase, Wembley, Middx. Tel. (01) 902-2024. Mng. Dir.: Eddie Stevens.
 L E Music, Nelson House, Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel. (0942) 55871. Telex: 62594. Chief Exec.: W. Leyland; Gen. Mgr.: D. Larbey.
 L O E Music, 28 Lexington St., London W1R 3HR. Tel. (01) 734-3443. Mng. Dir.: Hiroshi Kato; Gen. Mgr.: Jim Russell.
Int'l firm represented: Music Boutique (Japan).
 Lad Music Ltd., see Peter Rice.
 Ladysmith Music, see State.
 J. R. Laffeur & Son Ltd., see Boosey & Hawkes.
 Lakeview, see Essex.
 Lamaja Music Publ'g, see Leosong.
 Lee Lambert Music Ltd. (PRS), 506-508 Kingsbury Rd., London NW9. Tel. (01) 204-9422. Cable LAMMETALS. Mng. Dirs.: Bill Lee, Howard Lambert.
 Lancia Music, see EMI.
 Landester Music Ltd., see Intersong.
 Lark, see Carlin.
 Larkworth Ltd., see Panache.
 J. H. Larway, see Edwin Ashdown.
 Latchmere Music Co., see Valentine.
 Latimer Music, see Leosong.
 Latin American, see Southern.
 Derek Lawrence Music Co. Ltd., see EMI.
 Leading Music Ltd., see Jet.
 Leading Note Ltd., 209 Rochdale Rd., Greetland, Halifax, West Yorks. HX4 8JE. Tel. (0422) 76161. Mng. Dir.: Bill Leader. (Also see Logo).
 Le Bill Music Ltd., 27 Forest Dr., Keston, Kent. Tel. 200-7000. (Administered by Fanfare).
Home office: USA.
 Leblon Music Corp., see Leosong.
 Led Songs, see Panache.
 Leeds Music Ltd., 138 Piccadilly, London W1V 9FH. Tel. (01) 629-7211. Cable LEEDSMUSIC. Telex: 22409. 22219. Mng. Dir.: Cyril Simons; Dirs.: Robert Lamont, Ray Webb; Copyright Mgr.: Robert Lamont; Co. Sec'y: Ray Webb; Exploitation Mgr.: Alma Warren.
Int'l firms represented: Far Out, Rawlou, Spooone, Vector (USA).
Int'l reps: Argentina (Korn), Australia (Leeds), Belgium (MCA), Brazil (MCA), Canada (Leeds), France (MCA), Germany (MCA), Italy (Pickwick), Japan (MCA), Netherlands (MCA), South Africa (Leeds), Spain (Southern), Sweden (MCA), USA (MCA).
 Legion Theatre Prod'ns, 23-24 Greek St., London W1. Tel. (01) 437-3066. Chm.: Stephen Baron Bentinck. Mng. Dir.: Christos Demetriou.
 Leiber-Stoller, see Carlin.
 Lemmel Music Ltd., 9 Dean St., London W1V 5RL. Tel. (01) 734-4543. Cable RIMUSIC. Telex: 28905 RF 580. Chm.: R.F.G. Dennis; Exec. Dir.: Charles Berlan.
Int'l firm represented: Plymouth (South Africa).
Int'l reps: Australia (Castle), Belgium (Baltic), Netherlands (Basart), New Zealand (Castle Music), South Africa (Plymouth).
 Alfred Lengnick & Co. Ltd., Purley Oaks Studio, 421a Brighton Rd., South Croydon, Surrey CR2 6YR. Tel. (01) 660-7646. Mng. Dir.: C.R.L. Avenell; Gen. Mgr.: Mrs. L. Jackson.
Int'l firms represented: CeBeDeM (Belgium), Frederick Harris (Canada), Icelandic Music (Iceland).
Int'l reps: Canada (Frederick Harris), Germany (A. Benjamin), South Africa (SA Music Dists.), Switzerland (A. Benjamin), USA (Frederick Harris).
 Lemon Music, see April.
 Cecil Lennox Ltd., see Kassner.
 Leonard, Gould & Boltier, see J.B. Cramer.
 Hal Leonard Publ'g, 18 Claridge House, 32 Davies St., London W1Y 1LG. Tel. (01) 499-2742. Telex: 261415. Int'l Opns. Dir.: Robert Hirschman; Sales Rep.: Steven Wilson.
Int'l rep: Spain (Music Distribution).
 Leosong Copyright Serv. Bureau Ltd., 28 Bolton St., London W1Y 8HB. Tel. (01) 491-3966. Mng. Dir.: David A. Simmons; Gen. Mgr.: Ray S. Ellis.
Int'l reps: Canada (Copyright Serv. Bureau), France (CSB), Germany (CSB), Japan (CSB Ltd./Hara Int'l), South America (CSB), USA (Copyright Serv. Bureau).
 Lespedeza Music, see Leosong.
 Leton Music, see Leosong.
 Leviathan Music, see Music Farm.
 Le Vien Music Ltd., see Chappell.
 Jerry Lee Lewis Music, see Leosong.
 Liber-Southern, see Southern.
 Libra Music Ltd., 22 St. Peters Square, London W6. Tel. (01) 731-3144. Chief Exec.: Sandy Robertson (Affiliated with Island).
 Liftglow Music Ltd., see ATV.
 Light Music Ltd., 33 Bryanston Square, Suite 18, London W1H 7LR. Tel. (01) 402-4810. Mng. Dir.: Trevor Lyttleton.
 Lightning Music Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel. (01) 969-5255/7155. Telex: 927813. Chm.: Raymond Laren; Gen. Mgr.: Norman M. Mandell.
Int'l reps: Worldwide (Heath Levy, Asterisk for Chippglow).
 Lillian Music, see Mervyn.
 Limbridge Music Ltd., see Compass.
 Line Music, see EMI.
 Lingasong Ltd., see Leosong.
 Linvoy, see Carlin.
 Lissauer Music Ltd., see Chappell.
 Lit Cal Music, see Leosong.
 Littlechap Music, see Jeff Wayne.
 Little Feather Music Ltd., see Chappell.
 Lloyd & Logan Music Inc., see Leosong.
 Lobek Music, see Leosong.
 LoBo Music Ltd., see Fuse.
 Lodge Music Ltd., Manor Lodge, Vale of Health, London NW3. Tel. (01) 435-6111. (Also see Panache).
 Logo Music, 86 Marylebone High St., London W1M 4AY. Tel. (01) 486-4353. Cable TRADISC. Telex: 25532. Mng. Dir.: Geoff Hannington; Gen. Mgr.: Rob Gold.
Int'l firms represented: Char-Liz (USA), Intermusic (Netherlands), Kitchen Table (Canada), Linda (USA), Rodeo (USA), Rosebud (USA), VIP New Bag (USA).
Int'l reps: Far East (Heathside—Burlington-Palace), South America (Fermata), Austria (Slezak), Belgium (Universal), Canada (Heathside—BJC), France (Heathside—Francis O'Neill), Germany (Slezak), Italy (Heathside—Armando, Logo—Ricordi), Japan (Heathside—TRO-Exsex), Mexico (Heathside—Consortio), Netherlands (Universal), South Africa (Heathside—Musicipiece), Spain (Heathside—Southern), Sweden (Sonet).
 London Tree Music Ltd., see Leeds.
 London Tunemith Ltd., Pavilion House, 6 Sherlock Mews, London W1M 3RH. Tel. (01) 486-3883. Telex: 21626. Mng. Dir.: Michael Weston; Gen. Mgr.: Norma King.
 Long & Short Music, see Leosong.
 Looking Glass Music, 498-500 Harrow Rd., London W9. Tel. (01) 960-5577. Mng. Dirs.: Max Hole, Geoff Jukes, David Simmons. (Affiliated with Plant Life & Leosong).
Int'l firm represented: Pigs Whisker (USA).
 Loose Music, 296 Chiswick High Rd., London W4 1PA. Tel. (01) 995-6755. Mng. Dir.: Andrew J. Titcombe.
 Loraine Music, see Sparta Florida.
 Lords Music Co. Ltd., see Dick James.
 Lorjory Music, see Leosong.
 Louvigny Music Co. Ltd., 38 Hertford St., London W1Y 8BA. Tel. (01) 493-5961. Cable RADLUXADVE. Telex: 263912. Mng. Dir.: Alan Ken; Prof. Mgr.: John G. Reed.
Int'l reps: Australia (Festival), Belgium (Radio Tele), Luxembourg (Radio Music), Scandinavia (Sweden), South Africa (Gallo).
 Lovehouse Music, see Leosong.
 Lowery-Chappell Music, see Chappell.
 Lowgate Music, see Pan Audio.
 Lucy Music, see Sue Manning.
 Ludix, see Carlin.
 Lupus Music Co. Ltd. (PRS), 1 Hyde Park Pl., London W2 2LH. Tel. (01) 262-5326. Cable BRYMO. Chief Exec.: Bryan Morrison.
 Luxury Music Ltd., 13 Buckingham Mansions, West End Ln., London NW6. Tel. (01) 435-3731. Owners: David Stark, David Kent.
 Kenny Lynch, see Carlin.
 Lynda Songs, see Leosong.
 Lyndor-Martin Publ'g Co., see Valentine.
 Lynkin, see Jeff Wayne.
 Lynx Music Ltd., see Intersong.
 Lyrical World Co., see Leosong.
 M A M (Music Publ'g) Ltd., 24/25 New Bond St., London W1. Tel. (01) 629-9255. Cable MAMARTISTE. Telex: 27867. Gen. Mgr.: Roy L. Smith.
 M C Music, see Mervyn.
 M D K Musicas Ltda., see Leosong.
 M E Publ'g Ltd., see Chappell.
 M F Music Inc., see Leosong.
 M G P (Musical Graphic Publ'g) (PRS), 10 Clifton Terr., Winchester SO22 5BJ. Tel. (0962) 64755. Dir. & Gen. Mgr.: Clifford J. Bevan.
 M K M Music, see DJ.
 M & M Music Ltd., 23 Southacre, Hyde Park Crescent, London W2. Tel. (01) 262-5432. Cable JACKTONE. Dirs.: Jackie Trent, Leslie Burgess; Gen. Mgr.: Leslie Burgess.
Int'l reps: Canada (Jacktone/MCA), USA (Jacktone/MCA).
 M O Music, see Happy Face.
 M P L Communications Ltd., 1 Soho Square, London W1V 6BQ.
 M R E Publ'g, see Leosong.
 M R I Corp., see Leosong.
 Mac Melodies, see EMI.
 Macaulay Music Ltd., see Noel Gay.
 MacFarlane Music, see Performance.
 Macgint Music, see Island.
 Machetta Ltd., 7 Chiswick High Rd., London W4 2ND. Tel. (01) 995-8087. Mng. Dir.: Del Taylor. (Affiliated with Chappell & Delta).
 David Mackay Ents., see Round.
 Maestro Music Co. Ltd., 1 Cumberland Pl., Hinchley Wood, Surrey. Tel. (01) 398-3494.
 Magdalen Music, see Pendulum.
 Magic Music Ltd., see Chappell.
 Magna Entertainments Ltd., see Noel Gay.
 Magnet Music Ltd., Magnet House, 22 York St., London W1H 1FD. Tel. (01) 486 8151. Cable MAGLONDON. Telex: 25537. Mng. Dir.: Michael A. Levy; Gen. Mgr.: Fraser Macintosh.
Int'l firm represented: Butterfly (Germany).
Int'l reps: Worldwide (Intersong) excluding Australia (Castle), South Africa (Gallo), South America (Ivan Mogull), USA (Interworld).
 Magnificat Music, see St. Thomas More.
 Magnolia Music, see EMI.
 Magnum Music, 415 Oxford St., London W1.
 Maiden Music Ltd., see Valentine.
 Mainspring Music Ltd., see Warner Bros.
 Mainstreet Music, see United 2.
 Maj Music, see Leosong.
 Major Music Ltd., see Noel Gay.
 Majuba Music Ltd., see State.
 Makin Music, see Pan-Audio.
 Mallows Music, see Chevron.
 Malone Music Centre Ltd., 31 Malone Rd., Belfast BY9 6RU, Northern Ireland. Tel. 666361. Dir.: M. Ruderman; Gen. Mgr.: H.A. Ruderman.
 Malpas Music Ltd., see ATV.
 Mancha Music, see Leosong.
 Manchester Music Ltd., see EMI.
 Mander Music Ltd., see Chappell.
 Mandus Music Ltd., see Eaton.
 Manhattan Music Ltd., see EMI.
 Mann Music Publ'rs Ltd., see Bron.
 Sue Manning Music Publ'g Ltd., 21 Dering St., London W1. Tel. (01) 637-9748. 352-5634. Mng. Dir.: Sue Manning; Gen. Mgr.: Janet Bassett.
 Manor, see Carlin.
 Mansem Music, 36 John Dalton St., Manchester M2 6LE. Tel. (061) 834-7293. Cable IMDISC. Mng. Dir.: Irving Wilson.
Int'l firm represented: Eds 23 (Italy).
 Mansion Music Publ'ns, see Chappell.
 Manthula Music Ltd., see Rondor.
 Marathon Music, see Valentine.
 March Music Ltd., see Hedley.
 Marchbank Music, 34 Marchbank Dr., Balerno, Midlothian EH14 7ER. Tel. (031) 449-4709. Exec.: Duncan Brown.
 Marco Music Ltd., 81 Osbaldeston Rd., London N16. Tel. (01) 806-3252. Chm.: Eddy Grant; Gen. Mgr.: S. J. Blackburn.
 Mardanza Music, see Leosong.
 Janie Marden, see Musicus.
 Maribus Music Ltd., see Dick James.
 Mark Music Publ'g Co., see Sparta Florida.
 Marklon Music Ltd., see Bron.
 Marks Music Ltd., see Intersong.
 Marksman Music Publ'rs Ltd. (PRS), 12 Kingly St., London W1R 5LD. Tel. (01) 734-3691. Mng. Dir.: Hedley Leyton.
Int'l reps: Australia (Mathews), France (Francis Day), Germany (Cyclos), Netherlands (Nada/Dayglow).
 Marlboro Music Ltd., see EMI.
 Marlyn, see Carlin.
 Marmaduke Music, see Leosong.
 Marmalade Music Ltd., see Chappell & RSO.
 Marnell Music Co., see Leosong.
 Marmoney Music Co. Inc., see Leosong.
 Marquis Music Co. Ltd. (PRS), 48 Grafton Way, London W1P 5LB. Tel. (01) 388-7653. Cable MARQUIMUS. Telex: 298976. Dirs.: E.M. Roncoroni, Ken Jones; Gen. Mgr.: Carole Broughton.
Int'l reps: USA (Mainspring, Mainstay).
 Marrow Music (MCPS, PRS), 39 Harmer St., Gravesend,

- Kent Tel (0474) 65687. Dir. John W. Oram; Gen. Mgr. Margaret Shears.
 Marsh Music, see Leosong
 Marshall, Morgan & Scott Publ'g Ltd., 1 Bath St., London EC1V 9LB. Tel: (01) 251-2925. Cable: GRAPHO Telex: 262364. Mng. Dir. Peter J. Lardi; Gen. Mgr. David Payne
Int'l firm represented: Singspiration (USA)
 Martin-Coulter Music Ltd., Alembic House, 11th fl., 93 Albert Embankment, London SE1 7TY. Tel: (01) 582-7622. Telex 8814567. Dirs. Bill Martin, Bernard Brown.
Int'l branches: Australasia, Belgium, Canada, France, USA.
Int'l reps.: Austria, Germany, Switzerland & Eastern Europe (Melodie der Welt); rest of world excluding Ireland, Luxembourg & South Africa (Intersong)
 David Martin Music Ltd., High Holborn House, 52/54 High Holborn, London WC1E. Tel: (01) 242-9642. Dirs. Lionel Martin, Alan David. (Affiliated with Heath Levy)
 Passell Martin Publ'g, see Trafalger.
 Marylebone Music, 57 Green St., Flat H, London W1. Tel: (01) 409-0968. Telex: 896691. Dirs. Bob & J.T. Newby
 Mashy Music, see Chevron
 Barry Mason Music, see Marksmen
 Mason Music Ltd., see Lemmel.
 Matador Music Publ'g Co. Inc., see Leosong
 Matchbox Music, see Saydisc.
 Mato Dusco Music, see Leosong.
 Matrix Music, see Metropolitan.
 Peter Maurice Music Co. Ltd., see EMI.
 Mautoglade Music Ltd., 22 Denmark St., London WC2. Tel: (01) 836-5996. Chief Execs. Stuart Reid, Frank Coachworth; Dir. Patsy Reid
Int'l firms represented: Anglo Pic, Blue Ribbon, Blue Seas, De Shufflin, Jac, Pattern, Tristan.
 Mavid Music Inc., see Leosong
 Mawson & Wareham Music Ltd., Heath House 11, Blackett St., Newcastle upon Tyne NE1 5BS. Tel: (0632) 26461. Mng. Dir. Brian Mawson; Gen. Mgr. Geoff Heslop.
 Max Fil Music Co., see Leosong.
 Maycroft, see Carlin.
 May Music Ltd., see EMI.
 Mayoham Music Co., see Leosong.
 Maypole Music Ltd., see Hazy.
 Mazel Music, see Barry McKay.
 McCartney Music, 1 Soho Square, London W1V 6BQ. Tel: (01) 439-6621. Telex 21294.
 McElveen Music, see Leosong.
 Barry McKay Int'l Music (UK) Ltd., 100 Westgate Rd., Newcastle upon Tyne. Tel: (0632) 24449, 20971, 23030. Telex 537486. Mng. Dir.: Barry McKay; Gen. Mgr. Mary Robinson.
 Medusa Music Ltd., see EMI.
 Mediant Music Ltd., see Kassner.
 Medway Music Ltd., see Frank Chacksfield
 Melanie Music Ltd., see MAM
 Robert Mellin Ltd. (PRS), 24 Parkside, Knightsbridge, London SW1. Tel: (01) 245-9026. Cable MELLINMUS. Chief Exec. Robert Mellin; Gen. Mgr. David Reid.
Home office: USA.
Int'l firms represented: Ampco (USA), Big Leaf (USA), Robert Mellin (France), Neapolis (Italy), Pamco (USA), Sherwin (USA).
Int'l reps.: Australasia (Robert Mellin in Australia), Belgium (Music Rights Society), Canada (Robert Mellin in USA), France (Robert Mellin), Germany (Robert Mellin), Greece (Blackwood), Israel (Ilanot), Italy (Neapolis), Japan (Musical Rights Society), Netherlands (Timeless), Portugal (Robert Mellin in Spain), Scandinavia (Mellin in Sweden), South Africa (Robert Mellin), Spain (Robert Mellin), Sweden (Mellin).
 Melody Music, 56 Windermere Rd., Muswell Hill, London N10 2RG. Tel: (01) 833-3216. Chief Exec.: B. Zacharias; Gen. Mgr. S. Zacharias.
 Melwyn Music Ltd., see Robert Mellin.
 Memory Lane Music Ltd., Gray's Inn, 6 Raymond Bldgs., London WC1R 5BZ. Tel: (01) 242-8404. Telex: 21143. Mng. Dir.: Larry Spier. (Administered by Carlin).
Int'l branch: USA.
Int'l firms represented: Memory Lane, Joseph Meyer, Larry Spier, Stillman (all USA).
 Men of Progress Music, see Leosong
 Meridian, see Southern.
 Merlin Assocs. NV, see Chappell
 Merlin Music, see EMI.
 Mervyn Music (div. of Mervyn Conn Org.), Chandos House, 45/46 Chandos Pl., London WC2. Tel: (01) 836-7255. Mng. Dir. Mervyn Conn.
 Meteor, see Southern.
 Metro Music Ltd., see ATV.
 Metropole Music, see Sparta Florida.
 Metropolitan Music, 8a Frognal Gardens, Hampstead, London NW3. Tel: (01) 435-8803. Mng. Dir.: Mark R. F. Hanau; Gen. Mgr. Paul Rodriguez.
 Mettle Music (Publ'g), 10 Barley Mow Passage, Chiswick, London W4 4PH. Tel: (01) 994-6477. Cable: METTLEMUSIC. Mng. Dir.: Joseph R. Stanley; Gen. Mgr. Mike A. Carter.
 Mews Music Ltd., see Bulk & Martin-Coulter.
 Michigan Music Publ'g Corp., see Leosong.
 Midas Music Ltd., see Chappell.
 Middle Eight Music Ltd., see Valentine.
 Middle Road Music, Solgirth Studios, Langmuir Rd., Kirkintilloch, Glasgow, Scotland. Tel: (041) 776-7572. Admn.: Sylvia Meadows.
 Middle Road Publ'g Ltd. (PRS, MPA), see Black Gold.
 Mighty Music, see RAK.
 Mighty Oak Music Ltd., see Essex.
 Miles Music, see EMI.
 Miliz Music, see Leosong.
 Million Dollar Music, 12 Praed Mews, London W2. Tel: (01) 402-1261/4. Mng. Dir. Byron Godfrey; Musical Dir.: Tony King.
 Millmerran Publ'g Co. Ltd., see Bloomsbury.
 Mills Music Ltd., see Belwin-Mills.
 Mingard Music Ltd., 38 Hamilton Square, Birkenhead, Merseyside L41 5BP. Tel: (051) 647-4576. Chm.: Mike Mingard; Mng. Dir.: Chris Mellor.
 Mingles, 49 Greek St., London W1. Tel: (01) 437-7418. (Affiliated with Cherry Music & Intersong)
 Minimus Ltd., 1 Great Windmill St., London W1. Tel: (01) 437-8357. Cable: SEGWAY. Dir.: John Shakespeare.
 Miracle Songs, see Carlin.
 Miriamusic Ltd. (formerly Zack Laurence Music Ltd.), 1 Gleam Rd., Stanmore, Middx. HA7 4NW. Tel: (01) 954-2025. Gen. Mgr.: Zack Laurence.
 Mirror, see Southern.
 Mishagos Music, see Leosong
 Mister Mellow Music, see Music Farm.
 Mr. Sam (Music) Ltd., 169-171 High Rd., Willesden, London NW10. Tel: (01) 459-7244.
 Mistletoe Melodies Ltd., see Marquis.
 Mockbeag Music, 24 Beresford Rd., Wallasey, Cheshire L45 0JJ. Tel: (051) 639-2265.
 Moffett-Dickinson Publ'g Co., see Valentine.
 Moggie Music Ltd., 101 Hazelwood Ln., Palmers Green, London N13 5HQ. Tel: (01) 886-2801. Mng. Dir. & Gen. Mgr.: Hal Carter. (Affiliated with Warner Bros.)
 Ivan Mogull, see Essex.
 Mole Music Ltd., see Leosong & Looking Glass.
 Molecule Music (PRS), see Bright.
 Mo-Mar Music, see Leosong.
 Momentbest Ltd., see April.
 Moments Music Ltd./Spectrum Music, 4 Yarcombe, Adelaide Rd., Surbiton, Surrey. Tel: (01) 399-7043. Chief Exec.: Al Dickinson.
 Mo Music (MPA), see Happy Face.
 Mongo Music Inc., see Leosong.
 Monique, see Southern.
 Monkton Music Ltd., see Valentine.
 Monshana Music, see Sparta Florida.
 Monster Music Ltd. (PRS), see Bright.
 Vincent Montana Jr. Music Inc., see Leosong.
 Monclare, see Campbell Connelly.
 Mood Music, see Sparta Florida.
 Moon Beam Music, see Happy Face.
 Moonbird Music Co., see Leosong.
 Moondance Music Ltd., see Rondor.
 Moon Publ'g Co. Ltd., see Musicus.
 Moonsong Publ'g Co., see Leosong.
 Bryan Morrison Music Ltd. (PRS), see Lupus.
 Mortimer Music Ltd., see United Artists.
 Mosaic Music, see EMI.
 Herbert H. Moss Publ'g Co., see Leosong.
 Moss-Rose Music Ltd., see EMI.
 Most, see Southern.
 Mother Goose Music Ltd., see Red Bus.
 Mother Mistro Music Ltd., see Robert Mellin.
 Motive Music Int'l Ltd., see Leosong.
 Motor Music Ltd., see Acton Green & Leosong.
 Motpurs Music, see Downside.
 Mount Kisco Music Ltd., see Leosong.
 Mozart Ed. (Great Britain) Ltd. (PRS), 199 Wardour St., London W1V 3FA. Tel: (01) 734-3711. Dir.: Dr. G. Zagler. Mng. Dir.: H. Frankel.
Int'l branches: Germany, USA.
Int'l firms represented: Biwa (USA), Mozart (Germany), Raphaela (Germany).
Int'l reps.: Germany (Mozart, Raphaela), USA (Biwa).
 Mugglefunktion Music Group, see Valentine.
 Multicord Music, 52 Briardene Close, Sunderland SR3 3RU. Tel: (0783) 282-353. Dir.: Ken McKenzie.
 Multimood Music Ltd., see Belwin-Mills.
 Multiple Music, 79 Blythe Rd., London W14 0HP. Tel: (01) 602-3483. Cable: MULTISOUND. Telex: 914382. Chm. Ian F. Miles; Gen. Mgr.: Anne Miles.
 Mum & Dad Music Ltd., see Nems.
 Muscadine Music, see Leosong.
 Muscle Shoals Sound Publ'g Co., see Leosong.
 Music Assocs. Ltd., see Noel Gay.
 Musical Comedy Prod'ns, see Essex.
 Musical, Film & TV Ent's. Ltd., see C. Brull.
 Musical Publ'rs Ltd., 136 Fellows Rd., London NW3 3JH. Tel: (01) 722-9027. Dir.: E. A. Agouti; Gen. Mgr.: R.A. Agouti.
 Music Angel, see Leosong.
 Musica Viva (MCPS, PRS), 558 Galleywood Rd., Chelmsford. Essex CM2 8BX. (Affiliated with Scotus)
 Music Farm Ltd. (PRS), 72 Newman St., London W1. Tel: (01) 636-9251. Dirs.: Craig Baguley, Dave McAleer.
 Music Machine, The Midway Colours, Holbeton, Plymouth, Devon PL8 1NA. Dirs.: John K. Dryden, John Greenslade. (Affiliated with Chappell)
 Music Music, see Paul Rodriguez.
 Music of Today Inc., see Hansen & Leosong.
 Music Publ'rs of Ireland, see State.
 Music Sales Ltd., 78 Newman St., London W1P 3LA. Tel: (01) 636-9033. Telex 21892. Mng. Dir.: Robert Wise; Gen. Mgr.: Frank Johnson.
Int'l branches: Australia, USA.
Int'l reps.: Australia, Germany, Japan, USA (Music Sales Corp.).
 Music Sales/Alfred Music, see Music Sales Ltd.
 Musicus Ltd., 74 Newman St., London W1. Tel: (01) 580-0074.
 Musikverlag "City", see Richard Schauer.
 Mutual Music Co. Ltd., see EMI.
 N W R Music Publ'g Co. Ltd., see Noel Gay.
 Nab Songs Ltd., see Margaret Brace.
 Naimad Laine Songs Ltd., see Leosong.
 Namara Music, see Noel Gay.
 Nankip Music, see Noel Gay.
 Johnny Nash Music Inc., see Leosong.
 Natural Avenue Music Ltd., see Leeds.
 Nayland Music Co., see Leosong.
 Naz Songs, see Panache.
 Neat Music, 71 High St. E., Wallsend NE28 7RJ, Tyne & Wear. Tel: (0632) 624999. Chief Exec.: David Wood; Gen. Mgr.: Judith Wood.
 Neems Music, see Leosong.
 Nems Publ'g Ltd., 3 Hill St., London W1. Tel: (01) 629-6341. Cable: NEMSENT. Telex: 21716. Gen. Mgr.: Tony Chapman.
 Neophonic Music Ltd., Kercherers, Waterhouse Ln., Kingswood, Surrey. Tel: Mogador 2837. Chief Exec.: Syd Dale.
 Nervous Publ'g, see Asterisk.
 Nevis Prod'ns, see Duart.
 New Acme Music Co. (UK) Ltd.—Dirs.: Jonathan Rowlands, Judy London—see Hush.
 New Ikon, see Essex.
 New Malden Music Co., see Valentine.
 New Music, see EMI.
 New Town Sound Ltd., 326 Kensal Rd., London W10 5BL. Tel: (01) 969-8651. Cable: MUSICALITY. Telex: 261500. Mng. Dir.: Marcel Rodd.
Int'l reps.: Austria (Rolf Budde), Belgium (Ardmore & Beechwood), France (Francis O'Neill), Germany (Rolf Buddle), Italy (Settebello), Japan (Taiyo), Netherlands (EMI), South Africa (Gallo), Switzerland (Ardmore & Beechwood).
 Nickelodeon, see Intersong.
 Nineden Music Ltd. (PRS), see GH.
 Nirvana Music Co., see Leosong.
 Nisbet & Beck—Drs. Ben Nisbet, Ronnie Beck—see Big Ben.
 Noakes Music, see BAT.
 Nodlew Music, see Leosong.
 Noise Unlimited, see Andrew Heath.
 Noon Music Ltd., 29 Maddox St., London W1R 9LD. Tel: (01) 409-2924/2619. Mng. Dir.: Terry Noon; Gen. Mgr.: Vicki Masters.
 Noon-Scott Music Ltd.—Mng. Dirs.: Terry Noon, John Scott—see Noon.
 Northern Songs Ltd., see ATV.
 Ian North Music, see Leosong
 Novello & Co. Ltd., Borough Green, Sevenoaks, Kent TN15 8DT. Tel: (0732) 883-261. Cable: NOVELLOS. Mng. Dir.: George Rizza; Gen. Mgr.: John Braund; Sales Mgr.: Spencer W. Freeman.
Int'l firms represented: G. Henle, C.F. Kahnt, Kistner & Siegel, F.E.C. Leuckart, Moseler, Willy Muller, Wilhelm Zimmermann (all Germany), Molenaar's Muziekcentrale (Netherlands), Ricordi (Argentina, Brazil, Germany, Italy, Mexico), Rubank (USA).
Int'l rep.: USA (Novello).
 Now Music, see Leosong.
 Nuova Music Ltd., see Dick James.
 Nutmeg Ltd., see Valentine.
 O K Wave Music, c/o The Victory Cafe, 54 Eversholt St., Somers Town, London NW1. Tel: (01) 387-0694. Records: Keith Armstrong, Richard & Julian Hall.
 Oaktree, see Carlin.
 Obelisk Music (PRS), 32 Ellerdale Rd., London NW3. Tel: (01) 435-5255. Pres. & Gen. Mgr.: Heinz Herschmann.
Int'l firms represented: Adastramusik, Eulenburger, Melo-Music (all Switzerland).
Int'l rep.: Worldwide (Eulenburger in Switzerland) excluding Germany (Musia).
 Obie Music Co., see Leosong.
 Object D'Art, see Leosong.
 Object Music Ltd., Little Birchwood, Cock Clarks, Chelmsford, Essex. Tel: Purleigh 441.
 Occasional Music, see EMI.
 October, see Carlin.
 Oddsock Music Co., see ATV.
 Ogun Publ'g Co., 75 Haverstock Hill, London NW3. Tel: (01) 722-8960. Chm.: Keith Beal; Gen. Mgr.: Hazel Miller.
 Trisha O'Keefe Music Ltd., 19 Acree Ln., London SW2 5RS. Tel: (01) 274-0164. Dir.: Trisha O'Keefe.
 Old Sock Music, see Leosong.
 Oliver's Music Prod'ns Ltd., see Sunlight.
 Olofson Music, 6 Heath Close, London W5. Tel: (01) 99N-6266. Cable: BLUEYES. Chief Exec.: Jan Olofsson.
Int'l reps.: Denmark (Safir), Finland (Safir), France (Carrera), Germany (Intersong), Netherlands (Basart), Sweden (Safir).
 Omnibus Music, see April.
 Omy Music Co., see Leosong.
 One Note Music, see Asterisk.
 Onhisown Music, see Leosong.
 Onna Music, see Leosong.
 On Stage Music, see Panache.
 On Yer Bike Publ'g, see Asterisk.
 Open Door Music, see Hazy.
 Oracle Music Ltd., 120 Kings Rd., Fleet, Hants. Tel: (02514) 20053. Telex: 858893. Mng. Dir.: Patrick Smith.
 Orange Music Ltd., see RAK.
 Orange Publ'g, 22 Denmark St., London WC2. Tel: (01) 836-5229. Telex: 21397. Mgr.: Dennis R. Sinnott.
 Orbach & Chambers Ltd., 74 Long Ln., London EC1. Tel: (01) 606-9373. Mng. Dir.: Michael Chambers.
 Orchard Street Music Ltd., see Paul Robinson.
 Orchidia Music, see Leosong.
 Orco Publ'g, see Leosong.
 O'Rourke Music, see Performance.
 Oscar Music, see Arnakata.
 Original Music, 38 Long Acre, London WC2. Tel: (01) 748-8489.
 Osibisa Music Ltd., see Bron.
 Osibisounds Ltd., see Bron.
 Otis Publ'g, see Leosong.
 Our Music Ltd., see Red Bus.
 Our Songs Ltd., see Chappell.
 Oval Music Ltd., 11 Liston Rd., London SW4 0DG. Tel: (01) 622-0111. Cable: OVALDISCS. Dirs.: Charlie Gillett, Gordon Nelki.
Int'l rep.: Worldwide (Rondor).
 Owl Music Ltd., see Purple.
 Oxford Music, 1 Abbey St., Eynsham, Oxon. Tel: (0865) 880-240.
 Oxford Univ. Press (Music Dept.), 44 Conduit St., London W1. Tel: (01) 734-5364. Cable: FULLSCORE.
Int'l reps.: South Africa (Boosey & Hawkes), USA (Oxford Univ. Press).
 P C Music, see Margaret Brace.
 P D A Music Inc., see Leosong.
 P H A B (Philip H.A. Bailey), 12 Milton Rd., Walton-on-Thames, Surrey. Tel: (98) 27087. Dir.: Philip H.A. Bailey.
 P K Music Ltd., see Chappell.
 P M Music, see Handle.
 P & P Music, 33 Dollis Ave., London N3 1BY. Tel: (01) 542-1939. Cable: MICRODISC. Chief Exec.: Peter N. Lemer.
 P P R Music, see Warner Bros.
 P P X Publ'g, see Leosong.
 P R S Musical Mgmt., see LE.

- P S Music Ltd., see United Artists.
 Pageant Music Ltd., see Dick James.
 Page Full of Hits Ltd., 4 Tilney St., Park Ln., London W1Y 5LE. Tel: (01) 493-8873. Cable: PENSONG. Telex: 25238. Mng. Dir.: Larry Page. Dir.: Terry Fenn.
 Palace Music Co. Ltd., see Burlington.
 Pal Music, see Purple.
 Pam Cal Music, see Leosong.
 Panama Music, see Leosong.
 Panache Music Ltd. (PRS), 49 Mount St., London W1Y 5RE. Tel: (01) 491-2904. Telex: 269398. Dirs.: Malcolm Forrester, Derek Nicol.
Int'l firms represented: Andante, Avid, Castle, Celestial Harmonies, Coryell, Dizlo, Dex, John Doe, Dock of the Bay, Free Jazz, Gillian, Grimes Creek, Hancock, Chris Hills, Jon Mark, Josco, Joyride, Lauralee, Little Bros., Lupe, Mayflower, Millet, Mouson, Elvena Mouson, Music Mgmt., Ondine, On Strike, Other, Phrase Text, Pologrounds, Powerplay, Rohm, Royalty Control, Sanasu, Simbora, Smith, Tarik, Thames Talent, Trumar, Unit Core, Utom, Wah Watson, Whitetarr, You Call This Music, Zid (all USA), Can (Germany), Cerrone/Don Ray (France), Panache (France).
Int'l reps: Australia (Boom Boom), Austria (Melodie Der Welt), Belgium (Hans Kusters), Botswana (Musicpiece), Canada (B.C.) Central America (Fermata in Brazil), Far East (Burlington-Palace), France (Panache), Germany (Melodie Der Welt), Italy (Franton), Japan (GP), Lesotho (Musicpiece), Luxembourg (Hans Kuster), Netherlands (Nada), New Zealand (Boom Boom), Rhodesia (Musicpiece), Scandinavia (Kleinerts), South Africa (Musicpiece), South West Africa (Musicpiece), South America (Fermata in Brazil), Swaziland (Musicpiece) Switzerland (Melodie Der Welt), USA (Panache, MTB, Jenevie).
 Pan-Audio Ltd., 4 Forth St., Edinburgh, Scotland. Tel: (031) 557-0181. Telex: 72465. Mng. Dir.: John Mackinnon. Gen. Mgr.: Alan Spence.
 Pan Musik, see Kassner.
 Pantry Songs, see Carlin.
 Paradise Music Ltd., see Belwin-Mills.
 Paragon Music Co. Ltd., see Preston-Stevens.
 Paragon Publ'g, 19 Smithfield, Belfast, Northern Ireland. Tel: (0232) 656-959. Chief Exec.: J.O.P. McCourt. Gen. Mgr.: M.A. Heaps.
Int'l firms represented: Prairie, Royal Flair (both USA).
Int'l rep.: USA (Royal Flair).
 Parbeach Music Ltd., see Kassner.
 Parish Music Ltd., see St. Thomas More.
 Park Lane Music Co. Ltd., see Carlin.
 Angel Parker Music Ltd., see Andrew Heath.
 Tom Parker Music, see Andrew Heath.
 Parnes Music Ltd., see United Artists.
 Pasa Alta Publ'g, see Leosong.
 Pasco Music, see Margaret Brace.
 Andy Patch Music, see Margaret Brace.
 Patricia Music Ltd., see Chappell.
 Philip Patrick Music, see Philip P. Roberge.
 Peanuts Music Inc., see Leosong.
 Pear Music, 7 Woodside Grove, Hartburn, Cleveland. Mng. Dir.: Alan Cole. Gen. Mgr.: Andrew Ormston.
 Pearl Music, see Margaret Brace.
 Pebble Music Ltd., 46 Maddox St., London W1. Tel: (01) 629-3266. Telex: 25247. Mng. Dir.: James Pollard.
Int'l firm represented: Sound & Picture Co. (Kuwait).
 Pedro Music Ltd., see Cyril Shane.
 Peer-Int'l Library Ltd., see Southern.
 Peers Music Ltd., 6 Denmark Pl., London WC2. Tel: (01) 836-6699. Dir.: Kay O'Dwyer.
 Pendulum Music Ltd., see Chappell.
 Pennant Music, see Castrator.
 Pennine Songs, see Marksmen.
 Pentangle Ltd., see Hazy.
 Penthouse Music Ltd., see Robert Mellin.
 Peony Music, 95 Oakley St., London SW3 5NR. Tel: (01) 727-9215. Dir.: Sue Elliston.
 Pepe Music Ltd., see EMI.
 Percival Music, see Leosong.
 Perfection In Music Publ'g, see Leosong.
 Performance Music Ltd., Shepperton Studio Centre, Shepperton, Middx. Tel: (09328) 66531. Telex: 929416. Mng. Dir.: David Paramor. Gen. Mgr.: Brian Adams.
 Curtis Perkins Music, see Carlin.
 Peterbern Music, see EMI.
 Peterma Music Co., see Leosong.
 Peterman, see Carlin.
 Peter Maurice Music Co. Ltd., see EMI.
 Peters Ed. Ltd., 10 Baches St., London N1 6DN. Tel: (01) 253-1638. Cable: MUSIPETERS. Gen. Mgr.: Jonson Dyer. Local branch: 119 Wardour St., London W1V 4DW. Tel: (01) 437-1456.
Int'l firms represented: Beliaeff (Germany), Carisch (Italy), de Santis (Italy), Forberg (Germany), Heinrichshofen (Germany), Hug & Co. (Switzerland), Israeli Music Publ'ns (Israel), Kneusslin (Switzerland), Lienu-Schlesinger (Germany), Litloff (Germany), C.F. Peters (Germany, USA), Zanibon (Italy).
 Anthony Phillips Prods' Ltd., see Hit & Run.
 Photoplay Ltd., see State.
 Physco Music, Tanners Arms, Newbridge St., Newcastle-upon-Tyne NE1 2NS. Tel: (0632) 24052, 24062. Dir.: Simon Cow. Gen. Mgr.: Barry McKay.
 Pickle Music Co., see Valentine.
 Pierhill Music Co., see Leosong.
 Pig Shoot Music, see Leosong.
 Pilot Music Ltd., Culross Manor, Faygate, West Sussex. Tel: (029383) 331. (Affiliated with Chappell).
 Pinball Music, Bond Street House, 14 Clifford St., London W1. Tel: (01) 499-2933. Telex: 24224. Mng. Dir.: D.J. Vaughan.
 Pindrop Music Ltd., see Robert Kingston.
 Pineapple Music, 8 Nursery Rd., Prestwich, Manchester M25 7DN. Tel: (061) 773-8914, 766-5303. Dir.: Lionel Levine. Gen. Mgr.: Sid Gore. (Affiliated with Chappell).
 Pinetree Music Ltd., see Object.
 Pink Floyd Music Publ'rs Ltd. (PRS), 69 New Bond St., London W1Y 9DE. Tel: (01) 408-1788. Telex: 268279. Mng. Dir.: Peter Barnes.
 Pippin The Friendly Ranger Music Ltd., 52 Dean St., London W1. Tel: (01) 734-9734. (Also see Chappell).
 Pitman Hart & Co. Ltd., see J.B. Cramer.
 Pitney Music Ltd., see Bron.
 Pixie Music Co. Ltd., 186 Casterton Rd., Stamford, Lincs. Tel: (0780) 51736. Telex: 377494. Mng. Dir.: K.M. Cox. Gen. Mgr.: W.A. Cox.
 PlantengVisions Music Ltd. (PRS), 69 New Bond St., London W1Y 9DE. Tel: (01) 408-1788. Mng. Dir.: Peter Barnes.
 Plantagenet Music Co. Ltd., see Noel Gay.
 Plantation Music, see Paul Rodriguez.
 Plant Life Music Ltd., Edison Chambers, 109 Bancroft, Hitchen, Herts. Tel: (0462) 58555. (See Looking Glass).
Int'l reps: Worldwide (Copyright Bureau of America, Leosongs).
 Plaza Music Publ'g Co., see Chappell.
 Plex Music, see Leosong.
 Pocono Publ'g Co. Inc., see Leosong.
 Point Music Ltd., The Point, 9 Eccleston St., London SW1. Tel: (01) 730-4201/9777. Mng. Dir.: Rupert Merton.
 Polar Music, see Leosong.
 Polyphone Music Co. Ltd., see Arcadia.
 Polyphonic Reproductions Ltd., see Studio Music.
 Pooh Bear Music Co., see Leosong.
 Pop Gun Music, see Louvigny.
 Poppy Pub, see BKM.
 Popular Hollow Music, see Leosong.
 Porpoise Music, see Island.
 George Porter Music, see Margaret Brace.
 Portsmouth Publ'ns, see St. Thomas More.
 Posse Music, see RMO.
 Powe Music, see Leosong.
 Power Music Prods'ns, 64 S. Molton St., London W1. Tel: (01) 499-7173. Mng. Dirs.: John & Kate Hudson. (Affiliated with Heath Levy).
Int'l rep.: Worldwide (Heath Levy).
 Poz Music, see Leosong.
 Prestige Music Ltd., 48 Grafton Way, London W1P 5LB. Tel: (01) 388-7653. Cable: MARQUIMUS. Telex: 298976. Mng. Dir.: John Spalding. Gen. Mgr.: Carole Broughton. Prof. Mgrs.: Howard Huntridge, Ian Titchener.
Int'l firms represented: Aisha, Cireco, Johen, Jondora, Mumbi, Myrtle Monroe, Orpheum, Parker, Prestige, Tru-Sound (all USA).
 Preston-Stevens Music Co. Ltd., Lansdowne House, Lansdowne Rd., London W11. Tel: (01) 727-0041. Pres.: Denis Preston. Mng. Dir.: Lionel G. Stevens.
Int'l rep.: Austria, Germany, Switzerland (all Schmolzi & Siezak in Germany).
 Alan Price Music Ltd., see Carlin.
 Lloyd Price Music, see Leosong.
 Production Music, 127 High Rd., East Finchley, London N2. Tel: (01) 883-9849. Mng. Dir.: Len Carrington.
 Programme Music Ltd., see Josef Weinberger.
 Projection Publ'g Co., 74 High St., Old Leigh, Leigh-On-Sea, Essex. Dirs.: Richie Bull, Dave Hatfield, Dave Lawrence. Gen. Mgr.: Richie Bull.
 Promus, see Production.
 Proud Prods'ns Ltd., see United Artists.
 Purl Publ'g, see Leosong.
 Publicare Publ'g, see Leosong.
 The Publisher's (MCPS), 106 Dawes Rd., Fulham, London SW6 7EG. Tel: (01) 385-5660. Mng. Dir.: Caruzo Fuller. Gen. Mgr.: Tony Mathias.
Int'l rep.: Japan (Sun).
 Puffin Prod'ns Inc., see Leosong.
 Pulsar, see Carlin.
 Pumpkin Music, see DJ.
 Pure Noise Ltd., see Chappell.
 Pyramid Music, see EMI.
 Quarry Music Ltd., see Andrew Heath.
 Quarter Gale Music, see Island.
 Quartet, see Carlin.
 Quicksilver Music Corp., see Leosong.
 Quiston Music Co., see Leosong.
 R A K Publ'g Ltd., 42-48 Charlbert St., London NW8. Tel: (01) 586-2012. Dir.: David Most. Gen. Mgr.: Ron Maddison.
Int'l reps: Argentina (Melograf), Australia (Castle), Czechoslovakia (Supraphon), France (Baboo), Germany (Melodie der Welt), Hong Kong (Burlington Palace), Israel (April), Italy (Ed. Musicali Melodie), Japan (Toshiba), South Africa (Music Publ'g Co.), Spain (EGO), Sweden (Sweden Music), USA (Finchley).
 R A M Music Ltd., see The Les Reed Org.
 R J Music, 'The Return', 89 Clifford Rd., Barnet, Herts. EN5 5NZ. Tel: (01) 440-9788. Mng. Dir.: Roger James. Gen. Mgr.: Christine Sparks.
 R M O Music Co., 3 Alfred Pl., 3rd fl., London WC1E 7EE. Tel: (01) 580-6830. Telex: 261507. Ref. 3252. Gen. Mgr.: Ron McCreight.
Int'l reps: Australia (Rondor), Benelux (Intersong Basart), Germany (Global), Japan (Pacific), Scandinavia (Frost).
 R S O (The Robert Stigwood Group Ltd.) Publ'g Ltd., 67 Brook St., London W1Y 1YD. Tel: (01) 629-9121. Cable: STIGWOOD. Chm.: Robert C. Stigwood. Dir.: Alexander M. Sinclair. (Also see Chappell).
Int'l firms represented: Brothers Gibb (Netherlands), Casserole (USA), Red Cow (USA), Stigwood (USA).
 R T Music, see Asterisk.
 R T L Music, 111 Mortlake Rd., Kew, Richmond, Surrey TW9 4AB. Tel: (01) 876-8682. Telex: 928215. Mng. Dir.: Barry L. Collier.
 R 2 Music, 29 Gloucester Place Mews, London W1. Tel: (01) 935-2750. Mng. Dir. & Gen. Mgr.: Robb Eden. Sales Mgr.: Harvey Cazaly. (Administered by Louvigny).
 Radar Music, see ATV.
 Radarscope Music Ltd., 60 Parker St., London WC2. Tel: (01) 404-5832. Mng. Dir.: Martin Davis.
 Radio Luxembourg Publ'g, 58 West St., Harrow-on-the-Hill, Middx. Tel: (01) 864-5207. Mng. Dir.: Ernie Garside. Dirs.: Cliff Corbett, Neil Lancaster.
 D. Rahter, see Richard Schauer.
 Ramshack Music, see EMI.
 Tony Randolph Music, see Paul Rodriguez.
 Rapid Fire Music, see Music Farm.
 Rapscap Music, see Leosong.
 Rawlou Music Ltd., see Leeds.
 Raymar Music Co., see Valentine.
 Razamat, see Intersong.
 Rebel Music, 67 Wigmore St., London W1. Tel: (01) 935-7587. Telex: 24224. Mng. Dirs.: D.A. Howman, Gavin Dare.
 Red Bus Music (Int'l) Ltd., 34 Salisbury St., London NW8. Tel: (01) 402-9111. Dirs.: Eliot M. Cohen, Ellis Elias, Leslie Grade. Copyright Mgr.: Sandra Maylam.
Int'l reps: Argentina (MAI), Australia (Castle), Austria (Ralph Siegel), Belgium (Ardmore & Beechwood), Brazil (ITAIPU), Far East (Pathe), Germany (Ralph Siegel), Greece (EMI), Italy (La Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon, New Dayglow), New Zealand (Castle), Peru (Perumusic), Portugal (Valentim de Carvalho), South Africa (EMI-Brigadiers), Spain (EGO), Switzerland (Ralph Siegel).
 Rediffusion Int'l Music Ltd., see Belwin-Mills.
 Red Pajamas Music Inc., see Leosong.
 Redmays Music Co., see EMI.
 Redrock Music, see Chappell.
 Redwood Music Ltd., see Carlin & Satril.
 The Les Reed Org., 35 Soho Square, London W1. Tel: (01) 439-1755.
 Regal Music Ltd., see Noel Gay.
 Regency Music Ltd., see ATV.
 Renaissance Music Ltd., see EMI.
 Dave Reinhardt Music, see Paul Rodriguez.
 Response Music Ltd., 3 Dennis Rd., East Molesey, Surrey. Tel: 941-4767. Chief Exec.: Mike Claire.
 Reynolds Music, see EMI.
 Peter Rice Music Ltd., 147 Wardour St., 2nd fl. Suite, London W1V 3TB. Tel: (01) 437-7061.
 Richcourt Music Ltd. (PRS), 17 Boltons Court, 216 Old Brompton Rd., London SW5. Tel: (01) 370-2919. Telex: 912881. Mng. Dir.: Barry Alexander. Gen. Mgr.: John B. House.
Int'l reps: Australia (Castle), Germany (Accord), Mexico (Beechwood), South Africa (EMI-Brigadiers).
 Richmond Music Ltd., see Paul Rodriguez.
 Richrick Music Co., see Valentine.
 Ricochet Music Ltd., 12a St. George St., London W1. Tel: (01) 493-1141.
 G. Ricordi & Co. (London) Ltd., see Belwin-Mills.
 Riding Light Music Co., see Valentine.
 Rimusic, see Lemmel.
 Rio Cartel Music, see April.
 Ritual Prods'ns Ltd., 59 Draycott Pl., London SW3. Tel: (01) 589-4164. Dir.: Hilary Mark-Levinge.
 Riva Music Ltd., 2 New Kings Rd., London SW6. Tel: (01) 731-4131. Telex: 28781. Dirs.: Mike Gill, W. Stonebridge. Gen. Mgr.: Dennis Collopy. (Also see GH).
 River Music Ltd., see Robert Kingston.
 Roar Music Ltd., see EMI.
 Robbins Music Corp. Ltd., see EMI Music.
 Philip P. Roberge Assoc. Inc., 16 Dunraven St., Mayfair, London W1Y 3FE. Tel: (01) 499-0671. Cable: TOM-TOM. Pres. & Mng. Dir.: Philip P. Roberge.
 Robertson Publ'ns, The Windmill, Wendover, Aylesbury, Bucks. HP22 6JJ. Tel: (0296) 623107. Co-Owner: Kenneth Robertson.
Int'l firms represented: Charles Colin (USA), 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.
 Rock Artistes Music Publ'g Ltd., 2 Unwin Mansion, Queens Club Gardens, London W14 9TH. Tel: (01) 385-3759. Cable: RAM. Telex: 25584. Gen. Mgr.: Michael Walsh.
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 (Chrysalis).
 Rock City Music, see Performance.
 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).
 Rockin' Music, 3 Kentish Town Rd., London NW1. Tel: (01) 267-5192. Telex: 298634. Mng. Dirs.: Trevor Churchill, Ted Carroll.
Int'l firms represented: Artrec Publ'rs (USA), Florentine/Vernon Wray (USA).
Int'l reps: Benelux (Nada), Austria (April), France (Francis Dreyfus), Germany (April), Italy (Franton), Japan (Pacific), Scandinavia (Sonet), Spain (Quirrogapenta), 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) 240-1032. Cable: MUSICCOMP. Mng. Dir.: Paul Rodriguez. Gen. Mgr.: Arabella Bedini.
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.
 Roker Music Ltd., see Rondor.
 Rokir Music Corp., see Leosong.
 Rollercoaster Music, see Asterisk.
 Rollerjoint Music, see Nems.
 Romney, see Essex.
 Roncom Music Ltd., 61 Frith St., London W1. Tel: (01) 734-

7462 Cable: FIELDMUS. Chief Exec.: Harold C. Fields. Gen. Mgr. Norman Nodel.

Int'l firms represented: Ashley Dealers, Century-Heritage, Joe Goldfeder, Music Exploitation.

Rondan Music Ltd., see State.

Rondercrest, 17 Queensway, Dunstable, Beds. LU5 4ET. Tel. (0582) 62325.

Rondor Music (London) Ltd., 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, Bigboro, Braintree, Doors, Dovan, Hollenbeck, India Music Ink, Irving, Jasperilla, Jeffmar, Jowcol, Lady Jane, Magic Land, Miles Ahead, Porchester, Saggifire, Shillelagh, Tangerine, Tower of Power, Walkin' Fish.

Int'l reps.: Australia (Rondor), Belgium (Universal), Brazil (ITAIPI), 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).

Jeremy Rose Music, see EMI.

Rosemary Music, Barn Cottage, Lower Church St., Cuddington, Bucks Tel (0844) 291-617. Dir. Bob Graham.

Rosey Music Ltd., see Tincabell.

Ross Music, see EMI.

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 Chalis.

Round Music Ltd., see Panache.

Roundabout Music Ltd., 9 Hillgate St., London W8 7SP. Tel. (01) 727-2791. Telex 25728. Chief Exec. Pat Farley.

Ro West Music Co., see Leosong.

Roxborough Music Ltd., see Robert Mellin.

Ruise de Musique (Ed.), see Boosey & Hawkes.

Michael Rutherford Ltd., see Hit & Run.

Rutland, see Essex.

Ryan Music Ltd., see Intersong.

Rybar Music, see Paul Rodriguez.

S F Original Sounds, see Metropolitan.

S P Music, see Purple.

Sackerson Music, see Leosong.

Sad Music Ltd., see Chappell.

Saffred Music Ltd., Hunworth Cottage, Hunworth, Darlington, Durham. Tel. (0325) 721-143, 720-792. Mng. Dir. & Gen. Mgr. Elaine Salfer.

Saguenay Music Ltd., see Crow.

St Annes Music, Kennedy House, 2 Swinbourne Grove, Withington, Manchester M20 9PP. Tel. (061) 434-3461. Cable: KENTESH. Dirs.: Danny Betesh, Harvey Lisberg, Ric Dixon.

Int'l firms represented: Razzle Dazzle Music (USA), Teddy Randazzo (USA).

Int'l reps.: Albania, Austria, Bulgaria, Czechoslovakia, Germany, Greece, Hungary, Poland, Romania, Switzerland, Turkey, USSR (all Francis Day & Hunter in Germany); Australia, New Zealand, British Solomon Islands, Christmas Island, Ellice Island, Fiji Islands, Gilbert Island, Nauru, New Guinea, New Hebrides, Norfolk Island, Tonga Island, Western Samoa (all Essex in Australia); Belgium (Intersong Primavera), Canada (Man-Ken), France (Allo), Japan (Pacific), Luxembourg (Intersong Primavera in Belgium), Netherlands (Intersong Basart), Scandinavia (Sweden), USA (Man-Ken).

St George Music Ltd., see Chappell & RSO.

St Gregory Publ'g Co., 64 Pineheath Rd., High Kelling, Holt, Norfolk NR25 6RH. Tel. Holt 2288.

St Mary's Press, The Convent, Wantage, Oxon. OX12 9DJ. Tel. Wantage 3141 Contact Sister Alison 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.

Sam Fox Publ'g Co., see EMI.

Sammy Music Co., see EMI.

Sam Songs, see Carlin.

Sams Music, 78 Durham Rd., London SW20. Tel. (01) 947-9000 Mng Dir Max Wright; Gen Mgr Barry Wright.

Sandclock Music Inc., see Leosong.

Santa Ponsa Music Ltd., see Dick James.

Sapphire Music Ltd., see State.

Sarabee Music—Mng. Dir Shirley Selwood—see Biscuit.

Sarah Music, 9A Hallcroft Ln., Copman Thorpe, York Tel. (0904) 703-401, 797-090. Mng. Dir. Mal Spence. Gen. Mgr. Dave Leaper. (Affiliated with Chappell).

Int'l rep.: Worldwide (Chappell).

Sarm Songs, 9-13 Osborn House, Osborn St., London E1 Tel. (01) 247-1311.

Satellite Music Ltd., see Robert Mellin.

Satril Music Ltd. (div. of Henry Hadaway Org.), Satril House, 444 Finchley Rd., London NW2 2HY. Tel. (01) 435-8063 Cable SATRIL Telex 261331. Mng. Dir. Henry Hadaway, A&R Dir. Paul Jenkins; Bus Affairs Mgr. Peter Wells; Copyright Admin. Sheila Roberts.

Int'l reps.: Australasia (Leeds), Austria (Discoton), Belgium (Claude Pascal), Brazil (Top Tape), France (Claude Pascal), Germany (Discoton), Israel (April), Japan (NTVM), Luxembourg (Claude Pascal), Netherlands (Nada), Spain (Discomoda), Sweden (Sonet), Switzerland (Discoton).

Sauna Music, see Cherry Music.

Sava Music, see Satril.

Saydisc Recs., The Barton, Inglestone 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), Broude Bros. (USA), De Camera (USA), G&C—Morton Gould rental only (USA), General (USA), Joshua (USA), Margun (USA), Ronweng (USA), G. Schirmer (USA), Schroeder & Gunther (USA).

Int'l rep.: USA (G. Schirmer).

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 firms represented: AA, PWM (both Poland).

Int'l reps.: Canada (Morning), Europe (G. Schirmer, Scotus), Greece (Hannelore), USA (Worldwide).

Scratchwood Music, see EMI.

Screen Gems-EMI Music Ltd., see EMI.

Scuzzy Chicken Music, see Leosong.

Seabreeze Music Ltd., 25 Newman St., London W1P 3HA. Tel. (01) 637-2586. Dirs. John Coletta, Andrew Tribe.

Seaside Publ'g Co., see Leosong.

Sea-Shanty, see Pendulum.

See Saw, see Southern.

Sega Publ'g Co., see Leosong.

Sidney A. Seidenberg Music, see Carlin.

Semprini, see Carlin.

Sentac Music Ltd., see Frank Chacksfield.

Sensible Songs, Lennie Mains, Cammo Rd., Edinburgh. Tel. (031) 334-2520. Chief Exec. Lenny Love. (Affiliated with EMI).

Sentinel Music, Paul, Penzance, Cornwall. Tel. (0736) 73246. Telex: 45608 Ref. 111. Chief Exec. & Gen. Mgr. Job Morris; Sec'y Irene Morris.

September Music Ltd. (MCPS), 209 Denby Dale Rd., Wakefield, Yorks. WF2 7AJ. Tel. (0924) 79589. Chm.: James Fowley.

Sequence Music, see EMI.

77 Music, 77 Charing Cross Rd., London WC2H OAB. Tel. (01) 437-4197. Owner: D.A. Dobell.

Seven Winds Prod'ns, see Leosong.

Seven Seven Music Ltd., see Chandos.

Sevengal Music, see Leosong.

Seysongs, see Cherry Music.

Shaboodle Music, 148 Charing Cross Rd., London WC2H OLL. Tel. (01) 836-0108. Mng. Dir. Trisha O'Keefe.

Shadamm, see Carlin.

Shadows, see Carlin.

Shafesbury Music Co. Ltd., see MAM.

Shair 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: Aliben, Boca, Broude/Bregman, Cashew, Fat Zach, Fix Int'l, Hexachord, House of Sham, Hubtones, Jadbber, New Pax, Raton, Ruzamu, Skunny 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 (Gallo), Switzerland (Melodie der Welt).

Shapiro, Bernstein & Co. Ltd., 184/186 Regent St., London W1R 5DF. Tel. (01) 439-7731. Cable: BERNSTEIN.

Int'l reps.: Australasia (Wallaby), USA (Ivan Mogull).

Shap 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.

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.

Sherlyn Music, see April.

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.

Shoestring Prod'ns, 13 Silverthorne Rd., Clapham, London SW8. Chief Exec. Mike Spenser.

Shoot Music, see EMI.

Show, see Campbell Connelly.

Showcase Music of London Ltd., 111 Uxendon Hill, Wembley, Middx HA9 9SH. Tel. (01) 904-3653.

Shownuff Music Publ'g Ltd., 22 Tavistock St., London WC2. Tel. (01) 836-7608. Chief Exec.: Marsha Abson; Sales Mgr. Neville Wills.

Int'l firm represented: Slum (USA).

Int'l rep.: USA (Morton Levine).

Sikorski, see Campbell Connelly.

Silent Music, see Hazy.

Silk Purse Music, see Louvigny.

Silly Billy Music Ltd., 36 Baker St., London W1M 1DG. Tel. (01) 935-5920.

Silhouette Music Corp., see Hansen & Leosong.

Silver Cloud Music Ltd., see Barn.

Silver Dawn Music, see Leosong.

Silver Stevens Music Inc., see Leosong.

Silver Thevis Music, see Leosong.

N. Simrock, see Richard Schauer.

Since Music Publ'g Co., see Leosong.

Sinclair Music, see Leosong.

Sing & Win Music, see Shaboodle.

Singature Publ'g, 63 Grosvenor St., London W1. Tel. (01) 493-7831. Cable: WEDGE. Mng. Dir.: A.M. Gordon.

Singspiration 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 SW1. Tel. (01) 408-1606. Mng. Dirs.: A.J. Gourvish, P.A.L.J. Goding.

Slamina, see Carlin.

Sledge Music Ltd., see Carlin.

Sleeping Bunny Music Ltd., see Sparta Florida.

Sleepy Dumping Music Ltd., see Martin-Coulter.

Slim Music Ltd., see RAK.

Sly, see Asterisk.

Small Wonder Music Ltd., 162 Hoe St., London E17. Tel. (01) 520-2727. 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 Chappell & Delta.

Snob Music, see EMI.

Snorby Music Inc., see Leosong.

Socks Music, see Island.

Soho Recs., 39 Hereford Rd., London W2. Tel. (01) 229-8911. Mng. Dirs.: S. Brennan, P. Gaston.

Sol-Doon Music Publ'g Ltd., Astral House, 396 Leabridge Rd., London E10. Tel. (01) 539-3232, 556-1228. 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).

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 Scandinavia, see Tabitha.

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 Publ'g Co. Ltd., 8 Denmark St., London WC2H 8LT. Tel. (01) 836-4524. Cable: SOUTH-MUSIC. Dirs.: T.F. Ward, Monique & Ralph (II) Peer, D.R. King; Prof. Mgr.: Marjorie Murray.

Home office: USA, Southern Music Publ'g Co. Inc.

Southstrand Music Ltd., 10 Greek St., London W1. Tel. (01) 437-1450. Mng. Dir.: Paul K. Walden. (Also see Flash & Heath-Levy).

Int'l rep.: Worldwide (Heath-Levy).

Space Music Ltd., see Chappell.

Spaceward, see Spriguns.

Spade, see Injun.

Spane Music, see Leosong.

Spaniel Music Ltd., Dockens Water, Blashford, Ringwood, Hamps. Tel. (04254) 2645. Dir.: P. Goodhand-Tait.

Int'l firm represented: Coburn (New Zealand).

Int'l reps.: Australia (Coburn/Sundowner), Austria (Siegel), Benelux (Universal Songs), France (Chappell), Germany (Siegel), Italy (Chappell), Japan (Chappell), New Zealand (Coburn/Sundowner), Scandinavia (Chappell), Switzerland (Siegel), USA (Chappell).

Spanka Music, see MAM.

Sparerib Music, see Leosong.

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; Gen. Mgr.: Mike Berry.

Int'l firms represented: Bareback, Barton, Glen Campbell, 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), Scandinavia (Nordic), South America (Sparta Florida), Spain (RCA), Switzerland (Sparta Florida).

Specs Music Ltd., see ATV.

Spectrum, see Moments.

Sphemasations, 12 Northfield Rd., Onehouse, Stowmarket, Suffolk IP14 3HF. Tel. (04492) 3388.

Spice Music, see Margaret Brace.

Spider Music, see Margaret Brace.

Spilt Beans, see Kennel Music.

Spin Publ'ns, see Mockbeggar.

Spindrift Music Ltd., see Chappell.

Spool Publ'g Co. Ltd., see United 2.

Spoone Music Ltd., see Leeds.

Sporn Music, see Leosong.

Spriguns Music Ltd., 34/35 Clarendon St., Cambridge. Tel. (0223) 646243. Mng. Dir.: Mandy Morton; Gen. Mgr.: Mike Morton.

Springfield Music Ltd., see Chappell.

Springpark Music Ltd., 5 Marston Close, Swiss Cottage, London NW6 4EV. Tel. (01) 328-7676. Mng. Dir.: Ray Davies.

Int'l reps.: Benelux (Kluger Int'l), Canada (Franklyn Boyd), Germany (Melodie Der Welt), USA (Franklyn Boyd).

Springthyme Music, Balmalcolm House, Balmalcolm, Kingskettle, Fife KY7 7TJ. Tel. (0337) Ladybank 30773. Dir.: Peter Shephard.

Spring Time Music, see Leosong.
 Stable Music, 4 Chalcot Rd., London NW1.
 Stade Music Co., see Leosong.
 Stage One Music (PRS), 22 Madeira Grove, Woodford Green, Essex. Tel: (01) 505-5221. Chief Exec.: John Bassett.
 Stagestruck (Music Publ'g) Ltd., 57 Duke St., Grosvenor Square, London W1. Tel: (01) 493-5015. Cable: STAGESTRUCK. Chm. & Mng. Dir.: Simon Caplan; Dirs.: Terry James, Neil Shestobal. (Also see Leosong)
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.
 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.
 Statis Music Ltd., see Charisma.
 Status Quo Publ'g Co. Ltd., see Eaton.
 Stave & Nickelodeon Music Ltd., 51 Kilmaree Rd., London SW6. Tel: (01) 385-2470. Mng. Dir.: Nichola Martin; Prof. Mgr.: Steve Glen. (Affiliated with Intersong)
Int'l reps.: Austria, Germany & Switzerland (April); rest of world (Intersong).
 Steampower Music Ltd., see Chappell.
 John Stedman Music Publ'g (MCPS, PRS), 112 Sunny Gardens Rd., London NW4. Tel: (01) 203-1324. Mng. Dir.: John Stedman.
Int'l firms represented: Goodie Train, Prolific, Rogerman, Sundown (all USA).
 Miriam Rose Stern Agency Inc., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251.
Home office: USA.
Note: Corporation representing heirs of songwriters, administering reversionary rights emanating from United Kingdom, Canada, Australasia, Ireland, Republic of South Africa.
 Sticks Music Ltd., see United Artists.
 Stink Horn, see Asterisk.
 Stirling-McQueen Ltd., see Page Full of Hits.
 Stone-Greene Music, see Leosong.
 Rosetta Stone Publ'g Ltd., see Calvacade.
 Storm Music, 133 Park Rd., Blackpool FY1 4ET. Tel: (0253) 23095, 27357. Mng. Dir.: Wayne Paulo.
 Straitjacket Songs Ltd., see Rondor.
 Strange Music Ltd., see Andrew Heath & GH.
 Stratford Music Ltd., see Chappell.
 Stratsong, see Carlin.
 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), Japan (Door Knob), Mexico (RCA), Netherlands (Nada), New Zealand (Mushroom), Scandinavia (Intersong), South Africa (Musicpiece), Spain (RCA), Switzerland (Melodie Der Welt), USA (Athlone).
 Striped Music, see Trisha O'Keefe.
 Studio G (PRS/MCPS), 145 Wardour St., London W1. Tel: (01) 734-5784. Mng. Dir.: John Gale; Gen. Mgr.: Peter Dunkley.
 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.
 Subiddu Music Ltd., see Chappell.
 Success Music Ltd., see Kassner.
 Suede Music Inc., see Leosong.
 Summerland Music, see Annakata.
 Summit Music Ltd., 38 North Row, London W1. Tel: (01) 499-2014. Mng. Dir.: Charles Peate; Gen. Mgr.: Clive Scott.
Int'l reps.: 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.
 Sunbury Music Ltd. (PRS), 155-157 Oxford St., London W1. Tel: (01) 437-2468. Mng. Dir.: John Merritt; Prof. Mgr.: Jon Rose.
Int'l firms represented: Andustin (USA), Antisia (USA), Associated (Australia), Chess Music Inc. (USA), Cyclus (Germany), EDIM (Mexico), Global (Japan), Kidada/Rashida Music Inc. (USA), Koppelman-Bandier (USA), Metal Machine, Oakfield Avenue, Pi-Gem Music Inc. (USA), Roz-Tense Music Inc., RCA (Brazil, France, Italy, Mexico, Spain), Relay (Argentina), Sunbury Dunbar (Canada).
Int'l reps.: Argentina (Relay), Australia (Associated), Belgium (Universal Songs), Brazil (RCA-Victor), Canada (Sunbury Dunbar), France (RCA), Germany (Cyclus), Hong Kong (Burlington-Palace), Italy (RCA), Japan (Global), Mexico (EDIM), Netherlands (Universal Songs), Scandinavia (Sonet), Singapore (Burlington-Palace), South Africa (Gallo), Spain (RCA).
 Sunderland Music Ltd., see Eaton.
 Sunlight Music Prod'ns Ltd., 51 Maida Vale, London W9 1SJ. Tel: (01) 289-3366. Chief Exec.: Jimmy Duncan; Gen. Mgr.: Monique Dahmann.
 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. Mng. Dir.: K. Wyatt-Lown.
 Sunshine Music Ltd., see Sunlight.
 Sunstone Music, see Music Farm.
 Supermusic Ltd., see Sarah & Chappell.

Supersongs Ltd., see Cyril Shane.
 Superstar Music Ltd., see Chappell & RSO.
 Surrey Music Co. Ltd., see Valentine.
 Sutton Sound Ltd. (MCPS), 80 Queensway, London W2 3RL. Tel: (01) 262-9066. Chm. Ivan Sutton; Gen. Mgr. Mark Sutton.
 Suwal Music Co. Inc., see Leosong.
 Swan & Co. Music Publ'rs Ltd., see Arcadia.
 Swansong, see Carlin.
 Sweet Publ'g Ltd., see Handle.
 Swiggeroux Music Ltd., see Warner Bros.
 Swingbest Ltd., see Chappell.
 Sydo Music, see Leosong.
 Sylvester Music Co. Ltd., see De Wolfe.
 Symetric Music, 1 Melville Rd., Edgbaston, Birmingham 16. Tel: (021) 454-4666. Dir.: Karel Beer; Gen. Mgr. Eugen Beer.
 Sympathy Music Ltd., see Carlin.
 Syndicore Music Inc., see Leosong.
 T-Bone Music (PRS), 18 Claridge House, 32 Davies St., London W1Y 1LG. Tel: (01) 499-2742. Telex: 261415. Owner: Robert Hirschman.
 T H Music Ltd., see Intersong.
 T M, see Carlin.
 T R O, see Essex.
 Tabitha Music Ltd., 39 Cordery Rd., St. Thomas, Exeter EX2 9DJ. Tel: (0392) 79914. Mng. Dir.: Graham Sclater; Gen. Mgr.: Denise Sclater.
Int'l firm represented: Sound of Scandinavia (Sweden).
Int'l rep.: Spain (Monserrat).
 Tad Music Publ'g Co., see Leosong.
 Tairi Music, see Leosong.
 Tangent Music Ltd., 176a Holland Rd., London W14 8AH. Tel: (01) 603-0893.
 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.
 Tartan Music Ltd. (PRS), see GH.
 Tashman Music Ltd., see Leosong.
 Tatham Music, see Margaret Brace.
 Taurus Music Ltd., see Chappell.
 Taya Music, see Leosong.
 Tchaikovsky Music, see Warner Bros.
 Teleny Music Ltd., see Miriamusic.
 Telespin Music Ltd., 16 Mike Oak Rd., Southwick, Brighton, Sussex BN4 4QE. Tel: (0273) 593603. Mng. Dir.: Arthur J. Cook.
Int'l branch: USA.
 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. (Also see Roncom).
 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.
 Alan Tew (Music) Ltd. (MCPS), Busby, Tye Green, Cressing, Braintree, Essex. Tel: (0376) 23860. Chief Exec.: Alan Tew.
 Thames Music Ltd., 39/41 New Bond St., London W1Y 0JL. Tel: (01) 499-5961. Dir.: C.W. Adams; Gen. Mgr.: Stella Walters. (Also see EMI).
 Thames Publ'g, 14 Barby Rd., London W10 6AR. Tel: (01) 969-3579. Publ'g Mgr.: John Bishop.
 Thank You Music, Lotbridge Drive, Eastbourne, E Sussex. Tel: (0323) 22454. Mng. Dir.: Geoffrey Ronald Shearn.
 That Music UK, 4 Yarrowcombe, Adelaide Rd., Surbiton, Surrey. Tel: (01) 399-7043/9491. Chief Execs.: Al Dickinson, Paul Karas.
Int'l firms represented: Holland (Netherlands), Peer-Southern.
Int'l rep.: Benelux (Fons Helkens-Jo Jo).
 Theofilm Music Corp., see Leosong.
 There Music Co., see Leosong.
 Third Man Music, 1-B Broughton St., London SW8. Tel: (01) 622-5421. Mng. Dir.: Peter Johnson.
 Third Power Music, see Leosong.
 Third World Music, see Paul Rodriguez.
 Thorup Music, see Philip P. Roberge.
 Threshold Music Ltd., see Leeds.
 Throat Music Ltd., see Chappell & RSO.
 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.
 Timtobe, see Intersong.
 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.
 Tin Lid Music Ltd., see Rondor.
 Tin Pan Alley Music Co. Ltd., see Fantare.
 Tippy Music Co., see Leosong.
 Tired Iron Publ'g, see Leosong.
 Titanicus 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 Publ'g, see Leosong.
 Tone Music Ltd., see Carlin.
 Toneshire Ltd., see Carlin.
 Top Hat Music Ltd., see Chappell.
 Torban Music Ltd., see Margaret Brace.
 Torill Music, see Satril.
 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.
 Tracs Music, see Kikk.
 Trafalger Publ'g, Trafalger House, 8 Eglantine Close, Cowplain, Portsmouth PO8 9BO. Tel: (0705) 592-5000. Owner: T.F. Moss.
Int'l firm represented: Le Mans (France).
Int'l rep.: France (Claude Debret).
 Train Publ'g Plan Ltd., see Carlin.
 Transatlantic Music, see Chappell.
 Tres Jolie Music, 17 Berkeley St., Mezzanine II, 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 Note Music Publ'g, see Leosong.
 Tudor Music Ltd., see Dick James.
 Tukama Music, see Cyril Shane.
 Tulip Music, see Paul Rodriguez.
 Turp Tunes, see Leosong.
 Tuxedo Music, see Leosong.
 Twangy Music Ltd., see Shapiro, Bernstein.
 Two Bunch Music Ltd., see Leosong.
 21st Century Leisure Ltd., 41 Cotswold Gardens, London NW2 1QT. Tel: (01) 458-8991. Mng. Dir.: Martin Lewis.
 Two Four Music Publ'rs Ltd., see Noel Gay.
 Two World Leisure Time Corp., see Leosong.
 Tyler, see Essex.
 Tyne Publ'g, see EMI.
 U K Music Ltd., see Chappell.
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 Ultimate Music Ltd. (PRS), 21 Lady Lodge Dr., Peterborough PE2 0ES. Tel: (0406) 22044. Chief Exec.: R.N. Slater; Gen. Mgr.: A.P. Knight.
 Umble Tunes Ltd., see Bron.
 Unicorn Ltd., see Leosong.
 Unit Music, see Kassner.
 United Artists Music Ltd., Mortimer House, 37/41 Mortimer St., London W1A 2JL. Tel: (01) 636-1655. Cable: UNARTISCO. Telex: 261818. Gen. Mgr.: Robin Taylor; Prof. Mgr.: William McElroy.
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Int'l firms represented: Bar-Thel, Frandell, Liz-Bet, Primebeat, Rich-Car, Tempo, UA Music Int'l, Unart (all USA).
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 Universal Songs Ltd., 49 S. Molton St., London W1. Tel: (01) 870-5831. Mng. Dir.: Pierre Tubbs. (Affiliated with Famous Chappell).
Int'l reps.: Europe (Famous Chappell), USA (Famous).
 University of Wales Press, 6 Gwynneth St., Cathays, Cardiff CF2 4YD, Wales. Tel: (0222) 31919. Dir.: John Rhys.
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 Urovenus Ltd., see Warner Bros.
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 Valgroup Music (London) Co., see Valentine.
 Valley Music Ltd., see Leeds.
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Int'l firm represented: Evelyn (USA).
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 Vapour Music Ltd., see Leosong.
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 Viola d'Amore Society-Ed., 1 Parkside Ave., London SW19 5ES. Tel: (01) 946-9222.
 Virgin Music (Publishers) Ltd., 2/4 Vernon Yard, 119 Portobello Rd., London W11. Tel: (01) 727-8070. Telex: 22542. Dirs.: Richard Branson, Nik Powell, Simon Draper, Mng. Dir.: Carol Wilson.

Int'l firms represented: Bleu Disque, Heartbreakers, James Osterberg, UBU (all USA).
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Virginia Music Ltd., see Paul Rodriguez.
 Visual & Musical Entertainment Co. LTD. (PRS), see Richmond.

Viva Camaro Music, 49 Duke Rd. Ave., Hove, Sussex.
 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.: Emmonn Sherlock, Gen. Mgr.: Philippa J. Brown.

Walton Music Ltd., see Chappell.

Wantu Music, see Leosong.

Ward Music, see Leosong.

Warhorse Music Publ'g, see Leosong.

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Warlock Music Ltd., see Island.

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Warner Bros. Music Ltd., 17 Berners St., London W1P 3DD. Tel: (01) 637-3775. Cable: WANGLOSAX. Telex: 25522. Mng. Dir.: Robert Dickens.

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 Watanabe Prod'ns-Europe, 185 Pavilion Rd., London SW1. Tel: (01) 235-0525. Telex: 8812808. Gen. Mgr.: Akira Nakamura.

Home office: Japan.

Watch It Music Prod'ns, see Hazy.

Waterloo, see Carlin.

Jeff Wayne Music Ltd., Oliver House, 8/9 Ivor Pl., London NW1. Tel: (01) 402-9244. Mng. Dir.: Jeff Wayne.

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Joel D. Webster Music, see Leosong.

Wedge Music, see Chappell.

Wednesday Music Ltd., see Noel Gay.

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Int'l rep.: USA (Bruce Welch).

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Wembit Music, see Leosong.

Wensley Music Ltd., see Leosong.

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Westwood Music (PRS, MCPS), Montgomery, Powys SY15 6LU, Wales. Tel: (068681) 427. Dir.: Gordon R. Davies.

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Whispering Wind Music, see Leosong.

White Cloud Music, 55 Bold St., Ground & 1st fl. Suites, Liverpool L1 4EU. Tel: 709-3952. Dirs.: Kevin O'Brien, Tommy Murray, Norman Smeddles.

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Whitewood Music Inc., see Leosong.

Whitfield Music Inc., see Leosong.

Whitsett Churchhill Music (PRS), 6 London St., London W2. Tel: (01) 402-8425. (0491) 680-176. Telex: 27659. Dirs.: Tim Whitsett, Chick Churchhill.

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Wide-A-Wake Songs, see EMI.

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Wilco Publ'g Inc., see Leosong.

Wildtrack (PRS, MCPS), see Scotus.

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Windmill Music Ltd., see Chappell.

Window Music, 125B Sumatra Rd., West Hempstead, London. Tel: (01) 435-5128. Contact: Mike Sutcliffe.

Enno Winkler Musikvertrieb, 122 Sandford Rd., Birmingham 13. Tel: 449-3246.

Home office: Germany.

Witzend Music Ltd., see Eaton.

Wombat Music, see Chappell.

Wonderland Music Co. Inc., see Walt Disney.

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Home office: USA.

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Zama Music, see State.

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Zel Music Ltd., 63 Old Compton St., London W1A 4NB. Tel: (01) 734-5156.

Zelkova Prod'ns (PRS), see GH.

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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. Telex: 268312 Wescom G/Attn: Warrenorch. Dir.: Hubert Warren; Sec'y: Veronica Macfarlane.

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Association of Exhibition Organisers, 10 Manchester Square, London W1M 5AB. Tel: (01) 486-1951. Dir.: G.A.M. Ritson.

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British Music Information Centre, 10 Stratford Pl. London W1N 9AE. Tel: (01) 499-8567. Librarian: Roger W. Wright.

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British Tape Ind. Ass'n, see European Tape Ind. Ass'n.

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Purple Recs. Ltd., 25 Newman St., London W1P 3HA. Tel: (01) 637-2586. Telex: 28288.

Rainbow Sound Servs., 1A St. Andrew St., Plymouth, Devon. Tel: (0752) 25781 (day), 774381 (night). Chief Exec.: Phil E.R. Simonds.

Rank Leisure Servs., 439/445 Godstone Rd., Whyteleafe, Surrey CR3 0YG. Tel: (820) 3355. Mng. Dir.: L. Small; Gen. Mgr.: C.D. Spruce; Sales Mgr.: W. Macgregor.

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Record Sales, 72 Newman St., London W1. Tel: (01) 636-9251. Telex: 8812733. Dirs.: Richard Jakubowski, Alan Wade.

Red Shadow Music Co. Ltd., 216 Randolph Ave., The Basement, London W9. Tel: (01) 624-8252/5224/3717. Dirs.: Clive Banks, Terry O'Neil, Julian Spear.

Rime Ents. Ltd., 3 Paddington St., London W1M 3LA. Tel: (01) 486-9695/6230. Mng. Dir.: Allan James; PA: Sue Sian.

Richard Robson Assocs. Ltd., 19 Orley Farm Rd., Harrow-on-the-Hill, Middx. Tel: (01) 864-3634/3367. Mng. Dir.: Richard Robson; Gen. Mgr.: Marjorie Robson.

Rogers & Cowan Inc., 27 Albemarle St., London W1X 3FA. Tel: (01) 499-0691. Telex: 25571. Pres. Int'l Div.: Margaret Gardner; Int'l Div. Music Dept. Dir.: Philip Symes.

Rougecrest Ltd., 10 Barley Mow Passage, Chiswick, London W4 4PH. Tel: (01) 994-6477. Mng. Dir.: Joseph R. Stanley; Gen. Mgr.: Mike A. Carter.

Saffrey Music Ltd., Hurworth Cottage, Croft Rd., Hurworth, Darlington, Durham. Tel: (0325) 721-143/720-792. Mng. Dir.: Elaine Saffer; Gen. Mgr.: C. Morris.

St. Pierre Pub., 24 Beauval Rd., Dulwich, London SE22 8JQ. Tel: (01) 693-6463. Exec.: Robert St. Pierre.

Sea Cruise Prod'ns (UK), 35 Great Russell St., London WC1. Tel: (01) 636-3925. Gen. Mgr.: Terry Wagborne.

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21st Century Leisure Ltd., 41 Cotswold Gardens, London NW2 1QT. Tel: (01) 458-8991. Mng. Dir.: Martin Lewis.

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Walnut Music & Mgmt., 90 Victoria Mansions, S. Lambeth Rd., London SW8 1QU. Tel: (01) 735-4596.

Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1. Tel: (01) 439-4313. Dir.: M.J. Sutton; Gen. & Sales Mgr.: Christie Gillingham.

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Wizard Recs. Ltd., 111A Westbourne Grove, London W2 4UW. Tel: (01) 229-7236. Chm.: Tony Secunda; Dir.: Sid Walker.

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Anemone Sound Facilities Ltd., 10A Poland St., London W1. Tel: (01) 439-9611. Telex: 8812286. Mng. Dir.: Aaron Gershfield; Gen. Mgr.: Derek Hanlon; Sales Mgr.: Simon Patrick. (PKG—audio only)

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Audiogenic Ltd., 34-36 Crown St., Reading, Berks. RG1 2SN. Tel: (0734) 595647. Dir.: Martin Maynard; Gen. Mgr.: Moira Farrell; Sales Mgr.: Henry Smithson. (PKG)

Audio: Cassette.

Audio + Video Ltd., Video House, 48 Charlotte St., London W1P 1LX. Tel: (01) 580-7161. Telex: 22345 AYYEE G. Mng. Dir.: I.C. Pannaman; Sales Mgr.: N. Foley; Adv. Mgr.: D. Ubsdell.

Video: Cartridge, Cassette.

Avcom Systems Ltd., Stanlake Mews, London W12 7HJ. Tel: (01) 749-2201. Cable: CINEPRO. Mng. Dir.: Eric R. Bastin; Gen. Mgr.: Marc Hull; Sales Dir.: Nick Gillieron.

Audio: Cassette.

Ivan Berg Assocs. (Audio Publ'g) Ltd., 35A Broadhurst Gardens, London NW6. Tel: (01) 624-7785. Mng. Dir.: Ivan Berg. (PKG)

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Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dir.: K. H. Bourke-Borrowes; Gen. Mgr.: M. Shepherd.

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Bird Sound Studios, Welton Rd., Wedgwood Estate, Warwick CV34 5YA. Tel: (0926) 45213. Owner: Sheila L. Bird; Gen. Mgr.: David Rawlings; Sales Mgr.: Dave Sheriff.

Audio: Cassette, open reel.

C B S Mfg (div. of CBS (UK) Ltd.), 17/19 Soho Square, London W1V 6HE. Tel: (01) 734-8181. Cable: COLCREMAN. Telex: 24203. Mng. Dir.: George Ridnell (PKG)

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Cassette Developments (Audioconic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel:

(01) 940-8186. Cable: MICRONETICS. Telex: 8813481. Gen. Mgr.: D. Dixon. (PKG)

Audio: Cassette.

Castle Studio, 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel: (0942) 58777. Chief Exec.: D. Larbey; Sales Mgr.: W. Leyland.

Video: VHS.

D T P Inc., 3 Alfred St., Weston-Super-Mare, Avon BS23 1PZ. Tel: (0934) 21932. Mng. Dir.: Don Todd.

Audio: Cassette, open reel.

Video: 1" open reel.

Decca Rec. Co. Ltd., Decca House, 9 Albert Embankment, London SE1 7SW. Tel: (01) 753-8111.

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Discourses Ltd., 36 Crescent Rd., Tunbridge Wells, Kent TN1 2LZ. Tel: (0892) 26397. Mng. Dir.: Robert F. Hardcastle; Gen. Mgr.: Anthony James.

Audio: Cassette.

Duplitape, 1/7 Harewood Ave., London NW1. Tel: (01) 724-2497. Telex: 21879. Chief Exec.: R. Jackson Moore; Gen. & Sales Mgr.: B.R. Lambden.

Audio: Cassette. (PKG—audio only)

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Audio: Cassette.

Fifth Ave. Rec'g Co. (UK) Ltd., Avenue House, River Way, Templefields, Harlow, Essex CM20 2DN. Tel: (0279) 39256. Mng. Dir.: Len Collins; Gen. Mgr.: Bert Hamilton; Prod'ns Mgr.: Mike Stancevic.

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Fraser-Peacock Assocs. Ltd., 94 High St., Wimbledon Village, London SW19 5EG. Tel: (01) 947-7551. Dir.: David R. Tuckman.

Audio: Cassette.

Gramplan Recs. Ltd., Airport Ind'l Estate, Wick-Caithness, Scotland. Tel: (0955) 2787. Dir.: J. Johnston; Mgr.: John Hunter. (PKG)

Audio: Cassette, open reel.

H & R, 255 Liscard Rd., Wallasey, Merseyside. Tel: (051) 639-9270. Mng. Dir.: David Crosby; Gen. Mgr.: Roger Baskeyfield; Ass't Gen. Mgr.: Peter Coleman. (PKG—audio only)

Audio: Cassette.

Happy Face Music, The Old Smithy, Post Office Ln., Kempsey, Worcs. WR5 3NS. Tel: (0905) 820-659, 820-566. Cable: SMITHYSOUND. Chief Exec.: Muff Murfin; Gen. Mgr.: V.B. Murfin.

Audio: Cassette, open reel.

Video: VHS.

Humberside Studios, Grimsby Rd., Laceby, Grimsby, South Humberside. Tel: (0472) 40152, 71582. Chief Exec.: L.A. Johnson; Gen. Mgr.: S.C. Johnson.

Audio: Cassette, open reel.

I B C Sound Rec'g Studios Ltd., 35 Portland Pl., London W1N 3AG. Tel: (01) 637-2111. Telex: 264413. Mng. Dir.: John D. Tucker; Technical Dir.: Dennis King; Studio Mgr.: Michael Claydon. (PKG)

Audio: Cassette, open reel.

Immediate Sound Servs. Ltd., 6 Orsman Rd., London N1 5QJ. Tel: (01) 739-9672. Telex: 262284. Chm.: Richard Clark; Mng. Dir.: Colin Johnson; Tape Mgr.: Malcolm Shepherd.

Audio: 8-tr., cassette.

Independent Rec. Co., 39 Harmer St., Gravesend, Kent. Tel: (0474) 65687. Chief Exec.: J.W. Oram.

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

Industrial Recs. Ltd., 10 Mantello St., London E8. Tel: (01) 254-9178. Mng. Dir.: Peter Christopherson; Gen. Mgr.: Casey P. Orridge; Sales Mgr.: David Brooks.

Audio: Cassette.

S. Kempner Ltd., 61 Markfield Rd., London N15 4RA. Tel: (01) 801-6222. Telex: 21400. Gen. Mgr.: Paul R.S. Rogers; Technical Mgr.: Barry Heath. (PKG only)

L T S, see London Transcription Servs.

Steve Lane Musical & Publicity Servs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Owner: Steve Lane.

Audio: Cassette.

Leader Sound Ltd., 209 Rochdale Rd., Greetland, Halifax, West Yorks. HX4 8JE. Tel: (0422) 76161. Mng. Dir.: Bill Leader; Dir.: Helen Leader.

Audio: Open reel.

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. (PKG)

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

Linguaphone Institute Ltd., Trading Estate, 252/253 Argyll Ave., Slough, Berks. SL1 4HA. Tel: Slough 23200. Div. Mgr.: John King.

Audio: Cassette.

London Transcription Servs., 23 Denmark Pl., London WC2H 8NL. Tel: (01) 836-7148.

Audio: Cassette, open reel.

Metropolitan Communications, 8a Froggnal Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau; Gen. Mgr.: R. Perrott.

Audio: Cassette.

Mushroom Studios, 18 W. Mall, Clifton, Bristol BS8 4BG. Tel: (0272) 35994, 35867. Chief Exec.: D. Ackerman; Gen. Mgr.: S.A. Ackerman.

Audio: 8-tr., cassette.

National Panasonic (UK) Ltd., 107/109 Whitby Rd., Slough, Berks. SL1 3DR. Tel: (0753) 27516. Cable: PANASICO. Telex: 848761. Mng. Dir.: A. Imura; Sales Mgr.: J. Aoki; Adv. Mgr.: Ron Fry.

Branch: Staunton, Leeds, Skelton Grange Rd. Tel: (0532) 702541. Reg'l Sales Dir.: Tony Nishigaki.

Video: 1/2" EIAJ cartridge.

Nelson Rec'g Studio, Nelson House, 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel: (0942) 58777. Contacts: S.M. Millard, W. Leyland.

Audio: Cassette.

Video: 1/2" cassette, 1/2" VHS cassette.

Panda Recs., 11 Old Castle Rd., Llanelli, Dyfed, South Wales. Tel: (05542) 58913, 52490. Chief Exec.: Paul Adams; Gen. Mgr.: Alan Phillips. (PKG—audio only)

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Audio: 8-tr. cassette, open reel
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Plant Life Recs Ltd., Edison Chambers, 109A Bancroft, Hitchin, Herts. Tel (0462) 58555. (PKG—Audio only)
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Audio: Cassette

Rainbow Sound Servs., 1A St. Andrew St., Plymouth, Devon. Tel (0752) 25781 (day), 774381 (night). Chief Exec. Phil E.R. Simonds. (PKG only)
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Audio: Cassette.

Rougecrest Ltd., 10 Barley Mow Passage, Chiswick, London W4 4PH Tel (01) 994-6477 Mng. Dir. Joseph R. Stanley, Gen. Mgr. Mike A. Carter.
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Audio: Cassette

Sentinel Recs (Cornwall) Ltd., Paul, Penzance, Cornwall Tel (0736) 73246 Telex 45608 Chief Exec. & Gen. Mgr. Job Morris
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Soundpost Studios, Grapevine House, Harberton, Totnes, Devon. Tel (0803) 863616. Dir. Peter Kennedy
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Spot Recs. Ltd., 64 S. Molton St., London W1 Tel (01) 499-7173 Gen. & Studio Mgr. Kate Hudson.
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Audio: Cassette.

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Audio: 8-tr., cassette
Brand name: Musonic.

S I S Ltd., 57 St. Andrews Rd., Northampton NN1 2PB Tel (0604) 32965, 30559 Mng. Dir.: D.P.D. Mitchell; Sales Mgr.: I. Brown.
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: 8499371. Mng. Dir. Donn Osmon; Dir. Div. P.G. Hutchings; Sales & Mktg. Mgr.: C. Hobbs; Pkg. Co-ord.: P.A. Stockwell-Jones.
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegal Square S. Tel: (0232) 42811, 42926—Birmingham B3 3EL, Edmond 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. Blank; Gen. Dir.: D.N. Lever; Sales Dir.: B. Blank, Prod'n Dir.: S.H. Blank.
Audio: 8-tr., cassette
Brand name: Musonic.

ENVELOPES & MAILERS
 Ballantine Advertising Ltd., 8 Chestow Pl., London W2. Tel: (01) 229-6071. Mng. Dir.: A.N. Gill; Gen. Mgr.: Max Arnold.
 Barrester Music Co. Ltd., 23/5 Wilton Way, London E8 3EE. Tel (01) 254-3652. Mng. Dir.: John Barratt.

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

Clout & Baker Ltd., Chalkin Works, Parkwood Ind'l Estate, Bircholt Rd., Maidstone, Kent. Tel (0622) 673261. Chm. D.P. Chalkin; Sales Dir.: John Benoy; Works Dir.: Robin Burr.

Rainbow Sound Servs., 1A St. Andrew St., Plymouth, Devon. Tel (0752) 25781 (day), 774381 (night). Chief Exec. Phil E.R. Simonds

Sound for Industry Ltd. (div. of MacNeil 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. Chalkin; Ass't Mng. Dir.: A.G. Long, Sales Dir.: C.H. Garrett

James Upton Ltd., 67 Rosman St., London EC1. Tel (01) 278-2916 Cable TINROBOR. Sales Dir. W.G.A. Howe; Sales Mgr. C.J. Bennett

JACKETS & SLEEVES
 A M C (Associated Mktg. Co.), Harlow, Essex. Tel (0279) 416-721. Contacts: Don Morris, Janet Verdon

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 Chestow 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)
 Bird Sound Studios, Welton Rd., Wedgwood Estate, Warwick CV34 5YA. Tel (0926) 45123. Owner S.L. Bird; Gen. Mgr. D. Rawlings, Sales Mgrs.: S. Riddell, T. Arton.

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. Chalkin, Sales Dir.: John Benoy; Works Dir.: Robin Burr (Sleeves only)
 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 9NH, 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 (Sleeves only)
 E.C.G. (EC Graphics Ltd.), 67 Rosoman St., London EC1 Tel: (01) 278-8054 Telex 267985 Mng. Dir.: R. Vickers, Sales Mgr.: T.D. Stevens
 Garrod & Lofthouse Ltd., 6 Langley St., London WC2H 9JG, Tel: (01) 240-3322 Telex 262554. Chm. & Mng. Dir.: Norman J. Garrod
 Gothic Press Ltd., Hainault St., New Eltham SE9 2EQ, Tel: (01) 850-2266 Mng. Dir.: A.H. Harvey, Gen. Mgr.: M.E. Hughes, Sales Mgr.: R. Jeffery (Sleeves only)
 E Hannibal & Co. Ltd., Pinfold Rd., Thurleston, Leicester Tel: (0533) 695413 Telex 34627 Mng. Dir.: Chris Hetherington, Ass't Mng. Dir.: Roger Stewart, Music Div. Sales Dir.: Derek Deighton (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)
 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 (Sleeves only)
 P T T Developments Ltd., 63 High St., Ware, Herts. SG12 9AD, Tel: (0920) 66242 Chief Exec.: R.C. Bayes (Sleeves only)
 Pan-Graphics (Edinburgh) Ltd., 21A Grosvenor St., Edinburgh, Scotland EH12 5ED, Tel: (031) 225-9502 Mng. Dir.: John Mackinnon, Gen. Mgr.: Colin Moore, Sales Mgr.: Jonathan Field (Sleeves only)
 Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 7PQ, Tel: (0533) 833-691, 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)
 Production Express Int'l., 15 Britten Lodge, Fair Acres, Bromley, Kent, Tel: (01) 464-3249 Telex 912881 Mng. Dir.: Bobbie Dahdi
 Purpax Plastics Ltd., Longbank Works, Alva, Clackmannanshire, Scotland, Tel: (0259) 60307 Mng. Dir.: J.M. Fuller, Sales Mgr.: M. Pink, Prod'n Dir.: R.B. Dunbar (Sleeves only)
 Rainbow Sound Servs., 1A St. Andrew St., Plymouth, Devon, Tel: (0752) 25781 (day), 774381 (night), Chief Exec.: Phil E.R. Simonds
 Real Custom Prod'ns, The Camp, Montgomery, Powys SY15 6LU, Tel: (068681) 427 Chief Exec.: Richard G. Davies, Sales Mgr.: George B. Pryce (Sleeves only)
 S R T Rec. Prod'ns Ltd., 987 High Rd., Finchley, London N12, Tel: (01) 446-3218 Mng. Dir.: George Bellamy, Gen. Mgr.: J. Townsend, Sales Mgr.: Dave Richardson (Sleeves only)
 Senal Printing Ltd., 4 Hardwicke Way, London SW18 4AJ, Tel: (01) 874-5775 Mng. Dir.: M.M. Gunn
 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. Chalkin, 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)
 Sutherland Studios, 85 Sutherland Ave., London W9 2HG, Tel: (01) 289-1875 Mgr.: Colin Burns
 Tinsley-Robor Group Ltd., Churchill Ind'l Estate, Lancing, Sussex BN15 8TX, Tel: (09063) 5381 Telex: 877171 Group Mng. Dir.: John Rose; Group Sales Dir.: Roy Joyner
 James Upton Ltd., 67 Rosoman St., London EC1, Tel: (01) 278-2916 Cable TINROBOR Sales Dir.: W.G.A. Howe, Sales Mgr.: C.J. Bennett (Sleeves only)
 Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL, Tel: (01) 205-2587 Owner: Steve Lane
 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
 P.G. Wood & Son (Printers) Ltd., 32 Church St., Dagenham, Essex RM10 9UU, Tel: (01) 595-5115 Telex 897417 Mng. Dir.: Peter Wood, Gen. Mgr.: Chris Sanford, Sales Mgr.: Phil Douglas, Works Mgr.: Greg Bell (Sleeves only)
 Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF, Tel: (0727) 50611 Telex 28675

Mng. Dir.: P.H. Blank, Gen. Dir.: D.N. Lever, Sales Dir.: B. Blank, Prod'n Dir.: S.H. Blank (Sleeves only)
LABELS
 A M C (Associated Mktg Co.) Harlowbury Old Harlow, Essex CM17 0HZ, Tel: (0279) 416-721 Contacts: Don Morris, Janet Verdon
 John V. Armstrong Ltd., 142 Charing Cross Rd., London WC2, Tel: (01) 836-8121
 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
 Bird Sound Studios, Welton Rd., Wedgcock Estate, Warwick CV34 5YA, Tel: (0926) 45123, Owner: S.L. Bird, Gen. Mgr.: D. Rawlings, Sales Mgrs.: S. Riddell, T. Arton
 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., Eastcoats Rd., Bedford, Tel: (0234) 56317 Chief Exec.: P. J. Norbury, Gen. Mgr.: P. Moore
 L. A. Cousins & Co. Ltd., 26 Grandens Ave., Hackney, London E8, Tel: (01) 985-4211 Owner: L.A. Cousins, Gen. Mgr.: S. Franks
 Garrod & Lofthouse Ltd., 6 Langley St., London WC2H 9JG, Tel: (01) 240-3322 Telex 262554 Chm. & Mng. Dir.: Norman J. Garrod
 Gothic Press Ltd., Hainault St., New Eltham 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.: Chris Hetherington, Ass't Mng. Dir.: Roger Stewart, Music Div. Sales Dir.: Derek Deighton
 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. Hibbald, Sales Dir.: D.S. Robinson, Prod. Mgr.: M.S. Fitzgerald
 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
 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
 Pan-Graphics (Edinburgh) Ltd., 21A Grosvenor St., Edinburgh, Scotland EH12 5ED, Tel: (031) 225-9502 Mng. Dir.: John Mackinnon, Gen. Mgr.: Colin Moore, Sales Mgr.: Jonathan Field
 The Presto Copying Serv., The Studio, Gatesden Flats, Cromer St., London WC1, Tel: (01) 837-8660
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 S R T Rec. Prod'ns Ltd., 987 High Rd., Finchley, London N12, Tel: (01) 446-3218 Mng. Dir.: George Bellamy, Gen. Mgr.: J. Townsend, Sales Mgr.: Dave Richardson
 The Shaftford 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
 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
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 Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL, Tel: (01) 205-2587 Owner: Steve Lane
 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
 P.G. Wood & Son (Printers) Ltd., 32 Church St., Dagenham, Essex RM10 9UU, Tel: (01) 595-5115 Telex 897417 Mng. Dir.: Peter Wood, Gen. Mgr.: Chris Sanford, Sales Mgr.: Phil Douglas, Works Mgr.: Greg Bell

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 Cumming, Int'l. Caroline Lacy-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
 Rainbow Sound Servs., 1A St. Andrew St., Plymouth, Devon, Tel: (0752) 25781 (day), 774381 (night), Chief Exec.: Phil E.R. Simonds
 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
 Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts AL3 4DF, Tel: (0727) 50611 Telex 28675 Mng. Dir.: P.H. Blank, Gen. Dir.: D.N. Lever, Sales Dir.: B. Blank, Prod'n Dir.: S.H. Blank

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, Devon EX4 2AG, Tel: (0392) 72-132 Telex 42786 Mng. Dir.: R.E. Amos
Audio & Video: Bulk tape erasers
Brand name: Weircliffe
 Ampex Great Britain Ltd., Acce Rd., Reading, Berks RG2 0QR, Tel: (0734) 85200 Cable AMPEX READING Telex 847611 Gen. Mgr.: W. Scullion, Mktg. Servs. Supervisor: C. Murphy, O'Connor, Sales Mgr.: J. Cripps, Adv. Mgr.: P. Vaughan
Audio: Studio mastering tape
Video: 2" broadcast, 1" broadcast, & U-matic tape.
 Audiotope, see Lee
 Audua, see TDK
 B A S F (UK) Ltd., 2/4 Fitzroy St., London W1P 5AD, Tel: (01) 637-8791 Telex 28649 Chief Exec.: H.C. Pattinson, Prof. Prods. Mgr.: R.M. Hine
Product: Cassette duplicating tape
 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. Controller: P.K. Mitchell, Sales Mgr.: P. Sollitt, Mktg. Mgr.: M.W. Cross
Audio: Standard & long-play professional tape
 Editall, 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
Audio: Tape
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.: G. Creach, Video Prods. Sales Mgr.: G. Worthington
Video: 1 broadcast
 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, SSEE
 Scotch, see 3M
 T D K Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ, Tel: (01) 688-7372 Telex 946727 Mng. Dir.: John C. Buchan, Sales Mgr.: Derek 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, Div. Dir.: P.G. Hutchings, Sales & Mktg. Mgr.: C. Hobbs, Mktg. Co-ord.: P.A. Stockwell-Jones
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegal 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: 2", 1", 1/2" & 1/4" 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

R Kempner Ltd., 61 Markfield Rd., London N15 4RA, Tel: (01) 801-6222 Telex 21400 Gen. Mgr.: Paul R.S. Rogers, Technical Mgr.: Barry Heath
Product: Shrink wrap machinery & material
 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
 P & J Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP Tel (01) 373-9509, (i-sales) 330-0770 Technical Sales Alan & Paul Sibert.
Chief product: Optical automatic center press, eccentricity testing equipment (stampers & pressings), record stylus & groove inspection equipment
Brand name: Optical Auto Record Center Press, Optical Record Centricity Test Table, Record Stylus Photo Microscope, Record Pressing Centricity Tester (SEE ADVERTISEMENT)

TAPE, BLANK LOADED & BULK RAW

Acoustic Dynamic, see TDK
 Adasta Electronics Ltd., Cricklewood Trading Estate, Unit N22 Claremont Rd., London NW2 1TU Tel (01) 452-6288 Cable WESTQUIP Mng Dir Michael Leaver; Gen. & Sales Mgr J. Boyce. (Blank only)
Audio: Cassette, open reel
Brand name: Synccassette, Synchrotape
 Agfa-Gevaert Ltd., Unity House, 27 Great West Rd., Brentford, Middx, Tel (01) 560-2131 Cable ARTOVEG. Telex 28154 Mng Dir G. Ahrens, Sales Mgr.: Ted Bowden; Adv Mgr P. Miller
Home office: Germany
Audio: Cassette, open reel
Video: 1" open reel, 1/2" cassette.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom
 Air Check, see Sound
 Aiwa Sales & Serv (UK) Ltd., 30/32 Concord Rd., Westwood Park Trading Estate, Western Ave., London W3 0TH. Tel (01) 993-1672 Telex 936239. Mng Dir. S.R. Chorley; Sales Mgr. D.J. Wright; Adv. & Press Officer T.D. Spiro.
 Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 0QR. Tel (0734) 85200. Cable AMPXEN READING. Telex 847611 Gen. Mgr W. Scullion, Mktg Servs. Supervisor C. Murphy-O'Connor, Sales Mgr. J. Cripps; Adv. Mgr. P. Vaughan.
Audio: 8-tr. cassette, open reel
Video: 2" broadcast, 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.
 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, Reg'l Sales Mgrs. Scott Murdoch (South), Hugh Smith (North), Export Mgr.: Ian Swash
Audio: 8-tr., cassette, open reel
 Audiosonic, see Cassette Developments
 Audiotope, see Lee Eng'g
 Audua, see TDK
 Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HJ Tel (01) 749-2201 Cable: CINEPRO LONDON Telex 896691 Mng Dir Eric R. Bastin; Gen. Mgr. Marc Hull; Sales Dir. Nick Gillieron
Audio: Cassette
 B A S F UK Ltd., Haddon House, 2/4 Fitzroy St., London W1F 5AD Tel (01) 637-8971. Telex 28649. Div. Mgr. H.C. Pattinson, Prof. Prods Mgr. R.M. Hine.
Audio: Cassette, open reel
Video: Blank—1" open reel, 3/4" cassette.
 F. W. O. Bauch Ltd., 49 Theobald St., Boreham Wood, Herts Tel (01) 953-0091 Telex 27502. Mng Dir.: John Bauch; Sales Mgr. Stephen Holmes, Press Officer David Neal
Brand name: Revox
 Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955 Telex 917732. Dir. K. H. Bourke-Borrowes, Gen. Mgr. M. Shepherd.
Audio: 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 MICRONETICS Telex 8813481 Gen. Mgr. D. Dixon
Audio: Cassette
Brand name: Audiosonic
 Certron, see Lalex
 D & B Tape Servs., 23 Croydon Rd., Reigate, Surrey RH2 0LY Tel 49505 Owner E.G. Dowley
Audio: 8-tr., cassette, broadcast
 Decca, see Selecta
 Duplitate, 1/7 Harewood Ave., London NW11. Tel (01) 724-2497 Telex 21879 Chief Exec. R. Jackson Moore, Gen. & Sales Mgr. B.R. Lambden. (Blank only)
Audio: Cassette
Brand name: ITD
 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. Controller P.K. Mitchell; Gen. Sales Mgr. P. Sollitt, Mktg. Mgr. M.W. Cross.
Audio: Cassette, open reel
Video: VHS cassette.
 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. (Blank only)
Audio: Cassette, open reel
Brand name: Leda, Tape 7
 Ferratope, see North East Audio
 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'ns Mgr. Mike Stancevic (Blank only)
Audio: Cassette
 Fuji Photo, see Pysier
 Goiding Audio Ltd., 26 Hyde Quay, Colchester, Essex. Tel: (0206) 77224 Mng. Dir. A.B. Goiding; Dir. D.P. Goiding; Gen. Mgr.: P. Walsh; Sales Mgr. R.K. Goiding (Blank only)
Audio: 8-tr., cassette.
 Gramplan Recs Ltd., Airport Ind'l Estate, Wick-Caithness, Scotland Tel (0955) 2787 Dir. J. Johnston, Mgr.: John Hunter. (Blank only)
Audio: Cassette
 I T D, see Duplitate.
 International Video Corp (UK) Ltd., 10 Portman Rd., Reading, Berks. RG3 1JR Tel (0734) 585421 Telex 847579 Cable INTERVIDEO. Mng. Dir. John D. Jeffery.
Video: 2" & 1" Professional
 J V C (UK) Ltd., Eldonwall Trading Estate, 6-8 Priestley Way, London NW2 7AF Tel (01) 450-2621 Mng Dir Kurt Lowy, Sales Mgr. A. Nishina, Adv. & Press Officer: Geoff Fleming
Video: 1/2" VHS cassette
 Lalex & Co. Ltd., Lalex House, 1 Canal St., Manchester M60 4AX Tel: (061) 236-8186 Cable ALMIGHTY. Telex 669431. Dirs. R.J. Mulchand, K.C. Bhavnani. (Blank only)
Audio: Cassette.
Brand names: Certron, 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: Auditotape
 The Master Tape, see Capitol.
 Maxell, see Natural Sounds
 Media Sound, see Metropolitan Communications.
 Memorex (UK) Ltd., Hoehst 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. G. Creach; Video Prods. Sales Mgr. G. Worthington. (Blank only)
Audio: Cassette
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel.
 Metropolitan Communications, 8a Frogal 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 S&B Trading & 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
 North East Audio Ltd., Simonside Works, South Shields, Tyne & Wear NE34 9NX Tel (0632) 566321 Mng. Dir. A.J. Helliwell; Sales Mgr.: J. Sparrow.
Brand name: Ferratope.
 P T L/Mayfair, see Professional Tapes
 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 Slcombe.
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
 Products 2000, The Maltings, 63 High St., Ware, Herts. SG12 9AD. Tel (0920) 66242 Mng. Dir. R.C. Bayes; Gen. Mgr. C.W. Bayes. (Blank only)
Audio: Cassette.
Brand name: Sonorex/Audiogramm
 Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel (0532) 706066 Telex 55293. Mng. Dir. Raymond Linton; Gen. Mgr.: Joseph Nurgat; Sales Mgr. Bert Hamilton
Audio: Cassette
Video: 1/2" EIAJ cartridge.
Brand name: PTL/Mayfair.
 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.
Branch: Eastbourne, Sussex, Courtlands Rd. Tel: (0323) 638-965
Audio: Cassette, open reel
 Pysier Ltd., Fircroft Way, Edenbridge, Kent TN8 6HA Tel (0732) 864111. Telex 95527. Mng. Dir. J.P. Tilt; Sales Dir. J.R. Carpenter
Branch: Harrow, Middx. 102 College Rd Tel (01) 427-2278.
Audio: 8-tr., cassette, open reel
Brand name: Fuji Photo
 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: Cassette, open reel.

Brand name: Triple Three, Triple Six, Triple Eight.
 Revox, see F.W.O. Bauch.
 Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel (01) 580-7112. Cable: ROSSILECT. Telex: 22747. Pres. Ross I.L. Marks; Gen. & Sales Mgr. A.C. Murphy. (Blank only)
Audio: 8-tr., cassette.
 S & B Trading, Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel (0727) 50611 Mng. Dir.: P.H. Grant; Prod'n Dir.: S.H. Blank; Sales Dir. B. Blank; Dir.: D.N. Lever.
Audio: 8-tr., cassette.
Brand name: Musonic.
 SIS Ltd., 57 St. Andrews Rd., Northampton NN1 2PB Tel (0604) 32965, 30559 Mng. Dir. D.P.D. Mitchell. Sales Mgr.: I. Brown.
Audio: NAB "A" & "C"
Brand name: Fidelipac
 S R T Prod'ns Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218 Mng. Dir. George Bellamy; Dir.: David 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)
Audio: Cassette.
Brand name: Decca
 Sonorex/Audiogramm, see Products 2000
 Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel (76) 87644. Telex: 266371 London.
Video: 3/4" U-matic cassette, 1/2" EIAJ open reel
 Sound, 1 Odgershaw Mews, Maidenhead, Berks Tel: (0628) 33011. Mng. Dir.: S.M. Webb; Sales Mgr. M. Lloyd; Adv. Mgr.: C. McVie. (Audio only)
Brand name: Air Check
 Soundrider, see James Yorke
 Strathclyde Sound & Video Ltd., Central Chambers, 93 Hope St., Glasgow, Scotland G2 6LD Tel (041) 221-2244. Telex 777283. Mng. Dir.: Raymond E. Orr. Sec'y Pat R. Black.
Audio: 8-tr., cassette, open reel.
 Super Avilyn, see TDK.
 Synccassette, see Adasta.
 Synchrotape, see Adasta.
 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; Div. Dir.: P.G. Hutchings; Sales & Mktg. Mgr.: C. Hobbs; Mktg. Co-ord. P.A. Stockwell-Jones.
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, 1/2" 1/2" open reel.
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 Racial-Zonal.
 Triple Six, see Racial-Zonal.
 Triple Eight, see Racial-Zonal.
 Wintronics, see Lalex.
 James Yorke Ltd., Oak House, Northleach, Gloucestershire GL54 3ET Tel: (04516) 509. Chief Exec. J. Scarlett; Sales Mgr.: Peter Fanshawe; Technical Mgr. Mike McClarron; Studio Mgr.: Peter Rinnie. (Blank only)
Audio: 8-tr., cassette
Brand names: Soundrider, James Yorke
 Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel (0727) 50611. Telex 28675. Mng. Dir.: P.H. Blank; Gen. Dir.: D.N. Lever; Sales Dir.: B. Blank; Prod'n Dir.: S.H. 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: AMPXEN READING. Telex: 847611. Gen. Mgr.: W. Scullion; Mktg. Servs. Supervisor C. Murphy-O'Connor; Sales Mgr. J. Cripps; Adv. Mgr. P. Vaughan.
Audio: Professional tape duplicators.
 Avuis-Asona, see Lennard.
 Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HJ. Tel: (01) 749-2201 Cable CINEPRO LONDON. Telex: 896691. Mng. Dir.: Eric R. Bastin; Gen. Mgr. Marc Hull; Sales Dir.: Nick Gillieron.

Audio: Cassette duplicators & high-speed copiers
Brand name: Telex.
 Cetec Int'l Ltd., Sapphire 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 NW1 Tel: (01) 724-2497. Telex: 21879 Chief Exec.: R. Jackson Moore; Gen. & Sales Mgr.: B.R. Lambden.
 Audio: Duplicators & loaders
Brand name: Otari (Japan)
 Gauss, see Cetec
 Hayden Labs. Ltd., Hayden House, Churchfield Rd., Chalfont St. Peter, Bucks SL9 9EW. Tel: (02813) 88447 Telex 849469 Chm.: K.E. Owens; Mng. Dir.: E.J. Barrett.
 Sales Mgr.: P. Harwood; Technical Mgr.: J. Rudling; Adv.: Mrs. A.C. Sandrey
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 NW1 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. Blearsd; 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: Auviss-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
 P & J Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP. Tel: (01) 373-9509, (sales) 330-0770. Technical Sales: Alan & Paul Sibert
 Chief Product: Tape head inspection & photographing equipment.
Brand name: Tape Photo Microscope. (SEE ADVERTISEMENT)
 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; Div. Dir.: P.G. Hutchings; Sales & Mktg. Mgr.: C. Hobbs; Mktg. Co-Ord.: P.A. Stockwell-Jones.
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 patchcaks.
Brand name: Scotch.
 Trio, see B.H. Morris.
 Wollensak, see Cintron.

TAPE PACKAGING & LABELING EQUIPMENT & SUPPLIES

Garrod & Lofthouse Ltd., 6 Langley St., London WC2H 9JA. Tel: (01) 240-3322. Telex: 262554. Chm. & Mng. Dir.: Norman J. Garrod.
 E. Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester LE4 8AP. Tel: (0533) 695413. Telex: 34627. Mng. Dir.: Chris Hetherington; Ass't Mng. Dir.: Roger Stewart; Music Div. Sales Dir.: Derek Deighton; Sales Dir.: N.L. Cartwright.
 Product: Cartridge & cassette labels, inlay cards.
 S. Kemper Ltd., 61 Markfield Rd., London N15 4RA. Tel: (01) 801-6222. Telex: 21400. Gen. Mgr.: Paul R.S. Rogers; Technical Mgr.: Barry Heath.
 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 (Auviss-Asona).

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066 Telex 55293 Mng. Dir.: Raymond Linton. Gen. Mgr.: Joseph Nurgat. Sales Mgr.: Bert Hamilton
 Product: Cassette labelling machines

● accessories manufacturers

Adastra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Claremont Rd., London NW2 1TU. Tel: (01) 452-6288. Cable: WESTQUIP LONDON NW2. Mng. Dir.: Michael Leaver. Gen. & Sales Mgr.: J. Boyce
 Product: Carrying & storage cases, cleaners, 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., Acce Rd., Reading, Berks. RG2 0QR. Tel: (0734) 85200. Cable: AMPEX READING. Telex: 847611. Gen. Mgr.: W. Scullion; Mktg. Servs. Supervisor: C. Murphy-O'Connor; Sales Mgr.: J. Cripps; Adv. Mgr.: P. Vaughan
 Product: Head cleaners & demagnetizers, leader & splicing tape.
 Francis Antony Ltd., Trenance Mill, Blowinghouse Hill, St. Austell, Cornwall PL25 5AH. Tel: (0726) 3476, 61264
 Product: Catalog servs
 Arrowtaps Ltd., Humber Rd., London NW2 6EP. Tel: (01) 450-2411. Telex: 923034. Mng. Dir.: Maurice Mindel; Sales Mgr.: Alex Murray; Prod. Mgr.: Paul Rinne.
 Product: Tape carrying & storage cases, cleaners, brushes, head cleaners, demagnetizers, leader & splicing tape.
 Audio Magnetics Inc (UK) Ltd., 121 Loverock Rd., Reading, Berks RG3 1JZ. Tel: (0734) 598036 Telex: 849113. Mng. Dir.: Nigel W. Bryden; Reg'l Sales Mgrs.: Scott Murdoch (South), Hugo Smith (North), Export Mgr.: Ian Swash.
 Audio: Cassette hubs
 B A S F UK Ltd., Haddon House, 2/4 Fitzroy St., London W1P 5AD. Tel: (01) 637-8971. Telex: 28649. Div. Mgr.: H.C. Pattinson; Prof. Prods. Mgr.: R.M. Hine
 Product: Cleaners, cloths, brushes, head cleaners & demagnetizers, leader & splicing tape, test tape
 Barrester Music Co. Ltd., 23/5 Wilton Way, London E8 3EE. Tel: (01) 254-3652. Mng. Dir.: John Barratt.
 Product: Record & tape carrying & storage cases, cleaners, cloths & brushes.
 F. W. O. Bauch Ltd., 49 Theobald St., Boreham Wood, Herts. Tel: (01) 953-0091. Telex: 27502. Mng. Dir.: John Bauch; Sales Mgr.: Stephen Holmes; Press Officer: David Neal
 Products: Heads, splicing & editing equip., test tape.
Brand name: Revox
 Bib Hi-Fi Accessories Ltd., Kelsey House, Wood Ln. End, Hemel Hempstead, Herts HP2 4RQ. Tel: (0442) 61291. Telex: 826437. Chm. & Mng. Dir.: P.B. Arbib; UK Sales Dir.: J. Embley; Int'l Sales Dir.: R.G. Everett.
 Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, splicing tape.
 Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dir.: K.H. Bourke-Borrowes; Gen. Mgr.: M. Shepherd.
 Product: Head cleaners & demagnetizers.
 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 (Audioisonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Cable: MICRONETICS. Telex: 8813481. Gen. Mgr.: 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.
 Clendisc (Mail Order), Ltd., 7 Trinity Court, Grays Inn Rd., London WC1 Tel: (01) 837-9088. Pres.: Erna Smith; Gen. Mgr.: Beatrice Parker
 Product: Cleaners & cloths
 Colclene, see Future Film.
 Condor Electronics Ltd., 100 Coombe Ln., London SW20 0AY. Tel: (01) 946-0033. Cable: CONDORELECSW20. 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 716-666. Cable: ACOS. Telex: 24294. Mng. Dir.: V.J. Sivyer; Sales & Mktg. Dir.: G.E. Brewin.
 Product: Tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners & demagnetizers, needles.
 Crown Arrow Co., 8 Gateolodge 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-Rec.
 E M I Recs. Ltd., Shopfittling & 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. Nael;

Comm'l Controller P.K. Mitchell, Gen. Sales Mgr.: P. Sollitt; Mktg. Mgr.: M.W. Cross
 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: EAGLINT. Telex: 922131. Mng. Dir.: K. Lasky; Sales & Mktg.: J.P. Simon
 Product: Bulk erasers, head demagnetizers, needles.
 Edtall, see Soenic Sounds
 Elcon Magnetek, see Pro-Bel
 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: Needles
 Entre, see Lentek
 Ferroglyph, see North East Audio
 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. Telex: 747386. Mng. Dir.: C. Rumble.
 Product: Tape storage cases
 Future Film Developments (Allotrope Ltd.), 36/38 Lexington St., London W1R 3HR. Tel: (01) 437-1892. Cable: ALLOTROPE LONDON W1. Telex: 21624. Dirs.: C.S. Young, Tim Blackham; Sales Mgr.: John Dent.
 Product: Head cleaners (Colclene)
 Golding Audio Ltd., 26 Hythe Quay, Colchester, Essex. Tel: (0206) 77224. Mng. Dir.: A.B. Golding; Dir.: D.P. Golding; Gen. Mgr.: P. Walsh; Sales Mgr.: R.K. Golding.
 Product: Tape carrying & storage cases, head cleaners & demagnetizers
 C E Hammond & Co. Ltd., 105/109 Oyster Ln., Byfleet, Surrey KT14 7JH. Tel: (09323) 51051. Telex: 262525. Mng. Dir.: Peter M. Hammond; Sales Mgr.: Tony Smith; Co. Sec'y: Edgar A. Thomson.
 Product: Record & tape storage cases.
 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, 22/24 Buckingham Palace Rd., London SW1. Tel: (01) 834-9382. Telex: 926679. 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: (0702) 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: 233384. 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 5NH. Tel: (01) 969-7155/5255. Telex: 927813. Mng. Dir.: Raymond Lenton; 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, clothes, brushes, head cleaners, demagnetizers, needles, leader & splicing tape.
 Metrosound Audio Prods. Ltd., Freedex House, 4-10 North Rd., Islington, London N7 9HN. Tel: (01) 607-8141. Cable: METROS. Telex: 264773. Mng. Dir.: David Mason; Sales Mgr.: Ian Levene.
 Product: Carrying & storage cases, 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.
 Musac (Scotland) Ltd., Baltic Chambers, 50 Wellington St., Glasgow, Scotland G2 6HJ. Tel: (041) 221-1948. Mng. Dir.: Angus McDonald; Sales Mgr.: Douglas MacLeod.
 Product: Record & tape carrying & storage cases, catalog servs., head cleaners, demagnetizers, needles.
 Musiceas 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

Music Master, Music House, 1 de Cham Ave., Hastings, Sussex, Tel: (0424) 440104. Publ'r & Ed. John Humphries, Adv Mgr. Colin Parker, Prices & Company News Ed. Verena Couchman, Classical Ed. John Bath, Pop Ed. Michael Preston.
Product: Catalog servs.

Musonic, see Ziphurst.

North East Audio Ltd., Simonside Works, South Shields Tyne & Wear NE34 9NX Tel: (0632) 566321. Mng Dir. A. J. Helliwell, Sales Mgr. J. Sparrow.
Product: Head demagnetizers, test tapes (Ferrograph)

Nortronics, see Lee.

Osmabel Ltd., 46 Kenilworth Rd., Edgware, Middx HA8 8YG Tel: 958-9314. Mng Dir. O. Greenlick.
Product: Bulk erasers & head demagnetizers.

P T T Developments Ltd., 63 High St., Ware, Herts SG12 9AD Tel: (0920) 66242. Chief Exec. R.C. Bayes.
Product: Record & tape carrying & storage cases.

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 Recs., 9 Dean St., London, W1V 5RL Tel: (01) 734-4345. Telex 896141 Orpington 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, head cleaners, demagnetizers, needles, leader & splicing tape.

Plastic Sales Leicester Ltd., 10/12 Darford Rd., Leicester LE2 7PQ Tel: (0533) 833691. Chief Exec. T.H. Winfield, Gen. Mgr. Mrs. B.E. Flude.
Product: Carrying & storage cases.

Pro-Bel Ltd., Terrace Rd., Binfield, Bracknell, Berks. Tel: (0344) 56969. Telex 848314. Mng Dir. Derek Owen, Press Officer K. Bryan.
Product: 2" & 1" tape cleaner/profiler (Elcon Magnetek).

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex 55293. Mng Dir. Raymond Linton, Gen. Mgr. Joseph Nurgat, Sales Mgr. Bert Hamilton.
Product: Head cleaners, demagnetizers, splicing tape.

Purpax Plastics Ltd., Longbank Works, Alva, Clackmannanshire, Scotland Tel: (0259) 60307. Mng Dir. J.M. Fuller, Sales Mgr. M. Pink, Prod'n Dir. R.B. Dunbar.
Product: Carrying & storage cases.

Pyrax 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. Thurlay, Factory: Eastbourne, Sussex, Courtlands Rd. Tel: (0323) 638-965.
Product: Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.

Pyser Ltd., Fircroft Way, Edenbridge, Kent Tel: (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 A Audio, Kernick Rd., Penryn, Cornwall TR10 9DQ. Tel: (0326) 72753. Cable: RIMICRON. Mng Dir. M.A. Lee.
Product: Groovac antistatic vacuum record cleaners.

Racal-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng Dir. D.S. Worman, Gen. Sales Mgr. John Rooke, A/V Sales Mgr. Eric Mould.
Product: Head cleaners, demagnetizers, leader tape.

Rainbow Sound Servs., 1A St. Andrew St., Plymouth, Devon Tel: (0752) 25781 (day), 774381 (night). Chief Exec. Phil E.R. Simonds.
Product: Record catalog servs.

Record Holding Soundmaster, 17A Newnham Rd., Wood Green N22. Tel: (01) 889-0139. Co-Chm. M.L. Field, Gen. Mgr. J. Cohen, Sales Mgr. J. Devan, Prod'n Buyer F. Davis.
Product: Rec. & tape carrying & storage cases, storage racks, cabinets, trolleys.

Record Housing, see N. & S.B. Field.

Revex, see F.W.O. Bauch.

Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel: (01) 580-7112. Cable: ROSSILECT. Telex 22747. Pres. Ross L.L. Marks, Gen. & Sales Mgr. A.C. Murphy.
Product: Cleaners, cloths, brushes, head cleaners & demagnetizers.

S & B Trading, Stylus House, 34-38 Verulam Rd., St. Albans, Herts AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng Dir. P.H. Blank, Prod'n Dir. S.H. Blank, Sales Dir. B. Blank, Dir. D.N. Lever.
Product: Carrying & storage cases, catalog servs., cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape.

Scenic Sounds Equip. Ltd., 97-99 Dean St., London W1V 5RA. Tel: (01) 734-2812. Telex 27939. Owner David Hawkins.
Product: Splicing & Editing Equip (Editall)

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, Halsestead, Essex CO9 2EX. Tel: (07874) 5912. Mng Dir. Bruce T. Samson, Dir. Mary B. Valentine.
Product: Tape 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 carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers, needles.

Sound Guard, see Pyser.

Stanton, see Wilmex.

T D K Tape Dist (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 688-7372. Telex 946727. Mng Dir. J.C. Buchan, Sales Mgr. Derek Huthwaite.
Product: Head cleaners & demagnetizers.

T. I. Crown Merton Ltd., Trafalgar Works, Station Rd., Merton Abbey, London SW19 2NJ. Tel: (01) 542-1012. Sales Mgr. John Pengilly.
Product: Injection-molded plastic & wire record & cassette storage racks (Crown Merton).

Tapemaster Publ'ns, Kempsey, Worcs WR5 3PN. Tel: (0905) 82-01-37, 35-21-31. Compilation Ed. James Bradley, Research. Kathleen Bradley.
Product: Tapemaster classical cassette catalogue.

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng Dir. Donn Osman, Div. Dir. P.G. Hutchings, Sales & Mktg Mgr. C. Hobbs, Mktg Co-ord. P.A. Stockwell-Jones.
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegal 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) 238-8500.
Product: Head cleaners, leader & splicing tape, antistatic turntable mats.

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., Tinsley House, 67 Rosoman St., London EC1 Tel: (01) 278-2916. Cable: TINROBOR. Sales Mgr. W.G.A. Howe.
Product: Catalog servs.

V O R Int'l, Unit 16F, Randles Rd., Knowsley, Merseyside L34 9EZ. Tel: (051) 548-7400. Telex 627791. Mng Dir. Jim Thornton.
Product: Record care prods. (Discleaner, Vac-O-Rec) Vac-O-Rec, see VOR.

Cecil E. Waits Ltd., Darby House, Lower Hampton Rd., Sunbury-on-Thames, Middx. Tel: Sunbury 83252. Cable: DUSTBUG. Telex: 27750. Mng Dir. Mrs. A.H. Waits, Gen. & Sales Mgr. D.W. Luxford-Waits.
Product: Record maintenance equip. Dust Bug, Disc Preener, Manual Parastat, Hi-Fi Parastat, stylus cleaner, Humid Mop.

Wilmex Ltd., Compton House, New Malden, Surrey KT3 4DE. Tel: (01) 949-2545.
Product: Needle (Stanton).

Wynd Up Recs. Ltd., Greengate Ln., Prestwich, Manchester. Tel: (061) 798-9252/0533. Mng Dir. Colin Reilly, Gen. Mgr. B. Patchett, Purchasing Dir. N.K. Raggett, Sales Dir. L.J. O'Meara.
Product: Carrying & storage cases, catalog servs., cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape.

M. Young & Co., Industrial Estate, Southgate Ave., Mildenhall, Suffolk IP28 7AT. Tel: Mildenhall 712553. Partner M. Young.
Product: Polythene lined covers, master bags, cardboard record covers, cassette master bags.

Zeepa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 6AH. Tel: (01) 399-0966. Cable: ZEEPA SURBITON. Telex 929679. Mng Dir. W. Ling, Sales Mgr. R.S. English.
Audio: Carrying & storage cases, record cleaners, cloths, brushes, tape head spray demagnetizers, bulk erasers, needles.

Zerostat Components Ltd., Edison Road Ind'l Estate, St. Ives, Huntingdon, Cambs. Tel: (0480) 62225. Telex 32303. Dir. L.W.W. Scofield.
Product: Cleaners, cloths, brushes.

Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng Dir. P.H. Blank, Gen. Dir. D.N. Lever, Sales Dir. B. Blank, Prod'n Dir. S.H. Blank.
Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape (Musonic).

East Sussex BN27 2ER. Tel: (0323) 843191. Gen. Mgr. G.J. Willamowski, Sales Mgr. K.W. French.
Product: Record & tape browser boxes, tape display racks.

Ballantine Advertising Ltd., 8 Chepstow Pl., London W2. Tel: (01) 229-6071. Mng Dir. A.N. Gill, Gen. Mgr.: Max Arnold.
Product: Record divider cards.

Bilabel, 3 Speedwell Close, Chandlersford Ind'l Estate, Eastleigh, Hants. Tel: (04215) 63434. Gen. Mgr. & Mktg. Dir. Malcolm Paton, Sales Mgr. Martin Bennett.
Product: Browser boxes, display racks, divider cards.

Broomhall Joinery Co. Ltd., 222 High St., Uxbridge, Middx. Tel: 37311. Mng Dir. S.J. Hurley, Gen. Mgr.: R.F. Allen.
Product: Record browser boxes, record display racks.

Caroline, 56 Standard Rd., London NW10. Tel: (01) 961-2919. Telex: 22164. Mng. Dir.: C. Stylianou, Studio/ Electronics Exec. Roger Eilman.
Product: Browser boxes, displays racks, divider cards.

Crown Merton, see T.I. Crown Merton.

Decor Shoplifting Servs. Ltd., Horton Bank Top Mills, Cooper Ln., Bradford. Tel: 76109.
Branch: Cupar, Fife, Scotland, G. Walker-Audio, The Studio, South Bridge. Tel: 2400.

E M I Recs. Ltd., Shopfitting & Supplies Div. 1/3 Uxbridge Rd., Hayes, Middx. 48H OSY. Tel: (01) 561-8722. Dir. R.E. Matthews, Special Projects Mgr. D.L. Watson.
Product: Browser boxes, display racks.

E M I Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Naef, Comm'l Controller. P.K. Mitchell, Gen. Sales Mgr. P. Sollitt, Mktg. Mgr.: M.W. Cross.
Product: Tape display racks.

Film & Television Prod'n Servs., Pinewood Studios, Iver Heath, Bucks.
Product: Tape display racks.

Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland. Tel: (0574) 3015. Telex: 747386. Mng. Dir.: C. Rumble.
Product: Tape display racks.

E Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester. Tel: (0533) 695413. Telex 34627. Mng. Dir.: Chris Hetherington, Ass't Mng. Dir.: Roger Stewart, Music Div. Sales Dir.: Derek Deighton.
Product: Browser boxes, divider cards.

John Harwood-Bee Assocs., The Maltings, 63 High St., Ware, Herts. Tel: (0920) 66310. Telex: 299929. Mng. Dir. John Harwood-Bee.
Product: Record & tape browser boxes.

Hunt-Leigh (Showcard & Display Co.), 119 Alterburg Gardens, London SW11 1JQ.

Lightning Recs. Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-7155/5255. Telex: 927813. Mng. Dir.: Raymond Laren; Mktg. Dir.: Keith Yershon, Financial & Admin. Dir.: Norman Mandell.
Product: Display racks, browser boxes.

Lugton & Co. Ltd., Cross Ln., Hornsey, London N8 7SB. Tel: (01) 348-8211. Mng. Dir.: Walter Ficker, Gen. & Sales Mgr. John Sully.
Product: Record browser boxes, 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 Recs., 9 Dean St., London W1V 5RL. Tel: (01) 734-4345. Telex 896141 Orpington Chm & Mng Dir. Terry Scully, Mng Dir. Jack Bass, Gen. Mgr. G.F. Stone, Sales Mgr. Ray Phillips.
Product: Record browser boxes, display racks, divider cards.

Plastic Sales Leicester Ltd., 10/12 Darford Rd., Leicester LE2 7PQ. Tel: (0533) 833691. Chief Exec.: T.H. Winfield, Gen. Mgr. Mrs. B.E. Flude.
Product: Record & tape divider cards.

Realmeath Ltd., 15/23 Porteus Rd., London W2. Tel: (01) 723-8495. Dir. Bryan Whitman.
Product: Browser boxes, display racks, divider cards.

S & B Trading, Stylus House, 34/38 Verulam Rd., St. Albans, Herts AL3 4DF. Tel: (0727) 50611. Mng Dir. P.H. Grant, Prod'n Dir. S.H. Blank, Sales Dir. B. Blank, Dir. D.N. Lever.
Product: Browser boxes, display racks, divider cards.

Securette Ltd., 25 Bluebridge Ind'l Estate, Halstead, Essex CO9 2EX. Tel: (07874) 5912. Mng Dir. Bruce T. Samson, Dir. Mary B. Valentine.
Product: Tape display racks (Serrette).

Securivision Ltd., Rectory Ln., Prestwich, Manchester. Tel: (061) 236-8757.
Product: Closed circuit television.

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 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. Buchan, Sales Mgr.: Derek Huthwaite.
Product: Display racks.

T. I. Crown Merton Ltd., Trafalgar Works, Station Rd., Merton Abbey, London SW19 2NJ. Tel: (01) 542-1012. Sales Mgr. John Pengilly.
Product: Cassette display racks (Crown Merton).

Trade Distributors Northern, 400 Great Horton Rd., Bradford, West Yorks. Tel: (0274) 76809.
Product: Browser Boxes.

● **store fixtures & merchandising aids manufacturers**

Amazing Exhibitionists Ltd., 20 Gloucester Place Mews, London W1H 3PD. Tel: (01) 486-3977. Dirs. Arastou Azar, Lawrence Miller, Sales Mgr. Janet Lamport.
Product: Browser boxes, display racks, divider cards.

Ateka & Co., Industrial Estate, 23 Station Rd., Hailsham,

Wynd Up Recs. Ltd., Greengate Ln., Prestwich, Manchester. Tel. (061) 798-9252/0533. Mng. Dir. Colin Reilly, Gen. Mgr.: B. Patchett, Purchasing Dir.: N.K. Raggett, Sales Dir.: L. J. O'Meara
Product: Browser boxes, display racks, divider cards.
 Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel. (0727) 50611. Telex 28675. Mng. Dir.: P.H. Blank, Gen. Dir.: D.N. Lever, Sales Dir.: B. Blank, Prod'n Dir.: S.H. Blank
Product: Browser boxes, display racks, divider cards (Musonic).

URUGUAY

Population: 3,150,000.
 Rate of exchange: \$1 (US) = 7.29 new pesos.
 Per capita income: \$1,480.

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 (Birth 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 1978—477,363 units, \$2,443,791; 1977—523,520 units, \$2,042,040. Classical LP's 1978—16,571 units, \$93,390; 1977—39,181 units, \$167,473. Singles & EP's 1978—57,707 units, \$84,950; 1977—66,270 units, \$84,056.
Average retail price per record: Pop LP's—\$5.12; Classical LP's—\$5.63; singles & EP's—\$1.47.

Discounting: Frequent

Type of distribution: Manufacturer-to-retailer, with a 30% mark-up. Large manufacturers own retail shops, which sell product from all companies. The month of June has many specialty promoted discount sales, and many retailers also keep a permanent discount desk.

Type of promotion: Manufacturers send free sample records to radio and TV stations and newspapers as well as large Montevideo discotheques. They also advertise in a free monthly magazine ("Hit"), which has commentaries on artists and new releases. TV keeps gaining in importance as a medium for advertising records, followed by radio, although publicity prices are relatively high, considering the dimensions and tendencies of the market.

TAPE:

Pre-recorded tape sold domestically including imports: Cassette 1978—92,461 units, \$571,039; 1977—42,638 units, \$211,918.

Market: 1979 cassette sales showed a dramatic increase of 108% over 1977 sales. Most of the best selling product is released initially as both records and cassettes, but the cassette market is still somewhat different from the album market. Another important pre-recorded tape product is instrumental music, including light classics and folk.

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" fad has a few specialized programs on secondary stations. Local and Latin-American folk song programs are increasing in importance.

TELEVISION STATIONS:

No. of channels 17; 16 commercial, 1 government, no color.
Comment: TV stations keep a daily eight-hour programming schedule. Almost all programs are foreign-produced films and serials, mainly from Argentina and the US. International pop music, through films, and local folk and "tropical," have gained programming time.

IMPORT/EXPORT REGULATIONS:

Prohibitive taxes make importing impractical. Nevertheless, in 1978 APSA imported Red Seal titles from the United States, with some response. This attempt was made considering the recent development of a social sector with important acquisitive power, and followed a trend of high-priced software imports.

MARKET ANALYSIS:

As almost everywhere in the Occident, 1978 in Uruguay was a "Saturday Night Fever" year. The soundtrack album was not only the overall best seller for the year, but also in many years. It attained the number one spot on the album charts almost within a week of its release even though the film was premiered after the end of the football (soccer) World Championship held in Argentina in June. Tied in with the phenomenon, which included dancing competitions and much promotion on almost all media, were the big hits of John Travolta, Olivia Newton-John, the "Grease" and "Sgt. Pepper" soundtracks, and Andy Gibb, not to mention all the Bee Gees' discography. As a fact that involved mainly dancers, the "Tropical" music market weakened a little in both club attendance and record sales, though it still can be considered strong.

Television promotion was supplied by a new company, Renvar, which has links with Montecarlo Channel 4, with significant responses to many of its titles. Other companies tried campaigns on certain records, but record sales in general declined, with the sole exception of pre-recorded cassettes.

General trends in record sales showed few changes, espe-

cially in Montevideo with about one-half the market. Sales were divided almost equally between Spanish and English product. Best selling albums included "various artists" albums, mostly locally produced with foreign product. The greatest sales decline was in the classical musical area.

Local folk music, including "new" folk, "pop" folk, and folk-rock, increased in importance on shows and on records. Many new young artists joined the names known from the earlier years of the "seventies generation," which follows the tradition of the 1968 folk boom. Shows were often presented in small theaters, and they also were held in large sports gymnasiums and stadiums, thus attracting, for the first time in many years, thousands of fans.

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) Ariola (Spain), Barclay (France), Bronze (UK), Can't Stop (USA), Disco Libro (Mexico), Grunt (USA), Hansa (Germany), IRT (Chile), Millennium (USA), Polar (Sweden), RCA (worldwide), Ricordi (Italy), Roadshow (USA), Sigla (Brazil), Solar (USA), TK (Argentina, USA), Vanilla (Italy).
Int'l rep.: Worldwide (RCA Int'l).

Ayui, see Tacuabe.

Citrus, see APSA.

Clave (IEMSA) (IFPI), La Paz 2243, Montevideo Tel. 4-5065, 41-4020. 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), Rocket (UK), 20th Century (USA).

I E M S A, see Clave.

Macondo Ltda., Ituzaingo 1324, Escritorio 203, Montevideo, Tel. 90-0337. Pres.: Luis Orlando Onel Hidalgo; Gen. Mgr.: Luis Orlando Onel Riviezzo; Promo. Mgr.: Werther Brito; Sales Mgr.: Ruben Lema.
Labels: (Owned) Macondo; (licensed) Qualiton (Argentina), Rower-Arfon (Argentina).
Int'l reps.: Argentina (Fonema, Rower-Arfon).

Maloa Recs. Ltd., Carlos Roxlo 1476, Montevideo, Tel. 49-8944. Mng. Dir.: Graciela Eugenia de Silva; Admin. Dir.: Mario Lopez Azagra; A & R Dir.: Alberto Trunfo.

Labels: (Owned) Maloa; (licensed) Arfon (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 Zamalvea; Sales Mgr.: Alfredo Aiviotti Robido.
Labels: (Owned) Orfeo; (licensed) ABC/Dunhill (USA), A&M (USA), Angel (UK), Apple (UK), Arista (USA), Capitol (USA), 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) Basart (Netherlands), Chantecler (Brazil), Continental (Brazil), Ri-Fi (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: SONDRORADA. 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 & Tres 1483, Escritorio 15, Montevideo, Tel. 91-10-65, 98-41-40, A&R Dir.: Corun 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. 39-6475. Gen. Dir.: J. Olszewicki Fried; Gen. Mgr.: Mario Grandat.

Int'l firms represented: Paul Beuscher, Bretagne, Claude Carriere, Isabelle, Sforzando, Tremplin (all France), Elypeyrot (Europe).

Int'l rep.: Europe (Elypeyrot).

Tacuabe (Eds.) (AGADU), Treinta & Tres 1483, Escritorio 15, Montevideo, Tel. 91-10-65, 98-41-40, A&R Dir.: Corun Aharonian.

Tacuara (Ed.) (AGADU), Nicaragua 1478, Montevideo, Tel. 29-7530. Dir.: Enrique Abal Oliu.

● services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion de Educadores Musicales, Montevideo. Pres.: Nilda Gonzalez Genta.

Asociacion Estudiantes de Musica (AEMUS), Colonia 1065, Montevideo. Pres.: Zulma Harambure; VP: Enrique Visca; Sec'y: Susana Prunes.

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 Zamalvea; Exec. Sec'y: Dr. Plinio Borggio; 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: Rogelio Coll; Sec'y: Jose Maria Lorenzo; Treas.: Guillermo Aguirre.

Sociedad Uruguaya de Musica Contemporanea, Casilla de Correo 1328, Montevideo. Pres.: Hector A. Tosar; Sec'y: Corun Aharonian.

DESIGN & ARTWORK

Artegraf Ltda., Florida 1477, 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: Artega UY737. Pres. & Gen. Mgr.: Jorge de Artega; 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 Echegonzelay. (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), La Paz 2243, Montevideo, Tel. 4-5065, 41-4020. Cable: CLALIM. Mng. Dir.: Leon Jurburg.

F I M 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: SONDRORADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.

PRINTERS & LITHOGRAPHERS

Artegraf Ltda., Florida 1477, Montevideo, Tel. 98-60-38. (Record only)

Pablo Cardellino—Publigraf, 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: Artega UY737. Pres. & Gen. Mgr.: Jorge de Artega; 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: Artega UY737. Pres. & Gen. Mgr.: Jorge de Artega; 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: SONDRORADA. 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., Florida 1477, Montevideo. Tel: 98-60-38. (Jackets only)
 Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 91-45-76, 98-56-68. Telex: Artegra 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), La Paz 2243, Montevideo. Tel: 4-5065, 41-4020. Cable: CLALIM. Mng. Dir. Leon Jurburg.
Product: Cleaners, cloths & brushes
 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: 13,500,000
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 (Sts. 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—\$92,969.

● 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), Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schamp; Gen. Mgr. Hans Albrecht; Sales Dir.: Peter Lind; Sales Mgr.: Rafael Beneditto.
Labels: (Owned) BASF, (licensed) Arrowtaps (UK), CID (Brazil), Disneyland (USA), Durium (Italy), Egreff/Produfon (Cuba), Fonit-Cetra (Italy), MPC (USA), PPX (USA), Trova (Argentina).
Int'l reps.: Argentina (Cabal, Microfon, Prodisa, Trova), Brazil (CID), Italy (Durium, Fonit-Cetra), Mexico (Coro), UK (Arrowtaps), USA (Disneyland, PPX, Project 3).
 Billo, see Top Hits.
 C B S Columbia CA, Edif. Los Hermanos, 10th fl. Av. Principal Los Cortijos de Lourdes, Caracas. Tel: (02) 239-92-22. Cable: COLRECORD. Gen. Mgr. Victor M. Oliver M.; Sales Mgr. Gonzalo Pena; Artist Mgr. Mike Tellechea.
Labels: (Owned) CBS, CBS associated labels, Epic; (licensed) Astarte (Spain), Salsoul (USA), Sono-Radio (Peru).
Int'l rep.: USA (Columbia).
 C L R, see Los Ruices.
 Cachilapo, see Fonodisco.
 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) Anola (Spain), RCA Victor (USA).
 Cordis, see Cordica.
 Corona, see Fonodisco.
 D G, see Polydor.
 Debut, see Fonodisco.
 El Disco de Moda CA (IFPI), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: DISCOMODA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Sales Mgr.: Quilitano Molina; Int'l Div. Mgr.: Peter Cernik-Sindinger.

Int'l branch: Colombia, Discomoda de Colombia Ltda. **Labels: (Owned)** Discomoda, Jukebox, OK, Orbe. **(licensed foreign) ABC group (USA), Ampro (USA), BBC (UK), Discolando (USA), GRT group (USA), Gamma (Mexico), Greedy (USA), Garry Face (UK), Mustiron (USA), Penny Farthing (UK), Pye (UK), RKM (Benelux), Ri-Fi (Italy), Satril (UK), TK (Argentina)**
Int'l reps.: Argentina (EMI-Odeon), Bolivia (Discolandia Dueri), Chile (EMI-Odeon), Costa Rica (Sonido), Ecuador (Fedisos), El Salvador (Sonido), Guatemala (Sonido), Honduras (Sonido), Mexico (Gamma), Nicaragua (Sonido), Panama (Continental de Discos), Peru (IEMPSA), Spain (Amanecer 76), USA (Discolando), Uruguay (Clave). (SEE ADVERTISEMENT)

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.; Comm'l Mgr. Genaro Fallu.

Labels: (Owned) Lad, Sonus; (represented) Ansonia (USA), Bambuco (Colombia), Borrique (USA), Cisner-Raff (Mexico), Codiscos (Colombia), Daro (Colombia), Marveta (USA), Melody (Mexico), Musart (Mexico), Orbe (Colombia), Panart (USA)
Int'l reps.: Colombia (Orbe), Costa Rica (Indica), Dominican Republic (La Guarachita), Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), Spain (EMI-Odeon), USA (TH).

Epic, see CBS
 Evesol, see Fonodisco.
 Fonodisco CA (IFPI), Apdo. 8316, Rio A. Puente Soublette, Caracas. Tel: (02) 42-73-30. Pres. Evelio Alvarez Cortez; Int'l Mgr. Gloria Alvarez Cortes.
Labels: (Owned) Corona, Evesol, Fonodisco; (licensed domestic) Cachilapo, Debut, Sonibell; (licensed foreign) Accion (Mexico), Condor (Ecuador), Fadisa (Ecuador), Falcon (Mexico), Gas (Mexico), INS (Colombia), Marfer (Spain), Mate Discolor (USA), Preludio (Colombia), Starbright (USA), Studio (Portugal), Tecla (Portugal), Trama (Spain), Tropical (Colombia), Vogue (France).

Fontana, see Polydor
 G M, see Grabaciones Mundiales.
 Grabaciones Mundiales CA, Apdo. 3637, Edif. Misamac, Local A, Tablitas a Venado, Caracas. Tel: (02) 441-99-10/5032. Cable: PAMUSICA. Telex 26232. Pres. Arlindo Andrade Silva; VP: Ernesto Aue; Sales Mgr. Armenio Sabena.
Labels: (Owned) GM; (licensed foreign) Alhambra (Spain), Aris (Italy), Atlantic/Atco (USA), Beverly (Brazil), Copacabana (Brazil), Elektra/Asylum (USA), Libra (USA), Movieplay (Spain), Nonesuch (USA), Orfeu (Portugal), Reprise (USA), Telefunken (Germany), Warner Bros. (USA)

Gramsa, see El Palacio de la Musica
 H B, see El Palacio de la Musica.
 Heliodor, see Polydor.
 Jukebox, see El Disco de Moda
 Karussell, see Polydor
 Lad, see La Discoteca
 Latino, see Suramericana
 Latinoamericana del Disco CA (Corp.), see Cordica
 M G M, see Polydor
 Mercury, see Polydor
 O K, see El Disco de Moda.
 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. Telex 26232. Pres. Ernesto Aue; VP: Herbert Venjakob; Gen. Mgr. Miguel Angel Pina; Sales Mgr. Carlos von Enem
Labels: (Owned) Gramsa, HB, Palacico, Solex; (licensed) AVI (USA), Alegre (USA), Buddha (USA), Cotique (USA), Decca (UK), Delphine (France), Fania (USA), Inca (USA), International (USA), London (USA), Mardi Gras (USA), Motown (USA), Peerless (Mexico), Seeco (USA), Tico (USA), United Artists (USA), Vaya (USA), West Side Latino (USA)
Int'l reps.: Central America (Indica), Colombia (Fuentes), Ecuador (Famoso), 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. Cable: POLYDOR. Telex 24235. Gen. Mgr. Harry Alex; Finance & Admin. Mgr. Freerk Abma; A&R Polydor & licensed labels: Helga Moslener, A&R Phonogram & licensed labels: Paul Ehrlich; A&R Nat'l Repertoire: Carlos Vila; A&R Nat'l Folklore & Latin Prod. Jose Bello.
Labels: (Owned) Archiv, DG, Fontana, Heliodor, Karussell, MGM, Mercury, Philips, Polydor, Tip, Vertigo, Verve; (licensed) Bronze (UK), Capricorn (USA), Casablanca (USA), Chrysalis (UK), De-Lite (USA), Infinity (USA), Island (UK), MCA (USA), Manhattan (USA), RSO (UK), Rocket (UK), 20th Century (USA), Virgin (UK), Zafiro (Spain)

R P M Discos, CA Edif. Rovessi, 3rd fl., No. 5, Cipreces a Santa Teresa. Tel: 45-43-81. Pres.: Robert Buckley, Promo Mgr. Cesar Esquivia; PR: Carlos Alamo; Int'l Mgr. Leon Ras.
Labels: (Owned) RPM, (represented) National, Prelude, Red Greg (all USA). (SEE ADVERTISEMENT)
 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) A&M (USA), Arista (USA), Capitol (USA), Dicap (Luxemburg), EMI (worldwide), EMI-America (USA), Harvest (UK), MAM (UK), Magnet (UK), Pausa (USA), Private Stock (USA), Purple (UK), Rocket (UK).
 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; (represented) Ambuco (Colombia), Sonolux (Colombia).

Solex, see El Palacio de la Musica.
 Sonibell, see Fonodisco.
 Sonografica Venezolana CA (Dist.), Apdo. 2057, Barcanas A Rio, Caracas 101. Tel: (02) 483-1527. Cable: CORAVEN. Telex: 21221. Pres. Peter Boltoime; Gen. Mgr.: Gerardo Rodriguez Yebrá.
 Sonus, see La Discoteca.
 Suramericana del Disco SrL (IFPI), Esq. Puente Restaurador, Mezzanina, Caracas. Tel: (02) 441-4444/4233. Cable: SURADISCO. Pres.: Antonio Jose Segura Gomez; VP: Hernando Izquierdo Fonseca; Promo. Dir.: Jorge Garcia.
Labels: (Owned) Latino, Venus, Yare, (licensed) Alshire (USA), Barclay (France), Belter (Spain), Famoso (Ecuador), Fonobosa (Colombia), Fonomex (Mexico), Santana (Colombia), Vergara (Colombia), Victoria (Colombia).

Int'l reps.: Colombia (Victoria), Ecuador (Famoso), Guatemala (Dideca), Panama (Dideca), Peru (FTA).
 Tip, see Polydor.
 Top Hits CA (Discos), Apdo. 70498, Edificio Continmca, 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.
Labels: (Owned) Billo, Color, Top Hits.
Int'l reps.: Central America (Indica), Argentina (CBS), Chile (EMI-Odeon), Colombia (Orbe), Dominican Republic (La Guarachita), Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), Spain (EMI-Odeon), USA (TH).

Velvet de Venezuela SA, Apdo. 19134, Edificio Andrea Doria, Of. 11, Rio a Puente Soublette, Caracas 101. Tel: (02) 41-40-62, 42-20-19. Cable: VELVESA. Pres.: Jose Page Barrios; Admin. Mgr.: Antonio Vallencia, 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), Infopesa (Peru), Microfon (Argentina), Versatile (USA), (distributed—not licensed) Alfa (Canada), Can 1 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, Edit. Los Hermanos, 10th fl., Av. Principal Los Cortijos de Lourdes, Caracas. Tel: (02) 239-92-22. Cable: COLRECORD.
Int'l firm represented: April (USA)
Int'l rep.: Mexico (Mundo Musical).
 Orbe Eds. Musicales, PO Box 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: ORBEMUSA. Pres.: Cesar Roldan; Gen. Mgr.: Ligia de Garcia.
Int'l firms represented: Amanecer 76 (Spain), Marfer (Spain), Morro (USA), Musicol (Colombia), Pamsco (Argentina), Prodema (Peru), SADRAM (Ecuador)
Int'l reps.: Argentina (Pamsco), Canada (Morro), Central America (EMLASA), Colombia (Discomoda), Ecuador (SADRAM), Mexico (EMLASA), Peru (Prodema), Spain (Amanecer 76), 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.), Esq. 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.: Wilhelm Ricken; Comm'l Mgr.: Ciro Vega Aguilera.

● services

DESIGN & ARTWORK

Orbemusa, Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Opns. Mgr.: Pedro Sepulveda; Maintenance Mgr.: Alvaro Rodriguez.
 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 Soublette, 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. Cable: LADICOTECA. Pres.: Wilhelm Ricken; Mgr.: Dr. Klaus Koller.
 Dark CA (Fabrica de Discos), Avda. Intercomunal 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. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Opns. Mgr.: Manuel Perez; Maintenance Mgr.: Alvaro Rodriguez.

Gramsa (Grabaciones de America SA), Piedras a Pte. Res-taurador 128, Caracas 101. Tel: (02) 41-54-22. Cable: PAMUSICA. Telex: 26232. Pres.: Gladys de Aponte; VP: Herbert Venjakob.
 Sonografica Venezolana CA (Ind'l), Apdo. 2057, Barcnas A Rio, Caracas 101. Tel: (02) 483-1527. Cable: CORA-VEN. Telex: 21221. Pres.: Peter Boltome; Gen. Mgr.: Gerardo Rodriguez Yebrá. (Pressing only)

PRINTERS & LITHOGRAPHERS

Criodisca (Productora Criolla de Discos 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.: Dr. Klaus Koller.
 Favédica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Opns. Mgr.: Manuel Perez; Maintenance Mgr.: Alvaro Rodriguez.
 Orbemusa, Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Opns. Mgr.: Pedro Sepulveda; Maintenance Mgr.: Alvaro Rodriguez

RECORD PROMOTION

San Sebastian de Oro (Fundacion), Calle 5 & Av. Oriental, Urbanizacion Merida-Ota: Zunimar, San Cristobal. Tel: (076) 2-74-55, 3-60-05.

**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.

Favédica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Opns. Mgr.:

Manuel Perez; Maintenance Mgr.: Alvaro Rodriguez (PKG)
Audio: Cassette.
 Lider Multicassette CA, Rio a Puente Soublette, 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, Apdo. 5458, Edificio Avo, 2nd fl., Calle Milan, California Sur, Caracas. Tel: (02) 22-49-45/37-09/68-98. Cable: POLYDOR. Telex: 24235. Gen. Mgr.: Harry Alex.
 Sonografica Venezolana CA (Ind'l), Apdo. 2057, Barcnas A Rio, Caracas 101. Tel: (02) 483-1527. Cable: CORA-VEN. Telex: 21221. Pres.: Peter Boltome; Gen. Mgr.: Gerardo Rodriguez Yebrá.
 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 Venezolana SA, Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Dir.: Peter Lind; Sales Mgr.: Rafael Benedetti
Audio: Cassette.

**JACKETS & SLEEVES
LABELS**

Favédica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Opns. Mgr.: Manuel Perez; Maintenance Mgr.: Alvaro Rodriguez.

TAPE, BLANK LOADED & RAW

B A S F Venezolana SA, Apdo. Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Dir.: Peter Lind; Sales Mgr.: Rafael Benedetti. (Blank only)
Audio: Cassette.
 Favédica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Co-ord.: Alfonso Ramirez; Opns. Mgr.: Manuel Perez; Maintenance Mgr.: Alvaro Rodriguez.
Audio: Cassette.
Brand name: Discomoda (DCM)

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
 Westindy Music Co. Inc., PO Box 2896, 86 Main St., St. Thomas 00801. Tel: (809) 774-4488. Pres.: Wilbur La Motta; Gen. Mgr.: Leroy A. La Motta
Labels: (Owned) Cultural Dimensions, Westindy.
Int'l reps.: Barbados (WIRL), Jamaica (Dynamic), Trinidad (Record Specialists), USA (Pickwick).

● **music publisher**

Westindy Music Co. Inc. (ASCAP), PO Box 2896, 86 Main St., St. Thomas 00801. Tel: (809) 774-4488. Cable: WESTINDY. Pres.: Wilbur La Motta.

YUGOSLAVIA

Population: 22,107,000
 Rate of exchange: \$1 (US) = 18.83 new dinars.
 Per capita income: \$1,620.
 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:

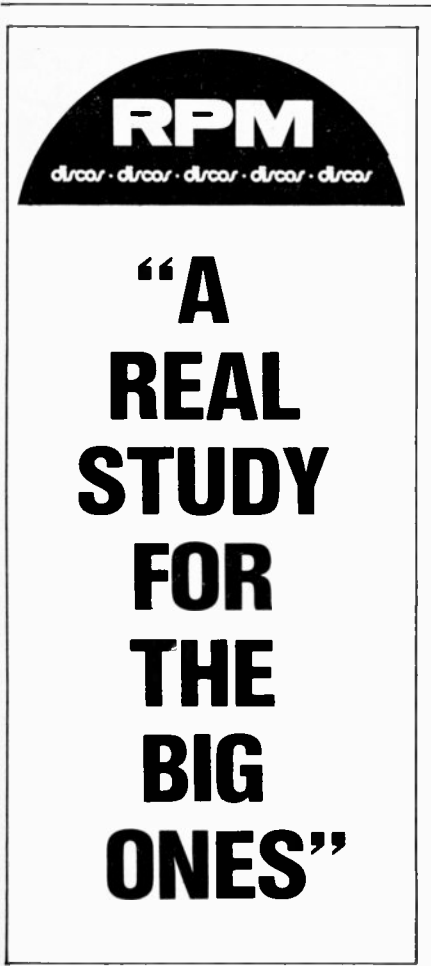
Balance-of-payment has temporarily forced a stiff import licensing policy on all trade organizations.

● **record & tape
manufacturers /
distributors / importers**

Alta Muzicak 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.: USA (Motown).
 Helidon Tovarna Gramofonskih Plosc, Vodnikova 42, 61000 Ljubljana. Tel: (061) 55-179. Gen. Mgr.: Dusan Drolc; Sales Mgr.: Jozse Kosar; Prod'r: Vilko Ovsenik. (Distributed by Suzy).
Labels: (Owned) Helidon; (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).
 Prosveta, 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) 313-039. Telex: 31118. Mng. Dir.: Jure Robeznik; Ass't Mng. Dir.: Int'l: Dusan Velkaverh.
Labels: (Owned) R T V Ljubljana; (licensed) Chrysalis (UK), Ricordi (Italy).
 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), Ariola 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).
Int'l reps.: Netherlands (Phonogram), Spain (Ariola), 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 Krugujevca. 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.



RPM
 discor · discor · discor · discor · discor

**“A
 REAL
 STUDY
 FOR
 THE
 BIG
 ONES”**

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
 Kinel Music (Eds. Musicales), Vinogradska 3, 41000 Zagreb. Tel. (041) 573-462. Pres. & Gen. Mgr. Mario Kinel.
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) 313-039. Telex 31118. Mng. Dir. Jure Robeznik
 Dragan Schmitzanic, PO Box 543, Marticeva 21-11, 41000 Zagreb
Int'l firm represented: April Blackwood (USA)
 Zabavne Melodije, Berislaviceva 9, 41000 Zagreb. Tel. (041) 442-084

● **services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Croatian Composers, Berislaviceva 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'l des Organisateur des Festivals), PO Box 370, 58000 Split. Tel. (058) 514-014. Pres. Augusto Alguero. Sec'y Gen. Armando Moreno. Ambassador Les Reed
 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, Remetinacka 75, Zagreb
 Union of Yugoslav Composers, Misarska 12-14, 11000 Belgrade. Tel. (011) 334-771. Cable SOKOJ. Exec. Bd. Pres. Slavko Zlatic. Pres. Bojan Adamic
 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. Bojan Adamic. (Mechanical & performing rights)
 Zavod za zastitu autorskih malih prava (Performing & Mechanical Rights Society), Misarska 12, Belgrade

PLATING, PROCESSING & PRESSING PLANTS

Helidon Tovarna Gramofonskih Plosc, Vodnikova 42, 61000 Ljubljana. Tel. (061) 55-179. Gen. Mgr. Dusan Drolc. Sales Mgr. Jozse Kosar. Prod'r. Vilko Ovsenik. (Pressing plant only)
 Jugoton Recs., Niska bb, 41040 Zagreb. Tel. (041) 251-155, 644-729/341/522. Telex 21857. Gen. Mgr. Slavko Kopun.

RECORD PROMOTION

R T V Ljubljana Recs. & Tapes, Tavcarjeva 17, 61000 Ljubljana. Tel. (061) 313-039. Telex 31118. Mng. Dir. Jure Robeznik. Ass't Mng. Dir. Int'l: Dusan Velkaverh

**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.

Jugoton Recs., Niska bb, 41040 Zagreb. Tel. (041) 251-155, 644-729/341/522. Telex 21857. Gen. Mgr. Slavko Kopun.
Audio: Cassette
 R T V Ljubljana Recs. & Tapes, Tavcarjeva 17, 61000 Ljubljana. Tel. (061) 313-039. Telex 31118. Mng. Dir. Jure Robeznik. Ass't Mng. Dir. Int'l: Dusan Velkaverh. (PKG)
Audio: 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.
Product: 45 rpm adapters.

IT TAKES 2 KINDS OF PEOPLE TO MAKE UNITED WAY WORK. THE BIG HEARTED AND THE HARD HEADED.



Thanks to a lot of generous people in your town, the United Way supports a wide range of human services for people who really need them.

A lot of ordinary people with extraordinary dedication devote long hours looking at budgets and community needs to determine how the money you give can be used to your community's best advantage. That's how United Way works. And why.



Thanks to you, it works. For all of us. **United Way**

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WHOLESALE

Continued from page 137

- Labels:** Alligator, Ameraba, Blind Pig, Blue Canyon, Caedmon, Channel, Cherry, Creative World, Deutsche Classische, Discovery, Dobre, Fiesta, Firegign, IPM, JDC, Mark 56, Philo, Prism, Produktion Deutschmark, Rhino, Rounder, SMI, Sonic Arts, TEC, Taxi, Trend, West End (SEE ADVERTISEMENT)
- Record Dist'g Serv. Inc., 2039 Antoine, Zip: 77055 Tel: 683-7171. Mgr.: Russ Reeder, Singles, Albums & Tape Buyer. **Jane Reeder (Rec. & Tape D & OS)**
- Labels:** Arctic, Astro, Crazy Cajun, Dapno, GMC, Hillside, House of Orange, Little Darlin', Nationwide Sound, Plantation, Raven Mad, South Breeze, Sun, TMS, Whiskey River.
- Record Specialty's Co., 14528 Hempstead Hwy. Zip: 77040. Tel: 939-1031. Owner: H.V. Hood. Mgr. & Buyer: Marjorie Menendez. **(Rec. & Tape RJ)**
- Sound Rec'g Co., see Eden Recs.
- South Texas Whsle. Recs. & Tapes Inc., 8566 Katy Fwy., No. 123. Zip: 77024. Tel: 464-6507. Mgr.: R.W. Powers. Buyer: D.F. Hagan. **(Rec. & Tape OS & RJ)**
- Home office: San Antonio, Tex.
- United Rec. Dist. Co., 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Owner: Jack Kirby. Mgr.: G. Saldana. Buyers: Singles, Leatha Lundstrom, Albums, Gary Barnard. Tape: Chris Chapin. **(Rec. & Tape OS)**
- Warner/Elektra/Atlantic Corp., 5750 Bintliff. Zip: 77036. Tel: 789-5920. Sales Mgr.: John Quinn. **(Rec. & Tape D)**
- Rec. labels:** Asylum, Atco, Atlantic, Bearsville, Beserkley, Big Tree, Cotillion, Custom, Dark Horse, DiscReet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Manticore, Nonesuch, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Slipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Specter, Westbound, Whitfield, Wing & a Prayer, Zephyr
- Tape lines:** Same as rec. labels
- Western Mdsrs. Inc., PO Box 2384, 1233 N. Post Oak Rd. Zip: 77001. Tel: 688-7783. Mgr.: John Sobieski. Buyer: Pat C. Deckard. **(Rec. & Tape OS & RJ)**
- Home office: Amarillo, Tex.

LUBBOCK (Area Code 806)

Recordland USA Inc., PO Box 10112. Zip: 79408; 3111 34 St. Zip: 79410. Tel: 792-3277. Owner: Allan Rosen; Buyer: Carl Keel. **(Rec. & Tape OS)**

McALLEN (Area Code 512)

A R V Rec. Sales, see House of Falcon.

Alamo Rec. Dist. Inc., 1412 Beaumont. Zip: 78501. Mgr.: Nelson Balido. **(Rec. & Tape RJ)**

Home office: San Antonio, Tex.

House of Falcon Inc./ARV Rec. Sales, 821 N. 23. Zip: 78501. Tel: 686-5851. Mgr. & Buyer: Ramiro Perez. **(Rec. & Tape D, OS & RJ)**

Branch: Los Angeles, Calif. **(Rec. & Tape D)**

Labels: ARV Int'l, Falcon, Ric.

SAN ANTONIO (Area Code 512)

Alamo Rec. Dist. Inc., 1900 Fredericksburg Rd. Zip: 78201. Tel: 736-4391. Owner: Carlos M. Balido; Mgr.: Ruben Mella. **(Rec. & Tape RJ)**

Branch: McAllen, Tex.

Bromo Dist. of San Antonio Inc., 6522 San Pedro. Zip: 78216. Tel: 828-9991. Mgr.: Joe Malone; Buyer: James Cooper. **(Rec. OS)**

Home office: Dallas, Tex.

Cayre Dists. of Texas Inc., 722 San Pedro. Zip: 78212. Tel: 222-0106. Mgr. & Buyer: Charles McDonald. **(Rec. & Tape D)**

Home office: New York, N.Y. Caytronics Corp. **(Rec. & Tape D, OS, RJ, I & E)** (See for prod. distributed)

E & R One Stop, 301 S. Main Ave. Zip: 78204. Tel: 222-0911. Owner: Ethel Schram; Mgr. & Buyer: Pete Bustamante. **(Rec. & Tape OS)**

Marsal Prod'ns Inc., 1735 Castrovilla Rd. Zip: 78237. Tel: 433-9351. Pres.: Antonio J. Menendez; Gen. Mgr.: Pat Alvarado. Sales Mgr.: Chano Elizondo. **(Rec. & Tape D, OS, I & E)**

Branches: Los Angeles, Calif.; New York, N.Y.; TS Recs. & Tapes

Rec. labels: Del Rio, Del Topo, Dominante, Magda, Marsal, Tex Mex.

Tape lines: Del Rio, Del Topo, Dominante, Magda, Marsal, Super Mex, Taco, Tex Mex, West Mex.

Musical Recs. Co./Musical Tapes Inc., 135 Braniff Dr. Zip: 78216. Tel: 342-2621. Mgr.: Ruben Espinosa. **(Rec. & Tape D)**

Home office: Miami, Fla.

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

Tape lines: Same as rec. labels.

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

Musical Merchants Inc., 310 W. Nakoma Dr. Zip: 78216. Tel: 349-1267. Owners: Bill McGehee, John Gonzales, Albums & Tape Buyer: Irmgard McGehee. **(Rec. & Tape OS)**

Rangel Music Co. Inc., PO Box 5524, 809 Fredericksburg Rd. Zip: 78201. Tel: 735-6111. Mgr.: Manuel E. Rangel. **(Rec. D, OS & RJ; Tape D)**

Rec. labels: Big Star, ARV, BSR, Cara, De La Rosa, Dina, Falcon, Fama, Fireball, Freddie, GC, Joey, Keloc, LRC, Nuevo, Uniko, Yuriko

Tape lines: ARV, BSR, Big Star, Cara, De La Rosa, Dina,

Falcon, Fama, Fireball, Freddie, GC, Joey, Keloc, LRC, Nuevo, Uniko, Yuriko

South Texas Whsle. Recs. & Tapes Inc., 724 Lexington. Zip: 78212. Tel: 224-0754. Mgr.: R.W. Powers, Singles, Albums & Tape Buyer: R.G. Guillerman. **Rec. & Tape OS & RJ)**

Branch: Houston, Tex.

Accessories: Le-Bo

SAN BENITO (Area Code 512)

Rio Grande Music Co., PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Owner: Lionel C. Betancourt; Mgr. & Buyer: John F. Phillips. **(Rec. & Tape D & OS)**

Rec. labels: Akron, Alfa, Alhambra, Arcano, Bego, Bernal, Bronco, Buena Suerte, CR, CRC, Caliente, Capri, Carno, Caytronics, Chelmar, Chico, Coast, Cobra, Colonial, Columbia, Corona, DLB, DLV, De La Rosa, Del Sur, Del Valle, Del West, Discolando, Dominante, Do-Re-Mi, E-Z, East Band, Escorpion, Falcon, Fama, Fireball, Firma, Flecha, Freddie, GC, GCP, Gabe, Gapoca, Gas, Hino, Hurricane, Ideal, JC, Jilguero, Joey, Jo-Vi, Keyloc, Latino Int'l, Latin Soul, Lira, Magda, Marsal, Mex-Melody, Miami, Mister G, Musart, Musi-Mex, Norco, Norteno, Nova Vox, Nuevo, Orfeon, Oro, Parnaso, El Pato, Peerless, Popular, Primero, Pronto, RCA, RN, Raff, Ramez, Real, Relampago, Ric, Roca, Rosina, Rovi, Sombrero, Sonido Int'l, Starlite, Sunglow, Tear-drop, Tex-Mex, UA Latino, Unico, Valmon, ZAAO, El Zape.

Tape lines: ARV, Alhambra, Arcano, Bego, Bernal, Buena Suerte, CBS Latin, CR, CRC, Caliente, Capri, Carino, Caytronics, Chico, Columbia, DLB, Del Rio, Del Sur, Del Valle, Dominante, Falcon, Fama, Freddie, Fuego, GCP, Gas, Ideal, Impacto, JC, Keyloc, Latino Int'l, Mr. G, Magda, Marsal, Mex-Melody, Musart, Musart-Norteno, Musi-Mex, Nova Vox, Nuevo, Oro, Parnaso, Primero, RCA, RN, Raff, Reloj, Ric, Rovi, Super-Mex, Teardrop, Tex Mex, Torres, UA Latino, Unico, West-Mex, El Zape.

Playback equip.: Marantz, Pioneer, RCA, Sony, Zenith

Accessories: Blank tape, head cleaners, leader tape, splicing tape (BSAF, Scotch).

SNYDER (Area Code 915)

Corrales Ents./Corrales Music World, PO Box 664. Zip: 79549. Tel: 573-8566/7585. Owner: Ricardo L. Corrales; Mgrs.: Manuel & Arturo Corrales; Buyer: Ricardo L. Corrales. Local branch: Estampas Mexicanas, 1910 1/2 25 St. Zip: 79549. Tel: 573-8567. Mgr.: Arturo Corrales. **(Rec. & Tape OS & RJ)**

TAYLOR (Area Code 512)

Trackdown Rec. Dists., PO Box 763, 502 Booth St. Zip: 76574. **(Rec. D, OS, RJ, I & E)**

Home office: Chicago, Ill. (See for prod. distributed)

UTAH

SALT LAKE CITY (Area Code 801)

Alta Dist'g, 2270 Bridger Rd. Zip: 84125. Tel: 972-3800. Mgr.: Joe Sasich; Buyers: Singles, Alice Hale. Albums: Steve Middleton; Tape: Nick Sasich. **(Rec. & Tape OS & RJ)**

Accessories: Le-Bo, Maxell, Memorex, Scotch.

Cordova's Importers & Dists., PO Box 16065, 543 W. 400 North. Zip: 84116. Tel: 355-1914. Owner & Mgr.: Carl C. Cordova. **(Rec. & Tape D & I)**

Rec. labels: Bego, Buena Suerte, CR, Caytronics, Columbia (Mexico), Cristy, Del Rio, Disneylandia, Dominante, Eco, Estereo Fono, Freddie, Hurricane, Keyloc, Magda, Marsal, Musart, Musimex, Orfeon, Peerless, RJJ, Topo Chico, Torres, El Zape.

Tape lines: Bego, Bernal, Buena Suerte, CR, Caytronics, Columbia, Cristy, Del Rio, Dominante, Falcon, Freddie, Hurricane, Magda, Marsal, Musart, Orfeon, Peerless, Rovi, El Zape.

Western Toy & Hobby Inc., 327 W. Second South. Zip: 84101. Tel: 364-6593. **(Rec. D & RJ)**

Branch: Denver, Colo., Twirl Town Toys.

Rec. labels: Disneyland, Gusto-Alto

Tape lines: Pickwick

Phonographs: LJM.

VERMONT

BURLINGTON AREA (Area Code 802)

Almor Playtime Co. Inc., Dorset St., South Burlington 05401. Tel: 864-4087. **(Rec. & Tape D, OS & RJ)**

Home office: Amsterdam, N.Y. (See for prod. distributed)

Altec Dist'g Co. Inc., 36 Church St. Zip: 05401. Tel: 864-5777. Pres.: Martin Gold; Mgr.: Paul Schulman; Buyers: Singles & Tape, Kenneth Freestone; Albums, Paul Schulman. **(Rec. & Tape OS, RJ, I & E)**

RUTLAND (Area Code 802)

Record Shack of New England, 138 West St. Zip: 05701. Tel: 775-1933. Mgr.: Dennis Centofranchi. **(Rec. & Tape OS, I & E)**

Home office: Woodside (New York Metropolitan Area), N.Y., Record Shack of New York City Inc.

WATERBURY (Area Code 802)

Silo Inc., Box 82, RD.2, Zip: 05676. Tel: 244-8657. Owner: Mgr., Singles, Albums & Tape Buyer: Joan Pelton. **(Rec. D, OS & I; Tape D)**

Rec. labels: Adelphi, Arhoolie, Avoca, Bay, Bert & I, Biograph, Blarney Castle, Blue Goose, CMH, Cassandra, Celeste, Chelsea House, County Crest, Droll Yankee, Flying Fish, Flying High, Folk Legacy, Folk Lyrac, Folkways, Fretless, Front Hall, Gae-Linn, Galaxia, Grass Mountain, Green Mountain, Innisfree/Green Linnet, Jorral, June Appal, Kaleidoscope, Kicking Mule, Lady of Carlisle, Leader/Trailer, Living Folk, Mineral River, Minstrel, Monks of the Weston Priory, Mountain Railroad, Mulligan, Nessa, Newworld, Olivia, Pacific Cascade, Paraclete, Philo, Physical, Pleiades, Rebel, Redwood, Revonah, Ridge Runner, Sea Friends, Shanachie, Sierra/Briar, String, Sugar Hill, Topic, Troubadour, Voyager, Wyalton, Windham Hill, Wise Women.

Rec. labels imported: BBC (folk prod. only), Banff (Canada), CCBP (Canada), Celtic (Canada), Columbia (Canada), Fogarty's Cave (Canada), Glencoe (Canada), London (Canada), MCA (Canada)

Tape lines: Bert & I, CMH, Fretless, Monks of the Weston Priory, Pacific Cascade, Philo, Pleiades, Rebel.

VIRGINIA

ARLINGTON (Area Code 703)

Giant Music Whslns. 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 Whslns. 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 Whslns. 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, Atteiram, CMH, County, Flying Fish, Front Hall, Grassound, June Appal, Kicking Mule, Leather, Mountain, Old Homestead, Outlet, Philo, Puritan, Rebel, Revonah, Ridge Runner, Rounder, Shanachie, Shiloh, Sierra/Briar, Sonatone, Starday/King, Sugar Hill, Troubadour, Vetco, Wango.

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, Hootor, Al Pierson, Roper, Telemark

Rec. labels imported: Abeille, Dansan, Eric Winstone, Franco-Elite, Gold Star (UK), IDR, IDTA, Joys, Manibelle, Philips, Polydor, Redifusion (UK), Rencontre, Silver Dollar, Starlite, Sydney Thompson. Telemark (UK).

Tape 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)**

Home office: Island Park, N.Y.

Accessories: Blank tape

Tidewater One Stop, 1910 Granby St. Zip: 23517. Tel: 622-8663. Mgr.: Jack Caputo. **(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)**

Trackdown Rec. Dists., PO Box 7552. Zip: 23231. **(Rec. D, OS, RJ, I & E)**

Home office: Chicago, Ill. (See for prod. distributed)

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, Mountain, Old Homestead, Outlet, Power Pak, Rebel, Ridge Runner, Rounder, Starday/King.

WASHINGTON

● BELLINGHAM (Area Code 206)

Praise Recs., 1515 W. North St Zip 98225 Tel 671-9562 (Rec. & Tape D)
Int'l branches: Canada—Vancouver, B.C.; Toronto, Ont
Rec. labels: Faith, Fisher Folk, Harold, Horizon Little People, Maranatha, New Born, New Life, Praise, Sunrise, StarSong
Tape lines: Same as rec labels

● SEATTLE AREA (Area Code 206)

C B S Recs., 1051 Andover Park E., Tukwila 98188 Tel 575-0931 Branch Mgr Joe Yoppolo (Rec. & Tape D)
Rec. labels: Arc, Bang, Blue Sky, CBS, Caribou, Columbia, Epic, Jet, Kirshner, Melodiya/Columbia, Nempor, Odyssey, Philadelphia Int'l, Portrait, Starlite, Stiff, T-Neck, Tabu, Tappan Zee, Unlimited Gold
Tape lines: Same as rec labels

California Rec Dists Inc, 6011 S Roxbury Zip 98118 Tel 723-0900 Sales Mgr George Bigley, Promo Mgr Ted Higashioka (Rec. D)
Home office: Glendale (Los Angeles Metropolitan Area), Calif

Labels: Abattoir, Advent, Arcane, Archive of Folk & Jazz, Archive of Piano Music, Artist House, Ashtree, Audio Fidelity, Audio Rarities, Bean, Big Band Int'l, Big Town, CRD, Caedmon, Candide, Century, Chiaroscuro, Coco, Columbia Special Prods., Concert Disc, Concord, Corinthian, Counterpoint, Creative World, Criterion, Demand, Discus, Dooto, Electric Lemon, Everest, First Heard, Folkways, Fremont, Gala, Giants of Jazz, Glendale, Golden Age, Golden Era, Graffiti, Granite, Green-tree, HNH, Harlequin, Hawaii Calls, History in Sound, IRDA, Jazz Treasury, King, Legacy, Los Angeles, Mark 56, Muskadine, Nessa, New Orleans Jazz, Nostalgia, Nostalgia Lane, Old Homestead, Olympic, Orion, Palm, Period, Plantation, Polaris, RGB, RVL-RDC, Radiola, Republic, Request, Retrospect, Revelation, Ridge Runner, Roper, Rounder, Sackville, Sandcastle, Scala, Semaphore, Shoestring, Sounds, Sountrak, Standing Room Only, Stanyan, Starday, Slash, Sun, Sunbeam, Survival, Syntonic Research, Tahiti, Taz-Jaz, Telarc, Testament, Tradition, Trix, Turnabout, Umbrella, Unicorn, Varese, Vox, Vox Box, World Jazz, Zafiro (SEE ADVERTISEMENT)

City Hall Recs., 1427 Calhoun E Zip 98112 Tel 329-5715 District Sales Mgr George Romansic (Rec. D, I & E; Tape D)
Home office: San Francisco, Calif (See for prod distributed)

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 Portteus, Mgr Russ Portteus, Buyers Singles, Steve Brown, Albums & Tape, Russ Portteus (Rec. & Tape RJ)

Handelman Co., 1207 Andover Park W., Tukwila 98188 Tel 575-0400 Mgr Alan Olson, Buyers Alan Olson, Frank Brandon, Lisa Jordan, (Rec. & Tape RJ)
Home office: Clawson (Detroit Metropolitan Area), Mich

Kiner Dist'g Co., PO Box 724, Redmond 98052 Owrer & Buyer Larry 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 Branch Mgr: Dan Wedlock (Rec. & Tape D)

Rec. labels: Backstreet, Butterfly, Coral, Infinity, LAX, MCA, Songbird, Source, Vocalion
Tape lines: Same as rec labels

Major Dists. Inc., 18292 Andover Park W., Tukwila 98188 Tel 575-0081, Owner R.G. Anderson; VP Rec Div. Gary Clark, Buyers Singles, Inge Wood, Albums, Jim Nickle, Monica Moore, Tape, Gary Davis (Rec. & Tape D & RJ)

Branches: Livermore (San Francisco & Bay Area), Calif., Honolulu, Hawaii
Rec. labels: Alshire, Camden, Disneyland, Pickwick, Stoneway
Tape line: GRT
Phonographs: BSR

Playback equip.: Hitachi, Mitsubishi, Panasonic
Accessories: Batteries (Duracell), blank tape (Ampex, BASF, Memorex, Scotch), needles (Transcriber), Le-Bo, Vanco prods.

P J L Corp., 1041 Industry Dr., Tukwila 98188 Tel 575-0675, Mgr Mike Boyle, Buyer Bill Green (Rec. & Tape OS)

Home office: Denver, Colo., Danjay Music Inc
Pacific Rec. & Tape Dists. Inc., 522 Industry Dr Zip 98188 Tel 575-3100 (Rec. & Tape D)

Home office: Emeryville (San Francisco & Bay Area), Calif

Labels: APA, AVI, Ala, Alston, Barnaby, Beserkley, Blues Spectrum, Canaan, Cat, Channel, Charlie Parker, Chimneyville, Clouds, Cream, Dash, Dial, Drive, Fantasy, Flying Fish, Galaxy, Glades, Good News, Gospel Roots, Gospel Truth, Hi, Janus, Jewel, Juana, Kayvette, LA, LRC, LS, Laff, Lamb & Lion, Light, Mainstream, Malaco, Maranatha, Marlin, Milestone, Mountain Railroad, Myrrh, New Pax, New Song, Paragon, Prelude, Prestige, Ranwood, Riverside, Ronn, Shadybrook, Shield, Silver Blue, Specialty, Stax, TK, Theresa, Tomato, Vanguard, Versatile, Wee, Weird World, Wolf, Wolf, Xanadu

Pacific Rec. Serv., 678 Industry Dr., Tukwila 98188, Tel 575-3110, Pres. Jim Huffine, Sales, Denny Vaughn

(Rec. & Tape D—cutouts). (Also see Western Rec. Sales, Emeryville (San Francisco & Bay Area, Calif.)
Pickwick Int'l Inc., Rack Servs Div., 18260 40 Ave S Zip 98118 Tel 725-2500 Opns. Mgr. Fred Stewart; Sales Mgr. Al Zangrillo, Buyer Kathy Doolin (Rec. & Tape OS & RJ)
Home office: Minneapolis, Minn

PolyGram Dist'n Inc., 1018 Industry Dr Zip 98188 Tel 575-3830 Mgr Gerry Kopecky (Rec. & Tape D)
Home office: New York, N.Y.

Rec. labels: American Int'l, Archiv, Capricorn, Casablanca, Charisma, Chocolate City, DJM, De-Lite, Deutsche Grammophon, Emarcy, Festivo, Fontana, Limglight, MGM, Mercury, Monument, Oasis, Parachute, Philips, Polydor, Polydor/BGO, Polydor/Harem, Polydor/Kolob, Polydor/MVP, Polydor/Mankan, Privilege, RSO, RSO/Curtom, Riva, Smash, Soundstage Seven, Spring, Vertigo, Verve, Zappa
Tape lines: Same as rec labels

R C A & A&M & Assoc'd Labels, PO Box 88239, 576 Industry Dr., Tukwila 98188 Tel: 575-1410 Sales Mgr.: Bonnie McCassy (Rec. & Tape D)

Rec. labels: A&M, Bluebird, Free Flight, Gold Seal, Grunt, Hologram, Millennium, NY Int'l, Pablo, Pablo Live, Pure Gold, RCA, Red Seal, Roadshow, Rocket, Salsoul, Solar, Tortoise, 20th Century, Victrola, Windsong
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 Lavinthal, Stan Jaffe, Buyer Chuck Blacksmith (Rec. & Tape RJ)

Sound Recs. & Tapes (div. of Gull Inds.), 725 S Fidalgo Zip 98108 Tel 767-4580 VP Ed Richter, Opns Dir. Ray Watson, Buyers D & OS Singles, Diane Penney; D Albums & Tape, Michael Adelsherm, OS Albums & Tape, Sandy Blake (Rec. & Tape D), (Rec. & Tape OS as Super Sound One Stop)

Rec. labels: APA, ASI, Abkco, Accent, Alexander Street, Alston, Ananda, Argo, Arista, Arth, Ashtree, At Home, Audio Fidelity, Audio Rarities, Aural Explorer, Bach Guild, Barnaby, Big Sound, Big Town, Birthright, Blue Seagull, Buddha, Burdette, CTL, Candide, Cardinal, Cat, Century, Century 21, Chantrelle, Chiaroscuro, Children's Recs of America, Chimneyville, Chrystalis, Churchill, Cime, Classic Jazz, Clouds, Con Brio Concord Jazz, Conduco, Cream, Crescendo, Dana, Dash, Deluxe, Deram, Dial, Direct to Disc, Disneyland, Drive, ENJA, Echoes of an Era, Edge, Everyman, Fantasy, First American, First Component, Fona, GRP, GRT, Freckle, Galaxy, Glades, Good Sounds, Gordy, Gospel Roots, Great Northwest, Grecoophon, Gryphon, Gusto, HI, H&L, Harlequin, Hartley, Heart Warming, IRDA, Image, Impact, Improv, Inergy, Inner City, Inphasion, JDC, Janus, Juana, Kayvette, King, Koko, Kudu, LRC, LS, Label 21, Laurie, Le Joint, Living Language, L'Oiseau Lyre, London, MRC, M2WB, Malaco, Marlin, Midsong, Milestone, Motown, Muse, Mushroom, Music Is Medicine, Novus, Ode, Ovation, PBR, Pacific Arts, Parrot, Passport, Picadilly, Potato, Power Pak, Prelude, Prestige, Prodigal, Radiola, Ranwood, Rare Earth, Reid's World, Republic, Richmond, Ripcord, Riverside, Roots, Roulette, Royal Flush, SMI, SRI, Salvation, Sandcastle, Savoy, Scorpion, SeaWest, Shadybrook, Shield, Silver Blue, Soul, Sound Bird, Starbolt, Starday, Stax, Stereo Treasury, Stiff, Stony Plain, Sun, Sunnyvale, Sunshine Sound, TK, Talisman, Tamla, Telefunken, Threshold, Timeless, Turnabout, UK, Vanguard, Venture, Versatile, Visa, Vista, Vox, Wanderick, Watermelon, West End, Whid Isle, Weird World, Win, Wolf, Xanadu
Tape lines: Same as rec labels

Accessories: Fidelitone, Le-Bo, Maxell, Memorex, Sony, 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, Beserkley, Big Tree, Cotillion, Curtom, Dark Horse, Disc-Reet, ECM, Elektra, Embryo, Famous Charisma, Finnadar, Little David, Loma, Mantecore, Nempor, Nonesuch, Pacific, Paradise, Reprise, Rolling Stones, SHE, Sire, Shipped Disc, Swan Song, WMOT, Warner Bros., Warner/Curb, Warner Spector, Westbound, Whitfield, Wing & a Prayer, Zephyr
Tape lines: Same as rec labels

● VANCOUVER (Area Code 206)

Crown Prods. Inc., 1405 NE 88 St, Zip 98665 Tel: 574-5331 Owner, Mgr & Buyer Vernon H. Haas (Rec. & Tape D)

Rec. labels: Avant Garde, Benson, Calvary, Capitol, Columbia, Discovery, Hope, KCP, Lillenas, Manna, New Life, Pickwick, RCA, Ranwood, Singcord, Skylite, Sparrow, Star Song, 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 (Rec. OS)

3-D Electronics Inc., 3126 Seventh Ave, Zip 25312, Tel 744-4701 Pres. Dave Ferrell; Mgr. Roger Fishers, Buyers: Singles, Tanus McClanahan; Albums & Tape, Richard Fisher (Rec. & Tape D & RJ)

Rec. labels: A&M, CMH, Capitol, Capricorn, Casablanca, Columbia, Country, GRT, Heart Warming, Jrm, King, Bluegrass, MCA, Mercury, Pickwick, Polygram, RCA, RSO, Rebel, Salsoul, Sire, 20th Century, WEA, Word
Tape lines: Same as rec labels
Phonographs: BSR, Garrard, Marantz

Playback equip.: Emerson, Marantz, Pioneer of America, Superscope
Accessories: Arista, Le-Bo, Memorex, Philmore

● HUNTINGTON AREA (Area Code 304)

Dr. Feelgood's Inc., 6349 Rt. 60 E., Barboursville 25504, Tel 736-1515 Owner: Jon Courts, Mgr.: J. Paul Hogg; Buyers Steve Blankenship, Connie Barbour, Marjane Valentine, Local branch: Dr. Feelgood's Rec Emporium, 3150 Rt. 60 E., Barboursville 25504, Tel 736-5971 Mgr. Johnnie E. Courts; Buyers Jane Culp, Ray Courts, Steve Neumeyer (Rec. D, OS, RJ & I)
Labels: Dr. Feelgood, Loveline, Ruby Tuesday
Labels imported: Charly, MCF, Phil Spector Int'l, Transatlantic
Phonographs: Akai, Pioneer, Superscope, Technics
Accessories: Le-Bo, Memorex, Recoton, Rec-O-Vac, Sound Saver, Watts

Music Man Inc., 2519 Fourth Ave, Zip 25703 Tel 522-9011, Pres.: Thomas M. Sheets; Buyers Singles, Sid Clark; Albums & Tape, Dale Rowe, Gospel, Tim Effingham (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)

● MADISON (Area Code 608)

Rapid Sales Co. Inc. (Rec. RJ, Tape D & RJ), see TMD Inc.
TMD Inc., 1019 Jonathan Dr, Zip 53713 Tel 271-2661 Pres. Rolf V. Voegel; Buyer: Lois Lawrence (Rec. D), (Rec. RJ, Tape D & RJ as Rapid Sales Co. Inc.)
Rec. labels: Accent, Dearborn, Disneyland, GNP Crescendo, Golden, 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. Autacraga Dotson, Buyers: Singles, Sheila L. Woods, Larry K. Myles, Albums & Tape, Larry K. 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., 5825 N. 96 St, Tel: 462-8030 Mgr: Nick Pozmanski; Buyers: Singles, Pat Sindberg, Albums, Richard Grieb, (Rec. & Tape OS)

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: Adelphi, Philo, Ramblin', Rounder, Tool Room
Radio Doctors & Recs. Ltd., 240 W. Wells St, Zip 53203 Tel: 276-6422 Pres.: Stuart Glassman, Mgr. Michael Mowers; Tape Mgr.: Bob Gumz; Buyers: John Janowski, Mary Singleton, Cebron Rollins, Berline Barnes, Kathryn Jachowicz, Mark Andree, Bartley Cooper, Caryn Gumz, Kathy Ludwig, Sandra Yelverton (Rec. & Tape OS)

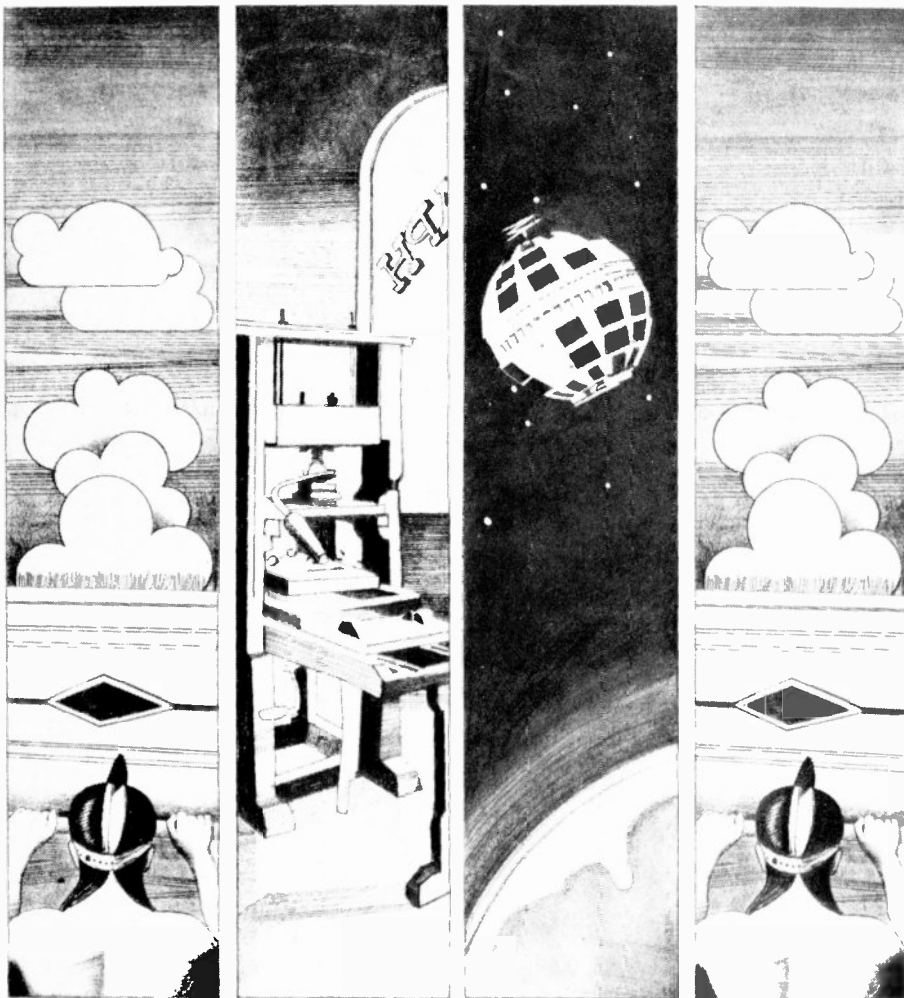
● STEVENS POINT (Area Code 715)

Record Rack Corp., 901 Clark St, Zip 54481, Tel 341-8445 (Rec. & Tape OS)

Playback equip.: Craig, Clarion, Electrographic, Emerson, Panasonic, Pioneer of America, Sanyo
Accessories: GC Electronics, Maxell, Pickwick, Recoton, Scotch

Q: What's the grandstand capacity at the Wisconsin State Fair?

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ACCESSORIES

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Product: Tape carrying & storage cases, head cleaners, leader & splicing tape (Scotch) (M) (SEE ADVERTISE-
MENT)

Toyota, see Electronic Homes.

Trade Serv Publ's Inc., 2720 Beverly Blvd., Los Angeles, Calif. 90057. Tel (213) 385-4211 Pres J A Simpson, VP W.A. Mundy

Product: Record information serv (Phonolog), tape information serv (List-O-Tapes)

Trans Continental Eng'g, 503 N Central Ave., Kent, Wash. 98031 Tel (206) 854-4478 Pres Jack V Ritter, 1st VP & Adv Mgr. Capry Ricks, VP Sales John Cowen.

Branch: Summer, 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 Sheagreen, Nat'l Sales Mgr John McDonald

Product: Cleaners, cloths, brushes 45 rpm adaptors, head cleaners, demagnetizers, needles, leader & splicing tape

U T C, see Universal Tape

Ultra Specialty Inc., 20700 Belshaw Ave., Carson, Calif. 90746 Tel (213) 979-0338. Cable ULTRASPEC Telex 194566 Ultraspec Crsn Pres Don Wong, Pres Ultraspec Int'l Gary Lyle, VP Mktg Bill Dawson

Product: Ultrasonic film splicer (SEE ADVERTISE-
MENT)

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, 38-40 S First St., Newark, Ohio 43055 Tel (614) 345-9426 Owner Robert H Kirk Jr

Product: Head cleaners (MD)

Victory Press Inc., 600 SW 10, Suite 502, Portland, Ore. 97205 Tel (503) 222-6138 Pres Dan E Gordon; Sales Mgr J E Gordon, Adv Mgr S R Gordon

Product: Tape carrying & storage cases.

Videotape Club of America, 311 Sunny Isles Blvd., North Miami Beach, Fla 33160 Tel (305) 944-3929 Pres & Sales Mgr Gary Zwerin

Product: Videocassette storage unit (VHS or Beta formats)

Vizi Co., 1-Box 283, Ellijay, Ga 30540 Tel (404) 635-7481

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-Linck Corp., 1234 Hwy 46, Clifton, N.J 07015 Tel (201) 471-1070 Pres J Lynam Sales Mgr A.W. Brill, Adv Mgr. E.T Spirko

Product: Needles (M)

Watts, see Empire

Watts Recordcare, see Elpa.

Webtek Corp., 4326 W Pico Blvd., Los Angeles, Calif 90019 Tel (213) 937-3511 Pres Joseph Klein, VP & Prod Mgr. John A Pace, Sales Mgr Ken George

Branch: Northfield, Ill., 778 Frontage Rd., Suite 115 Zip 60093. Tel (312) 446-6046

Product: Leader & splicing tape. (M) (SEE ADVERTISE-
MENT)

Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel (314) 567-5366

Product: Bulk erasers, magnetic erasing pencil (WRE)

Zerostat, see Discwasher

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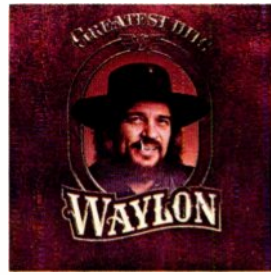
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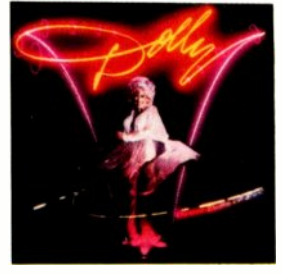
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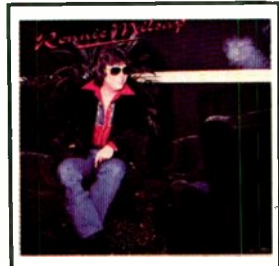
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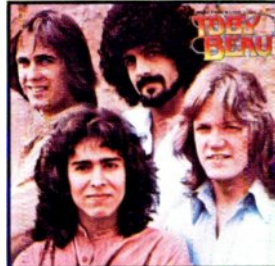
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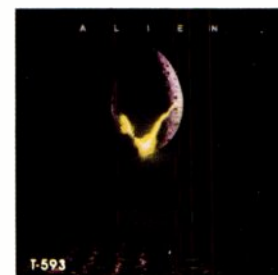
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