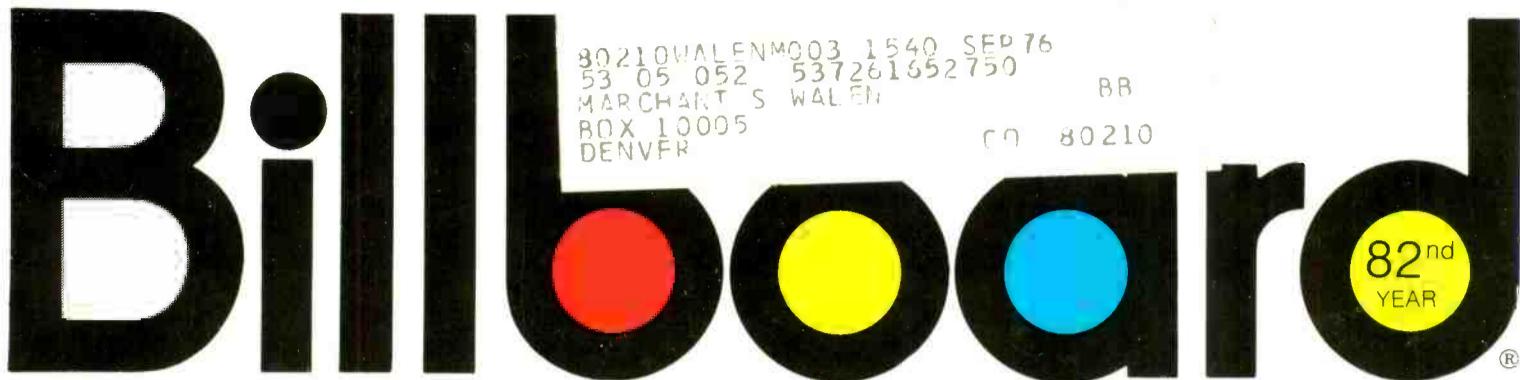


# HAWAII: Pop Vs. Polynesia

Highlighted In This Issue

08120



Billboard Publication

The International Music-Record-Tape Newsweekly

May 8, 1976 • \$1.50

## IMIC-6 Opens In Honolulu

LOS ANGELES—In an environment of international economic uncertainty, leaders from the music and record industries gather to seek solutions to pressing problems at Billboard's Sixth International Music Industry Conference, Thursday-Monday (6-10) at the Royal Hawaiian Hotel in Honolulu.

The economy of doing business in an intensely competitive world market underscores all the sessions, be they about artist royalty collection, collecting foreign incomes, the print business, tape piracy, the Japanese and Latin markets or the emerging videodisk home market.

For the first time, experts in economic matters outside the industry will be offering their expertise to IMIC-6 participants. Notable among them is John Kenneth Galan (Continued on page 94)

## 2-Disk Concert LPs Perk Sales Half-Dozen Labels Hoping Acts With \$7.98 Packages

By JIM FISHEL

NEW YORK—Manufacturers are finding two-record, in-concert albums offered at a \$7.98 list an effective medium for lifting disk acts to a higher sales plateau.

Six major labels have released such bargain live twofers in recent months, and indications are that more are in the planning stages. This is directly accountable to the re-

spectable number of these sets that have moved into high chart positions.

Certain acts are felt to come across on disk better live than via a studio situation, and the generally lower financial gamble in producing a live set is seen as a factor stimulating the trend.

Currently listed on the Top LP

and tape chart with twofers are A&M Records with Peter Frampton's "Frampton Comes Alive" and Joan Baez's "From Every Stage," Casablanca Records with Kiss "Alive," Elektra Records with Harry Chapin's "Greatest Stories Live," Capitol Records with Bob Seger & the Silver Bullet Band's "Live Bullet" (Continued on page 17)



## Expos Lure Consumer Electronic Cos.

By STEPHEN TRAIMAN  
geles and NEWCOM in New Orleans reflects the shifting market patterns of recent years. It em-

phasizes the blurring of lines between professional and semipro/con-  
(Continued on page 49)

## Lower Canadian-U.S. Act Exemption?

By MARTIN MELHUISH

TORONTO—The section pertaining to non-resident entertainers in the revised reciprocal tax treaty between Canada and the U.S. will probably contain a \$10,000 gross income exemption rather than a \$15,000 limit as agreed to between the U.S. and the U.K. (Billboard, March 27), according to two leading Canadian tax consultants familiar with the negotiations.

Article seven of the Canada-U.S. treaty, a document designed to completely revamp the procedures for taxation of non-residents, was expected to conform with the U.S.-U.K. agreement. However, tax consultants Jerry Mandel and John Mitchell indicate their information has it that the exemption will be raised from the current \$5,000 to (Continued on page 76)

## Supermarkets Sell Low \$ Classics

By ALAN PENCHANSKY

installment in a 22-album Family Library of Great Music.

CHICAGO—A recording of Beethoven's "Pastoral" symphony costs less than a half gallon of milk at dozens of Chicago area Jewel food stores.

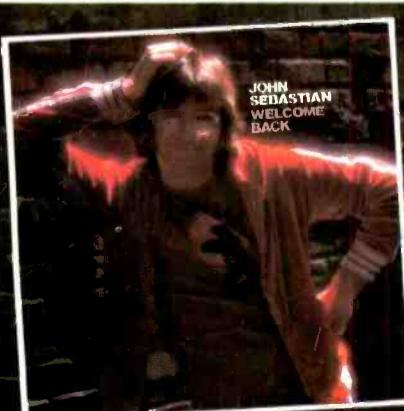
Produced by Funk & Wagnalls Inc., which deals exclusively in supermarket continuity promotions, the all-stereo series also is being merchandised through the Stop & Shop New England food chain, the

(Continued on page 48)



SMOKE. Their lead guitarist says, "our music is kinda like a salad with eight different ingredients. You can see and taste everything, alone and all at once." Well, have a feast friends. SMOKE has one thing in mind: to make your entire body dance to the music. And, just like mother always said: WHERE THERE'S SMOKE, THERE'S FIRE. A virtuoso performance on Chocolate City from Casablanca. (CCLP 2001) (Advertisement)

(Advertisement)



Right here where we need him:  
**JOHN SEBASTIAN  
WELCOME BACK** MS 2249

A brand new album on Warner/Reprise records and tapes./Produced by Steve Barri and John Sebastian

# BILLBOARD'S SECOND ANNUAL INTERNATIONAL TALENT FORUM



## JUNE 1-4, 1976 BEVERLY HILTON HOTEL BEVERLY HILLS, CA.

### THE AGENDA: TUESDAY, JUNE 1

10 am-5:30 pm  
**REGISTRATION**  
5 pm-7:30 pm  
**COCKTAIL RECEPTION**  
8 pm-10 pm  
Entertainment—Warner Bros. Records

### WEDNESDAY, JUNE 2

10 am-12:15 pm  
“WORKING TOGETHER BETTER—OVERCOMING THE OBSTACLES TO COOPERATION IN THE TALENT BUSINESS”  
Chairman: Irv Azoff, Front Line Management, Los Angeles  
12:30 pm-2 pm  
“ONE-ON-ONE” Lunch  
2:15 pm-3:15 pm  
“POWER, FRIENDSHIP & ETHICS”  
Bill Graham, Frank Barsalona, Dee Anthony  
3:15 pm-3:30 pm  
**COFFEE BREAK**  
3:30 pm-4:30 pm  
“PHYSICAL PRODUCTION—GETTING THE SHOW ON THE ROAD”  
Chairman: Joe Cohen, MSG Productions  
4:30 pm-5:30 pm  
“COLLEGE TALENT MARKET '76”  
Chairman: Jim Fishel, Billboard

5:45 pm-7 pm  
“BASICS” Workshop  
8 pm-10 pm  
Entertainment—RCA Records

### THURSDAY, JUNE 3

10 am-12:15 pm  
“WHO GETS THE ACT?”  
Chairman: Chuck Morris, Ebbets Field, Denver  
12:30 pm-2 pm  
“ONE-ON-ONE” Lunch  
2:15 pm-3:15 pm  
“BREAKING INTO THE MAJORS: A PROMOTERS PANEL”  
Chairman: David Forest, Fun Productions  
3:15 pm-3:30 pm  
**COFFEE BREAK**

3:30 pm-5:30 pm  
“CONTRACT NEGOTIATION & THE ENTERTAINMENT ATTORNEY”  
Chairman: Al Schlesinger, Esq., Schlesinger & Dave, Los Angeles

5:45 pm-7 pm  
“BASICS” Workshop  
8 pm-10 pm  
Entertainment—Capitol Records

### FRIDAY, JUNE 4

10 am-12:15 pm  
“SUPPORTING THE TOUR”  
Chairman: Frank Mancini, RCA Records, New York  
12:30 pm-2 pm  
“ONE-ON-ONE” Lunch  
2:15 pm-3:15 pm  
“EFFECTIVE USE OF THE PUBLICITY BUDGET”  
Chairman: Norman Winter, Los Angeles  
3:15 pm-3:30 pm  
**COFFEE BREAK**  
3:30 pm-5:30 pm  
“SHARING THE DOLLAR FAIRLY”  
Chairman: Ron Delsener, Independent Promoter, New York

5:45 pm-7 pm  
“BASICS” Workshop  
8 pm-10 pm  
Awards Dinner and Breakthrough Artist of the Year Presentation  
Emcee: Bill Graham  
**Partial list of speakers:**  
Paul Drew, RKO General;  
Barry Fey, Fey-Line;  
Jonathan Coffino, CBS Artist Development; Fred Bolander, Monterey Peninsula Artists; Bob Altshuler, Columbia Records; Paul Bloch, Rogers & Cowan; John Bauer, John Bauer Concert Co.; Steve Glanz, Glanz Productions; Jim Koplik, Cornucopia Prod.; Irv Zuckerman, Continental Enterprises; John Scher, Monarch; Tom Hulett, Concerts West, Seattle; Butch Stone, Manager of Black Oak Arkansas; Mike Klenfner, Arista Records, Artist Development Director; Don Tarlton, Donald K. Donald, Toronto; Larry Magid, Electric Factory; Alex Hodges, Paragon Agency, Macon, Ga.; Alex Cooley, Electric Ballroom, Atlanta, Ga.; Joan Bullard, MCA Records Publicity/Artist Relations; Grelun Landon, RCA Records, West Coast Publicity Director; Steve Metz, Beacon Theatre, New York; Robert Levinson, Levinson Associates, Los Angeles; Tom Wilson, Concept 376, Toronto, Canada



#### Billboard International Talent Forum

Attn: Diane Kirkland  
9000 Sunset Boulevard, #1200/Los Angeles, California 90069

Please register me for Billboard's International Forum, June 1-4, at the Beverly Hilton Hotel.

I am enclosing a check or money order in the amount of:

\$185 (Special early-bird rate)  \$200 (After May 7)  \$125 (Special college rate!)

(you can *CHARGE* your registration if you wish.)

Mastercharge (Bank # \_\_\_\_\_)

BankAmericard

Diner's Club

American Express

Name \_\_\_\_\_

Company Affiliation \_\_\_\_\_

Address \_\_\_\_\_

Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

Title \_\_\_\_\_

Phone \_\_\_\_\_

All information on hotel rooms will be sent immediately upon receiving your registration!

No refunds after May 21

Registration Fee does not include hotel or airfare

# FCC Urged To Allow Its Licensees a Music Choice

By MILDRED HALL

WASHINGTON—Broadcasters have urged the FCC to disentangle itself from licensees' choice of music format, and if necessary challenge the U.S. Court of Appeals' directive to the commission to check on loss of any "unique" format in station transfers.

The commission itself reluctantly announced an inquiry into its role as judge of broadcast stations' program formats last December.

It asked comment on whether the public interest standards require close scrutiny of the music formats to assure diversity, and whether such a course runs counter to the First Amendment and/or the Communications Act.

The inquiry was the outgrowth of a series of citizen group challenges to commission approval of station transfers involving format changes, without the formality of holding public hearings. Most of the challenges arose when a classical music format was to be dropped.

The climax came in the transfer of Chicago classical music station WEFM-FM from Ze-

nith Corp. to GCC Communications, which would have meant a switch from classical to popular music.

A citizens' group brought suit. It challenged Zenith's claim that it had lost money on the format, and that two other area stations could provide classical music. The U.S. Appeals Court here remanded the case to the commission, with a suggestion that the FCC "affirmatively consider" any loss of an "endangered" format serving a specialized audience.

The NAB filing at the commission says the FCC's preference for non-interference in entertainment programming, and its doubts about the constitutionality of such interference are not only in keeping with the law, but reflect the "free enterprise spirit" of the Communications Act, on which American broadcasting is based.

NAB points out that no broadcaster will try an innovative but financially risky format, if he knows that any later attempt to change it

means big trouble. The "grumbling" of the public can mean an expensive hearing, and could result in his being forced to keep the format on the station.

This, in turn, said NAB, would hurt program quality. "It is unrealistic to expect the highest quality programming from anyone compelled to perform a service he wishes to abandon..." Denying a license solely because of a proposed music format change would be "unjustified prior restraint on broadcast speech."

Networks' and individual station comments agree that interference with station program formats would turn the FCC into a censorious "big brother." Some commented on the problem the FCC has mentioned in its policy statement—namely that there are not only a dozen main categories of music programming, but also myriad "sub-formats" with followings among listeners.

Policing them all would be costly and time-

(Continued on page 16)

## Vegas Strike Results In Jpped Prices Along Strip

By HANFORD SEARL

LAS VEGAS—The recent two-week strike by four major unions at this entertainment capital about \$1 million and possibly the future traditional dinner shows in the morous Strip main rooms as the onomic impact is added up. The first major hotels to announce increases as a result of the settlements with the unions—culinary, musicians, stagehands and bartenders—include the posh MGM Grand Hotel and neighboring Caesars Pal-

"The new contract will cost this hotel at least \$10 million a year," re- Bill Bray, MGM publicity id. "We will not pass costs on ere we can stand it."

According to Bray, admission to hotel's super spectacular "Hallah Hollywood," now in its sec- year, will increase from a \$15 minimum to \$17.50. The Celebrity

## M, TV Nets Seek New Contract Accord

By RADCLIFFE JOE

NEW YORK—Contract talks between the AFM, television networks, independent producers over a pay formula for musicians king "live" tv shows, were re- tely at a crucial stage at press- and were expected to "go down wire" to the midnight deadline, il 30.

No one on either side of the bar- ning table would speculate on the sible outcome of the talks, but in tion to the delicate business of otiating a new two-year contract the "live" shows, the controver- problem of reruns in the domes- market is also being discussed.

(Continued on page 16)

Room costs may be increased also, where major headliners appear.

Bray says normal minimums for superstars such as Dean Martin and Carol Burnett range about \$20, more than other artists, but that it would be difficult to project increases in the big showroom at this time.

Caesars Palace will initiate a trial basis format of two cocktail shows a night at the Circus Maximus main

(Continued on page 14)

## MGM Musicians Sought To Share \$75,000 Bonanza

LOS ANGELES—Musicians who were employed at the MGM film studios in nearby Culver City from 1929 through 1958 are being sought by AFM Local 47 so they may share in \$75,000 "found" money.

When MGM a couple of years ago produced and released "That's Entertainment" the studio made no residual payments to hundreds of musicians who recorded the soundtracks on the 54 motion pictures from whose footage the "That's Entertainment" feature was derived.

Local 47 protested the non-payment and was awarded \$75,000 to be distributed among the musicians slighted. And that's when a problem was generated.

Cecil F. Read of Local 47 is "accepting, verifying and processing" claims from musicians or their heirs. Involved in the work are orchestrators, copyists, librarians and recording-sideline musicians, some of whom were on the studio payroll

(Continued on page 14)

## CBS Closes WB Gap In LP/45 Chart Activity

By BOB WHITE & JOHN SIPPEL

LOS ANGELES—Second-place CBS closed the gap between it and first-place Warner Communications by almost a third in corporate share of album and singles Billboard chart activity for first quarter 1976.

CBS increased its slice of the chart pie from 14.5% at year-end 1975, to 17.1% for early 1976.

Despite a drop in singles chart action, RCA's rise from 4 to 2 and from 4 to 3 in label and corporate album chart share, respectively, drove it to third among corporations in the album/singles cumulative chart.

A&M was right behind with sharp rises in all singles and album charts to boost its corporate position on the combined singles/album ranking from 6 to 4.

Among labels, Motown spiraled its singles chart share from 9 to 5 and from 10 to 6 in the album share-of-chart ranking, which, combined, hiked it from 10 at year-end 1975, to 6 cumulatively among corporations for the first 90 days of 1976.

The quarterly share-of-Billboard— (Continued on page 17)

## Stax Bankruptcy Trial On June 14

MEMPHIS—Bankruptcy trial date of June 14 has been set for Stax Records by U.S. District Court Judge Robert M. McRae after a conference in his office with attorneys.

Stax was forced into bankruptcy last December by three unpaid creditors. Union Planters National Bank of Memphis contends Stax owes a total of \$20 million, \$10.5 to the bank.

artist development director, still based in Los Angeles but with greater authority and responsibilities now.

In addition, Columbia's local office now has three product managers reporting to Ron Oberman, the West Coast merchandising director. This is double the size of prior creative services staffing in L.A.

The decision to move the national directorship of a&r to Los Angeles was made by Irwin Segelstein and the highest level of Columbia executives before Segelstein decided to leave the CBS Records presidency for an NBC television post, says Ellis. "This policy reflects Columbia's recognition of the West Coast as a prime musical creative center," he says.

## House Group Mulls State Fairs' Music

WASHINGTON—Profit-making individual concessionaires operating at non-profit state agricultural fairs would be expressly liable for music licensing, in a proposal made during Wednesday's (28) copyright revision markup session of the House subcommittee on Courts, Civil Liberties and the Administration of Justice.

## Lundvall To Push Columbia Team Concept

By JIM MELANSON

NEW YORK—Reaffirmation of the team-machine concept at CBS, a forecast of sustained sales growth and a quick catch-of-the-breath at being in his new post came from Bruce Lundvall last week, following his promotion to the presidency of the firm's domestic record division.

The upping of Lundvall from vice president, general manager, Columbia, to the post followed closely the unexpected resignation of Irwin Segelstein, who leaves to join NBC

**Man In The News** Television as executive vice president, pro-

gramming.

Segelstein, who joined the record division from CBS' television wing nearly three years ago, expects to officially assume his new duties Monday (10), even though his weekend was marked with a quick trip to the West Coast to head a network programming session.

(Continued on page 94)

The subcommittee also went back over some other fine points in the revision's royalty exemptions for music performances. The subcommittee voted several amendments to tighten the wording, to the benefit of the composer and licensor. One amendment deals with promotional record play in department stores as against single retail outlets, and another revises wording to prevent any exemption for Aiken-type multispeaker use by bars and restaurants.

Subcommittee chairman Rep. Robert W. Kastenmeier informally offered an amendment (to be drafted by the staff) to take individual state fair concessions out from under the blanket exemption granted to the state government or other nonprofit sponsors of annual agricultural or horticultural fairs, in the Senate passed revision bill S.22, which the House subcommittee is using as a base for markup.

Chairman Kastenmeier feels that the profit making concessions are required in principle to get licenses for music play. "They are continually in a profit making situation, and they shouldn't have an exemption under the fairs section," he said.

The music licensors seem to have let this profitable concessionaire use in the fairs slip by without protest, said subcommittee member Rep. George Danielson (D-Calif.) because of the "sacrosanct" tradition of the nonprofit state fair.

Several approaches were suggested, including one to make the fair officials responsible for checking on music licenses of their concessionaires. The chairman prefers to make the bill express the fact that the profit making concessions are liable for music fees, and are indi-

(Continued on page 14)

## Columbia Shoots For A 2-Coast Reputation

Don Ellis' Promotion Reveals Label's Plans

By NAT FREEDLAND

LOS ANGELES—Don Ellis' recent promotion by Columbia, as locally based vice president for pop a&r, is the opening move in a drive to make the label the first fully operative two-coast record company.

Says Ellis: "The idea is that when Columbia competes for West Coast artists now, no label based here can claim it will do a better job because its decision-making power is in Los Angeles. Columbia has put the authority and the staffing here to provide full creative servicing for West Coast artists and managers."

The week after it was announced that Ellis would head Columbia a&r from the West Coast, Western regional artist relations director John Babcock was shifted to West Coast

Ellis stresses that Mickey Eichner, East Coast a&r vice president, has not lost any of the authority for his own independent operation out of New York. Rather, Ellis has been moved into the position of overall administrative supervision and corporate liaison for the entire roster.

As when Ellis and Eichner were both titled a&r directors, for the East Coast and West Coast respectively, each man has the authority to sign acts without outside approval.

Although Ellis is Columbia's senior officer permanently based on the West Coast, much of the staff here reports to their own New York department heads with Ellis simply on hand as

(Continued on page 94)

# Audio Added To Remodeled N.Y. Record Hunter Store

## Wholesaling 2d Key Area

By IS HOROWITZ

NEW YORK—The Record Hunter here is putting a reported \$100,000 into a remodeling program that will see the venerable Fifth Ave. outlet expand its wholesaling activities and add an audio department to supplement full-line record and tape retailing operations.

At the same time, the inking of a new 15-year lease has spiked trade rumors that store location would be taken over by the Jimmy's Music World chain, the recently formed string of stores which has been in the vanguard of area price battles in past months.

Jay Sonin, Record Hunter owner, says an additional 1,000 square feet of mezzanine selling space is being added to the more than 3,330 feet of main floor selling space, while the full basement is being adapted to better serve wholesaling requirements.

The audio department, to have its own promotional identity as Hunter Audio Ltd., is slated to open early this month. It will house an extensive line of packaged units and components, says Sonin.

In wholesaling, he claims currently to be servicing some 200 accounts, both nationally and overseas. Sonin says expansion goals, however, are aiming at a list of 1,000 stores in this phase of his operations.

Wholesaling price policies peg dealer cost at \$3.60 per album for \$6.98 domestic product, with \$7.98 tapes going for \$4.25. Budget items carrying a \$3.98 list are being offered at \$1.98. Shipping costs are absorbed for orders of 100 albums or more.

While Sonin says all labels will be one-stopped under this formula, he views the store's ability to supply "hard to get" classics, spoken word and other specialty items as one of this stronger competitive tools.

In practice, records will be drawn as needed from retail stock to fill wholesaling demands. The store carries an inventory "in excess of \$400,000," says Sonin, with classics, imports and specialty lines heavily represented. About one-third of the stores' over-all sales are accounted for by classics, he adds.

## Set Kenton Clinics

LOS ANGELES—Stan Kenton and his orchestra will hold five week-long clinics for music students and educators this year, four on U.S. campuses and one at York Univ. in Toronto.

Kenton's Jazz Orchestra in Residence program is scheduled for Drury College, Springfield, Mo., June 20-25; York, July 11-18; Towson State College, Baltimore, July 25-30; California State at Sacramento, Aug. 8-13; and Orange State College, Costa Mesa, Calif., Aug. 15-20.

## U.K. Dealers Wage Discounters War

LONDON—Britain's independent record dealers are fighting back against chain stores and their continuous price cutting and discounting by offering better personal service and a broader-based catalog stock.

This twin-pronged approach appears to be helping in the battle for survival against Boots, W.H. Smiths, Woolworths and the other chains.

But a survey of dealers shows that

### CBS HALTS INNOVATION

## 45s With No Centers Are Nixed By British Buyers

LONDON—CBS here has attempted to take a lead in pressing all singles with the centers removed but current adverse dealer reaction has brought the move to a halt.

Reasoning behind the attempt was to bring U.K. manufacturing systems in line with Europe and U.S.

Six weeks ago, CBS experimented by producing some singles with the center removed but with plastic push-in "spiders" being sent with orders. Dealers, however, complained that customers would not buy the records, preferring conventional pressings.

CBS now has started pressing singles with a "dinking" so that jukebox operators can press out the center. Previously, all singles were pressed without a dink and, for jukebox orders, the centers had to be pressed out when the disk was sold.

This process, which had to be done manually, had a reject rate of about 50%. But CBS, like EMI and other manufacturers, would prefer the U.K. to come into line with continental systems, thus making stock transfer from country to country a much easier business.

## NARM Manufacturers Group To Meet

NEW YORK—The first meeting of NARM's 1976-77 manufacturers advisory committee, devoted largely to a review and evaluation of the recent NARM convention, will be held June 2-3 in Atlanta.

Other industry matters and a number of future projects will also be discussed at the conclave at the Peachtree Plaza Hotel, according to Danny Heilicher, NARM board chairman.

Named to the manufacturers group by Heilicher are: Jules Abramson (Mercury/Phonogram), Gordon Bossin (Arista), Jack Craig (CBS), Robert Fead (A&M), Joel Friedman (WEA), Rick Frio (MCA), David Glew (Atlantic), Herb Goldfarb (London), Herb Hershfield (GRT).

Also: Jack Kiernan (RCA), Richard Lionetti (Phonodisc), Mike Lush (Motown), Jim Mazzia (Capitol), Lew Merenstein (Buddah), Tom Rodden (20th Century), Ed Rosenblatt (Warner Bros.), Dick Sherman (Casablanca), Lou Simon (Polydor), Paul Smith (Columbia), George Steele (Elektra/Asylum), and James Tyrell (Epic).

## Players-Writers Unemployment In Sharp '75 Rise

WASHINGTON—The rate of unemployment for musicians and composers rose sharply to nearly 8% in 1975, according to a study made by the research office of the National Endowment For the Arts, with the help of the Census Bureau.

Unfortunately, there is no individual breakout for the musicians or composers in the broad Census classifications quoted in the survey. But the figures for the years 1970 through 1975 show a striking increase in the numbers of writers, artists and entertainers during this period in U.S. history.

The total in the writers, artists and entertainers category went from about 800,000 in the 1970 census to 1,055,000 in 1975, a growth rate of nearly 6%. The sad aspect is that the category averaged 7.4% unemployment as against only 3.2% for the inclusive classification of professional and technical workers.

In a year-by-year statistical table of unemployment for musicians and composers (allowing for a 1 to 1.5% margin of error), the figures show 6.7% unemployed out of the 96,800 total for 1970. The rate rose sharply to 7.9% of the 126,000 total for 1971.

The percent of unemployed lev-

(Continued on page 10)

business in the first three months of 1976 has fallen substantially—one estimates that his business, accounting for inflation, has dropped by some 40%.

And all agree that while the chains are not actually killing trade, price cutting has had some effect on their business.

One dealer says: "I don't know what the future holds for us as inde-

(Continued on page 69)

## Executive Turntable



LUNDVALL

Bruce Lundvall promoted to president, CBS Records division, from vice president and general manager, Columbia Records. (See separate story.) He replaces Irwin Segelstein who leaves CBS to join NBC-TV as executive vice president programming. ... Mark Levinson appointed vice president business affairs, a new corporate post, at United Artists Records. He retains his duties as corporate vice president and general counsel. ... Billy Bass named national promotion director for Rocket Records. Within the past year he had been successively album promo chief for UA Records and promotion vice president for Bewley Bros., the David Bowie Management firm.

Jack Hakim moves from national promo manager at Playboy Records to vice president, promotion and artists relations. ... LEVINSON at 20th Century Records. Bill Pfostreser resigned as the label's promotion manager. ... Alan Abrahams joins RCA as executive producer, West Coast a&r. He headed a management/production/publishing firm following an affiliation with MCA Music. ... Reg Maton appointed newly created post of personnel director, CBS International, from direct planning. John Babcock has been appointed to the new post of West Coast director of artist development for Columbia Records. He had been head of artists relations there.

Peter Golden and Dick Allen named co-heads of the William Morris Agency West Coast music department. ... Jim Pride named national country promotion chief for Polydor based in Nashville. He had been in promo with Mercury. ... Bob Edson has been named vice president in charge of Eastern operations for RSO. He was director of East Coast promotion for Capitol. ... Stewart Sank has been made manager, national album promotion, for UA Records. He had been East Coast album promo head for the label. Charley

Lourie has left UA's Blue Note division, where he was director of merchandising. ... Don Blocker, executive vice president, is leaving Garrett Music Enterprises. His association with Garrett spans 18 years.

Gertie Katzman, radio programming veteran who had been doing independent promo the past year, joins Capitol as national contemporary promotion coordinator, basing in New York. ... Al Westphal previously with MCA and Ampex, joins the WEA branch in New York as regional credit manager. At the Philadelphia WEA branch, Ron Le Gault, formerly controller for Polydor Records, has joined as operations manager a controller, while Robert Shaw moves in as accounting manager from Art Anderson and Co. ... Herb Balkin leaves Motown Records to join ABC Records, where he will be vice president of creative services. Pete Senoff, recent merchandising manager at Motown, is also joining ABC Records.

After 25 years in various posts with NBC, Alan Smith joins BMI as direct special projects. ... Joseph Dera joins Rogers & Cowan music division as East Coast publicity manager from Levinson Associates. ... Lana Beery joins Mushroom Records as assistant to general manager Shelly Siegel. She was with Chelsea. ... Billy Joe Burnette appointed vice president and general manager of American Sound Records.

Ray Pockrandt named vice president and general manager of the new electronics distribution division of ABC Record and Tape Sales Corp. (See separate story in financial section.) ... Jules Sack, former marketing manager Cetec Audio, joins Superscope's tape duplicating division, succeeding George Block. ... George D. Preston, director of quality control, RCA tape duplicating division, joins CBS Columbia tape duplicating. Jim Williams succeeds Preston. ... Jack Avery joins J.I.L. Corp. of America as Eastern regional sales manager from Hy-Gain Electronics Western regional sales manager.

Executive appointments at Arrest Recording Corp., Washington, D.C., include Mitch Litman as director, creative services and artists development, from Music Fair Enterprises; Roger Britt as promotion director from indie prod D.C. Valentine as assistant engineer and mixing director from Burg Music and executive vice president Sonny Smith, who assumes all a&r activities. Fred S. Jahn and John D. Broadhead have been made directors of All Record Company, Los Angeles. ... Frank Anderson joins Warner Bros. Records as Southwest regional country promo/sales director, basing in Dallas. shifts from the WEA Dallas branch.

Also at ABC Records, Jack Ashton joins as Southern California promoter. He had been Southwest promo rep for UA Records. John Bettencourt comes Northern California rep, joining from KLIV, San Jose, where he was program director. Donna Williams has been appointed executive assistant to Pat McCoy, the label's national promo director. Larry Cohn, formerly with Playboy Records and Epic, joins ABC as assistant to Roy Halee, newly appointed a&r vice president. In ABC's music publishing wing, Hal Yoergier joins as vice president of that division.

## Garrard-RCA Videodisk Deal On Way

By JOHN DWYER

LONDON—U.K. record player manufacturer Garrard is in the final stages of negotiating a license to manufacture players for the RCA Videodisk system. It would be the first European licensee, joining six previously announced Japanese firms.

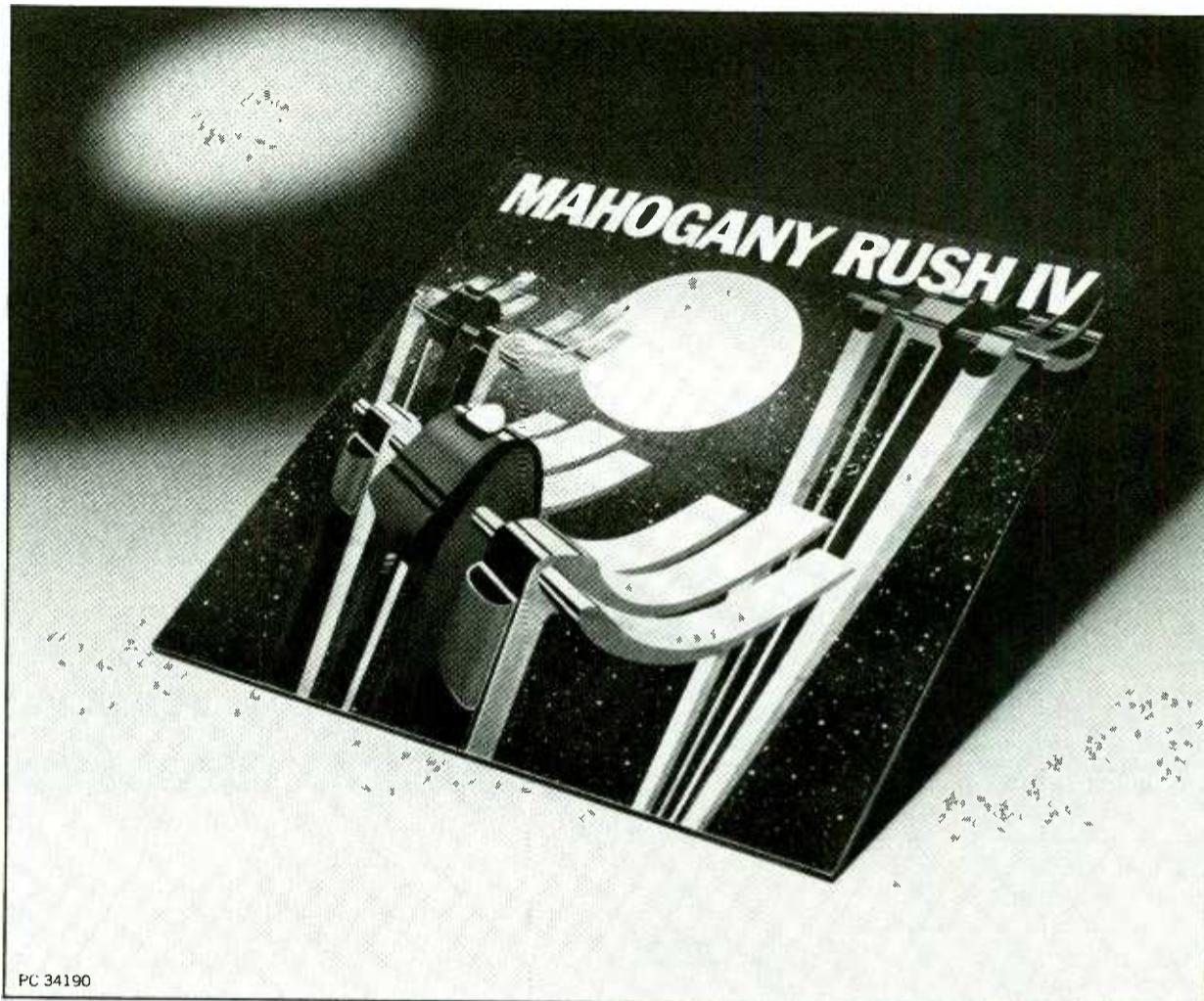
The announcement was made by

Eric Frye, chairman of Garrard and deputy chief executive of Pleasure, Garrard's parent company, in a first paper presented at the Video Disk '76 conference at the Royal Lancaster Hotel here April 13.

Garrard is not releasing any ac-

(Continued on page

# The Intensest Rush Of All.



PC 34190

Mahogany Rush and the amazing guitar of Frank Marino already have everyone agog.

"The band is amassing cult allegiance in such cities as Detroit, long established as America's heavy metal music capital." *Los Angeles Free Press*.

"...blows the heavy metalists under the table..." *Creem Magazine*  
"...fans...regard Frank Marino without reservations as an outright superstar..." *Circus Magazine*

**"Mahogany Rush IV."** The new album that transcends metal. On Columbia Records and Tapes.

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The International Music-Record-Tape Newsweekly



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VIA 88 NO. 19

## General News



**WILLIAMS LEGACY**—ASCAP Southern director Ed Shea (sitting, right) presents a check for \$2,000 to Middle Tennessee State Univ. president Dr. M.G. Scarlett for four scholarships awarded in memory of the late Bill Williams, Billboard's Southern editor who was a member of ASCAP. The \$500 Hubbell Scholarships were awarded by ASCAP to (standing, left to right) Mark Baskin, instrumental music education major; Grace Karl, piano performance major; John Reid, instrumental performance major; and George Williamson, theory-composition major.

## Wayne Builds LP Series For IMIC

LOS ANGELES—The Artie Wayne organization is readying a series of nine LPs dubbed the "Love On Love" series, with several of the packages ready for debut at IMIC in Hawaii.

The projects are a joint venture with Christian LeFort of Able Records of Canada and France, will be tied together by a "Romance Is Back" campaign.

Also set for IMIC is a new Jack Conrad produced LP, "Pegasus," a musical collection.

Wayne, who spends approxi-

mately 50% of his time on international publishing and recording projects, will continue to operate on a territory by territory basis rather than making worldwide deals, feeling that offering product individually insures the best promotion in each area.

Also aiding on the international front is Kathy Beigel, who recently joined Wayne as a partner. Wayne and Beigel are taking French, German and Japanese lessons to help in dealing personally with international contracts.

## 'LOVE FLOW' TOPS CHART Song Development Policy Scores

By ELIOT TIEGEL

LOS ANGELES—"Let Your Love Flow," last week's No. 1 tune published by Bicycle Music Co., is the result of a songwriter's development program created by Dave Rosner, the firm's president.

Larry E. Williams, who wrote the words and music which the Bellamy Brothers interpreted in an infectious pop/countryish fashion on the new Warner Bros./Curb label, started working with Rosner's small firm in May of 1975.

Rosner, in publishing since 1964 when he became professional manager at April/Blackwood, the CBS-owned company, works with writers in helping them structure their material musically and lyrically.

In addition to Williams, an equipment assistant (or roadie) with the Neil Diamond band, who is about to leave that end of the business to pursue a career as a writer/performer, Rosner is also working with several other relatively unknown writers including Hirth Martinez (who has had one LP released on Warner Bros.), Morgan Walker, Bob Claster and Jim Quarles, the latter in record production.

Of these writers only Martinez is signed to an exclusive pact.

Williams had been writing songs for five years for other firms before he met Rosner, who shily says he didn't like any of these earlier works. "Let Your Love Flow" is the first song by Williams to get a recording.

It was actually released first by Gene Cotton on ABC last summer before the Bellamy Brothers' version was issued by WB last December. A demo had been placed with Phil Gernhard and Tony Scotti's production firm and they planned to have

David Bellamy do the recording, with his brother Howard singing harmonies, Rosner explains.

But once the two brothers began to sing together, the producers liked their vocal blend and the two brothers decided to create an act.

Howard, incidentally, was a roadie with the Jim Stafford band, prompting Rosner to boast that two roadies have come off the road as a result of the copyright.

The Bellamys cut their version in November and it got lost during the Christmas holidays. But a resurfacing and concomitant WEA promotional efforts helped crack the charts.

"This was a song held by a lot of people," Rosner says, adding: "More than 50 heard it and maybe 20 were holding it."

And as a result of the song,

## Finns Line Up Against Piracy

By KARI HELIOPAITO

HELSINKI—TEOSTO, GRAMEX and IFFI, who all represent copyright owners on an organizational level in Finland, have started an all-out campaign against illegal recordings.

And it is just in time. Record and tape piracy, which is clearly a global problem, has been increasing here at a rapid pace.

Jukka Liedes, from TEOSTO, says, "It's not just the local pirates who give us the big headache, but those who operate from such major markets as the U.S. and the U.K. It hasn't been placed yet.

"We're backing into production," Rosner says. "Anyone in publishing will eventually have to get into production."

## RCA Pushing The Dutchman For a Month

LOS ANGELES—May is Flying Dutchman month at RCA, with the custom label being promoted under the banner "The Contemporary Sounds Are On Flying Dutchman."

Five LPs are featured in the campaign plus the entire 80-title catalog dating back to 1970 when Bob Thiele formed the company.

The five new LPs are Oliver Nelson's "A Dream Deferred," Richard Grove Holmes' "I'm In The Mood For Love," Steve Marcus Count Rock Band's "Sometime Other Than Now," Lonnie Liston Smith and the Cosmic Echoes' "Reflections Of A Golden Dream" and Mike Woford's "Scott Joplin: Interpretation '76."

The last two titles are already in release. As part of the campaign, RCA has designed a pocket-size catalog for use as counter customer give-aways and they will be provided to all accounts.

The entire catalog will be showcased in a promo kit for RCA's own sales and promotion personnel as well as for major reviewers. A poster for in-store display heralds many of the catalog acts.

Sales aids for Lonnie Liston Smith include two wall posters and full-color standup poster. The promo kits includes bios on the five artists in the release.

Flying Dutchman product cut across the jazz and pop fields. Media ads will emphasize the scope of the label's product.

"there's great interest in Larry as an artist and I'm now working on getting him a record deal."

Bicycle Music, originally formed by Rosner and Neil Diamond 11 years ago, was dissolved as a partnership last September, but Rosner still administers Diamond's two publishing companies, Prohet and Stonebridge.

Bicycle also administers Rosner's own Kohan Music and Leaves & Fishes, the BMI firm under which "Let Your Love Flow" is registered. Robbie Robertson's Medicine Hat and Mystery Hill; Rosner's wife Margo Guryan's Dartmoor first plus works by George Harrison and Ringo Starr in the U.S. and Canada.

The dissolution of the firm with Diamond forced Rosner to trim down his staff to where there are now two associates working for him.

Dave's chief role as publishing expert is to develop unknowns to point where their material "is in a final shape we both agree on. Then we go in and do a demo."

Morgan Walker, an 18-year-old college freshman in New York state, has been sending Dave and his wife Margo (herself an accomplished writer) songs since he was 13. One of his works, "Over To You Now," may be found on a Jack Jones RCA LP cut last year.

Rosner and Jim Quarles have co-produced a single with Morgan singing his own "Delight" composition. It hasn't been placed yet.

"We're backing into production," Rosner says. "Anyone in publishing will eventually have to get into production."

Martinez, whose second WB LP (Continued on page 69)

# About Lee Oskar. (Part 1)

In the late 60's, Lee Oskar left his home in Denmark to knock on the door of American Rock 'N' Roll.

Seeking his fame and fortune on the Harmonica,

in 1969 he joined a new band called WAR.

Now, 7 years and 7 million albums later,

Lee Oskar, the first solo artist from WAR, sets his travels to music. And his journey is a symphony: From start to finish.

"Lee Oskar." His words...his music...his trip:  
From Denmark to America. Into WAR. Into standing ovations. Now into his debut solo album, "Lee Oskar."

**Already over  
\*250,000 units  
sold in the last  
four weeks!**

Follow his miraculous journey now on United Artists Records and Tapes. (A Far Out Production in more ways than one.) ...to be continued.

**\*Congratulations to the 102 albums  
that sold MORE than \*250,000 units  
in the last 4 weeks!**

UALA-594-G



A BRIGHT FIRST QUARTER

# ABC Records Back Into Black

**NEW YORK**—A return to profitability for ABC Records, and revenue and profit gains for ABC Record & Tape Sales, are factors in the bright first quarter for parent ABC Inc.

In commenting on the corporate gains, chairman Leonard Goldenson and president Elton Rule noted that "our recorded music and distribution operations improved both their revenue and profit performances from first quarter 1975 levels."

"We are pleased to note," they continue, "that ABC Records returned to profitability and our wholesale music and electronic distributing division posted revenue and profit gains over the 1975 period, partially

as a result of the continued consumer demand for citizen band radios."

The CB boom is recognized by the newly created Electronics Distribution Division of ABC Record & Tape Sales Corp., announced by president Herb Mendelsohn. It combines Mid-State Distributing Co., Des Moines, acquired by ABC Inc. 1969, with 13 locations in Iowa, Missouri and Wisconsin; and Western Appliance, Seattle-based electronic/home appliance distributor in the Northwest.

Concurrent with the appointment of Ray Pockrandt as vice president/general manager of the new division (see Executive Turntable), Jack Silverman, former president and

founder of Mid-State announced his resignation from the company to pursue independent business interests.

In addition to the improved picture for the music division, ABC Inc. also noted substantial improvement in revenue and profit performance from its broadcasting and publishing divisions, with moderate profit declines for the motion picture theater and scenic attractions operations.

First quarter 1976 revenues for ABC Inc. were up 25% to \$313.7 million, and net income showed a 38% gain to \$9.7 million. Earnings per share rose 37% to 56 cents, compared to 41 cents for the 1975 period.

## Off The Ticker

**Superscope** reported earnings of \$1.9 million, or 84 cents a share, on sales of \$39.6 million for the first quarter ended March 31, compared to earnings of \$1.4 million, or 62 cents a share, on sales of \$30.3 million for the same period a year ago.

★ ★ ★

As expected, disappointing results of its record operations and lower than anticipated film rentals resulted in a first quarter loss at **Twentieth Century-Fox Film Corp.**

The company posted a \$1,585,000 loss, or 21 cents a share, on sales of \$83,515,000 for the quarter ended March 27, compared to earnings of \$4,535,000, including extraordinary income of \$1.7 million from a tax credit, or 57 cents a share, on sales of \$81,509,000.

★ ★ ★

**Minnesota Mining & Manufacturing (3M)** reported earnings of \$68.9 million, or 60 cents a share, on

sales of \$827.9 million in the first quarter, compared to earnings of \$53.7 million, or 47 cents a share, on sales of \$743.2 million for the same period a year ago.

## Fulsom LP Suit Will Continue

**LOS ANGELES**—Though Dartbill Ltd. of England's attempt to gain a preliminary injunction to halt U.S. distribution by Granite Records of its Lowell Fulsom album, "The Old Blues Singer," was denied, the Superior Court suit here continues.

Don Arden of Dartbill claims he pact in November 1974 for worldwide distribution of the album with ATV Music. Firm released the album in England after it paid ATV Music \$20,000 for producing the package, as per the contract. Greg Lewerke of Jet, U.S.A., has told the court that he got approval for release of the album on Island Records after ATV rescinded the agreement in writing Dec. 4, 1975, because ATV claims Dartbill was to release the album in the U.S. by that time. Jeff Walker and Gary J. Rosenberg of Island also have submitted affidavits documenting that they wanted to release the Fulsom album.

## 2. To Be Honored

**NEW YORK**—Jim Tyrrell, vice president, marketing, CBS Records, and Jules Rifkind, president, Spring Records, are among those cited by the National Youth Movement to receive its first annual Achievers Awards. The awards will be presented at a fund-raising dinner to be held Wednesday (5) at the Park Lane hotel here.

**Graham Magnetics** posted earnings of \$150,001, or 16 cents a share, on sales of \$3,939,402 for the third quarter ended March 31, compared to earnings of \$167,811, or 18 cents a share, on sales of \$3,635,095 for the same quarter a year ago.

For nine months, the company reported earnings of \$750,564, or 80 cents a share, on sales of \$12,114,012, compared to earnings of \$830,793, or 88 cents a share, on sales of \$11,883,388 for the year ago period.

★ ★ ★

After considering the operating results for fiscal 1975, the board of **Sam Goody Inc.**, has declared a special dividend of 10 cents per share on its common stock (par value \$1), payable May 14 to holders of record may 4. The firm operates a chain of 27 retail home entertainment centers in New York, New Jersey, Connecticut, Pennsylvania and North Carolina.

★ ★ ★

**Pickwick International Inc.**, in accordance with its quarterly cash dividend policy, declared its fourth quarterly dividend of 8 cents per share, payable June 18 to shareholders of record as of May 20.

★ ★ ★

Confirming discussions of more than a year, **Whirlpool Corp.**, which owns a controlling 57% of stock in **Warwick Electronics, Inc.**, has entered into an agreement in principal for acquisition of control by **Sanyo Electric Co., Ltd.**, of Japan. With Warwick owning one of the most sophisticated tv manufacturing plants in the U.S. at Forrest City, Ark., the deal would give Sanyo an entry into the U.S. console tv business under its own name. Warwick is a major supplier to Sears, among other mass merchandisers.

★ ★ ★

**Walt Disney Productions** and **American Broadcasting** are among five companies upon which options will be traded beginning next week on the Pacific Stock Exchange. Disney will be listed daily.

★ ★ ★

**Craig Corp.** declared a quarterly dividend of 5 cents a share payable July 6 to stockholders of record June 1. The company is now doubling its annual dividend rate to 20 cents a share.

★ ★ ★

**Lafayette Radio Electronics Corp.**, Syosset, N.Y., has declared a quarterly dividend of 6½ cents a share payable May 28 to shareholders of record April 28.

# Market Quotations

As of closing, Thursday, April 29, 1976

1975 High	Low	NAME	P-E	(Sales 100s)	High	Low	Close	Chang
30%	19%	ABC	29	224	29%	29	29%	+ 3%
8½	4½	Ampex	71	106	7	6½	7	- ½
9½	2%	Automatic Radio	75	41	9%	9	9%	+ ½
20%	10%	Avnet	8	174	17%	17%	17%	+ ½
25½	15	Bell & Howell	-	32	19%	19%	19%	Unch.
58	46½	CBS	11.8	91	53%	52%	53%	+ 3%
7½	5½	Columbia Pic	3.6	11	5%	5%	5%	Unch.
15½	8½	Craig Corp.	5.8	8	13%	13%	13%	+ ½
63	50%	Disney, Walt	25	214	56%	55%	56%	- ½
5½	4½	EMI	11	60	4%	4%	4%	+ ½
26½	21	Gulf + Western	4.7	333	23	22½	22%	+ ½
7½	5	Handleman	12.2	6	5%	6	5%	+ ½
27	14½	Harman Ind.	6.1	9	21%	21%	21%	- ½
11½	7	Lafayette Radio	9.4	55	9%	9%	9%	+ ½
21½	19½	Matsushita Elec.	20	4	21%	21%	21%	- ½
79%	65	MCA	6.2	119	70%	68%	70%	+ 1½
15½	12½	MGM	6.6	98	13%	13%	13%	+ ½
65½	54½	3M	25.7	515	62½	61%	62%	Unch.
4½	2½	Morse Elec. Prod.	-	13	3	3	3	Unch.
54½	41½	Motorola	29.4	175	53	52½	52½	+ ½
33	19½	No Amer. Philips	8.2	25	27%	27%	27%	- ½
23%	14½	Pickwick Internatl.	9.3	71	18%	18%	18%	- ½
5	2½	Playboy	64.5	16	4%	4%	4%	+ ½
28½	18½	RCA	15.8	320	26	25½	25%	- ½
10½	8½	Sony	34.2	680	9%	9%	9%	Unch.
40½	19	Superscope	8.7	64	26½	25%	26½	+ ½
47½	26½	Tandy	12	423	38%	37%	37%	Unch.
10%	5½	Telecor	8.4	71	8½	8½	8½	Unch.
4½	1½	Telex	12.5	74	3%	3½	3½	- ½
7½	2½	Tenna	-	7	5	4%	4%	- ½
12½	8½	Transamerica	8.6	138	11%	11%	11%	+ ½
15	9%	20th Century	5.6	178	10%	9%	10%	+ ½
25½	17½	Warner Commun	32.4	64	23%	22%	22%	- ½
40%	23%	Zenith	26	371	35%	35	35	- ½

OVER THE COUNTER	P-E	Sales	Bid	Ask	OVER THE COUNTER	P-E	Sales	Bid	Ask
ABKCO Inc.	75.00	5	2½	2½	M. Josephson	14.80	11	8	8
Gates Learjet	4.00	-	10%	11½	Schwartz Bros.	18.70	-	2	2
GRT	-	71	3%	4½	Wallich's M.C.	-	-	½	½
Goody Sam	4.00	-	2%	2½	Kustom Elec.	7.50	1	2½	3
Integrity Ent.	4.00	10	½	¾	Orrox Corp.	-	-	1	1
Koss Corp.	9.40	-	7%	7%	Memorex	-	117	30½	31
K-tel Corp.	-	-	7%	7%					

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## Popular Culture Assn. Has Music Topics On Its Mind

**CHICAGO**—The sixth national convention of the Popular Culture Assn., at the Pick Congress Hotel here April 22-24, turned its sights on music and the music industry.

Among the dozens of panel discussions staged by the seven-year-old academic association, were women and the blues, country music, blues and the media, folk, romantic and outlaw music, white gospel music and the country tradition, popular music, musicals and musical theatre, and the state of the recording industry.

Participants in the last of these sessions were Gregg Dott, MCA Distributing Co.; Robert Koester, Delmark Records; Robin McBride, Mercury Records; Bill Trout, Wooden Nickel Records; and Steve Marcus, ex-New Christy Minstrel, now a college teacher.

Highlighting the question-answer session was discussion of industry "bigness," distribution patterns, morals and ethics and the new "enlightened" status of artists in their negotiations with record companies.

One panelist said the industry had no morals at all.

But Bill Trout explained that he

had worked for two large corporations before returning to the record industry, and that anything the record industry does in the way of pay-offs, etc., pales in comparison to these firms.

Only because the record industry is so before the public eye, Trout said, are its faults magnified.

## JAZZ GROUP ON THE ROAD

**NEW YORK**—The New York Jazz Repertory Company kicked off its "History And Evolution Of Jazz" tour April 19 at the Univ. of Iowa City, executive director George Wein announces. Dates include the Univ. of Wisconsin, Madison; Northwestern Univ., Chicago; Pittsburgh, and Cleveland.

With Billy Taylor as musical director, tour group includes Eddie Bert, Lloyd Davis, Ralph Dorsey, John Gordon, Budd Johnson, Virgil Jones, Jimmy Owens, Cecil Payne, Victor Paz, Eph Resnick, Lar Ridely, John Stubblefield, Bill Taylor and Norris Turney.

## TED Videodisk System's Future Dim

By JOHN DWYER

**LONDON**—The future of the first commercially available videodisk—the TED system jointly developed by British Decca and Germany's AEG Telefunken—appears uncertain, based on comments from Teledisc headquarters in Hamburg following the recent Video Disc '76 conference at the Royal Lancaster Hotel here.

"At present we are analyzing the latest knowledge to find a new ori-

entation for our market strategy," Teledisc spokesman commented. In reply to a negative appraisal of the system's first 12 months on the German market, "Details can be released in a couple of weeks."

The TED system was the only actual unit to be demonstrated during the conference, although both Philips/MCA and RCA had been invited to show prototypes of the

(Continued on page

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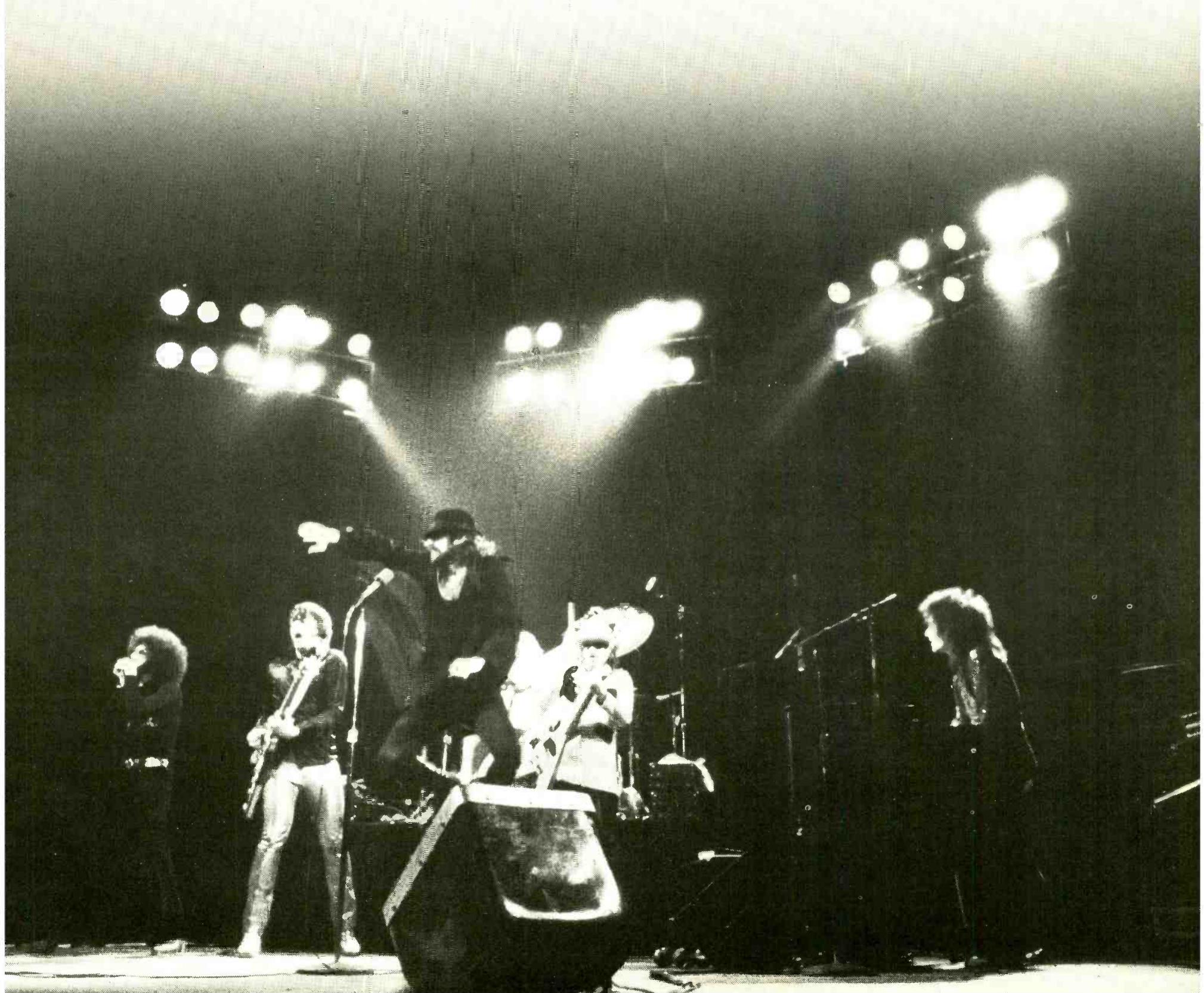
# 'Caught In The Act. The J. Geils Band Live Album, "Blow Your Face Out."

Includes live version of  
"Where Did Our Love Go?" #3520

On Atlantic Records  
& Tapes.



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AND BILL SZYMZYK WITH  
THE J. GEILS BAND  
SD 2-507



## General News

### Unemployment Up In '75

• Continued from page 4  
elected off during 1972 and 1973 to about 7% and dropped during 1974 to a low of 4.1% of 146,000 musicians and composers. The rate rose again to 7.9% of 151,000 in 1975.

The Arts Endowment research study points out the crying need for better statistics on the employment of this country's performing artists, authors, composers, dancers and others in artistic occupations. The office recommends a "broad series of studies to acquire a far better understanding of characteristics of unemployment in artistic occupations."

Part of the trouble is the 10-year gap in national census-taking periods. The Endowment's research office welcomes the prospect of a five-year interval for the census, now being considered, to start in 1985.

Lost or blurred in the present statistics are the number of artists, musicians and composers who have to drop out of their profession. The survey estimates that between 1960 and 1970, more than 28% of all musicians and composers who had been in artistic employment, but were forced to drop out, are not even counted in national statistics.

Other factors distort the employment picture. Many have to "moonlight," earning their living in other fields, but there is no data now available on how many. A number are self-employed, putting their talent aside to earn by teaching or other types of work at home. The study estimates a shocking 29% of musicians

and composers have to resort to this means of survival.

None of the existing data can estimate the seasonal factor. The 1970 census based its statistics on the employment in the last week of March—when it could have been relatively low for some groups, high for others. The comparatively small sample monthly averages of the Labor Dept.'s Bureau of Statistics data used in the survey does not show seasonal variations in employment, the survey points out.

MILDRED HALL

### Everything Is Peaches Again

LOS ANGELES—Tom Heiman, president of Nehi Distributing here, got the right to use "Peaches Records & Tapes" for his new Cleveland retail store and Shelly Tirk of Super Management, Cleveland retail chain, got a cash settlement from Heiman in Federal District Court, Cleveland, last week.

Tirk got the undisclosed amount of bread when the two litigants reached a stipulation, which resulted in a consent decree, enjoining Tirk, the defendant, from further use of the name, "Peaches Record & Tape." Tirk had two stores in Ohio using that name, but will re-name the stores. Heiman opened a "Peaches" store in Cleveland April 23.

Nehi is parent corporation of the Peaches chain of full-line record/tape retail stores.

### Soundbird Goes With 1st CD-4 Discrete Single

LOS ANGELES—Soundbird Records, owned by Brad Miller and Joe Sutton, will release the nation's first CD-4 discrete quad single. Columbia Records already released months ago the first matrix SQ single by Paul Simon and Ovation Records in Chicago has released several singles in the Sansui QS matrix system.

The Soundbird single features a goodtime music group from San Francisco called Sweet Thunder performing "Bean Whistle Rag." The disk was produced by Lou Doren.

The same tune is also featured in a \$5 test CD-4 discrete album being marketed for hi fi buffs by Southwest Technical Products, San Antonio. Southwest is selling the LP which has test signals for the CD-4 audiophile on one side and CD-4 demo and music on the other side for the ordinary person in addition to a CD-4 demodulator kit designed by Doren.

### New Songs Contest Resumes In Hawaii

HONOLULU—The fifth annual Search for Songs Contest, a project of the Assn. for Hawaiian Music and KCCN Radio, is now underway.

For the first time, separate categories have been established for amateur and professional songwriters. Awards of \$200 and \$100 await the composers of songs with all-Hawaiian lyrics or all-English lyrics.

The association is a group dedicated to the preservation and promotion of Island music. KCCN is the only all-Hawaiian station in the Islands.

### Bill Darnell Dead

NEW YORK—Industry veteran Bill Darnell, 55, drowned April 28 off the coast of Acapulco. While swimming, he was caught in an undertow which dragged him away from shore.

Darnell began in the business as a vocalist on Decca Records, before moving over as an executive with Jubilee, Bang and All Platinum Records. His most recent position was as director of special projects for TK Records.

Surviving is his widow, Jennie.



### CATENA CASE CONTINUES

## Ex-Capitol Officer Denies Deceptions

By JOHN SIPPET

share despite significant improvements in earnings.

From the time he started, Rozett characterized Capitol Records conservatively stating its financial position, noting that he warned the financial public relations firm handling the label not to forecast either sales or earnings. Attorney Gold did introduce transcripts of three telephone calls given by then Capitol president Stan Gortikov to financial analysts groups, in which Gortikov did not forecast earnings. Rozett would not agree that Gortikov's talks glossed over weaknesses in the label's financial picture at that time.

The Capitol Record Club was not a dump for obsolete Capitol albums, Rozett steadfastly testified. The plaintiff has consistently argued that huge amounts of over-90-day-old bums were shoveled by Capitol into the club. Rozett pointed up years of his time at Capitol when over-day merchandise outsold new bums.

Rozett strongly defended the club's handling of the Invictus production deal, noting that up to when Capitol finally wrote it off, the deal was salvageable in his view.

Rozett also denied the charge of overloading accounts a holding back returns. He noted that returns all through 1969 until October were much higher than average. Catena's side has argued that turns were held up until fiscal 1970 end so that the profit drain would be processed against fiscal 1970.

Evidence produced during Rozett's testimony disclosed that the Beatles' sales accounted for 26.8% of all Capitol sales in 1969, 41.6% in 1970 and 28.1% in 1971. Rozett consistently denied the alleged strict supervision of Capitol by EMI.

Capitol and EMI did not get the heads together to jointly maneuver acquisitions through joint stock deals, Rozett said.

Capitol did not go heavily into closeout selling after it sold its record club to Longines. Rozett testified. The label had been selling good amounts of closeouts long before that, he stated.

### Adams Re-elected ASCAP President

NEW YORK—Stanley Adams, who has served as ASCAP president continuously since 1959, has been re-elected to another term as chief executive by the society's board of directors. At the same time, the entire incumbent slate of officers were also re-elected.

Remaining as vice president are Sal Chiantia and George Dunlap. Morton Gould stays as secretary, Ernest Farmer as treasurer, Art Schwartz as assistant secretary, and Leon Brettler as assistant treasurer.

### SCHROEDER'S 28 YEARS

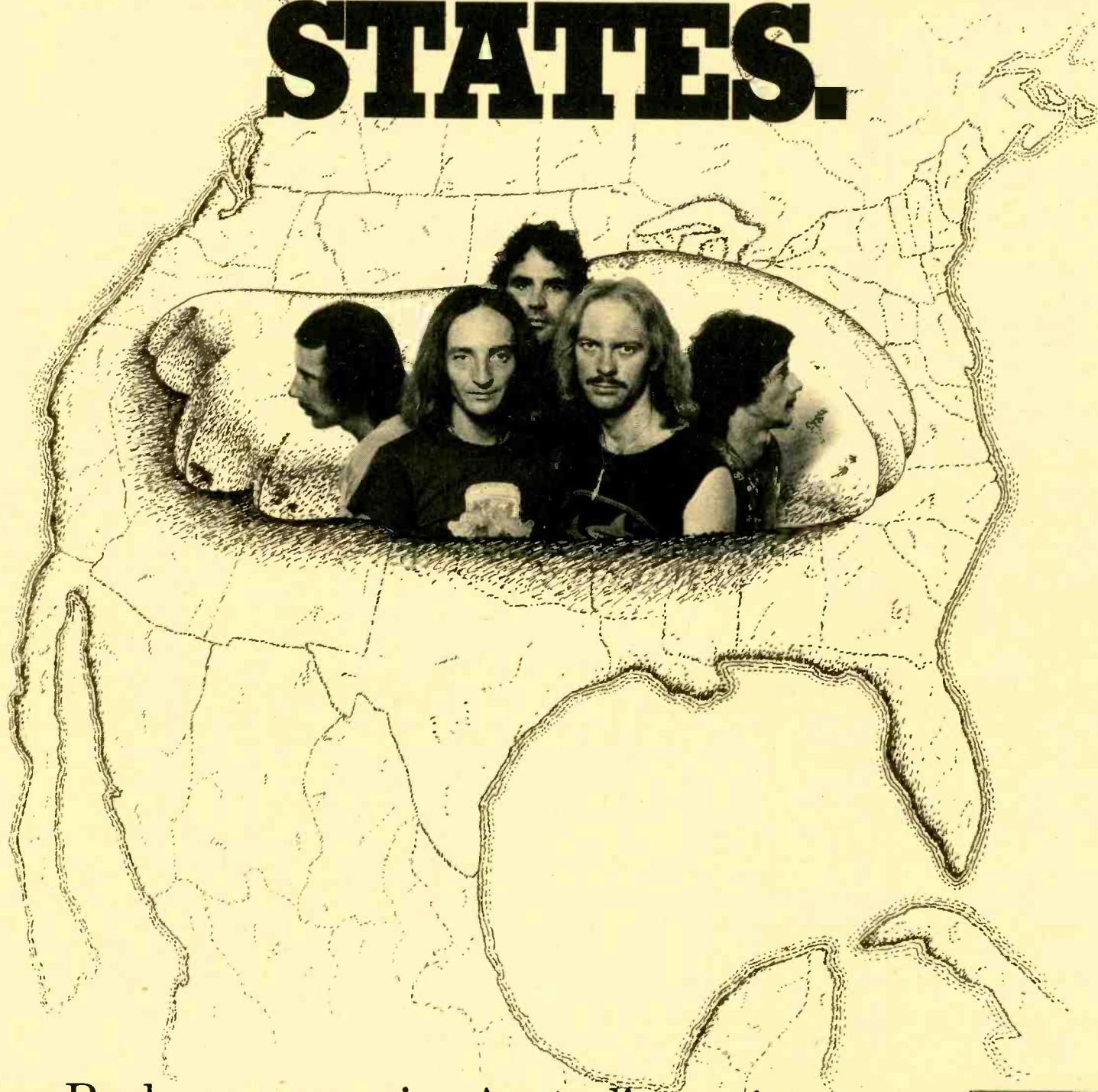
NEW YORK—Aaron Schroeder isn't up for renewal, but his 28 years in the music business exactly matches the duration of his first copyright to go into a new term.

It was in 1948 that he wrote "At A Sidewalk Penny Arcade," the song that launched Rosemary Clooney. Since then the head of A. Schroeder International Ltd. has written tunes for dozens of top acts, including 18 for Elvis Presley.

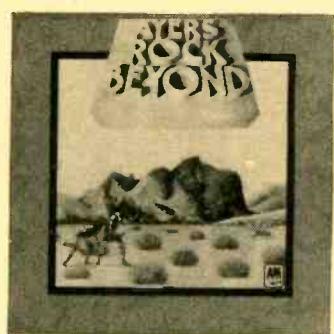
### Midtown Label Sue L.A. Retail Chain

LOS ANGELES—Midtown Records Inc., parent company of Southwest Record Distributors, Los Angeles, has filed suit against Dolphin's of Hollywood, retail chain here, to recover \$15,771.20, allegedly due for records and tapes sold from October 1975 through January 1976. Pleading in Superior Court reported the defendant paid \$8,000 on a total delinquency of \$23,771.20.

# **AYERS ROCK HAS FOUND A PLACE FOR ITSELF IN THE STATES.**



Ayers Rock, a progressive Australian quintet currently being raved by the press there as the best band from Down Under to come up in quite some time, is finding its latest (and 2nd) album on playlists and turntables on both coasts and in lots of places in between.



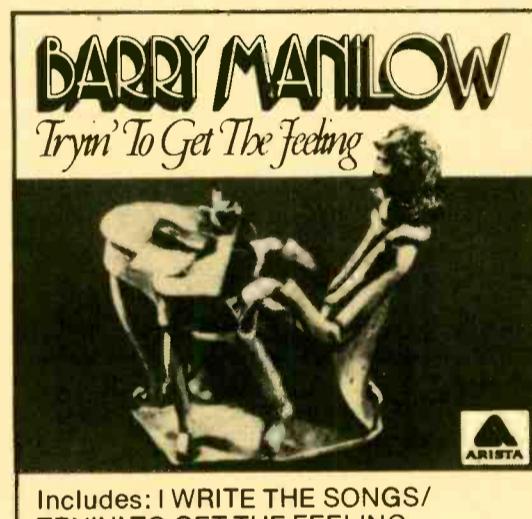
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SP 4565

Produced by Ayers Rock  
and John Stronach

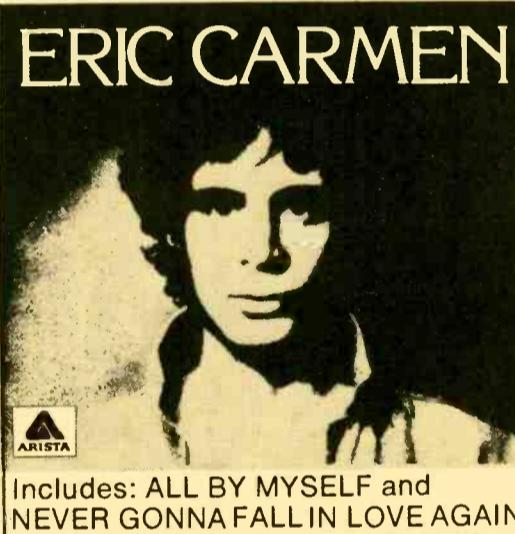
# ARISTA'S SPR

## A SEASON OF GROWING POWER!



Includes: I WRITE THE SONGS/  
TRYIN' TO GET THE FEELING

**BARRY MANILOW** who topped the charts with "I Write The Songs" is soaring again with his latest single "Tryin' To Get The Feeling." This album includes both smash hits, is about to be certified platinum and is selling better than ever. AL 4060



Includes: ALL BY MYSELF and  
NEVER GONNA FALL IN LOVE AGAIN

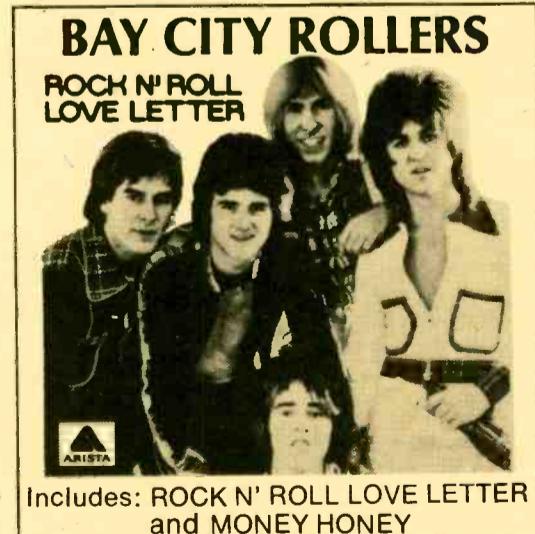
**ERIC CARMEN** The beautiful new standard "All By Myself" and Eric's newest smash "Never Gonna Fall In Love Again" are just two of the wonderful cuts in this sparkling album. More and more one can see this is clearly an album of major significance by one of the most important new artists today. AL4057

**Melissa Manchester**  
better days & happy endings



Includes: BETTER DAYS and  
JUST YOU AND I

**MELISSA MANCHESTER**'s current single "Better Days" is just one of the gems in her powerful album, "BETTER DAYS & HAPPY ENDINGS." It's an album which keeps growing in popularity as it displays the brilliance of this artist called "The Best New Female Vocalist Of The Year" AL4067



Includes: ROCK N' ROLL LOVE LETTER  
and MONEY HONEY

**BAY CITY ROLLERS** newest album is full of the infectious energy which has made them one of the hottest chart groups in America. "Rock N' Roll Love Letter," the exciting title cut, has just been released to instant reaction—watch the new single and the album zoom! AL4071

**THE BRECKER BROTHERS BAND**  
BACK TO BACK



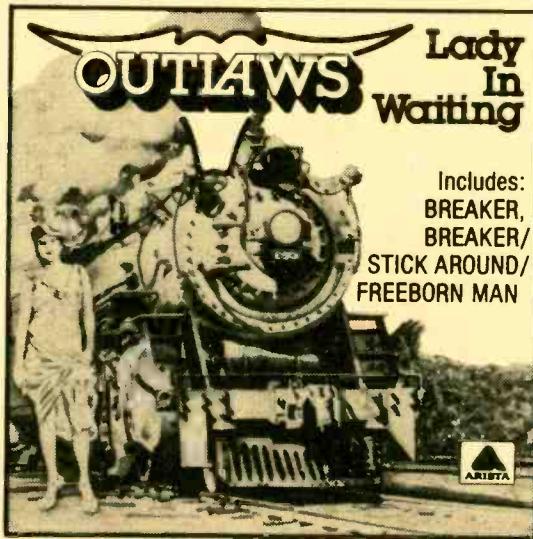
Includes: IF YOU WANNA  
BOOGIE . . . FORGET IT

**THE BRECKER BROTHERS BAND** is generating excitement on every level. Their National Tour has exploded with SRO crowds. Their new single "If You Wanna Boogie . . . Forget It" is breaking through and this unique album is a powerhouse of funky rock that will spark a chain reaction everywhere! AL4061

# NG CHARTS

# EXPLODING!

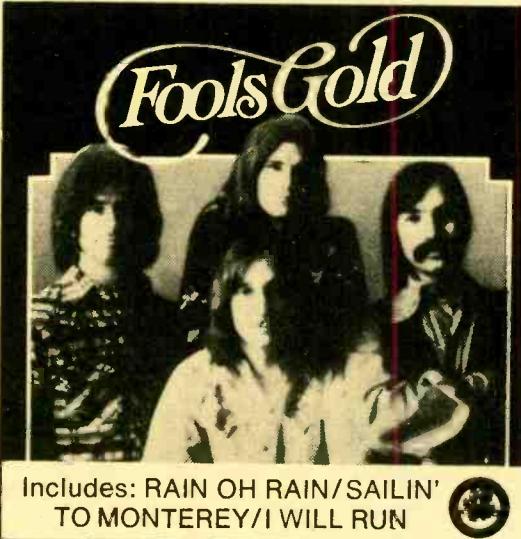
**OUTLAWS** sensational debut album in 1975 put them on the charts and in the headlines. Now, their newest album has arrived with more of their searing rock and roll. "LADY IN WAITING" is bulleting straight to the top. AL4070



Lady  
In  
Waiting

Includes:  
BREAKER,  
BREAKER/  
STICK AROUND/  
FREEBORN MAN

**FOOLS GOLD** is already attracting the unstinting praise usually reserved for major stars. They first stepped into the national spotlight as Dan Fogelberg's masterful accompanists. Now they have arrived with a debut album that is both a rare delight—and a hot chart climber. ML5500



Fools Gold

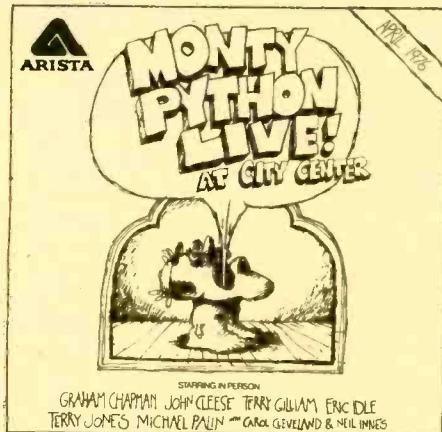
Includes: RAIN OH RAIN/SAILIN'  
TO MONTEREY/I WILL RUN

- ★ 41 BILLBOARD
- ★ 36 RECORD WORLD
- ★ 40 CASH BOX

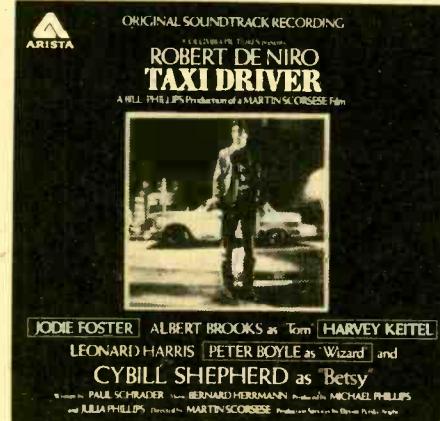
## Bulleting Up The Charts!

- ★ 145 BILLBOARD
- ★ 119 RECORD WORLD
- ★ 128 CASH BOX

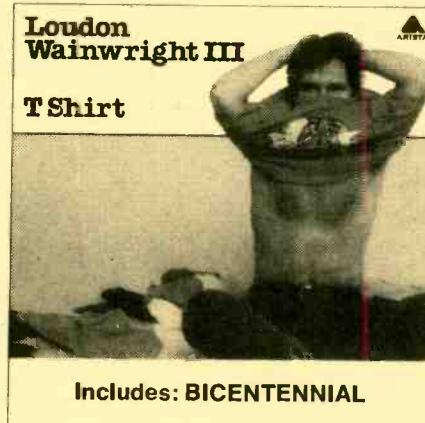
## The Next Contenders!



Americans will never forget the **MONTY PYTHON LIVE!** April 1976 appearance at New York's City Center. This album is an unabridged and uninhibited recording of that insane event. It's a classic case of Pythonmania and it's about to sweep the country and the charts! AL4073



**TAXI DRIVER** is the Original Soundtrack recording of compelling music that hits as hard as the widely-acclaimed film. This great Bernard Herrmann score brilliantly evokes the energy, brutality and loneliness of a big city and its people. A provocative album that will make its mark! AL4079

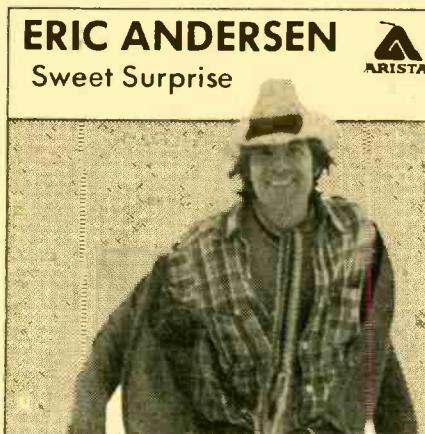


Loudon  
Wainwright III

T Shirt

Includes: BICENTENNIAL

**LOUDON WAINWRIGHT** mixes rock music with rare humor in a new album which will devastate everyone! "T SHIRT" crackles with the kind of American satire that would have made Mark Twain roar... caused Will Rogers to grin a little wider—and will break through as the surprise album of the year! AL4063



ERIC ANDERSEN

Sweet Surprise



**ERIC ANDERSEN**'s sensitive songwriting and strong performances have always covered important emotional ground. His newest album "SWEET SURPRISE" is alive with positive energy, sweet acoustic blues and joyful electric rockers. AL4075

### Arista Records... Where CAREERS Are Launched

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## General News

### House Group Mulls State Fairs' Music

• *Continued from page 3*  
ividually responsible for paying them.

An amendment voted by the subcommittee grants ASCAP's request for wording to prevent department stores from using the record-retailer exemption for promotional play of records in the bill, to send music throughout the bigger store or onto the parking lot. The amendment requires that the promotional playing of records must be "within the im-

mediate area where the sale is occurring" to be exempt from licensing.

A refinement of wording was voted to make sure that the single home style radio play of music in bars or restaurants is exempt "unless the performance is transmitted beyond the place of reception." The Senate bill calls for liability if "the transmission thus received is further transmitted to the public."

Either phrase would cover the use of multiple speakers in small loca-

tions to extend sound to customers—a practice ruled exempt under the present (1909) copyright law, by the Supreme Court in the case of the Aiken Fast Food restaurant.

A question still remains about the use in store or bar or restaurant of stereo or quadraphonic speakers attached to a single set. Whether this type of "multiple" speaker use could be included as a non-exempt practice, under the new law, is still open to interpretation.

There was a lot of discussion, but no amendment made to the wording on public performances of non-dramatic musical works by schools or other non-profit institutions, which will lose their traditional blanket exemption from payment granted in the 1909 law.

These performances are exempt under the revision bill only if no fee is paid to the performer or other agent and any admission charged must revert to educational or other nonprofit use. Also, the bill would allow a copyright owner to refuse the use of his work.

This wording means that live concerts on campuses which pay performers, agents or promoters, will become liable for music royalty, and the college entertainment directors are up in arms about it. (The Senate judiciary committee report pointed out that the restrictions were put in to prevent free use of copyrighted material under the guise of charity performances by a salaried group such as a military band, or a school orchestra directed by a salaried teacher, are exempt.)

MILDRED HALI

### MGM Musicians

• *Continued from page 3*  
when sound in movies was introduced in the late 1920s.

"The deadline," says Read, "will be Sept. 1, 1975, for wage claims. Individual checks will not be mailed until all claims have been verified and processed."

MGM soon will release a sequel "That's Entertainment Part II" in which numerous additional film clips from movies of the 1930-1950 period are used extensively. Claim for the new picture also will be handled through Read's office.

## Springboard Springs Suit For \$1 Mil Against UA

LOS ANGELES—Springboard International has filed a triple-pronged suit against United Artists Records in Superior Court here, seeking \$1 million in damages and a court order to halt the defendant from selling its "Very Best of" albums to anyone but the plaintiff. In addition, Springboard seeks a court order to force UA to provide Vicki Carr sides to the plaintiff.

The suit claims that the two firms pacted to reciprocally help each other in July 1975. UA was to supply certain sides to Springboard for its compilation albums, while Springboard would provide specific sides for UA's "Very Best of" series.

Springboard claims the agreement was for UA to work the album

series for three years after which UA would give Springboard first option to purchase the inventory left over. Springboard claims that UA has offered Springboard's customers 1,463,059 LPs and 272,227 tapes at 39 cents for LPs and 58 cents for tapes.

Plaintiff claims it offered to buy the whole inventory from UA April 10 for its contracted price of 55 cents per LP and 79 cents for tapes when it heard UA was offering the stock to outsiders. Springboard claims that selling to outsiders would cause it to lose \$1,791,098.98.

According to facts filed with the court, Springboard's royalty from UA ranged from 5% on sides by the Isley Bros. and Chuck Jackson to 8% on Gladys Knight and the Pips, while UA leasing from Springboard ranged from 2.5% on Hour Glass and Chet Atkins sides to 5% of 100% of retail list on David Seville and the Chipmunks. All other deals were based on a percentage of 90% of retail.

The dispute between the singing family and the Strip hotel arose over scheduled 1974 appearances set at the resort. The Osmonds have since jumped hotels to the Las Vegas Hilton where they will appear May 10.

The suit began in Los Angeles Superior Court but was moved to Las Vegas later. Under the judgment, the \$3.2 million award will be stayed with the following conditions:

The Tropicana must pay the entertainment group \$850,000 by Dec. 31, 1977 and must guarantee a six-week engagement sometime during that same year. The Osmonds are to be paid \$125,000 per week for the booking and may be asked to do no more than two shows a night.

The Utah-based family will be allowed to contract with any other hotels during 1977 despite the six-week Tropicana obligation, thus clearing the way for the three-week Hilton booking.

And the Tropicana does not have to sign the group for the engagement as long as the hotel pays the popular

(Continued on page 94)

## Prices Up In Las Vegas

• *Continued from page 3*  
room, beginning May 6 to 19 with Diana Ross. Showtimes will correspond with the MGM's "Hallelujah Hollywood" times of 9 p.m. and 12:30 a.m. instead of the normal 8 p.m. and midnight times.

"We'll keep this new concept on a trial basis," says Ron Amos, Caesars publicity director. "The union increases are partially the reason for the change."

Other major Strip hotels will watch closely the new programs at the two resorts to evaluate the effect on tourist trade and gambling traffic. Las Vegas Hilton General Manager John Fitzgerald takes the wait and see attitude.

"We've always felt the dinner show was part of the glamour coming to Vegas," says Fitzgerald. "We're not considering any cutbacks or changes at the present time."

With food and beverage increases already affecting hotels, some casinos are toying with eliminating room service to hotel guests as well as increasing room costs.

The strike, which lasted 15 days at \$20 million direct and \$96 million indirect revenue costs to the Strip, city and state, raised the hourly culinary wage \$1.55 over a four-year period while musicians' wages increased from \$350 to \$385 a week. It

has been estimated the entire economic impact on Strip hotels will hit the \$50 million or more mark in additional costs.

Summa Corp. officials, who represent the six Hughes hotels—Desert Inn, Frontier, Sands, Castaways, Landmark and Silver Slipper—indicate costs will remain the same at present.

"There hasn't been any talk of increases yet," reveals Perry Lieber, public relations director for Summa. "There's no final policy for the new Crystal Room showroom at the Desert Inn where Debbie Reynolds opens her new act May 4. But we'll watch the other hotels for sure."

The economic impact of the strike from March 10-24, caused a 16,000-24,000 tourists a day loss to the area economy, the Las Vegas Convention and Visitors Authority reports.

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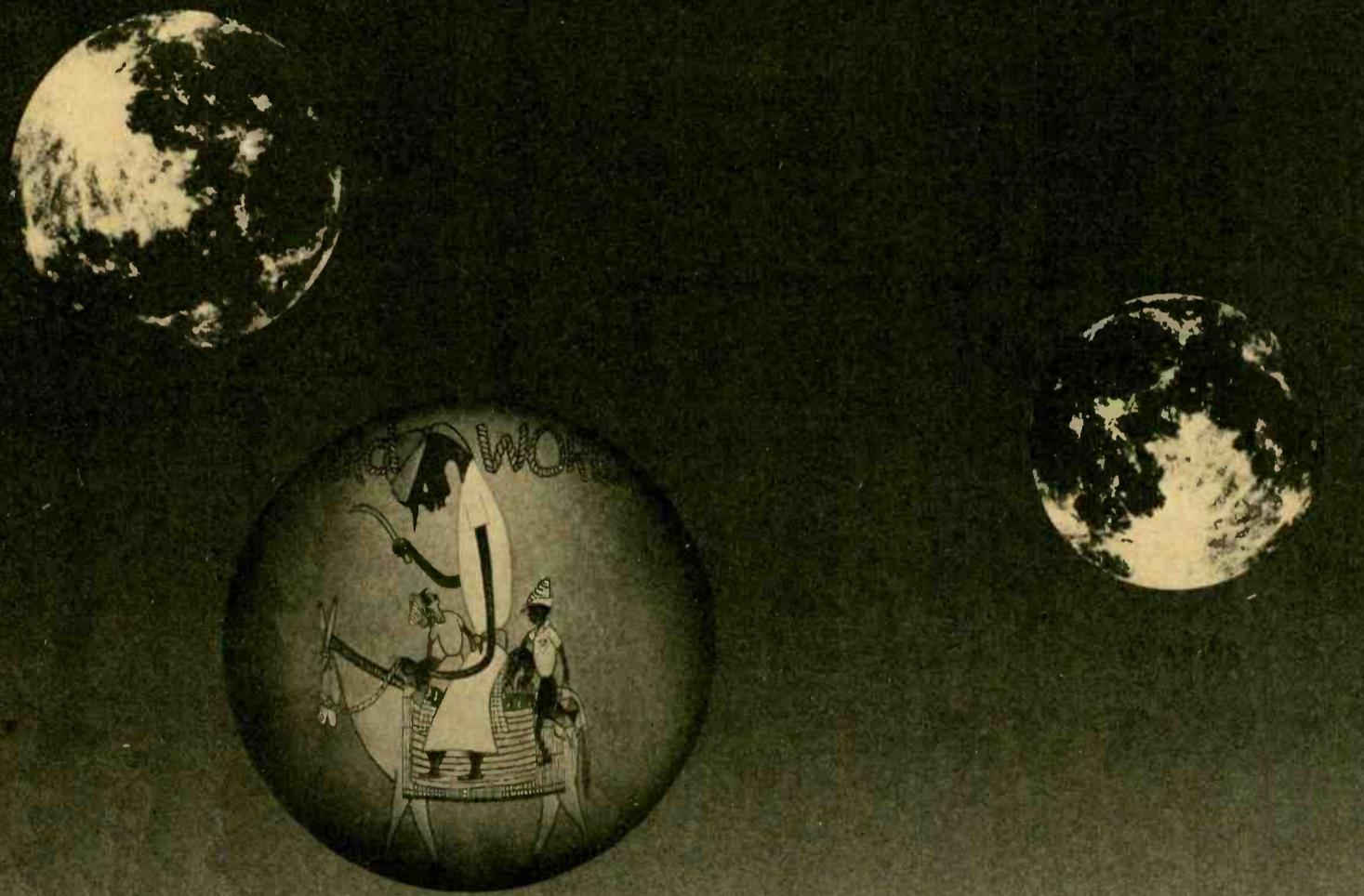
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# THIRD WORLD

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MAY 6-7	FOUR CORNERS INN
MAY 8	OPHEUM THEATRE
MAY 9-11	THE UNICORN
MAY 12	CELLAR DOOR
MAY 13-15	BIJOU THEATRE
MAY 16	GLASSBORO STATE COLLEGE
MAY 17-18	TBA

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BALTIMORE, MD.
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ITHACA, NEW YORK
WASHINGTON, D.C.
PHILADELPHIA, PA.
GLASSBORO, N.J.
UPSTATE, NEW YORK

MAY 19	SHABOO INN
MAY 20	ARCADIA BALLROOM
MAY 21-22	TBA
MAY 23	TBA
MAY 24	TBA
MAY 25	TBA
MAY 26	TBA
MAY 27-30	PAUL'S MALL
MAY 31	MY FATHER'S PLACE

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# AFM Warring On Illegal Alien Musicians Nationally

• Continued from page 1

large measure to the problem in New York. One is the increased size of the Dominican community, most of whom are illegal aliens who adhere in musical taste to the merengue.

This has led to Dominican musicians taking a short flight from the Dominican Republic to San Juan, and another direct flight into New York to come in and play as many as six gigs between Thursday and Sunday night.

The other contributing factor is the heavy promotion of salsa music in the East Coast corridor area, including Miami, that has led to a large demand for salsa orchestras on weekends. None of these immigrating musicians are union members and, as such, work for low fees.

The situation is even worse on the West Coast, according to Chuy Lopez, leader of the new-formed Local

47-connected Mariachi Club. In California, there is no way for the legitimate mariachi musician to compete, Lopez explains, because the "illegals" have made it a practice either to offer their services free of charge or, as has been the trend, to actually pay the club owner a fee of 25 cents per song in exchange for the opportunity of working for tip money.

Adding salt to the long-festered wounds, the illegal aliens thumb their noses at union members and, according to Lopez, threaten revenge should they continue to pursue efforts in getting the Federal Immigration and Naturalization Service involved in policing them.

In a special Mariachi Club meeting Tuesday (27) at Local 47's Hollywood facility, attended by some 50 club members as well as Local 47's assistant to the president Rene Bloch, secretary Marl Young, board

member Chico Guerrero and David Delegado of U.S. Sen. Alan Cranston's office, it was discovered that there was a group of five illegal alien mariachi musicians in the building, attempting to join the union.

The announcement came from one angry club member, who stood up and shouted in Spanish: "The illegals are upstairs right now, trying to join the union with fake papers."

When it was ascertained that the man speaking could identify them, Bloch suggested he go upstairs and invite them to the meeting so that, if indeed they were illegal aliens trying to pass false papers, they could be exposed. Lopez accompanied the man who made the charges and, a few minutes later, returned with the message that they had refused the invitation.

A rumble of anger went up from the members and some went so far as to accuse the union of committing

a "fraud" by allowing this to happen. Assuaging their indignation, secretary Young came up with the suggestion that from that point on, all future foreign applicants for membership be made to come before the Mariachi Club, which holds its regular meetings Thursdays, and pass inspection. The suggestion was adopted unanimously as law.

Bloch then reminded the somewhat pacified group that the real issue was the more than 100 clubs in the L.A. area that hire illegal aliens. Another all-important issue was how to get the Immigration and Naturalization Service to be more effective in staging busts when it "does not work weekends"—the time of the week when the majority of illegal aliens make their trek north. "These are the real issues," he stated.

Delegado of Sen. Cranston's office pointed out several steps that have already been taken to alleviate the problem. Recently, he reminded, the Supreme Court of California passed a law (Arnett Bill) which makes a proprietor responsible when the employs a person who does not legally reside in California. At the same time, another law (Rodino Bill) which is in the hands of a Congressional committee, says this:

"It is the responsibility of any proprietor to be absolutely certain that the person he employs is in this country legally."

On the East Coast, similar efforts are being made through Congressman Peter Rodino of New Jersey, a member of the House Judiciary Committee dealing with immigration and naturalization, and through Congressman Mario Biaggi of New York, who has been mounting a campaign against illegal aliens in

the New York area to deal with the problem of the Dominican musicians.

Latin union musicians have also been petitioning Local 802 to engage in stronger enforcement of sanction against union musicians caught playing gigs in smaller clubs along side non-union players.

Jon Fleming, legislative assistant to Sen. Cranston, contacted in his Washington, D.C., office, assure that steps are being taken to get the immigration people involved on weekends.

"The first step obviously has to be to stop the free and open ability for illegal aliens to work these clubs any day of the week and to take away so much employment from those that legitimately deserve to work," he avers. "We have contacted the Immigration Service and also forwarded a list of places (clubs and restaurants) which Local 47 has pinpointed.

"Basically, we're supportive of Local 47's cause. The course of action has been outlined and we're going to pursue it pretty aggressively," Fleming concludes.

## Superscope Will Market 'Elcaset' By Sony In U.S.

LOS ANGELES—Superscope Inc. will exclusively distribute in the U.S. Sony's new "Elcaset" tape recorders.

The "Elcaset" is a 1/4-inch audio cassette system being jointly developed by Sony, Matsushita (Panasonic) and TEAC in Japan.

According to Fred Tushinsky, senior vice president of sales and marketing for Superscope, the firm will distribute the Sony "Elcaset" tape decks and tape products in the U.S. through the end of the next year, under the two companies' present operating agreements.

In addition, Tushinsky indicates the "Elcaset" system will be introduced into the firm's Marantz and Superscope product lines by the early stages of next year.

At Superscope's exhibit at CES in Chicago this June, two samples of the new Sony front-load "Elcaset" tape decks will be on display for the first time.

## Field Trips Tagged For a Philly Club

PHILADELPHIA—The Jazz At Home Club, local area group of jazz aficionados is planning a series of jazz field trips. It provides for excursion treks by bus to different spots in New York, Baltimore, Washington and at seashore spots.

One club, Just Jazz, here plays most of the jazz names coming to town but there are many performers who pass up Philadelphia completely. The field trips also aim to take in special events and jazz concerts in nearby areas as well as jazz clubs. Motivating spirit behind the Jazz At Home Club is Mont Montgomery, a long-time local jazz buff.

## Jazz In Memphis

MEMPHIS—Southwestern College's annual Rite Of Spring Festival here will be held May 16 with jazz as its central theme. Featured performers at this year's festival are McCloskey, Tyner, Oregon, Dave Liebman, Michael Urbaniak and Urszula Dusziak.



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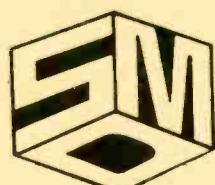
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## FCC Urged

• Continued from page 3

consuming to the commission. The FCC has said it would be reluctant to enter this "quagmire" in the absence of a "compelling public interest need."

The owner of WEFM-FM, GCC Communications, has asked the FCC to hold off on any policy statement until the Chicago case has been decided by the commission. GCC has reported loss of nearly \$1.5 million between January 1973 and October 1975, on the classical format.

# Third Quarter Report On Single-LP Sales

## SINGLES

### How The Top 10 Corporations Shared The Hot 100 Chart Action

RANK/Corp	% Share of Chart	No. of Singles
WARNER COMM.	24.5	44
CBS	11.6	24
CAPITOL	8.3	21
POLYGRAM	6.8	11
MOTOWN	6.3	11
A&M	6.2	11
ARISTA	5.5	7
MCA	5.3	12
RCA	5.0	14
ABC	4.3	9

### How The Top 10 Labels Shared The Hot 100 Chart Action

RANK/Label	% Share of Chart	No. of Singles
CAPITOL	7.7	16
COLUMBIA	7.5	14
ARISTA	5.5	7
A&M	5.5	9
ELEKTRA/ASYLUM	5.4	7
WARNER BROS.	4.5	9
CA	4.2	9
MERCURY	3.7	7
MCA	3.5	9
BC	3.4	6

## LPs & TAPES

### How The Top 10 Corporations Shared The Top LP And Tape Chart Action

RANK/Corp	%	No.
WARNER COMM.	23.0	77
CBS	18.6	53
RCA	8.2	31
A&M	7.8	21
CAPITOL	6.7	24
MOTOWN	4.9	12
MCA	4.2	15
ABC	4.2	18
ARISTA	4.1	10
POLYGRAM	3.4	15

### How The Top 10 Labels Shared The Top LP And Tape Chart Action

RANK/Label	%	No.
COLUMBIA	13.5	25
RCA	7.0	25
A&M	6.3	16
WARNER BROS.	5.4	15
CAPITOL	5.3	17
ARISTA	4.1	10
ELEKTRA/ASYLUM	4.0	12
ATLANTIC	3.4	14
MCA	3.2	11
ABC	2.5	9

## COMBINED LPs, Tapes & Singles

### How The Top 10 Corporations Shared The Hot 100 And Top LP/Tape Chart Action

RANK/Corp	%	No.
WARNER COMM.	23.7	121
CBS	17.1	77
RCA	7.6	45
A&M	7.4	32
CAPITOL	7.2	45
MOTOWN	5.1	23
MCA	4.5	27
ARISTA	4.4	17
ABC	4.3	27
POLYGRAM	4.0	26

### How The Top 10 Labels Shared The Hot 100 And Top LP/Tape Chart Action

RANK/Label	%	No.
COLUMBIA	12.3	49
RCA	6.4	34
A&M	6.1	25
CAPITOL	5.8	33
WARNER BROS.	5.2	24
ARISTA	4.4	17
ELEKTRA/ASYLUM	4.3	19
MCA	3.3	20
ATLANTIC	3.2	20
ABC	2.7	15

## 2-Disk Concert LPs Perk

Continued from page 1

et" and Columbia with Earth, Wind & Fire's "Gratitude."

Considered certain to hit the chart next week is Atlantic with The J. Geils Band's "Live: Blow Your Face Out."

The Earth, Wind and Fire record—part live, part studio—was offered at the lower list keeping the black consumer in mind, according to Don Dempsey, Columbia vice president of merchandising.

"In the black record market, many times the record is sold at the list price in certain neighborhood mom and pop shops," he says. "So we decided that the lower list price for two records would encourage more buyers and help the group's penetration of the black consumer."

Dempsey says each two-record live album must be researched so that the pricing structure is realistic. Variable pricing is reflective of the strategy of the times, so Columbia isn't sticking to just one basic price for two-record live albums, he says.

Although he wouldn't be specific, Dempsey says discussions are underway on several other proposed Columbia twofers.

Dave Glew, senior vice president of marketing at Atlantic Records, says the reduced list on the J. Geils LP is intended as a device to sell more records.

"On almost any live set with good packaging, there isn't much money made per album." When margins are short the company must aim for greater volume, he states.

Although there is not one specific price that Atlantic intends to stick with, Glew feels that the "magic price" should be \$9.98.

The Harry Chapin LP was marketed at the lower list, because Elektra hopes to further break out its artist, whom many regard as an impressive live performer.

According to Stan Marshall, national sales manager of the label, the discount pricing was done in order to expose the LP to as many potential consumers as possible.

## Engel Honored On 81st Birthday

CINCINNATI—Danny Engel, dean of American record promotion men and still active in the business as a member of the Bill Lowery Group, Atlanta, was honored on his 81st birthday recently at a reception on the University of Cincinnati campus attended by area music men and civic leaders.

The party was hosted by Dr. William M. Randle, who as Bill Randle was one of the country's best known deejays a few years back while on the staff of WERE, Cleveland. Randle, now a member of the university faculty, presented Engel with an award commemorating his nearly 60 years of service in the music industry.

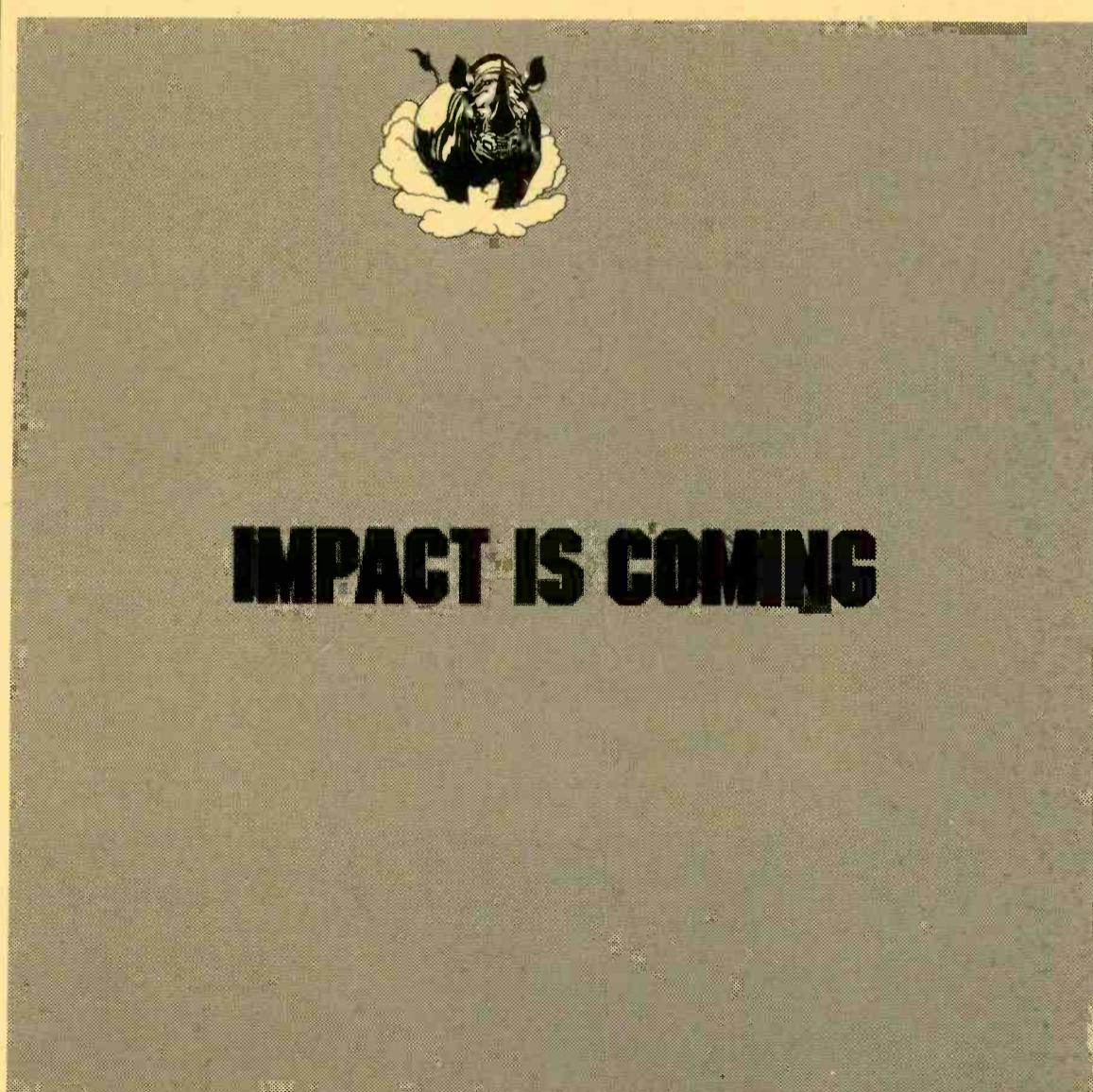
The Frederick Ziv Archive of Popular Music from 1920 to 1975, comprising some 3,500 sheet music copies, was presented to the university's collection of music memorabilia in honor of Engel.

Mike Clark, assistant to Bill Lowery, attended the ceremony to present Danny with a gift and taped greetings from the Lowery Group. Before joining the Lowery organization, Engle served more than 40 years with Chappell Music, New York.

## CBS Closes

Continued from page 3

charts action reports are part of a regular recapitulation by the Market Research section of the Music Popularity Charts Dept.



# Billboard Singles Radio Action

## Playlist Top Add Ons

## Playlist Prime Movers

## Regional Breakouts & National Breakouts

Based on station playlists through Thursday (5/6/76)

### TOP ADD ONS - NATIONAL

- CAPTAIN & TENNILLE—Shop Around (A&M)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- (D) DIANA ROSS—Love Hangover (Motown)

#### D—Discotheque Crossover

**ADD ONS**—The two key products added at the radio stations listed; as determined by station personnel.

**PRIME MOVERS**—The two products registering the greatest proportionate upward movement on the station's playlist; as determined by station personnel.

**BREAKOUTS**—Billboard Chart Dept. summary of Add On and Prime Mover information to reflect greatest product activity at Regional and National levels.

### Pacific Southwest Region

#### • TOP ADD ONS:

- BILLY OCEAN—Love Really Hurts Without You (Ariola America)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- FLEETWOOD MAC—Rhiannon (Will You Ever Win) (Warner/Reprise)

#### ★ PRIME MOVERS:

- PRATT & McCALIN—Happy Days (Warner/Reprise)
- (D) SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- CAPTAIN & TENNILLE—Shop Around (A&M)

#### BREAKOUTS:

- BILLY OCEAN—Love Really Hurts Without You (Ariola America)
- ROLLING STONES—Fool To Cry (Rolling Stones)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)

### KHJ—Los Angeles

- FLEETWOOD MAC—Rhiannon (Warner/Reprise)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- (D) SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 25-17
- WINGS—Silly Love Songs (Capitol) 19-13

### KIIS—Los Angeles

- STARBUCK—Moonlight Feels Right (Private Stock)
- DARYL HALL & JOHN OATES—Sara Smile (RCA)
- PRATT & McCALIN—Happy Days (Warner/Reprise) 13-5
- (D) SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 17-12

### KFXM—San Bernardino

- ROLLING STONES—Fool To Cry (Rolling Stones)
- BROTHERS JOHNSON—I'll Be Good To You (A&M)
- JOHN SEBASTIAN—Welcome Back (Warner/Reprise) 13-2
- FLEETWOOD MAC—Rhiannon (Warner/Reprise) 10-5

### KAFY—Bakersfield

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- DARYL HALL & JOHN OATES—Sara Smile (RCA)
- WINGS—Silly Love Songs (Capitol) 10-5
- BOZSCAGGS—It's Over (Columbia) 19-14

### KCBQ—San Diego

- DIANA ROSS—Love Hangover (Motown)
- BILLY OCEAN—Love Really Hurts Without You (Ariola America)
- ELECTRIC LIGHT ORCHESTRA—Strange Magic (U.A.) 26-17
- (D) SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 29-20

### KLIV—San Jose

- ROLLING STONES—Fool To Cry (Rolling Stones)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)
- WINGS—Silly Love Songs (Capitol) 15-5
- HENRY GROSS—Shannon (Lifesong) 12-7

### KCPX—Salt Lake City

- ELTON JOHN—Love Song (MCA)
- AMERICA—Today's The Day (W.B.)
- WINGS—Silly Love Songs (Capitol) 10-5
- CAPTAIN & TENNILLE—Shop Around (A&M) 25-20

### PRIME MOVERS - NATIONAL

- WINGS—Silly Love Songs (Capitol)
- (D) DIANA ROSS—Love Hangover (Motown)
- PRATT & McCALIN—Happy Days (Warner/Reprise)

#### KJOY—Las Vegas

- DIANA ROSS—Love Hangover (Motown)
- BAY CITY ROLLERS—Rock & Roll Love Letter (Arista)
- GARY WRIGHT—Love Is Alive (W.B.) 24-16
- PRATT & McCALIN—Happy Days (Warner/Reprise) 23-18

#### KBBC—Phoenix

- GARY WRIGHT—Love Is Alive (W.B.)
- ELTON JOHN—Love Song (MCA)
- CAPTAIN & TENNILLE—Shop Around (A&M) HB-24
- DOROTHY MOORE—Misty Blue (Malaco) HB-26

#### KRIZ—Phoenix

- ROLLING STONES—Fool To Cry (Rolling Stones)
- BILLY OCEAN—Love Really Hurts Without You (Ariola America) 17-8
- SYLVERS—Boogie Fever (Capitol) 17-9
- PRATT & McCALIN—Happy Days (Warner/Reprise) 15-9

#### KQEO—Albuquerque

- GARY WRIGHT—Love Is Alive (W.B.)
- STEVE MILLER BAND—Take The Money And Run (Capitol)
- BILLY OCEAN—Love Really Hurts Without You (Ariola America) 27-20
- (D) DIANA ROSS—Love Hangover (Motown) HB-23

#### KTKT—Tucson

- SEALS & CROFTS—Get Closer (W.B.)
- ELTON JOHN—Love Song (MCA)
- PRATT & McCALIN—Happy Days (Warner/Reprise) 22-16
- CAPTAIN & TENNILLE—Shop Around (A&M) 15-10

#### KING—Seattle

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- CAPTAIN & TENNILLE—Shop Around (A&M)
- WINGS—Silly Love Songs (Capitol) 15-8

#### KJRB—Spokane

- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- DIANA ROSS—Love Hangover (Motown) HB-19

#### KLAC—Tacoma

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- DOROTHY MOORE—Misty Blue (Malaco)
- WINGS—Silly Love Songs (Capitol) 22-13
- PRATT & McCALIN—Happy Days (Warner/Reprise) 10-6

#### KGW—Portland

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- DOROTHY MOORE—Misty Blue (Malaco)
- WINGS—Silly Love Songs (Capitol) 13-6
- PRATT & McCALIN—Happy Days (Warner/Reprise) HB-19

#### KISN—Portland

- AL WILSON—I've Got A Feeling (Playboy)
- CYNDI GRECO—Making Our Dreams Come True (Private Stock)
- DARYL HALL & JOHN OATES—Sara Smile (RCA) 26-15

#### KTLK—Denver

- BAY CITY ROLLERS—Rock & Roll Love Letter (Arista)
- ELTON JOHN—Love Song (MCA)
- QUEEN—Bohemian Rhapsody (Elektra) 34-23

#### KKAM—Pueblo, Colo.

- GARY WRIGHT—Love Is Alive (W.B.)
- BAD COMPANY—Young Blood (Swan Song)
- WINGS—Silly Love Songs (Capitol) 11-5

#### KLIV—San Jose

- BILLY OCEAN—Love Really Hurts Without You (Ariola America) 22-17
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)

#### KDIA—San Francisco

- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)

#### KYA—San Francisco

- WINGS—Silly Love Songs (Capitol) 15-5
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)

#### KLIV—San Jose

- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)

#### KLIV—San Jose

- WINGS—Silly Love Songs (Capitol) 15-5
- HENRY GROSS—Shannon (Lifesong) 12-7

#### KLIV—San Jose

- ELTON JOHN—Love Song (MCA)
- WINGS—Silly Love Songs (Capitol) 10-5

#### KLIV—San Jose

- CAPTAIN & TENNILLE—Shop Around (A&M) 25-20

### BREAKOUTS - NATIONAL

- CAPTAIN & TENNILLE—Shop Around (A&M)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- (D) SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)

#### KELP—El Paso

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- JOHNNY CASH—One Piece At A Time (Columbia) 28-18
- BILLY OCEAN—Love Really Hurts Without You (Ariola America) 22-15
- DIANA ROSS—Love Hangover (Motown) 19-14

#### KYNO—Fresno

- ROLLING STONES—Fool To Cry (Rolling Stones)
- ELTON JOHN—Love Song (MCA)
- DIANA ROSS—Love Hangover (Motown) 13-9
- WINGS—Silly Love Songs (Capitol) 11-8

#### KROY—Sacramento

- ROLLING STONES—Fool To Cry (Rolling Stones)
- CAPTAIN & TENNILLE—Shop Around (A&M)

#### KRSP—Salt Lake City

- STARLAND VOCAL BAND—Afternoon Delight (Windson)
- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)

#### KXOK—El Paso

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- DOROTHY MOORE—Misty Blue (Malaco)

- JOHN SEBASTIAN—Welcome Back (Warner/Reprise) 14-8
- ANDREA TRUE CONNECTION—More, More, More (Buddah) 20-14

#### KXOK—El Paso

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- DIANA ROSS—Love Hangover (Motown)

#### KXOK—El Paso

- SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.) 18-9

#### KXOK—El Paso

- PRATT & McCALIN—Happy Days (Warner/Reprise) 11-4
- ELVIN BISHOP—Fooled Around & Fell In Love (Capricorn) 14-8

#### KXOK—El Paso

- DIANA ROSS—Love Hangover (Motown) 18-13
- WNDE—Indianapolis

#### WZUU—Milwaukee

- SEALS & CROFTS—Get Closer (W.B.)
- ELTON JOHN—Love Song (MCA)

- DOOBIE BROTHERS—Takin' It To The Streets (W.B.) 18-9
- PRATT & McCALIN—Happy Days (Warner/Reprise) 29-17

#### WZUU—Milwaukee

- JOHNNY CASH—One Piece At A Time (Columbia) 21-16
- WZUU—Milwaukee

#### WZUU—Milwaukee

- SEALS & CROFTS—Get Closer (W.B.)
- STEVE MILLER BAND—Take The Money And Run (Capitol)

- GARY WRIGHT—Love Is Alive (W.B.) HB-18
- DIANA ROSS—Love Hangover (Motown) 18-13

#### WZUU—Milwaukee

- DOOBIE BROTHERS—Takin' It To The Streets (W.B.) 18-9
- ELVIN BISHOP—Fooled Around & Fell In Love (Capricorn) 14-8

#### WZUU—Milwaukee

- WINGS—Silly Love Songs (Capitol) 10-5
- WING—Silly Love Songs (Capitol) 10-6

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-6
- WING—Silly Love Songs (Capitol) 10-7

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-7
- WING—Silly Love Songs (Capitol) 10-8

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-8
- WING—Silly Love Songs (Capitol) 10-9

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-9
- WING—Silly Love Songs (Capitol) 10-10

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-10
- WING—Silly Love Songs (Capitol) 10-11

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-11
- WING—Silly Love Songs (Capitol) 10-12

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-12
- WING—Silly Love Songs (Capitol) 10-13

#### WZUU—Milwaukee

- WING—Silly Love Songs (Capitol) 10-13
- WING—Silly Love Songs (Capitol) 10-14

#### WZUU—Milwaukee

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# Billboard Singles Radio Action

Based on station playlists through Thursday (5/6/76)

Playlist Top Add Ons  
Playlist Prime Movers

Continued from page 18

- KXOK—St. Louis
- BAYCITY ROLLERS—Rock & Roll Love Letter (Arista)
- CAPTAIN & TENNILLE—Shop Around (A&M)
- D★ DIANA ROSS—Love Hangover (Motown) 22-13
- D★ SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 20-14

KSLQ-FM—St. Louis

- DARYL HALL & JOHN OATES—Sara Smile (RCA)
- CATE BROTHERS—Union Man (Elektra)
- ★ DOROTHY MOORE—Misty Blue (Malaco) 28-14
- ★ HEART—Crazy On You (Mushroom) 29-19

WHLB—Kansas City

- D★ DIANA ROSS—Love Hangover (Motown)
- WINGS—Silly Love Songs (Capitol)
- ★ HENRY GROSS—Shannon (Lifesong) 18-14
- ★ JOHN SEBASTIAN—Welcome Back (Warner/Reprise) 7-4

KEWI—Topeka

- ELVIS PRESLEY—Hurt/For The Heart (RCA)
- CAPTAIN & TENNILLE—Shop Around (A&M)
- ★ BARRY MANILOW—Tryin' To Get The Feeling Again (Arista) 27-17
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 39-30

## North Central Region

TOP ADD ONs:

- (D) SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- DOM HARRISON BAND—Sixteen Tons (Atlantic)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)

PRIME MOVERS:

- WINGS—Silly Love Songs (Capitol)
- PRATT & MCCLAIN—Happy Days (Warner/Reprise)
- (D) DIANA ROSS—Love Hangover (Motown)

BREAKOUTS:

- DOM HARRISON BAND—Sixteen Tons (Atlantic)
- (D) SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)

CKLW—Detroit

- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)
- PARLIAMENT—Tear The Roof Off The Sucker (Casablanca)
- ★ BELLAMY BROS.—Let Your Love Flow (W.B./Curb) 28-21
- ★ WINGS—Silly Love Songs (Capitol) 19-13

WGKD—Grand Rapids

- NONE
- ★ WINGS—Silly Love Songs (Capitol) 24-13

★ DARYL HALL & JOHN OATES—Sara Smile (RCA) 14-8

Z-96 (WZZM-FM)—Grand Rapids

- D★ DIANA ROSS—Love Hangover (Motown)
- ★ DARYL HALL & JOHN OATES—Sara Smile (RCA) 14-6
- ★ MAXINE NIGHTINGALE—Right Back Where We Started From (U.A.) 10-8

WTAC—Flint, Mich.

- D★ DIANA ROSS—Love Hangover (Motown)
- DON HARRISON BAND—Sixteen Tons (Atlantic)
- ★ BLACKBYRDS—Happy Music (Fantasy) 20-15
- ★ JOHN SEBASTIAN—Welcome Back (Warner/Reprise) 5-1

WIXY—Cleveland

- AL WILSON—I've Got A Feeling (Playboy)
- BILLY OCEAN—Love Really Hurts Without You (Ariola America)
- BOZSCAGGS—It's Over (Columbia) 39-26
- ★ GARY WRIGHT—Love Is Alive (W.B.)

WGCL—Cleveland

- BOZSCAGGS—It's Over (Columbia)
- BRASS CONSTRUCTION—Movin' (U.A.)
- D★ DIANA ROSS—Love Hangover (Motown) 11-4
- D★ SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 14-7

13-Q (WKTQ)—Pittsburgh

- JOHN TRAVOLTA—Let Her In (Midland Int'l.)
- D★ ANDREA TRUE CONNECTION—More, More, More (Buddah)
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 25-17
- ★ WINGS—Silly Love Songs (Capitol)

WKBW—Buffalo

- D★ SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- CAPTAIN & TENNILLE—Shop Around (A&M)
- ★ FLEETWOOD MAC—Rhiannon (Warner/Reprise) 14-8
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 15-9

WSAI—Cincinnati

- PRATT & MCCLAIN—Happy Days (Warner/Reprise)
- DON HARRISON BAND—Sixteen Tons (Atlantic)
- JOHN SEBASTIAN—Welcome Back (Warner/Reprise) 7-3
- ★ QUEEN—Bohemian Rhapsody (Elektra) 12-8

WCOL—Columbus

- STARLAND VOCAL BAND—Afternoon Delight (Windsong)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- ★ WINGS—Silly Love Songs (Cap.) 27-13
- D★ SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 30-20

WAKY—Louisville

- D★ SILVER CONVENTION—Get Up And Boogie (Midland Int'l.)
- BAD COMPANY—Young Blood (Swan Song)
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 19-10
- ★ HENRY GROSS—Shannon (Lifesong)

WBGN—Bowling Green, Ky.

- DON HARRISON BAND—Sixteen Tons (Atlantic)
- DOROTHY MOORE—Misty Blue (Malaco)
- ★ OLIVIA NEWTON-JOHN—Come On Over (MCA) 16-8

WJET—Erie, Pa.

- ROLLING STONES—Fool To Cry (Rolling Stones)
- BAD COMPANY—Young Blood (Swan Song)
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 28-19

WIBG—Philadelphia

- CAPTAIN & TENNILLE—Shop Around (A&M)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)
- ★ DOROTHY MOORE—Misty Blue (Malaco) 28-17
- D★ SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 22-13

WPCC—Washington

- ROLLING STONES—Fool To Cry (Rolling Stones)
- BRO. SMITH—Bigfoot (Big Tree)
- ★ STARLAND VOCAL BAND—Afternoon Delight (Windsong) 26-16
- ★ HENRY GROSS—Shannon (Lifesong) 14-6

WCAO—Baltimore

- D★ ANDREA TRUE CONNECTION—More, More, More (Buddah)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- ★ FLEETWOOD MAC—Rhiannon (Warner/Reprise) 24-17
- ★ DOROTHY MOORE—Misty Blue (Malaco) 14-8

WGH—Newport News, Va.

- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- CATE BROS.—Union Man (Elektra)
- KISS—Shout It Out Loud (Casablanca) 20-12
- ★ ELVIN BISHOP—Fooled Around & Fell In Love (Capricorn) 8-1

WYRE—Annapolis, Md.

- STARBUCK—Moonlight Feels Right (Private Stock)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- ★ FLEETWOOD MAC—Rhiannon (Warner/Reprise) 27-18
- ★ WINGS—Silly Love Songs (Capitol) 17-10

WLLE—Richmond, Va.

- RHYTHM HERITAGE—Baretta's Theme (ABC)
- NEIL SEDAKA—Love In The Shadows (Rocket)
- D★ DIANA ROSS—Love Hangover (Motown) 20-10
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 28-19

WPTW—Harford

- ROLLING STONES—Fool To Cry (Rolling Stones)
- DOROTHY MOORE—Misty Blue (Malaco)
- PRATT & MCCLAIN—Happy Days (Warner/Reprise) 21-14
- D★ DIANA ROSS—Love Hangover (Motown) 28-22

WTRY—Albany

- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- CAPTAIN & TENNILLE—Shop Around (A&M)
- ★ FLEETWOOD MAC—Rhiannon (Warner/Reprise) 25-10
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 12-7

WPTW—Albany

- BRASS CONSTRUCTION—Movin' (U.A.)
- PAUL SIMON—Still Crazy After All These Years (Columbia)
- D★ DIANA ROSS—Love Hangover (Motown) 26-9
- ★ WINGS—Silly Love Songs (Capitol) 23-11

Northeast Region

TOP ADD ONs:

- BAY CITY ROLLERS—Rock And Roll Love Letter (Arista)
- (D) VICKIE SUE ROBINSON—Turn The Beat Around (RCA)
- CAPTAIN & TENNILLE—Shop Around (A&M)

PRIME MOVERS:

- (D) DIANA ROSS—Love Hangover (Motown) 30-14
- WINGS—Silly Love Songs (Cap.) 27-13
- 23-10

WCUE—Akron

- BRASS CONSTRUCTION—Movin' (U.A.)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- ★ ROLLING STONES—Fool To Cry (Rolling Stones) 32-21
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 8-4

Mid-Atlantic Region

TOP ADD ONs:

- CAPTAIN & TENNILLE—Shop Around (A&M)
- BRO. SMITH—Bigfoot (Big Tree)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)

PRIME MOVERS:

- DOROTHY MOORE—Misty Blue (Malaco)
- FLEETWOOD MAC—Rhiannon (Will You Ever Win) (Warner/Reprise)
- WINGS—Silly Love Songs (Capitol)

BREAKOUTS:

- BAY CITY ROLLERS—Rock And Roll Love Letter (Arista)
- CAPTAIN & TENNILLE—Shop Around (A&M)
- (D) VICKIE SUE ROBINSON—Turn The Beat Around (RCA)

WABC—New York City

- HENRY GROSS—Shannon (Lifesong)
- ★ WINGS—Silly Love Songs (Capitol) 20-14
- D★ DIANA ROSS—Love Hangover (Motown) 10-7

WPX-FM—New York City

- FLEETWOOD MAC—Rhiannon (Warner/Reprise)
- CYNDI GRECO—Making Our Dreams Come True (Private Stock)
- ★ HENRY GROSS—Shannon (Lifesong) 20-11
- D★ DIANA ROSS—Love Hangover (Motown) 8-4

WBFB—Rochester, N.Y.

- ROLLING STONES—Fool To Cry (Rolling Stones)
- BAY CITY ROLLERS—Rock & Roll Love Letter (Arista)
- ★ DR. HOOK—Only Sixteen (Capitol) 13-7
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 17-12

WRKO—Boston

- VICKIE SUE ROBINSON—Turn The Beat Around (RCA)
- BAY CITY ROLLERS—Rock & Roll Love Letter (Arista)
- D★ SILVER CONVENTION—Get You And Boogie (Midland Int'l.) 24-13
- ★ WINGS—Silly Love Songs (Capitol) 10-5

WFIL—Philadelphia

- CAPTAIN & TENNILLE—Shop Around (A&M)
- BRO. SMITH—Bigfoot (Big Tree)
- ★ DARYL HALL & JOHN OATES—Sara Smile (RCA) 21-13
- ★ WINGS—Silly Love Songs (Capitol) 16-10

WBZ-FM—Boston

- CAPTAIN & TENNILLE—Shop Around (A&M)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)
- ★ DOROTHY MOORE—Misty Blue (Malaco) 28-17
- D★ SILVER CONVENTION—Get Up And Boogie (Midland Int'l.) 18-13

WVBF-FM—Framingham, Mass.

- DOROTHY MOORE—Misty Blue (Malaco)
- DOOBIE BROTHERS—Takin' It To The Streets (W.B.)
- ★ NONE
- ★ WPRO—Providence

WPRO—Providence

- AL WILSON—I've Got A Feeling (Playboy)
- CAPTAIN & TENNILLE—Shop Around (A&M)
- D★ DIANA ROSS—Love Hangover (Motown) 17-4

WORC—Worcester, Mass.

- STEVE MILLER BAND—Take The Money And Run (Capitol)
- D★ VICKIE SUE ROBINSON—Turn The Beat Around (RCA)
- WINGS—Silly Love Songs (Capitol) 10-2

WORC—Worcester, Mass.

- STEVE MILLER BAND—Take The Money And Run (Capitol)
- D★ VICKIE SUE ROBINSON—Turn The Beat Around (RCA)
- ★ WINGS—Silly Love Songs (Capitol) 10-15

WTRY—Montgomery, Ala.

- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- STEVE MILLER BAND—Take The Money And Run (Capitol)
- ★ GINO CUNICO—Daydreamer 18-10

WTOB—Winston/Salem, N.C.

- NEILSEDAKA—Love In The Shadows (Rocket)
- BAY CITY ROLLERS—Rock & Roll Love Letter (Arista)
- ★ BILLY OCEAN—Love Really Hurts Without You (Ariola America) 24-18
- ★ HENRY GROSS—Shannon (Lifesong) 13-8

WWSA—Savannah, Ga.

- GARY WRIGHT—Love Is Alive (W.B.)
- ERIC CARMEN—Never Gonna Fall In Love Again (Arista)
- ★ PRATT & MCCLAIN—Happy Days (Warner/Reprise) 25-10
- ★ STARLAND VOCAL BAND—Afternoon Delight (Windsong) 14-10

WTMA—Charleston, S.C.

- BRASS CONSTRUCTION—Movin' (U.A.)
- PAUL SIMON—Still Crazy After All These Years (Columbia)
- D★ DIANA ROSS—Love Hangover (Motown) 26-9
- ★ WINGS—Silly Love Songs (Capitol) 23-11

WTMA—Charleston, S.C.

- PRATT & MCCLAIN—Happy Days (Warner/Reprise)
- PAUL SIMON—Still Crazy After All These Years (Columbia)
- ★ MANHATTANS—Kiss And Say Goodbye (Columbia) HB-4
- ★ DOROTHY MOORE—Misty Blue (Malaco) 25-12

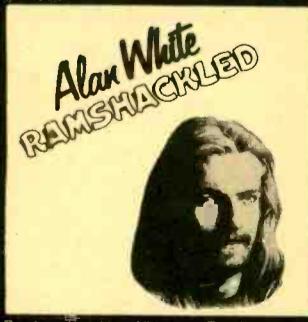
WORD—Spartanburg, S.C.

- MANHATTANS—Kiss And Say Goodbye (Columbia)
- VAN ALEXANDER ORCHESTRA—Theme From "Sanford & Son" (B.T

# The original White Tornado.



SD 18167



Produced by Alan White and Bob Potter

Today they call him Yes's White Tornado. Before today he could be heard drumming up a storm behind Alan Price, John Lennon and the Plastic Ono Band, George Harrison, Joe Cocker and even Ginger Baker (as second drummer in the Air Force).

Now Alan White brings his powerful drive center stage on his first solo album "Ramshackled." It's rock. It's jazz. It's R&B.

Alan White on Atlantic Records and Tapes.



# Billboard Album Radio Action

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

Based on station playlists through Thursday (5/6/76)

## Top Add Ons-National

- STEPHEN STILLS—Illegal Stills (Columbia)
- TODD RUNDGREN—Faithfull (Bearsville)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- STEELY DAN—Royal Scam (ABC)

**ADD ONS**—The four key products added at the radio stations listed, as determined by station personnel.

**TOP REQUESTS/AIRPLAY**—The four products registering the greatest listener requests and airplay, as determined by station personnel.

**BREAKOUTS**—Billboard Chart Dept. summary of Add Ons and Requests/Airplay information to reflect greatest product activity at regional and national levels.

## Western Region

### • TOP ADD ONS:

- STEPHEN STILLS—Illegal Stills (Columbia)
- STEELY DAN—Royal Scam (ABC)
- TODD RUNDGREN—Faithfull (Bearsville)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)

### ★ TOP REQUEST / AIRPLAY:

- LED ZEPPELIN—Presence (Swan Song)
- ROLLING STONES—Black And Blue (Rolling Stones)
- PETER FRAMPTON—Frampton Comes Alive (A&M)
- WINGS—At The Speed Of Sound (Capitol)

### BREAKOUTS:

- STEPHEN STILLS—Illegal Stills (Columbia)
- STEELY DAN—Royal Scam (ABC)
- TODD RUNDGREN—Faithfull (Bearsville)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)

## KLOS-FM—Los Angeles

- STEPHEN STILLS—Illegal Stills (Columbia)
- STEELY DAN—Royal Scam (ABC)
- STARCASTLE—(Epic)
- JOE COCKER—Stingray (A&M)
- 
- 

- PETER FRAMPTON—Frampton Comes Alive (A&M)
- LED ZEPPELIN—Presence (Swan Song)
- FLEETWOOD MAC—(Reprise)
- MARVIN GAYE—Want You (Tamla)

## KMET-FM—Los Angeles

- STEPHEN STILLS—Illegal Stills (Columbia)
- STEELY DAN—Royal Scam (ABC)
- CAMEL—Moonmadness (Janus)
- TODD RUNDGREN—Faithfull (Bearsville)
- CHARLIE DANIELS BAND—Saddle Tramp (Epic)
- SAVOY BROWN—Skin N' Bones (London)
- LED ZEPPELIN—Presence (Swan Song)
- BOZSCAGGS—Silk Degrees (Columbia)
- DOOBIE BROTHERS—Takin' It To The Streets (Warner Brothers)
- ROLLING STONES—Black And Blue (Rolling Stones)

## KSM-LFM—Lake Tahoe/Reno

- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- SHAWN PHILLIPS—Rumplestiltskin's Resolve (A&M)
- TUBES—Young And Rich (A&M)
- BOB SEGER & THE BULLET BAND—Live Bullet (Capitol)
- LITTLE RIVER BAND—(Harvest)
- KENNY BURRELL/JOHN COLTRANE—(Prestige)
- ROLLING STONES—Black And Blue (Rolling Stones)
- MAN—Welsh Connection (MCA)
- STEVE FROMHOLZ—A Rumor In My Own Time (Capitol)
- R. CRUMB & THE CHEAP SUIT SERRANDERS—# 2 (Blue Goose)

## KGB-FM—San Diego

- ROLLING STONES—Black And Blue (Rolling Stones)
- AMERICA—Hideaway (Warner Brothers)
- STEELY DAN—Royal Scam (ABC)
- STEPHEN STILLS—Illegal Stills (Columbia)
- 
- 
- PETER FRAMPTON—Frampton Comes Alive (A&M)
- LED ZEPPELIN—Presence (Swan Song)
- WINGS—At The Speed Of Sound (Capitol)
- FLEETWOOD MAC—(Reprise)

## Top Requests/Airplay-National

- ROLLING STONES—Black And Blue (Rolling Stones)
- LED ZEPPELIN—Presence (Swan Song)
- THIN LIZZY—Jailbreak (Mercury)
- IREFALL—(Atlantic)

## National Breakouts

- TODD RUNDGREN—Faithful (Bearsville)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- STEELY DAN—Royal Scam (ABC)
- STEPHEN STILLS—Illegal Stills (Columbia)

## KISW-FM—Seattle

- STEELY DAN—Royal Scam (ABC)
- CHARLIE DANIELS BAND—Saddle Tramp (Epic)
- STEPHEN STILLS—Illegal Stills (Columbia)
- IREFALL—(Atlantic)
- GEORGE BENSON—Breezin' (Warner Brothers)
- RAMSEY LEWIS—Salongo (Columbia)
- PETER FRAMPTON—Frampton Comes Alive (A&M)
- TED NUGENT—(Epic)
- ROLLING STONES—Black And Blue (Rolling Stones)
- WINGS—At The Speed Of Sound (Capitol)

## KLB-FM—Austin

- STEELY DAN—Royal Scam (ABC)
- CAMEL—Moonmadness (Janus)
- STEPHEN STILLS—Illegal Stills (Columbia)
- SHAWN PHILLIPS—Rumplestiltskin's Resolve (A&M)
- RICK WAKEMAN & THE ENGLISH ROCK ENSEMBLE—No Earthly Connection (A&M)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- ROLLING STONES—Black And Blue (Rolling Stones)
- LED ZEPPELIN—Presence (Swan Song)
- LES DUKE—(Columbia)
- MICHAEL FRANKS—The Art Of Tea (Warner Brothers)

## WCOL-FM—Columbus

- JOHN DAVID SOUTHER—Black Rose (Asylum)
- MICHAEL PINDER—The Promise (Threshold)
- JOHN MILES—Rebel (London)
- IREFALL—(Atlantic)
- ROLLING STONES—Black And Blue (Rolling Stones)
- TODD RUNDGREN—Faithfull (Bearsville)
- LED ZEPPELIN—Presence (Swan Song)
- MILS LOFGREN—Cry Tough (A&M)
- AMERICA—Hideaway (Warner Brothers)
- HEART—Dreamboat Annie (Mushroom Records)

## WZFM-FM—Milwaukee

- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- STEELY DAN—Royal Scam (ABC)
- T. TALTON/B. STEWART/J. SANDLIN—Happy To Be Alive (Capricorn)
- SHAWN PHILLIPS—Rumplestiltskin's Resolve (A&M)
- HEAD EAST—Get Yourself Up (A&M)
- TODD RUNDGREN—Faithfull (Bearsville)
- HEART—Dreamboat Annie (Mushroom Records)
- JOE WALSH—You Can't Argue With A Sick Mind (ABC)
- LED ZEPPELIN—Presence (Swan Song)
- NAZARETH—Close Enough For Rock'n'Roll (A&M)

## Midwest Region

### • TOP ADD ONS:

- TODD RUNDGREN—Faithfull (Bearsville)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- J. GEILS BAND—Blow Your Face Out (Atlantic)
- STEPHEN STILLS—Illegal Stills (Columbia)

### ★ TOP REQUEST / AIRPLAY:

- LED ZEPPELIN—Presence (Swan Song)
- ROLLING STONES—Black And Blue (Rolling Stones)
- THIN LIZZY—Jailbreak (Mercury)
- HEART—Dreamboat Annie (Mushroom Records)

### BREAKOUTS:

- TODD RUNDGREN—Faithfull (Bearsville)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- J. GEILS BAND—Blow Your Face Out (Atlantic)
- STEPHEN STILLS—Illegal Stills (Columbia)

### • TOP ADD ONS:

- STEPHEN STILLS—Illegal Stills (Columbia)
- STEELY DAN—Royal Scam (ABC)
- TODD RUNDGREN—Faithfull (Bearsville)
- HEAD EAST—Get Yourself Up (A&M)

### ★ TOP REQUEST / AIRPLAY:

- ROLLING STONES—Black And Blue (Rolling Stones)
- LED ZEPPELIN—Presence (Swan Song)
- BOB SEGER & THE BULLET BAND—Live Bullet (Capitol)
- SANTANA—Amigos (Columbia)

### BREAKOUTS:

- STEPHEN STILLS—Illegal Stills (Columbia)
- STEELY DAN—Royal Scam (ABC)
- TODD RUNDGREN—Faithfull (Bearsville)
- HEAD EAST—Get Yourself Up (A&M)

## KSH-FM—St. Louis

- STEELY DAN—Royal Scam (ABC)
- STEPHEN STILLS—Illegal Stills (Columbia)
- TODD RUNDGREN—Faithfull (Bearsville)
- HEAD EAST—Get Yourself Up (A&M)

- J. GEILS BAND—Blow Your Face Out (Atlantic)
- ALAN WHITE—Ramshackled (Atlantic)
- BOB SEGER & THE BULLET BAND—Live Bullet (Capitol)
- ROLLING STONES—Black And Blue (Rolling Stones)

### ★ THIN LIZZY—Jailbreak (Mercury)

- SANTANA—Amigos (Columbia)

## WABX-FM—Detroit

- JOE COCKER—Stingray (A&M)
- J. GEILS BAND—Blow Your Face Out (Atlantic)
- STEELY DAN—Royal Scam (ABC)
- STEPHEN STILLS—Illegal Stills (Columbia)
- TODD RUNDGREN—Faithfull (Bearsville)
- TUBES—Young & Rich (A&M)
- BOB SEGER & THE BULLET BAND—Live Bullet (Capitol)

- ROLLING STONES—Black And Blue (Rolling Stones)
- THIN LIZZY—Jailbreak (Mercury)
- SANTANA—Amigos (Columbia)

## WMMS-FM—Cleveland

- IAN HUNTER—All American Alien Boy (Columbia)
- STEPHEN STILLS—Illegal Stills (Columbia)
- MICHAEL STANLEY BAND—Ladies Choice (Epic)
- J. GEILS BAND—Blow Your Face Out (Atlantic)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)

- TODD RUNDGREN—Faithfull (Bearsville)
- ROLLING STONES—Black And Blue (Rolling Stones)
- LED ZEPPELIN—Presence (Swan Song)

- GENESIS—A Trick Of The Tail (Atco)
- WINGS—At The Speed Of Sound (Capitol)

## WXRT-FM—Chicago

- ROLLING STONES—Black And Blue (Rolling Stones)
- HEAD EAST—Get Yourself Up (A&M)
- PATRICK MORAZ—(Atlantic)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)

- STEVE MARCUS—Sometime Other Than Now (Flying Fish)
- ALLAN WHITE—Ramshackled (Atlantic)

- LED ZEPPELIN—Presence (Swan Song)
- ROLLING STONES—Black And Blue (Rolling Stones)

- THIN LIZZY—Jailbreak (Mercury)
- PETER FRAMPTON—Frampton Comes Alive (A&M)

- ROLLING STONES—Black And Blue (Rolling Stones)
- LED ZEPPELIN—Presence (Swan Song)
- WINGS—At The Speed Of Sound (Capitol)

## KZEW-FM—Dallas

- TODD RUNDGREN—Faithfull (Bearsville)
- STEELY DAN—Royal Scam (ABC)
- RICK WAKEMAN & THE ENGLISH ROCK ENSEMBLE—No Earthly Connection (A&M)

- JOE COCKER—Stingray (A&M)
- STEPHEN STILLS—Illegal Stills (Columbia)
- SHAWN PHILLIPS—Rumplestiltskin's Resolve (A&M)

- PETER FRAMPTON—Frampton Comes Alive (A&M)
- ROLLING STONES—Black And Blue (Rolling Stones)
- LED ZEPPELIN—Presence (Swan Song)
- WINGS—At The Speed Of Sound (Capitol)

## WMAL-FM—Washington

- STEELY DAN—Royal Scam (ABC)
- ROD STEWART—The Best Of Rod Stewart (Mercury)
- ROLLING STONES—Black And Blue (Rolling Stones)

- AMERICA—Hideaway (Warner Brothers)
- SEALS & CROFTS—Get Closer (Warner Brothers)

- STEPHEN STILLS—Illegal Stills (Columbia)
- JOE COCKER—Stingray (A&M)

- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- IREFALL—(Atlantic)

- DOOBIE BROTHERS—Takin' It To The Streets (Warner Brothers)
- WINGS—At The Speed Of Sound (Capitol)

## WTIK-FM—Baltimore

- STEPHEN STILLS—Illegal Stills (Columbia)
- IAN THOMAS—Calabash (GRT)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)

- NAZARETH—Close Enough For Rock'n'Roll (A&M)
- MAN—Welsh Connection (MCA)

- IAN LLOYD—(Polydor)
- ROLLING STONES—Black And Blue (Rolling Stones)

- LED ZEPPELIN—Presence (Swan Song)
- WINGS—At The Speed Of Sound (Capitol)

- PETER FRAMPTON—Frampton Comes Alive (A&M)

## WKDA-FM—Nashville

- STEELY DAN—Royal Scam (ABC)
- STEPHEN STILLS—Illegal Stills (Columbia)
- CHARLIE DANIELS BAND—Saddle Tramp (Epic)

- TODD RUNDGREN—Faithfull (Bearsville)
- CAMEL—Moonmadness (Janus)

- PETER FRAMPTON—Frampton Comes Alive (A&M)
- LED ZEPPELIN—Presence (Swan Song)

- MILS LOFGREN—Cry Tough (A&M)
- AMERICA—Hideaway (Warner Brothers)

- HEART—Dreamboat Annie (Mushroom Records)
- BROTHERS JOHNSON—Look Out For #1 (A&M)

## WORJ-FM—Orlando

- ROLLING STONES—Black And Blue (Rolling Stones)
- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)

- AMERICA—Hideaway (Warner Brothers)
- IREFALL—(Atlantic)

- LEON & MARY RUSSELL—Wedding Album (Paradise)
- FARAGHER BROTHERS—(ABC)

- SANTANA—Amigos (Columbia)
- MARVIN GAYE—I Want You (Tamla)

- BOB SEGER & THE BULLET BAND—Live Bullet (Capitol)
- ELVIN BISHOP—Struttin' My Stuff (Capricorn)

## WMMR-FM—Philadelphia

- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)
- STEELY DAN—Royal Scam (ABC)
- TODD RUNDGREN—Faithfull (Bearsville)

- PATRICK MORAZ—(Atlantic)
- CAMEL—Moonmadness (Janus)

- HEAD EAST—Get Yourself Up (A&M)
- POUSSETTE DART BAND—(Capitol)

- BOZSCAGGS—Silk Degrees (Columbia)
- IREFALL—(Atlantic)

- J. GEILS BAND—Blow Your Face Out (Atlantic)
- WLR-FM—New York

- BOB MARLEY & THE WAILERS—Rastaman Vibrations (Island)

- CAMEL—Moonmadness (Janus)

- MAZARETH—Close Enough For Rock'n'Roll (A&M)

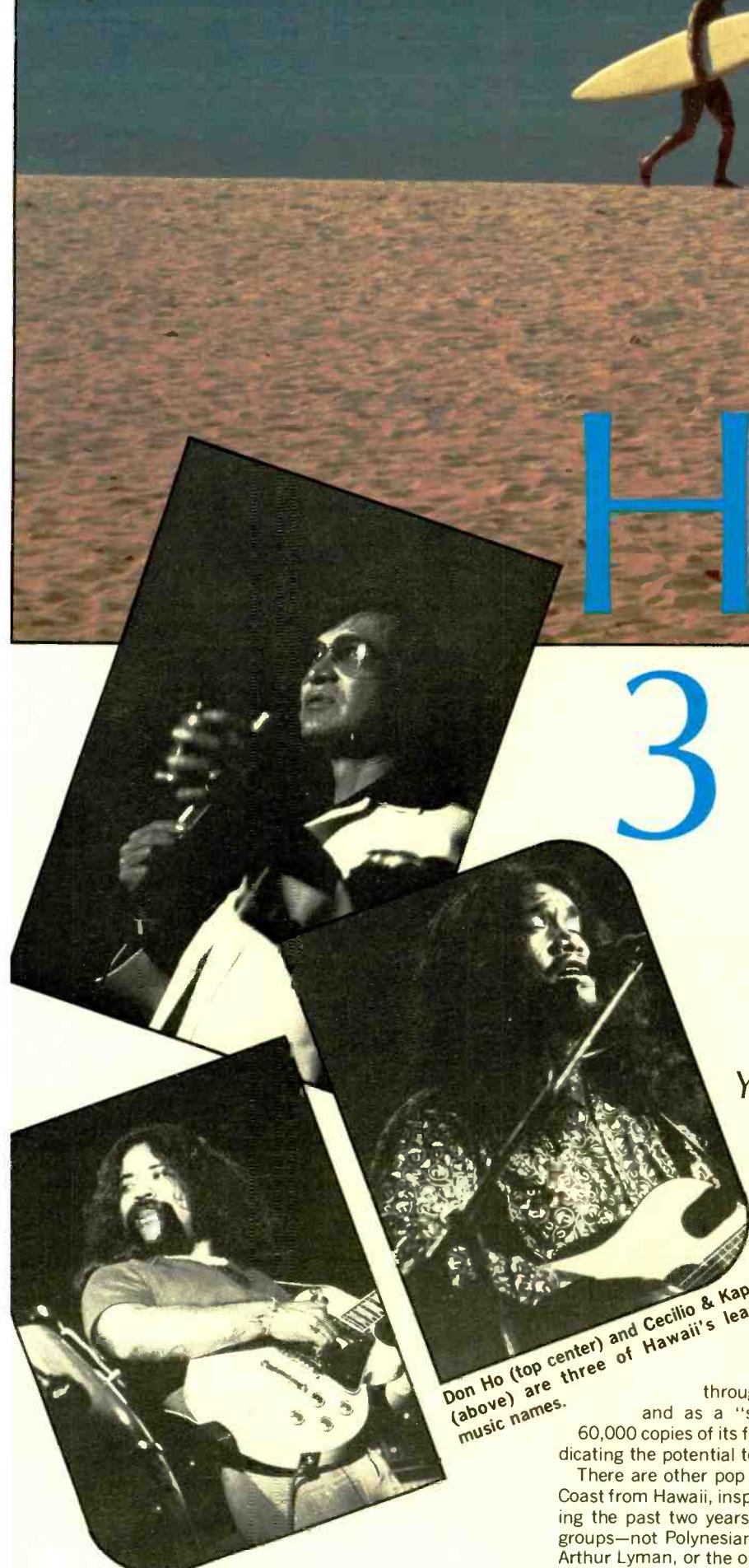
- MAN—Welsh Connection (MCA)

- RUSS BALLARD—Winning (Epic)

# Hawaii's 3 Musical Stances

*Young local popsters & 'contemporary' Hawaiian groups appeal to teens while traditionalists please throngs of tourists and many local elders*

Don Ho (top center) and Cecilio & Kapono (above) are three of Hawaii's leading music names.



By ELIOT TIEGEL

"W

e all love music from every corner" goes a line in the tune "The Music Of Hawaii" which Melveen Leed sings on an extraordinary LP whose musicians are all from the

Nashville recording studio scene.

That line aptly sums up the music business in this paradise state as fresh breezes blow across the creative level of the business, marking a sharp contrast to the static state of live talent in the Waikiki hotels, the major area for club and show-room action.

Hawaii is in the midst of several musical movements which portend great promise for the future or even as close as next week.

There is a hard core group of young musicians who are dedicated to changing the image and sound of what Mainlanders think when they hear the expression Hawaiian music. They are pop-oriented and Mainland-concerned and their ambitions are to strike it rich in the main stream of the American record industry, rather than staying home and falling into the safe routine of playing out their lives in the safety—but obscurity—of Honolulu clubs and with Honolulu record labels.

These acts have seen that there is success to be had at home—Don Ho is the perfect example—but they shrug that off for a shot at international fame. Cecilio & Kapono, a mod-

ern pop soft sounding young band which records for Columbia, is the pioneering group which has bridged the wide ocean separating its home state and the Mainland for a modicum of first-round success on the Mainland (primarily through tours with acts like the Beach Boys) and as a "smash" record act with more than 60,000 copies of its first LP and 47,000 of its second LP indicating the potential to be harvested in the future.

There are other pop and jazz-flavored acts coming to the Coast from Hawaii, inspired by Cecilio & Kapono's moves during the past two years. And indications are that more pop groups—not Polynesian review type acts like Martin Denny, Arthur Lyman, or the older Aliis, Surfers or Society of Seven, which play lounge rooms for adults—are in the wings readying for their own assaults on the U.S. market.

In addition to this surge of young players eyeing the Mainland, there is a second movement which is confining itself to its native shores through the propagation of "contemporary Hawaiian music," music going back to the roots of Hawaiian, tied in with a strong political movement for land reparation.

Contemporary Hawaiian music is being written by young musicians and dug by young people who eagerly buy their LPs and attend their concerts. Key to this music is lyrics in the Hawaiian language, the utilization of acoustic guitars and some contemporary rhythm patterns. The Beamer Brothers, Gabby Pahinui (the inspiring, aging guitarist), Olomana and the Sons of Hawaii are among the acts supporting this movement.

The traditional tourist music business remains the main-

stay of Hawaii's record industry, with many distributors admitting that if it weren't for the sale of local Hawaiian language recordings to visitors, they'd be in financial trouble. Adult Hawaiians, oftentimes called the "real, real Hawaiians," also buy traditional Hawaiian language records.

Tourism pumps \$1.4 billion into the economy, with the Hawaii Visitors Bureau estimating that as of its last count in 1974, 2.7 million tourists visited the Islands that year. Of the state's more than 847,000 population, more than 691,000 reside on the island of Oahu in which nestles Honolulu with all its show business attractions.

Finally, music by Mainland acts of all descriptions helps keep the state's nine wholesalers active, but not comfortable since transshipping from a number of Mainland cities has cut severely into their business and profits.

There is probably more talent playing in front of audiences on any given night in Honolulu's hotels and clubs than in any other city in the U.S. outside of Las Vegas.

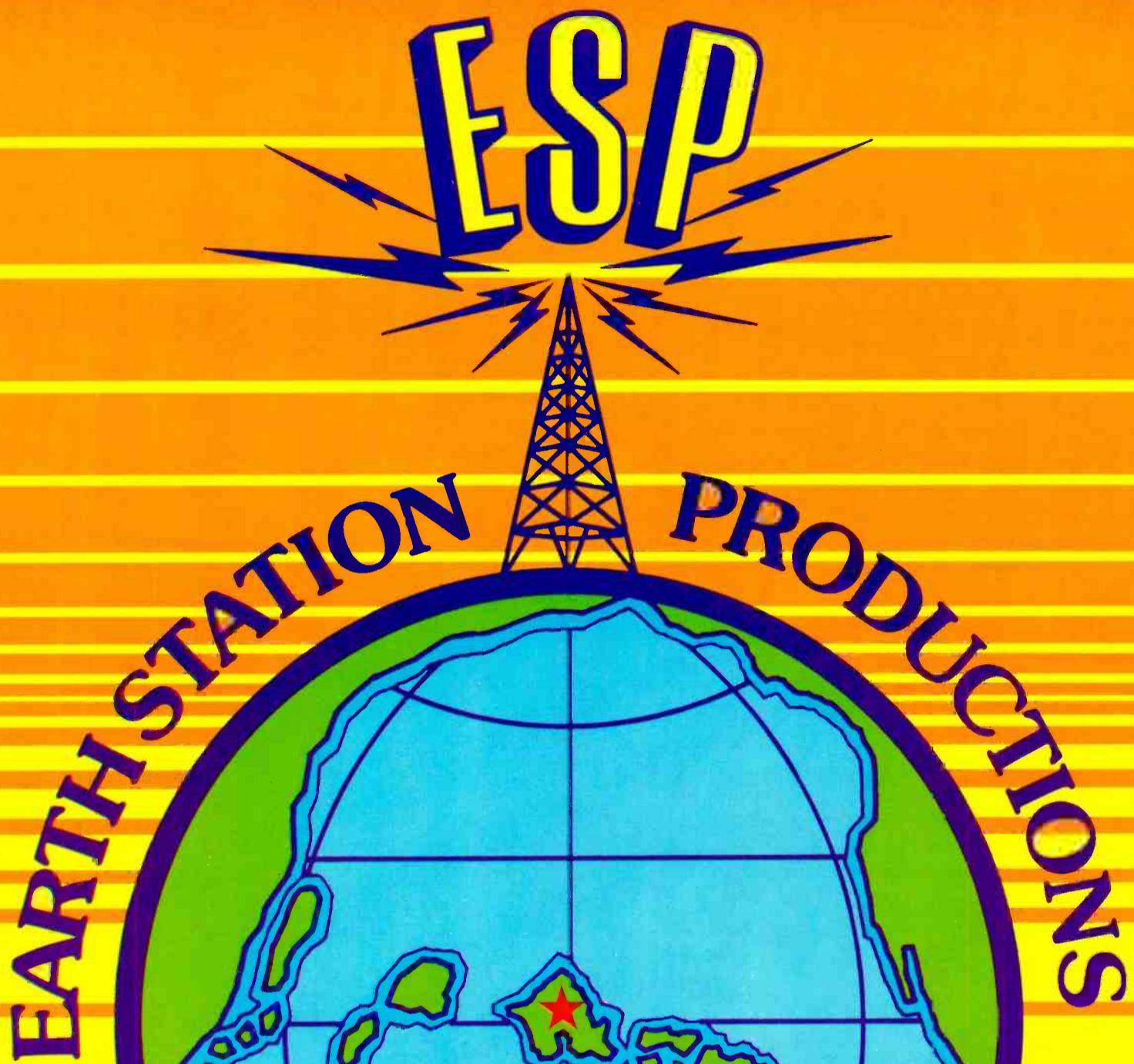
Yet these showrooms do not play the newer acts, do not program contemporary Hawaiian acts, do not play domestic stars because in the main they remain tied to the tourist dollar and to the concept that people coming to Hawaii want to see and hear the "real thing." Only in special ballroom situations where an outside promoter books in a show, can one find name entertainers who are not residents.

Hawaiian hotel show business is a game of local names playing a hopscotch game, with two exceptions: Danny Kaleikini, who has been doing his Hawaiian type show at the Kahala Hilton for 10 years and Don Ho, a permanent resident at Cinerama's Polynesian Palace in the Reef Hotel for six years.

Notes Ed Kenney, a veteran hopscotcher: "Traditional Ha- (Continued on page 29)



Country Comfort—a contemporary Hawaiian band, records its next album.



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For further information please contact: Ron Gibson or Briane Tilley at (808) 923-1304. A special aloha to Mr. Brad Parry.

# Record Labels Find Local Acts Sell As Well As Top Pop Attractions

By WAYNE HARADA



Mainland producer Don Costa (standing) works backstage with engineer Ed Green on a Don Ho LP.

**L**ocal recording executives have discovered in the past year that albums by Island artists—whether Hawaiian music stylists or contemporary music-makers—will sell just as well as your latest Elton John and John Denver.

Indeed, there's quite a growing local consciousness throughout the musical spectrum, from the label owners to the radio stations and certainly among the record-buying public.

ship with Audissey Productions to issue its own album, refusing to "sell out" its souls—or its music—to a large corporation. The album, "Like A Seabird In The Wind," maintains a relaxing, quiet musical attitude which is the essence of the duo's act; Jerry Santos and Robert Beaumont, who are Olomana, say that Mainland recording execs have told them that this sound simply won't go on the Mainland. "We don't care," says Santos. "We've done the album our way."

Panini Productions, a thriving group led by



Three leading record execs: from the left—Bud Dant, Jack DeMello and Don McDiarmid Jr.

One act, Cecilio and Kapono, seems to have opened the doors for resident performers. Because C&K are blessed with a national Columbia Records contract, they would not logically be termed "local." Yet their following is emphatically a home-grown success story.

In recent months, the charts here have been saturated with Island product recorded locally. Among them are albums by Melveen Leed (Lehua), Country Comfort (Trim), Gabby Pahinui (Panini), Keola and Kapono Beamer (Tantalus), Na Keonimana (Poki), Kalapana (Abattoir), Hui Ohana (Lehua), the Sunday Manoa (Hula and Panini).

Anybody who's a somebody along the show circuit eventually goes into the studio. There seems to be a great thirst for recorded material, once an act establishes itself in a local club.

Frances Kirk, former manager of the Society of Seven who has co-produced sessions with Grammy-winning Ernie Freeman, recognizes the importance of "The Big Hit." The SOS have had a couple of chart entries here, including the recent "99.8" and the current "How's Your Love Life" (Silverword). Kirk and Freeman have formed Fern Music with the express purpose of recording established acts such as the SOS and establishing newer ones like Teddy Tanaka and Nanci Bond, a couple popular on the local show circuit.

One duo, Olomana, has formed a partner-

Steve Siegfried, Lawrence Brown and Witt Shingle, have created a modest little nook in the disk market, with a lot of Hawaiian cards up their collective sleeves. They have, for starters, coaxed Gabby Pahinui, the unofficial deity among Island entertainers, to do one album, with another in the can. They have the moral—and artistic—support of Peter Moon, former leader of the now-defunct Sunday Manoa trio. They emphasize nothing but authentic Hawaiiana, and package their albums with attractiveness so often overlooked in the market here. "Graphics are very important, as well as sounds," says Shingle.

Carol Yoon, a young Korean songbird, also has dared to be different. Her premiere album, "To Sing a Song" (Kahana), has been lingering for months with heavy airplay, yet she is not one of the regulars on the Waikiki show circuit. The material is mostly new, penned by her husband, Rod Au, in collaboration with two of his friends. With such odds—no room, new material—she still has a hit disk.

Bill Murata, honcho of Poki Records, thinks luck has something to do with recording success. He has a hot streak going with best-sellers by Hui Ohana and Na Keonimana; he'll soon issue a new album by a new group, the Makaha Sons of Niihau, whom he signed on a balmy Hawaiian day on a picnic bench over a plate lunch.

(Continued on page 31)

# Criterion MUSIC CORP.

Here are some of our favorite Island songs, including  
TINY BUBBLES & PEARLY SHELLS

- ALOHA HAWAII
- ALOHA NO HONOLULU (Hawaiian Vamp)
- ALOHA NO WAU I KO MAKALI
- ALOHA NUI KUU IPO
- ANALANI E
- AUHEA OE (Where Are You)
- BACK IN ALOHA LAND
- BEYOND THE RAINBOW
- BLUE MUUMUU
- BIRD TRAIN
- BURMA TRAIN
- CAFE AU LAIT
- (The) CALL OF THE REEF
- CRUSHED FLOWERS IN MY LEI
- DO I LOVE YOU?
- DON'T DIG THAT POI
- DRUMS OF TAHITI
- E MALIU MAI (The Hawaiian Love Call)
- E TUPITI
- FADED GINGER LEI
- FAREWELL (For Just Awhile)
- (Maururu A Vau)
- (The) FAR LANDS
- FOREVERMORE (Lei Aloha Lei Makamae)
- FRIENDLY ISLANDS
- GINGER MEMORIES
- (Look Out For) THE GIRL IN THE HOLOLU
- HANDS I LOVE
- HAPA-HAOLE HULA GIRL
- HAPPY ME (Laupahoehoe Hula)
- HAUNANI
- HAWAII, HAWAII
- (I Want to Go Back to Hawaii)
- HAWAIIAN CALYPSO
- HAWAIIAN GUITAR
- HAWAIIAN LOVE CALL (E Maliu Mai)
- HAWAIIAN VAMP
- HE ONO
- HERE COMES SANTA IN A RED CANOE
- HERE IS HAPPINESS (Koko Ni Sachari)
- HOE ANA (Over the Blue)
- HOI MAI
- (That Good Old) HOOMALIMALI E
- I GOT HOOKED AT A HUKILAU
- I'LL ALWAYS REMEMBER HAWAII
- I'LL BE THINKING OF YOU
- (Ua Like No a Like)
- I'LL SEE YOU IN HAWAII
- IMO, IMO
- ISLAND ANGEL (Nohea)
- (An) ISLAND CALLS TO YOU
- JUST AN ORCHID FROM HAWAII
- KAINOA
- KALEPONI HULA (I'm Going to California)
- KAULANA NA PUA
- (There Goes) KEALOHA
- KEANANI
- KNOCK KNEED NAPUA FROM KAILUA
- KOKO NI SACHIARI (Here Is Happiness)
- KOU KINO MAMBO
- KUMU IN A MUUMUU
- LAHAINA
- LANI MAKALI
- LAUPAHOEHOE HULA (Happy Me)
- LET ME HEAR YOU WHISPER
- LEI ALOHA, LEI MAKAMA (Forevermore)
- (The) LIGHTS OF HOME (Look Good to Me)
- LITTLE KONA HAT
- LOVELY HAWAIIAN MADONNA
- LOVELY HULA GIRL
- LOVELY LOTUS FLOWER
- LOW MOON AT WAIKIKI
- LUAU FEET
- LUAU SONG
- LUCKY YOU COME HAWAII
- MACAO
- MAMA'S MUMU
- (A) MAN CALLED HAWAII
- MANEA
- MANUELA BOY
- MAPUANA
- MAREVA
- MAURURU A VAU (Farewell for Just Awhile)
- MAUI GIRL
- MINOI, MINOI E
- MOANA
- MY ISLAND PARADISE
- NANI
- NARCISSUS QUEEN (Temple Dance)
- NA TE MOANA
- NOHEA (Island Angel)
- NO HUHU
- NUI HAO HAO
- OCEANS AWAY
- OFF SHORE
- OKOLEHAO
- ONE MORE ALOHA
- ONLY ASHES REMAIN
- OTUITUI TA'U MAFATU
- OUR LOVE & ALOHA
- (When the Lurline Sails Away)
- OVER THE BLUE (Hoe Ana)
- PAINTED SANDS
- PAPIO
- PEARLY SHELLS (Pupu O Ewa)
- (The) PIDGIN ENGLISH HULA
- POLYNESIAN RHAPSODY
- PUA MAEOLE
- PUAMANA (Sea Breeze)
- (The) PUPILI HULA E
- (My) QUIET VILLAGE
- RAINBOWS OVER PARADISE
- SEA & SAND
- SEA BREEZE (Puamana)
- SILHOUETTE HULA
- SINGING BAMBOO
- SHOW ME HOW TO DO THE HULA
- SOUTH SEA BABY
- STEAMER LIGHTS
- STEVEDORE HULA
- SUNNY DAYS, STARRY NIGHTS
- TANIA
- TANGI TAHITI
- TE MANU PUKARUA
- THAT'S THE HAWAIIAN IN ME
- THEIR'S NO PLACE LIKE HAWAII
- THIS IS PARADISE
- TIARE
- TIARE TAHITI
- TINY BUBBLES
- TOFA
- TOWER OF LOVE
- VAHINE ANAMITE
- VAHINE PAUMOTU
- VANA VANA
- VINI VINI (Tumore Tahiti)
- WAIKIKI
- WHISP'RING REEF (Whispering Lullaby)
- WINDWARD SIDE (Of the Island)
- YOU'LL NEVER GO HOME
- ZIZOU E

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- DOCTOR MY EYES
- THE END
- EVENING RAIN
- GEE BABY, AIN'T I GOOD TO YOU
- HE'S A REAL GONE GUY
- HOUSTON
- HOW DOES THAT GRAB YOU DARLIN'
- HURRY ON DOWN
- I'M A FOOL
- INTERMISSION RIFF
- I STAYED TOO LONG AT THE FAIR
- IT'S A GOOD DAY
- JUMPIN' WITH SYMPHONY SID
- LET THE GOOD TIMES TOLL
- LOOK IN MY EYES
- MANANA
- MARINA
- MOONLIGHT IN VERMONT
- MOUNTAIN HIGH, VALLEY LOW
- THE M.T.A. SONG
- OFF SHORE
- OKLAHOMA HILLS (Woody Guthrie)
- PAPA-OOM-MOW-MOW
- QUIET VILLAGE
- ROBBINS NEST
- SAND (Lee Hazelwood)
- SAVE THE BONES FOR HENRY JONES
- SONG OF INDIA (Johnny Mercer Lyric)
- SUGAR TOWN
- SUMMER WINE (Lee Hazelwood)
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- THESE BOOTS ARE MADE FOR WALKIN'
- WHEN THE WORLD WAS YOUNG
- And The Works Of CHARLIE PARKER, GERRY MULLIGAN, ETC.

NEW! (DON'T LET THEM) STOP THE MUSIC! (Dennis Fitzgerald) (Polydor)

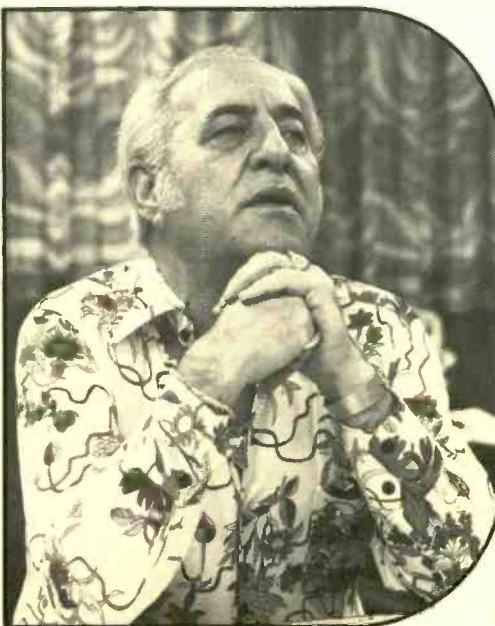
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Bo Goldsen

Michael H. Goldsen

# Promoters Compete To Fill The Area's Many Musical Tastes



Two of Hawaii's leading talent presenters: Tom Moffatt (left) who also does record production and Irv Weled who handles hotel and nightclubs.

**T**om Moffatt may be Hawaii's most successful promoter, but John F. Leonard probably is the most diversified entrepreneur.

Moffatt, of Tom Moffatt Productions, is a former K-POI Radio executive and disk jockey, who has more hit shows, largest grosses, and a consistently high batting average.

Leonard, a former record dealer (he used to own Records Hawaii) and president of JFL Concerts Inc., has run the gamut in his presentations in the Islands over the past seven years.

"I'm thrilled with the market," says Leonard. "At one point, I might've been dubbed a rock entrepreneur. But if you check out what I've been staging in recent years, you have to admit I've been diversified."

Indeed, Leonard's importants have ranged from Peter Frampton to America, from Carlos Montoya to Richard Kiley

enacting an evening with Cervantes, from a touring "Godspell" company to a troupe of "Sesame Street" performers, from the Cleveland Symphony to Bachman-Turner Overdrive.

Leonard has been collaborating with Pacific Presentations of California and Northwest Releasing of Seattle in presenting shows in Hawaii.

"I may not always sell out a house, but in 1972 and 1973, I believe I did more shows in Hawaii than anyone else, including some very aesthetic things," he says. "I've definitely branched out, and have diversified. But yes, I still think there's a future in rock."

Moffatt's empire as a rock promoter includes landmark concerts with the Rolling Stones, Bette Midler, Chicago, the Eagles, the Beach Boys, Led Zeppelin and several Elton John appearances.

One of his most successful draws locally have been Cecilio

and Kapono, the hot Island duo. Over a four-year span, Moffatt has staged seven dates with Cecilio and Kapono, including multiple sellouts twice at the Neal Blaisdell Center Arena (formerly the Honolulu International Center Arena) and once at Waikiki Shell.

"This is a very unique market, and you have to know your turf," Moffatt says of his promotions. "There's no formula. But times have changed. We could get an act for \$5,000 or \$6,000 for six shows back in the 1950s; now, an act expects \$30,000 a night. The whole business has become sophisticated."

Two other promoters regularly sponsor rock concerts in Hawaii: Ken Rosene of KMR Productions, and Bill Kim of Third Eye Productions.

Rosene has been a pioneer in the annual Diamond Head Crater Festival inside Diamond Head Crater and traditionally held on New Year's Day and again once during the summer. He passed, however, on this past season's presentation, the first two day affair (Dec. 31 and Jan. 1) in the Waikiki landmark.

Instead, he has concentrated his efforts in the Hawaii Contemporary Music Festival, the premiere one drawing a respectable 7,500 people last March 14 at the Neal Blaisdell Center Arena.

"The purpose is to give dignity to our local acts," says Rosene, who plans to make it an annual event.

The timing may be good, too: The acts featured all have hit albums, or will have new recorded product; the biggest festival, the one inside Diamond Head Crater, appears to be on its last leg (there'll be another this summer, around July 4, with a bicentennial theme). In years past, several "name" groups such as Santana have guested at the Diamond Head Crater. The property, under jurisdiction of the State of Hawaii, soon will be converted to a park, nullifying any future festivals inside the crater.

Bill Kim is a moderately successful promoter, whose shows here have featured the likes of Linda Ronstadt, Batdorf and Rodney, and Kiss.

Other promoters, and the nature and whereabouts of their shows:

- Ron Gibson, Earth Station Productions. First to stage a concert at the 50,000 seat Aloha Stadium (featuring War and Pablo Cruise, last April 3). Logically, it would utilize the Shell or the Arena.

- Irv Weled, Pacific Expo. Principally a cabaret show promoter at the Coral Ballroom, Hilton Hawaiian Village. Past acts have included Sammy Davis Jr., Rod McKuen and Rick Nelson. He also helps book acts for the Spencecliff Corp.'s nightclubs.

- Tony Martini, Tony Martini Productions. Principally a cabaret show promoter, at the Hawaii Ballroom, Sheraton-Waikiki Hotel. Past acts include Johnny Mathis and Jose Feliciano.

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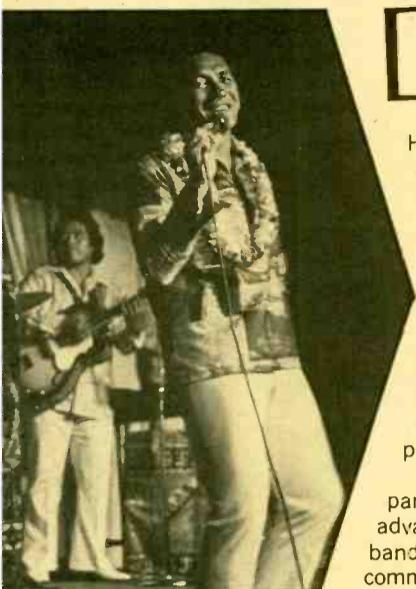
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WOLF & RISSMILLER CONCERTS

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**“ALOHA  
TO  
IMIC-6”**

## 28 For Some Acts Honolulu Really Is Home; For Others The Outside World Beckons



Danny Kaleikini at the Kahala Hilton keeps the mood Hawaiian and international.

**D**on Ho, Danny Kaleikini, Ed Kenney, Dick Jensen, Martin Denny, Nephil Hannemann, John Rowles, the Aliis, Society of Seven, Zulu, Al Harrington. They represent the basic mainstay of Honolulu's show business establishment. These are the acts which control the main hotel showrooms or clubs year after year, playing primarily for visitors.

Cecilio & Kapono, Kalapana. They represent the advance wave of pop rock bands who have made the commitment to get off the island and make it big on the Mainland.

Don Ho represents the ultimate achievement for a Hawaiian performer: a steadfast home base, lots of money and a situation in which he doesn't have to travel anywhere; his audience comes to him. His show at the Cinerama Reef Hotel is part music and mostly audience participation. In fact he's probably singing less now than he was five years ago. But he has the wanderlust musically and recently hired Do Costa and Los Angeles engineer Ed Green plus an assistant to bring their remote recording equipment to Honolulu to do two LPs with him.

Ho says his public isn't buying crooners. "My clientele doesn't go into record stores. They're mostly '20 and above up to 90, but I've decided there is a way to get music out to these people and that's through TV advertising." Formerly on Reprise which had good success with his "Tiny Bubbles" LP, Ho has just done an LP of love songs, including a new work by Paul Anka and Marvin Hamlisch. The second new LP captures all the shenanigans of his revue.

He's been at Cinerama six years and before that at Dukes seven years. One estimate is that he's played to close to 5 mil-

lion persons in that time. "I don't go to the Mainland because I don't have to. My clientele changes every show, every week. If I get 25% of the people liking me, we've got LP sales."

Ho says he might offer LPs to a record company if they understood his clientele. "We stay here," he says. "They pay me a lot of money to stay here. All I have to do is stay healthy and show up on time."

Ninety-nine percent of his audience is tourists. "I'm not a hero in my hometown," he says with a sour look. Why? The



The Beamer Brothers: their modern Hawaiian songs bridge yesterday for today's young listeners.

high price of the show plus "local people are clannish and they don't like to be in the company of tourists."

Ho says such contemporary acts like Cecilio & Kapono, Olo-mana, Kalapana, the Beamer Brothers "knock him out."

Cecilio Rodriguez and Henry Kapono Kaaihue would be honored to hear that, but they don't spend that much time in Hawaii anymore. They're out conquering audiences with their driving yet soft pop sound on the Mainland. They do their own original songs, several of which are inspired by Hawaii. Working a small club in Honolulu, the Rainbow Villa, they were heard by a club owner on vacation from Palo Alto, Calif., and given a five week job in his club, the Iron Works in 1973. Check one important tourist contact made. Why did they choose to break out of the Honolulu is secure syndrome? Answers Kapono: "It's a pretty easy rut to get into. We see it happen to other entertainers. You become stagnant, become old hat." The two decided they wanted to stretch out for success beyond the Waikiki Shell, although they have soldout this 10,000 outdoor facility twice and are the darlings of Hawaii's

teen and young adult population, as well as Columbia Records' top local band.

"At home we're the big dish," Cecilio says. "We feel we've got all the people in Hawaii to thank for helping us come up so we try to set reasonable prices for our shows, like \$1-\$2 less than other acts."

"If you don't go out on the Mainland," warns Cecilio "and get exposure, nothing will happen."

Cecilio feels that by writing and recording original tunes in English, the duo has inspired other local youngsters to pursue composition. And by playing colleges and clubs on the Mainland, the duo feels it has shown other young musicians that it's okay to brave the road "on the big island over there."

Why don't they get a steady gig at a hotel or club now that they have gained prestige after two years in the business? Answers Cecilio: "I'm not sure we can afford that much time being away from the Mainland."

Danny Kaleikini is happy staying at home. He earns top dollar at the elegant Kahala Hilton doing a review which has become much more international as a result of a wider array of tourists who fill his show each evening. He's also added a country flavor "which gives the show a little lift," he admits.

Although he's recorded traditional Hawaiian music for a number of labels and sings a lot of Hawaiian tunes in his show, he feels that if he is to have a major hit, it's got to be with a contemporary sound. Like Don Ho, Danny has played Las Vegas and like Ho, the initial experience wasn't too artistically rewarding. Now Danny speaks of being interested in contemporary Hawaiian music.

However, that is not what he performs in his show which he claims reaches 25% locals. He does eight tunes in his hour set, including traditional and songs of Hawaii (often written by pop, not Hawaiian writers).

Kalapana, considered the second top pop band behind Cecilio & Kapono, records a lot of its own compositions for Abattoir, owned by the same people who discovered Cecilio & Kapono, Ed Guy and his associates.

Guy says he's steering Kalapana away from the Honolulu to Vegas and back to Honolulu axis. He wants to have them exposed in other spots where pop music breathes.

George Simone, Dick Jensen's manager for 10 years, says he's on the verge of a new disk pact for Jensen, who has headlined at the Oceania Restaurant for three years, but does play Vegas and Tahoe. "This is a graveyard for performers," Simone sharply says. "This is our last year here, then we'll go back to the Mainland."

The Society of Seven, a very popular local attraction and a superb music and comedy act, is losing two members, including romantic vocalist Roberto Nievera. The band is contracted through 1977 at the Outrigger (alternating with the Aliis) but it does Mainland gigs at Harrah's Reno and Kona Hawaii in Santa Ana, Calif.

(Continued on page 35)

## Here's the ticket to successful promotions in Hawaii



Just ask the stars who've played here:

America  
Paul Anka  
Average White Band  
Beach Boys  
Carpenters  
Cecilio & Kapono  
Cheech & Chong  
Chicago

Eric Clapton  
Joe Cocker  
Crosby, Stills, Nash & Young  
John Denver  
Neil Diamond  
Doobie Bros.  
Aretha Franklin  
Grand Funk

Elton John  
Carole King  
Led Zeppelin  
Bette Midler  
Joni Mitchell  
Moody Blues  
Rascals  
Helen Reddy

Rolling Stones  
Linda Ronstadt  
Leon Russell  
Santana  
Seals & Crofts  
Neil Sedaka  
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# Hawaii's Music Stances

• Continued from page 23



Kimo McVay: personal manager is now working with a contemporary Hawaiian act and a Polynesian revue.



Two studio heads: Donn Tyler (left) and Herb Ono.

waiian music, that's what you come to Hawaii for. And when the locals go out they don't want to hear rock. For them it's a nostalgia trip."

Kimo McVay, former manager of Don Ho, John Rowles and now Tavana and the Beamer Brothers, says, "The guys who own the showrooms don't want to build acts. Why is Don Ho still No. 1? Because nobody's done anything to rival him."

Tom Moffatt, the state's leading concert promoter, says there's not a hotel in town "that has a full-time entertainment director. The food and beverage managers run the entertainment. That's why the entertainment scene hasn't changed. They go with the same names."

The names do change in the concert field, which is overloaded with local promoters and Mainland firms which associate with the locals to keep the attractions coming to such mass locations as the Blaisdell Memorial Arena (formerly the HIC with 8,400 seats), the Waikiki Shell, (10,000) the Blaisdell concert auditorium plus Andrews Amphitheater at the Univ. of Hawaii campus and now the granddaddy of them all, the 50,000-seat spanking new Aloha Stadium. The stadium was christened into rockdom's circuit April 3 by War and Pablo Cruise. (The promoter, Earth Station Productions, formed this year by Ron Gibson and Brian Tilley, sold a reported 10,000 seats.) They had hoped to use 17,000 seats.

Local contemporary Hawaiian groups play in local clubs like the Territorial Tavern. A "Hawaiian Contemporary Music Festival" at the Blaisdell Center March 14 sold out at a \$6.50 top, prompting Kimo McVay to say: "When that happens, you know something's going on here." The headliners: Kapono and Keola Beamer, Olomana, Country Comfort and Booga Booga, a comedy act.

A number of local labels have these contemporary acts, like Tantalus, Lehua, Panini, Hula and Music of Polynesia. The first of these such acts, Sunday Manoa, recently broke up, but its material is scattered on a number of local labels.

The modern pop acts can be found on Abattoir (Kalapana is its top selling band), Lehua (Melveen Leed), Columbia (Cecilio & Kapono), Country Comfort and the Aliis (Trim), Society of Seven (Silver Sword), Roberto Nievera (Silver Cloud).

Don Ho, the top dollar salaried entertainer in Waikiki (\$25,000 a week several years ago) has just cut two pop LPs with Don Costa. One LP is all love songs; the second his club review which could be a double-pocket LP. Ho hopes to sell them via television advertising. One still finds his Reprise LPs in such full-line stores like the House Of Music, along with old Hawaiian LPs on MCA and GNP Crescendo. Don McDiarmid's Hula label, the oldest local label extant, depends on old catalog LPs sold to tourists for the brunt of his sales, he admits.

Don Costa, incidentally, is also working with Dick Jensen, says George Simone, Jensen's manager.

Costa, along with several other seasoned professionals, are helping raise the quality level of Hawaii's recorded music.

These pros on the creative level include resident Bud Dant, now working with Bob Clarke's Lehua label where he has done two country-flavored Melveen Leed LPs and has projects in the wind with several other local acts; L.A.-based Sonny Burke, producing Keola and Kapono Beamer for Tantalus, L.A. arranger Ernie Freeman, now partners with Frances Kirk in newly formed Silver Cloud Records; Harvey Mason Productions of L.A. now working with Seawind, a top jazz/pop band formerly called Ox in Honolulu, which Herbie Mann has used as backup; veteran publisher's rep Bob Burrell, now working

(Continued on page 30)

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# Transshipping Vexes Local Distributors

**F**or a state which has a buying power index of 1/2 of 1%, Hawaii is overloaded with distributors who have their backs up over infringing transshippers from Los Angeles and points east.

Irv Pinensky, owner of 15-year-old Eric of Hawaii, and a partner in Rack Service or Hawaii with Ken Kaizawa and Don Ayers and an owner of K&A Distributors with Don Ayers, says matter of factly: "I'm tired of everybody trying to knock me off . . . we've lost a lot of customers to the Mainland and it hasn't been because of bad service or lack of inventory."



Distribution kingpins: (above) Irv Pinensky, with companies in distribution, racking and label ownership and Ed Nielsen of Nylen Brothers.



CBS' Carl Smith checks a computer print-out on pop sales, (above) while Bill Tallant auditions a new LP before bringing it around to the radio stations.



## Hawaii's Music Stances

MAY 8, 1976, BILLBOARD

• Continued from page 29

with Irv Pinensky's publishing firms and L.A.-based Mickey Goldsen, whose Criterion Music has been collecting Hawaiian copyrights since 1950.

Goldsen is on a campaign to have the performing rights societies reflect more accurately performances of ethnic or regional music. Since ASCAP and BMI do not survey what's played in hotels and clubs in Honolulu, Goldsen says they do not correctly mirror his music's activity. Goldsen's catalog of evergreens ("Pearly Shells," "Tiny Bubbles," "Hawaiian Love Call" among the 500 titles) may not be heard on the radio, but they are foremost among local acts playing for tourists.

Goldsen has written to Paul Marks at ASCAP, asking that the society find a way of paying out for this regional music. "ASCAP recognizes the problem," Goldsen says in his Hollywood office, "and they've told me they'll look into the matter."

Bob Burrell, who moved to Honolulu two years ago from L.A., faces the challenge of getting English language tunes from the Mauna Kea and Manua Loa catalogs across the ocean and onto records. Burrell says there's good material here and he's slowly organizing his efforts. He starts calling friends at 7 a.m. Hawaii time. "There's something attractive about a phone call from Honolulu," he says optimistically. He sends material to contacts via cassettes "because of the economics."

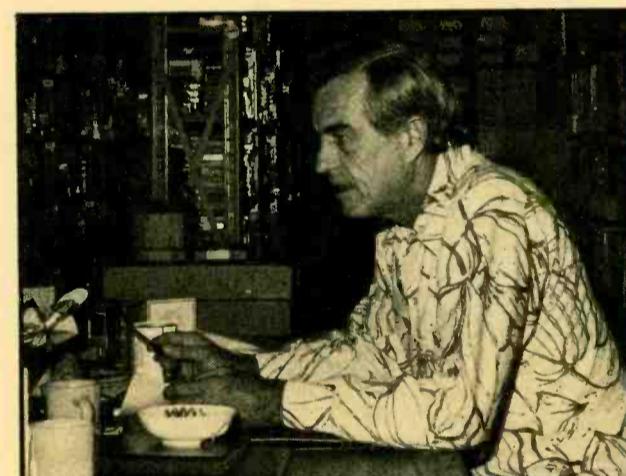
During the run of the Vietnam war, Hawaii was a rest and recuperation center for the military who were conspicuous in clubs and shops. Feelings are mixed that with the military population now greatly reduced club business and record sales have been affected significantly.

There is a long list of Hawaiian labels, many one-artist operations, and many non-union that appear every year. Bill Murrata, owner of one of the more established labels, Poki, and general manager of the House of Music retail shop in the Ala Moana Shopping Center, says his store carries them all because "we want to say if you want a Hawaiian record we have it."

Don McDiarmid Jr.'s Hula label is the oldest pure Hawaiian company operating out of Honolulu. His dad formed it after World War II.

One of the newer, fastest growing labels is Kolapa, run by travel agent Don Thorup of Encino, Calif., who has recorded 15 LPs over three years and plans 15 more during the next year.

Jack DeMello's 13-year-old Music Of Polynesia label (106 LPs) encompasses lush orchestral works done in London, Japan, L.A. and sometimes Honolulu, traditional LPs and now some contemporary Hawaiian.



Bob Burrell: trying to make publishing deals with the Mainland.

He's a sharp cookie. From his 20th floor office he says: "I can see my market out those windows. I know if I don't have too much sales action in any 10-day period, if I wait another 10 days I'll have 50,000 new bodies. You don't have that in any other city; our economy is tourist."

DeMello, like all the other local label heads, acknowledges that Hawaiian music is a no sell on the Mainland. "I have material I can't get arrested with in L.A. But I can't keep it in stock here."

DeMello speaks of doing research studies on all his projects before he begins recording them. He says he's in the "merchandising of music, rather than being in the record business." A veteran ad agency executive, he leans heavily on a scientific approach to marketing, something no one else in this state seems to be concerned with.

Like a number of other successful company heads, DeMello speaks of himself as being "low key." One finds record company presidents and distributors speaking of themselves as being "small" to visitors and almost inferring that it's the guy down the street who is significant and important, not them.

The influx of Japanese and Canadian tourists has opened new marketing areas for records. Danny Kaleikini, for one, and Tavana's Polynesian review, both play up to Japanese tour groups, with songs and chatter in Japanese.

Costs for producing a local LP range from \$6,000 to \$18,000. The city's two main recording studios, Sounds Of Hawaii, owned by Herb Ono (who dabbles in and out of owning record labels) and Donn Tyler's Commercial Recording, are the key rooms for music dates.

There are some smaller rooms in town, including Audissey,

Bill Tallant, who owns South Seas Records, South Seas Music, a rack—geared for Micronesia—and the Gem Stores, all opened or acquired over the past six years, says the Army Air Force uses a rack in San Diego and a number of chains are now being racked by Mainland firms. Heilicher handles the Payless chain as well as Woolworth's and the big Marine base at Kaneohe. Kress is handled by ABC Records and Tapes out of Seattle. "So you can see we've lost a tremendous amount of accounts. That's why I went into racking; it's not profitable, but I needed the volume to pay the rent." Who ships into Hawaii? Soul City, Sam Ricklin and Wallichs, among others.

One major new local chain, DJ Sound City, ships its own goods in from Seattle.

Ed Nielsen, manager of the record division of Nylen Bros., says transshipping started five years ago and has become worse as more wholesalers tempt local dealers with price. Dealers can buy an LP which Nylen sells them for \$3.90 for \$3.60. "This wasn't a discount town until three years ago." One third of Nylen's volume is local product. "It really pays the rent."

In the area of airplay, Don Ayers of K&A finds local radio a bit behind in playing Mainland pop music, but there is the advantage of local stations being able to "track a record on the Mainland" before playing it and there is no area competing against another programming-wise.

Walter Kurokawa of Music Craft recalls when he could sell 25,000 copies of a pop LP. "But with all the competition from the Mainland racks, we don't get as much of a share of the sales. "Accounts when pressed for money go to Mainland sources."

Ken Kaizawa of Microphone Music (an industry figure for 20 years), supplements his domestic lines by shipping Polynesian music to dealers in Los Angeles, San Francisco and Miami. He also imports about 10 Japanese lines for locals. How does he try to break a new act in the face of a resistant attitude among Honolulu radio stations? He goes to the outer islands which are his secondary markets.

Carl Smith, CBS Records branch manager, speaks of soft pop acts selling well, in addition to Hawaii's first major breakthrough pop act, Cecilio & Kapono. CBS hasn't lost any customers, Smith claims, "because our prices are the same here as they are in California. If they pay \$3.05 for a \$5.98 LP in California, they'll pay \$3.10 here and the five cents differential is for freight." Like all the distributors, Smith handles promotion himself. He smiles when he says there are a few stations like KORL and KIKI which actually drop by his office to pick up their promo copies. KKUA, the top rocker, is his next door neighbor and it, too, drops in when something is needed.

Overall, Smith finds "more and more dealers are willing to take less and less money from customers to sell more and more records." Sound familiar?

which started out as a demo room but is now being used by such contemporary Hawaiian acts as Olomana and Leon & Malia. Hourly rates go for \$80 for 16-track and \$100 for 24 (in June when a new board arrives) at Sounds Of Hawaii; \$55 for 8-track at Commercial and \$45 for 8-track at Audissey.

Ono's 16-year-old studio works seven days; Tyler's only weekdays by his own choosing. The Japanese market gives Ono about \$50,000-\$60,000 annual business. This year he predicts \$80,000. Trio of Japan books 100 hours at a time, brings its own musicians here and cuts music for its native land. For five days in April Sam "The Man" Taylor, a popular tenor saxman of the mid 1950s, recorded for the Japanese market. Local recordings account for 60% of Ono's business. Donn Tyler's 11-year-old facility balances the lack of record business with movie and tv soundtrack work. He claims his business has been going up 12% each year since 1972.

Jim Linkler, Audissey's main engineer, speaks of Mainland acts like Herbie Hancock, Fleetwood Mac, Graham Central Station, all doing work in the year-old facility. Linkler acts as producer and assistant to a number of new, local acts.

On the radio front, KKUA, the leading Top 40 outlet, is criticized by many distributors for not getting on new records. Ron Castro, the program director, admits he is slow. "We do wait for some indication that a record is a hit," he says. "Then I start listening." What does he do with all the product he is given? "It's stacked up," he answers. He will play local acts who are doing good concert boxoffice like Cecilio & Kapono and Kalapana.

One area of show business which has shown a frenzied rise is the disco market, only here disco means a live band and records. Bill Baker, director of special projects for Island Holiday Resorts which operates the three Foxy Lady Discos, admits the market is glutted with discos. His clubs in Waikiki, on Maui and in Kona, appeal to locals and some tourists.

It is expensive to go to most clubs. Covers have gone up 50 cents to \$1, with second shows hurting and locals staying away. The Ilikai instituted a no-cover, no-minimum policy in its Canoe House, the only major hotel in Waikiki offering this and non-stop music by Loyal Garner from 9-2 a.m.

Irv Weled, a concert promoter who books entertainment into the Hilton Hawaiian Village and the Spence cliff chain of clubs in Waikiki, has turned several of Spence cliff's restaurants into disco after 10:30 p.m. There is no cover or minimum. "Locals don't go into high-priced discos," he says.

One place that locals go every morning is to KGMB radio and morning personality Hal Lewis or "Aku" as he's affectionately known. Change has even come to Aku's show, now in its 28th year. "One month ago I changed to commercial contemporary sounds, cover records by real artists," he says, "like Ray Conniff and Percy Faith. After almost six years how many times can you play 'In The Mood'?"

(Continued on page 31)

# Record Labels

• Continued from page 25

Jack de Mello, who's built an empire of sorts with vast credits in the Orient and in Europe, feels you don't luck out in the disk business.

De Mello's Music of Polynesia label has been successful with the artistry of Emma Verry, a lyric soprano, and with de Mello's lush instrumentation and/or chorale effects by the Jack de Mello Orchestra and singers.

De Mello feels research is all-important, and he avoids guesswork and trials whenever he goes into the studio. In recent weeks, he has diversified, recording a trio of local satirists named Booga Booga, kind of a three-member Committee or a Hawaiian Cheech and Chong. De Mello has also had success with youthful acts such as Keola and Kapono Beamer, Jon and Randy, and his latest is Kaala, a Hawaiian music trio.

Don McDiarmid Jr.'s Hula label has been a pioneer in swinging with Hawaiian music. McDiarmid also has done quite a few sides with Herb Ohta, also known as Ohta-san, the ukulele wizard, and was the first to record the international hit, "Song For Anna."

Sonny Burke, who has produced sessions with Frank Sinatra, Petula Clark, Don Ho, Bing Crosby and other veterans in the business, last year formed Tantalus Records to expressly showcase Hawaiian acts for national exposure. To date, Burke has released an album featuring Keola and Kapono Beamer, a brother act, but he has expressed an interest in signing and waxing a few others, like Jimmy Borges and Loyal Garner, two kingpins in Waikiki.

His interest in Hawaiian acts isn't accidental; while with Decca, Burke produced sessions with the late Alfred Apaka; while with Warners/Reprise, he engineered Don Ho's "Tiny Bubbles" hit. Burke feels a select few in the Hawaiian market can make it nationally, because of their musical idiosyncrasies. "Find that identity, and you can click. The whole design is to seek out and very honestly record people we think have the talent, and the identity," he says.

## Hawaii's Music Stances

• Continued from page 30

Aku says he's "lifted by the new music. I'm building a contemporary musical library. I don't care for the original versions." Although he does play select cuts by locals, Aku admits "I never play Hawaiian music because I think it's horrible."

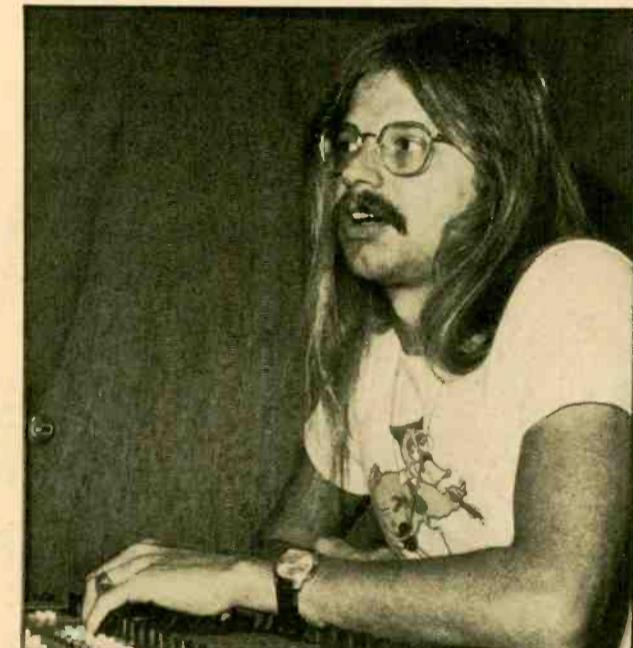
In Hawaii music means different things to different folks, just like it does in other big American cities.



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Jim Linkler of Audissey Studios: he produces as well as a&rs.

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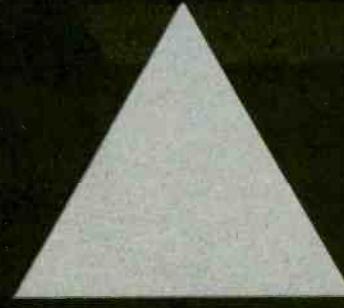
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## Nightclubs Provide Outlets For Keeping Tourists Happy

MAY 8, 1976, BILLBOARD

**W**ith the possible exception of Las Vegas, Waikiki's main strip probably offers more shows, more lounges, more spots for sipping a drink and listening to music than any other U.S. city. The emphasis has shifted back from trying to

present more contemporary pop acts to reflecting the needs of a basic tourist crowd for Hawaiian-flavored entertainment.

The fact is, the nightclub business is booming, though there are seasonal slumps. There are dinner rooms, bars, and lounges to suit every taste, offering a diversity of entertain-

ment, ranging from authentic Hawaiian to hip-shaking Samoan dances, from ethnic revues with an Occidental flavor to contemporary rock shows, from dinner theater to dance rooms. The modern sounds are very evident in Waikiki clubs; the hotels offer Hawaiiana and small local rooms play local acts for local patronage.

Curiously, none of the major hotels in Waikiki proper has an entertainment director to book and buy talent. Two—the Sheraton Hotels and the Hilton Hawaiian Village—formerly did. The larger hotels generally give the buying responsibility to the food and beverage director; smaller restaurants' decisions come from either the owner or manager.

And because of Hawaii's generally pleasant tropical weather, there are outdoor rooms that make for a charming summer outing.

For the first-time visitor, this compendium of who's playing where might be helpful:

### DINNER SHOWROOMS

Hilton Hawaiian Village Dome, with the Al Harrington Luau Show.

Ala Moana Americana Garden Lanai, with the Nephi Hanne- man Show.

Kahala Hilton Hala Terrace, with the Danny Kaleikini Show.

Royal Hawaiian Monarch Room, with the Frankie Stevens Show (John Rowles is on a sick leave).

Sheraton-Waikiki Hanohano Room, with the Trummy Young Show.

Oceania Floating Restaurant Empire Room, with the Dick Jensen Show (currently on leave—replacement act is Barry Kim).

Cinerama Reef Towers Polynesian Palace, with the Don Ho Show.

Duke Kahanamoku's (International Market Place), with the Zulu Show.

Waikiki Holiday Inn Catamaran Room, with the Rodney Arias and Paradise Serenaders Show.

Moana Banyan Court, with "Tavana's Polynesian Spectacular."

Waikiki Beachcomber Hotel Bora Bora Room, with "Tihati's Bora Bora E."

Hawaiian Hut, with "Terii's South Seas Revue."

Hula Hut, with "Here Is Hawaii."

Hilton Hawaiian Village Long House, with the Surfers Show.

Pagoda Restaurant's C'est Si Bon Supperclub, with "What's A Nice Country Like You Doing In A State Like This?," a dinner theater show.

Halekulani Hotel's Coral Lanai, with the Ed Kenney-Beverly Noa Show.

Surfrider Hotel's Niumalu Room, with the Melveen Leed Show.

House of Janus' South Seas Room, with the Iva Kinamaka Show featuring Herb "Ohta-san" Ohta.

Territorial Tavern, with Booga Booga.

### IN THE LOUNGES

Benihana of Tokyo, at the Hawaiian Village, with Al Lopaka.

Opus One, at the Ilikai, with the Third Generation.

Blue Dolphin, at the Outrigger, with Martin Denny's Group (Paul Page on Tuesdays).

Gangplank Lounge, Surfrider Hotel, with Karen Fouts.

Maile Lounge, Kahala Hilton, with Kit Samson's Sound Advice.

Hale Moku Room, Oceania Floating Restaurant, with Hu

(Continued on page 35)

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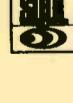
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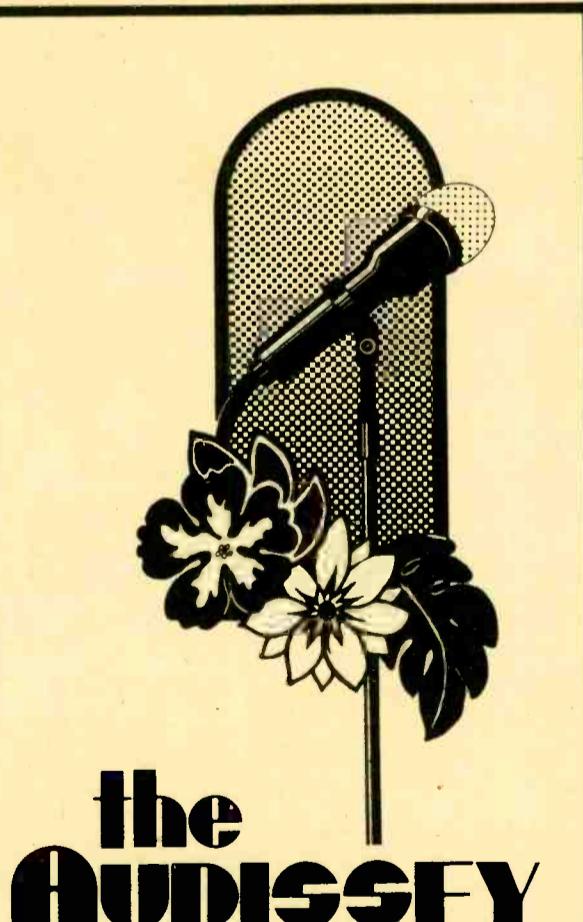
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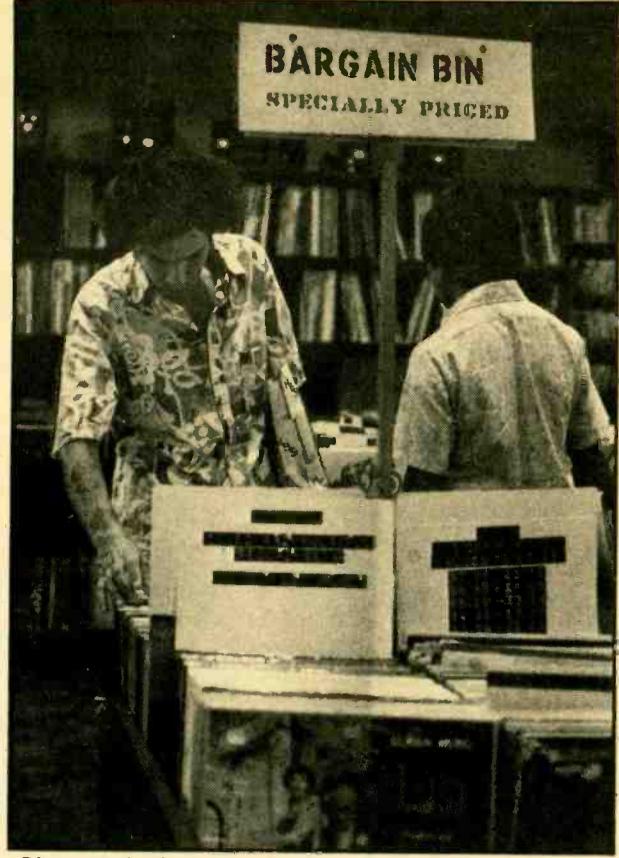
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### Hawaiian Labels:

Noelani, Paradise, Poki, Double A, Hawaii Sons, Polynesian, Tradewinds Waikiki, FSR.



Discounted prices attract patrons in downtown Honolulu.



Young Hawaiian checks a local act's LP at Sears.

## Nightclubs

• Continued from page 34

**Top of the I**, at the Ilikai, with Ernie Mariani's Group.  
**White Whale Lounge**, Kuilima Hotel, with Gabe Kila and the Nanakuli Sons.

**Main Showroom**, Outrigger Hotel, with the Aliis (Society of Seven on leave).

**Surfboard Lounge**, at the Waikiki Beachcomber, with Eddie and Esmond Chung.

**Surf Room**, at the Royal Hawaiian, with Kahauanu Lake's Trio.

**Garden Bar**, at the Hawaiian Village, with the Mariachi Brass.

**Golden Dragon Lounge**, at the Hawaiian Village, with Lopaka Young.

**Prow Lounge**, at the Sheraton-Waikiki, with the Rene Paulo Show.

**Canoe House**, at the Ilikai, with Loyal Garner.

**The Summit**, at the Ala Moana Americana, with Berne Hallmann's Group.

## Honolulu Is Home

• Continued from page 28

Being from Hawaii today does not automatically mean singing in Hawaiian or singing about someone's lovely hula hands. It can mean being a contemporary boogie band but with a enchanting mellowness characteristic of this unique state.



Japanese tourists are responsible for filling many Waikiki showrooms.



Ken Kaizawa: 20-year industry figure worries about competition from the Mainland.

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# Disco Is A Live Happening

## Most Waikiki Clubs Use Live Bands Over Recordings

Honolulu has really hopped on to the disco wagon. Where there were but six "dance rooms" three years ago, Waikiki is kicking up a lot of dance action as new discos have emerged, restaurants shift tables to create dance floors and old rooms convert to a dance policy with a variety of live and recorded sounds.

In Hawaii, disco means live entertainment, although there are a few rooms which only play records.

It's not uncommon, too, for a club to offer a Polynesian show in the early hours of the evening, then flick on a battery of rock vibes in the wee hours.

While most of the action is in Honolulu, there are a few discos to be found on the outer islands, most notably the Foxy Lady chain's locations on Maui and in Kona. Fantasia, an act from Los Angeles, plays at the Kona location.

"This has really become a competitive business," moans one disco club operator.

Notes one observer of the disco scene, "the musicians union really fought the playing of records in clubs. In the last two years the pattern really changed to where the clubs emphasize live music."

Discos cater primarily to locals. The Spencecliff nitery chain converts four of its restaurants to discos after 10:30. They are the Beef 'n' Grog, the Hula Hut, Tiki and Hawaiian Hut.

"We have an advantage over other discos," boasts Irv Weled, who helps book the bands for Spencecliff. We use our facilities as dinner houses and then go to disco. The others have to make it only as a disco."

Bands can earn upwards of \$2,000 a week plus a percentage, according to Weled.

Now if you're in a boogie mood, this is where it's all happening:

**Bobby McGee's Conglomeration**, at the Colony Surf East Hotel, recorded music.

**Foxy Lady Too**, at the Waikiki Beach-comber, with Asian Blend.

**Infinity**, at the Sheraton-Waikiki, with New Life.

**Da Sting**, at the Princess Kaiulani Hotel, with the Phoenix Express.

**Captain Nemo's**, at the Imperial Hawaii Hotel, with Golden Throat.

**Tiki**, at the International Market Place, with White Light.

**Hula Hut**, at the New Tokyo Restaurant, with Natural High.

**Point After**, at the Hawaiian Regent, with the Nomads.

**Waikiki Beef 'n' Grog**, with Music Jones & T-N-T.

**Rex & Eric's**, with recorded music.

**The Second Floor**, in Kailua, with recorded music.

**Inn B'tween**, at the Ala Moana Americana, with Nate Kanae & the Boys.

**C'est Si Bon**, at the Pagoda Restaurant, with the Kasuals.

**Puck's Pub**, at Puck's Alley, with live and recorded music.

**Hawaiian Hut**, at the Ala Moana Americana, with Manila Machine.

**Nick's Fishmarket**, recorded music.

**When in Hawaii**  
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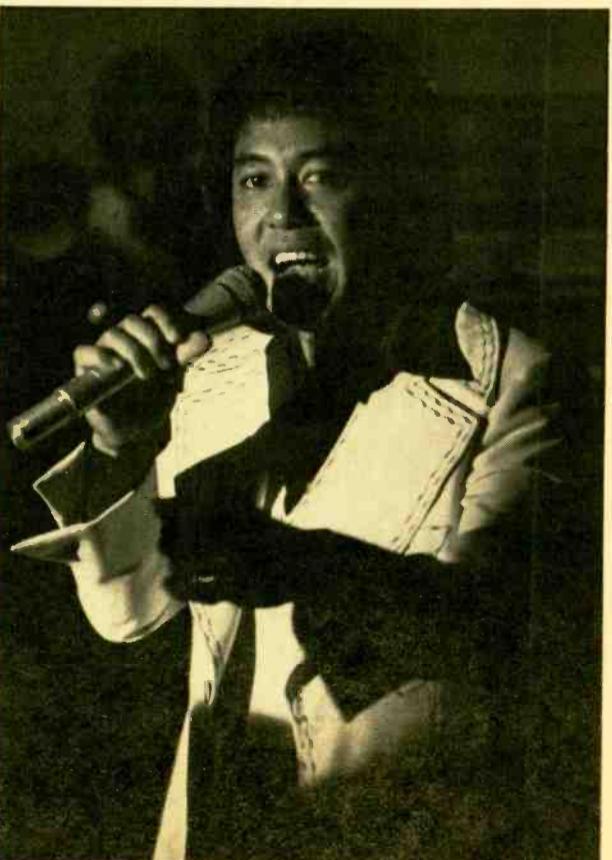
Current release "The Very Best Of Martin Denny" United Artists Records UA-LA 383-E.



Sales clerk aids a customer interested in a new pop selection.



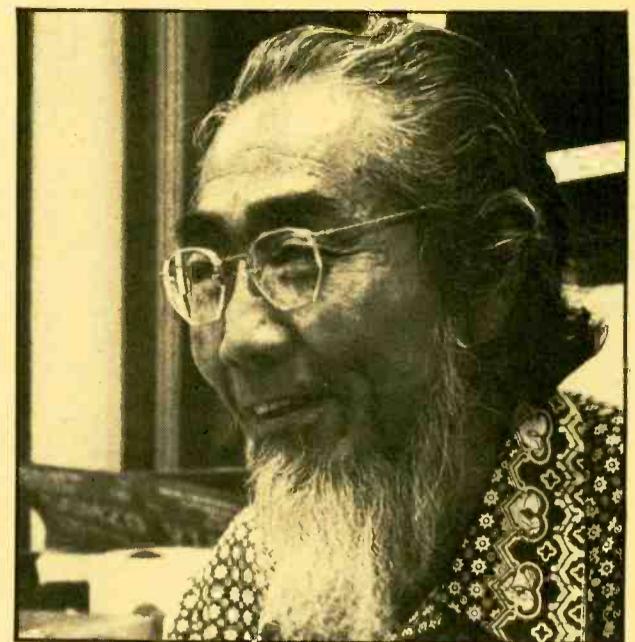
Sheet music attracts interested eyes at the Ala Moana Shopping Center.



Roberto Nievera: romantic voice going out on his own.

#### Credits

Written by Wayne Harada and Eliot Tiegel; art direction: Bernie Rollins; section editor: Eliot Tiegel; special issues editor: Earl Paige; principal photography by Bonnie Tiegel. Other photos by CBS, Kahala Hilton, Spencecliff, Tantalus Records, Panini Records.



Bill Murata: he oversees the House of Music, a top catalog store in Honolulu.



Gabby Pahinui: legendary guitarist inspires many young musicians.



Hilo Hattie: at 84 she's still recording.



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The Rolling Stones in Hawaii”

Honolulu Star-Bulletin

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# Radio Has Good Rock, Disco And Ethnic Flavored Distinctions

Honolulu has an all-disco radio station in K-108. It is one station on a crowded radio dial boasting 21 outlets.

"You might say we're 70% disco," says Scott Edwards, program manager of K-108. Tom Dancer, the morning jock, conducts a talk show. During the rest of the day, the station is anywhere from "50% to 70% disco," according to Edwards.

"And it seems to be paying off. We haven't gone through a rating period yet," says Edwards, "but our sponsors are happy and so are our listeners. You might say that the results have been positive."

K-108—108 on the radio dial—went disco the first of the year, after maintaining a rock format.

"We're primarily interested in disco-oriented sounds," says Edwards, "but we don't neglect the borderline songs, like your new Neil Sedakas."

KKUA is the leading Top 40 outlet, with KIKI a contemporary rocker playing LP cuts. KORL is the third rocker in the market. KPOI, formerly the rock market leader, shifted to an automated background sound, leaving the way open for KKUA to take over as undisputed king of the teen sounds.

KGMB and KGU are the two leading MOR stations, with KGU playing more new works.

There are several other distinctions in the Hawaiian radio market. To wit:

- KCCN remains the only all-Hawaiian station in Hawaii, offering a showcase for disks recorded by local artists. Its programming includes all the latest Hawaiian releases, in addition to "catalog" items from the past.

- There is one Filipino-language station, KISA.
- While the Japanese population in Hawaii is large, there are only two all-Japanese stations, KOHO and KZOO.
- KAHI remains the only country outlet.
- Of the 21 radio stations, four are FM—KQFM, KUMU, KAIM, and KHSS.

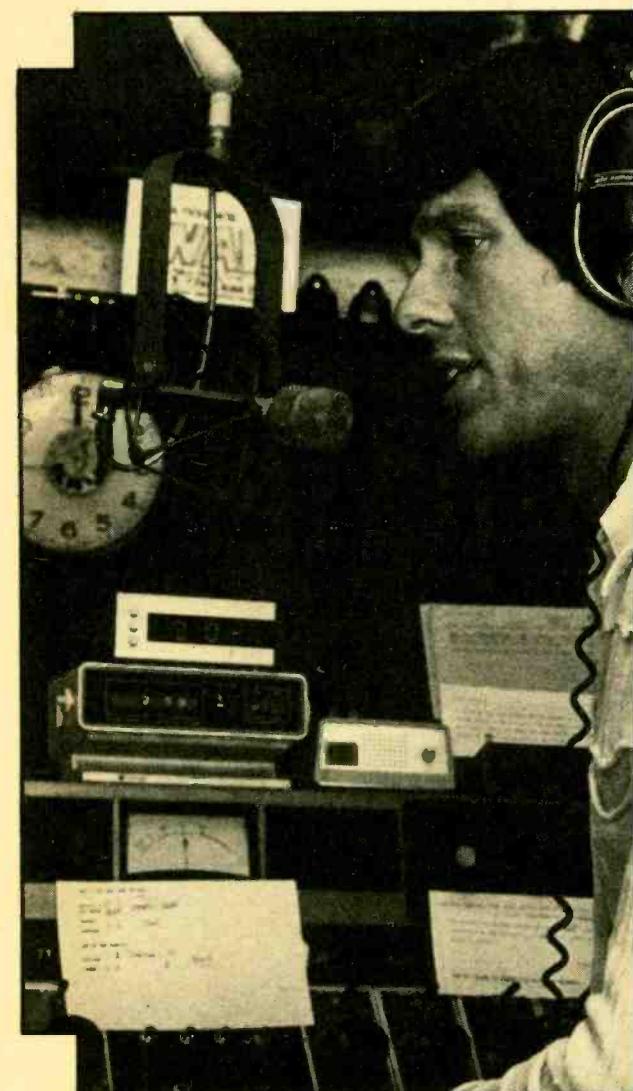
There are plans for Hawaii's first public radio station—due this summer, possibly as early as July—and programming is expected to be diversified, offering more than what's already on the dial. Funding would be a key factor to its success: Can it withstand the competition from the rock, or MOR, stations?

For the most part, programming reflects the multi-ethnic makeup of the Hawaii community.

For a sampling of Island radio, this chart might be helpful:

## HONOLULU RADIO STATIONS

On the Dial	Station	Format
AM 59	KGMB	MOR
65	KORL	Top 40
69	KKUA	Top 40
76	KGU	Adult contemporary
83	KIKI	Progressive
87	KAIM	Religion/classical
94	KAHU	Country
104	KHVH	All news
108	K-108	Disco
113	KLEI	Contemporary
117	KOHO	Japanese
121	KZOO	Japanese
127	KNDI	Education/religion
138	KPOI	Beautiful music
142	KCCN	Hawaiian music
150	KUMU	Beautiful music
FM 93.1	KQMQ	Mellow progressive
94.7	KUMU	Beautiful music
95.5	KAIM	Classical/religion
97.5	KHSS	Beautiful music



KKUA's Mike Perry plays pop music afternoons.

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# STARCASTLE





# Radio-TV Programming

## A Remote Control Unit By IGM Manual Assist Item Big Aid To Air Personalities



**DUBIOUS AWARD**—WOWO night personality Ron Gregory, right, presents the first official WOWO Groanie Award to Jim Backus for his 17-year-old recording of "Delicious." WOWO listeners recently voted the record the "greatest groaner of all time" in a promotion and Gregory flew to Hollywood to make the presentation. Other groanies in the contest were "Tiptoe Through The Tulips" by Tiny Tim, "Downtown" by Mrs. Miller, and "Dead Skunk In The Middle Of The Road" by Louden Wainwright III. WOWO came up with the Groanie Award as their response to the Grammy Awards.

## A Live Sansui 'Q' Show Is Syndicated

CLEVELAND—A weekly hour Sansui quad show—"Live At The Agora"—has been launched into syndication by Henry J. Lo Conti, owner of the Agora Ballroom here.

The show is taped by a 16-track recording studio, the Agency Recording Studios, located on the second floor above the ballroom. Lines lead directly from the stage to the upstairs facility.

Among those featured on shows taped so far are Gary Wright, Billy Cobham, the Outlaws, Elvin Bishop, Brian Auger, Patti Smith and Montrose. The ballroom tapes every show, depending upon negotiation regarding possible syndication of that particular show. For the past

three years, programs have been broadcast by WMMS, local progressive FM station in Cleveland.

The show is produced by Denny Martin and Jim Mauk is associate producer. Announcers are Joyce Hallasa, weekend air personality on WWMM-FM and Charlie Kendall, morning personality at WMMS.

"Live At The Agora" is available free: the show has six avails per show, three of which are for local use by the stations broadcasting it.

The 1,000-capacity ballroom has been creating a stir in the record industry. Patti Smith's "My Generation" was taken from a live show at the Agora, as well as the entire live side of Savoy Brown's new LP.

LOS ANGELES—A new remote control unit to assist radio station air personalities has been developed by IGM, Bellingham, Wash. Called the Marc VII, the new manual assist remote control unit connects to and controls cartridges in an Instacart or Go-Cart unit; music, jingles or commercials on a reel-to-reel unit; programming material on a single cartridge player or any other audio source.

The air personality controls all of the audio sources via a control keyboard; a small TV screen shows him in advance his schedule; he can change that schedule at will.

Thus, IGM becomes the second firm to actively get involved in equipment to help the air personality do his job better and easier. Moffat Communications, Calgary, Canada, introduced a computer-assist unit for the air personality a few months ago which it hopes to market.

Instead of depicting the title and artist and intro and outro times of the record, however, the TV screen of the IGM system shows:

- The event that is on the air, such as (4-48) standing for Instacart 4, tray 48;

- The event that goes on the air next and source;

- The next 17 events slated.

- An "enter" line set to accept the next event to be scheduled by the air personality;

- A 59:59 clock that will automatically reset to 00:00 and count up each time an event is slated on the air.

The air personality would still, ostensibly, have to work with a printed playlist. But the IGM system is flexible in that if an air personality wants to play a single he would punch up 1-00 on his keyboard and cue up the record on an adjacent turntable. Music and/or commercials on a reel-to-reel unit would also have to be cued by hand.

However, for music sweeps the

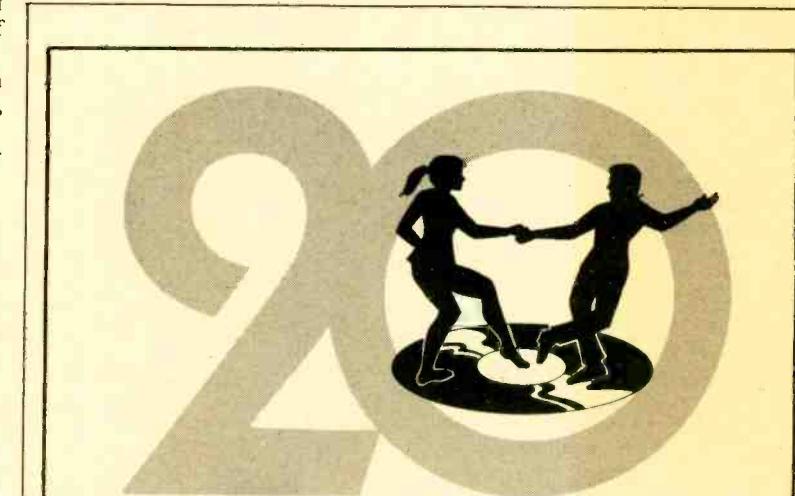
IGM system performs automatically. By pressing "follow" on his keyboard, the disk jockey can program several tunes to play automatically, one after the other.

The keyboard features several random order buttons: enter, insert, kill, clear, advance, hold, follow, start, and an arrow button which al-

(Continued on page 45)



**Live Automation:** Air personality enters another cartridge for airplay on the Marc VII developed by IGM. Go-Cart unit is at left, built into the wall, and Instacart unit at right. TV screen is in the center. Keyboard under disk jockey's fingers is used to program all items and control information on the screen.



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### DENIES EYE ON RATINGS

## KCBQ's Promotion Defended

**EDITOR'S NOTE:** This is written by Russ Wittberger, vice president and general manager of KCBQ in San Diego, in response to a furor that erupted over a recent promotion instituted by the Top 40 station. The article is mainly about how the contest was conceived and why he feels it's above board and not subject even to be tagged by audience ratings surveys for possible hyping. Contests, believes Wittberger, are not just to "buy" an audience... they are an art and tie in all of the elements of a radio station, only one of which is giveaways.

The comments printed in Billboard May 1 by Mr. McKinnon of KSON, in which you quoted virtually word-for-word his scathing attack on the KCBQ contest, accusing us of everything except maybe child molesting and double parking, is typical. Comments such as these, I submit, indicate a total lack of knowledge about the radio industry, Arbitron methodology, and the principles of what is fair and ethical in radio promotion, and what isn't.

This will help outline how the promotion developed and why we were so certain that it would not be responsible for a single "hyped" diary finding its way into the San Diego Arbitron sample.

Also, some of the details on what make it perhaps the finest, funniest radio promotion I've ever been part of during a couple of decades in the business. (In other words, I'd like to take the contest out of the atmosphere of near mass hysteria in which it has been presented to date in most publications.)

Fact number one to realize is that the United States government, several years ago, created an organization called the American Revolution Bicentennial administration, to

The one thing that most amazes me about people's reaction to our KCBQ "American Revolution Bicentennial" (ARB) contest is that so few people have ever taken the time to really delve into the question: How could a major, reputable station like KCBQ ever decide to run a contest that on the surface seems such an out-and-out hype?

The answer is simple: It isn't. The plain facts are that the KCBQ "American Revolution Bicentennial" contest is a unique, simple and beautifully topical station promotion developed by KCBQ program director Gerry Peterson, with a little

(Continued on page 44)

# Radio-TV Programming

## KCBQ's Promotion Defended

### Vox Jox

By CLAUDE HALL

LOS ANGELES—KIEV, located in the Glendale suburb of Los Angeles, continues to move toward talk. Probably be all-talk soon. ... **Stan Martin**, air personality at WKTU in New York, has been signed to write, produce and narrate an hour in-flight program for Swissair on the history of American music called "Happy Birthday, America." Show will trace growth of pop music over the past 200 years in the U.S.

R.I., and is looking for programming, consulting, jocking and/or production work. He can be reached at 401-751-5700.

\* \* \*

**Paul Ward**, program director of WROR in Boston, with some trivia: "What radio station call letters stand for is a subject that fascinates me. Maybe other people can add to this list: KHJ, Kindness, Happiness, Joy; KGFJ, Keeps Good Folks Joyful; WIBG, I Believe In God; KSFO, San Francisco Oakland; KGBS, George B. Storer; and one of the finest of all—WEEI, Edison Electrical Illuminations; KFAX in 1960 was one of the first all-news stations, a daytimer, and retained its call letters after dropping news in 1961; KHOF, Kings Herald Of Faith; KFSB, Four Square Gospel. Unfortunately, WROR doesn't stand for

(Continued on page 45)

**Richard Aikens, Fred Bower and Steve Rash** have a firm called Innovisions in the Philadelphia area and they're writing a movie called "The Buddy Holly Story." Aikens used to work for Rick Trow Productions, producing live shows about music for high schools as a radio station promotion. ... **Jeffrey C. Mathieu** advises he has resigned as program director of WJAR in Providence,

• Continued from page 43

each hour and—live—can ask for the answer to any question. We then give the answer 20 minutes later, after the disk jockey has checked for the correct answer with one of the three persons at the station who know all answers.

Winners are those answering the highest number of questions correctly. The entry blank is the back page of our questionnaire.

The response from the public has been phenomenal. The reaction from San Diego radio stations has been World War III. Let's look at both.

The public has joined in the Q bicentennial in the fashion in which it was presented. Families sit at the participating ice-cream parlour and fill in the "easy" questions right there. History classes are doing the quiz as class projects. Kids ask their dads and find that they both need to find out more about their own coun-

try's history—and they get involved in the contest. Since answers to all the questions are given on the air, even those not playing along with the contest are getting pieces of history as we get into the hottest time of the Bicentennial.

The most obvious objection of broadcasters—and other interested parties—is that we used the initials "A.R.B." on the air and on the cover of our booklet. Isn't that wrong? Won't it cause the general public to confuse the KCBQ promotion and "the official ARB rating survey?"

The facts are that the "official rating survey" is known to the general public as Arbitron (a division of Control Data). At one time, up to 1972, the company identified itself to the public as American Research Bureau; because of this, the advertising and broadcasting industry habitually referred to the survey company as "A.R.B." That practice continues today. Though the name was changed to Arbitron in 1973, those of us in the industry still doggedly refer to that rating company as "A.R.B." through habit. And those in the industry, by the very fact they do know exactly what "A.R.B." means, would never confuse KCBQ's contest with a rating service. The critical issue is that to the general public, the initials A.R.B. mean nothing in relation to a listening survey.

In contacting prospective diary keepers, Arbitron never refers to itself with the initials "A.R.B." Always "Arbitron" or "Arbitron Radio Research." Before a respondent receives a diary, they have been contacted once by a mailing, once by phone, and then get further written instructions along with their diary.

The respondent in all cases has already been thoroughly schooled by Arbitron on the physical appearance of the Arbitron diary and precisely what he is being asked to do, and how to do it, before the Arbitron diary actually arrives.

If you'd like to do your own test, ask 50 people outside the industry—like your neighbors or the checkout clerk at the food store—to tell you what ARB means to you.

Since the important people are the 1,200 persons sitting with the 2 x 7-inch Arbitron diaries, remember that each of them has been totally indoctrinated by Arbitron on what's happening, all along.

So what happens if some guy gets a diary and, despite all the schooling by Arbitron, he's a KCBQ listener and has somehow made up his mind that the diary he's holding is a "KCBQ contest" and if he fills it in "correctly" he's going to win a prize. Since we constantly state on the air that the top winners will be those answering the most questions "correctly," he would be compelled to fill "KCBQ" in all the blanks in his Arbitron diary. Filling in anything less—or putting in another station in some of the blanks—would make no sense at all.

So he somehow sends it in. What happens?

Last fall Arbitron initiated an element that amounts to a "fail-safe" system. Any diary arriving at Beltsville with more than 10 hours and 42 minutes a day indicated for any one station is immediately flagged. That respondent is contacted, to find out why the unusual listening span. ("Don't you ever sleep?") Many of the long listening spans are legitimate. But not one showing 24 hours a day, 7 days a week.

While the reasons for Arbitron instituting these "fail-safe" procedures are several, it makes it absolutely certain, applied to our situation, that the far-fetched "confused" listener's

diary, filled in top to bottom with KCBQ, could ever find its way into the San Diego sample.

A couple of other facts: (1) Our booklet is totally dissimilar in size, color and appearance to the Arbitron diary (there is no remote physical connection except both are made of paper); (2) The initial "A.R.B." on the air mentions were always used in the same or contiguous sentence with the phrase "American Revolution Bicentennial"; (3) That phrase was never abbreviated in our questionnaire. It was always written out.

But let me be quick to add—the bicentennial contest is most definitely designed to encourage listening to KCBQ morning, noon and night if possible. Because that's what every promotion on KCBQ is designed to do—or every billboard we present.

But I can assure you, we do it the year around. Arbitron sweep or no. The day that someone tells me it's wrong to try to get people to tune in your station (or buy your record or purchase your brand of beer) is the day we are all in trouble.

The KCBQ "American Revolution Bicentennial" is effective because it superbly accomplishes what any station is looking to do: (1) It creates new listeners, because of the extraordinary word-of-mouth and point-of-purchase questionnaire interest, and (2) It causes your current listeners to tune in longer, since they have to tune in to get the answers for many of the questions, and perhaps it drags others in their households to also listen.

If that makes a station smell of "hypoing," then it's been happening at KCBQ for 40 to 50 weeks a year since time began. Because our promotions cover that span each year (although no one in the market seems to complain when we run the promotions during non-Arbitron sweeps).

I wish the detractors of KCBQ, or Bartell Broadcasting, and other stations who have been the leaders in contemporary, game-promotion radio over the past 20 years, would at some time realize that, for stations such as ours, audience participation, excitement (even some screaming) and the fun of winning—even if it's someone else winning—are what they enjoy. They've enjoyed it for years. But please be aware that all the contests, as whacky as some may seem, are part of a regular continuing series of audience game-promotions which are as much a part of our long-standing station profile as baseball, beautiful music, Beethoven or news may be to others.

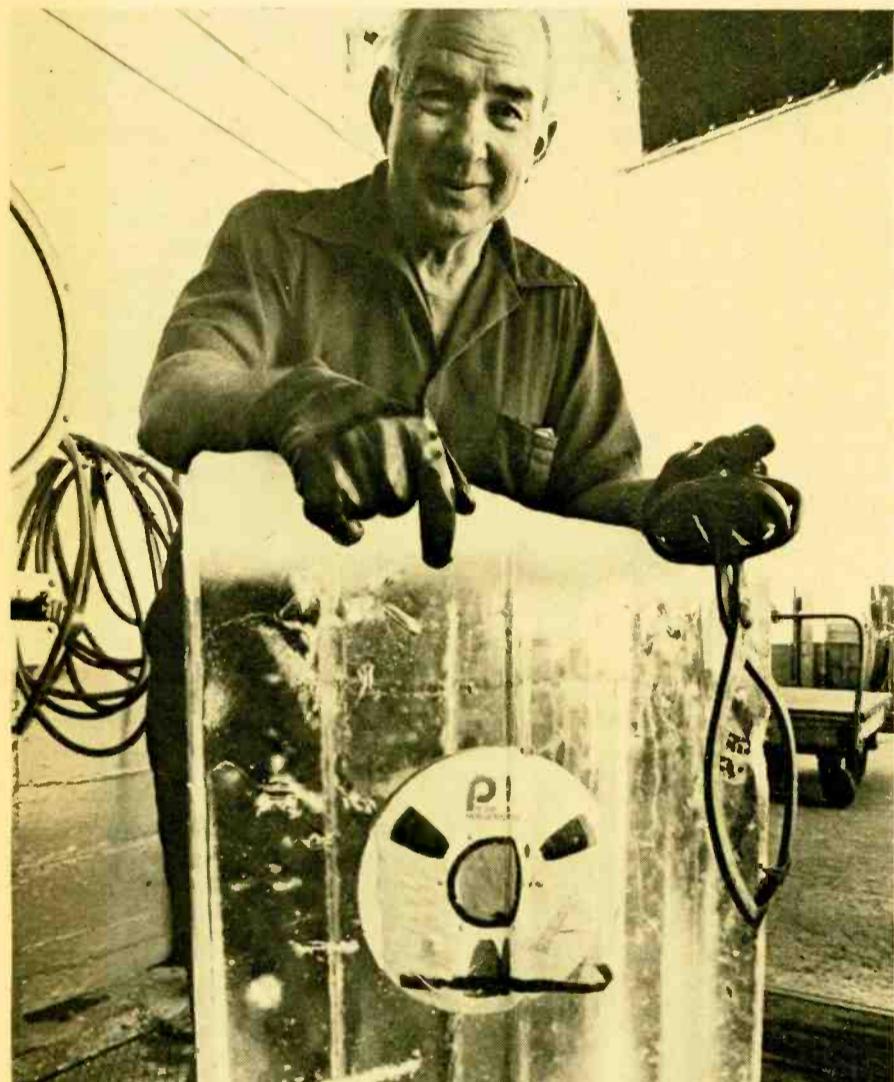
One last development from the movie: "Dirty Laundry In San Diego." All the trades, Billboard included, received a release supposedly from "the San Diego Broadcasters Assn." which condemned the KCBQ bicentennial contest, and announced the 17 "association stations" were filing a complaint with the FTC.

Now it turns out that most of the San Diego stations knew nothing about the letters, and had not given their permission to be a part of the action.

It was written by a single San Diego broadcaster, with the okay of perhaps two or three more, but without the consent of the majority of the group. Some stations were not even contacted.

The president of the SDBA, Larry Shushan of KEZL, knew nothing about the type of letter going out! (It was sent to all agencies and advertisers as well as publications). Shushan has since resigned in protest.

(Continued on page 45)

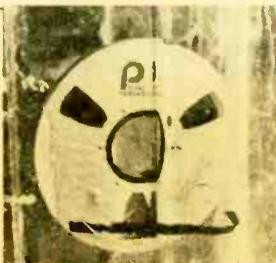


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# Radio-TV Programming

## Programming Maintenance Hot Topic At Austin Radio Session

By CLAUDE HALL

AUSTIN, Tex.—Quarter-hour programming maintenance was one of the major topics of conversation at an informal radio meeting conducted here April 24-25 at the Sheraton-Crest Hotel attended by about 140 radio people.

Charlie Van Dyke, program director of KHJ in Los Angeles; Bill Young, program director of KILT in Houston; Chuck Dunaway, program director of KAFM in

## Control Unit By IGM

Continued from page 43

lows the disk jockey to address any of the events on the tv screen.

Literally, he can program in advance 18 different events, whether they be songs, spots, PSAs, or anything recorded... and he has the capability to re-program or correct those programming orders instantly.

IGM explains it this way:

"When a series of events has been entered and shows on the tv screen, the disk jockey is ready to begin his show. He touches the start button and is on the air with, say 4-48 (tray or cartridge number 48 from Instacart unit number 4, which might be, perhaps, an oldie). Because he has also inserted an arrow below that order, 4-48 will be followed automatically by 2-00 (which could be a new single by Elton John that he has cued up on his turntable).

"After these two selections, 3-33 (a commercial) will begin automatically from a third source (perhaps a reel-to-reel unit). For his fourth event, he could punch 0-00, which would mean that he's going to talk."

IGM can also provide a duplicate tv screen that the program director can put in his own office, allowing him to monitor everything that the air personality does.

## WNIC Plays New Records

DETROIT—WNIC-FM, now looking for several air personalities to augment its adult MOR format, is already making a dent in local record sales, according to program music director Paul Christy.

Christy makes it a point to find one or two records that no one else is playing in the market. If they suddenly start selling, he knows that his station is definitely being listened to and is making a viable audience impact.

"It's an old trick of mine," he says. "Beethoven's Fifth" by the Big Apple Band and "I'm Easy" by Keith Carradine are the two test records at the moment. "And Noel Love of Private Stock Records tells me that no Top 40 station in the market is on the 'Beethoven's Fifth' record, so it must be us."

The station, located at 100.3 on the dial, is managed by Ed Christian and consulted by Art Holt. It just recently split programming with WNIC-AM, a beautiful music station.

## KCBQ's Promo

Continued from page 44

and withdrawn his station from the group.

Seems like three or four individuals in the Assn. decided they knew what was best for the group and acted on their own, with intentions of defaming KCBQ.

Dallas; Ken Dowe, general manager of KTSA in San Antonio, were some of the major radio men at the two-day event hosted by Bill Gavin, publisher of the Gavin Report.

Dowe led the three-hour discussion Saturday afternoon, but stepped aside for a while to let Van Dyke demonstrate at the blackboard how listeners might be drawn across the quarter-hour to equal two listeners during an ARB ratings survey period. One of the methods used was the Great American Music Machine promotion of KHJ. Somewhere during a programming hour, the air personality starts a timing device. When the alarm goes off, the first person that calls and tells how many minutes the clock was ticking away, wins a prize. "I've run the clock as long as an hour and a half," Van Dyke says.

The idea of this promotion is to drag people through a quarter-hour. It doesn't do anything to help your cume, he says, but it's a good contest.

Van Dyke, like others such as Woody Roberts, participated throughout the entire session. People were constantly speaking up from the audience, including Lee Randall and Trigger Black of KTSA in San Antonio.

At one point, Bill Young commented that a radio station can't be both fish and fowl, in regard to being a Top 40 station or a progressive station. "Many radio people lose their perspective. There may be 13,000 people at a Jethro Tull concert, but there may also be 50,000 people at the local Burger King who could care less."

Later, he spoke of "internal identity" at a radio station, specifically in regards to progressive, and said the real problem is "to be certain to not get too cool for the room... that you don't over-sophisticate and lose sight of where the audience is really at."

Woody Roberts, once general manager of KTSA and now living in Austin, said that a hit record today or hit artist is "more like a cross media experience. For something to be a mass appeal hit, it has to sell in singles, albums, and tapes, has to achieve success through the concert circuit, gain tv and press exposure." He pointed out that some groups—and he mentioned the Bay City Rollers—"we might call hype, but on the other hand they are using their press well enough that by the time they finish they might be a bona fide draw for a certain age group."

Dowe said that Elton John was a hip act at first, with limited appeal, but has become, suddenly, so mass appeal that he's suffering from a backlash. He's more acceptable on an AM station now than on FM."

Young also made a comment about records, saying that anyone who calls record stores knows that on any given week there are only seven to 10 hit records. "If you call 20 shops, they'll report only five or six records in the top 10. Over and above that, you're really juggling numbers. It's a tossup."

"So, it's very important that our station play those hits. But the way you judge the rest of the records that you play is that they're really programming tools."

He mentioned "Till I Can Make It On My Own" by Tammy Wynette. "I did not foresee that as a top 10 record in Billboard. I thought it would be a big country record yes, but it's still a very important record to our station. It doesn't matter if it's a hit or not. We've all become too hit-conscious in our business, so that if a record is not a hit and we're not

(Continued on page 46)

## Vox Jox

Continued from page 44

anything at all. Nor does KFI." Okay, Paul, and I'll add this: WIOD in Miami, Wonderful Isle Of Dreams (I don't know why, though), and the big joke when WDEE in Detroit took those call letters was that they should stand for Done Everything Else, but since then the station has turned into a gold mine with its country music format.

WCAW, located at 680 on the dial in Charleston, W.Va., has now gone to 50,000 watts, according to music director Rick Johnson. Station programs country music. . . Eric Small & Associates has moved to 680 Beach St., Suite 315, San Francisco,

Calif. 94109. New phone is 415-441-0666. Small is an engineering consultant and also reps Orban/Broadcast on equipment sales.

\* \* \*

Jim Roach, program coordinator of WDVE in Pittsburgh, writes: Concerning the article on automation in the April 10 issue, a statement is made concerning WDVE which I think needs clarification. The statement says that Lee Abrams does the music, mostly on tape, for 14 stations, including WDVE in Pittsburgh and KQMQ in Honolulu. While it is true that Lee consults with us as to our music selection, our operation is live 24 hours a day. Our

(Continued on page 46)

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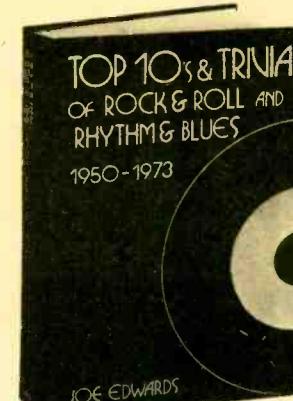
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MAY 8, 1976, BILLBOARD GROUP • WHAT IS FRANKIE VALLI'S REAL NAME? • WHO WERE JOHNNY CASH'S SINGER FOR WHAT GROUP? •

## TENNESSEE TWO?

Continued from page 44

and withdrawn his station from the group.

Seems like three or four individuals in the Assn. decided they knew what was best for the group and acted on their own, with intentions of defaming KCBQ.

NEIL SEDAKA WAS LEAD

Billboard  
Top 50

# Easy Listening

Billboard SPECIAL SURVEY For Week Ending 5/8/76

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

This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)
1	2	6	DON'T PULL YOUR LOVE/THEN YOU CAN TELL ME GOODBYE Glen Campbell, Capitol 4245 (ABC/Dunhill, BMI/Acuff-Rose, BMI)
2	3	4	WELCOME BACK John Sebastian, Warner/Reprise 1349 (John Sebastian, BMI)
3	5	6	ANYTIME (I'll Be There) Paul Anka, United Artists 789 (Spanka, BMI)
4	1	8	TRYIN' TO GET THE FEELING AGAIN Barry Manilow, Arista 0172 (Warner-Tamerlane/Upward Spiral, BMI)
5	7	10	RIGHT BACK WHERE WE STARTED FROM Maxine Nightingale, United Artists 752 (ATV/Universal Songs, BMI)
6	21	3	SILLY LOVE SONGS Wings, Capitol 4256 (MPL Communications, BMI)
7	8	5	EVERYDAY WITHOUT YOU Hamilton, Joe Frank & Reynolds, Playboy 6068 (Spitfire, BMI)
8	12	4	LOVE IN THE SHADOWS Neil Sedaka, Rocket 40543 (MCA) (Don Kirshner, BMI/Kirshner Songs, ASCAP)
9	9	7	I HOPE WE GET TO LOVE IN TIME Marilyn McCoo & Billy Davis Jr., ABC 12170 (Groovesville, BMI)
10	15	6	FALLEN ANGEL Frankie Valli, Private Stock 45074 (Big Secret/Almo, ASCAP)
11	17	5	HURT Elvis Presley, RCA 10601 (Miller, ASCAP)
12	4	9	COME ON OVER Olivia Newton-John, MCA 40525 (Casserole/Flamm, BMI)
13	18	7	SHANNON Henry Gross, Lifesong 45002 (Blendingwell, ASCAP)
14	10	10	THERE'S A KIND OF HUSH (All Over The World) Carpenters, A&M 1800 (Glenwood, ASCAP)
15	20	4	MOONLIGHT SERENADE Bobby Vinton, ABC 12178 (Robbins, ASCAP)
16	27	3	HAPPY DAYS (From The Paramount TV Series) Pratt & McClain, Warner/Reprise 1351 (Bruin, BMI)
17	23	5	GET CLOSER Seals & Crofts, Warner Bros. 8190 (Dawnbreaker, BMI)
18	25	4	SARA SMILE Daryl Hall & John Oates, RCA 10530 (Unichappell, BMI)
19	11	8	I THOUGHT IT TOOK A LITTLE TIME (But Today I Fell In Love) Diana Ross, Motown 1387 (Jobete, ASCAP)
20	13	13	LET YOUR LOVE FLOW Bellamy Brothers, Warner Bros./Curb 8169 (Loaves & Fishes, BMI)
21	43	2	ONE PIECE AT A TIME Johnny Cash, Columbia 3-10321 (Tree, BMI)
22	40	2	BETTER DAYS Melissa Manchester, Arista 0183 (Rumanian Pickelworks/Columbia/New York Times, BMI)
23	24	6	WORDS (Are Impossible) Donny Gerard, Greedy 101 (ATV, BMI)
24	29	7	STRANGE MAGIC Electric Light Orchestra, United Artists 770 (Unart/Jet, BMI)
25	6	10	LOOKING FOR SPACE John Denver, RCA 10586 (Cherry Lane, ASCAP)
26	36	3	AFTERNOON DELIGHT Starland Vocal Band, Windsong 10588 (RCA) (Cherry Lane, ASCAP)
27	39	3	THE HUNGRY YEARS Wayne Newton, Chelsea 3041 (Don Kirshner, BMI)
28	14	13	I DO I DO I DO I DO Abba, Atlantic 3310 (Countless, BMI)
29	16	9	HERE, THERE AND EVERYWHERE Emmylou Harris, Warner/Reprise 1346 (MacKen, BMI)
30	26	5	WE CAN'T HIDE IT ANYMORE Larry Santos, Casablanca 844 (Groovesville, BMI)
31	19	10	CONCRETE & CLAY Randy Edelman, 20th Century 2274 (Saturday, BMI)
32	32	6	FOREVER LOVERS Mac Davis, Columbia 3-10304 (Tree, BMI)
33	22	12	ONLY LOVE IS REAL Carole King, Ode 66119 (A&M) (Colgems, ASCAP)
34			SHOP AROUND Captain & Tennille, A&M 1817 (Jobete, ASCAP)
35	35	2	FALLING APART AT THE SEAMS Marmalade, Ariola America 7619 (Capitol) (Almo/Macaulay, ASCAP)
36			STILL CRAZY AFTER ALL THESE YEARS Paul Simon, Columbia 3-10332 (Paul Simon, BMI)
37			SAVE YOUR KISSES FOR ME Brotherhood Of Man, Pye 71066 (Tony Hiller, ASCAP)
38			SAD EYES Maria Muldaur, Warner/Reprise 1352 (Don Kirshner, BMI/Kec, ASCAP)
39	33	7	RHIANNON (Will You Ever Win) Fleetwood Mac, Warner/Reprise 1345 (Rockhopper, ASCAP)
40			LOOKIN' OUT FOR #1 Bachman-Turner Overdrive, Mercury 73784 (Phonogram) (Ranbach/Top Soil, BMI)
41	41	2	MORE, MORE, MORE (Part 1) Andrea True Connection, Buddah 515 (Buddah/Gee Diamond/MRI, ASCAP)
42	42	2	LOVE HANGOVER Diana Ross, Motown 1392 (Jobete, ASCAP)
43	46	2	BARETTA'S THEME (Keep Your Eye On The Sparrow) Rhythm Heritage, ABC 12177 (Leeds, ASCAP/Duchess, BMI)
44	47	3	BARETTA'S THEME Sammy Davis Jr., 20th Century 2282 (Leeds, ASCAP/Duchess, BMI)
45			NEVER GONNA FALL IN LOVE AGAIN Eric Carmen, Arista 0184 (C.A.M.-U.S.A., BMI)
46	48	2	OLD CAPE COD Bette Midler, Atlantic 3325 (George Pincus & Sons, ASCAP)
47			THE MORE I SEE YOU Peter Allen, A&M 1813 (Bregman/Vocco & Conn, ASCAP)
48	50	2	GET UP AND BOOGIE Silver Convention, Midland International 10571 (RCA) (Midsong, ASCAP)
49			MIDNIGHT LOVE AFFAIR Tony Orlando & Dawn, Elektra 45319 (Midsong, ASCAP)
50			THERE WON'T BE NO COUNTRY MUSIC (There Won't Be No Rock 'N' Roll) C.W. McCall, Polydor 14310 (American Gramophone, SESAC)

## Radio-TV Programming

# Schafer Bares a Control System

By LARRY OPPEN

at automation from a voice-tracking standpoint.

"It's our responsibility to show them how to do a four-hour show in half an hour," he says, "and still be current on the intros, outros, PSAs, time, and weather."

"This frees key people for the 3½ hours they'd normally be tied to the turntables and the front of the control board, and allows them to do better commercials and get more involved with community affairs."

The 903E operates in the same way as a manual station where the program director's format clock is separate from the traffic director's daily log of spots and PSAs, yet both work together to provide a properly balanced on-air presentation. This system stores 3,800 recyclable format events which can be divided into as many sub-formats as desired, or programmed in straight-line fashion for random access cartridge music selections.

Because there are virtually no limitations on the number of sub-formats that can be used, each hour for three days may have a different rotation. In addition, the system pro-

vides three days of time-related availabilities, or 60 per hour for 72 hours, which is enough to preprogram all commercials, PSAs, newscasts and other time-oriented events over a weekend or three days in advance.

As standard equipment, the 903E has a full manual control panel which can select the next source, or source and cartridge to go on the air. The manual control panel is located on the front of the control rack, but may be optionally remoted up to 150 feet from the system for use with a live disk jockey.

Two alarm systems are featured with this model—a silence sense alarm and a closed loop alarm. If a deck isn't ready to play, if a tape breaks, or if the silence sensor is triggered, the alarm will sound until manually reset. Either or both of these alarms can be user-disconnected.

"So, more than just providing equipment," McClure says, "we're attempting to sell a concept. We offer the stations a three-day training course in our studio, where they can learn the techniques of voice tracking to help them sound the way they want to. The whole thing in automation is not to sound like the machine wants it, but to make the machine sound the way the operator wants it to. If we can do that and make them satisfied with the results, then they'll become automation users."

According to McClure, a station doesn't have to be either manual or automatic—it can be semi-automatic, semi-manual, or either way. The important thing is that each station has its own character and own sound.

"What we're presenting in 1976 equipment is something that will help a station be more productive and more efficient. Each one has to sound different even though they're using common equipment, like in Los Angeles where KFAC which uses our equipment in classical, KRTH with its oldies. KNX-FM with stereo rock and KGBS which uses our systems for country."

A 24-hour memory system offered on the market by Schafer is the 903, a single-keyboard 2048-event micro-electronic memory control that stores events up to 24 hours in advance. With a two-section memory, the system can be programmed for up to 600 recyclable events in the format section and still provide 60 availabilities per hour in the time section.

The system assures complete programming control by separating repetitive format elements from changing day-to-day traffic elements. This model stores 600 recyclable format events, which like the 903E, can be divided into as many sub-formats as desired or programmed in straight-line fashion.

Three different remote control systems are optionally available with this model. The first gives the user access to the system for bulletins without entering into the memory, plus start, stop, and step now pushbuttons. The second adds complete manual pushbutton access to any of the system's 19 audio sources. The third is a complete system manual control including manual control, bulletin insert, pushbutton access to all audio channels, plus advance cueing for up to nine random access sources.

The Random Access Memory is a 1,000-step keyboard-entry storage device for programming commercials, music and other program materials from up to nine Schafer Audiofilms, or other random access devices.

## Vox Jox

• Continued from page 45

station is tailored to the needs of Pittsburgh and any similarity between WDVE and anyone else in the country is purely coincidental. In my humble opinion, WDVE is the most successful album station in the nation. I base this assumption on many factors, including market size, number of stations in market, balance of competing formats in each market and audience balance in various demographics. The combination of good local research, talented air people, and Lee Abrams' insights have produced a station which I am justly proud of."

The staff lineup at KDWB in Minneapolis now features Mike Butts 6-9 a.m., Bob Lange 9-noon, Jeff McKee noon-3 p.m., TDB 3-6 p.m., Joe Hager 6-9 p.m., Brian Phoenix 9-midnight, and Robert Jay, midnight-6 a.m. Ken Venturi also does a 3:30-8 a.m. show on Saturdays and on Sunday program di-

rector John Sebastian does 3-6 p.m., Randy Cook does 6 p.m.-2 a.m. and promotion director Bill (Benny Blore) Hartman does 2-6 a.m. TDB stands for the True Don Bleu and he has been named official chairman for the annual March Of Dimes Bike-A-Thon.

By accident, the first station I hit was WEDR where at 12:13 a.m. George Boogie Jones was playing "Live At Carnegie Hall" by Bill Withers; he stumbled in his patter, but picked up very well. Had a good voice and, while I think he could use more work on his show, did pretty well overall.

I went to WQAM and heard the air personality announce that it was 16 after and that was correct and that sort of surprised me. I listened quite a while and never heard him announce his name. The station uses taped voices—listeners, I presume—doing the call letters. Great idea.

At 7:25 a.m., I tuned in just as Mike Reineri on WIOD was introducing "Walk On Water" by Rick Weaver. Great song, but it sounded an awful lot like Neil Diamond. Over the outro, Mike admitted that it had been Diamond all along.

At first, I thought Mike was still asleep and half-confused—and he may well have been—but later I realized he was doing a put-on. Gretchen Graham and news director Chuck Dent were part of his put-on and banter as they sort of chatted over an instrumental, then went serious and professional as the jingle led into the news and they alternated reports back and forth. Later in the news, Graham introduced sports reporter Rick Weaver.

Graham also did a cute number on Barbara Walters, saying that if Walters was going to get a million for joining ABC-TV as anchorper-

(Continued on page 47)

getting requests on it, we think we've made a mistake on the record.

"But whether we've made a mistake or not is really not that important as long as we use that record as a tool—a three-minute syndicated program that we happen to play."

Young says that every single record on KILT is assigned a number of plays per day and the Wynette record was being played twice a day last week.

There was a discussion about programming from the seat-of-the-pants or via research, with Dowe representing research and Young the opposite view. Dowe said that he believes someday the program director will be half attorney and half accountant. "Somewhere along the way, I suddenly became 35 years old and I no longer know what people 25 want and I have to study and research it," Dowe said. John Wagner is assigned to research at KTSA.

Saturday night, a party and a show were held at Castle Creek, a local nightclub, with Rusty Weir and Jay Boy Adams performing.

# Radio-TV Programming

## Vox Jox

• Continued from page 46

son, she wanted a raise to \$1,250,000 herself.

I thought Mike could have been a little smoother, but that abruptness later turned out to be part of his style and his on-air charm. He's also a voice man, but he didn't over use them at all. The music he played was extremely good; he played nothing too hard while I listened, yet kept the show moving. At 7:55 a.m., he had a problem with a phone bit and had to sing and dance his way out of that one, blaming the phone company (later, I found out the problem really was the phone company).

I turned to WQAM and listened to the legendary Jim Dunlap for a while. There's not much you can say about old Jim. Good voice: kept his name out front extremely well, though he never said much. Handled all the elements well and let the music do the entertaining. He actually kept his name out front better than Mike Reineri, but Mike's show had presented better news, better traffic reports, etc. Overall, in comparison, I felt that Mike Reineri was a better entertainer.

At about 13 minutes to 9 a.m., Reineri did a great number. Called Benny's Barbeque about some barbecued albatross and buzzard for the WIOD birthday party that night.

In essence, I felt that Miami radio seems to have its own character and is quite unlike radio anywhere else. There seems to be a certain spirit on the air.

At 5:08 p.m., I listened a while to Robert W. Walker on Y-100. Good voice. Ultra-tight production.

On Sunday (25), I listened to KEXL in Austin, Tex., a while. Two promotions were being harped that morning. One promotion was: Giving the station away—letting a lis-

tener do a radio show once a week. But the other promotion was a bummer. Station promoted that it gave away \$140 worth of free music a week by playing 28-to-31 feature albums. The personality (he didn't

give his name while I listened) advised people to record off the air.

I also listened sporadically to KNUS in Dallas; very good station.

\* \* \*

The air staff at WIBG in Phila-

delphia in about two weeks will feature such heavy names as Chuck Knapp, Bill Gardner, Phil Gardner from WGAR in Cleveland, and Larry Dixon from KVIL in Dallas. George Johns, national program di-

rector for Fairbanks, is lining up the people now at top dollar. Format? I would believe uptempo MOR and all of those men are super personalities. WIP will suddenly have to work for a living.

## Bubbling Under The HOT 100

- 101—I GOTTA GET DRUNK, Willie Nelson, RCA 10591
- 102—NIGHT WALK, Van McCoy, H&L 4667
- 103—from US TO YOU, Stairsteps, Darkhorse 10005 (A&M)
- 104—BARETTA'S THEME, Sammy Davis Jr., 20th Century 2282
- 105—YOU'RE JUST THE RIGHT SIZE, Salsoul Orchestra, Salsoul 2007 (Caytronics)
- 106—YES, I'M READY, Tom Sullivan, ABC 12174
- 107—I LOVE TO LOVE, Al Downing, Polydor 14311
- 108—SPANISH HUSTLE, Fatback Band, Event 229 (Polydor)
- 109—MIDNIGHT GROOVE, Love Unlimited Orchestra, 20th Century 2281
- 110—LONEY TEARDROPS, Narvel Felts, (ABC/Dot 17620)

## Bubbling Under The Top LPs

- 201—WILLIE NELSON, Phases & Stages, Atlantic SD 7291
- 202—STARLAND VOCAL BAND, Windsong BHL-1351 (RCA)
- 203—NEIL SEDAKA, Live In Australia, RCA VPL1540
- 204—JACO PASTORIUS, Epic PE 33949
- 205—JOHN MILES, Rebel, London PS 669
- 206—ROGER WHITTAKER, RCA APL1-1313
- 207—THE JOAN BAEZ LOVING ALBUM, Vanguard VSD 79/80
- 208—JONATHAN EDWARDS, Rockin' Chair, Warner/Reprise MS 2238
- 209—DAVID ALLAN COE, Longhaired Redneck, Columbia PC 34098
- 210—MARTHA VELEX, Escape From Babylon, Sire SASD 7515 (ABC)

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# Classical

## SOUL FOOD

# Supermarts Check Out Classics

• Continued from page 1

Maloley Stores, Fort Wayne Ind.; Meijer Stores, Grand Rapids, Mich.; and the Price Chopper Stores, Schenectady, N.Y., according to Sebastian Fiore, advertising manager for Funk & Wagnalls. The records should soon appear in the A & P, Kroger and Safeway chains as well, he says.

Fiore believes this is the first time such a classical package has been presented in supermarkets since Funk & Wagnalls' last roughly similar venture about 15 years ago.

The present effort originates with Fabbri, a Milan-based publisher, whose international edition of the Family Library of Great Music, available in England, Italy and Japan, numbers 108 albums and sells primarily on newsstands.

Funk & Wagnalls took the best of these recordings in terms of sonic quality for its more limited venture. Fiore says. Texts from the international edition were translated with some new material provided.

Each album in the series contains an illustrated booklet providing extensive bibliographical and historical annotation and program notes for the particular selections. Combined in a ring binder, supplied to the purchaser with installment two of the series, these add up to a 264-page volume entitled "The Great Composers."

Composers included range chronologically from Bach to Rach-

maninoff, touching only on the biggest names, as might be expected. The repertory is primarily orchestral, with an album of Chopin's piano music the exception. All selections are complete, except for the Handel entry, which excerpts "Messiah," "Water Music" and "Royal Fireworks Music."

Programming runs on the generous side, with, for example, Beethoven's "Emperor" Concerto adding the composer's "Coriolanus Overture," and Brahms' Violin Concerto including a group of his Hungarian dances.

Though a few unfamiliar recordings are among the lot, many have been domestically available on the Vox and Turnabout labels, with the latter's recording of Rachmaninoff's "Symphonic Dances" a case in point.

Fiore admits Funk & Wagnalls was "a little bit hesitant ... concerned about mass appeal." But, he says, test marketing and the results of "focus studies" convinced them that the audience was there.

According to Fiore, the firm's studies brought together average housewives and families and found generally a positive response to classical music. "That would be nice," typified the reaction to the idea of music by the great composers, Fiore says. But he claims they also discovered a hesitancy on these people's part to go into a record store and ask for Beethoven or Mozart.

"Most people purchase by the name of the composer ... familiar names," Fiore says.

Thus the composer's name dominates the print on each cover in the Family Library collection and most feature a likeness of the man.

Installments 2 through 22 are priced at \$2.49 each at Jewel's 243 stores in Illinois, Iowa, Wisconsin, Michigan and Indiana. Full-page color newspaper ads, and radio and television spots are helping move the LPs from their prominently displayed custom racks.

Though the promotion ostensibly calls for one LP to be introduced per week, Jewel will double up in the racks to expose the entire series in a shorter time.

## 'Q' CAPABILITY

# New Angel 'XDR' Cassette Bids For Increased Sales

NEW YORK—Cassette classics are seen gaining additional consumer appeal with the introduction next month of Angel's improved "expanded dynamic range" XDR series, said to meet quality criteria equivalent to disk (Billboard, May 1).

At the same time, the new series will bring into a more exposed trade position the label's commitment to compatible matrix quad. Most of the new Dolbyized XDR cassettes will be stereo/SQ, and their dual playback capability will be given due attention on tape packages.

Angel began to issue SQ/stereo cassettes on a limited basis last September. But with the new XDR series launch, the majority of An-

gel's planned 48 cassettes due out in the year will include the quad element.

To date, no other domestic label has issued quad cassettes, either matrix or discrete. In recent months BASF has released such matrix product in the U.K. and Germany, but none have been marketed Stateside.

The new Angel line is expected to spur further acceptance of cassettes as a quality medium for classics, coming as it does only a few months after London's introduction of imported FFRR series. Latter cassettes, also boasting extended frequency and dynamic ranges, are just now reaching retailers.

Brad Engel, Angel merchandising executive, says reports from the field has reinforced the company view that "better cassette quality will improve sales."

Among the first 11 XDR cassettes, due out June 7, are the label's hit Bellini opera, "I Capuleti e i Montecchi," featuring Beverly Sills and Janet Baker, Andre Previn's interpretation of Holst's "The Planets," and an album of Ravel piano concertos with Aldo Ciccolini as soloist and Jean Martinon as conductor.

Special backing will be given to a sampler tape holding 10 selections by major Angel artists. This cassette, to be offered at a list of 99 cents, will receive market saturation, says Engel.

The new XDR tapes will be released by quarterly, and a minimum of 12 titles will figure on each release, says Engel. List price of the series is \$7.98.

## Youth Stressed In RCA Release —Tashi In Bow

NEW YORK—RCA Records' May classical release features a group of young artists, all added to the label's roster during the past two years by Red Seal chief Thomas Shepard.

Among those represented with individual albums are the chamber group Tashi, violinist Eugene Fodor, cellist Lynn Harrell (with conductor-pianist James Levine), pianists Emanuel Ax and Tedd Joselson, soprano Judith Blegen, and flutist James Galway. The Cleveland Quartet, which joined the label shortly before Shepard took over, will also be represented with an entry.

Tashi is the group formed by pianist Peter Serkin which has made a number of appearances in concert venues normally the scene of rock dates. They had a highly publicized appearance at the Bottom Line here several months ago. It is the piece they performed there, Messiaen's "Quartet for the End of Time," which is offered on their debut RCA album.

## Ford \$\$ Back Detroit B'casts

DETROIT—Thanks to a \$100,000 grant by the Ford Foundation, the Detroit Symphony Orchestra will begin radio broadcasts next October through the 1976-77 season over a special Michigan network of 11 stations.

Marshall Turkin, the orchestra's executive director, notes that the Foundation grant covers a three-year period. "First, we will purchase stereo recording equipment. Remaining funds will be used to help cover the cost of additional salary payments to members of the orchestra," he says.

Broadcasts will originate at WDET-FM in Detroit, a station owned and operated by Wayne State Univ. Tapes of each concert will be made available, gratis, to public radio stations in Ann Arbor, Berrien Springs, East Lansing, Flint, Grand Rapids, Houghton, Interlochen, Kalamazoo, Marquette and Mount Pleasant.

The Detroit Symphony made its first broadcast in February 1922 on WWJ with Artur Schnabel as piano soloist under the baton of Ossip Gabrilowitsch.

## Brailowsky Is Dead

NEW YORK—Alexander Brailowsky, who won international renown as an interpreter of Chopin, died here Sunday (April 25) at the age of 80.

The pianist figured in many recordings for Columbia and RCA Records. He had an enormous repertoire and once, in Argentina, gave a series of 17 concerts without repeating a single work. He is survived by his wife, Felicia.

# STAR POWER !!

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# Tape/Audio/Video

## NEWCOM & AES Reflect Shifting Markets

• Continued from page 1

sumer items at the former; parts and products at the latter.

Until relatively recently the AES East and West Coast exhibits dovetailed with the generally technical nature of professional papers, while NEWCOM was basically a concentration of electronic parts suppliers and their distributors and reps.

But the rapid growth of the semi-pro audio market, coupled with the disco boom for high-end sound reinforcement equipment, has brought an influx of more firms to AES that offer a broad range of products.

And NEWCOM has benefitted by the increasingly vital role of the rep and distributor in a "fair trade-less" market, with the expansion of their respective lines from parts to products—particularly in the mushrooming CB field which until recently was almost exclusively an electronic rep/distributor function, rather than consumer oriented.

The 54th AES at the Los Angeles Hilton (4-7) has an SRO list of more than 110 firms, one-third new to the

### More 'Consumer Electronics' At Expos

West Coast expo, and a record 20 demo rooms reserved.

Among the more familiar audio names offering a range of products from professional through disco to consumer include AKG, Altec, Bozak, Cerwin-Vega, Crown International, Electro-Voice, Eventide Clock Works, Heil Sound/ESS, JBL, Panasonic/Technics, ReVox/Meteor Light & Sound, Sansui, Stanton Magnetics, Superscope/Marantz, Tandberg of America, TEAC, U.S. Pioneer and Yamaha International.

Also showing both pro and consumer lines and innovations are such names as dbx, Dolby Labs, JVC Cutting Center and Sennheiser, plus blank mastering and consumer tapes from Agfa-Gevaert, Ampex, Capitol Magnetics and 3M.

Continuing growth in the custom tape duplicating market is evidenced by participation of Ampex, Jefmarn Enterprises, Liberty/UA

Tape Duplicating, Otari, Pentagon Industries, Pratt-Spector and Superscope Tape Duplicating.

At NEWCOM (4-6), all expanded Superdome exhibit space is a sellout with 350 companies taking 545 booths, 20 conference units, 28 parlors, 13 box suites and 2,000 square feet of arena space. More than 30 firms are on the waiting list, according to David Fisher, executive vice president of the sponsoring Electronic Industry Show Corp. (EIA, NEDA, ERA). Included are 128 "new faces."

Late additions to the exhibitor list in the consumer electronic field include Columbia Magnetics in blank tape, joining Capitol Magnetics, BASF and 3M; Cerwin-Vega in audio, joining a long list with such familiar names as BGR, Channel Master, Mura, Quam-Nichols, Shure, Altec Sound, Utah Electronics, Sankyo Seiki, Sound Masters and V-M; Bib Hi Fi, division of Revox, and Veritas, added to a solid list

of record/tape/audio accessory firms including Apollo, Arista, Astatic, E-V Game, Fidelitone, Fine-tone, Le-Bo, Pageant/M.A. Miller, Pfanziehl, Recoton, Robins, Sexton, Telex and Vanco-Chicago.

Late car stereo entries Dyn Electronics, Car Tapes/Jet Sounds and Tenna join a big group of companies, many of which also offer CB lines. Included are Audiovox, Craig, Far Eastern Research (Xtal), Kraco, RCA, Boman, Solitron and J.I.L.

Virtually every manufacturer of note in the "pure CB" market is on hand, with new entries from Lake Electronics, Pal Electronics, National Radio and Pacer by Progress joining Cobra/Dynascan, Hy-Gain, E.F. Johnson, Midland, Motorola, Pearce-Simpson, Royce, Surveyor and Teaberry, among others.

An anticipated 10,000 will hit New Orleans for the three-day exhibit and preceding concurrent market seminars (3) on CB Communications, Professional Sound & Video

and Industrial Distribution, about one-third more than the previous record of 7,400 last year in Las Vegas. More than 3,000 had pre-registered from customer companies a week prior to NEWCOM, compared with a total of 2,442 for the entire 1975 run.

Nicholas Johnson, former FCC commissioner, keynotes the CB update, which also will feature Larry Blustein, Radio Shack; Dick Orgel, Majestic Communications; Irv Stern, Harman International; Jack Oliver, Ohio-Browning; Gerry Mills, E.F. Johnson; Craig Martin, DOWCOM; Willis Wolf, Olson Electronics; Dave Joyner, Joyner Associates, and chairman Alfred Cowles Jr., Bluff City Distributing.

Professional sound/video update includes talks by Jim Morrison, University Sound; Vic Houk, RCA; Jim Benard, Winegard; Earl Twietmeyer, United Radio; Dick O'Brien, Sony; Walter Jackson, ECI Video; Bob Ruskar, Altec-Lansing; Frank Du Triel, Sound by Du Triel, and chairman Arch Hoyne, Argos Products.

### Sony Focus On Products, Technology

By JIM McCULLAUGH

SAN DIEGO—Calling it the first step in a huge new era of video, Sony Corp. is manufacturing 7,000 Betamax home video units monthly in Japan with total production reaching 100,000 units by year's end and doubling next year to 200,000.

In addition, Sony hopes to be in full national distribution with Betamax by the end of the year. Currently Betamax is in 10 U.S. markets and in another 12-14 distributor markets and going into new distributor markets practically every day.

Sony officials disclosed these details at the company's national sales convention here Tuesday (27) at the Hotel del Coronado attended by some 300 distributors and dealers which was highlighted by one of the most expansive array of new product introductions by any firm in recent years.

Among 70 new products were 15

(Continued on page 53)

### U.S. & IMPORT FIRMS

### Pro Equipment In AES Spotlight

By JOHN WORAM

NEW YORK—Professional equipment from U.S., Canadian, European and Far Eastern firms vies for attention at the sellout 54th AES convention, with more than 110 firms displaying their newest products Tuesday-Friday (4-7) at the Los Angeles Hilton. About one-third are "new West Coast faces."

Exhibit hours are 1 to 9 p.m. Tuesday and Wednesday (4-5) and 11 a.m. to 5 p.m. Thursday and Friday (6-7).

Equipment exhibits will take up all the available space on the hotel's mezzanine floor, with an overflow into many fourth floor rooms and suites.

Rupert Neve, Inc. has booked the Assembly Room East for the first showing in this country of NECAM, an acronym for Neva Computer Assisted Mixing System. The system features automated faders which actually move up and down as a previously encoded mixdown is played back. To override the computer, the engineer simply takes over control of the appropriate fader during the section to be changed.

Allison Research will show its newly designed fader—an interesting departure from conventional design. The fader knob has been replaced by a continuous strip of optical film, which the engineer may touch at any convenient place, to slide it up or down.

For example, two adjacent faders, representing very different level set-

tings, may be controlled from the same physical locations in their slide paths, thus minimizing the possibility of dislocating a finger or two during a complicated mixdown. Allison has also developed a master equalization control, enabling the engineer to set and/or clear all EQ from a single set of controls.

(Continued on page 52)

### AES AWARDS TO 8 IN L.A.

LOS ANGELES—The AES will cite eight at the Thursday (6) awards banquet at its 54th conference at the Los Angeles Hilton. Dr. John Frayne, retired chief engineer of Electrical Research Products Inc., receives a gold medal, the society's top honor, for achievements in the science of disk and film recording and reproduction.

The AES medal (bronze) goes to Hugh Allen Jr., Gotham Audio executive vice president, for contributions to the growth of AES, partici-

ularly its international character, and Dr. Duane Cooper, Univ. of Illinois professor and current AES president, receives an honorary membership for achievements in the advance of recording technology.

AES fellowships go to Howard Duroin, Electro-Voice; Katsuya "Vic" Goh, JVC Cutting Center; Dr. Robert Fehr, editor, Journal of the AES, and David Blackmer, dbx. A special citation is set for Jacqueline Harvey, AES exhibits coordinator and Journal managing editor.



Billboard photo by Maurie Orodener  
Giant curved screen, ceiling-mount projector array are features of Edmund multi-media theater for bicentennial light show.

## New Pioneer 'Supertuners' In FM Bow

By STEPHEN TRAIMAN

NEW YORK—Underscoring president Jack Doyle's vow to continually broaden its horizons, Pioneer Electronics of America bowed a new line of "Supertuners"—car stereos equipped with "hi fi stereo performance" FM tuners—and the first portable cassette recorders in its Centrex home entertainment line introduced last year.

Doyle also acknowledges the firm's first CB units will be shown this fall, including several radio combinations, and that the well received Centrex family would continue to grow.

"Our two criteria for any new product are first, can Pioneer (Japanese parent) reasonably manufacture it, and second, can we profitably merchandise and distribute it," he comments.

The "Supertuner" is effectively compared in FM tuner performance

(Continued on page 53)

## 'Eye Appeal' Keystone To Success For Edmund Co.

By MAURIE ORODENKER

BARRINGTON, N.J.—Without the "sight" appeal, it is somewhat doubtful whether the sound of rock music would have had such a revolutionary effect on the entertainment scene the world over.

A blend of both sight and sound has been nothing short of explosive. And while others are concerned with the sound effects, Edmund Scientific Co. here has become a major supplier to the industry of sight effects.

It was eight years ago when rock came to the fore that the firm expanded its optical and general science lines into the lighting field. And with the uplift provided by disco during the past two years, as well as the sophistication now available in sight effects, lighting now accounts for at least 20% of the company's multi-million-dollar business, according to Bob Edgerton, product manager.

Originally founded in 1942 by Norman Edmund, an amateur photographer, as a mail-order house for optical and astrology items, it is now a 64,000-square-foot facility housing factory, shipping, retail store and offices, shipping mail-order items priced from five cents to hundreds of dollars the world over.

More than two million catalogs are mailed

yearly, offering more than 4,800 unusual items. The founder's son, Robert Edmund, is now president of the company housed only 20 minutes away from Philadelphia.

With approximately 250 different light products available, ranging from a multi-lensed thermo-plastic sheeting at \$2.50 to create floating or sinking moires and bubbles, to a complete portable light show for \$990, it's a steady stream of rock bands and now more and more mobile disk jockeys coming in for their gear.

And for the consumer customers coming into the retail store that rings up yearly sales of more than \$1 million, Edmund promotes its line of unique lighting equipment with a multi-media light show in a theater of its own.

Presented now as a "Bicentennial Light Show" to attract the hosts of tourists coming into the Philadelphia area this year, it's a sound and sight spectacular running for 30 minutes on a giant 8 by 96-foot, 180-degree screen. The free light shows are programmed and computerized every 40 minutes every day of the week. The light show depicts in sight and sound 200 years of American history from Benjamin Franklin's lightning rod to radio

and television today, with the spotlight on the rock stars.

Some 40 automatic slide projectors are used for the show with 150 different lighting devices, more than 3,000 switching operations

(Continued on page 52)

MAY 8, 1976, BILLBOARD

# Tape/Audio/Video

## Rep Rap

Jack Schiffer, industry vet, moves to Raulson and Company in Miami, bringing the staff to four full time men for the state of Florida. The firm operates from 1525 S.W. 82nd Place, Miami 33144, Phone (305) 264-6003.

Kit Flora becomes p.r. and promotion coordinator for J. Malcolm Flora, Inc., 165 W. Liberty St., Plymouth, Mich. 48170.  
 ★ ★ ★  
 Perry Solomon has been appointed manager

of the consumer products division for the Jack Berman Co. In his new position, Solomon will be responsible for the overall sales and marketing program for the consumer products division in California, Arizona, and Southern Nevada.

"Business Cost Cutting Made Easy" was the title of Mel Mandell's talk at a well-attended meeting of the New York chapter, ERA, April 13, according to Bill Sonkin of Sonkin Associates, Mount Vernon, N.Y., educational program com-

mittee chairman. Cash-conserving techniques especially applicable to reps were stressed by the speaker, a consultant and author whose latest book is "1001 Ways To Operate Your Business More Profitably" (Dow Jones-Irwin).

★ ★ ★

A full-scale discussion of product liability insurance for manufacturer reps is set for the May 17 dinner meeting of the Mid-Lantic chapter, ERA, at the Presidential Apartments, Philadelphia. Speakers include Dick Rodgers, INA, and Richard Knight, H.C. Knight Insurance Brokers, announced program chairman Don Frizen, Jadelectronic Assoc., Birchrunville, Pa. Also due is a report from chapter president Eugene Klumpp, J.A. Maguire & Co., Pennsauken, N.J., on NEWCOM and other recent trade shows.

★ ★ ★

Two new reps for the Western Region are announced by Al Kovac, J.I.L. Corp. sales vice president, for its CB/car stereo lines. Robert S. Stevens & Assoc., 942 Market St., Suite 506-507, San Francisco 94102, phone (415) 391-7660, will be responsible for Northern California and Northern Nevada. J.C. & Assoc., 4939 W. Beverly Lane, Glendale, Ariz. 85306, phone (602) 273-6125, will handle Arizona and Southern Nevada.

★ ★ ★

Associated Reps Ltd., 41 Henley Rd., Philadelphia 19151, phone (215) 649-4110, has added Design Acoustics speakers to its consumer electronics lines, Al Melnick reports.

## C-V Disco Push For 'Earthquake'

By JIM McCULLAUGH

**LOS ANGELES**—In an effort to put more rumble into the rapidly growing disco market, Cerwin-Vega is making available to discotheques nationally a speaker similar to its sensurround "Earthquake" type. The units are being featured this week in the firm's exhibits at AES here and NEWCOM in New Orleans.

"It's not exactly the same as the 'Earthquake' horn but it's very close," explains Mike Koehn, the firm's publicity coordinator.

The unit model L48SE and dubbed the "Super Earthquake" has a similar cabinet as well as an 18-inch speaker. Initially the speaker will be available in limited quantity and will cost \$950 per speaker.

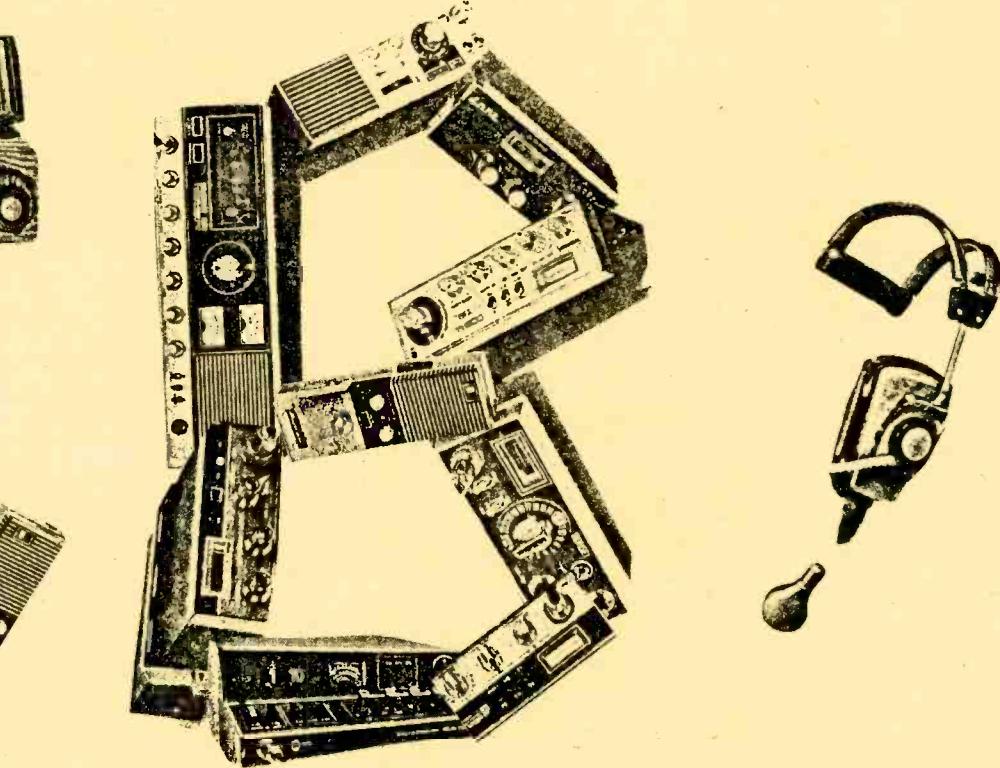
"I think Cerwin-Vega," Koehn continues, "has established a certain reputation because of 'Earthquake' and we wanted to extend and dramatize it in the fast growing, professional products disco market. It's a whole separate market."

Koehn also points out that discos that have the speaker already, mainly in the Los Angeles area, are attracting large crowds because of it.

"That's the feedback we get," says Koehn.

Discos in Los Angeles are getting the speaker from Sound Unlimited Systems, a Southern California factory dealer of Cerwin-Vega, with some local discos even going direct to the firm's North Hollywood facility.

(Continued on page 60)



## ... OR NOT CB?

**The answer is obvious . . . CB is the fastest growing industry in the field of consumer electronics.**

Billboard's June 19 issue—our Summer CES Show issue—will devote a special section to CB: the manufacturers, the dealers, the whole CB story. A section that's sure to drop the hammer on your sales. Just pick up the land line to your nearest Billboard Account Executive for details on advertising.

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**Bonus Distribution at the Summer CES Show!**

## No dbx For Uher

**LOS ANGELES**—Uher of America will not introduce an open reel tape recorder with dbx noise reduction circuitry in the U.S. market, according to president George Rose. The erroneous information (Billboard, May 1) was included in features of the new Uher "Stereomatic" model SG-510, which actually is a 7-inch, two-speed open-reel deck with suggested list price of \$399.95. Another 10½-inch open-reel machine, with computer logic and omega loop, will be introduced later, but without dbx.

76<sup>®</sup>

# TAPE AUDIO VIDEO



MARKET SOURCEBOOK



# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## Revitalized Industry Reflected In Expanded Information, Lists

By STEPHEN TRAIMAN

**A REVITALIZED INDUSTRY**, coming out of the doldrums from a depressed economy and the demise of fair trade, is reflected in this expanded Billboard 1976 Tape/Audio/Video Market Sourcebook—another ambitious joint effort of the Directory Central, Special Issues and Tape/Audio/Video editorial staffs.

Among the significant new features in the 1976 Sourcebook are an expanded listing of equipment manufacturers to include audio components for the first time, and their carry-over to the listings of manufacturers' representatives handling the various lines.

Also included is a complete listing of the large-screen video projection companies tied to the growing commercial disco and home video markets, and an updated compilation of those prototype videodisk firms that are expected to provide the first consumer units sometime in 1977.

In the Supplies listings, manufacturers of raw and blank loaded tape have been split to better define their products, with cassette/cartridge lengths noted for the loaded group, and a category for tape packaging supplies and equipment has been added to accommodate this growing group of companies.

Key sections in this expanded 1976 North America edition, including available information for Canada and Mexico:

• **Manufacturers/Importers of Tape Recording/Playback Equipment, Audio Components and Video Recording/Playback/Projection Equipment**—Name, address, phone, key personnel, brand names, types of distribution, how product is

### BLANK TAPE SOFTWARE: Industry Estimates\*

Factory Volume (Units)\*\*

	1975	1974	% of Change
Cassettes	162,156,000	148,767,000	+ 9%
8-Tracks	29,658,000	25,567,000	+ 16%
Open-Reel	12,030,000	11,567,000	+ 4%
Totals	203,844,000	185,901,000	+ 10%
			Retail Value (Dollars)**
	1975	1974	% of Change
Cassettes	\$251,342,000	\$208,274,000	+ 21%
8-Tracks	59,316,000	48,577,000	+ 22%
Open-Reel	37,894,000	33,544,000	+ 13%
Totals	\$348,552,000	\$290,395,000	+ 10%

#### Share of Market

Units	% of	Dollars	% of
1975	1974	1974	Change
79.5% 80.0%	-0.5%	Cassettes 72.1%	71.7% +0.4%
14.5% 13.7%	+0.8%	8-Tracks 17.0%	16.7% +0.3%
5.9% 6.2%	-0.3%	Open-Reel 10.9%	11.6% -0.7%

\*Merchandising magazine compilations from manufacturers' estimates.  
\*\*Retail sales include private label but excludes audio/visual, educational, duplicator, other professional.

manufactured (U.S. produced, imports; U.S. brand or imports, foreign brand).

• **Services—Design & Artwork; Packaging & Labeling** (audio and/or video); Printing & Lithographing; Custom Duplicators (configurations, audio & video); Duplicators/Marketers (configurations, labels).

• **Supplies—Empty Cartridge/Cassette/Reel Manufacturers** (chief product for audio, video equipment); Raw Tape Manufacturers; Blank Loaded Tape Manufacturers (configurations grouped by audio & video brand names, lengths); Tape Duplicating/Processing Equipment Manufacturers (chief product for audio & video equipment, brand names); Tape Packaging Supplies & Equipment (chief product for audio & video); Professional Tape Supplies (chief product for audio & video equipment, brand names).

• **Accessories Manufacturers—Carrying and storage cases, catalog services, head cleaners & demagnetizers, leader tape, splicing tape.**

• **Store Fixtures & Merchandising Aids Manufacturers—Browser boxes, display racks, divider cards.**

• **Manufacturers' Representatives of Tape/Audio/Video Equipment, Supplies and Accessories—Name, address, phone, personnel, branches, product (AUDIO home, auto & portable recording/playback equipment and components; phono/tape and radio/tape combinations; blank loaded tape, accessories, duplicating equipment; VIDEO recording/**

playback/projection equipment, blank loaded tape, accessories, duplicating equipment); lines and territory covered; geographical listing by state, within state by city.

#### BLANK SOFTWARE

Factory unit volume and retail value of cassette, 8-track and reel-to-reel blank tape outpaced the gains of last year in all three areas. And forecasts by the half-dozen major manufacturers indicate even larger increases this coming year.

With more than 203.8 million units sold at retail—excluding audio/visual, educational, duplicator and other professional sales—the 10% gain is exceeded by the 15% retail sales gain

(Continued on page TR-18)

### TAPE HARDWARE: Industry Estimates\*

Factory Unit Volume

	1975	1974	% of Change
Portable Tape Recorders	10,240,000	11,128,000	-11%
Cassette Decks	291,000	244,000	+19%
8-Track Recorders	87,000	80,000	+ 9%
Open-Reel Decks	108,000	97,000	+11%
Compact Systems	3,491,000	3,427,000	+ 2%

Retail Sales Value\*

	1975	1974	% of Change
Portable Tape Recorders	\$486,893,000	\$505,832,000	- 3.7%
Cassette Decks	66,057,000	59,780,000	+10.5%
8-Track Recorders	13,000,000	11,680,000	+11 %
Open-Reel Decks	54,000,000	53,835,000	+0.4%

\*Merchandising magazine compilations from manufacturers' estimates.

### BRAND NAME AUDIO COMPONENTS

Factory Volume (Units)\*

	1975	1974	% of Change
Receivers	970,000	960,000	+ 1%
Separates (Amps, Pre-Amps, Tuners)	263,000	231,000	+14%
Turntables (Automatic, Semi-Auto, Manual, excluding OEM)	1,709,000	1,767,000	- 3%
Speakers	2,550,000	2,500,000	+ 2%
Headphones	2,080,000	2,000,000	+ 4%

Retail Value\*

	1975	1974	% of Change
Receivers	\$306,000,000	\$336,000,000	-10.7%
Separates	75,744,000	69,300,000	+ 9 %
Turntables	179,445,000	167,865,000	+ 7 %
Speakers	318,750,000	300,000,000	+ 6 %
Headphones	72,800,000	70,000,000	+ 4 %

\*Merchandising magazine compilations from manufacturers' estimates.

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### BILLBOARD

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# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

TR-3

*The following is a List of Manufacturers & Importers of Tape Recording/Playback Equipment, Video Recording/Playback/Projection Equipment, Audio Components & Equipment, and Phonograph/Phonograph Combinations.*  
*The key to the abbreviations following the company listings is: (US) US produced, (IUS) Imports—US Brand, (IF) Imports—Foreign Brand; and to the Types of Distribution: (M/Ret) Manufacturer-to-Retailer, (M/OEM) Manufacturer-to-OEM, (M/End) Manufacturer-to-End User, (M/C) Manufacturer-to-Contractor, (ID) Independent Distributors, (Br) Factory-Owned Branches, (M/Rep) Manufacturers' Representatives.*

A D C, see Audio Dynamics Corp.  
A D S, see Analog & Digital Systems Inc.  
A K G, see Philips Audio Video Systems Corp.  
A R, see Acoustic Research.  
Accuphase, see Teac Corp. of America.  
Accurate Sound Co., 114 Fifth Ave., Redwood City, Calif. 94063. Tel: (415) 365-2843.  
Product: Open reel (professional) rec/rs/players; noise reducers.  
Accutrac, see Audio Dynamics Corp.  
Ace Audio Co., 25 Aberdeen Dr., Huntington, L.I., N.Y. 11743. Tel: (516) 549-1233. Pres. Sales & Adv. Mgr.: John Grauer. (US).  
Distribution: M/Ret. M/Rep.  
Product: Amplifiers; pre-amplifiers; equalizers.  
Acoustic Research Inc., 10 American Dr., Norwood, Mass. 02062. Tel: (617) 769-4200.  
Product: AR speakers; turntables.  
Admiral Group, Rockwell Int'l., 1701 E. Woodfield Rd., Schaumburg, Ill. 60172. Tel: (312) 884-2600.  
Advent Corp., 195 Albany St., Cambridge, Mass. 02139. Tel: (617) 661-9500. Pres. Henry E. Kloss; Sales Mgr.: Francis L. Reed; Adv. Mgr.: Fred Goldstein. (US).  
Distribution: M/Ret.  
Product: ADVENT cassette (home) rec/rs/players; speakers; microphones—dynamic; noise reducers; VIDEOBEAM video projection systems.  
Afco Electronics Inc., 471 Roland Way, Oakland, Calif. 94621. Tel: (415) 635-7000. Pres. Ervin L. Ferer; Exec. VP: Alfred Gross; Mktg. Dir.: David Heath. (IUS).  
Product: 8-tr. (home, auto, portable) & cassette rec/rs/players.  
Aiko Corp., 2020 W. 16 St., Broadview, Ill. 60153. Tel: (312) 261-0734.  
Product: Cassette (auto, portable) rec/rs/players.

Aiwa, see Meriton Electronics Inc.  
Akai America Ltd., 2139 E. Del Amo Blvd., Compton, Calif. 90220. Tel: (213) 537-3880. Exec. VP: C.E. Phillips; Audio Mktg. Dir.: J.B. Menduke; Adv. Mgr.: T. Kurosa. (IF).  
Distribution: M/Ret. M/Rep.  
Product: 8-tr., cassette & open reel (home) rec/rs/players; video rec/rs/players; receivers; speakers.  
Alemic Inc., 60 Brady St., San Francisco, Calif. 94103. Tel: (415) 864-3800. Pres.: R. Turner; VP: S. Field. (US).  
Distribution: M/Ret. ID.  
Product: Pre-amplifiers.  
Allied Electronics, 401 E. Eighth St., Fort Worth, Tex. 76102. Tel: (817) 336-5401. Pres. G.W. Steeves; Sales Mgr.: J.C. Harvey. (US).  
Distribution: M/Ret. M/OEM, M/End, M/C, ID.  
Product: Cassette (home, auto, portable) & open reel (home) rec/rs/players; amplifiers; pre-amplifiers; tuners; receivers; speakers; microphones—condenser, dynamic & ribbon; noise reducers, headphones.

Allison Acoustics Inc., 7 Tech Circle, Natick, Mass. 01760. Tel: (617) 237-2670. Pres.: Roy F. Allison; Mktg. Dir.: Summer Bennett. (US).  
Distribution: M/Ret.  
Product: Speakers.

Altec Sound Prods. Div., 1515 S. Manchester, Anaheim, Calif. 92803. Tel: (714) 774-2900. Pres. W.F. Garmon; Sales Mgr.: R.A. Rufkahr; Adv. Mgr.: Deryl Finney. (US).  
Distribution: ID.  
Product: Amplifiers, pre-amplifiers, speakers; microphones—condenser & dynamic; equalizers.

Amboy Audio Assoc., 236 Walnut St., South Amboy, N.J. 08879. Tel: (201) 721-5121. Pres. Martin A. Ruszala; Sales Mgr.: Jack Poley. Product: Open reel (professional) rec/rs/players; speakers; turntables; microphones; equalizers.

American Acoustic Labs (div. of American Case Co. Inc.), 629 W. Cermak Rd., Chicago, Ill. 60616. Tel: (312) 243-1310. Pres. George H. Miller; VP, Gen. & Adv. Mgr.: Loyd L. Ivey; Sales Mgr.: Howard Metzger. (US).  
Distribution: M/Ret. M/Rep.  
Product: Speakers.

American Audiopoint Inc., Professional Bldg., No. 317, 909 University Ave., Columbia, Mo. 65201. Tel: (314) 449-0941.  
Product: STAX amplifiers, pre-amplifiers, tonearms, headphones; DENON phono cartridges.

American Geloso Electronics Inc., 251 Park Ave. S., New York, N.Y. 10010. Tel: (212) 254-2282.  
Product: GELOSO amplifiers, speakers, microphones, headphones.

American Monitor Corp., 8116 Deering Ave., Canoga Park, Calif. 91304. Tel: (213) 883-0116. Pres. Robert Rehorst; Mktg. Sales & Adv. Mgr.: Joe Alinsky. (US).  
Distribution: M/Ret. M/Rep.  
Product: Speakers.

American United City Co. Inc., 1860 Broadway, Suite 611, New York, N.Y. 10023. Tel: (212) 582-5650. (IUS, IF).  
Distribution: M/Ret.  
Product: Portable phono or phono combs w/ tape units; tuners; receivers; speakers; phono cartridges; microphones—condenser; headphones.

Ampersand Inds. Inc., 9182 Kelvin, Chatsworth, Calif. 91311. Tel: (213) 998-9201. Pres. Robert J. Zide; VP & Sales Mgr.: William J. Schnell; Adv. Mgr.: Roger Alves. (US).  
Distribution: M/Ret. M/Rep.  
Product: Amplifiers.

Impex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Pres. Arthur H. Hausman; Adv. Mgr.: Al Fisher. (US).  
Distribution: ID. Br.  
Product: Open reel (professional) rec/rs/players; video rec/rs/players (quadraphlex & 1" helical scan).

Analog & Digital Systems Inc., 64 Industrial Way, Wilmington, Mass. 01887. Tel: (617) 658-5100. Pres. Dr. G.A. Guenther.  
Dorky Prods. Mfg. Co. Inc., 1241 W. 135 St., Gardena, Calif. 90247. Tel: (213) 321-1742.  
Product: Speakers.

Arrow Trading Co. Inc., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-7688.  
Product: 8-tr. & cassette (home, auto) rec/rs/players.

Star Trading Corp., 1225 Broadway, New York, N.Y. 10001. Tel: (212) 685-8570.  
Product: ASTRASONIC tape playback equip.

static Corp., Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 593-1111. Pres. John P. Wrenn; Sales Mgr.: John Jensen. (US).

Bang & Olufsen, 515 Busse Rd., Elk Grove Village, Ill. 60070. Tel: (312) 640-0660. Pres. J.H. Trux; Sales Mgr.: Harry Horning; Adv. Mgr.: Tom Clark. (IF).

B C I see British Inds. Co.

B M L Electronics, 5434 N. Lakewood Ave., Chicago, Ill. 60640. Tel: (312) 271-7755. Pres.: J. Michael Montalbano; Sales Mgr.: Jerry Nichols; Adv. Mgr.: Tom Bowers. (US).  
Distribution: M/Ret.  
Product: TRACER speakers.

B S R (USA) Ltd., Tel. 303. Blauvelt, N.Y. 10913. Tel: (914) 358-6060. Consumer Prods. Group Pres.: William A. McDaid; Sales Mgr.: Jack McMurray; Adv. & PR Mgr.: Tarra Thomas. Product: Turntables.

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B C I see British Inds. Co.

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Ferrograph, see Elpa Mktg. Inds. Inc.  
 Fidelitone Inc., 207 N. Woodwork Ln., Palatine, Ill.  
 60067. Tel: (312) 359-8800. Pres.: Charles Smith; Mktg. Servs. Mgr.: John Strawa; Sales Mgr.: Gordon Oakes. (U.S. IUS).  
**Distribution:** M/Rep.  
**Product:** Phono cartridges, stylus—pickup.

Fisher Corp., 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Pres.: H.P. Ladd; VP Sales: David H. Karron. (U.S. IUS).  
**Product:** 8-tr. & cassette (home) rec's/players; compact phono or phono combs, w/ & w/o tape units; amplifiers; pre-amplifiers; tuners; receivers; speakers; turntables.

## NOW . . . YOUR MAJOR SOURCE OF PRECISION QUALITY PLASTIC PARTS FOR THE MAGNETIC TAPE INDUSTRY!

- Norelco Boxes
- 8-Track parts
- Polyboxes
- Storage Racks
- Audio & Computer cassette parts
- Display Racks

*designed with the future in mind*

**CIM Inc**

1132 N. Magnolia, Anaheim,  
Calif. 92801  
(714) 821-9990  
LA OFFICE (213) 875-3105

Fons, see Audio Dimensions.  
 Fortune Star Prods. Co., 1207 Broadway, New York, N.Y. 10001. Tel: (212) 684-7141. Pres.: M. Gluck; Ass't VP: R. Gluck. (IUS, IF).  
**Product:** FOUR STAR 8-tr. (home, auto, portable) players, cassette (home, auto, portable) rec's/players compact phono or phono combs, w/ tape units, portable phono or phono combs w/o tape units, speakers.

Four Star, see Fortune Star Prods. Co.  
 Frazier Inc., 1936 Valley View Ln., Dallas, Tex. 75234. Tel: (214) 243-3441. Pres.: Jack Frazier; VP: William A. Wadkins Jr.; Sales Mgr.: Todd Crane. (US).  
**Distribution:** M/Ret. M/Rep.

**Product:** Speakers, equalizers.

I. M. Fried Prods. Co., 1616 City Line Ave., Philadelphia, Pa. 19151. Tel: (215) 473-7474. Owner: Irving M. Fried; Controller: Richard L. Rosa. (U.S. IUS, IF).  
**Distribution:** M/Ret.

**Product:** FRIED, IMF speakers.

Fried Trading Co. Inc., 167 Clymer St., Brooklyn, N.Y. 11211. Tel: (212) 387-1157. (IF).  
**Products:** 8-tr. & cassette (auto) rec's/players.

Fujitsu California Inc., 1135 E. Janis St., Carson, Calif. 90746. Tel: (213) 636-0858. 537-8930.  
**Product:** TEN cassette (auto) players.

Arthur Fulmer, 260 Monroe, Memphis, Tenn. 38101. Tel: (901) 525-5711. Pres.: Arthur Fulmer Jr.; Sales Mgr.: Houston Hall; Adv. Mgr.: Jerry Au Buchon; Prod. Mgr.: Steve Osborne. (US).  
**Distribution:** M/Rep.

**Product:** B-tr. & cassette (auto) rec's/players.

G C Electronics, 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A.C. Valius; Sales Mgr.: Robert Aubrey; Adv. Mgr.: Paul Laures.  
**Distribution:** M/Ret. M/OEM.

**Product:** AUDIOTEX pre-amplifiers, microphones—condenser & dynamic, headphones.

G T E Sylvan, 700 Elliott St., Batavia, N.Y. 14020. Tel: (716) 343-3470. Pres.: George Konkol; Nat'l Sales Mgr.: Jerry Henricks; Adv. Mgr.: Ron Stoltenberg. (US).  
**Distribution:** M/Ret. ID.

**Product:** SYLVANIA receivers, speakers; GTE speakers.

Galaxy, see Pulse Dynamics Mfg. Corp.  
 Garrard (div. of Pleassey Consumer Prods.), 100 Commercial St., Plainview, L.I., N.Y. 11803. Tel: (516) 938-8900. Pres.: Murray Rosenberg; Adv. Mgr.: Ron Coll; Field Sales Coord.: Sebastian Ventimiglia. (IUS).  
**Distribution:** M/Rep.

**Product:** Turntables.

Geloso, see American Geloso Electronics Inc.  
 General Electric, Audio Electronics Prods. Dept., Electronics Park, Syracuse, N.Y. 13201. Tel: (315) 456-0123.

Goldring, see Hervic Electronics Inc.  
 Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411. Pres.: Stephen F. Temmer; VP & Nat'l Sales Mgr.: Eli Passin. (IF).  
**Distribution:** M/Ret. Br.

**Product:** TELEFUNKEN open reel (professional) rec's/players; EMT phono cartridges; NEUMANN microphones—condenser.

Grace, see Sunmiko Inc.  
 Grado Labs., 4614 Seventh Ave., Brooklyn, N.Y. 11220. Tel: (212) 435-5340. Pres.: Joseph F. Grado.

**Product:** Phono cartridges; stylus—pickup.

Grafyx Speaker Systems, 1550F W. Fullerton Ave., Addison, Ill. 60101. Tel: (312) 543-2714. Pres.: Jim Bewersdorf; VP & Sales Dir.: Larry Pearl; Nat'l Sales Mgr.: Jack Bewersdorf; Adv. Mgr.: Charlie Sauer. (US).  
**Distribution:** M/Ret.

**Product:** SP. HORIZON speakers.

Gran Prix Electronics (Dick Proctor Imports), 108 Madison, St. Louis, Mo. 63102. Tel: (314) 621-3314. Pres.: Dick Proctor; Sales Mgr.: Ron Richter. (IUS).  
**Distributor:** M/Ret. M/Rep.

**Product:** 8-tr. (home, portable) & cassette (portable) rec's/players; console & compact phono or phono combs, w/ tape units.

Grenadier, see Empire Scientific Corp.

Grommes, see Precision Electronics Inc.  
 Grommes-Precision, see Precision Electronics Inc. Group 128 Inc., 50 Sun St., Waltham, Mass. 02154. Tel: (617) 891-1800. Pres.: Philip R. Lichtman; Audio Prods. Mgr.: William C. Fox. (US).  
**Distribution:** M/Ret.

**Product:** Microphones—condenser.

H/H see Audiotechniques Inc.

Half Shot, see White Electronics.

Hanimex, see International Mdsng. Assoccs. Inc.  
 Harman/Kardon Inc., 55 Ames Court, Plainview, L.I., N.Y. 11803. Tel: (516) 681-4000. Pres.: R. Greenberg; Sales Mgr.: B. Brooks; Adv. Mgr.: S. Phillips; Ass't Adv. Mgr.: David Haggerty. (US).  
**Distribution:** M/Ret.

**Product:** HARMAN/KARDON cassette (home rec's/players, amplifiers, receivers, speakers, turntables, tonearms; CITATION amplifiers, pre-amplifiers, tuners).

Hartley Prods. Corp., 56 N. Summit St., Tenafly, N.J. 07670. Tel: (201) 871-3442. Pres.: Robert Schmetterer; Exec. VP & Adv. Mgr.: Richard Schmetterer; Sales Mgr.: Donna Schmetterer. (US).  
**Distribution:** M/Ret.

**Product:** Speakers.

Hatzlach Supply Inc., 928 Broadway, New York, N.Y. 10010. Tel: (212) 254-9012. Pres. & Sales Mgr.: Morris Broker; Adv. Mgr.: Ilene Broker. (IUS).  
**Distribution:** M/Ret.

**Product:** CANDLE turntables.

Hear-Muffs Inc., P.O. Box 582, 513 Rogers St., Downers Grove, Ill. 60515. Tel: (312) 852-7330. Pres.: Brian A. Hanson. (US).  
**Distribution:** M/Ret.

**Product:** Headphones.

Heath Co., Benton Harbor, Mich. 49022. Tel: (616) 982-3200/3411. Pres.: D.W. Nurse; VP Mktg.: William Johnson; Adv. Mgr.: Robert Gernand; Adv. & PR Co-ord.: Coy Clement. (US).  
**Distribution:** M/End. Br.

**Product:** HEATHKIT cassette (home) rec's/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, equalizers.

Heathkit, see Heath Co.

Heil Sound Ltd., 2 Heil Ind'l Blvd., Marissa, Ill. 62257. Tel: (618) 295-3000. Pres.: Bob Heil. (US).  
**Distribution:** M/Ret.

**Product:** OHMEGA amplifiers; HEIL speakers.

Herald Electronics, 6611 Lincoln Ave., Lincolnwood, Ill. 60645. Tel: (312) 675-1100. Pres.: Charles F. Kellner; Sales Mgr.: Henry Katz. (US).  
**Distribution:** M/Ret. M/OEM. M/C. ID. M/Rep.

**Product:** Amplifiers; pre-amplifiers; microphones—condenser & dynamic; headphones.

Heritage, see Wood Specialty Prods. Co.

Hervic Electronics Inc., 14225 Ventura Blvd., Sherman Oaks, Calif. 91423. Tel: (213) 990-2777. Pres.: William Herskovic; Sales Mgr.: Armand Herskovic; Adv. Mgr.: Chris Stewart. (IF).  
**Distribution:** M/Ret. Br.

**Product:** HERVIC receivers; CONNOISSEUR turntables, tonearms; GOLDRING phono cartridges, stylus—pickup.

Hitachi Sales Corp., 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-8383. Pres.: I. Kamamoto; Nat'l Sales Mgr.: John Merchant; Adv. Mgr.: Sharyl Story. (IF).  
**Distribution:** M/Ret. ID. M/Rep.

**Product:** 8-tr. (home, auto) & cassette (home, auto, portable) rec's/players; compact phono or phono combs, w/ & w/o tape units; amplifiers; tuners; receivers; speakers; turntables; microphones—dynamic.

Hitachi Shinden Corp. of America, 58-25 Brooklyn-Queens Expwy., Woodside, N.Y. 11377. Tel: (212) 898-1261. Pres. & Adv. Mgr.: Y. Fujiyoshi; Sales Mgr.: Morton S. Russin. (IF).  
**Distribution:** Br. M/Rep.

**Product:** Video rec's/players (1/2").

Honeycomb, see ProWood Sales Co.

Horus, see Grafyx Speaker Systems.

I.C.E. see Electronic Environments Inc.

I.C.P. Ltd., 350 Fifth Ave., New York, N.Y. 10001. Tel: (212) 563-2666.

I.D.I., see Inland Dyntronics Inc.

I.E.M. see International Electro-Magnetics Inc.

I.M.F. see I.M. Fried Prods. Co.

I.M.F. Int'l, see Posthorn Rec'gs.

I.V.C. see International Video Corp.

Impro Inds. Corp., 120 Hartford Ave., Mount Vernon, N.Y. 10552. Tel: (914) 664-2893. Pres.: Helena Gorski; Mktg. Mgr.: Alan Woolf.

**Product:** PE turntables.

Infinity Systems Inc., 7930 Deering Ave., Canoga Park, Calif. 91304. Tel: (213) 883-4800.

**Product:** Speakers.

Inland Dyntronics Inc., 10 Horizon Blvd., South Hackensack, N.J. 07606. Tel: (201) 641-3600. Pres.: Howard Yefsky; VP Sales & Adv. Mgr.: Allan Shapiro. (IF).  
**Distribution:** M/Rep.

**Product:** IDI 8-tr. & cassette (auto) rec's/players.

International Electro-Magnetics Inc., Eric Dr. & Cornell Ave., Palatine, Ill. 60067. Tel: (312) 358-

4622. Pres.: Oscar Dahms; Sales & Adv. Mgr.: Tony Pretto. (US).  
**Distribution:** M/Ret. M/OEM. M/C. ID.

**Product:** IEM open reel (professional) rec's/players.

International Mdsng. Assoccs. Inc. (sub. of Hanimex Corp. Ltd.), 9950 W. Lawrence Ave., Schiller Park, Ill. 60176. Tel: (312) 678-4700. Pres.: A.R. Bernard; Exec. Mgr.: Patricia Schoenber; Special Mktg. Mgr.: Richard Z. Cox. (IUS).  
**Distribution:** M/Ret. M/E. M/Rep.

**Product:** HANIMEX 8-tr. & cassette (home, auto, portable) rec's/players, tuners, receivers, headphones.

International Video Corp., 990 Almanor St., Sunnyvale, Calif. 94086. Tel: (408) 738-3900. Pres.: Ronald H. Fried; Sales Mgr.: Arie Landrum; Adv. Mgr.: C.G. Elliott; Sales Promo. Supervisor: Grant Ellis. (US).  
**Distribution:** ID. M/Rep.

**Product:** IVC video rec's/players (2" broadcast, 1" cartridge & open reel).

Interstate Inds. Inc., 111 S. Washington Blvd., Mundelein, Ill. 60060. Tel: (312) 566-4840. Pres.: Gerald Rissman; Mktg. Mgr.: W.F. Emmerling. (US).  
**Distribution:** M/Ret. ID. M/Rep.

**Product:** CONCERT HALL 8-tr. (home) rec's/players, compact & portable phono or phono combs, w/ & w/o tape units.

Invicta, see Toyomenka (America) Inc.

C. Itoh Electronics Inc., 280 Park Ave., New York, N.Y. 10017. Tel: (212) 573-9450. Pres.: Y. Tamaya; Sales Mgr.: Mel Hunger. (US, IF).  
**Distribution:** M/Ret.

**Product:** J.C. PENNEY 8-tr. & cassette (home) rec's/players, compact phono or phono combs, w/ & w/o tape units, receivers, speakers.

J.B.L. see James B. Lansing Sound Inc.

J.I.L. Corp. of America, 1000 E. Del Amo Blvd., Carson, Calif. 90746. Tel: (213) 637-0173. Pres.: Glen Nickell; VP Sales: Al Kovac. (IUS).  
**Distribution:** 8-tr. & cassette (auto) rec's/players.

J.M.C. Ents., 6767 E. 50 Ave., Commerce City, Colo. 80033. Tel: (303) 287-3497. Pres.: Ken Jeung; Sales & Adv. Mgr.: Bob Million. (IF).  
**Distribution:** M/Ret. M/Rep.

**Product:** JACOBSON speakers.

J.V.C. America Inc., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-8300. Pres.: S. Horii; Adv. Prod. Mgr.: Marc S. Aspesi. (IF).  
**Branches:** Compton, Calif., 1011 W. Artesia Blvd. Zip: 90220. Tel: (213) 537-6020—Arlington Heights, Ill., 3012 Malmo Dr. Zip: 60005. Tel: (312) 593-6960.  
**Distribution:** Br. M/Rep.

**Product:** 8-tr. (home, auto), cassette (home, auto, professional) & open reel (home) rec's/players; portable phono or phono combs, w/ & w/o tape units; amplifiers; pre-amplifiers; tuners; receivers; turntables; phono cartridges, equalizers; noise reducers; decoders & demodulators.

J.V.C. Inds., Inc., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-8010. Pres.: S. Horii; Sales Mgr.: Irv Candotti; Adv. Mgr.: Douglas I. Sheer. (IF).  
**Distribution:** M/Ret. ID. Br. M/Rep.

**Product:** Video rec's/players (3/4" & 1/2" color & b&w).

Janszen, see Electronic Inds. Inc.

Javelin Electronics, 6357 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 641-4490. Pres.: Fred P. Burns; Sales Mgr.: D.T. Hackel; Adv. Mgr.: Judy Z. Pomerantz.

**Distribution:** M/OEM. M/Rep.

**Product:** Video rec's/players.

Jennings Research Inc., 64 N. Fair Oaks Ave., Pasadena, Calif. 91103. Tel: (213) 684-0357. Pres.: Tom Jennings; Gen. Mgr.: Alan Toole; Sales Mgr.: Jeff Ohman. (US).  
**Distribution:** M/Ret. M/Rep.

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

aguchi; Sales Mgr.: Steve Saae; Nat'l Audio Dir.: Fred Harfeller. (IF).  
**Distribution:** M/Ret.  
**Product:** MITSUBISHI speakers.  
 Melody Rec g Corp., 2290 Fowler St., Fort Myers, Fla. 33901. Tel: (813) 332-3904. Contact: Duane Plonta.  
**Product:** PLONTA CINE-VISION video projection systems.  
 Meriton Electronics Inc., 35 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-5220. Pres. S. Inagaki; VP Sales: W. Hoard; Eastern Sales Mgr.: J.D. Chatburn. (IUS).  
**Distribution:** M/Ret. M/Rep.  
**Product:** MERITON 8-tr. & cassette (home, portable) rec'rs/players, compact phono or phono combs, w/ & w/o tape units, microphones—condenser & dynamic; AIWA cassette (home, portable) rec'rs/players, compacts, receivers.  
 Mesa Electronics Ltd., 2940 Malmo Dr., Arlington Heights, Ill. 60005. Tel: (312) 437-6500. Pres. Mark L. Goldberg; Sales Mgr.: M. Indiana. Adv. Mgr.: Philip Hoffman. (IF).  
**Distribution:** M/Ret. ID.  
**Product:** Turntables.  
 Metro Sound Inc., 11144 Weddington St., North Hollywood, Calif. 91601. Tel: (213) 877-5577. Pres. Ralph Slotnick; Western Reg'l Sales Mgr.: Jerry Roumm; Eastern Reg'l Sales Mgr.: Don Arnsen.  
**Product:** 8-tr. & cassette (auto) players.  
 Miami Projection Television, 304 NE 79 St., Miami, Fla. 33138. Tel: (305) 759-3124. Pres. William Spellman. (US).  
**Product:** Video projection systems.  
 Micro-Acoustics Corp., 8 Westchester Plaza, Elmsford, N.Y. 10523. Tel: (914) 592-7627. Pres. Arnold Schwartz; Sales & Adv. Mgr.: Sanford Dreilinger.  
**Product:** Phono cartridges; stylus—pickup. Micro Seiki, see Teac Corp. of America.  
 Microwaver, see Epicure Prods. Inc.  
 Mid-America Mktg. Inc., 823 Spruce St., St. Louis, Mo. 63102. Tel: (314) 621-4727. Pres. Bernie Hochman; Sales Mgr.: R. Meyerhardt; Adv. Mgr.: T. Wiese. (US).  
**Product:** SOUND FURNITURE speakers.  
 Midland Int'l Corp., 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) 842-0511. (IUS).  
**Product:** 8-tr. & cassette rec'rs/players; compact phono or phono combs, speakers, microphones, headphones.  
 Miida Electronics Inc., 14 Henderson Dr., West Caldwell, N.J. 07006. Tel: (201) 575-9302. (IF).  
**Product:** Receivers; speakers; turntables.  
 Miracord, see Benjamin Electronic Sound Co.  
 Mitsubishi, see Melco Sales Inc.  
 Morse Electro Prods. Corp., 101-10 Foster Ave., Brooklyn, N.Y. 11236. Tel: (212) 257-7000. Pres. Philip S. Morse; Sales Mgr.: Leonard Trachtman; Adv. Mgr.: Steven Sherman. (US). (IUS).  
**Distribution:** M/Ret. Br.  
**Product:** ELECTROPHONIC 8-tr. (home) rec'rs/players, console & compact phono or phono combs, w/ tape units, receivers, speakers; MORSE console & compact phono or phono combs, w/ tape units, amplifiers, tuners, receivers, speakers; ROSS portable phono or phono combs, w/ tape units.  
 Motorola Inc. Automotive Prods. Div., 1299 E. Algonquin Rd., Schaumburg, Ill. 60196. Tel: (312) 397-8000. Pres. William J. Weisz; Sales Mgr.: C.J. Gentry; Adv. Mgr.: George Mahoney; PR Mgr.: Anthony Raef. (US). (IUS).  
**Distribution:** ID. Br.  
**Product:** 8-tr. & cassette (auto) rec'rs/players.  
 Muntz-Elman Mfg. Inc., 7723 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 988-6111. Pres. Earl Muntz.  
**Product:** MUNTZ video projection systems.  
 Mura Corp., 50 S. Service Rd., Jericho, L.I., N.Y. 11753. Tel: (516) 334-2700. Pres. George Hardy; Sales Mgr.: Ed Weisz; Adv. Mgr.: Stephen Feinberg. (IUS).  
**Distribution:** M/OEM. ID. M/Rep.  
**Product:** Microphones—condenser & dynamic; headphones.  
 Muskat Inds. Inc., 164-97 NW 49 Ave., Hialeah, Fla. 33014. Tel: (305) 625-9141. Pres. Adolph Muskat; VP, Gen. Sales & Adv. Mgr.: Steve Pollock. (IUS).  
**Distribution:** M/Ret. M/OEM. ID. M/Rep.  
**Product:** 8-tr. & cassette (home, auto, portable) rec'rs/players; compact & portable phono or phono combs, w/ & w/o tape units; amplifiers; pre-amplifiers; tuners; receivers; speakers; headphones.  
 Nagra Magnetic Recs Inc., 19 W. 44 St., New York, N.Y. 10036. Tel: (212) 661-8066. Pres. S. Kudelski; Sales Mgr.: D. Notto; Adv. Mgr.: L. Selznick; Supervising Eng.: Thomas Daniel. (IF).  
**Distribution:** ID.  
**Product:** Open reel (professional) rec'rs/players.  
 Nakamichi Research (USA) Inc., 220 Westbury Ave., Carter Place, L.I., N.Y. 11514. Tel: (516) 333-5440. Pres. E. Nakamichi. Mktg. & Adv. Mgr.: Ted Nakamichi. (IF).  
**Branch:** Santa Monica, Calif., 1101 Colorado Ave., Zip: 90404. Tel: (213) 451-5901. Gen. & Sales Mgr.: T. Akiyama.  
**Distribution:** M/Ret.  
**Product:** Cassette (home, portable) rec'rs/players; pre-amplifiers; speakers; microphones—condenser.  
 Namco, see JMC Ents.  
 Namiki Precision Jewel Co. Ltd. USA, 1 World Trade Center, Suite 8905, New York, N.Y. 10048. Tel: (212) 466-0718. Dir.: Shoji Namiki; Sales Mgr.: Dean J. Liska. (IF).  
**Distribution:** ID. M/OEM.  
**Product:** NAMIKI videodisk stylus; SHIBATA stylus—pickup.  
 National Electronics, 10501 NW Seventh Ave., Miami, Fla. 33138. Tel: (305) 751-8571.  
**Product:** RIVIERA tape playback equip.  
 Neosonic Corp. of America, 57 Old Country Rd., Westbury, L.I., N.Y. 11590. Tel: (516) 997-5588. Pres. Joseph Benjamin.  
**Product:** SONOSPHERE speakers.  
 Neumann, see Gotham Audio Corp.  
 Newcomb Audio Prods. Co., 12881 Bradley Ave., Sylmar, Calif. 91342. Tel: (213) 367-1921.  
**Product:** Tape playback equip.  
 Nexus, see FM1.  
 Nikko Electric Corp. of America, 16270 Raymer, Van Nuys, Calif. 91406. Tel: (213) 988-0105.  
**Product:** Amplifiers, tuners, receivers.  
 Nordmende, see Sterling Hi-Fidelity Inc.  
 Odyssey, see Living Sound.  
 Dhm Acoustics Corp., 241 Taaffe Pl., Brooklyn, N.Y. 11205. Tel: (212) 783-1111. Pres. George H. Thirk, Sales Mgrs.: Phil Wolpe, Steve Padgett. (US).  
**Distribution:** M/Ret. M/Rep.  
**Product:** Speakers; equalizers.  
 Ohmiga, see Heil Sound Ltd.  
 Olson Electronics, 260 S. Forge St., Akron, Ohio 44327. Tel: (216) 535-1800.  
 Olympic Int'l Ltd., 26 General Pl., Jericho, L.I., N.Y. 11227. Tel: (516) 334-4811.  
**Product:** Tape playback equip.; console & compact phono or phono combs.  
 Onkyo USA Corp., 25-19 43 Ave., Long Island City, N.Y. 11101. Tel: (212) 729-2323.

Pres. K. Uota; Sales Dir.: Jerry Roth; Midwest Sales Mgr.: Frank Malitz.  
**Distribution:** M/Ret. M/Rep.  
**Product:** Amplifiers; tuners, receivers; speakers.  
 Opamp Labs Inc., 1033 N. Sycamore Ave., Los Angeles, Calif. 90038. Tel: (213) 934-3566. Pres. & Chief Eng.: B.J. Losmandy. (US).  
**Distribution:** M/Ret.  
**Product:** Amplifiers, pre-amplifiers; equalizers.  
 Otari Corp., 981 Industrial Rd., San Carlos, Calif. 94070. Tel: (415) 593-1648. Pres. M. Takekawa; Mktg. & Sales Mgr.: Brian F. Trankle; Adv. Mgr.: David McClurg. (IF).  
**Distribution:** M/Ret.  
**Product:** Open reel (home, professional) rec'rs/players.  
 P.E. see Impro Inds. Inc.  
 P.M.L. see Ercona Corp.  
 Panasonic, see Matsushita Electric Corp. of America.  
 Panorama Radio, 2 Park Ave., Suite 2000, New York, N.Y. 10016. Tel: (212) 686-3332.

Pres. Joel J. Zimmer, Sales Mgr.: Norman R. Somer. (IF).  
**Product:** PRECOR compact & portable phono or phono combs, w/ tape units.  
 Paso Sound Prods. Inc., 251 Park Ave. S., New York, N.Y. 10010. Tel: (212) 254-2282. Exec. VP: Paul Mastrangelo; Nat'l Sales Mgr.: Seymour Goldberg. (US). (IUS).  
**Distribution:** ID. M/Rep.  
**Product:** Amplifiers; pre-amplifiers; speakers; microphones—dynamic.  
 Patronic, see Patson Electronics.

Patson Electronics Inc., 1201 Broadway, New York, N.Y. 10001. Tel: (212) 683-5130. Pres.: Jay Shanker; Sales Mgr.: Mike Shanker. (IUS).  
**Distribution:** M/Ret.  
**Product:** PATRONIC cassette (home, portable) rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, tonearms, phono cartridges, stylus—pickup, microphones—dynamic; condenser & dynamic headphones.

(Continued on page TR-6)

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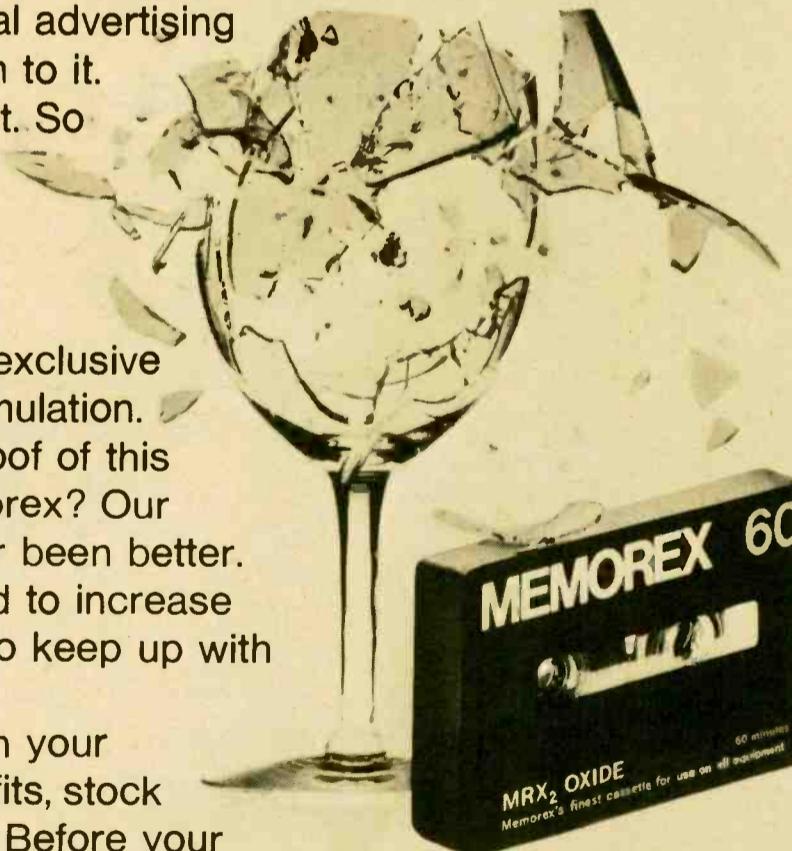
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# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Peacetime Communications Inc., 930 Newark Ave., Jersey City, N.J. 07306. Tel: (201) 659-7900.  
**Product:** MAGNUM OPUS speakers.  
 Peerless Audio Mfg. Corp., 40 Jyek Dr., Leominster, Mass. 01453. Tel: (617) 537-6001. Pres.: Per Staal; VP Mktg.: Walter E. Schwartz. (US, IF).  
**Distribution:** M/Rep.  
**Product:** Speakers; microphones—condenser, dynamic & ribbon.

J. C. Penney, see C. Itoh Electronics Inc.  
 Pfanstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres. & Adv. Mgr.: R. Bruce Wight; Sales Mgr.: C. Al Clinton. (US, IUS).  
**Distribution:** M/Ret. M/Rep.  
**Product:** PFANSTIEHL phono cartridges, stylus—pickup; PFANTONE microphones—dynamic.  
 Pfantone, see Planstiehl Chemical Corp.

Phase Linear Co., 20121 48 Ave. W., Lynnwood, Wash. 98036. Tel: (206) 774-3571.  
**Product:** Amplifiers; pre-amplifiers.  
 Philips Audio Video Systems Corp., 91 McKee Dr., Mahwah, N.J. 07430. Tel: (201) 529-5900. VP Audio Div.: A. Brakhani; Sales Mgr.: S.R. Ravich; Adv. Mgr.: G. Garnes; Technical Mgr.: G. Langdon. (IF).  
**Distribution:** M/Ret. M/Rep.  
**Product:** PHILIPS video rec'rs/players (cassette); AKG phono cartridges, stylus—pickup.

microphones—condenser & dynamic, headphones.  
 Philips Hi Fidelity Labs., PO Box 2208, Fort Wayne Ind. 46801. Tel: (219) 432-8516. Pres.: G. Orbach; Prod. Mgr.: R. Barber.  
**Product:** Amplifiers; pre-amplifiers; tuners; receivers; speakers; turntables.  
 Phoenix Mfg., 1001 Enterprise, Bay 19, Oklahoma City, Okla. 73128. Tel: (405) 943-9541. Pres.: Henry Towles; VP & Sales Mgr.: Christian Towles. (US).  
**Distribution:** M/Ret. M/Rep.  
**Product:** Consoles w/tape units.

Pickering & Co. Inc., 101 Wethersfield Blvd., Plainview, L.I., N.Y. 11803. Tel: (516) 681-0200. Pres.: W.O. Stanton; VP Mktg.: D.P. Collins; Sales Mgr.: Harvey Zelniker; Adv. Mgr.: J.N. Trivers. (US).  
**Distribution:** M/Ret. M/Rep.  
**Product:** Phono cartridges; stylus—pickup; headphones.  
 Pioneer, see Pioneer Electronics of America & US Pioneer Electronics Corp.  
 Pioneer Electronics of America, 1555 E. Del Amo Blvd., Carson, Calif. 90746. Tel: (213) 639-5050. Pres.: John F. Doyle; Sales Mgr.: Steve Solot; Sales Promo. Mgr.: Andy Gilchrist. (IF).  
**Distribution:** M/Rep.  
**Product:** PIONEER 8-tr. & cassette (auto) rec'rs/players; CENTREX compact phono or phono combs. w/tape units.  
 Playmate, see ProWood Sales Co.  
 Plonta Cine-Vision, see Melody Rec'g Corp.  
 Polk Audio Inc., 4900 Wetheredsville Rd., Baltimore, Md. 21207. Tel: (301) 448-2000. Pres.: George Klopfer; VP Sales: Sandy Gross. (US).  
**Distribution:** M/Ret.  
**Product:** Speakers.  
 Poly-Planar, see Magitran Co.  
 Posthorn Rec'gs., 185 Ave. C, New York, N.Y. 10009. Tel: (212) 677-4082. Owner & Pres.: Jerry Bruck; Sales Mgr.: Noel Harrington. (IF).  
**Distribution:** M/Ret. ID.  
**Product:** IMF INT'L speakers.  
 Precision Electronics Int'l., 9101 King St., Franklin Park, Ill. 60131. Tel: (312) 678-5350. Pres.: William S. Grommes; Sales Mgr.: C. Robert Franzen; Adv. Mgr.: W. Stow. (US).  
**Distribution:** M/OEM, M/C, ID, M/Rep.  
**Product:** PRECISION amplifiers; GROMMES PRECISION tuners; GROMMES receivers; speakers.  
 Precor, see Panorama Radio.  
 ProWood Sales Co., 8760 Armijo Ave., Northridge, Calif. 91324. Tel: (213) 886-3848. Pres.: Martin W. Pike; Sales & Adv. Mgr.: William Lee. (US).  
**Distribution:** M/Rep.  
**Product:** HONEYCOMB & PLAYMATE speakers.  
 Pulse Dynamics Mfg. Corp., PO Box 355, Fulton & Depot Sts., Colchester, Ill. 62326. Tel: (309) 776-4111. Pres.: H. Lucie; Sales & Adv. Mgr.: R.D. Zimmer. (US).  
**Distribution:** M/Ret. M/Rep.  
**Product:** GALAXY amplifiers.  
 Q R K Electronic Prods. Inc., 1568 N. Sierra Vista, Fresno, Calif. 93703. Tel: (209) 251-4213. Pres.: Sheldon E. Perlman; Gen. & Sales Mgr.: Carl Hammett; Adv. Mgr.: Robert Sidwell. (US).  
**Distribution:** M/Ret.  
**Product:** Amplifiers; phono cartridges; stylus—pickup.  
 Quad, see Audiophile Imports.  
 Quadrax, see Solar Audio Prods. Inc.  
 Quintessence Electronics, 1115 E St., Sacramento, Calif. 95814. Tel: (916) 441-5175.  
**Product:** Amplifiers; equalizers.  
 R C A Dist. g. & Special Prods. Div., Cherry Hill Offices, Bldg. 206-2, Camden, N.J. 08101. Tel: (609) 779-5833. Adv. & Sales Promo. Mgr.: A.D. Ricketti.  
**Product:** 8-tr. & cassette (auto) rec'rs/players; headphones.  
 R C A SelectaVision, 7900 Rockville Rd., Indianapolis, Ind. 46224. Tel: (317) 635-9000.  
**Product:** Videodisk.  
 Radford, see Audionics.  
 Radio Shack (a Tandy Corp. Co.), 2617 W. Seventh St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. Pres.: Lewis F. Kornfeld; Sales Mgr.: Bernard S. Appel; Adv. Mgr.: Lawrence E. Blostein; Sales Promo. Co-ord.: H.L. Siegel. (US, IUS).  
**Distribution:** M/Ret.  
**Product:** REALISTIC 8-tr. & cassette (home, auto, portable) & open reel (home) rec'rs/players; compact phono or phono combs. w/ & w/o tape units; amplifiers; tuners; receivers; speakers; turntables; phono cartridges; microphones—condenser & dynamic, equalizers.  
 Ramco Research Inc., 3516-C LaGrande Blvd., Sacramento, Calif. 95823. Tel: (916) 392-2100. Pres.: R.G. Kohfeld; Sales Mgr.: L.R. Kohfeld. (US).  
**Distribution:** M/Ret. ID.  
**Product:** Amplifiers; pre-amplifiers; turntables; equalizers.  
 Ramson Trading Co. Inc., 1185 Broadway, New York, N.Y. 10001. Tel: (212) 679-9066. Pres.: D.K. Ramsey; VP & Sec'y-Treas.: M.K. Ramsey; Sales Mgr.: M. Phaire. (IUS).  
**Distribution:** M/Ret. ID, M/Rep.  
**Product:** SUBLIME 8-tr. (home, auto, portable) & cassette (auto, portable) rec'rs/players; compact w/tape units & portable, w/o tape units phono or phono combs.; receivers; speakers.  
 Realistic, see Radio Shack.  
 Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchardt; Sales Mgr.: George Calvi. (US, IUS).  
**Distribution:** ID, M/Rep.  
**Product:** Pre-amplifiers; phono cartridges; stylus—pickup; microphones—condenser & dynamic; headphones.  
 Rectilinear Research Corp., 107 Bruckner Blvd., Bronx, N.Y. 10454. Tel: (212) 585-9400.  
**Product:** Speakers.  
 Revox Corp., 155 Michael Dr., Syosset, L.I., N.Y. 11791. Tel: (516) 364-1900. Pres.: Colin Hammond; Revox Sales Mgr.: Michael Noakes; Beyer Nat'l Sales Mgr.: Colin Evans; Adv. Mgr.: Jeanne Smith. (US, IF).  
**Distribution:** M/Ret.  
**Product:** REVOX open reel (home, portable professional) rec'rs/players; amplifiers; pre-amplifiers; tuners; BEYER microphones—condenser, dynamic & ribbon.  
 Riviera, see National Electronics.  
 Roadstar, see Royal Sound Co. Inc.  
 Rosner Custom Sound Inc., 11-38 31 Ave., Long Island City, N.Y. 11106. Tel: (212) 726-5600. Pres.: Alex Rosner. (US, IUS, IF).  
**Product:** Speakers.  
 Ross, see Morse Electro Prods. Corp.  
 Ross Electronics, 441 N. Kilbourn Ave., Chicago Ill. 60624. Tel: (312) 533-7722. Pres.: Kelly Goff; VP: Ted Miller; Sales Mgr.: B. Flexman. (IF).  
**Distribution:** M/Ret. ID.  
**Product:** 8-tr. (portable) rec'rs/players; compact phono or phono combs. w/ & w/o tape units; portable phono or phono combs. w/ tape units.  
 Rotel of America Inc., 2642 Central Park Ave., Yonkers, N.Y. 10710. Tel: (814) 337-2777. Pres.: Alfred Choy; VP & Sales Mgr.: Melvin J. Kaplan. (IUS).  
**Distribution:** M/Ret. ID.  
**Product:** Cassette (home) rec'rs/players; amplifiers; tuners; receivers; turntables.

## All you need to know about tape is right here.



Ampex tape. Tape for television. Tape for top recording stars. Tape for computer operators. Cassette, cartridge, and open reel tape for consumers. Tape for radio broadcasters. Custom duplicating for everyone.

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### AMPEX

Interested in distributing Ampex tape products? Contact the Ampex Magnetic Tape sales office nearest you.

75 Commerce Way  
Hackensack, NJ 07601  
(201) 489-7400

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(301) 530-8800

1615 Prudential Drive  
Dallas, TX 75235  
(214) 637-5100

401 Broadway, MS 22-02  
Redwood City, CA 94063  
(415) 367-3887

2201 Lunt Avenue  
Elk Grove Village  
IL 60007  
(312) 593-6000

3135 Chestnut Drive  
Suite 101  
Atlanta, GA 30340  
(404) 451-7112

500 Rodier Drive  
Glendale, CA 91201  
(213) 240-5000

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Royal Grenadier, see Empire Scientific Corp.  
Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres.: Marvin A. Dayan; Sales Mgr.: Milton Dolnick; Adv. Mgr.: David Monoson. (US, IUS).  
Product: ROADSTAR cassette (auto, portable) rec's/players; SYM-PULSE speakers.

Royal Star, see Samm Electronics Corp.  
Rusco Electronics Mfg. Inc., 1070 Brook Haven Dr., Clovis, Calif. 93612. Tel: (209) 299-2167.  
Product: Amplifiers, speakers; turntables.

Ryst Electronics Corp., 328 NW 170 St., North Miami Beach, Fla. 33160. Tel: (305) 652-3838. Pres.: David Riemer; Eng. Dir.: Roland Chang. (IUS).  
Distribution: M/Ret, M/OEM, ID.

Product: Headphones.

S A B A USA, William Pany Co., 724 N. Seventh St., Allentown, Pa. 18102. Tel: (215) 821-8984. Owner: William Pany. (IF).

Distribution: M/Ret.

Product: Cassette (home) & open reel (home) rec's/players; compact w/ & w/o tape units & portable w/ tape units; phone or phono combs; amplifiers; tuners; receivers; speakers; microphones—condenser & dynamic.

S A E (Scientific Audio Electronics Inc.), 701 E. Macy St., Los Angeles, Calif. 90012. Tel: (213) 489-7600. Pres.: Morris Kessler. Nat'l Mktg. Mgr.: Michael L. Joseph. (US).  
Distribution: M/Rep.

Product: SAE Amplifiers; pre-amplifiers; tuners; speakers; equalizers.

S P, see Grafy Speaker Systems.

S T R Inc., 3000 Orange Grove Ave., North Highlands, Calif. 95660. Tel: (916) 488-6801. Pres.: George Platis; Sales Mgr.: Barry Thornton; Adv. Dir.: Truman Low. (US).  
Distribution: M/Rep.

Product: Speakers.

Samm Electronics Corp., 871 Folsom St., San Francisco, Calif. 94107. Tel: (415) 956-4151. Pres.: Edwin Samm; VP Sales & Mktg. & Adv. Mgr.: Leo Ikeda. (IF).

Distribution: M/Rep.

Product: ROYAL STAR 8-tr. & cassette (auto) rec's/players.

Sansui Electronics Corp., 55-11 Queens Blvd., Woodside, N.Y. 11377. Tel: (212) 779-5300. Sales Mgr.: Ken Hoshino. (IF).  
Distribution: M/Rep.

Product: Cassette (home, professional) rec's/players; amplifiers; pre-amplifiers; tuners; receivers; turntables; decoders & demodulators; headphones.

Sankyo Seiki (America) Inc., 149 Fifth Ave., New York, N.Y. 10010. Tel: (212) 260-0200. Pres.: M. Yamada; Nat'l Mktg. Mgr.: Gene Schillinger. (IF).  
Distribution: M/Ret, M/OEM, M/Rep.

Product: SANKYO cassette (home, portable) rec's/players.

Sanyo Electric Inc., 1200 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-5830. Pres.: William Byron; Sales Mgr.: Michael Wiggins; Adv. Mgr.: Doug Wamisley. (IF).

Distribution: M/Rep.

Product: 8-tr. & cassette (home, auto, portable) rec's/players; compact & portable phone or phono combs. w/ & w/o tape units; video rec's/players; receivers; speakers; turntables.

Satin, see Audiophile Imports.

Scientific Acoustics, see Solar Audio Prods. Inc.  
Scientific Audio Electronics Inc., see SAE.

H. H. Scott Inc., 111 Powdermill Rd., Maynard, Mass. 01754. Tel: (617) 897-8801.  
Product: SCOTT amplifiers, tuners, receivers, speakers.

Scully/Metrotech (div. of Dictaphone Corp.), 475 Ellis St., Mountain View, Calif. 94043. Tel: (415) 968-8389. Pres.: William R. Krehbiel; Mktg. Servs. Mgr.: R. L. Baker; Sales Mgr.: Homer Hull. (US).  
Distribution: ID.

Product: SCULLY open reel (professional) rec's/players.

Sennheiser Electronic Corp., 10 W. 37 St., New York, N.Y. 10020. Tel: (212) 239-0190. Pres.: Thomas A. Schillinger; VP Mktg.: Cornelius Hofman; Adv. Mgr.: Horst Ankermann. (IF).  
Distribution: M/Ret, ID.

Product: Microphones—condenser & dynamic; headphones.

Sequerra Co. Inc., 143-11 Archer Ave., New York, N.Y. 11435. Tel: (212) 297-5000. Pres.: Frederick Barrett; Sales Mgr.: Martin Cerini; Adv. Mgr.: Joe Lesley. (US).  
Product: Amplifiers; pre-amplifiers; tuners; receivers.

Sharp Electronics Corp., 10 Keystone Pl., Paramus, N.J. 07562. Tel: (201) 265-5600. (US, IF).  
Product: Tape playback equip.

Sherwood Electronic Labs Inc., 4300 N. California, Chicago, Ill. 60618. Tel: (312) 478-7300. Pres.: John Snow Sr.; Mktg. & Sales Dir.: Tom Pickett. (US, IUS).  
Distribution: M/Rep.

Product: Amplifiers; tuners; receivers; speakers.

Shibata, see Namiki Precision Jewel Co. Ltd. USA. Shot Glass, see White Electronics.

Showco Inc., 9011 Governors Row, Dallas, Tex. 75247. Tel: (214) 630-1188. Pres.: Jack Calmes. Nat'l Sales & Adv. Mgr.: Jimmy Page. (US).  
Product: Speakers; equalizers.

Shure Brothers Inc., 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) 328-9000. Pres.: S.N. Shure; Sales Mgr.: R. Ponto; Adv. Mgr.: N. Hesslink; PR Co-ord.: P.G. Konold. (US).  
Distribution: M/Rep.

Product: Tonearms; phono cartridges; stylus; pickup; microphones—condenser, dynamic & ribbon; equalizers.

Solar Audio Prods. Inc., 3228 E. 50 St., Los Angeles, Calif. 90058. Tel: (213) 264-0926. Pres.: Robert M. Stell; Sales & Adv. Mgr.: Sheldon Geist. (US).  
Distribution: M/Ret, ID, M/Rep.

Product: LINEAR RESPONSE, MAGNASOUND, QUADRALUX, SCIENTIFIC ACOUSTICS, TRITECH, ULTRALINEAR speakers.

Solar Sound Systems Inc., 339 Fifth Ave., New York, N.Y. 10016. Tel: (212) 689-5730.  
Product: 8-tr. & cassette rec's/players; compact phone or phono combs. w/ tape units; headphones.

Sonab Electronics Corp., 1185 Chess Dr., Foster City, Calif. 94404. Tel: (415) 574-2591. Pres.: Norman Olson; Sales Mgr.: Cal Garnica. (IF).  
Distribution: M/Rep.

Product: Cassette (home) rec's/players; receivers; speakers; turntables.

Sonex, see Sumiko Inc.

Sonic Research Inc., 27 Sugar Hollow Rd., Danbury, Conn. 06810. Tel: (203) 792-8822. Pres.: Peter E. Pritchard; Sales Mgr.: William C. Simonite. (US).  
Distribution: M/Ret.

Product: SONUS phon cartridges.

Sonosphere, see Neosonic Corp. of America.

Sony Corp. of America, 9 W. 57 St., New York, N.Y. 10019. Tel: (212) 371-5800. Pres.: Harvey Schein; Sales Mgrs.: R. O'Brien, I. Gross; Adv. Mgr.: Dan Gallagher. (IUS, IF).

**Distribution:** M/Ret, M/End. Br.  
**Product:** SONY cassette (home, portable) rec's/players; compact phone or phono combs. w/ & w/o tape units; turntables; microphones, headphones; SONY U-MATIC video rec's/players (1/2", 3/4", 1", 2"); BETA-MAX video rec's/players (1/2").  
(Also see Superscope Inc.)  
**Sound Bound Speakers Inc.**, PO Box 443, 805 Ninth St., Gothenburg, Neb. 69138. Tel: (308) 537-2998.  
**Product:** Speakers.

**Soundcraftsmen**, 1721 Newport Circle, Santa Ana, Calif. 92705. Tel: (714) 556-6191. Pres.: Charles B. Gassett; Sales Mgr.: Tom Thomas; Adv. Mgr.: Ralph Yeomans. (US).  
**Distribution:** M/Rep.  
**Product:** Pre-amplifiers; equalizers.

**Soundesign Corp.**, 34 Exchange Pl., Jersey City, N.J. 07302. Tel: (201) 434-1050. Pres.: Ely Ashkenazi; Sales Mgr.: Harry Franco; Adv. Mgr.: Alvin Schub. (US, IUS).  
**Distribution:** M/Ret.  
**Product:** 8-tr. (home, auto, portable) & cas-

sette (home, portable) rec's/players; console & compact phono or phono combs. w/ tape units; receivers; turntables; headphones.  
**Soundlite Systems Inc.**, 6940 Valjean St., Van Nuys, Calif. 91406. Tel: (213) 997-9633. Pres.: S. Lazerson; VP & Sales Mgr.: Bruce Lazerson; Adv. Mgr.: H. Trimble. (IUS).  
**Product:** SOUNDLITE 8-tr. & cassette (portable) rec's/players; headphones; MECCA 8-tr. & cassette (auto) players.  
**Southwest Technical Prods. Corp.**, 219 W. Rhapsody, San Antonio, Tex. 78216. Tel: (512) 344-0241.  
**Products:** (Kits) amplifiers, pre-amplifiers, equalizers, demodulators.

**Sparta Electronics** (div. of Cater Corp.), 5851 Florig-Perkins Rd., Sacramento, Calif. 95828. Tel: (916) 383-5353. Pres.: Frank Bogusz. Adv. & Sales Promo. Dir.: Jay Cooke. (US).  
**Distribution:** M/Ret, M/Rep.  
**Product:** CORINTHIAN open reel (professional) rec's/players.

(Continued on page TR-43)

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# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## Design & Artwork

## ARIZONA

### • PHOENIX (Area Code 602)

General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 257-1880. Pres.: Bill Johnson. S & K Linear Prods. Inc., 915 N. Fourth St. Zip: 85004. Tel: 252-6878. Contact: James Lettere. Home office: New York, N.Y., Linear Prods. Inc.

## ARKANSAS

### • FORT SMITH (Area Code 501)

Combined Mktg. Assoc., 10 Boston Square. Zip: 72901. Tel: 782-5051. Pres.: James L. Baldwin. VP Audio/Visual: Roy J. Morris

## CALIFORNIA

### • FRESNO (Area Code 209)

California Artists, PO Box 11474. Zip: 93773. Tel: 222-8702. Pres.: Ray Camacho. Sales Mgr.: Jesse Luna. Adv. Mgr.: Mingo Cervantes.

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

Album Art Co. (div. of Nehi Recs.), 1432 Beechwood. Zip: 90024. Tel: 466-4063. Mgr.: Joe Taylor.

Album Graphics Inc., 424 N. Larchmont Blvd. Zip: 90004. Tel: 462-0823. Mgr.: Edward Dwyer. Home office: Melrose Park (Chicago Metropolitan Area). Ill.

Arrex Corp., 1560 N. La Brea, Suite M, Hollywood 90028. Pres.: Arthur H. Benson. Sales Mgr.: Bruce Hinshaw. Adv. Mgr.: Michael Clark.

Douglas Boyd Design, 309 Santa Monica Blvd., Suite 309, Santa Monica 90401. Tel: 423-5018. Pres.: Douglas Boyd.

Cadet Recs. Inc., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari. Tape & Cartridge Div. Mgr.: Donald B. Macmillan. Sales Mgr.: Robert Herrington.

Branch: Park Ridge, N.J. Container-Kraft Inc., 8321 De Celis Pl., Sepulveda 91343. Tel: 893-9721.

D A K Inds. Inc., 10845 Vanowen St., North Hollywood 91605. Tel: 984-1559. WATS (800) 423-2636. Pres.: Drew Alan Kaplan. Sales Mgr.: Jay Shiple.

Philip Edward Hartmann & Co., 18203 Coastline Dr., Malibu 90265. Tel: 459-3089. Hope Street Studio, 607 N. Ave. 64. Zip: 90092. Tel: 441-3044. Owner: Van Webster.

Horseshoe Prod's, 3713 Fanwood Ave., Long Beach 90808. Tel: 429-1700. Home office: South Bend, Ind.

Lincoln Arts (div. of D.J. Adams Inc.), 8154 Langdon Ave., Suite 107, Van Nuys 91406. Tel: 780-0130. Pres.: D.J. Adams.

M L Tape Dupl'g, 16834 Superior St., Sepulveda 91343. Tel: 893-2819. Pres.: Carol L. Ball. Sales Mgr.: Rod Lord.

Majorica IX, 6430 Sunset Blvd., Suite 710. Zip: 90028. Tel: 876-3791. Owner: B. Blazos. Sales Mgr.: Pat Galindo.

Pacific Eye & Ear Co. Inc., 451 N. La Cienega Blvd. Zip: 90048. Tel: 659-2121. Pres.: Tony Grubois. Sales Mgr.: Dean Marion. Adv. Mgr.: Mike Maslow.

Branch: New York, N.Y. Paramount-West Ents., 8010 Second St., Paramount 90723. Tel: 531-6000. Pres.: Gen. & Sales Mgr.: D.W. Galiffa.

Photo/Graphics, 1125 E. Orange Ave., Monrovia 91016. Tel: 359-9414. Owner: Gary Moore. Queens Graphics, 5852 Tuxedo Terr., Hollywood 90028. Tel: 466-4288. Creative Dir.: Glenn Ross. Sales Mgr.: Dave Neckar.

Home office: New York, N.Y., Queens Lithographing Corp.

Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043. Home office: New York, N.Y.

Sound Alike Music Inc., 6330 Arizona Circle. Zip: 90045. Tel: 645-9173. Pres.: Richard Taxe. Sales Mgr.: Ronald Taxe.

Superscope Inc., Tape Dupl'g Div., 455 Fox St., San Fernando 91340. Tel: 365-1191. Gen. Mgr.: Ned Padwa. Nat'l Sales Mgr.: Warren Gray.

United Sound Inc., 1811 W. Magnolia Blvd., Burbank 91506. Tel: 845-7435. Pres.: Glen Glancy. Sales Mgr.: Jim Auchterlonie.

### • SAN FRANCISCO & BAY AREA (Area Code 415)

Airamid Design, 450 Linden St. Zip: 94102. Tel: 861-9659. Pres. & Gen. Mgr.: Michael Cotter.

Conlan Creative Lithographers, 1655 Folsom St. Zip: 94103. Tel: 431-7373. Pres.: Robert D. Conlan. Sales Mgr.: Richard T. Conlan.

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.

Fred Foxx Music Co., 15 S. Ontario, San Mateo 94401. Tel: 343-7222. Gen. Mgr.: F.H. Nesbitt Jr. Adv. Mgr.: V.A. Nesbitt.

Cathy Furniss & Assoc., 680 Beach St., No. 445. Zip: 94109. Tel: 885-2807. Pres.: Cathy Furniss. Sales Mgr.: Ruth Maas. Adv. Mgr.: Michel Lipman.

Mantra Studio, 2207 S. El Camino Real, San Mateo 94403. Tel: 574-1500. Pres. & Eng.: Scott Jackson.

Home office: Seattle, Wash., Mantra Cinema Sound.

Myriad Prod's, 1463 Hayes St. Zip: 94117. Tel: 922-1000. Pres. & Exec. Prod'r: Ed Harris.

Undercover Graphics, 2707 Mathews St., Berkeley 94702. Tel: 841-8395.

### • SANTA BARBARA (Area Code 805)

Mantra Corp., 1169 Oriole Rd. Zip: 93103. Tel: 969-4754. VP Sales & Mktg.: Paul W. Schofield.

Home office: Seattle, Wash., Mantra Cinema Sound.

### • SAUGUS (Area Code 805)

Century Recs. (div. of Keyson-Century Corp.), 26000 Springbrook Rd. Zip: 91350. Tel: 259-2369. LA Tel: (213) 365-3991. Pres.: Richard B. Keyson. Sales Mgr.: Dick Maxwell. Sales Development Dir.: George Krieger.

## COLORADO

### • BOULDER (Area Code 303)

Video Artistry Corp. (Vidac Ltd.), PO Box 4571, 1258 Bear Mountain Court. Zip: 80302. Tel: 499-2001. Pres.: Stephen M. Raydon. Eng. Dir.: Ronald E. Hays.

### • DENVER (Area Code 303)

Audicom Corp., 995 S. Clermont St. Zip: 80222. Tel: 757-3377.

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## DELAWARE

### • WILMINGTON (Area Code 302)

Ken-Del Prod's Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy. Sales Mgr.: Marjorie Leap.

National Tape Dupl'rs. see Ken-Del Prod's Inc.

## DISTRICT OF COLUMBIA

### • WASHINGTON (Area Code 202)

Sounds Reasonable Inc., 2000 P St. NW. Zip: 20036. Tel: 833-1976. Pres.: Edmund Barnett. Sales & Adv. Mgr.: Margit Beckman.

## FLORIDA

### • JACKSONVILLE (Area Code 904)

Circle Ents. Inc., 2451 Rolac Rd. Zip: 32207. Tel: 737-2811. Pres. & Sales Mgr.: John J. Brennan. Adv. Mgr.: Jan P. West.

### • MIAMI METROPOLITAN AREA (Area Code 305)

Criteria Rec's Studios Inc., 1755 NE 149 St., North Miami 33161. Tel: 947-5611.

South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin. Gen. Mgr.: Manuel Buigas.

## GEORGIA

### • ATLANTA METROPOLITAN AREA (Area Code 404)

Data-Linear Prod's. Inc., 1823 E. John Wesley Ave., College Park 30337. Tel: 761-5919. Contact: Robert M. Ingrassia.

Home office: New York, N.Y., Linear Prods. Inc.

Project 70 Audio Servs., 1127 Spring St. NW. Zip: 30309. Tel: 875-7008.

R A P Promos., 2050 Peachtree Ind'l Court. Zip: 30341. Tel: 451-4587. Pres.: Bob Fletcher.

Wonder Graphics Inc., PO Box 77287. Zip: 30309. Tel: 874-2481. Pres.: J. Flournoy Holmes. VP & Sales Mgr.: David M. Holmes.

Branch: Nashville, Tenn.

## 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. & Mgr.: Donald W. Kosteka. Sales Mgr.: James A. Ladwig.

Branches: Los Angeles, Calif.; New York, N.Y.

Audio Accessories Co., Box 628, Rt. 1, Batavia 60510. Tel: 879-5998. Sales Mgr.: John S. Malone.

Audio Artists Ltd., PO Box 7, Wheaton 60187. Tel: 668-6682. Pres.: Arne Gustafson. VP Sales & Adv.: Perry Miller.

Custom Audio Inc., 110 S. River Rd., Des Plaines 60016. Tel: 298-6680.

International Rec's Co., 1649 W. Evergreen. Zip: 60622. Tel: 227-2000. Pres.: Jerome V. Man. Gen. Mgr.: Bill Beyer. Sales Mgr.: Leonard March. Adv. Mgr.: Scott Rowley.

Plynn Ltd., PO Box 537, 117 Rockland Rd., Libertyville 60048. Tel: 362-4060.

Polycom Prod's Group Inc., 4 E. Huron. Zip: 60611. Tel: 337-2040. Pres.: J. Hassen. Sales Mgr.: Richard Jablonski. Adv. Mgr.: J. Thomas.

Programming Technologies Inc., 215 W. Chicago Ave. Zip: 60610. Tel: 787-2700.

• KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp., PO Box 548, Rt. 45 S. Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard. Sales Mgr.: George T. Sears.

• QUINCY (Area Code 217)

Armageddon Graphics, 611 Spring St. Zip: 62301. Tel: 224-1659. Adv. Mgr.: Fred Tieken.

• ROCKFORD (Area Code 815)

Carter Corp., 1916 11 St. Zip: 61108. Tel: 397-3200.

## INDIANA

### • SOUTH BEND (Area Code 219)

Horseshoe Prod's, 3510 Langley Dr. Zip: 46614. Tel: 291-3262. Owner: Webb Foley. Mgr.: Ruth Brown.

Branches: Long Beach (Los Angeles Metropolitan Area), Calif.; Nashville, Tenn.

• TERRE HAUTE (Area Code 812)

Artco Press Inc., PO Box 1445. Zip: 47808. Tel: 232-0926. Pres.: James S. Royse. Sales Mgr.: Don Wilson.

## TAPE SERVICES

## KENTUCKY

### • LOUISVILLE (Area Code 502)

Allen Martin Prod's Inc., PO Box 99035, 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658. Pres.: Ray Allen. Gen. & Sales Mgr.: Hardy Martin.

## LOUISIANA

### • RUSTON (Area Code 318)

Americana Rec's Studios, 707-709 W. California. Zip: 71270. Tel: 255-0287.

### • 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.

## MINNESOTA

### • MINNEAPOLIS (Area Code 612)

Ark Rec's Co. (div. of Fulton Electronics), 4428 Zane Ave. N. Zip: 55422. Tel: 537-7076. Pres.: R.W. Fulton. Sales Mgr.: M.J. Fulton.

## MISSISSIPPI

###

# TAPE SERVICES

## • HACKENSACK (Area Code 201)

Marantz Music Ent., Inc., PO Box 9, Wyckoff 07481; 33 Polifly Rd., Suite 42, Zip: 07601. Tel: 891-0138. Pres: Clancy Morales; Sales Mgr.: Jackie Morales; Adv. Mgr.: Jimmy Feli-ciano.

## • LYNDHURST (Area Code 201)

Colorseps Serv., PO Box 151, Zip: 07071. Tel: 438-6729. Pres: J. Principato; Adv. Mgr: E. Morla.

## • PARK RIDGE (Area Code 201)

Cadet Recs. Inc., PO Box 176, Zip: 07656. Tel: 391-3676. NYC (212) 349-3900. Gen. Mgr.: R. Herrington. Home office: Los Angeles, Calif.

## • PLAINFIELD (Area Code 201)

Philip Lawrence Jackson Inc., 534 E. Second St. Zip: 07060. Tel: 754-5172. Pres: Phil Jackson.

## • ROCHELLE PARK (Area Code 201)

Fox Rec'g, 150 Rochelle Ave. Zip: 07662. Tel: 843-2305. Mgrs: Dave Blake, Robert Chapman. Home Office: Allendale, N.J., United Masterworks Rec'g Co. Ltd.

## NEW YORK

### • CLARENCE (Area Code 716)

Mark Custom Rec'g Serv., 10815 Bodine Rd. Zip: 14031. Tel: 759-2600. Pres: Vincent S. Moretti.

### • FARMINGDALE, L.I. (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300. Pres: Dan Cooper; Sales Mgr.: Frank Camp; Adv. Mgr.: Manny Markow.

### • HAUPPAUGE, L.I. (Area Code 516)

Disc Graphics (div. of Pickwick Int'l), 915 Motor Pkwy. Zip: 11787. Tel: 234-1400. Pres: George N. Fishman; VP & Gen. Mgr.: G. Thalasinos; Office Mgr.: Ed Boutin.

### • HUNTINGTON STATION, L.I. (Area Code 516)

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres: C.F. Galehouse; Sales Mgr.: Mack Wolfson; Adv. Mgr.: Ira Levine.

### • MONTICELLO (Area Code 914)

Rivertone Corp., Dillon Rd. Zip: 12701. Tel: 794-8888. Pres: W. Adamson; Sales Mgr.: Alan J. Adamson; Adv. Mgr.: R. Schluss.

### • MOUNT VERNON (Area Code 914)

Creative Disc Inc., 711 S. Fulton Ave. Zip: 10550. Tel: 699-3993. Pres. & Sales Mgr.: Carl Feuerstein; Adv. Mgr.: Larry Goldberg.

### • NEW YORK METROPOLITAN AREA (Area Code 212)

A. D. Adams Advertising Inc., 145 E. 52 St. Zip: 10022. Tel: 755-0845. Pres: A.D. Adams. Branch: Woodbury, L.I., N.Y.

Album Graphics Inc., 35 W. 53 St. Zip: 10019. Tel: 489-0793. VP Mktg.: Richard Block. Home Office: Melrose Park (Chicago Metropolitan Area), Ill.

George Alexander Grup Inc., 36-25 Prince St. Flushing 11354. Tel: 886-5600. Pres: Kev Devejan.

Ampro Prod's Inc., 150 Fifth Ave. Zip: 10011. Tel: 243-7726. Pres: Manuel Kopelman; Sales Mgr.: Michel Laguens; Adv. Mgr.: R. Shapiro.

James Bell Graphic Design Inc., 114 E. 28 St. Zip: 10016. Tel: 683-3280.

G. Benson & Co. Inc., 480 Canal St. Zip: 10013. Tel: 925-7100. Pres: Gerald J. Benson; Sales Mgr.: Gil Benson; Adv. Mgr.: R. Evans.

Ely Besalel Ltd., 156 E. 52 St. Zip: 10022. Tel: 759-7820. Pres: Ely Besalel; Account Rep.: P.J. Garrone.

Craig Braun Inc., 159 E. 69 St. Zip: 10021. Tel: 737-3830. Pres: Craig A. Braun.

Disc Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel: 371-0390. Pres: Charles E. Blake; Sales & Adv. Mgr.: William Cullen.

Farmlett, Barsanti & Wood Inc., 208 Fifth Ave. Zip: 10010. Tel: 686-8230.

Guaranteed Printing Serv., 119 W. 23 St. Zip: 10011. Tel: 929-2410. Pres: Alexander Pollack; Sales & Adv. Mgr.: Albert Pollack.

Stephen Haas Advertising, 24 W. 57 St. Zip: 10019. Tel: 5B1-8442. Owner: Stephen Haas.

Lee-Myles Assoc. Inc., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres: Robert M. Miller.

Linear Prods. Inc., 37 W. 20 St. Zip: 10011. Tel: 255-2917. Pres: Robert Irwin; Sales Mgr.: Murray Rabkin.

Branches: Phoenix, Ariz., S&K Linear Prods. Inc., College Park (Atlanta Metropolitan Area), Ga., Data-Linear Prods. Inc., Puerto Nuevo, P.R.

Mac Murray Press Inc., 10 Jones St. Zip: 10014. Tel: 924-1530. Pres., Sales & Adv. Mgr.: Max Finesmith.

Mic-Tone Printing Corp., 1637 Utica Ave., Brooklyn 11234. Tel: 253-9696.

The Music Agency, 135 W. 50 St. Zip: 10020. Tel: 765-1616. Pres: Jay Leipzig; Exec. VP: Joel Borowka.

Pacific Eye & Ear Co. Inc., 18 E. 48 St. Zip: 10017. Tel: 755-2515.

Home Office: Los Angeles, Calif.

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres. & Sales Mgr.: Jerome J. Rood; Adv. Mgr.: Bernard Stein.

Promedius Arts Inc., 1776 Broadway. Zip: 10019. Tel: 586-3770. Pres: Lew Morris.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres: Jack Hecht; VP: Eric Kaltman; Sales Mgr.: Gerry Sanders; Adv. Mgr.: Richard Roth.

Branch: Los Angeles, Calif.; Queens Graphics. Reeves/Telatape Corp., 708 Third Ave. Zip: 10017. Tel: 573-8600.

Shepard Printing Corp., 233 Spring St. Zip: 10013. Tel: 255-1930. Pres: Philip M. Rosenblum.

Home Office: Edison, N.J.

Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres: Paul Shore; VP Mktg.: Floyd S. Gilner; Sales Mgr.: Ken Rosenblum.

Branch: Los Angeles, Calif.

Soundtek Inc., 50 W. 57 St. Zip: 10019. Tel: 489-0806.

Morton D. Wax Advertising, 200 W. 51 St. Zip: 10019. Tel: 247-2159. Pres: Morton Wax.

## TAPE SERVICES

### • PORT CHESTER (Area Code 914)

Associated Audio Servs. Inc., 14 Willett Ave. Zip: 10573. Tel: 937-5129. Pres: Robert L. Piselli; VP: Allan C. Johnson.

### • SPRING VALLEY (Area Code 914)

Pro/Creatives Corp., 25 W. Burda Pl. Zip: 10977. NYCTel: (212) 679-4806. Pres., Sales & Adv. Mgr.: David Rapp.

### • WOODBURY, L.I. (Area Code 516)

A. D. Adams Advertising Inc., Chemical Bank Bldg.

### • GREENVILLE (Area Code 919)

Communication Design, 201 S. Library. Zip: 27834. Tel: 758-3462. Owner: Wade Hobgood.

## TAPE SERVICES

Zip: 11797. Tel: 692-5044. Gen. Mgr.: George M. Kovacs. Home office: New York, N.Y.

### NORTH CAROLINA

## OHIO

### • AKRON (Area Code 216)

K & L Sound Servs. Co., PO Box 2064. Zip: 44313. Tel: 666-4797.

### • CANTON (Area Code 216)

G & W Prods. Supply Co., PO Box 335. Zip: 44701. Tel: 452-0127. Pres: Donald Martin; Gen. Mgr.: Lou Harris; Sales Mgr.: Alex Martin.

### CINCINNATI (Area Code 513)

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres: Carroll Rawling; Sales Mgr.: Glen Friese.

Jewel Rec'g Co. Inc., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres: Rusty York; Sales Mgr.: Harry Urschel; Adv. Mgr.: Linda York.

Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres: Edward R. Bosken; Sales Mgr.: Joseph Sluder; Adv. Mgr.: Bill Sachs.

Rite Rec. Prod's Inc., 9745 Lockland Rd. Zip: (Continued on page TR-10)



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AIcon Rec'g Studios Inc., 35100 Euclid Ave., Willoughby 44094. Tel: 951-0910. Pres.: Robert J. Nowac; Sales Mgr.: Thomas A. Ross; Adv. Mgr.: Joseph A. Leporeti.

## • DAYTON (Area Code 513)

Cantor Prod'n (div. of Cantor Corp.), 2220 E. Third St. Zip: 45403. Tel: 253-5146. Pres. & Sales Mgr.: Geirr Aakhus; Adv. Mgr.: Guy T. Kennedy.

## • YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 2323 Glenwood Ave., Zip: 44511. Tel: 783-1277. Pres.: William O. Warner; Sales Mgr.: Jeff Crouse; Adv. Mgr.: Jack Shaeffer.

## OKLAHOMA

### • TULSA (Area Code 918)

International Teaching Tapes, 4235 S. Memorial Dr. Zip: 74145. Tel: 622-5288. Rec'g Mgr.: Sonny Gray.

## OREGON

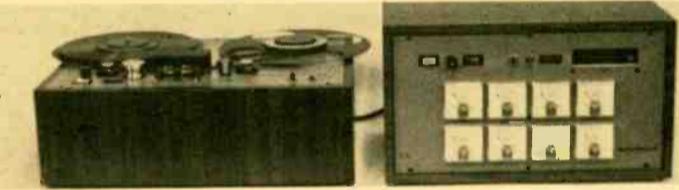
### • EUGENE (Area Code 503)

Ad Creations & Consultants Inc., 1158 High St. Zip: 97401. Tel: 686-9669. Pres. & Gen. Mgr.: Cliff Wayne; VP & Sales Mgr.: J.J. Valley.

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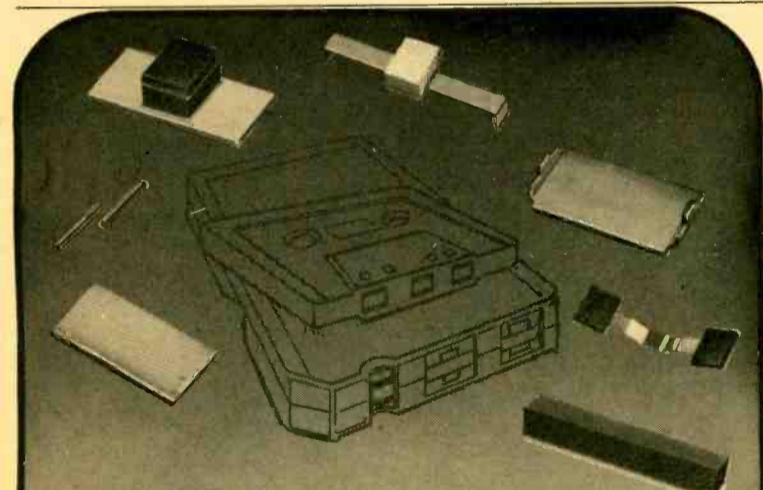
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### • PUERTO NUEVO (Area Code 809)

Linear Prods. of Puerto Rico, Old Long Bldg., Matadera Rd. Zip: 00936. Tel: (809) 783-4986. Contact: Ralph Gonzales. Home office: New York, N.Y.. Linear Prods. Inc.

## PENNSYLVANIA

### • MECHANICSBURG (Area Code 717)

Baldwin Sound Prod'n Inc., PO Box 1152, 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0787. Pres.: Donald E. Baldwin; Gen. Mgr.: Donald P. Whitcar; Sales Mgr.: Roy E. Reneker.

### • PHILADELPHIA METROPOLITAN AREA (Area Code 215)

AudioVisual Communications Inc., PO Box 85, Radnor 19087. Tel: 272-8500. Pres.: J.L.C. Ulrich Jr.; VP: John L. Butterworth; Sales Mgr.: John W. Ballantyne.

Kalstein Graphics & Photography, 6128 York Rd. Zip: 19141. Tel: 549-5085. Creative Dir.: R. Kalstein.

### • PITTSBURGH (Area Code 412)

Chatham Communications Inc., PO Box 11. Zip: 15230. Tel: 471-3113.

### • SCRANTON (Area Code 717)

Keystone Printed Specialties Co. Inc., 321 Pearl St. Zip: 18505. Tel: 346-1761. Pres.: Philip G. Fischer Jr.; Sales Mgr.: Martin C. Fischer.

## SOUTH CAROLINA

### • GREENVILLE (Area Code 803)

Cassette Dupl'n Serv., PO Box 7481, 10 Michael Dr. Zip: 29610. Tel: 269-B420. Pres.: Bob Edwards.

## TENNESSEE

### • BURNS (Area Code 615)

Studios of Esther Lee, Box 462, Rt. 1. Zip: 37029. Tel: 670-4024.

### • FAYETTEVILLE (Area Code 615)

Kim-Pat Ents., PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323.

### • MEMPHIS (Area Code 901)

Crocodile Magazine, 312 S. Pauline St. Zip: 38104. Tel: 726-5959. Pres.: James M. Godown. Gen. Mgr.: Jim Moran.

### • NASHVILLE (Area Code 615)

Albums 'N Things, Things (div. of Frank James Ents.) PO Box 11746. Zip: 37211. Tel: 833-7658. Owner: Ricci Koger.

Betty Cox Customer Serv., PO Box 22-723, Zip: 37202; 2621 Pleasant Green Rd. Zip: 37214. Tel: 883-7276. Pres.: Brian R. Larimer; Gen. & Sales Mgr.: Cynthia Cox Pardue.

Fanta Professional Servs., 1811 Division St. Zip: 37203. Tel: 327-1731. Pres.: Johnny Rosen.

Horseshoe Prod'n. Apollo Bldg., 108 Oak Valley Dr. Zip: 37207. Tel: 226-3333.

Home office: South Bend, Ind.

Nashville Inn' Corp., 20 Music Square W. Zip: 37203. Tel: 256-2885. Pres.: Reggie M. Churchwell; VP Ops.: Ron Coats; Sales Mgr.: Bob Dixson; Adv. Mgr.: James E. Gray.

Pinwheel Art & Photography Studios Inc., 1211 16 Ave. S. Zip: 37212. Tel: 385-0570.

Wonder Graphics Inc., 1701 West End Ave., Suite 204. Zip: 37203. Tel: 259-2822.

Home office: Atlanta, Ga.

## TEXAS

### • 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.

### • WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills. Zip: 76710. Tel: 776-1230. VP: Mac McLain.

Pruitt/Tozier Assoc. Inc., PO Box 7093. Zip: 76710. Tel: 756-5391. Pres.: John W. Tozier.

## UTAH

### • PROVO (Area Code 801)

Enterprise One Inc., PO Box 162, 3697 N. 600 East. Zip: B4601. Tel: 373-4781. Pres.: Stanley W. Bronson; Sales Mgr.: Steven L. Bronson; Adv. Mgr.: Milt Fletcher.

Media Prod'n Corp., Brigham Young Univ., Motion Picture Studios. Zip: 84601. Tel: 374-1211.

Sound Concepts Studio, PO Box 299. Zip: 84601. Tel: 375-7333. Pres.: Kaye L. Jensen; Sales Mgr.: Michael K. Jensen; Adv. Mgr.: Dean W. Fotheringham.

### • SALT LAKE CITY (Area Code 801)

Bonneville Prod'n. 130 Social Hall Ave. Zip: 84111. Tel: 524-2400. Mgr.: Richard Alsop; Sales Dir.: Dave Michelsen; Adv. & Promo Dir.: Mike Cannon.

## VERMONT

### • SHELBURNE (Area Code 802)

Stonehenge Studios, Shelburne Farms. Zip: 05482. Tel: 985-2790. Pres.: Robert Kinzel.

## WASHINGTON

### • SEATTLE AREA (Area Code 206)

Mantra Cinema Sound, 65 Marion St. Zip: 98104. Tel: 623-9643. Pres.: George M. Woodley.

Branches: San Mateo (San Francisco & Bay Area). Mantra Studio, Santa Barbara, Calif., Mantra Corp.

## WEST VIRGINIA

### • GLENVILLE (Area Code 304)

Stevens Media Studio, PO Box 48. 204 E. Main St. Zip: 26351. Tel: 462-5470.

## WISCONSIN

### • ELKHART LAKE (Area Code 414)

Sohn Mfg. Inc., 54 West St. Zip: 53020. Tel: 876-3361.

### • SAUK CITY (Area Code 608)

Jolly Dutchman Recs., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.

## Packaging & Labeling

The following companies are assumed to provide this service for both audio & video unless otherwise indicated.

## ARIZONA

### • PHOENIX (Area Code 602)

General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 257-1880. Pres.: Bill Johnson. (Audio only)

### • TUCCSON (Area Code 602)

Kyric Corp., 1530 W. Sage St. Zip: 85704. Tel: 297-1661. Pres. & Sales Mgr.: Keyvan Mokhtarian. (Audio only)

## CALIFORNIA

### • ANAHEIM (Area Code 714)

Harry McCune Sound Serv. Inc., Bldg. I, 1773 W Lincoln. Zip: 92801. Tel: 533-7650. LA (213) 566-0112. Gen. Mgr.: Bruce Burns. Home office: San Francisco, Calif.

### • FRESNO (Area Code 209)

California Artists, PO Box 11474. Zip: 93773. Tel:

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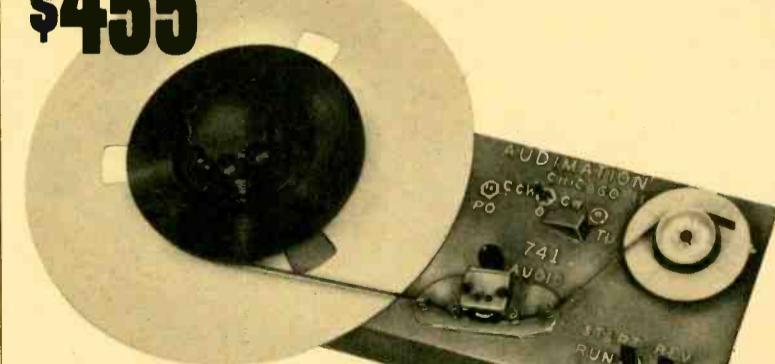
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#### AREA (Area Code 404)

Amplex Corp., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: 451-7112. (Sales office only) (Audio only)  
Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

95825. Tel: 929-9181. Owner: Bill Rase. (Audio only)  
● SAN FRANCISCO & BAY AREA  
(Area Code 415)  
Ampex Corp., 401 Broadway, Redwood City 94063. Tel: 367-2011. (Sales office only) (Audio only)  
Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

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. (Audio only)  
Geis Audio Tape Ent. (GATE), 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis; Sales Mgr.: John Geis; Adv. Mgr.: Mary Geis. (Audio only)

Mantra Studio, 2207 S. El Camino Real, San Mateo 94403. Tel: 574-1500. Pres. & Eng.: Scot Jackson. (Audio only)  
Home office: Seattle, Wash., Mantra Cinema Sound.

Harry McCune Sound Serv. Inc., 951 Howard St. Zip: 94103. Tel: 777-2700. Pres.: Harry McCune Sr.; Sales Mgr.: Mort Feld; Adv. Mgr.: David Alley.  
Branch: Anaheim, Calif.

Television Assoc. Inc., 2410 Charleston Rd., Mountain View 94043. Tel: 967-6040. Pres.: Edward C. Carlstone; Sales Mgr.: Richard B. Switzer. (Video only)

### • SANTA BARBARA

#### (Area Code 805)

Mantra Corp., 1169 Oriole Rd. Zip: 93103. Tel: 969-4754. VP Sales & Mktg.: Paul W. Schofield. (Audio only)  
Home office: Seattle, Wash., Mantra Cinema Sound.

### • SANTA CLARA (Area Code 408)

Recording Specialties Inc., 2971 Corvin Dr. Zip: 95050. Tel: 739-7201. Pres.: Michael P. Papp. (Audio only)

### • SAUGUS (Area Code 805)

Century Recs. (div. of Keyson-Century Co.), 26000 Springbrook Rd. Zip: 91350. Tel: 259-2360. LA (213) 365-3991. Pres.: Richard B. Keyson; Sales Mgr.: Dick Maxwell; Adv. Mgr.: George Kreiger. (Audio only)

## COLORADO

### • DENVER (Area Code 303)

Audicom Corp., 995 S. Clermont. Zip: 80222. Tel: 757-3377.

## CONNECTICUT

### • STAMFORD (Area Code 203)

P & P Studios Inc., PO Box 4185, 17 Viaduct Rd. Zip: 06907. Tel: 327-9204. Pres.: John Fishback; Sales & Adv. Mgr.: Terry Puffer. (Audio only)

### • UNION CITY (Area Code 203)

A.C. Hampson Printing Co. Inc., 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: A.C. Hampson; VP: A.D. Hampson; Sales Mgr.: A. Payne. (Audio only)

## DELAWARE

### • WILMINGTON (Area Code 302)

Ken-Del Prod's Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Marjorie Leap.  
National Tape Dupl'rs, see Ken-Del Prod's Inc.

## DISTRICT OF COLUMBIA

### • WASHINGTON (Area Code 202)

Sounds Reasonable Inc., 2000 P St. NW. Zip: 20036. Tel: 833-1976. Pres.: Edmund Barnett; Sales & Adv. Mgr.: Margit Beckman. (Audio only)

## FLORIDA

### • FORT LAUDERDALE

#### (Area Code 305)

Cassettes Inc., Cook Consultants Inc., 2510 SW Third Ave. Zip: 33315. Tel: 525-3355. Pres.: G. Robert Franklin; Sales & Adv. Mgr.: Ray Franklin. (Audio only)

### • JACKSONVILLE (Area Code 904)

Circle Ents Inc., 2451 Rolac Rd. Zip: 32207. Tel: 737-2811. Pres. & Sales Mgr.: John J. Brennan; Adv. Mgr.: Jan P. West. (Audio only)

### • MIAMI METROPOLITAN AREA

#### (Area Code 305)

Adrian Assoc. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626.  
South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Manuel Buigas.

Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah 33014. Tel: 822-7585. Pres.: Aldo Vazquez; VP & Sales Mgr.: John R. Urgell; Adv. Mgr.: Alberto Mestre. (Audio only)

Video City, 12100 NE 16 Ave. Zip: 33161. Tel: 895-6400. (Video only)

### • ORLANDO AREA (Area Code 305)

Christian Dupl'ns Inc., 1710 Lee Rd. Zip: 32810. Tel: 299-7363. Pres.: R.B. Jack Turney; Adv. Mgr.: Marilyn Kubik. (Audio only)

Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory; Adv. Mgr.: Jim Baker. (Audio only)

## ILLINOIS

### • CHICAGO METROPOLITAN AREA (Area Code 312)

Amplex Corp., 2201 Lunt Ave., Elk Grove Village 60007. Tel: 593-6000. (Audio only)  
Audio Accessories Co., Box 628, Rt. 1, Batavia

60510. Tel: 879-5998. Sales Mgr.: John S. Maloney. (Audio only)

Audio Artists Ltd., PO Box 7, Wheaton 60187. Tel: 668-6682. Pres.: Arne Gustafson; VP Sales & Adv.: Perry Miller; Chief Eng.: Jack R. Powell. (Audio only)

Bell & Howell Video Div., 2411 Howard St., Evanston. Zip: 60202. Tel: 869-1044. VP: Thomas R. DeMaeyer; Mktg. Servs. Mgr.: Ernest L. Heisser; Sales Admin. Supervisor: Rochelle L. Yaseen; Account Exec.: Coyle G. Dillon. (Video only)

Chicago Stereo Mastering, 626 W. 26 St. Zip: 60616. Tel: 326-3400. Mgr. & Chief Eng.: Malcolm Chisholm. (Audio only)

Custom Audio Inc., 110 S. River Rd., Des Plaines 60016. Tel: 298-6680. (Audio only)

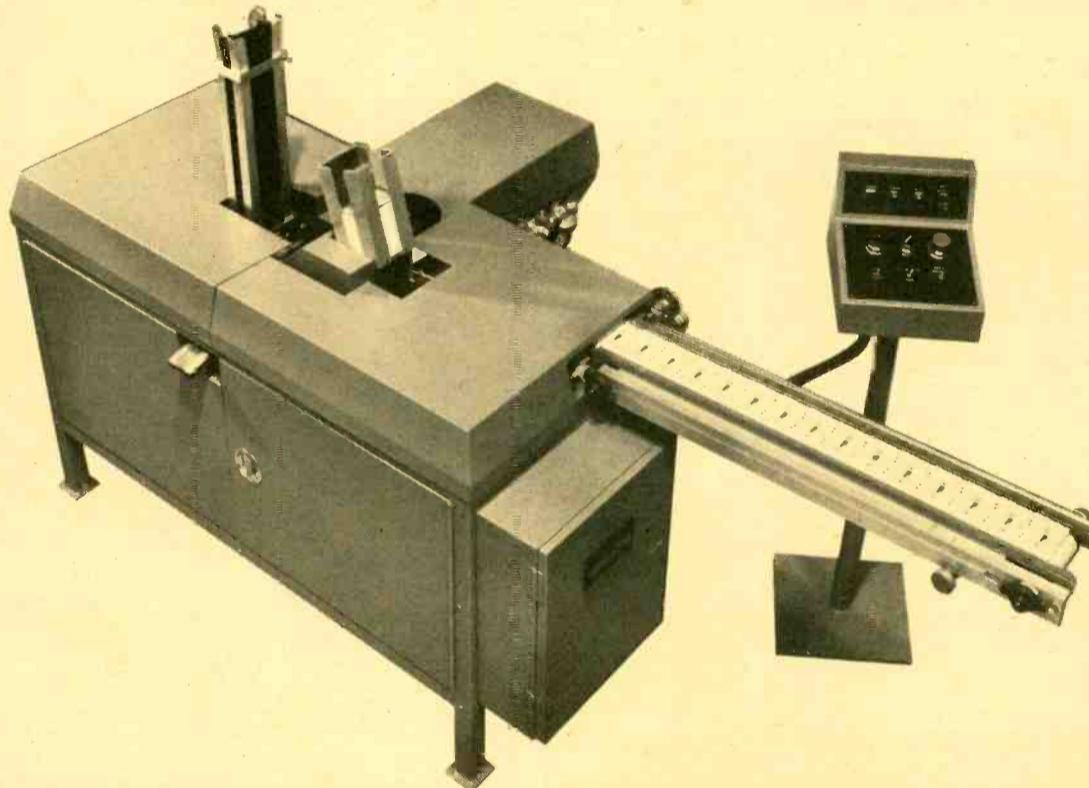
Instan Prods. Corp., 5807 W. Division St. Zip: 60651. Tel: 379-8850. Pres.: Peter P. Rill; VP: Larry Woodfield.

International Audio Inc., 2934 Malmo Dr., Arlington Heights 60005. Tel: 956-6030. Pres.: Dick Mailly; Exec. VP & Adv. Mgr.: John Kozin; Sales Mgr.: Bill Brin. (Audio only)

Polycom Prod's Group Inc., 4 E. Huron. Zip: 60611. Tel: 337-2040. Pres.: J. Hassen; Sales Mgr.: Richard Jablonski; Adv. Mgr.: J. Thomas.

(Continued on page TR-12)

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Imperial Int'l Learning Corp., PO Box 548, Rt. 45 S. Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Sears. (Audio only)

#### • ROCKFORD (Area Code 815)

Carter Corp., 1916 11 St. Zip: 61108. Tel: 397-3200. (Audio only)

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#### • INDIANAPOLIS (Area Code 317)

Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777.

#### • RICHMOND (Area Code 317)

P.R.C. Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511. Plant Mgr.: David Bain; Sales Mgr.: Curt Albright. Home office: New York, N.Y., Richmond Rec'g Corp.

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#### • COUNCIL BLUFFS (Area Code 712)

Liberty/UA Tape Dupl'n Inc., 2101 S. 35 St. Zip: 51501. Tel: 328-8060. Pres.: Marvin L. King; Nat'l Sales Mgr.: Jim Cook. (Audio only) Moss Rec'g Serv., 708 W. Broadway. Zip: 51501. Tel: 322-4513.

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Laram Assoc. Inc., 515 28 St. Zip: 50312. Tel: 282-8306. Pres., Sales & Adv. Mgr.: Larry A. McKeever. (Audio only)

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#### • BETHESDA (Area Code 301)

Ampex Corp., 10215 Fernwood Rd. Zip: 20034. Tel: 530-8800. (Sales office only) Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

#### • CLINTON (Area Code 301)

Audio-Video Concepts Inc., 6909 Old Alexander Ferry Rd. Zip: 20735. Tel: 868-7600. Pres. & Sales Mgr.: Edward P. Helvey Jr. (Audio only)

#### • SILVER SPRING AREA (Area Code 301)

Omega Rec'g Servs., 10518 Connecticut Ave., Kensington 20795. Tel: 946-4686. Pres.: W.R. Yesbek; Sales & Adv. Mgr.: Betty Phelps. (Audio only)

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#### • BOSTON METROPOLITAN AREA (Area Code 617)

Continental Rec'gs Inc., 12 Irving Square, Framingham 01701. Tel: 789-2430, 237-0568. Pres.: L. Daniel Flynn. (Audio only) Data Packaging Corp., 205 Broadway, Cambridge 02139. Tel: 868-6200. Pres.: Otto Morningstar; Nat'l Sales Mgr.: Jerry R. Hill; Adv. Mgr.: Marilyn Kesterson. Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: Vincent P. Giarrusso; Gen. Mgr.: Raymond G. Samora; Sales Mgr.: Victor Mancini. Rik Tinory Prod'n's 622 Rt. 3A, Cohasset 02025. Tel: 383-9494. Owner: Rik Tinory; Sales Mgr.: Eugene Tinory; Adv. Mgr.: Richard Tinory Jr. (Audio only)

## MICHIGAN

#### • DETROIT METROPOLITAN AREA (Area Code 313)

Artie Fields Prod'n's, 9430 Woodward Ave. Zip: 48202. Tel: 873-8900. Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills 48024. Tel: 477-6066. Pres.: Andre A. Blay; Audio Prods. Mktg. Mgr.: Robert J. Vandegrift. Pioneer Rec'g Studio Inc., 20014 James Couzens Hwy. Zip: 48235. Tel: 341-5868. Pres.: Gary A. Rubin; Sales Mgr.: Tom Conners.

## TAPE SERVICES

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48073. Tel: 588-8281. Pres.: Burt Maher. (Audio only)

Video Group, 77 W. Canfield Zip: 48201. Tel: 833-6420. Pres.: Sidney A. Lutz; Sales Mgr.: John Morrison. (Video only)

#### • LIVONIA (Area Code 313)

Sicom Electronics Corp., 33026 Capital, Zip: 48150. Tel: 261-8650. Pres.: D.D. Merry; Sales & Adv. Mgr.: S.R. Wagler. (Audio only)

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#### • MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

EMC Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg; Sales Mgr.: Richard T. Stevens. (Audio only)

Branch: Los Angeles, Calif. Meta-Com Inc., 707 W. Broadway, Minneapolis 55411. Tel: 588-2781. Pres. & Mktg. Dir.: James I. McCann. (Audio only)

## MISSOURI

#### • ST. LOUIS METROPOLITAN AREA (Area Code 314)

K-B-K Rec'g Studio, 1147 Villaville, Manchester 63011. Tel: 225-5661/3634. Pres.: Kent Kesterson; Sales Mgr.: Jim Lake; Adv. Mgr.: Marilyn Kesterson.

Technisonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63117. Tel: 727-1055. Pres.: Charles Harrison; VP, Sales & Adv. Mgr.: Edward H. Carter. (Audio only)

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Tele-Measurements Inc., 145 Main Ave. Zip: 07014. Tel: 473-8822; NYC (212) 581-9020. Pres.: J.R. Poppele.

#### • ENGLEWOOD (Area Code 201)

Transworld Dist'g (div. of Audio Labs, Inc.), 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000.

#### • HACKENSACK (Area Code 201)

Ampex Corp., 75 Commerce Rd. Zip: 07601. Tel: 489-7400. (Sales office only) (Audio only) Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

#### • LEONIA (Area Code 201)

S/T Videocassette Dupl'n Corp., 500 Willow Tree Rd. Zip: 07605. Tel: 947-6450. (Video only) Branch: New York, N.Y., Teletronics Int'l Inc.

#### • RIDGEFIELD PARK (Area Code 201)

American Tape Corp., 11 Teaneck Rd. Zip: 07660. Tel: 641-5202. Pres.: Donald H. Gabor. (Audio only)

#### • WAYNE (Area Code 201)

Magnetic Mktg. Corp., 29 Valley View Terr. Zip: 07470. Tel: 694-3511. Pres.: Thomas Hofbauer. (Audio only)

## NEW YORK

#### • BOHEMIA, L.I. (Area Code 516)

Pap Inds. Inc., 95 Orville Dr. Zip: 11716. Tel: 567-2900. Pres.: Arthur Hoffer; VP Sales: Craig Balaban. (Audio only)

#### • FARMINGDALE, L.I. (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300. Pres.: Dan Cooper; Sales Mgr.: Frank Camp; Adv. Mgr.: Manny Markow. (Video only)

#### • MOUNT VERNON (Area Code 914)

Creative Disc Inc., 711 S. Fulton Ave. Zip: 10550. Tel: 699-3993. Pres. & Sales Mgr.: Carl Feuerstein; Adv. Mgr.: Larry Goldberg. (Audio only)

#### • NEW YORK METROPOLITAN AREA (Area Code 212)

Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn 11219. Tel: 435-7322. Pres.: Anthony A. Maniere; Sales & Adv. Mgr.: David Nocera. (Audio only)

Nelson Barry Corp., 319 E. 44 St. Zip: 10017. Tel: 679-7900.

Broadcasting Foundation of America, 52 Vanderbilt Ave., Rm. 1810. Zip: 10017. Tel: 684-2505. Pres.: Seymour N. Siegel; VP & Exec. Dir.: Howard L. Kany. (Audio only)

Brown Paper Co. Inc., 186 Seventh St., Brooklyn 11215. Tel: 965-3800.

Cassette Rec'g Corp., see National Rec'g Studios. Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 759-7979. Pres. & Gen. Mgr.: Norman Levin. (Audio only)

Disc Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel: 371-0390. Pres.: Charles E. Blake; Sales & Adv. Mgr.: William Cullen. (Audio only)

Forum III Films Inc., 230 Park Ave. Zip: 10017. Tel: 889-7915.

Marvell Packaging Co., 230 W. 17 St. Zip: 10011. Tel: 929-8435. Pres.: Barry Berman.

Mastro Inds. Inc., 3040 Webster Ave., Bronx 10467. Tel: 547-5600. Pres.: Mario Maccaferri; Gen. Mgr.: Marco Maccaferri; Sales Mgr.: Nicholas Perazzo.

Mic-Tone Printing Corp., 1637 Utica Ave., Brooklyn 11234. Tel: 253-9696.

National Rec'g Studios Inc. & National Video Center, 730 Fifth Ave. Zip: 10019. Tel: 757-6440. Contacts: Irving Kaufman, Harold Lustig; Sales Mgr.: Jeff Pastolove.

Local branch: Cassette Rec'g Corp., 41-34 27 St., Long Island City 11101. Tel: 937-3344.

Pres.: Carl Lustig.

Recorded Publ'n's Labs. (div. of Recorded Publ'n's Mtg. Co. Inc.), 2 Penn Plaza, Suite 1500. Zip: 10001. Tel: 868-3115. (Audio only)

Home office: Camden, N.J.

Richmond Rec'g Corp., 75 Rockefeller Plaza. Zip: 10020. Tel: 489-6370. Pres.: Hugh Landy; VP: David Grant.

Branch: Hollywood (Los Angeles Metropolitan Area), Calif. PRC Rec'g Co.

Plant: Richmond, Ind., PRC Rec'g Co.

Simtek Tape Inc., 443 Park Ave. S. Zip: 10023. Tel: 532-3558. Pres.: D. Richard Kraus; Mktg. Mgr.: Mort Schlein. (Audio only)

Teletronics Int'l Inc., 220 E. 51 St. Zip: 10022. Tel: 758-1750. (Video only)

Home office: Leonia, N.J., S/T Videocassette Dupl'n Corp.

United Research Lab Corp., 681 Fifth Ave. Zip: 10022. Tel: 751-4663. Pres.: George Adams; Sales Mgr.: Lee Rand; Adv. Mgr.: Anita Adams. (Audio only)

#### • ROCKVILLE CENTRE, L.I. (Area Code 516)

Pratt-Spector Corp., 46 Merrick Rd. Zip: 11571. Tel: 764-5061. Pres.: Stanley Gilman; Adv. Mgr.: Andrew Barr; Technical Co-ord.: Paul Mastrianni.

#### • RYE (Area Code 914)

P.S.I. Nursery Ln. Zip: 10580. Tel: 967-7701. Pres.: Sal Mastro. (Audio only)

#### • STONY POINT (Area Code 914)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr. Zip: 10980. Tel: 942-0100. Pres.: Edmond Gabriel. (Audio only)

#### • YONKERS (Area Code 914)

Video Software & Prod'n Center Inc., 165 Tuckahoe Rd. Zip: 10710. Tel: 423-4400. Pres. & Sales Mgr.: Stanley Rosenberg; Adv. Mgr.: Bob Ahrens. (Video only)

## OHIO

#### • CINCINNATI (Area Code 513)

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Shad O'Shea. (Audio only)

Queen City Album Inc., 2823 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; Sales Mgr.: Joseph Sluder; Adv. Mgr.:

# TAPE SERVICES

## TEXAS

### • DALLAS (Area Code 214)

Ampex Corp., 1615 Prudential Dr. Zip: 75235. Tel: 637-5100. (Sales office only) (Audio only)  
Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.  
Mercury Dubbers Inc., 2537 Carlisle. Zip: 75201. Tel: 651-9544. Pres.: Arnett Peeler; Sales Mgr.: Dean Acheson; Adv. Mgr.: Jackie Mercer. (Audio only)

### • WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills. Zip: 76710. Tel: 776-1230. VP: Mac McLain; Eng. Dir.: Ralph Swerling. (Audio only)

## UTAH

### • PROVO (Area Code 801)

Media Prod'n Div., Brigham Young Univ., Motion Picture Studios. Zip: 84601. Tel: 374-1211.

## VIRGINIA

### • NORFOLK (Area Code 804)

Tarzac Entertainment Ents., 638 Muskegon Ave. Zip: 23509. Tel: 853-2304. Pres. & Owner: Ronald C. Wagener. (Audio only)

## WASHINGTON

### • SEATTLE (Area Code 206)

Mantra Cinema Sound, 65 Marion St. Zip: 98104. Tel: 623-9643. Pres.: George M. Woodley. (Audio only)  
Branches: San Mateo (San Francisco & Bay Area); Mantra Studio, Santa Barbara, Calif.; Mantra Corp.

## WISCONSIN

### • MILWAUKEE (Area Code 414)

Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave. Zip: 53203. Tel: 273-5720. (Audio only)

## Printing & Lithographing



## ARIZONA

### • PHOENIX (Area Code 602)

S & K Linear Prods. Inc., 915 N. Fourth St. Zip: 85004. Tel: 252-6878. Contact: James Lettore. Home office: New York, N.Y. Linear Prods. Inc.

## ARKANSAS

### • CONCORD (Area Code 501)

Rim Rock Mfg. Co. Inc. Zip: 72523. Tel: 668-3404.

## CALIFORNIA

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

Album Graphics Inc., 424 N. Larchmont Blvd. Zip: 90004. Tel: 462-0823. Mgr.: Edward Dwyer. Home office: Melrose Park (Chicago Metropolitan Area). Ill.  
Bert-Co Ent., (div. of Walter Reade Org. Inc.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: B.P. Couturier; VP & Gen. Mgr.: Robert L. Couturier; Sales Mgr.: James W. Pieper.  
Cadet Recs. Inc., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; Tape & Cartridge Div. Mgr.: Donald B. Macmillan; Sales Mgr.: Robert Herrington. Branch: Park Ridge, N.J.  
Container-Kraft Inc., 8321 De Celiis Pl., Sepulveda 91343. Tel: 893-9721.  
D A K Inds. Inc., 10845 Vanowen St., North Hollywood 91605. Tel: 984-1559. WATS (800) 423-2636. Pres.: Drew Alan Kaplan; Sales Mgr.: Jay Shipley.  
E M C Corp., 7000 Santa Monica Blvd. Zip: 90038. Tel: 463-3282. Home office: St. Paul, Minn.  
Ivy Hill Packaging (div. of Ivy Hill Communications

Inc.), 4800 S. Santa Fe Ave. Zip: 90058. Tel: 583-8974. Exec. VP: Russell Muir; VP Sales: Jack Seier.

Home office: Great Neck, L.I., N.Y. Queens Envelope of California, 2838 E. Pico Blvd. Zip: 90023. Tel: 264-1101. VP: Joseph Infuso.

Home office: New York, N.Y. Queens Lithographing Corp.

Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043.

Home office: New York, N.Y. Superior Data/Graphics Corp., 5717 Santa Monica Blvd. Zip: 90038. Tel: 467-6101.

United Sound Inc., 1811 W. Magnolia Blvd., Burbank 91506. Tel: 845-7435. Pres.: Glen Glancy; Sales Mgr.: Jim Auchterlonie.

Westland Graphics, 2237 N. Hollywood Way, Burbank 91505. Tel: 846-1205. Pres.: George T. Dixon; Sales Mgr.: Richard T. Dixon.

National Tape Dupl's, see Ken-Del Prod's Inc.

Hampson, VP: A.D. Hampson; Sales Mgr.: A. Payne.

## DELAWARE

### • WILMINGTON (Area Code 302)

Ken-Del Prod's Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Marjorie Leap.

National Tape Dupl's, see Ken-Del Prod's Inc.

## FLORIDA

### • MIAMI METROPOLITAN AREA (Area Code 305)

Radom Music Press Inc., 10300 W. Bay Harbor Dr., Miami Beach 33154. Tel: 866-7675.

Home office: Plainview, L.I., N.Y. Record Distrib. of America, 780 W. 27 St., Hialeah 33010. Tel: 887-2638.

South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Manuel Buigas.

Video Music Corp., 770 W. 27 St., Hialeah 33010. Tel: 885-9156. Pres.: Eliseo Valdes; Gen. Mgr.: Angel Tamargo; Adv. Mgr.: Mario Mena.

## GEORGIA

### • ATLANTA METROPOLITAN AREA (Area Code 404)

Data-Linear Prods. Inc., 1823 E. John Wesley Ave., College Park 30337. Tel: 761-5919. Contact: Robert M. Ingrassia.

Home office: New York, N.Y. Linear Prods. Inc.

Project 70 Audio Servs., 1127 Spring St. NW. Zip: 30309. Tel: 875-7008.

### • LAKEMONT (Area Code 404)

C S A Printing & Bindery Inc. Zip: 30552. Tel: 782-3931.

## 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. & Mgr.: Donald W. Kosteka; Sales Mgr.: James A. Ladwig.

Branches: Los Angeles, Calif.; New York, N.Y. Fort Dearborn Lithograph Co., 6035 W. Gross Point Rd., Niles 60648. Tel: 647-8730.

Instan Prods. Corp., 5807 W. Division St. Zip: 60651. Tel: 379-8850. Pres.: Peter P. Rill; VP: Larry Woodfield.

### • COLLINSVILLE (Area Code 618)

Mar-Kay Rec'g Co., 1 Scotch Pine Dr. Zip: 62234. Tel: 344-4443. Pres.: Mary Joyce; VP: Ron Allen; Sales Mgr.: Phyllis Darner.

### • KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp., PO Box 548, Rt. 45 S. Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Searls.

## INDIANA

### • INDIANAPOLIS (Area Code 317)

Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777.

### • TERRE HAUTE (Area Code 812)

Antec Press Inc., P.O. Box 1445. Zip: 47808. Tel: 232-0926. Pres.: James S. Royse; Sales Mgr.: Don Wilson.

Ivy Hill Packaging (div. of Ivy Hill Communications Inc.), Fort Harrison Ind'l Park. Zip: 47805. Tel: 466-9851. VP: Don Ford.

Home office: Great Neck, L.I., N.Y.

## MICHIGAN

### • DETROIT METROPOLITAN AREA (Area Code 313)

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48073. Tel: 588-8281. Pres.: Burt Mahler.

(Continued on page TR-14)



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**MISSOURI****• ST. LOUIS (Area Code 314)**

Sea Cruise Prod's, PO Box 5180. Zip: 63139. Tel: 771-7467. 776-3410. Pres. & Gen. Mgr.: Ken Keene; Sales Mgr.: Tom Pallardy; Adv. Mgr.: P.H. Catalano.

**NEBRASKA****• OMAHA (Area Code 402)**

M H W, Specialty Prods. Div., PO Box 14481. Zip: 68114. Pres.: Mark H. Williams.

**NEW JERSEY****• JERSEY CITY (Area Code 201)**

Saxon Adhesive Prods. Inc., 880 Garfield Ave. Zip: 07305. Tel: 451-1979. NYC (212) 594-5610. VP & Gen. Mgr.: Marshall Rose; Sales Mgr.: John Haggerty.

**• LYNDHURST (Area Code 201)**

Colorseps Serv., PO Box 151. Zip: 07071. Tel: 438-6729. Pres.: J. Principato; Adv. Mgr.: E. Morla.

**NEW YORK****• FARMINGDALE, L.I.  
(Area Code 516)**

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300. Pres.: Dan Cooper; Sales Mgr.: Frank Camp; Adv. Mgr.: Manny Markow.

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

Ivy Hill Packaging (div. of Ivy Hill Communications Inc.), Community Dr. Zip: 11022. Tel: 487-0200. Pres.: Murray Gordon; Exec. VP: Dallas Kern. Branches: Los Angeles, Calif.; Terre Haute, Ind.; New York, N.Y.

**• HAUPPAUGE, L.I.  
(Area Code 516)**

Disc Graphics (div. of Pickwick Int'l), 915 Motor Pkwy. Zip: 11787. Tel: 234-1400. Pres.: George N. Fishman; VP & Gen. Mgr.: George N. Thalasinos; Office Mgr.: Ed Boutin.

**• HUNTINGTON STATION, L.I.  
(Area Code 516)**

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres.: C.F. Galehouse; Sales Mgr.: Mack Wolfson; Adv. Mgr.: Ira Levine.

**• MOUNT VERNON  
(Area Code 914)**

Creative Disc Inc., 711 S. Fulton Ave. Zip: 10550. Tel: 699-3993. Pres. & Sales Mgr.: Carl Feuerstein; Adv. Mgr.: Larry Goldberg.

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

Album Graphics Inc., 35 W. 53 St. Zip: 10019.

**TAPE SERVICES****• PARK RIDGE (Area Code 201)**

Cadet Recs. Inc., PO Box 176. Zip: 07656. Tel: 391-3676. NYC (212) 349-3900. Gen. Mgr.: R. Herrington. Home office: Los Angeles, Calif.

Tel: 489-0793. VP Mktg.: Richard Block. Home office: Melrose Park (Chicago Metro-  
politan Area). III.

George Alexander Group Inc., 36-25 Prince St., Flushing 11354. Tel: 886-5600. Pres.: Kev Devejian.

G. Benson & Co. Inc., 480 Canal St. Zip: 10013. Tel: 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: Gil Benson; Adv. Mgr.: R. Evans.

Disc Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel: 371-0390. Pres.: Charles E. Blake; Sales & Adv. Mgr.: William Cullen.

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. Pres.: Alexander Pollack; Sales & Adv. Mgr.: Albert Pollack.

Ivy Hill Packaging (div. of Ivy Hill Communications Inc.), 18 E. 48 St. Zip: 10017. Tel: 752-4670. Sr. VP Sales: Lee Koppelman. (Sales of-  
fice only).

Home office: Great Neck, L.I. N.Y.

Laboratory Systems Corp., 37 W. 57 St. Zip: 10019. Tel: 753-3854.

Lee-Myles Assoc., 160 E. 58 St. Zip: 10022. Tel: 758-3232. Pres.: Robert M. Miller.

Linear Prods. Inc., 37 W. 20 St. Zip: 10011. Tel: 255-2917. Pres.: Robert Irwin; Sales Mgr.: Murray Rabkin.

Branches: Phoenix, Ariz.; S&K Linear Prods. Inc.; College Park (Atlanta Metropolitan Area), Ga.; Data-Linear Prods. Inc.; Puerto Nuevo, P.R.

Mac Murray Press Inc., 10 Jones St. Zip: 10014. Tel: 924-1530. Pres., Sales & Adv. Mgr.: Max Finesmith.

Mid-Tone Printing Corp., 1637 Utica Ave., Brooklyn 11234. Tel: 253-9696.

Passantino Printing Co. Inc., 311 W. 43 St. Zip: 10036. Tel: 586-1540. Pres.: Charles V. Pas-  
santino.

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres. &  
Sales Mgr.: Jerome J. Rood; Adv. Mgr.: Ber-  
nard Stein.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700.

Pres.: Jack Hecht; VP: Eric Kaltman; Sales Mgr.: Gerry Sanders; Adv. Mgr.: Richard Roth.

Branch: Los Angeles, Calif.; Queens Envelope of California.

Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; VP Mktg.: Floyd S. Glinert; Sales Mgr.: Ken Rosenblum.

Branch: Los Angeles, Calif.

Tanagraphics Inc., 1553 W. 27 St. Zip: 10001. Tel: 255-6876.

Tri-Lon Color Lithographers Ltd., 54 W. 21 St. Zip: 10010. Tel: 255-6140. Pres.: Morris Strickler; Sales Mgr.: David Strickler.

**• PLAINVIEW, L.I. (Area Code 516)**

Radom Music Press Inc., 101 Fairchild Ave. Zip: 11803. Tel: 681-3400.

Branch: Miami Beach, Fla.

**• UTICA (Area Code 315)**

Oneida Video Audio Tape Cassette Corp., 760 Blan-  
dina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski; Sales Mgr.: Joyce Mark-  
owski; Adv. Mgr.: Mike Cristalli.

**OHIO****• AKRON (Area Code 216)**

K & L Sound Servs. Co., PO Box 2064. Zip: 44313. Tel: 666-4797.

**• CINCINNATI (Area Code 513)**

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres.: Carroll Rawling; Sales Mgr.: Glen Fries.

Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; Sales Mgr.: Joseph Sluder; Adv. Mgr.: Bill Sachs.

Rite Rec. Prods'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Sales Mgr.: Philip Burkhardt.

**• COLUMBUS (Area Code 614)**

Graphics of Columbus Inc., 5211 N. High St. Zip: 43214. Tel: 846-6126. Pres.: R.G. Kindred.

**• YOUNGSTOWN (Area Code 216)**

United Audio Rec'g Studio, 2323 Glenwood Ave. Zip: 44511. Tel: 783-1277. Pres.: William O. Warner; Sales Mgr.: Jeff Crouse; Adv. Mgr.: Jack Shaeffer.

**OKLAHOMA****• TULSA (Area Code 918)**

International Teaching Tapes, 4235 S. Memorial Dr. Zip: 74145. Tel: 622-5288. Rec'g Mgr.: Sonny Gray.

**OREGON****• HOOD RIVER (Area Code 503)**

Victory Cassette Ministries, Westcliff Dr. Zip: 97031. WATS Tel: (800) 547-4318. Pres.: Dan E. Gordon; Sales Mgr.: Mike Berry.

**PENNSYLVANIA****• MECHANICSBURG  
(Area Code 717)**

Baldwin Sound Prods'ns Inc., PO Box 1152. 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0787. Pres.: Donald E. Baldwin; Gen. Mgr.: Donald P. Whittcar; Sales Mgr.: Roy E. Reneker.

**• SCRANTON (Area Code 717)**

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761. Pres.: P.G. Fischer Jr.; Sales & Adv. Mgr.: Martin Fischer.

**PUERTO RICO****• PUERTO NUEVO (Area Code 809)**

Linear Prods. of Puerto Rico, Old Long Bldg., Mata-  
dora Rd. Zip: 00936. Tel: (809) 783-4986. Contact: Ralph Gonzales.

Home office: New York, N.Y., Linear Prods.

**TENNESSEE****• FAYETTEVILLE (Area Code 615)**

Kim-Pat Ents., PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323.

**• MEMPHIS (Area Code 901)**

Crocodile Magazine, 312 S. Pauline St. Zip: 38104. Tel: 726-5959. Pres.: James M. Go-  
down. Gen. Mgr.: Jim Moran.

**• NASHVILLE (Area Code 615)**

Albums 'N Things (div. of Frank James Ents.), PO Box 11746. Zip: 37211. Tel: 833-7658. Owner: Ricci Koger.

EdCo Inc., 707 18 Ave. S. Zip: 37203. Tel: 327-  
1811.

Nashville Int'l Corp., 20 Music Square W. Zip:  
37203. Tel: 256-2885. Pres.: Reggie M.

Churchwell: VP Ops.: Ron Coats; Sales Mgr.: Bob Dixon; Adv. Mgr.: James E. Gray.

Quaddes Corp., PO Box 7219, 415 Fourth Ave. S. Zip: 37201. Tel: 254-9426.

Williams Printing Co., 417 Commerce. Zip:  
37219. Tel: 256-7125. Pres.: F.L. Williams Jr.; VP & Adv. Mgr.: Paul W. Moore; Sales Mgr.: Bob Johnson.

**TEXAS****• HOUSTON (Area Code 713)**

Country All American, 1023 Studewood. Zip:  
77008. Tel: 862-1340.

**• WACO (Area Code 817)**

Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills. Zip: 76710. Tel: 776-1230. VP: Mac McLain.

Mike's Print Shop, 2507 Grim. Zip: 76707. Tel:  
752-2321.

**UTAH****• PROVO (Area Code 801)**

Enterprise One Inc., PO Box 162, 3697 N. 600 East. Zip: 87601. Tel: 373-4781. Pres.: Stanley W. Bronson; Sales Mgr.: Steven L. Bronson; Adv. Mgr.: Milt Fletcher.

Media Prod'n Div.: Brigham Young Univ., Motion Picture Studios. Zip: 84601. Tel: 374-1211.

**WASHINGTON****• SEATTLE AREA (Area Code 206)**

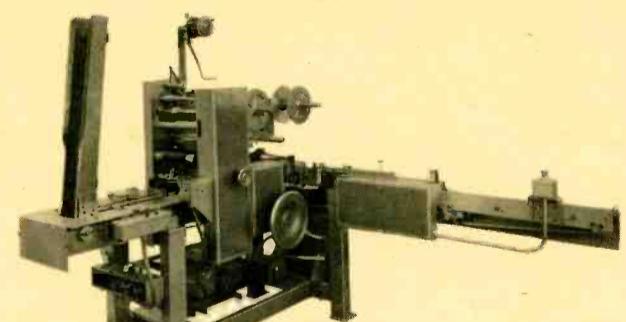
Mantra Cinema Sound, 65 Marion St. Zip: 98104. Tel: 623-9643. Pres.: George M. Woodley. Branches: San Mateo (San Francisco & Bay Area); Mantra Studio, Santa Barbara, Calif.; Mantra Corp.

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Stevens Media Studio, PO Box 48, 204 E. Main St. Zip: 26351. Tel: 462-5470.



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### • MUSCLE SHOALS (Area Code 205)

Fame Rec'g Studios Inc., 603 E. Avalon Ave. Zip: 35660. Tel: 381-0801.

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

## ARIZONA

### • PHOENIX (Area code 602)

Audio-Video Rec'r's of Arizona Inc., 3830 N. Seventh St. Zip: 85014. Tel: 277-4723. Pres.: Floyd M. Ramsey.

Audio: Cassette, open reel.

Video: 1/4" cassette.

General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 257-1880. Pres.: Bill Johnson.

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

U A Rec'g Corp., 33 E. McDowell Rd. Zip: 85004. Tel: 257-1810. Pres.: John A. Michaelson.

Sales Mgr.: Jay Rogina.

Audio: Cassette, open reel.

### • TUCSON (Area Code 602)

Kyric Corp., 1530 W. Sage St., Zip: 85704. Tel: 297-1661. Pres. & Sales Mgr.: Keyvan Mokhtarian.

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

## ARKANSAS

### • BATESVILLE (Area Code 501)

Stairway Music Co. & Rec'g Studios, 368 E. Pine. Zip: 72501. Tel: 793-3934.

Audio: Cassette, open reel.

### • LITTLE ROCK (Area Code 501)

Pinnacle Prod'n Inc., 1 Warren Dr. Zip: 72209. Tel: 565-2800. Pres. & Gen. Mgr.: Clyde H. Snider; Eng.: Bill Hammert.

Audio: Cassette, open reel.

## CALIFORNIA

### • ANAHEIM (Area Code 714)

Harry McCune Sound Serv. Inc., Bldg. I, 1773 W. Lincoln. Zip: 92801. Tel: 533-7650. LA (213) 656-0112. Gen. Mgr.: Bruce Burns.

Home office: San Francisco, Calif.

Audio: Cassette, open reel.

Video: 1" open reel, 1/4" cassette, 1/2" EIAJ open reel.

### • FRESNO (Area Code 209)

California Artists, PO Box 11474. Zip: 93773. Tel: 222-8702. Pres.: Ray Camacho; Sales Mgr.: Jesse Cuna; Adv. Mgr.: Mingo Cervantes.

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

### • GARDEN GROVE (Area Code 714)

Tapetec Corp., Don Koll Ind'l Park, 7221 Garden Grove Blvd. Zip: 92641. Tel: 638-7960. Pres.: James Neiger II; Sales Mgr.: Pat Kenny.

Audio: Cassette.

### • IRVINE (Area Code 714)

International Audio, 17905 Sky Park Blvd., Suite L. Zip: 92714. Tel: 556-1787. Pres.: Felipe Cervantes Sr.; Sales Mgr.: Tish Cervantes.

Audio: 8-tr., cassette.

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

A T & T Rec'g, 725 N. Highland. Zip: 90038. Tel: 933-5701. Pres.: Ted Gardner; Sales Mgr.: Pete Sillari.

Audio: Cassette, open reel, open reel quadraphonic.

Abbey Tape Dupl'r's, 5358 Cartwright Ave., North Hollywood. 91601. Tel: 985-3136. Gen. Mgr.: Norman C. Cooke.

Audio: Cassette, open reel.

Amex Corp., 500 Rodier Dr., Glendale 91201. Tel: 240-5000. (Sales office only)

Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

Cadet Recs. Inc., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; Tape & Cartridge Div. Mgr.: Donald B. Macmillan; Sales Mgr.: Robert Herrington.

Branch: Park Ridge, N.J.

Audio: 8-tr., cassette.

Camex Int'l (sub. of The Programme Shoppe Inc.), 6362 Hollywood Blvd., Hollywood 90028. Tel: 464-0174. Pres.: Don W. Clark; VP Sales: John Price.

Audio: Open reel.

Capitol Inds., 3061 Fletcher Dr. Zip: 90065. Tel: 254-9111.

Audio: 8-tr.

Columbia Rec. Prod'n, 6430 Sunset Blvd., Hollywood 90028. Tel: 466-2481. West Coast Sales Mgr.: Mike Coolidge. (Sales office only)

Plant: Terre Haute, Ind.

D A K Inds. Inc., 10845 Vanowen St., North Hollywood. 91605. Tel: 984-1559. WATS (800) 423-2636. Pres.: Drew Alan Kaplan; Sales Mgr.: Jay Shiple.

Audio: Cassette, open reel.

E M C Corp., 7000 Santa Monica Blvd. Zip: 90038. Tel: 463-3282.

Home office: St. Paul, Minn.

Audio: Cassette, open reel, open reel quadraphonic.

Fidelator Mfg. Co., 12838 Weber Way, Hawthorne 90250. Tel: 678-4346. Pres.: Richard L. Artz; Sales Mgr.: Bill Riley.

Audio: 8-tr., cassette.

Hope Street Studie, 607 N. Ave. 64. Zip: 90092. Tel: 441-3044. Owner: Van Webster.

Audio: Open reel.

K R 1 Mfg. Inc., 16123 Cohasset St., Van Nuys 91406. Tel: 781-4303. Pres.: Armando Taborda; VP: W. Phil Ringel; Sales Mgr.: Carl Barroso; Adv. Mgr.: John Brennan.

Audio: 8-tr., cassette.

M L Tape Dupl'g, 16834 Superior St., Sepulveda 91343. Tel: 893-2819. Pres.: Carol L. Ball; Sales Mgr.: Ron Lord.

Audio: 8-tr., cassette.

Magtec Corp., 8125 Lankershim Blvd., North Hollywood 91605. Tel: 768-6100. Pres.: Gerald Stone; Gen. Mgr.: Len Feldman.

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

More Music Ents., 5315 Laurel Canyon, Suite 200, North Hollywood 91607. Tel: 985-3300. Pres.: Jay Stevens; Sales Mgr.: Jeff Alan; Adv. Mgr.: Ron Lewis.

Audio: Cassette, open reel.

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 8625 Sunset Blvd., Suite 109, Hollywood 90046. Tel: 654-5602. VP Sales: Richard Ware.

Plant: Richmond, Ind.

Home office: New York, N.Y., Richmond Rec'g Corp.

Paramount-West Ents., 8010 Second St., Paramount 90723. Tel: 531-6000. Pres., Gen. &

Sales Mgr.: D.W. Galiffa.

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

Pasadena Sound Rec'g, 276 N. Raymond, Pasadena 91103. Tel: 796-3077.

Audio: Cassette.

R C A Recs., 6363 Sunset Blvd., Hollywood 90028. Tel: 461-9171. Custom Mfg. Contact: Charlie Pruzansky. (Sales office only)

Home office: New York, N.Y.

Plant: Indianapolis, Ind.

Radio Central, 427 W. Fifth St. Zip: 90013. Tel: 626-9891. Pres.: David B. Sigler; Gen. Mgr.: Carl Hampson.

Audio: Cassette, open reel.

Sound Alike Music Inc., 6330 Arizona Circle, Zip: 90045. Tel: 645-9173. Pres.: Richard Taxe; Sales Mgr.: Ronald Taxe.

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

Sound City Inc., 15456 Cabrito Rd., Van Nuys 91406. Tel: 787-3722, 873-2842.

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

Superscope Inc., Tape Dupl'g Div., 455 Fox St., San Fernando 91340. Tel: 365-1191. Gen. Mgr.: Ned Padwa; Nat'l Sales Mgr.: Warren Gray.

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

Tape-Athon Corp., 502 S. Isis Ave., Inglewood 90301. Tel: 776-6933. Pres.: David J. An-

(Continued on page TR-16)

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thony; VP Sales: Wally Rubin; Adv. Mgr.: H.J. Halvorson.  
Audio: Open reel, NAB type C cartridge.  
Trans-American Video Inc., 1541 N. Vine St., Hollywood 90028, Tel: 466-2141.  
Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel.  
Valentine Rec'g Studios, 5330 Laurel Canyon Blvd., North Hollywood 91607, Tel: 769-1515.  
Audio: Cassette, open reel.  
Watermark Inc., 10700 Ventura Blvd., North Hollywood 91604, Tel: 980-9490.  
Audio: Open reel.  
Whitney Rec'g Studio Inc., 1516 W. Glenoaks Blvd., Glendale 91201, Tel: 245-6801. Pres.: Lorin J. Whitney.  
Audio: Cassette, open reel.

● **RIPON (Area Code 209)**  
Gary Boyd Rec'g, 11557 W. Ripon Rd., Zip: 95366. Tel: 599-2573.  
Audio: 8-tr., cassette, open reel.

● **SACRAMENTO (Area Code 916)**  
Bill Rase Prod's Inc., 955 Venture Court, Zip: 95825. Tel: 929-9181. Owner: Bill Rase.  
Audio: Cassette, open reel.

● **SAN DIEGO (Area Code 714)**  
Studio West, 5042 Ruffner St., 92111. Tel: 277-4714. Owner: LeRoy Carroll.  
Audio: Cassette.

● **SAN FRANCISCO & BAY AREA (Area Code 415)**  
Amplex Corp., 401 Broadway, Redwood City 94063. Tel: 367-2011. (Sales office only).  
Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

Coast Rec'rs, 1340 Mission St., Zip: 94103. Tel: 864-5200.  
Audio: 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.

Geis Audio Tape Ent. (GATE), 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis; Sales Mgr.: John Geis; Adv. Mgr.: Mary Geis.  
Audio: Open reel.

Highland Labs., Inc., 90 Tehama St., Zip: 94105. Tel: 986-5480. Pres.: Barry J. Brose.  
Video: 2" quadraphonic, 1" cartridge.

Mantra Studio, 2207 S. El Camino Real, San Mateo 94403. Tel: 574-1500. Pres. & Eng.: Scott Jackson.

Home office: Seattle, Wash., Mantra Cinema Sound.  
Audio: Cassette, open reel, open reel quadraphonic.

Harry McCune Sound Serv. Inc., 951 Howard St., Zip: 94103. Tel: 777-2700. Pres.: Harry McCune Sr.; Sales Mgr.: Mort Feld; Adv. Mgr.: David Alley.

Branch: Anaheim, Calif.  
Audio: Cassette, open reel.  
Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel.

Television Assoc. Inc., 2410 Charleston Rd., Mountain View 94043. Tel: 967-6040. Pres.:

Edward C. Carlstone, Sales Mgr.: Richard B. Switzer.  
Video: 2" quadraphonic, 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

● **SAN JOSE (Area Code 408)**  
Audiodyne Co., PO Box 825, Zip: 95106. Tel: 287-3520. Pres.: Louis R. Chiaromonte.  
Audio: 8-tr., cassette, open reel.

● **SANTA BARBARA (Area Code 805)**  
Mantra Corp., 1169 Oriole Rd., Zip: 93103. Tel: 969-4754. VP Sales & Mktg.: Paul W. Schofield.  
Home office: Seattle, Wash., Mantra Cinema Sound.  
Audio: Cassette, open reel, open reel quadraphonic.

● **SANTA CLARA (Area Code 408)**  
Recording Specialties Inc., 2971 Corvin Dr., Zip: 95050. Tel: 739-7201. Pres.: Michael P. Papp.  
Audio: 8-tr., 8-tr., quadraphonic, cassette, open reel.

● **SAUGUS (Area Code 805)**  
Century Recs. (div. of Keyson-Century Corp.), 26000 Springbrook Rd., Zip: 91350. Tel: 259-2300. LA (213) 365-3991. Pres.: Richard B. Keyson; Sales Mgr.: Dick Maxwell; Sales Development Dir.: George Krieger.  
Audio: 8-tr., 8-tr., quadraphonic, cassette.

● **SUNNYVALE (Area Code 408)**  
G R T Corp., 1286 Lawrence Station Rd., Zip: 94086. Tel: 734-2910. Pres.: Alan J. Bayley; Sales Mgr.: Herb Hershfield; Adv. Mgr.: Jack Woodman; Custom Prods. Div. Mgr.: David Travis.  
Audio: 8-tr., 8-tr., quadraphonic, cassette, open reel.

● **COLORADO**  
Aspen, 4960 Jackson St., Zip: 80216. Tel: 320-4445. Pres. & Sales Mgr.: Sid Laks; Adv. Mgr.: K. Davis.  
Audio: 8-tr.  
Audicom Corp., 995 S. Clermont St., Zip: 80222. Tel: 757-3377.  
Audio: Cassette, open reel.

## CONNECTICUT

● **NORWALK AREA (Area Code 203)**  
Cook Labs. Inc., 375 Ely Ave., South Norwalk

06854, Tel: 853-3641. Pres.: Emory Cook; Adv. Mgr.: Frank Stall.  
Audio: Cassette.

### ● STAMFORD (Area Code 203)

P & P Studios Inc., PO Box 4185, 17 Viaduct Rd., Zip: 06907. Tel: 327-9204. Pres.: John Fishback; Sales & Adv. Mgr.: Terry Puffer.  
Audio: Cassette, open reel.

### ● WATERBURY (Area Code 203)

Infoxid Cassette Corp., 7 Cherry Ave., Zip: 06702. Tel: 755-2207.  
Branch: New York, N.Y.  
Audio: 8-tr., cassette.

### ● WOODBRIDGE (Area Code 203)

Sound Concepts Studio, 30 Hazel Terr., Zip: 06525. Tel: 397-1363.  
Audio: Cassette, open reel.

## DELAWARE

### ● WILMINGTON (Area Code 302)

Ken-Del Prod's Inc., 111 Valley Rd., Richardson Park, Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Marjorie Leap.  
Audio: 8-tr., 8-tr., quadraphonic, cassette, cassette quadraphonic, open reel, open reel quadraphonic.

National Tape Dupl'r, see Ken-Del Prod's Inc.

## DISTRICT OF COLUMBIA

### ● WASHINGTON (Area Code 202)

Lion Rec'g Servs. Inc., 1905 Fairview Ave., NE, Zip: 20002. Tel: 832-7885. Pres.: Harold H. Lion.  
Audio: Cassette, open reel.

Sounds Reasonable Inc., 2000 P St., NW, Zip: 20036. Tel: 833-1976. Pres.: Edmund S. Barnett; Sales & Adv. Mgr.: Margaret Beckman.  
Audio: Cassette, open reel, open reel quadraphonic.

## FLORIDA

### ● FORT LAUDERDALE (Area Code 305)

Alpha Recs. Inc., 1400 NW 65 Ave., Zip: 33313. Tel: 587-6011. Pres.: Dick Smith.  
Audio: Open reel.

Cassettes Inc., Cook Consultants Inc., PO Box 22857, 2510 SW Third Ave., Zip: 33315. Tel: 525-3355. Pres.: G. Robert Franklin; Sales & Adv. Mgr.: Ray Franklin.  
Audio: Cassette, open reel.

### ● JACKSONVILLE (Area Code 904)

Capitol Inds., 1 Capitol Way, Zip: 245-9631.  
Audio: 8-tr., 8-tr., quadraphonic.

Circle Ents. Inc., 2451 Rolac Rd., Zip: 32207. Tel: 737-2811. Pres.: & Sales Mgr.: John J. Brennan; Adv. Mgr.: Jay P. West.  
Audio: Cassette, open reel.

Norm Vincent Sound Rec'g Studios Inc., PO Box 10553, 4551 Brown Ave., Zip: 32207. Tel: 396-2529. Pres.: Norman F. Vincent.  
Audio: Cassette, open reel.

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

Adrian Assoc. Inc., 6660 Biscayne Blvd., Zip: 33138. Tel: 757-1626.  
Audio: 8-tr., cassette.

Criteria Rec'g Studios Inc., 1755 NE 149 St., North Miami 33161. Tel: 947-5611.  
Audio: 8-tr., 8-tr., quadraphonic, cassette, open reel, open reel quadraphonic.

Miami Tape Inc., B180 NW 103 St., Hialeah 33015. Tel: 558-9211. Pres.: Carlos Garcia; Sales Mgr.: Roberto Creuss; Adv. Mgr.: Mireya Tunon.  
Audio: 8-tr., 8-tr., quadraphonic, cassette.

Satellite Film Inc., PO Box 650512, Zip: 33165. Tel: 271-4000. Pres.: Frederic S. Berney; Sales Mgr.: Warren L. Berney.  
Audio: 8-tr., cassette, open reel.

South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Manuel Buijas.  
Audio: 8-tr., 8-tr., quadraphonic, cassette.

Tape Dupl'r of Florida Inc., 785 W. 83 St., Hialeah 33014. Tel: 822-7585. Pres.: Aldo Vazquez; VP & Sales Mgr.: John R. Urgell; Adv. Mgr.: Alberto Mestre.  
Audio: 8-tr., 8-tr., quadraphonic, cassette, open reel, open reel quadraphonic.

Video City, 12100 NE 16 Ave., Zip: 33161. Tel: 895-6400.  
Video: 1" open reel, 1/2" cassette.

Video Music Corp., 770 W. 27 St., Hialeah 33010. Tel: 885-9156. Pres.: Eliseo Valdes; Gen. Mgr.: Angel Tamargo; Adv. Mgr.: Mario Mena.  
Audio: 8-tr., 8-tr., quadraphonic, cassette.

### ● ORLANDO AREA (Area Code 305)

Christian Dupl's Inc., 1710 Lee Rd., Zip: 32810. Tel: 299-7363. Pres.: R.B. Jack Turney; Adv. Mgr.: Marilyn Kubik.  
Audio: Cassette.

Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John C. Lory; Adv. Mgr.: Jim Baker.  
Audio: 8-tr., cassette, open reel.

### ● TAMPA (Area Code 813)

A A A (Foray) Studio, 9218-B 13 St., Zip: 33612. Tel: 932-3653. Pres.: R.A. Campbell.  
Audio: 8-tr., 8-tr., quadraphonic, cassette, open reel.

## GEORGIA

### ● ATLANTA METROPOLITAN AREA (Area Code 404)

Ampex Corp., 3135 Chestnut Dr., Suite 101, Zip: 30340. Tel: 451-7112. (Sales office only).  
Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

Cartridge Control Corp., 209 L Faulkner Rd., NE

Zip: 30324. Tel: 633-4577. Gen. Mgr.: Bill Evans.  
Audio: 8-tr., cassette.

Doppler Ents. Inc., 417 Peachtree St., Zip: 30308. Tel: 873-6941.  
Audio: Open reel.

Project 70 Audio Servs., 1127 Spring St., NW, Zip: 30309. Tel: 875-7008.  
Audio: Cassette, open reel.

## ILLINOIS

### ● CHICAGO METROPOLITAN AREA (Area Code 312)

Advanced Ideas Inc., 3132 N. Natchez, Zip: 60634. Tel: 889-2044. Pres.: Nero Lebmers; Sales Mgr.: Tom Kilfoyle.  
Audio: Cassette.

Amplex Corp., 2201 Lunt Ave., Elk Grove Village 60007. Tel: 593-6000.  
Audio: 8-tr., 8-tr., quadraphonic, cassette, open reel, open reel quadraphonic.

Audio Accessories Co., Box 628, Rt. 1, Batavia 60510. Tel: 879-5998. Sales Mgr.: John S. Maloney.  
Audio: 8-tr., cassette.

Audio Artists Inc., PO Box 7, Wheaton 60187. Tel: 668-6682. Pres.: Arne Gustafson; VP Sales & Adv.: Perry Miller; Chief Eng.: Jack R. Powell.  
Audio: 8-tr., cassette, open reel.

Bell & Howell Video Div., 2411 Howard St., Evans-ton, Zip: 60202. Tel: 869-1044. VP: Thomas R. DeMaeyer; Mktg. Servs. Mgr.: Ernest L. Heisser; Sales Admin. Supervisor: Rochelle L. Yaseen; Account Exec.: Coyle G. Dillon.  
Video: 2" quadraphonic, 1" open reel, 1/2" cassette, 1/2" EIAJ open reel.

Boulevard Rec'g Studios Inc., 609 N. La Salle St., Zip: 60610. Tel: 944-2752.  
Audio: Cassette, open reel.

Chicago Stereo Mastering, 626 W. 26 St., Zip: 60616. Tel: 326-3400. Mgr. & Chief Eng.: Malcolm Chisholm.  
Audio: 8-tr.

Custom Audio Inc., 110 S. River Rd., Des Plaines 60016. Tel: 298-6680.  
Audio: 8-tr., cassette, open reel.

International Audio Inc., 2934 Malmo Dr., Arlington Heights 60005. Tel: 956-6030. Pres.: Dick Mally; Exec. VP & Adv. Mgr.: John Kozin; Sales Mgr.: Bill Brin.  
Audio: 8-tr., quadraphonic, cassette.

International Rec'g Co., 1649 W. Evergreen, Zip: 60622. Tel: 227-2000. Pres.: Jerome V. Man; Sales Mgr.: Leonard March; Adv. Mgr.: Scott Rowley.  
Audio: 8-tr., cassette, open reel.

M B S Rec'g Studio, 228 S. Wabash, Zip: 60604. Tel: 939-0866.  
Audio: 8-tr., cassette, open reel.

Musical Prods. Inc., 521 W. 26 St., Zip: 60616. Tel: 225-9111. Pres.: Vincent Sosa.  
Audio: 8-tr., cassette.

Plynth Ltd., PO Box 537, 117 Rockland Rd., Libertyville 60048. Tel: 362-4060.  
Audio: Cassette, open reel.

Polycom Prod's Group Inc., 4 E. Huron, Zip: 60611. Tel: 337-2040. Pres.: J. Hasson; Sales Mgr.: R. Jablonski; Adv. Mgr.: J. Thomas.  
Audio: Cassette, open reel.

Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Programming Technologies Inc., 215 W. Chicago Ave., Zip: 60610. Tel: 787-2700.  
Audio: Cassette, open reel.

Video: 1/2" cassette.

Roscor Inc., 6160 W. Oakton, Morton Grove 60053. Tel: 539-7700. Pres.: Phil Roston; Sales Mgr.: Robert Vavra; Adv. Mgr.: Dan Estes.  
Audio: 8-tr., cassette.

Video: 1/2" cassette, 1/2" EIAJ cartridge.

Sound Studios, 230 N. Michigan Ave., Zip: 60601. Tel: 236-4814.  
Audio: 8-tr., cassette, open reel.

Streeterville Studios Inc., 161 E. Grand Ave., Zip: 60611. Tel: 644-1666. Pres.: James C. Dolan Sr.; Prod's Co-ord.: Cynthia Cash.  
Audio: Cassette, open reel.

Tono-Tapes Inc., 57 W. Grand, Zip: 60610. Tel: 828-9357.  
Audio: Cassette, open reel.

Universal Audio Inc. (sub. of Pentagon Inds. Inc.), 4751 N. Olcott Ave., Zip: 60656. Tel: 867-4363. Pres.: Tom Horton; Sales Mgr.: James Dow.  
Audio: Cassette, open reel.

Universal Rec'g Corp./Audio Finishers Inc., 46 E. Walton St., Zip: 60611. Tel: 642-6465.  
Audio: Cassette, open reel.

### ● KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp., PO Box 548, Rt. 45 S. Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Sears.  
Audio: Cassette, open reel.

# TAPE SERVICES

46360. Tel: 879-3381. Pres.: Sales & Adv. Mgr.: Paul Lloyd.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

## • RICHMOND (Area Code 317)

Allied Broadcast (div. of Allied Advertising Corp.), 124 S. Sixth St. Zip: 47374. Tel: 962-8596.  
Audio: Cassette, open reel.  
Video: 1" open reel.  
P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511.  
Plant Mgr.: David Bain; Sales Mgr.: Curt Albright.  
Home office: New York, N.Y.; Richmond Rec'g Corp.  
Audio: 8-tr., 8-tr. quadraphonic, cassette.

## • TERRE HAUTE (Area Code 412)

Columbia Rec. Prod's, 1400 Fruitridge Ave. Zip: 47805. Tel: 466-4231. VP: J. Kenneth Lemry; Tape Plant Mgr.: Ed Shartor.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

## IOWA

### • CARLISLE (Area Code 515)

Kajac Rec. Corp., PO Box 8, 155 First St. Zip: 50047. Tel: 989-0876. Pres.: Harold L. Luick.  
Audio: 8-tr., cassette.

### • COUNCIL BLUFFS (Area Code 712)

Liberty/JA Tape Dupl'g Inc., 2101 S. 35 St. Zip: 51501. Tel: 328-8060. Pres.: Marvin L. King; Nat'l Sales Mgr.: Jim Cook.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.  
Moss Rec'g Serv., 708 W. Broadway. Zip: 51501. Tel: 322-4513.

### • DES MOINES (Area Code 515)

Laram Assoc. Inc., 515 28 St. Zip: 50312. Tel: 282-8306. Pres.: Larry A. McKeever.  
Audio: Cassette, open reel.

## KANSAS

### • WICHITA (Area Code 316)

High Fidelity Rec'g Inc., 1059 Porter. Zip: 67203. Tel: 262-6456.  
Audio: 8-tr., cassette, open reel.

## KENTUCKY

### • LEXINGTON (Area Code 606)

Lemco Sound Studio, 2518 Southview Dr. Zip: 40503. Tel: 277-1184.  
Audio: Cassette, open reel.

**AUTOMATION**

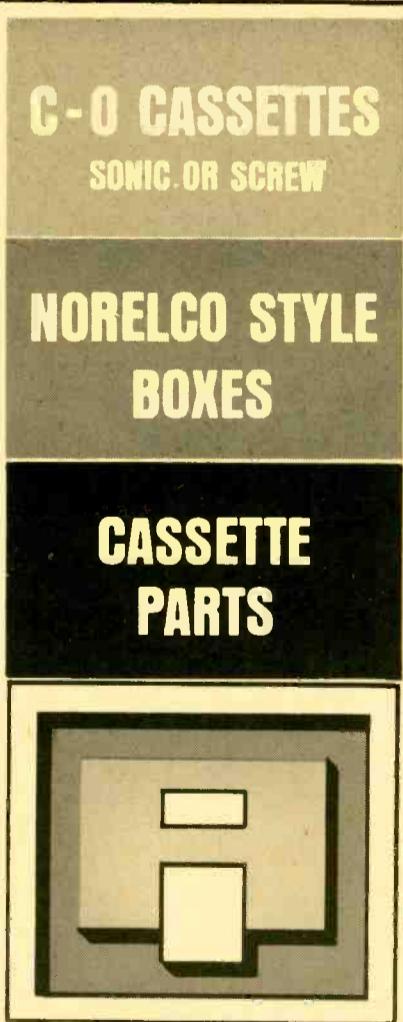
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## • LOUISVILLE (Area Code 502)

Allen Martin Prod's Inc., PO Box 99035, 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658.  
Pres.: Ray Allen; Gen. & Sales Mgr.: Hardy Martin; Chief Eng.: Bob Ernsperker.  
Audio: Cassette, open reel.  
Video: 2" quadraphonic, 1" open reel, 1" cartridge.

## LOUISIANA

### • RUSTON (Area Code 318)

Americana Rec'g Studios, 707-709 W. California. Zip: 71270. Tel: 255-0287.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.  
Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/4" open reel.

### • 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.  
Audio: 8-tr., cassette.

## MARYLAND

### • BETHESDA (Area Code 301)

Amper Corp., 10215 Fernwood Rd. Zip: 20034. Tel: 530-8800. (Sales office only)  
Plant: Elk Grove Village (Chicago Metropolitan Area). Ill.

### • CLINTON (Area Code 301)

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. Owner, Pres. & Studio Mgr.: W. R. Yesbek; Sales & Adv. Mgr.: Betty Phelps.  
Audio: 8-tr., cassette, open reel.

### • KENSINGTON (Area Code 301)

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. Owner, Pres. & Studio Mgr.: W. R. Yesbek; Sales & Adv. Mgr.: Betty Phelps.  
Audio: 8-tr., cassette, open reel.

## MASSACHUSETTS

### • BOSTON METROPOLITAN AREA (Area Code 617)

Continental Rec'gs Inc., 12 Irving Square, Framingham 01701. Tel: 879-2430, 237-0568. Pres. & Sales Mgr.: L. Daniel Flynn.  
Audio: Cassette, open reel.

## MINNESOTA

### • MINNEAPOLIS-ST PAUL AREA (Area Code 612)

A S I (Audiotek Systems Inc.), 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Pres.: Dan R. Holmes; Gen. Mgr.: J.M. Miller; Sales Mgr.: Wes Hayne.  
Audio: Cassette, open reel.

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis 55438. Tel: 944-2121.  
Audio: Cassette.

Communication Arts Inc., 2526 27 Ave. S., Minneapolis 55406. Tel: 721-5357.  
Video: 1" open reel, 3/4" cassette.

E M C Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg; Sales Mgr.: Richard T. Stevens.  
Branch: Los Angeles, Calif.

Meta-Cam Inc., 707 W. Broadway, Minneapolis 55411. Tel: 588-2781. Pres. & Mktg. Dir.: James I. McCann.  
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. Pres.: Tom Couch; VP: Gerald Stephenson.  
Audio: Open reel.

## MISSOURI

### • KANSAS CITY (Area Code 816)

Warren C. Moore & Assocs., 1101 W. 88 Terr. Zip: 64114. Tel: 333-7654. Owner: W.C. Moore.  
Audio: Cassette.

Stage 3 Sound Prod's, 12 E. 39 St. Zip: 64111. Tel: 531-1375. Pres.: Donald D. Warnock; Sales Mgr.: Clara Warnock.  
Audio: Cassette, open reel.

### • ST. LOUIS METROPOLITAN AREA (Area Code 314)

Don Fette Rec'g Studios, 11618 Olive Blvd., Creve Coeur 63141. Tel: 567-5793.  
Audio: 8-tr., cassette, open reel.

K B K Rec'g Studio, 1147 Villaview, Manchester

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: Vincent P. Giarrusso; Gen. Mgr.: Raymond G. Samora; Sales Mgr.: Victor Mancini.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

Music Designers Inc., 1126 Boylston St. Zip: 02215. Tel: 262-3546. Pres. & Adv. Mgr.: Jeff Gilman; Sales Mgr.: Fred Berk.  
Audio: Open reel, open reel quadraphonic.

Rik Tinory Prod's, 622 Rt. 3A, Cohasset 02025. Tel: 383-9494. Owner: Rik Tinory; Sales Mgr.: Eugene Tinory; Adv. Mgr.: Richard Tinory Jr.  
Audio: 8-tr., cassette, open reel.

## MICHIGAN

### • ANN ARBOR (Area Code 313)

Charismatic Renewal Servs., 617 E. Huron. Zip: 48108. Tel: 761-8505. Pres.: Kevin Ranaghan; Sales Mgr.: George Martin; Adv. Mgr.: Gary Morgen; Electronic Servs. Dir.: Henry J. Root.  
Audio: 8-track quadraphonic.

### • DETROIT METROPOLITAN AREA (Area Code 313)

American Sound Corp., 3319 E. Ten Mile Rd., Warren 48091. Tel: 539-2900. Pres.: Frank Day; VP & Gen. Mgr.: Paul M. Hayes; Sales & Adv. Mgr.: Paul E. Adams.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

Arte Fields Prod's, 9430 Woodward Ave. Zip: 48202. Tel: 763-8900.  
Audio: Open reel.

General Television Network, 520 W. Eight Mile Rd., Ferndale 48220. Tel: 566-2347.  
Video: 2" broadcast, 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/4" cassette.

Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills 48024. Tel: 477-6066. Pres.: Andre A. Blay; Audio Prods. Mktg. Mgr.: Robert J. Vandegrift.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.  
Video: 2" quadraphonic, 3/4" cassette.

Pioneer Rec'g Studio Inc., 20014 James Couzens Hwy. Zip: 48235. Tel: 341-5868. Pres.: Gary A. Rubin; Sales Mgr.: Tom Connors.  
Audio: Cassette, open reel.  
Video: 3/4" cassette, 1/2" EIAJ open reel.

Sound Patterns DXM, 38180 Grand River, Farmington 48024. Tel: 477-6444.  
Audio: Cassette.  
Video: 1" open reel, 3/4" cassette.

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48073. Tel: 588-8281. Pres.: Burt Maher.  
Audio: 8-tr., 8-tr. quadraphonic, cassette.

Video-Tronics Group, 77 W. Canfield, Zip: 48201. Tel: 833-6420. Pres.: Sidney A. Lutz; Sales Mgr.: John Morrison.  
Audio: Cassette.  
Video: 3/4" cassette, 1/2" EIAJ open reel.

Video-Tronics Group, 77 W. Canfield, Zip: 48201. Tel: 833-6420. Pres.: Sidney A. Lutz; Sales Mgr.: John Morrison.  
Audio: Cassette.  
Video: 3/4" cassette, 1/2" EIAJ open reel.

### • LANSING AREA (Area Code 517)

Lansing Sound Inc., 1566 Snyder Rd., East Lansing 48823. Tel: 351-6555. Pres.: Bob Baldori; Sales Mgr.: Dave Bourke; Adv. Mgr.: Jan Michel.  
Audio: Cassette, open reel.

### • LIVONIA (Area Code 313)

Sicom Electronics Corp., 33026 Capital, Zip: 48150. Tel: 261-8650. Pres.: D.D. Merry; Sales & Adv. Mgr.: S.R. Wagler.  
Audio: 8-tr., 8-tr. quadraphonic, cassette.

63011. Tel: 225-5661/3634. Pres.: Kent Kesterson; Sales Mgr.: Jim Lake; Adv. Mgr.: Marilyn Kesterson.  
Audio: Cassette, open reel.

Technisonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63117. Tel: 727-1055. Pres.: Charles E. Canter.  
Audio: Cassette, open reel, open reel quadraphonic.

### • SPRINGFIELD (Area Code 417)

National Audio Co. Inc., 1911 S. Stewart. Zip: 65804. Tel: 883-5377. Pres. & Sales Mgr.: Steven L. Stepp; Adv. Mgr.: M.M. Bass.  
Audio: Cassette, open reel.

## MONTANA

### • HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Owner & Pres.: Lester Lieble; Sales Mgr.: Sandy Lieble.  
Audio: Cassette, open reel.

## NEW JERSEY

### • ALLENDALE (Area Code 201)

United Masterworks Rec'g Co. Ltd., 44 Canaan Pl. Zip: 07401. Tel: 327-7737. Owner: Robert Chapman; VP: Dan Walsh.  
Branch: Rochelle Park, N.J., Fox Rec'g.  
Audio: 8-tr., open reel.

### • CAMDEN (Area Code 609)

Recorded Publ's Labs. (div. of Recorded Publ's Mfg. Co. Inc.), 1100 State St. Zip: 08105. Tel: 963-3000. Philadelphia (215) 922-8558. Pres.: David H. Goodman; Sales Mgr.: Pat Landon; Adv. Mgr.: Edward J. Goodman.  
Branch: New York, N.Y.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

### • CHERRY HILL (Area Code 609)

Parsons Inc., 31 Olney Ave. Zip: 08003. Tel: 424-

1078. Pres.: Roy Parsons; Sales Mgr.: Dolores Lloyd; Adv. Mgr.: Lupe Parsons.  
Audio: 8-tr., 8-tr. quadraphonic, cassette.

### • CLIFTON (Area Code 201)

Tele-Measurements Inc., 145 Main Ave. Zip: 07014. Tel: 473-8822. NYC (212) 581-9020. Pres.: J.R. Popple.  
Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/4" cassette.

### • ENGELWOOD (Area Code 201)

Transworld Dist'g (div. of Audio Labs. Inc.), 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

### • FAIRFIELD (Area Code 201)

A S R Rec'g Servs. Inc., 344 Kaplan Dr. Zip: 07006. Tel: 575-7010. Pres.: Alan Weintraub; VP: Sani Rothberg; VP Sales: Charles Cerasi.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

### • HACKENSACK (Area Code 201)

Ampex Corp., 75 Commerce Rd. Zip: 07601. Tel: 489-7400. (Sales office only)  
Plant: Elk Grove Village (Chicago Metropolitan Area). Ill.  
Audio: 8-tr., 8-tr. cassette.

### • LEONIA (Area Code 201)

S/T Videocassette Dupl'g Corp., 500 Willow Tree Rd. Zip: 07605. Tel: 947-6450.  
Branch: New York, N.Y., Teletronics Int'l Inc.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

### • LIVINGSTON (Area Code 201)

Linear Sound Rec'g Co., 13 Birchwood Dr. Zip: 07039. Tel: 992-5480. Studio Mgr.: Mike Kroll; Chief Eng.: Steven Denholtz.  
Audio: 8-tr., cassette.

### • MAPLE SHADE (Area Code 609)

A M P Rec'gs (div. of IPI), 307 W. Main St. Zip: 08052. Tel: 667-1667.  
Audio: 8-tr., cassette.

### • MONTVALE (Area Code 2

- OCEAN (Area Code 201)**  
Sound-Arts Co. Inc., 5 Cindy Ln. Zip: 07712. Tel: 493-8666.  
Audio: Cassette, open reel.
- PARK RIDGE (Area Code 201)**  
Cadet Recs. Inc., PO Box 176. Zip: 07656. Tel: 391-3676. NYC (212) 349-3900. Gen. Mgr.: R. Herrington.  
Home office: Los Angeles, Calif.  
Audio: 8-tr., cassette.
- PENNSAUKEN (Area Code 609)**  
Tape Servs. Inc., 7015 Westfield Ave. Zip: 08110. Tel: 665-3323. Pres.: William F. Mulcahy.  
Sales Mgr.: Michael T. Mulcahy.  
Audio: 8-tr., quadraphonic, cassette.
- RAHWAY (Area Code 201)**  
Springboard Int'l. 947 US Hwy 1. Zip: 07065. Tel: 574-1400. Pres.: Dan Pugliese. VP Sales: Bob Demain; VP Mfg.: Herb Bregman.  
Audio: 8-tr.

- RIDGEFIELD PARK (Area Code 201)**  
American Tape Corp., 11 Teaneck Rd. Zip: 07660. Tel: 641-5202. Pres.: Donald H. Gabor.  
Audio: 8-tr., cassette, open reel.
- ROCHELLE PARK (Area Code 201)**  
Fox Rec'g. 150 Rochelle Ave. Zip: 07662. Tel: 843-2305. Mgrs.: Dave Blake, Robert Chapman.  
Home office: Allendale, N.J., United Master Works Rec'g Co. Ltd.  
Audio: 8-tr., open reel.

- SCOTCH PLAINS (Area Code 201)**  
H M R Prod's Inc., 574 West Court. Zip: 07076. Tel: 889-1767. Owner: Harry M. Randel.  
Pres.: Lillian M. Randel.  
Audio: Cassette.
- WAYNE (Area Code 201)**  
Magnetic Mktg. Corp., 29 Valley View Terr. Zip: 07470. Tel: 694-3511. Pres.: Thomas Hofbauer.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

- WEST CALDWELL (Area Code 201)**  
National Tape Serv. Inc. (div. of RKO General Inc.), 3 Fairfield Crescent. Zip: 07006. Tel: 575-8484. Pres.: Hugh Wallace. Mfg. Mgr.: Pete Crowe; Gen. Sales Mgr.: Lee Gray.  
Sales office: New York, N.Y., RKO Sound Studios.  
Audio: Cassette, open reel.
- WEST ORANGE (Area Code 201)**  
House of Music, 55 Crystal Ave. Zip: 07052. Tel: 736-3062.  
Audio: 8-tr., cassette, open reel.

## NEW YORK

- HAUPPAUGE, L.I. (Area Code 516)**  
Allison Audio Prods. Inc., 1290 Motor Pkwy. Zip: 11787. Tel: 234-2010. Pres.: Abraham Chayet; VP & Gen. Mgr.: Rainer Zopf.  
Audio: 8-tr., 8-tr. quadraphonic, cassette.
- HOLBROOK, L.I. (Area Code 516)**  
A & B Dupl'r Ltd. (sub. of Viewlex Inc.), Broadway & Veterans Memorial Hwy. Zip: 11741. Tel: 589-0462. Mgr.: Gerard Hughes.  
Nat'l sales office: New York, N.Y., Viewlex Custom Servs.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.
- HUNTINGTON STATION, L.I. (Area Code 516)**  
Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres.: C. F. Galehouse. Sales Mgr.: Mack Wolfson; Adv. Mgr.: Ira Levine.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

- MAMARONECK (Area Code 914)**  
Cine Magnetics Film Laboratory, 650 Halstead Ave. Zip: 10543. Tel: 698-3434. NYC (212) 542-0700. Pres.: Joseph J. Baker. Sales Mgr.: Bob Ozark.  
Plant: Rye, N.Y., Cine Magnetics Audio.  
Audio: 8-tr., cassette, open reel.

- MASSENA (Area Code 315)**  
Michèle Audio Corp., Andrew Street Rd. Zip: 13662. Tel: 769-2448. Pres.: Ginette Cormier; Gen. Mgr.: Jack Daniels; Sales Mgr.: Harold Friedman.  
Int'l branch: Canada.  
Audio: 8-tr., 8-tr. quadraphonic, cassette.

- MOUNT VERNON (Area Code 914)**  
Creative Disc Inc., 711 S. Fulton Ave. Zip: 10550. Tel: 699-3993. Pres. & Sales Mgr.: Carl Feuerstein; Adv. Mgr.: Larry Goldberg.  
Audio: 8-tr.

- NEW YORK METROPOLITAN AREA (Area Code 212)**  
Adwar Video Corp., 100 Fifth Ave. Zip: 10011. Tel: 691-0976. Pres.: Samuel Adwar; Sales Mgr.: Alan Bender.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/4" cassette.

- NORTH BELLMORE, L.I. (Area Code 516)**  
Audio-Tech Labs., 2819 Newkirk Ave., Brooklyn 11226. Tel: 469-7134. Owner: Joseph Giovanelli.  
Audio: Cassette.

- PORT CHESTER (Area Code 914)**  
Telephone Dynamics Corp., 2473-A Jerusalem Ave. Zip: 11710. Tel: 221-9870. Pres.: Leonard Young.  
Audio: 8-tr., cassette.

- PORT CHESTER (Area Code 914)**  
Associated Audio Servs. Inc., 14 Willett Ave. Zip: 10573. Tel: 937-5129. Pres.: Robert L. Pisselli; VP: Allan C. Johnson.  
Audio: Cassette, open reel.

## TAPE SERVICES

- RYE (Area Code 914)**  
Pres.: Seymour N. Siegel; VP & Exec. Dir.: Howard L. Kany.  
Audio: Open reel.  
Cassette Rec'g Corp., see National Rec'g Studios. Columbia Rec'g. Prod's, 49 E. 52 St. Zip: 10022. Tel: 975-4881. VP: Tom Van Gessel. (Sales office only).  
Plant: Terre Haute, Ind.

- CUE Rec'gs.** 1156 Ave. of the Americas. Zip: 10036. Tel: 757-3641. Owners: Mel Kaiser, Bernard Rubinstein; Chief Eng.: Harvey Lenchner.  
Audio: Cassette, open reel.

- Delta Rec'g Corp.** 1564 Broadway. Zip: 10036. Tel: 757-6720. Pres.: Bernard Zimney. Sales Mgr.: Maury Benkoil; Adv. Mgr.: Joseph Garafalo.  
Audio: Cassette, open reel.

- Dimensional Sound Inc.** 301 W. 54 St. Zip: 10019. Tel: 247-6010.  
Audio: Cassette, open reel.

- Direct Rec'gs Inc.** 18 E. 50 St. Zip: 10022. Tel: 759-7979. Pres. & Gen. Mgr.: Norman Levin.  
Audio: Cassette, open reel.

- E U E/Screen Gems.** 222 E. 44 St. Zip: 10019. Tel: 867-4030.  
Video: 2" quadraphonic, 3/4" cassette, 1/4" cassette.

- Forum III Films Inc.** 230 Park Ave. Zip: 10017. Tel: 889-7915.  
Video: 3/4" cassette.

- G B C Closed Circuit TV Corp.** 74 Fifth Ave. Zip: 10011. Tel: 989-4433.  
Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/4" cassette.

- Infodex Cassette Corp.** 60 E. 42 St. Rm. 961. Zip: 10017. Tel: 986-2051.  
Home office: Waterbury, Conn.  
Audio: 8-tr., cassette.

- Intercontinental Televideo Inc.** 10 W. 66 St., Suite 23-A. Zip: 10023. Tel: 595-9454. Pres.: G. Citron.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" Philips.

- Laboratory Systems Corp.** 37 W. 57 St. Zip: 10019. Tel: (212) 753-9854.  
Audio: 8-tr., cassette, open reel.

- Mic-Tone Printing Corp.** 1637 Utica Ave., Brooklyn 11234. Tel: 253-9696.  
Audio: 8-tr., cassette.

- Musicles Corp.** 1156 Ave. of the Americas. Zip: 10036. Tel: 757-3641. Pres.: Bernard Rubenstein; Sales Mgr.: Phyllis Stern.  
Audio: Cassette, open reel.

- National Rec'g Studios Inc.** & National Video Center, 730 Fifth Ave. Zip: 10019. Tel: 757-6440. Contacts: Irving Kaufman, Harold Lustig; Sales Mgr.: Jeff Pastolove. Local branch: Cassette Rec'g Corp., 41-34 27 St., Long Island City 11101. Tel: 937-3344. Pres.: Carl Lustig.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

- National Video Center**, see National Rec'g Studio.

- Plaza Sound Studios.** 55 W. 50 St. Zip: 10020. Tel: 757-6111.  
Audio: Cassette, open reel.

- Professional Video Servs.** 145 E. 52 St. Zip: 10022. Tel: 759-2515. Pres.: Richard Namm; Sales Mgr.: Alan Namm; Adv. Mgr.: Simon Andrews.  
Video: 3/4" cassette, 1/2" cartridge, 1/2" EIAJ open reel, European TV standards conversion.

- R C A Recs.** 1133 Ave. of the Americas. Zip: 10036. Tel: 598-9590. Pres.: Kenneth Glancy; VP Mktg.: Jack Kiernan; Custom Mfg. Contact: Robert Llopart. (Sales office only).  
Plant: Indianapolis, Ind.

- Sales offices:** Los Angeles, Calif., Indianapolis, Ind., Nashville, Tenn.

- R K O Sound Studios** (div. of RKO General Inc.), 1440 Broadway. Zip: 10018. Tel: 764-6603. Pres.: Hugh Wallace; Gen. Sales Mgr.: Lee Gray. (Sales office only).

- Home office:** West Caldwell, N.J. National Tape Servs. Inc.

- Recorded Publ'n Labs.** (div. of Recorded Publ'n Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500. Zip: 10001. Tel: 868-3115.

- Home office:** Camden, N.J.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

- Reeves/Telatec Corp.** 708 Third Ave. Zip: 10017. Tel: 573-8600.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel.

- Regent Sound Studios.** 25 W. 56 St. Zip: 10019. Tel: 245-2630.  
Audio: Cassette, open reel.

- Reliance Audio Visual Corp.** 619 W. 54 St. Zip: 10019. Tel: 586-0435. Pres.: S. Sanford Schlitt; VP Sales & Leasing: Charles S. Spataro.  
Video: 3/4" cassette.

- Richmond Rec'g Corp.** 75 Rockefeller Plaza. Zip: 10020. Tel: 489-6370. Pres.: Hugh Landy; VP: David Grant.  
Plant: Richmond, Inl., PRC Rec'g Co.

- Sales office:** Hollywood (Los Angeles Metropolitan Area), Calif., PRC Rec'g Co.

- Rombex Prod's Corp.** (sub. of Du Art Film Labs. Inc.), 245 W. 55 St. Zip: 10019. Tel: 757-3681.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Sadler Rec'g.** 120 W. 44 St. Zip: 10036. Tel: 575-0295.  
Audio: Cassette, open reel.

- Simtek Tape Inc.** 443 Park Ave. S. Zip: 10016. Tel: 532-3558. Pres.: D. Richard Kraus; Mktg. Mgr.: Mort Schlein.  
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

- T-V-R Inc.** 556 W. 54 St. Zip: 10019. Tel: 541-4030.  
Video: 2" quadraphonic, 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Teletronics Int'l Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Viewlex Custom Servs.** 1290 Ave. of the Americas. Zip: 10019. Tel: 581-5641. Pres.: Andy Galief; VP Sales: Phil Picone. (Sales office only).  
Plant: Holbrook, L.I., N.Y., A&B Dupl'r's Ltd.

- Visual Information Systems.** 15 Columbus Circle. Zip: 10023. Tel: 541-8080.  
Video: All formats.

- W T-R Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Westronics Int'l Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Yale Electronics Int'l Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

- Zeta-Tek Inc.** 220 E. 51 St. Zip: 10022. Tel: 758-1750.  
Home office: Leonia, N.J., S/T Videocassette Dupl'g Corp.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ

# TAPE SERVICES

- HOUSTON (Area Code 713)**  
Sarand Div., 3700 Buffalo Speedway. Zip: 77006.  
Tel: 664-2871. Pres.: Robb C. Beyer.  
Audio: Cassette.
- WACO (Area Code 817)**  
Creative Communications Inc. (sub. of SMJ), 920 N. Valley Mills. Zip: 76710. Tel: 776-1230.  
VP: Mac McLain; Eng'g Dir.: Ralph Swerling.  
Audio: Cassette.

## UTAH

- PROVO (Area Code 801)**  
Media Prod'n Div., Brigham Young Univ., Motion Picture Studios. Zip: 84601. Tel: 374-1211.  
Audio: Cassette, open reel, open reel quadraphonic.  
Video: 1" open reel, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Sound Concepts Studio, PO Box 299. Zip: 84601. Tel: 375-7333. Pres.: Kaye L. Jensen; Sales Mgr.: Michael K. Jensen; Adv. Mgr.: Dean W. Fotheringham.  
Audio: Cassette.

- SALT LAKE CITY (Area Code 801)**  
Bonneville Prod's, 130 Social Hall Ave. Zip: 84111. Tel: 524-2400. Mgr.: Richard Alsop.  
Sales Dir.: Dave Michelsen; Adv. & Promo. Dir.: Mike Cannon.  
Audio: Cassette, open reel, open reel quadraphonic.

## VIRGINIA

- NORFOLK (Area Code 804)**  
Tarzac Entertainment Ent's, 638 Muskegee Ave. Zip: 23509. Tel: 853-2304. Owner: Ronald C. Wagener.  
Audio: 8-tr., cassette, open reel.

- RICHMOND (Area Code 804)**  
Sound Stages, 2111 Spencer Rd. Zip: 23230. Tel: 285-8275.  
Audio: Cassette, open reel.
- WINCHESTER (Area Code 703)**  
Capital Inds., Kernstown Rt. 652, Shawnee Dr. Zip: 22601. Tel: 667-8125.  
Audio: 8-tr., 8-tr. quadraphonic, cassette.

## WASHINGTON

- BELLINGHAM (Area Code 206)**  
Broadcast Programming Int'l Inc., 3950 Home Rd. Zip: 98225. Tel: 676-1400. Pres. & Sales Mgr.: Kemper Freeman Jr.; Adv. Mgr.: Bill Vreeke; Programming Consultant: Mike Bettell.  
Audio: Open reel.

- SEATTLE (Area Code 206)**  
Captain Audio's Music Farm, 615 E. Pike. Zip: 98122. Tel: 323-6847.  
Audio: Open reel.  
Mantra Cinema Sound, 65 Marion St. Zip: 98104. Tel: 523-9643. Pres.: George M. Woodley.  
Branches: San Mateo (San Francisco & Bay Area), Mantra Studio, Santa Barbara, Calif., Mantra Corp.  
Audio: Cassette, open reel, open reel quadraphonic.

## WISCONSIN

- MILWAUKEE (Area Code 414)**  
Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave. Zip: 53203. Tel: 273-5720.  
Audio: Cassette, open reel.

- SAUK CITY (Area Code 608)**  
Jolly Dutchman Recs., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.  
Audio: Cassette, open reel.

## Duplicator/Marketers

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Advent Corp., 195 Albany St., Cambridge, Mass. 02139. Tel: (617) 661-9500. Pres. & Gen. Mgr.: H.E. Kloss; Sales Mgr.: Frank Reed; Adv. Mgr.: Fred Goldstein.  
Cassette: Advent, Connoisseur Society. None-such.  
Ampro Prod's Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Pres.: Manuel Kopelman; Sales Mgr.: Michel Laguenus; Adv. Mgr.: R. Sharip.  
Tape Lines: Ampro, Locomotive, Omega.  
Audio Accessories Co., Box 628, Route 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Malone.  
Cassette: Memory Lane children's tape books. Cantor Prod's (div. of Cantor Corp.), 2220 E. Third St., Dayton, Ohio 45403. Tel: (513) 253-5146. Pres. & Sales Mgr.: Geirr Aakhus; Adv. Mgr.: Guy T. Kennedy.  
Cassette: Callin', Golden Sounds, Stiles Sound, Treasury of Classic Radio.  
G R T Corp., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Sales Mgr.: Herb Hersfield; Adv. Mgr.: Jack Woodward; Custom Prods. Div. Mgr.: David Travis.  
8-tr.: ABC, ABC-Audio Treasury, ABC-Bluesway, ABC-Blue Thumb, ABC-Dot, ABC-Duke,

ABC-Dunhill, ABC-Impulse, ABC-Peacock, ABC-Songbird, ABC-Westminster Gold, All Platinum, Amaret, Anchor, Apt. Arista, ATM, Bang, Barnaby, Buddah, Cadet, Cadet Concept, Cardinal, Cash, Charisma, Checker, Chess, Crewe, Crossover, De-Lite, Do Like, Everest, Evolution, Fantasy, Four Star, GNP Crescendo, GRT, GRT Sampler, GRT Special, Gang, Granite, Increase/Cruisin, Island, Janus, Jubilee, Kama Sutra, King, Major Minor, Mega, Milestone, Myrrh, Nashville, Neighborhood, Olympic, Passport, Plantation, Prestige, Private Stock, Ranwood, Respond, Roulette, Shadybrook, Sire, Sound Bird, Sire, Starday, Tetramatton, Vanguard, Vanguard/Everlyman, Vibration, Viva, Westbound.

B-tr. quadraphonic: ABC, ABC-Command Quadraphonic, ABC-Dot, ABC-Dunhill, Cadet, Chess, Fantasy/Prestige/Milestone, GRT Sampler, Passport, Roulette, Sound Bird, Vanguard.

Cassette: ABC, ABC-Audio Treasury, ABC-Blue Thumb, ABC-Dot, ABC-Dunhill, Anchor, Arista, Bang, Barnaby, Buddah, Cadet, Cash, Checker, Chess, Crossover, De-Lite, Fantasy, GRT, Increase/Cruisin, Janus, Kama Sutra, Passport, Private Stock, Ranwood, Roulette, Sire, Sound Bird, Sire, Starday, Tetramatton, Vibration.

Open reel: ABC, ABC-Dot, Cadet, Fantasy, Increase/Cruisin, Ranwood, Roulette.  
Michele Audio Corp., Andrew Street Rd., Massena, N.Y. 13662. Tel: (315) 769-2448. Pres.: GINETTE CORNIER, Sales Mgr.: Harold Friedman; Mgr.: Jack Daniels.  
Tape lines: TNT, Windmill.  
Qualitapes Inc. (div. of Radio Seaway Inc.), Penthouse East, Terminal Tower, Cleveland, Ohio 44113. Tel: (216) 241-0900. Pres.: C.K. Patrick; Sales Mgr.: R.D. Conrad.  
Reeves/Telertape Corp., 708 Third Ave., New York, N.Y. 10017. Tel: (212) 573-8600. (Video Prod. only)  
Sicom Electronics Corp., 33026 Capital, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry; Sales & Adv. Mgr.: S.R. Wagler.  
8-tr.: Pieces of Eight.  
Sound Concepts Studio, P.O. Box 299, Provo, Utah, 84601. Tel: (801) 375-7333. Pres.: KAYA L. JENSEN; Sales Mgr.: Michael K. Jensen; Adv. Mgr.: Dean W. Fotheringham.  
Cassette: Listener's Digest (Spoken word only).  
Stereotape (div. of Magtec), 8125 Lankershim Blvd., North Hollywood, Calif. 91605. Tel: (213) 768-6100. Pres.: Gerald Stone; Gen. Mgr.: Len Feldman.  
Open reel: Atlantic, Elektra, MCA, RCA, Warner Bros.

**the korean connection**

Now there is a new source for C-0 cassettes and high density cassette tape. It's Magnetic Media's sister company in Seoul. The Magnetic Media Korea Corporation has combined American technology with Korean craftsmanship to bring the duplicator the best tape and cassettes in the world. Add value pricing to these high performance products and you also have the best deal around. Plus next day delivery, since ample stock is maintained in our stateside warehouses. Yes, our tape and cassettes are manufactured 10,000 miles away but are only 10 digits away: 914 698 8660. So make this connection now and we'll send you free samples.

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Magnetic Media Corporation, 616 Fayette Ave., Mamaroneck, NY 10543 Tel: 914 698 8660

INTERNATIONAL  
TECHNOLOGY  
ASSOCIATION

# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## Empty Cartridge, Cassette & Reel Manufacturers

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A/V Paragon, see Universal Tape Corp., Inc.  
A-V Tape Sales Corp., 580 Sylvan Ave., Englewood Cliffs, N.J. 07632. Tel: (201) 569-7000.

Pres.: A.F. Etro; Sales Mgr.: V.J. Carabell.

Audio: 8-tr., cassette.

Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-3887.

Branches: Glendale, Calif., 500 Rodier Dr.

Zip: 91201. Tel: (213) 240-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip:

30340. Tel: (404) 451-7112—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel:

(312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—Hackensack, N.J., 75 Commerce Rd.

Zip: 07601. Tel: (201) 489-7400—Abingdon, Pa., 947 Old York Rd. Zip: 19001. Tel:

(215) 887-7650—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100.

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

Ampro Prod's Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Pres.: Manuel Kopelman; Sales Mgr.: Michel Laguens; Adv. Mgr.: R. Sharip.

Audio: 8-tr., cassette.

Athenia Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 471-8044. Pres., Sales & Adv. Mgr.: Charles Beres Jr.

Audio: Screw-type & sonically welded cas-

sets.

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres.: Michael S. Thaler.

Audio: Cassette.

Audio Magnetics Corp., 254 W. 146 St., Gardena, Calif. 90248. Tel: (213) 532-2950. Pres.: Peter Hughes; Customer Servs. Dir.: Lynn Chrissie.

Branches: Irvine, Calif., 2602 Michelson Dr. Zip: 92664. Tel: (714) 833-0020—New York, N.Y., 2 Penn Plaza. Zip: 10001. Tel: (212) 594-9400.

Int'l branches: Canada, Mexico.

Audio: 8-tr., cassette.

Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-4870.

Telex: 126419. Pres.: Milton B. Gelfand; VP Sales: Timothy A. Cole; Adv. Mgr.: J.P. Lohman.

Audio: 8-tr., cassette.

Avco Inc. (sub. of Gates Rubber Co.), 60 Hwy. & Corum Rd., Excelsior Springs, Mo. 64024. Tel: (816) 637-2114, 781-6050.

Audio: 8-tr.

Brand name: Lear Jet.

B A S F Systems, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: Gunther Grochla; VP Sales & Mktg.: R. Blank; Nat'l Sales Dir.: Gerry Bergeron; Mktg. Dir.: Jerry Hubeny.

Branches: Melrose Park, Ill., 1800 N. 30 Ave. Zip: 60160. Tel: (312) 343-6618—Clifton, N.J., 460 Colfax Ave. Zip: 07013. Tel: (201) 473-8424—Dallas, Tex., 2520 Electronic Ln., Suite 801. Zip: 75220. Tel: (214) 258-1494.

Audio: 7-tr., open reel.

Burlington Audio Tapes Inc., 106 S. Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; VP & Sales Mgr.: Rudy Schwartz.

Audio & Video: Open reel.

Brand name: Shannon, White Box.

C I Supercart, see Cartridge Inds. Corp.

Cadet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Tape & Cartridge Div. Mgr.: Donald B. Macmillan; Sales Mgr.: Robert Herrington.

Branch: Park Ridge, N.J., PO Box 176. Zip: 07656. Tel: (201) 391-3676. NYC (212) 349-3900. Gen. Mgr.: R. Herrington.

Audio: 8-tr.

Cantor Prod's (div. of Cantor Corp.), 2220 E. Third St., Dayton, Ohio 45403. Tel: (513) 253-5146. Pres. & Sales Mgr.: Geirr Aakkus; Adv. Mgr.: Guy T. Kennedy.

Audio: Cassette.

Brand name: Cantortape.

Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine, Los Angeles, Calif. 90028. Tel: (213) 462-6258. TWX (910) 321-3723. Pres.: A.P. Cunha; Mktg. Servs. Dir.: John M. Ricci; Sales Mgr.: Oscar Arslanian.

Sales offices: Los Angeles, Calif., 3116 W. 32 Ave. Zip: 90065. Tel: (213) 255-5103—Atlanta, Ga., 1670 NE Freeway Access Rd. Zip: 30329. Tel: (404) 321-5441—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—Dedham, Mass., 235 Elm St. Zip: 02026. Tel: (617) 329-5777—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.

Audio: 8-tr.

Cartridge Inds. Corp., 411 Kansas City Ave., Excelsior Springs, Mo. 64024. Tel: (816) 637-6011. Pres.: Terry D. Vogler; Sales Mgr.: Jim Dusek.

Audio: 8-tr.

Brand name: CI Supercart.

Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605. Pres.: Leonard Ripley; Sales Mgr.: V.J. De Paul.

Audio: Screw-type cassettes.

Century Cassette, 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4528. Pres.: Richard W. Moore.

Audio: Cassette.

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280. LA (213) 623-1437. Pres.: Ed Gamson; Sales Mgr.: Ray Allen; Div. VP Sales: Hal Wilde.

Audio: 8-tr., cassette.

Coast Ind'l Mfg. Co., 2565 Via Palma Ave., Anaheim, Calif. 92801. Tel: (714) 821-9990. Pres.: Ted Reynolds; Sales Mgr.: John Knox; Adv. Mgr.: Fred Denney.

Audio: 8-tr.

Cotton Cassette Corp., 340A W. Valley Blvd., Colton, Calif. 92324. Tel: (714) 824-1454. Owners: John Chan, Jack Russell. (Distributor for Jechan Corp./Spectrotape Corp.)

Audio: Cassette.

Brand name: Mitape.

Columbia Magnetics (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-3051. Sales Mgr.: Ted Cohen.

Branch: Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481.

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

Video: ¾" cassette.

Brand name: Columbia, Soundcraft.

Compact, see Pap Inds. Corp.

D A K Inds., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. WATS (800) 423-2636. Pres.: Drew Alan Kaplan; Sales Mgr.: Jay Shipley.

Audio: B-tr., cassette, open reel.

D P C see Data Packaging Corp.

Dalsung Ind'l Corp., 1182 Broadway, New York, N.Y. 10001. Tel: (212) 685-5608.

Home office: Korea.

Audio: Cassette.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Nat'l Sales Mgr.: Jere R. Hill; Adv. Mgr.: Gregory Mathus.

Audio: 8-tr., cassette.

Video: ¾" cassette.

Brand name: OPC.

Data Technology Corp., 125 Baker St., Suite 230, Costa Mesa, Calif. 92626. Tel: (714) 540-5624. Pres.: B.E. Bryans; VP & Mktg. Mgr.: Raymond E. Vale; Sales Mgr.: Dan P. Norman.

Video: ¾" cassette, ½" EI/AJ open reel.

Dyna-Day Plastics Inc., 1521 E. Avis Dr., Madison Heights, Mich. 48071. Tel: (313) 585-6280.

Pres.: Frank Day; VP & Gen. Mgr.: Paul Hayes.

Audio: B-tr., cassette.

Dynatrack, see Dynitrack Communications Inc.

Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Pres.: Paula Boydell; Sales Mgr.: Elias Smyrna; Adv. Mgr.: Harry Baker.

Audio: Cassette.

Brand name: Toyota.

E I Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP & Sales Mgr.: Allen Schor.

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

Fidelipac (div. of TelePro Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Pres.: D. Boardman; Sales & Mktg. Mgr.: Gene Bidun.

Audio: NAB continuous loop cartridges.

Brand name: Fidelipac, Master Cart.

Finetone Inc., 24 Cobek Court, Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Herb Hartman; Mktg. Mgr.: Irving Glasser; Sales Mgr.: Jack Haddad.

Audio: 8-tr., cassette.

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmund Gabriel.

Audio: B-tr., cassette.

International Audio, 17905 Sky Park Blvd., Suite L, Irvine, Calif. 92714. Tel: (714) 556-1787. Pres. & Gen. Mgr.: Felipe Cervantes Sr.; Sales Mgr.: Tish Cervantes.

Audio: 8-tr., cassette.

Video: ¾" cassette.

Kyric Corp., 1530 W. Sage St., Tucson, Ariz. 85704. Tel: (602) 297-1661. Pres. & Sales Mgr.: Keyvan Mokhtarian.

Audio: Cassette.

Lear Jet, see Avco Inc.

Lenco Co. Inc., 3900 N. 68 St., Lincoln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don Leonhardt; Gen. Mgr.: Daryl O. Chappelle; Sales Mgr.: Jan Young.

Branch: Bozeman, Mont., PO Box 817. Zip: 59715. Tel: (406) 587-8057.

Audio: Cassette.

Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600. Pres.: J.A. Loranger; Gen. Mgr.: Robert Loranger.

Branch: Flanders, N.J., 151 Rt. 206, Bldg. 2. Zip: 07025. Tel: (201) 584-7845. Sales Mgr.: Dan Zingone.

Audio: 8-tr.

M/E see Tape Servs. Inc.

M M C see Magnetic Mktg. Corp.

Magnetic Mktg. Corp., 29 1st Street, Wayne, N.J. 07470. Tel: (201) 694-3511.

Pres.: Thomas Hofbauer.

Audio: 8-tr., cassette.

Brand name: MMC.

Magnetic Media Corp., 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 698-8660.

Pres.: Aaron Wasserstrom; Sales Mgrs.: John Cristiano, Douglas Scott.

Audio: 8-tr., cassette.

Mann Endless Cassette Inds. Inc., PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann; Sales Mgr.: Bill Wells; Adv. Mgr.: Richard Lee.

Audio: Endless cassette.

Master Cart, see Fidelipac.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; Gen. Mgr.: Marco Maccaferri; Sales Mgr.: Nicholas Perazzo.

Audio: 8-tr., 8-tr. quadraphonic, cassette.

Meister Mfg. Co., 9126 Firestone Blvd., Downey, Calif. 90241. Tel: (213) 861-3198. Pres.: J. Meister.

Audio: Aluminum reels.

Meta-Conn Inc., 707 W. Broadway, Minneapolis, Minn. 5

**TEN YEARS OF SELLING LEADERSHIP  
IN TAPE DUPLICATING EQUIPMENT  
WORLDWIDE**

**THIRTY YEARS  
OF LEADERSHIP  
IN RECORD PLATING  
AND PLATING SYSTEMS  
WORLDWIDE**

**AUDIOMATIC CORPORATION  
AUDIO MATRIX, INC.**  
**Milton B. Gelfand, president**

# Audiomatic Corporation Pioneers Progress In Tape, Record Production Around The World

Audiomatic Corporation occupies a unique position in the international audio industry as the only organization devoted exclusively to meeting the production equipment and material needs of tape duplicators and record manufacturers everywhere in the world.

The company, with headquarters in New York and an overseas office in Courbevoie (Paris), offers an intensely personal service by combining constant worldwide travel by its executives with a network of sub-distributors. Its current role in the international scene and its level of activity around the globe reflect the soundness of its original concept—a single, dependable source of production equipment, materials and expertise to satisfy the industry's needs.

The company acts as sales representative for leading manufacturers of production equipment. It also provides its customers with the most advanced technology. Its continuous, well-established relationships throughout the world keep its executives abreast of new developments and techniques everywhere. Audio is always on the alert for new methods and new lines of production equipment, accessories and automation that will help its customers.

The company has also actively promoted interchange of information and methods among companies and among countries, and has been able to arrange invitations for new entrants into the field to visit the plants of many leading manufacturers.

Milton B. Gelfand, the founder and president of Audiomatic, is the pioneer international salesman of tape duplicating, record-making and associated equipment. A graduate engineer, he has been personally responsible for many of the most significant technical advances in record-plating techniques and is widely recognized for his contributions to the art of record manufacturing. With the more recent emergence of tape as the industry's second medium, he has become a leading authority on tape duplicating equipment and accessories.

He gained worldwide attention by making the first sale of American record production and tape duplicating equipment to Russia. Melodiya bought an Audiomatic Process plating system, initially, and followed with Electro Sound tape dupli-

cating systems and additional plating equipment while also retaining Gelfand as special consultant on production.

## Service and concern

A hallmark of Audiomatic's operations has been personal service and concern for customer satisfaction. Another is the high standard it sets for acceptance of representation of a product line. Gelfand must be convinced that the equipment is the best of its kind and a best buy in its price range, so that he can confidently put the reputation of his company behind it. Similarly, he insists that the manufacturer provide the post-sales service and spare parts required, whether it be a 10 cent item or the visit of an engineer. Audiomatic becomes the **customer's** agent for these services after the sale.

Audio executives are constantly on the move, visiting customers and prospects and keeping up-to-date on industrywide developments. Gelfand, himself, travels around the world at least once a year, including Eastern Europe and the Middle and Far East. Serge Doubine, director-commercial of Audio's overseas office, travels throughout Europe constantly. Timothy A. Cole, vice president, covers the United States, South America and Africa.



AUDIO's management team includes (standing, left to right) Timothy A. Cole, vice president, Arthur J. Lohman, public relations and advertising, (seated) Evelyn Slutsky, administration, Jerome Wechsler, financial and legal, Sally Berman, controller, and (inset) Serge Doubine, director-commercial of the European office in Courbevoie.

## French Facility Serves Europe, Mideast

Audiomatic Corporation's office-showroom in Courbevoie, a suburb of Paris, is the hub of sales efforts in Eastern and Western Europe and the Middle East.

Its opening two years ago was an unusually dramatic and innovative event, attended by more than 150 tape and record industry executives from 17 countries. The opening show included introduction of the Apex on-cassette printer to the international market, resulting in the purchase of the equipment off the floor by Pathé-Marconi. Concurrently, the first European sale of an American-made automated C-O assembly module was consummated.

Courbevoie has had an increasingly important part in Audio's operations, culminating in recent major sales to the Romanian and Polish tape duplicating industries.

Serge Doubine, director-commercial, heads the European sales office-showroom, where other exciting events are planned for the future.

## FLASH!!!!

A demonstration of new equipment in Courbevoie is being scheduled for the Fall of 1976.

**The complete supplier  
of tape  
and record  
production  
equipment and  
materials, worldwide**



**The most productive  
cassette loader**



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# Superscope Cassette Loader Proven Workhorse

By Ned Padwa, General Manager  
Tape Duplicating Division, Superscope, Inc.



Superscope, Inc., is well-known for its Marantz and Superscope quality equipment lines and as a distributor of certain Sony products in the U.S.

We operate one of America's largest tape duplicating plants, started by our president, Joseph S. Tushinsky, to produce his unique "Keyboard Immortals" series. As the duplicator division grew, it outpaced the capability of available manual winders and splicers. To meet the demands, we developed a prototype Superscope Automatic Cassette Loader which, after long and intensive use in our plant, has

evolved into today's most reliable 240 IPS high-production workhorse.

The heart of the design is the patented splicing head, providing consistent, accurate splices over long production runs with what we believe is the most efficient operation of all comparable equipment. Up-to-date electronics and a positive-action pneumatic and electrical drive system are other major features, all available at a most competitive price. The loader's tape handling characteristics allow cassette lengths up to C-120 to be wound without difficulty.

Superscope takes pride, too, in our ability to supply parts and service rapidly wherever these units are sold. Close support for Audio's European sales activity from Paris will be provided from our plant in Belgium.

We expect to stay a leader in the world market for loaders and to broaden our product range with added automation and related new equipment.

## On-Cassette Printing Seen As Wave Of Future

By A. Robert Coningsby, President  
Apex Machine Company



We expect paper labels to be completely replaced by printing directly on cassettes by 1980.

On-cassette printing has so many advantages of economy and simplicity that paper labels are surely doomed to extinction. Our Apex machine prints directly on both sides of the cassette simultaneously at speeds up to 100 units a minute. It eliminates the costs and headaches of inventory, including delays, shortages or overorders, storage space and clerical labor. Each selection needs only one set of low cost, easily-prepared printing plates that will last for many tens-of-thousands of impressions.

Actually, the technical problems of printing on cassettes are a pushover compared to some of the odd shapes and surfaces that Apex makes printing machines for. That, of course, is how we got into the cassette printing business. For many years we have provided equipment for makers of such items as golf balls and tees, pens, pencils, cans, tubes—among hundreds of other hard-to-imprint products.

When we were invited by CBS Records to make a machine to print on cassettes, we had no idea what was starting. Milt Gel-fand heard about it and convinced us that there was a potential for broad-scale use. The fast-growing customer list includes CBS in Holland and England, RCA in England and Spain, EMI in France and Spain, plus independents in Germany, Belgium, Sweden, Poland, Singapore and Venezuela.

We're working to provide fuller automation and lower-priced equipment for the printer and for other phases of cassette packaging.

# Quality, Productivity: Pride Of Electro Sound

By George D. Rehklau, Chief Engineer  
Electro Sound, Inc.



Without taking anything away from Audiomatic's brilliant salesmanship, what makes Electro Sound go has always been our technical proficiency. Our reputation for quality and solid production reliability has made our duplicating systems the most widely used in the world, with more than 100 installations in 35 countries on six continents. Our customers range from small independents to such in-

dustry leaders as CBS, RCA, EMI, MCA, Melodiya and others and the two most recent sales—to the tape industries of Romania and Poland—have marked new breakthroughs.

We are constantly at work to improve the quality of the duplicated product and the operating efficiency of our machines. The most recent example is the introduction of Biastune, a product which includes new tuned circuitry in the bias output, improving the signal-to-noise ratio and producing more consistent product from slave to slave by effectively matching the bias generator to the slaves. Biastune is also available for retrofit into existing systems. Our major R&D and expansion efforts are currently focused on our magnetic head department, where improvement of head design and longer life are primary objectives.

Richard H. Burkett, newly-elected president of Viewlex, Inc., Electro Sound's parent, adds these comments, "From the corporate standpoint, our objectives are to continue to improve quality and productivity, to broaden the product base of Electro Sound, particularly in automation of post-duplicating processes, and to diversify further within the recording industry."

## Print on cassettes; good-bye, paper labels

### THE APEX PRINTER



distributed by **audio**

## Most popular duplicating system



**ELECTRO  
SOUND**

distributed by **audio**

# AUDIOMATIC CORPORATION

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92400 COURBEVOIE, FRANCE  
PHONE 333 30 90  
CABLE AUDIOMATIC/TELEX 620282

# From Plating Foreman To Foremost Tapeman; Thirty Years With Milt Gelfand And Audio

In 1946, Milton B. Gelfand, a Brooklyn College graduate just back from the Army, gained his first employment as a chemist in the plating department of Chicago-based Sonora Radio & Record Company at its plant in Meriden, Conn. Within three months he became a foreman, establishing a rate of upward movement in the audio industry which he has sustained ever since.

In 1947, with three partners, he launched an independent record plating company, Audio Matrix, Inc., in The Bronx. Within five years, he had bought out the interests of all his partners and was the sole owner of the company. At that time the record industry was producing only 78-rpm disks pressed from copper stampers using nickel only as a flash, surface coating.

The emergence of LPs and 45s in the mid-50s created important new technological demands throughout the record-making process. Gelfand and Audio Matrix pioneered new techniques to meet the sophisticated needs of the pure vinyl, high fidelity (and later, stereo) long playing record.

He was the first to convert to all-nickel masters and mothers. The company was the first to process stereophonic recordings and the first to use chlorides in a nickel sulfamate bath for the production of record plates.

As it adapted to the new requirements of the industry, Audio Matrix steadily evolved a high-speed nickel-plating system with many new features that was patented under the name "Audiomatic Process."

In the early 1960s Audio Matrix was producing for its own use its first 10-position Audiomatic Process plating tank, when a Venezuelan record maker visited the plant and insisted on buying it. It was subsequently seen in Venezuela by RCA International, which sent a team headed by Dr. Max from RCA Laboratories to evaluate the equipment on location in The Bronx. Their report recommended the Audiomatic Process for use in RCA plants around the world.

Thus Gelfand's international sales activity was launched.

## Tape becomes factor

Then tape began to emerge as a dramatic factor in the audio industry and Gelfand formed Audiomatic Corporation to be an exclusive worldwide sales agency for the new Electro Sound high-speed duplicators. He traveled incessantly, acquainting the music industry with the Electro Sound system and setting up representatives at strategic points.

The ensuing years were marked by a dramatic rise in the international influence of Audiomatic. A variety of equipment was sold to industry leaders everywhere. New product lines were added. Timothy A. Cole joined the growing staff as vice president. Executive offices were opened in Rockefeller Center. The Courbevoie sales facility was launched and Audiomatic was firmly established as the expert to be consulted by anyone who wanted to start, expand or improve a tape or record-making operation anywhere.

# Plating Process Sets Standard In Industry

The patented Audiomatic Process has been the industry standard for plating systems over a span of two decades.

Every design feature and component has been conceived, engineered, tested and continually improved under actual day-to-day operating conditions in Audio's own plant for its customers since the early 1950s. The equipment and procedures are constantly being refined and the benefits of the improvements are passed along to purchasers.

The list of users of the system reads like the "Who's Who" of the record industry, including RCA (domestic and international, including videodisks), CBS (domestic and international), MCA (Gloversville, N.Y.; Pinkneyville, Ill.; and Discovision for videodisks in Torrance, Calif.), Melodiya, Dureco, Tokyo Denka, 3M Company, Allentown Records, among many others around the world.

The system's excellence derives from its many exclusive features which combine to produce precision, long-lasting stampers consistently, with minimum labor and minimum maintenance and down-time.

## Revolutionary cathode

A key design element, which literally and figuratively revolutionized the plating process, is the cathode which rotates at a 45-degree angle close to and parallel to the anodes. This feature, combined with continuous circulation and filtering of the solution from the bottom, and its unique solution flow, assures perpetually nickel-rich solution at the plating surface. This is crucial to the use of high plating currents which, in turn, are necessary for ductile stampers. The cathode assembly functions without brushes or commutators.

The custom fiberglass tank is absolutely corrosion-free, self-cleaning and maintenance free. The rectifiers are of totally new design, completely enclosed and water-cooled. They are made to run 24 hours a day and do, without fans. Thickness is precisely controlled at each position with a new electronic read-out digital ampere-hour meter. The anodes can easily be replaced during plating and scrap nickel can be used. Audio's heavy-duty two-stage filter handles 100 g.p.m.

The Audiomatic Process is the super plating system.

## Audiomatic: International Department Store

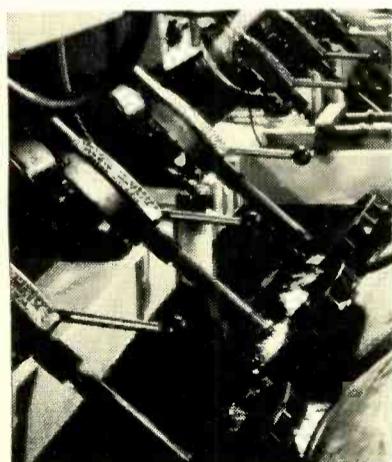
Audiomatic Corporation is more than a sales organization with exclusive international distributorships—it is the place where a tape duplicator or record manufacturer can get whatever he needs from a complete production facility to consultant services to raw tape. Audio finds the best required product at the best price, whatever or wherever it is.

For the tape industry, Audio's resources embrace duplicating systems, professional recorders, quality control (QC) reproducers, winders and splicers, automated assembling

equipment and automated packaging equipment (for labeling, printing, inserting, wrapping), as well as magnetic tape manufacturing machinery and technology. The company is also a source for blank cartridges, C-O cassettes, recording tape, splicing tape and accessories.

For the record industry, Audio furnishes complete pressing plants, including record presses, molds and dies, extruders and trimmers, as well as galvano plastic systems and associated silver spray and matrix equipment.

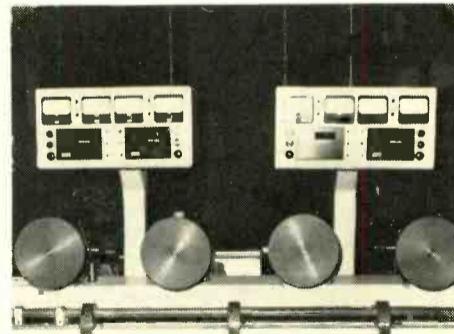
## Largest independent record plating service



**AUDIO  
MATRIX, INC.**

another  
**audio**  
company

## #1 plating system, unquestionably



**AUDIOMATIC  
PROCESS**

distributed by **audio**

**AUDIOMATIC CORPORATION**

1290 AVENUE OF THE AMERICAS  
NEW YORK, N.Y. 10019  
PHONE (212) 582-4870  
CABLE AUDIOMATIC/TELEX 12-6419

OVERSEAS OFFICE: 4 RUE FICATIER  
92400 COURBEVOIE, FRANCE  
PHONE 333 30 90  
CABLE AUDIOMATIC/TELEX 620282

# TAPE SUPPLIES

Zip: 30329. Tel: (404) 321-5441—**Niles, Ill.**, 6401 Gross Point Rd. Zip: 60648. Tel: (312) 775-7101—**Germantown, Md.**, Century XXI, 2030 Century Blvd. Zip: 20767. Tel: (301) 428-0795—**Dedham, Mass.**, 235 Elm St. Zip: 02026. Tel: (617) 329-5777—**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. Audio: 8-tr. parts. Brand name: Audiopak. Centrex Corp., 750 Western, Findlay, Ohio 45840. Tel: (419) 423-1213. Audio: Plastic cassette parts. Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280. LA (213) 623-1437. Pres. Ed Gamson. Sales Mgr.: Ray Allen; Div. VP Sales: Hal Wilde. Audio: 8-tr. & cassette parts. Coast Ind'l Mfg. Co., 2565 Via Palma Ave., Anaheim, Calif. 92801. Tel: (714) 821-9990. Pres. Ted Reynolds. Sales Mgr.: John Knox. Adv. Mgr.: Fred Denney. Audio: 8-tr. parts. Columbia Magnetics (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-3051. Sales Mgr.: Ted Cohen. Branch: Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481. Audio: 8-tr. & cassette parts. Video: 1/4" cassette parts. DAK Ind's Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. WATS (800) 423-2636. Pres. Drew Alan Kaplan. Sales Mgr.: Jay Shipley. Audio: Cassette liners, hubs, housings, pins, rollers & pressure pads. Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Nat'l Sales Mgr.: Jere R. Hill; Adv. Mgr.: Gregory Mathus. Audio: 8-tr. & cassette parts. Video: 1/4" cassette parts. Dixon Corp., 386 Metacom Ave., Bristol, R.I. 02809. Tel: (401) 253-2000. Pres. Bert Katanek; Sales Mgr.: John McCurdy Jr. Audio: Shims, machined acetal post rollers, cartridge top rings & cartridge teflon thrust bearings. Video: Conductive teflon shims for 3/4" casettes. Chet Dunn Assoc., 20 Locke Rd., Billerica, Mass. 01821. Tel: (617) 663-2000. Pres.: Chet Dunn. Audio: Cassette staking rods & windows. El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor. VP & Sales Mgr.: Allen Schor. Audio: 8-tr. & cassette parts. Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres. Edmond Gabriel. Audio: Shields & hubs. IMCO Inc., PO Box 444, Huntington, Ind. 46750. Tel: (219) 356-4810. Pres. John J. Abbott; VP Mktg. & Sales: W.P. Kelley. Audio: 8-tr. rubber pinch rollers. International Cassette Inds. Inc., 16131 Gothard St., Huntington Beach, Calif. 92647. Tel: (714) 848-1501. Pres.: Nelson Duenas; VP: Douglas Benson; Adv. Mgr.: Fernando O. Duenas. Audio: 8-tr. & cassette plastic parts. Kyric Corp., 1530 W. Sage St., Tucson, Ariz. 85704. Tel: (602) 297-1661. Pres. & Sales Mgr.: Keyvan Mokhtarian. Audio: All cassette parts. Lenco Co. Inc., 3900 N. 68 St., Lincoln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don Leonhardt; Gen. Mgr.: Daryl O. Chapelle; Sales Mgr.: Jan Young. Branch: Bozeman, Mont., PO Box 817. Zip: 59715. Tel: (406) 587-8057. Audio: Cassette hubs & guide rollers. Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8800. Pres.: J.A. Loranger; Gen. Mgr.: Robert Loranger. Branch: Flanders, N.J., 151 Rt. 206, Bldg. 2. Zip: 07836. Tel: (201) 584-7845. Sales Mgr.: Dan Zingone. Audio: 8-tr. platforms, covers, bases, guide post sleeves & sleeve flanges. Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; Gen. Mgr.: Marco Maccaferri; Sales Mgr.: Nicholas Perazzo. Audio: Cassette guide rollers, keyhole hubs & halves. Minnesota Rubber Co., 3630 Wooddale Ave. S., Minneapolis, Minn. 55416. Tel: (612) 929-6781. Audio: Pinch rollers. Overland Prods. Co. Inc., PO Box 6, Fremont, Neb. 68025. Tel: (402) 721-7270. Pres. & Sales Mgr.: Howard J. Pearson. Audio: Pressure pads & shields for 8-tr. & cassette. PRC Rec'g Co., see Richmond Rec'g Corp. Pap Inds. Inc., 95 Orville Dr., Bohemia, L.I., N.Y. 11716. Tel: (516) 567-2900. Pres.: Arthur Hofer; VP & Sales Mgr.: Craig M. Balaban. Audio: Cassette parts. Pro-Aut Stamping Inc., 716 39 Ave. NE, Minneapolis, Minn. 55421. Tel: (612) 788-9681. Pres.: Victor Kochauer. Audio: Pressure & spring pads, & shields. Richmond Rec'g Corp., 75 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) 489-6370. Pres. Hugh Landry; VP: David Grant. Branch: Hollywood, Calif., PRC Rec'g Co., 8265 Sunset Blvd., Suite 109. Zip: 90046. Tel: (213) 654-5602. VP Sales: Richard Ware. Plant: Richmond, Ind., PRC Rec'g Co., 1600 Rich Rd. Zip: 47374. Tel: (317) 962-9511. Plant Mgr.: David Bain; Sales Mgr.: Curt Albright. Audio: Halves, hubs & roller guides. Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080. Tel: (201) 757-7330. Audio: Pinch rollers. Shape Symmetry & Sun Inc., Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Pres. & Adv. Mgr.: Anthony L. Gelardi; Sales Mgr.: Dick Keogh. Audio: 8-tr. & cassette parts. Sicom Electronics Corp., 33026 Capital, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry. Sales & Adv. Mgr.: S.R. Wagner. Audio: 8-tr. pinch rollers & pressure pads. Simtek Tape Inc., 443 Park Ave. S., New York, N.Y. 10016. Tel: (212) 532-3558. Pres.: D. Richard Kraus; Mktg. Mgr.: Mort Schlein. Audio: B-tr. pinch rollers. Specialty Composites Corp., Delaware Ind'l Park, Newark, Del. 19713. Tel: (302) 738-6800. Pres. William R. Powers; Sales Mgr.: Robert W. Bogan; Sales Co-ord.: Edward W. Nelson. Audio: 8-tr. pressure pads. TDK Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. Pres. S. Okiyama; Mktg. Mgr.: Ken Kohda. Branches: Irvine, Calif., 17072 Daimler St. Zip: 92705. Tel: (714) 557-3460—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222. Audio: Cassette shells, guide rollers & sheets. Tapemakers Sales Co. Inc., 176 Casper St., Valley Stream, L.I., N.Y. 11582. Tel: (516) 561-6080. Audio: Cassette slip sheets.

# MASTRO

## TAPE PRODUCTS

RELIABLE FUNCTIONAL SUPERIOR

### 8 T. CARTRIDGES

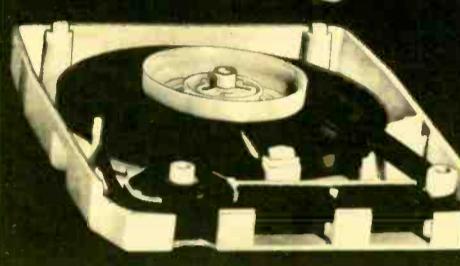
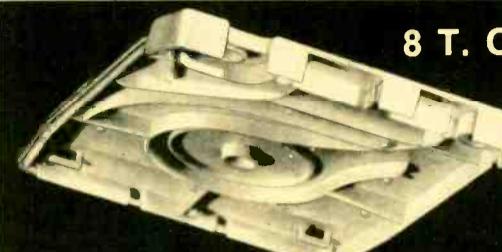
AND BLANK  
TAPE  
LOADED

• EASILY LOADED  
AND THREADED

• SNAP LOCKS  
SMOOTHLY AND  
SECURELY

• TROUBLE FREE

• SUPERIOR ON  
ALL COUNTS



### DUST CAPS

Seals Front Of All 8 Track  
and Quad Cartridges

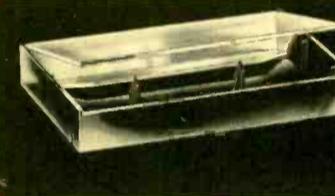
Perfect Fit Stays On



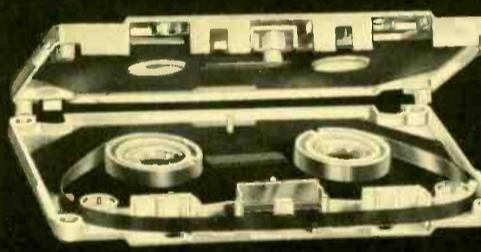
### CASSETTE BOXES

(Norelco and  
Ampex Style)

PRECISION MADE



### C-O AND BLANK LOADED CASSETTES



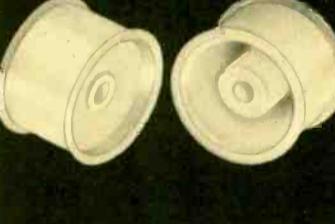
1. Hard windows sonic sealed
2. Stainless steel lubricated pins
3. Concentric roller guides
4. Phosphor bronze spring pressure pad
5. High Nickel content shield plate
6. Assembled key hole hubs
7. Leader tape strongly staked
8. Fully graphited foils
9. All parts stress and static relieved
10. Noiseless operation

100% Inspected and Guaranteed

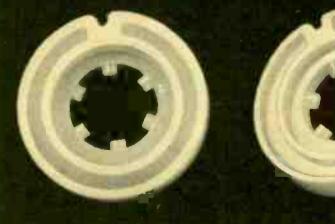
(Available in sonic welded or screw type)

### GUIDE ROLLERS

- Concentricity within .0005
- Double Flanged
- Reversible
- No gate marks



### KEY HOLE HUBS



- Keyhole holds tape
- Perfectly round
- No gate marks
- Fits all machines

**MASTRO**  
INDUSTRIES, INC.

3040 WEBSTER AVE. N.Y., N.Y. 10467

212-547-5600

European Distributor  
M.I.P.

CORSO DI PORTA VITTORIA 31  
MILAN, ITALY

(Continued on page TR-26)

# TAPE SUPPLIES

- Audio:** Cassette (10, 15, 20, 30, 40, 50, 60, 75, 90, 120).  
**Cerrtron Corp.**, 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 634-4280, LA (213) 623-1437. Pres.: Ed Gamson; Sales Mgr.: Ray Allen; Div. VP Sales: Hal Wilde.  
**Audio:** 8-tr. (45, 64, 90), cassette (45, 60, 90, 120).  
**Christian Dupl's Inc.**, 1710 Lee Rd., Orlando, Fla. 32810. Tel: (305) 299-7363. Pres.: R.B. Jack Turney, Adv. Mgr.: Marilyn Kubik.  
**Audio:** Cassette (custom lengths).  
**Cinematape**, see Transworld Dist. g.  
**Colton Cassette Corp.**, 340A W. Valley Blvd., Colton, Calif. 92324. Tel: (714) 824-1454. Owners: John Chan, Jack Russell. (Distributor for Jechan Corp./Spectrotape Corp.)  
**Audio:** Cassette (30, 45, 60, 90, 120 & custom lengths).  
**Brand name:** Mitape.  
**Columbia Magnetics** (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-3051. Sales Mgr.: Ted Cohen.  
**Branch:** Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481.  
**Audio:** 8-tr. (30-100 minutes), 8-tr. quadraphonic (40-100 minutes), cassette (30, 60, 90, 120), open reel.  
**Video:** 3/4" cassette (10, 30, 60).  
**Brand name:** Columbia, Soundcraft.  
**Concertape**, see Radio Shack.  
**Conrac Corp.**—Cramer Div., Mill Rock Rd., Old Saybrook, Conn. 06475. Tel: (203) 388-3574. Gen. Mgr.: Frank X. Geissler; Mktg. Mgr.: J.H. Moor; Prod. Mgr.: George T. Bracci.  
**Audio:** Cassette.  
**Continental Rec'gs Inc.**, 12 Irving Square, Framingham, Mass. 01701. Tel: (617) 879-2430, 237-0568. Pres.: L. Daniel Flynn.  
**Audio:** 8-tr. cassette, open reel & broadcast (custom lengths).  
**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 (custom lengths).
- Craig Corp.**, 921 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-1233. Pres.: Peter M. Behrendt; Sr. VP Mktg.: Laurin C. Davies; Adv. Mgr.: John S. Romain; Mktg. Admin'r: Tim Hendrick.  
**Audio:** Cassette (60, 90, 120).  
**Cramer Div.**, see Conrac Corp.  
**Creative Communications Inc.** (sub. of SMI), 920 N. Valley Mills, Waco, Tex. 76710. Tel: (817) 776-1230. VP: Mac McLain; Eng'g Dir.: Ralph Swerington.  
**Criterion**, see Lafayette Radio Electronics.  
**Custom Audio Inc.**, 110 S. River Rd., Des Plaines, Ill. 60016. Tel: (312) 298-6680.  
**Audio:** Cassette, open reel.  
**D A K Inds. Inc.**, 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. WATS (800) 423-2636. Pres.: Drew Alan Kaplan; Sales Mgr.: Jay O. Shipley.  
**Audio:** 8-tr. (custom lengths), cassette (30, 60, 90, 120), open reel.  
**Video:** 1" Ampex & IVC open reel, 1/2" EIAJ open reel.  
**O R C Corp.**, 3319 S. 300 West, Salt Lake City, Utah 84115. Tel: (801) 487-3724. Pres.: Randal S. Chase.  
**Audio:** 8-tr. (custom lengths 40-80 minutes), cassette (30, 60, 90, 120), open reel.  
**Dalsung Ind'l Corp.**, 1182 Broadway, New York, N.Y. 10001. Tel: (212) 685-5608.  
**Home office:** Korea.  
**Audio:** Cassette.  
**Data Packaging Corp.**, 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Nat'l Sales Mgr.: Jere R. Hill; Adv. Mgr.: Gregory Mathus.  
**Audio:** 8-tr. 8-tr. quadraphonic & cassette (custom lengths).  
**Video:** 3/4" cassette (custom lengths).  
**Brand name:** Dynasound.  
**Duplicator Premium**, see Recordex Corp.  
**E. I. du Pont de Nemours & Co. Inc.**, Photo Prods. Dept., Magnetic Prods. Div., Glasgow Site, Wilmington, Del. 19898. Tel: (302) 453-2174/2240. Audio Prods. Sales Mgr.: William W. Oskin, Jr.; Video Prods. Sales Mgr.: E. R. Buckley.
- El Mar Plastics Inc.**, 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP & Sales Mgr.: Allen Schor.  
**Audio:** 8-tr. (custom lengths).  
**Exactime**, see SSK Ents. Inc.  
**Ferrodyne**, see Recording Specialties Inc.  
**Fidelipac** (div. of TelePro Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Pres.: D. Boardman; Gen. Mgr.: R. Capello; Sales Mgr.: Gene Bidun.  
**Audio:** Broadcast cartridge.  
**Finetone Inc.**, 24 Cobek Court, Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Herb Hartman; Mktg. Mgr.: Irving Glasser; Sales Mgr.: Jack Haddad.  
**Audio:** 8-tr. (40, 45, 65, 80, 90), cassette (30, 45, 60, 90, 120), open reel.  
**Fleetwood Rec'g Co. Inc.**, 321 Revere St., Revere, Mass. 02151. Tel: (617) 289-6800. Pres.: Vincent P. Giarrusso; Gen. Mgr.: Raymond G. Samora; Sales Mgr.: Victor Mancini.  
**Audio:** 8-tr. cassette, open reel & broadcast (custom lengths).  
**Video:** 1" open reel, 1" cartridge & 3/4" cassette (custom lengths).  
**Fuji Photo Film USA Inc.**, Empire State Bldg., 70th fl., New York, N.Y. 10001. Tel: (212) 736-
- 335. Mktg. Mgr.: George T. Saddler; Video Sales Mgr.: John Dale.**  
**Audio:** 8-tr. (45, 60, 90), cassette (30, 45, 60, 90, 120), open reel.  
**Video:** 2" quadraphonic, 3/4" cassette (10, 15, 20, 30, 60).  
**G R T Corp.**, 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Sales Mgr.: Herb Herschfield; Adv. Mgr.: Jack Woodman; Custom Prods. Div. Mgr.: David Travis.  
**Audio:** 8-tr. (35, 40, 60, 70, 80, 90), cassette (40, 60, 90, 120).  
**Gabriel Mfg. Co. Inc.**, 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmund Gabriel.  
**Audio:** 8-tr. (custom lengths from 5 minutes), cassette (15, 30, 60, 90, 120).  
**General Cassette Corp.**, 1324 N. 22 Ave., Phoenix Ariz. 85009. Tel: (602) 257-1880. Pres.: Bill Johnson.  
**Audio:** Cassette (custom lengths).  
**Globe Rec'g Studio Inc.**, 1313 Dickerson Rd., Nashville, Tenn. 37207. Tel: (615) 226-0811.  
**Audio:** Cassette, open reel.  
**Grandmaster**, see Electronic Homes Co.  
**High Fidelity Rec'g Inc.**, 1059 Porter, Wichita, Kan. 67203. Tel: (316) 262-6456.  
**Audio:** 8-tr. cassette, open reel.  
**Hitachi Sales Corp.**, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 637-8383. Pres.: I. Kawamoto; Nat'l Audio Sales Mgr.: John C. Merchant; Adv. Mgr.: Sharyl Story.  
**Audio:** Cassette (30, 60, 90, 120).  
**Hitachi Shibaden Corp. of America**, 58-25 Brooklyn-Queens Expwy., Woodside, N.Y. 11373. Tel: (212) 898-1261. Pres. & Adv. Mgr.: Y. Fujiyoshi; Sales Mgr.: Morton S. Ruskin. (Video only).  
**Imperial Int'l Learning Corp.**, PO Box 548, Rt. 45 S., Kankakee, Ill. 60901. Tel: (815) 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Sears.  
**Audio:** Cassette (30, 45, 60, 90).  
**Information Terminals Corp.**, 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400.  
**Audio:** Cassette.  
**International Audio**, 17905 Sky Park Blvd., Suite L, Irvine, Calif. 92714. Tel: (714) 556-1787. Pres. & Gen. Mgr.: Felipe Cervantes Sr.; Sales Mgr.: Tish Cervantes.  
**Audio:** Cassette (custom lengths).  
**Video:** 3/4" cassette (custom lengths).  
**Brand name:** International Audio.  
**International Audio Inc.**, 2934 Malmo Dr., Arlington Heights, Ill. 60005. Tel: (312) 956-6030. Pres.: Dick Mally; Exec. VP & Adv. Mgr.: John Kozin; Sales Mgr.: Bill Brin.  
**Audio:** Cassette (custom lengths 1-120 minutes), broadcast.  
**Video:** 3/4" cassette (5 minutes).  
**Brand name:** International Audio, Video Spot.  
**Irish Magnetic Rec'g Tape** (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, L.I., N.Y. 11803. Tel: (516) 293-5582. Pres.: Sol Zigmans; Sales Mgr.: George Krug; Adv. Mgr.: Norman Steen.  
**Audio:** 8-tr. (32, 40, 42, 64, 80, 84), cassette (40, 60, 90, 120), open reel.  
**Video:** 1" open reel, 3/4" cassette (10, 20, 30, 60), 1/2" EIAJ open reel.  
**Brand name:** Irish, Mortone, Shamrock.  
**J V C Inds. Inc.**, 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-8010. Pres.: S. Horai; Sales Mgr.: In Candioti; Adv. Mgr.: Douglas I. Sheer.  
**Video:** 3/4" cassette (15, 20, 30, 60), 1/2" EIAJ open reel.  
**Javelin Electronics**, 6357 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 641-4490. Pres.: Fred P. Burns; Sales Mgr.: D.T. Heckel; Adv. Mgr.: Judy Z. Pomerantz.  
**Video:** 1/2" EIAJ open reel.  
**Karex Inc.**, 1262 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-3341.  
**Video:** 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.  
**Brand name:** Karet Silverchrome 2.  
**Kim-Pat Ents.**, PO Box 654, Hillwood Dr., Fayetteville, Tenn. 37343. Tel: (615) 433-2323.  
**Kyric Corp.**, 1530 W. Sage St., Tucson, Ariz. 85704. Tel: (602) 297-1661. Pres. & Sales Mgr.: Keyvan Mokhtarian.  
**Audio:** 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic (custom lengths).  
**Lafayette Radio Electronics**, 111 Jericho Tpk., Syosset, L.I., N.Y. 11791. Tel: (516) 921-7700.  
**Audio:** 8-tr. cassette, open reel.  
**Brand name:** Criterion, Lafayette.  
**Learning Tape by Capitol**, see Capitol Magnetic Prods.  
**Le-Bo Prods. Co. Inc.**, 59-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Pres.: Leslie Bokor; Exec. VP: Leslie Dame; Sales & Adv. Mgr.: Howard Aronson.  
**Audio:** 8-tr. (40, 45, 80, 90), cassette (30, 60, 90, 120).  
**Lecture Brand**, see Robins Inds. Corp.  
**Lenco Corp.**, 3901 N. 6th St., Lincoln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don L. Leonhardt; Sales Mgr.: Jay Young; Adv. Mgr.: Daryl O. Chapelle.  
**Branch:** Bozeman, Mont., PO Box 817. Zip: 59715. Tel: (406) 587-8057.  
**Audio:** Cassette (custom lengths).  
**Lion Rec'g Servs. Inc.**, 1905 Fairview Ave. NE, Washington, D.C. 20002. Tel: (202) 832-7885. Pres.: Harold H. Lion.  
**Audio:** Cassette (60, 90, 120), open reel.  
**M C M**, see Magnetic Mktg. Corp.  
**Magnetic Mktg. Corp.**, 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3511. Pres.: Thomas Hofbauer.  
**Audio:** 8-tr. 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic, broadcast.  
**Brand name:** MMC.  
**Magnetic Media Corp.**, 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 698-8660. Pres.: Aaron Wassermstrom; Sales Mgrs.: John Cristiano, Douglas Scott.  
**Audio:** Cassette.  
**Magnitix Corp.**, 770 W. Bay St., Winter Garden, Fla. 32787. Tel: (305) 656-4494. Pres.: John Lory; Adv. Mgr.: Jim Baker.  
**Audio:** 8-tr. (32, 40, 60), cassette (30, 40, 60, 90, 120), open reel, broadcast.  
**Mallory Dist. Prods. Co.**, 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel: (317) 856-3731. Pres.: Wayne Eiter; Sales Mgr.: F.P. Vendely; Adv. Mgr.: A.E. Baker.  
**Audio:** 8-tr. (45, 90), cassette (30, 45, 60, 90, 120).  
**Brand name:** Duratape.  
**Mann Endless Cassette Inds. Inc.**, PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann; Sales Mgr.: Bill Wells; Adv. Mgr.: Richard Lee.  
**Audio:** Endless cassette (12 seconds-40 minutes).  
**Mastro Inds. Inc.**, 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; Gen. Mgr.: Marco Maccaferri; Sales Mgr.: Nicholas Perazzo.  
**Audio:** 8-tr. (45, 60, 90 & custom lengths), cassette (45, 60, 90, 120 & custom lengths).  
**Matsushita Electronic Corp. of America**, 1 Panasonic Way, Secaucus, N.J. 07094. Executive & Sales Office Tel: (201) 348-7000. Video Sales Div. 348-7627. Pres.: Arthur Harada; Eastern Reg'l Video Sales Mgr.: Morris Washington.  
**Audio:** Cassette (60, 90).  
**Video:** 3/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.  
**Maxell Corp. of America**, 130 W. Commercial Ave., Moonachie, N.J. 07074. Tel: (201) 933-4200. Exec. VP: T. Okada; Sales Mgr.: Gene LeBrie; Prod. Adv. Mgr.: Paul D. Miller.  
**Audio:** 8-tr. (46, 60, 90), cassette (23, 30, 45, 60), open reel.  
**Memorex Corp.**, 1200 Memorex Dr., Santa Clara, Calif. 95052. Tel: (408) 987-1752. Pres.: Robert C. Wilson; Sales Mgr.: John R. Humphreys; Audio Mktg. Mgr.: John C. Rohrer.  
**Branches:** Los Angeles, Calif., 11340 N. Olympic Blvd., Suite 100. Zip: 90064. Tel: (213) 478-3051-Lombard, Ill., 335 Eisenhower Ln. S. Zip: 60148. Tel: (312) 620-3200-New York, N.Y., 1700 Broadway. Zip: 10019. Tel: (212) 541-7780.  
**Audio:** 8-tr. (45, 60, 90), cassette (30, 45, 60, 90, 120), open reel.  
**Video:** 2" quadraphonic, 1" helical scan, 3/4" cassette (10, 15, 20, 30, 40, 50, 60), 1/2" helical scan.  
**Meriton Electronics Inc.**, 35 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-5220. Pres.: Robert C. Wilson; Sales Mgr.: John R. Humphreys; Audio Mktg. Mgr.: John C. Rohrer.  
**Meta-Com Inc.**, 707 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres. & Mktg. Dir.: James I. McCann.  
**Audio:** Cassette (Custom lengths).  
**Miami Tape Inc.**, 8180 NW 103 St., Hialeah, Fla. 33015. Tel: (305) 588-9211. Pres.: Carlos O. Garcia; Sales Mgr.: Roberto Kreuss; Adv. Mgr.: Mireya Tunon.  
**Audio:** 8-tr. (40, 60, 90, 120).  
**Michele Audio Corp.**, Andrew Street Rd., Massena, N.Y. 13662. Tel: (315) 769-2448. Pres.: Ginevra Cormier; Gen. Mgr.: Jack Daniels; Sales Mgr.: Harold Friedman.  
**Int'l branch:** Canada.  
**Audio:** 8-tr. (40, 60, 80, 90).  
**Mitape**, see Colton Cassette Corp.  
**Mod Tape** by Capitol, see Capitol Magnetic Prods.  
**Monarch Electronics Inc.**, 76 Ainslie St., Brooklyn, N.Y. 11211. Tel: (212) 387-0240.  
**Audio:** Cassette (30, 60, 90, 120), open reel.  
**Montage Prod'n Inc.**, 9 Industrial Dr., Rutherford, N.J. 07070. Tel: (201) 935-5060. Pres.: Wes LeMar.  
**Int'l affiliates:** Mexico.  
**Audio:** Cassette (30, 45, 60, 90, 120).  
**Warren C. Moore & Assoc.**, 1101 W. 88 Terr., Kansas City, Mo. 64114. Tel: (816) 333-7654. Owner: W.C. Moore.  
**Audio:** 8-tr., cassette & broadcast (Custom lengths).  
**Mortone**, see Irish Magnetic Rec'g Tape.  
**Mother Dubbers Inc.**, 2537 Carlisle, Dallas, Tex. 75201. Tel: (214) 651-9544. Pres.: Arnett Peal; Sales Mgr.: Dean Acheson; Adv. Mgr.: Jackie Mercer.  
**Audio:** 8-tr. cassette, open reel & broadcast (Custom lengths).  
**Musical Tapes Inc.**, see Video Music Corp.  
**Music Tape** by Capitol, see Capitol Magnetic Prods.  
**Nagra Magnetic Recorders Inc.**, 19 W. 10036. Tel: (212) 661-8066. Pres.: S. Kudelski; Sales Mgr.: D. Notto; Adv. Mgr.: L. Selznick.  
**Audio:** Open reel.  
**Nakamichi Research (USA) Inc.**, 220 Westbury Ave., Carl Place, L.I., N.Y. 11514. Tel: (516) 333-5440. Pres.: E. Nakamichi; Adv. & Mktg. Mgr.: Ted Nakamichi; Sales Mgr.: T. Akiyama.  
**Branch:** Santa Monica, Calif., 1101 Colorado Ave. Zip: 90404. Tel: (213) 451-5901. Gen. & Sales Mgr.: T. Akiyama.  
**Audio:** Cassette.  
**Nassau**, see Telephone Dynamics Corp.  
**National Audio Co. Inc.**, 1911 S. Stewart, Springfield, Mo. 65804. Tel: (417) 883-5377. Pres. & Sales Mgr.: Steven L. Stepp; Adv. Mgr.: M.M. Bass.  
**Audio:** 8-tr. (42, 84), cassette (42, 60, 90, 120 & custom lengths), open reel, broadcast.  
**P D Q**, see Unitape Corp.  
**Pageant Inds. Inc.**, 605 Northern Blvd., Chinchilla, Pa. 18410. Tel: (717) 587-4771. Pres.: Alan F. Wormser; Sales Mgr.: M.J. Fields.  
**Audio:** 8-tr. (35, 40, 70, 80).  
**Pap Inds. Inc.**, 95 Orville Dr., Bohemia, L.I., N.Y. 11716. Tel: (516) 567-2900. Pres.: Arthur Hoffer; Sales Mgr.: Craig M. Balaban.  
**Audio:** 8-tr., cassette & open reel (Custom lengths).  
**Brand name:** Compact, Pap, TDH.  
**Parsons Inc.**, 31 Olney Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-1078. Pres.: Roy D. Parsons; Sales Mgr.: Dolores B. Lloyd; Adv. Mgr.: Lupe Parsons.  
**Audio:** 8-tr., 8-tr. quadraphonic & cassette (Custom lengths 1-99 minutes); open reel, open reel quadraphonic, broadcast.  
**Brand name:** Trackmaster.  
**Pentagon Inds. Inc.**, 2617 W. 10th St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. Pres.: Lewis F. Kornfeld; Sales Mgr.: Bernard S. Appel; Adv. Mgr.: Lawrence E. Biestien; Sales Prom. Co-ord.: H.L. Siegel.  
**Audio:** Cassette (Custom lengths).  
**Pratt-Spector Corp.**, 48 Merrick Rd., Rockville Centre, L.I., N.Y. 11571. Tel: (516) 764-5061. Pres.: Stanley Gilman; Adv. Mgr.: Andrew Barr; Technical Co-ord.: Paul Mastroianni.  
**Audio:** 8-tr. (30, 60, 90, 120).  
**Prestige**, see Andol Audio Prods. Inc.  
**The Professional**, see Utopia Ultra-Sound.  
**Programming Technologies Inc.**, 215 W. Chicago Ave., Chicago, Ill. 60610. Tel: (312) 787-2700.  
**Audio:** Cassette.  
**Radio Shack** (a Tandy Corp. Co.), 2617 W. Seventh St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. Pres.: Lewis F. Kornfeld; Sales Mgr.: Bernard S. Appel; Adv. Mgr.: Lawrence E. Biestien; Sales Prom. Co-ord.: H.L. Siegel.  
**Audio:** 8-tr. (40, 45, 80, 90), cassette (30, 45, 60, 90, 120), open reel, open reel quadraphonic.  
**Brand name:** Concertape, Realistic, Super-tape.  
**Bill Rase Prod'n Inc.**, 955 Venture Court, Sacramento, Calif. 95825. Tel: (916) 929-9181. Pres.: Gen. & Sales Mgr.: Bill Rase.  
**Audio:** Cassette (Custom lengths 1-92 minutes), open reel.  
**Realistic**, see Radio Shack.  
**Recordex Corp.**, 1300 Booth Ave., Atlanta, Ga. 30318. Tel: (404) 3

# TAPE SUPPLIES

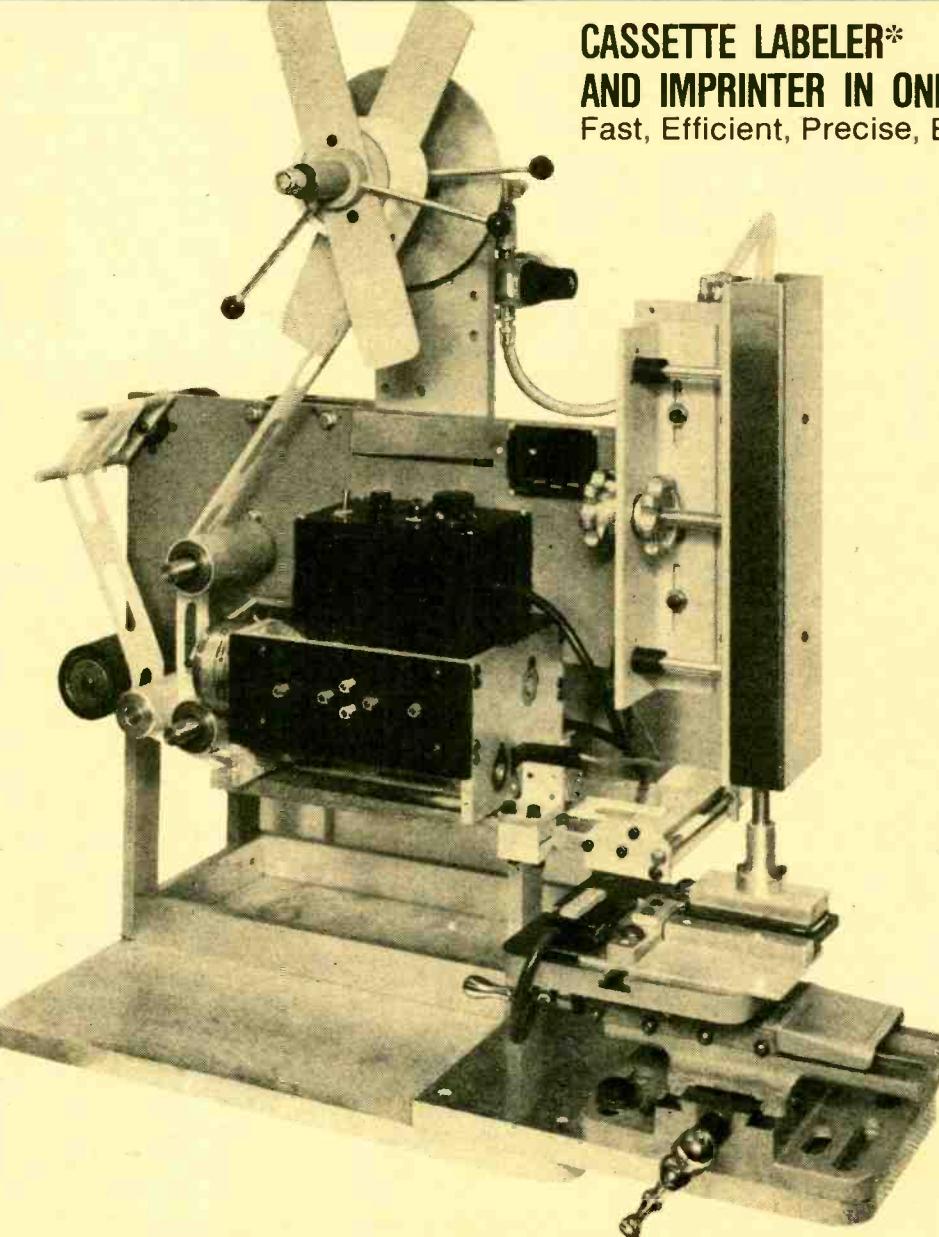
**Audio:** Cassette (custom lengths).  
**Video:** 1/4" cassette (custom lengths).  
**Recoton Corp.**, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchard; Sales Mgr.: George Calvi.  
**Audio:** 8-tr. (custom lengths), cassette (40.60.90.120), open reel.  
**Redding Radio** (div. of SJ Inds. Inc.), PO Box 344, Fairfield, Conn. 06430. Tel: (203) 579-0284. Pres.: J. Tellis; Sales Mgr.: Sacha Deale.  
**Audio:** 8-tr. (40.80), cassette (60.90), open reel, broadcast.  
**Rite Rec. Prods. Inc.**, 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres.: Carl J. Burkhardt; Sales Mgr.: Phillip Burkhardt.  
**Audio:** 8-tr. (custom lengths 30-90 minutes).  
**Rivertone Corp.**, Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888. Pres.: W. Adamson; Sales Mgr.: Alan J. Adamson; Adv. Mgr.: R. Schluss.  
**Audio:** 8-tr. (35.70.80), cassette (30.60.90.120).  
**Brand name:** Brand 5, Lecture Brand, Sonaramic.  
**Royal Sound Co. Inc.**, 208 Buffalo Ave., Freeport, L.I., N.Y. 11520. Tel: (516) 543-5200. Pres.: Herman Post; Sales & Adv. Mgr.: Jack Friedland.  
**Audio:** 8-tr. (40.64.80), cassette (30.60.90.120).  
**Brand name:** Brand 5, Lecture Brand, Sonaramic.  
**Robins Inds. Corp.**, 75 Austin Blvd., Commack, L.I., N.Y. 11725. Tel: (516) 543-5200. Pres.: Mervin A. Dayan; Sales Mgr.: Milton Doinick; Adv. Mgr.: David Monoson.  
**Audio:** 8-tr. (32-90 minutes), cassette (30-120 minutes), open reel.  
**S S K Ents. Inc.**, 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (213) 889-1831. Pres. & Gen. Mgr.: S.F. Kara.  
**Audio:** 8-tr. (custom lengths to 99 minutes), 8-tr. quadraphonic (custom lengths to 49 minutes), cassette (custom lengths to 90 minutes).  
**Brand name:** Exactime.  
**S/T Videocassette Dupl'g Corp.**, 500 Willow Tree Rd., Leonia, N.J. 07605. Tel: (201) 947-6450.  
**Branch:** New York, N.Y., Teletronics Int'l Inc., 220 E. 51 St. Zip: 10022. Tel: (212) 758-1750.  
**Video:** 1/4" cassette, 1/2" EIAJ open reel.  
**Scotch**, see 3M Co.  
**Sentry Inds. Inc.**, 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Pres.: Harold Rosen; Sales Mgr.: Barry Rosen.  
**Audio:** 8-tr. (40.80.100), cassette (30.60.90.120), open reel.  
**Shamrock**, see Irish Magnetic Rec'g Tape.  
**Shannon**, see Burlington Audio Tapes Inc.  
**Shape Symmetry & Sun Inc.**, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Pres. & Adv. Mgr.: Anthony L. Gelardi; Sales Mgr.: Dick Keogh.  
**Audio:** 8-tr. & 8-tr. quadraphonic (40.60.80), cassette (30.45.60.90.120).  
**Simtek Tape Inc.**, 443 Park Ave. S., New York, N.Y. 10016 Tel: (212) 532-3558. Pres.: O. Richard Kraus; Mktg. Mgr.: Mort Schlein.  
**Audio:** 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic & broadcast (custom lengths).  
**Brand name:** Dynatrack.  
**Sonoramic**, see Robins Inds. Corp.  
**Sony Corp. of America**, 9 W. 57 St., New York, N.Y. 10019. Tel: (212) 371-5800. Pres.: Harvey Schein; Sales Mgrs.: R. O'Brien, I. Gross; Adv. Mgr.: Dan Gallagher.  
**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: (213) 537-4300.  
**Opa Locka, Fla.**, 4230 NW 128 St. Zip: 33054. Tel: (305) 685-6488—Atlanta, Ga., 20 Perimeter Park, Suite 109. Zip: 30341. Tel: (404) 451-7501—Honolulu, Hawaii, PO Box 5306, 1020 Auah St. Zip: 96814. Tel: (808) 531-5981—Niles, Ill., 6801 W. Jarvis St. Zip: 60648. Tel: (312) 792-3600—Long Island City, N.Y., 47-47 Van Dam St. Zip: 11101. Tel: (212) 361-8600—Cleveland, Ohio, 4650 W. 160 St. Zip: 44135. Tel: (216) 433-7722—Dallas, Tex., 9004 Ambassador Row. Zip: 75247. Tel: (214) 631-3431.  
**Audio:** Dist. by Superscope.  
**Video:** 2" quadraphonic, 1" open reel, 1/4" cassette, 1/2" EIAJ open reel, 1/2" Betamax.  
**Brand name:** Betamax, U-Matic.  
**Sound Alike Music Inc.**, 6330 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 645-9173. Pres.: Richard Taxe; Sales Mgr.: Ronald Taxe.  
**Audio:** 8-tr. (45.60.90), cassette (30.45.60).  
**Brand name:** Sound-Pro.  
**Soundcraft**, see Columbia Magnetics.  
**Sound-Pro**, see Sound Alike Music Inc.  
**Sound Studios**, 230 N. Michigan Ave., Chicago, Ill. 60601. Tel: (312) 236-4814.  
**Audio:** Cassette, open reel.  
**Sound Tape**, see Unitape Corp.  
**South Eastern Recs. Mfg. Corp.**, 4380 NW 128 St., Opa Locka, Fla. 33054. Tel: (305) 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Manuel Buigas.  
**Audio:** 8-tr. (36.70.84), cassette (60.90.120).  
**Brand name:** Universal.  
**Sparta** (div. of Cetec Corp.), 5851 Florin-Perkins Rd., Sacramento, Calif. 95828. Tel: (916) 383-5353. Pres.: Frank Bogusz; Sales Mgr.: Jack Lawson; Adv. & Sales Promo. Dir.: Jay Cooke.  
**Audio:** Broadcast cartridge.  
**Superex Electronics Corp.**, 151 Ludlow St., Yonkers, N.Y. 10705. Tel: (914) 965-6906. Pres.: Daniel Schulman; Sales Mgr.: Marvin Paris.  
**Audio:** Cassette (46.60.90.120).  
**Superscope Inc.**, 20525 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 998-9333. Pres.: Joseph S. Tushinsky; Sales Mgr.: Fred C. Tushinsky; Adv. Mgr.: Alan Hirshfeld; PR Mgr.: John R. Furtak.  
**Branches:** Glendale, Ariz., Superscope SouthWest Inc., 15234 N. 51 Dr. Zip: 85301. Tel: (602) 938-4820. Mgr.: Donn Bangs—Itasca, Ill., Superscope Chicago Inc., 1300 Norwood Ave. Zip: 60143. Tel: (312) 569-2147. Mgr.: Hal Loman—Woburn, Mass., Superscope New England Inc., 24 Cummings Park. Zip: 01801. Tel: (617) 935-8250. Mgr.: Mario Cannata—Troy, Mich., Superscope Detroit Inc., 591 Executive Dr. Zip: 48084. Tel: (313) 588-7200. Mgr.: Dick Isola—Woodside, N.Y., Superscope New York Inc., 56-08 37 Ave. Zip: 11377. Tel: (212) 446-7227. Mgr.: Joe Deo—Bellevue, Wash., Superscope Northwest Inc., 12842 NE 15 Pl. Zip: 98005. Tel: (206) 454-5162. Mgr.: Dave Pedrick.  
**Audio:** 8-tr. (40.60.80), cassette (45.60.90.120), open reel.  
**Brand name:** Sony, Superscope. (Also see Sony Corp.).  
**Super Sound**, see Tape Servs. Inc.  
**Supertape**, see Radio Shack.  
**Symphonette Blank Tape** (Gilligan-Madison Mktg.

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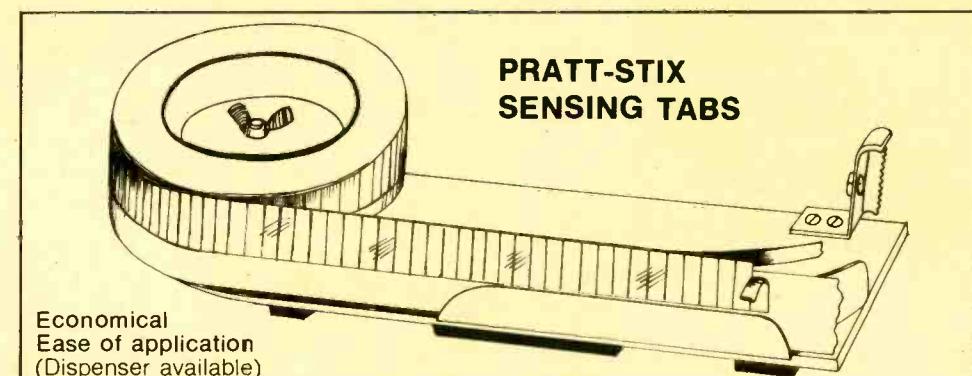


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(Continued on page TR-28)

## Tape, Bulk Raw, Manufacturers

9

Pres. & Gen. Mgr.: Felipe Cervantes Sr.; Sales Mgr.: Tish Cervantes.  
**Audio:** Cassette.

**International Cassette Inds. Inc.**, 16131 Gothard, Huntington Beach, Calif. 92647. Tel: (714) 848-1501. Pres.: Nelson Duenas; VP: Douglas Benson; Adv. Mgr.: Fernando O. Duenas.  
**Audio:** 8-tr., cassette, open reel.

**Irish Magnetic Rec'g Tape** (div. of Mohan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, L.I., N.Y. 11803. Tel: (516) 293-5582. Pres.: So Zigmund; Sales Mgr.: George Krug; Adv. Mgr.: Norman Steen.  
**Audio:** 8-tr., cassette, open reel.  
**Video:** 1/2" open reel, 3/4" cassette, 1/2" EIAJ open reel.

**Jefmar Ents. Inc.**, 16 Newcastle Ave., Plainview, L.I., N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan Frost.  
**Audio:** 8-tr., cassette.  
**Video:** 1/2" cassette.

**Kim-Pat Ents.**, PO Box 654, Hillwood Dr., Fayetteville, Tenn. 37334. Tel: (615) 433-2323.  
**Audio:** 8-tr., cassette, open reel.

**Lenco Co. Inc.**, 3900 N. 68 St., Lincoln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don Leonhardt; Gen. Mgr.: Daryl O. Chappelle; Sales Mgr.: Jan Young.  
**Branch:** Bozeman, Mont., PO Box 817. Zip: 59715. Tel: (406) 587-8057.  
**Audio:** Cassette.

**M. M. C. see Magnetic Mktg. Corp.**  
**Magnetic Mktg. Corp.**, 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3511.  
**Pres.:** Thomas Hofbauer.  
**Audio:** Winders, duplicators.

**Accurate Sound Co.**, 114 Fifth Ave., Redwood City, Calif. 94063. Tel: (415) 365-2843. Owner: George M. Woodley.

**Branches:** San Mateo, Calif., Mantra Studio, 2207 S. El Camino Real. Zip: 94403. Tel: (415) 574-1500. Pres. & Eng.: Scott Jackson—Santa Barbara, Calif., Mantra Corp., 1169 Oriole Rd. Zip: 93103. Tel: (805) 969-4754. VP Sales & Mktg.: Paul W. Schofield.

**Product:** High speed duplicator bins.

**Brand name:** Copycorder.

**Mann Endless Cassette Inds. Inc.**, PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann; Sales Mgr.: Bill Wells; Adv. Mgr.: Richard Lee.

**Audio:** Endless cassette duplicators.

**Mantra Cinema Sound**, 65 Marion St., Seattle, Wash. 98104. Tel: (206) 623-9643. Pres.: George M. Woodley.

**Branches:** San Mateo, Calif., Mantra Studio, 2207 S. El Camino Real. Zip: 94403. Tel: (415) 574-1500. Pres. & Eng.: Scott Jackson—Santa Barbara, Calif., Mantra Corp., 1169 Oriole Rd. Zip: 93103. Tel: (805) 969-4754. VP Sales & Mktg.: Paul W. Schofield.

**Product:** High speed duplicator bins.

**Brand name:** Air Bin.

**Meta-Com Inc.**, 707 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres. & Mktg. Dir.: James I. McCann.

**Audio:** Cassette copiers.

**Brand name:** Rezound.

**Otari Corp.**, 981 Industrial Rd., San Carlos, Calif. 94070. Tel: (415) 593-1648. Pres.: M. Takekawa; Sales Mgr.: Brian F. Trankle; Adv. Mgr.: David McClurg.

**Audio:** 8-tr. & cassette pancake duplicators, in-cassette duplicators.

**P.C.E. see Professional Cassette Equip. Co.**

**Parsons Inc.**, 31 Olney Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-1078. Pres.: Roy D. Parsons; Sales Mgr.: Dolores B. Lloyd; Adv. Mgr.: Lupe Parsons.

**Audio:** Duplicators, winders, verifiers, exercisers.

**Brand name:** Trackmaster.

**Pentagon Inds. Inc.**, 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; Sales Mgr.: James Dow.

**Audio:** In-cassette & open reel high speed duplicators.

**Phoenix**, see Infonics Inc.

**Professional Cassette Equip. Co. (PCE)**, 1660 20 St., Santa Monica, Calif. 90404. Tel: (213) 829-2282.

**Audio:** High speed cassette loading & handling equip., splicers.

**R.S.C. see Royal Sound Co. Inc.**

**Rapid Wind**, see Magnesonic Sales & Mfg.

**Ramko Research**, 3516-C LaGrande Blvd., Sacramento, Calif. 95823. Tel: (916) 392-2100. Pres.: R. G. Kohfeld; Sales Mgr.: Linda R. Kohfeld.

**Audio:** Automatic tape winders.

**Recordex Corp.**, 1300 Booth Ave., Atlanta, Ga. 30318. Tel: (404) 351-7062. Pres.: Tom Allen.

**Audio:** High speed in-cassette & reel duplicators.

**Brand name:** Recordex, Super Pro.

**Recortec Inc.**, 777 Palomar Ave., Sunnyvale, Calif. 94086. Tel: (408) 735-8821. Pres.: Lester H. Lee; Sales Mgr.: William F. Lawless; Adv. Mgr.: R. R. Troxell.

**Audio:** Automated cassette, duplicators & loaders.

**Video:** Tape evaluators, 3/4" cassette loaders, cleaning equip.

**Rezounds**, see Meta-Com Inc.

**Royal Sound Co. Inc.**, 248 Buffalo Ave., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan; Sales Mgr.: Milton Dolnick; Adv. Mgr.: David Monoson.

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

**Scotch**, see 3M Co.

**T.D.C. see Data Packaging Corp.**

**Data Packaging Corp.**, 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Mornstar; Nat'l Sales Mgr.: Jere R. Hill; Adv. Mgr.: Gregory Mathus.

**Audio:** 8-tr. winders, loaders, & quality control equip.

**Video:** Quality control equip.

**Brand name:** DPC.

**Ed-Pic Dupl'rs/Recordex Co.**, 7625 E. Rosecrans Ave., Unit 32, Paramount, Calif. 90723. Tel: (213) 531-3454. Pres.: Edward F. Pickering.

**Audio:** Duplicating systems, winders, footage counters & quality control equip. for all formats.

**Brand name:** Ed-Pic, Recordex.

**Electro Sound Inc.**, 160 San Gabriel Dr., Sunnyvale, Calif. 95030. Tel: (408) 245-6600. Pres.: David Bain; Sales Mgr.: Bob Cochran.

(Dist. by Audiomeric)

**Audio:** High speed duplicating & winding equip.

**Sidewinder**, see Magnetic Mktg. Corp.

**Simtek Tape Inc.**, 443 Park Ave. S., New York, N.Y. 10016. Tel: (212) 532-3558. Pres.: D. Richard Kraus; Mktg. Mgr.: Mort Schlein.

**Audio:** Duplicators & winders.

**Super Pro**, see Recordex Corp.

**Superscope Inc.**, Tape Dupl'g Div., 455 Fox St., San Fernando, Calif. 91340. Tel: (213) 365-1191. Gen. Mgr.: Ned Padwa; Sales Mgr.: Warren Gray.

**Audio:** Automatic cassette winders.

**Tapemaker Sales Co. Inc.**, 176 Casper St., Valley Stream, L.I., N.Y. 11582. Tel: (516) 561-6080.

**Audio:** Cassette & 8-tr. winders, high speed duplicators, materials for manufacturing & assembling.

**Tellectro Systems Corp.**, 96-18 43 Ave., Corona, N.Y. 11368. Tel: (212) 651-8900. Pres.: Harry Sussman.

**Audio:** High speed duplicators.

**Telex Communications Inc.**, 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg.: James S. Arrington; Adv. Mgr.: Terry Longville.

**Audio:** Cassette & open reel duplicators.

**Trackmaster**, see Parsons Inc.

**Unaworld Corp.**, 2 Phelps Ave., Tenafly, N.J. 07670. Tel: (201) 871-0555. Pres.: Fred Cooper; Sales Mgr.: F. Schacht; Adv. Mgr.: S. Hearn.

**Audio:** Duplicating heads.

**Gauss**, see Cetec Audio.

**Infonics Inc.**, PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel: (219) 879-3381.

**Pres.:** Sales & Adv. Mgr.: Paul Lloyd.

**Audio:** High speed duplicators.

**Brand name:** Infonics, Phoenix.

**Information Terminals Corp.**, 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400.

**Audio:** Cassette tension monitors, head & guide gauges, torque testers.

**International Audio Inc.**, 2934 Malmo Dr., Arling-ton Heights, Ill. 60005. Tel: (312) 956-6030.

**Pres.:** Dick Mally; Exec. VP & Gen. Mgr.: John Kozin; Sales Mgr.: Bill Brin.

**Audio:** In-cassette duplicators.

**International Cassette Inds. Inc.**, 16131 Gothard St., Huntington Beach, Calif. 92647. Tel: (714) 848-1501. Pres.: Nelson Duenas; VP: Douglas Benson; Adv. Mgr.: Fernando O. Duenas.

**Audio:** Tape manufacturing equip.

**Intercom Electronics Co.**, 321 New Haven Ave., Milford, Conn. 06460. Tel: (203) 874-8038.

**Pres.:** Mark Olsenski; Gen. Mgr.: Chuck Williams; Sales Mgr.: Tom O'Loughlin.

**Audio:** 8-tr. duplicators.

**Brand name:** Scotch.

**Transworld Dist'g** (div. of Audio Labs, Inc.), 24 W. Sheffield Ave., Englewood, N.J. 07631. Tel: (201) 871-3000.

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

**Brand name:** Cinematape.

**U.T.C. see Universal Tape Corp. Inc.**

**Universal Tape Corp. Inc.**, 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203.

**Pres.:** Edward O. Praeger; Sales Mgr.: Terry Rosene.

**Audio:** 8-tr., 8-tr. quadraphonic, cassette, open reel.

**Video:** 1/2" open reel, 3/4" cassette, 1/2" EIAJ open reel.

**Brand name:** Scotch.

**Product:** Acetate film base.

**Brand name:** Melinex.

**Information Terminals Corp.**, 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400.

**Audio:** Cassette.

**Video:** 1/2" cassette.

**International Audio**, 17905 Sky Park Blvd., Suite L, Irvine, Calif. 92714. Tel: (714) 556-1787.

## TAPE SUPPLIES

### Duplicating & Processing Equipment Manufacturers & Importers

10

**M.M.C. see Magnetic Mktg. Corp.**  
**Magnesonic Sales & Mfg.**, PO Box 127, Northridge, Calif. 91324. Tel: (213) 368-3411.  
**Pres.:** Donald P. Grosslight.  
**Audio:** High speed winders.  
**Brand name:** Rapid Wind.

**Magnetic Mktg. Corp.**, 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3511.  
**Pres.:** Thomas Hofbauer.

**Audio:** Winders, cassette loaders, duplicators.

**Brand name:** MMC, Sidewinder.

**Magnetic Video Corp.**, 2343 Industrial Park Court, Farmington Hills, Mich. 48024. Tel: (313) 477-6086. Pres.: Andre A. Blay; Audio Prods. Mktg. Mgr.: Robert J. Vandegrift.

**Audio:** Mono cassette duplicators.

**Brand name:** Copycorder.

**Mann Endless Cassette Inds. Inc.**, PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann; Sales Mgr.: Bill Wells; Adv. Mgr.: Richard Lee.

**Audio:** Endless cassette duplicators.

**Mantra Cinema Sound**, 65 Marion St., Seattle, Wash. 98104. Tel: (206) 623-9643. Pres.: George M. Woodley.

**Branches:** San Mateo, Calif., Mantra Studio, 2207 S. El Camino Real. Zip: 94403. Tel: (415) 574-1500. Pres. & Eng.: Scott Jackson—Santa Barbara, Calif., Mantra Corp., 1169 Oriole Rd. Zip: 93103. Tel: (805) 969-4754. VP Sales & Mktg.: Paul W. Schofield.

**Product:** High speed duplicator bins.

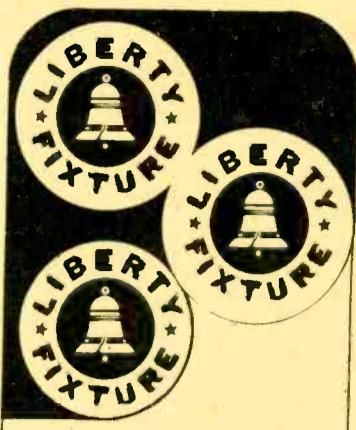
**Brand name:** Air Bin.

**Meta-Com Inc.**, 707 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres. &

# TAPE SUPPLIES

Robins Inds. Corp., 75 Austin Blvd., Commack, L.I., N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post; Sales & Adv. Mgr.: Jack Friedland.  
**Audio & Video:** Maintenance accessories, cleaners, splicers, sensing & splicing tape (Gibson Girl, Robins).  
**S-T L.** see Standard Tape Lab. Inc. & Taber Mfg. & Eng'g Co.  
**Saki Magnetic Inc.**, 1649 12 St., Santa Monica, Calif. 90404. Tel: (213) 451-8611. Pres.: Eugen Sakasegawa; Adv. Mgr.: Walter Scott.  
**Audio:** Magnetic recording heads.  
**Satellite Film Inc.**, P.O. Box 650512, Miami, Fla. 33165. Tel: (305) 271-4000. Pres.: Frederic S. Berney; Sales Mgr.: Warren L. Berney.  
**Audio:** 1/4" tape editor (Edit-A-Tape).  
**Sav-A-Tape**, see Audio Accessories Co.  
**Saxon Adhesive Prods. Inc.**, 880 Garfield Ave. Zip: 07305. Tel: (201) 451-1979, NYC (212) 594-5610. VP & Gen. Mgr.: Marshall Rose; Sales Mgr.: John Haggerty.  
**Audio:** Cuing & splicing tapes, end tabs.  
**Scully/Metroplex** (div. of Dictaphone Corp.), 475 Ellis St., Mountain View, Calif. 94043. Tel: (415) 968-8389. Pres.: William Krehbiel; Sales Mgr.: Homer Hull; Mktg. Serv. Mgr.: R.L. Baker.  
**Audio:** Bulk erasers (Dictaphone, Scully).  
**Simtek Tape Inc.**, 443 Park Ave. S., New York, N.Y. 10016. Tel: (212) 532-4988. Pres.: D. Richard Kraus; Mktg. Mgr.: Mort Schlein.  
**Audio:** Automatic & semi-automatic splicers.  
**Sparta** (div. of Cetec Corp.), 1551 Florin-Perkins Rd., Sacramento, Calif. 95828. Tel: (916) 383-5353. Pres.: Frank Bogusz; Sales Mgr.: Jack Lawson; Adv. & Sales Promo Dir.: J. Cooke.  
**Audio:** Test tape, head demagnetizers, bulk erasers.  
**Speedtek Electronics**, 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A.C. Valiulis; Sales Mgr.: Jim Heighway; Adv. Mgr.: Paul Laurens; Ass't. Adv. Mgr.: John Hogan.  
**Audio:** Head demagnetizers, test tape, bulk erasers, splicing & editing equip.  
**Splicete**, see Webtek Corp.  
**Standard Tape Lab. Inc.**, 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3805. Pres.: Gen. Mgr.: Robert K. Morrison.  
**Audio:** Test tape (STL) (dist. by Taber Mfg. & Eng'g Co.).  
**Switchcraft Inc.**, 5555 N. Elston Ave., Chicago, Ill. 60630. Tel: (312) 792-2700. Pres.: Will Larson; Sales & Adv. Mgr.: Clyde Schultz.  
**Audio:** Connectors, cable assemblies, adaptors, patch cord systems, jacks & plugs.  
**Taberasers**, see Taber Mfg. & Eng'g Co.  
**Taber Mfg. & Eng'g Co.**, 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831. Pres.: William D. Taber, Mktg. & Adv. Mgr.: Robert H. Kearns.  
**Audio:** Heads (Taber), bulk erasers (Taberasers), test tapes (STL).  
**Tapemaker Sales Co. Inc.**, 176 Casper St., Valley Stream, L.I., N.Y. 11582. Tel: (516) 561-6080.  
**Audio:** Manual & automatic splicing tape, sensing tape, pre-cut & Q tabs.  
**Video:** Film tabs, splicing tape.  
**Teac Corp. of America**, 7733 Telegraph Rd., Monroeville, Calif. 90640. Tel: (213) 726-0303. Pres.: George De Rado; Sales Mgr.: Allen Novick; Adv. Mgr.: Charles Overstreet.  
**Audio:** Head demagnetizers & bulk erasers.  
**U M C Electronics Co.**, 460 Sackett Point Rd., North Haven, Conn. 06473. Tel: (203) 288-7731. Pres.: A.J. Shafel; Sales & Mktg. Mgr.: C.E. Collett.  
**Audio:** Splice finders, erasers (Beaucart).  
**Webtek Corp.**, 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel: (213) 656-2321. Pres.: Joseph Klein; Sales Mgr.: Ken George; Adv. Mgr.: Jacques Bloom.  
**Branches:** Chicago, Ill., 6440 N. Ridgeway Ave. Zip: 60645. Tel: (312) 679-5470. Sales Mgr.: Jim Hilgendorf—Boonton, N.J., Bema Inc., 615 Birch St. Zip: 07005. Tel: (201) 263-3310. Mgr.: Ted Manheim.  
**Audio:** Pre-cut tape splices (Q/Splice for 8-tr., Splicete for cassette), cassette splicing & splicing/sensing roll tape.  
**Wide Range Electronics Corp.**, 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366.  
**Audio:** Bulk erasers.

**Creative Packaging Co.** (div. of Eli Lilly & Co.), PO Box 444, Zip: 46206, 740 S. Alabama St., Indianapolis, Ind. 46234. Tel: (317) 261-2287. Pres.: A.M. McVie; VP Mktg.: T.J. Beasley; Mktg. Communications Mgr.: W.W. Dieckamp.  
**Branches:** Los Angeles, Calif., 11704 Wilshire Blvd., Suite 232. Zip: 90025. Tel: (213) 478-9891—Oak Brook, Ill., Oak Brook Executive Plaza, Suite 300, 1301 22 St. Zip: 60521. Tel: (312) 654-0090—Hackensack, N.J., 1 University Plaza. Zip: 07601. Tel: (201) 488-5151.  
**Product:** Thermoformed cassette package, Norelco style cassette box.  
**Brand name:** Tapkase, Traprap.  
**D A K Inds. Inc.**, 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 989-1559. WATS (800) 423-2636. Pres.: Drew Alan Kaplan; Sales Mgr.: Jay Shiple.  
**Product:** Cassette labels.  
**Data Technology Corp.**, 125 Baker St., Suite 230, Costa Mesa, Calif. 92626. Tel: (714) 540-5624. Pres.: B.E. Bryans; VP & Mktg. Mgr.: Raymond E. Valle; Sales Mgr.: Dan P. Norman.  
**Product:** 3/4" video cassette shipping box.  
**Dyna-D Plastics Inc.**, 1521 E. Avis Dr., Madison Heights, Mich. 48071. Tel: (313) 585-6280. Pres.: Frank Day; VP & Gen. Mgr.: Paul Hayes.  
**Product:** Norelco style boxes.  
**E-System**, see Econocorp Inc.  
**Econocorp Inc.**, 71 Fourth Ave., Needham Heights, Mass. 02194. Tel: (617) 444-8070. Pres.: Richard Lee; Sales Mgr.: W. Glebus.  
**Product:** Horizontal-loading packaging equip.  
**Brand name:** E-System, Econosel.  
**Econosel**, see Econocorp Inc.  
**El Mar Plastics Inc.**, 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP & Sales Mgr.: Allen Schor.  
**Product:** Cassette boxes & packaging.  
**Fidelipac** (div. of TelePro Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Pres.: D. Boardman; Sales & Mktg. Mgr.: Gene Bidun.  
**Product:** 8-tr. labels.  
**Gabriel Mfg. Co. Inc.**, 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmond Gabriel.  
**Product:** All types of plastic cassette boxes.  
**Jefmar Ents. Inc.**, 16 Newcastle Ave., Plainview, L.I., N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan Frost.  
**Product:** 8-tr. labels.  
**L Lee-Myles Assoc. Inc.**, 160 N. 56 St., New York, N.Y. 10022. Tel: (212) 758-3232. Pres.: Robert R. Miller.  
**Product:** 8-tr. labels & boxes, cassette inserts.  
**Lenco Co. Inc.**, 3900 N. 68 St., Lincoln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don Leonhardt; Gen. Mgr.: Daryl O. Chapelle; Sales Mgr.: Jan Young.  
**Branch:** Bozeman, Mont., PO Box 817. Zip: 59715. Tel: (406) 587-8057.  
**Product:** Ampex style cassette storage boxes.  
**Linear Prods. Inc.**, 37 W. 20 St. Zip: 10011. Tel: (212) 255-2917. Pres.: Robert Irwin; Sales Mgr.: Murray Rabkin.  
**Branches:** Phoenix, Ariz., S & K Linear Prods. Inc., 915 N. Fourth St. Zip: 85004. Tel: (602) 252-6878. Contact: James Lester—College Park, Ga., Linear Prods. Inc., 1823 E. John Wesley Ave. Zip: 30337. Tel: (404) 761-5919. Contact: Robert M. Ingrassia—Puerto Rico.  
**Molded Ind'l Plastics Inc.**, 131-37 Sanford Ave., Flushing, N.Y. 11355. Tel: (212) 463-5509.  
**Product:** 5" & 7" paper boxes.  
**N A C**, see National Audio Co. Inc.  
**N J M Inc.**, 16 St. & Willow Ave., Hoboken, N.J. 07030. Tel: (201) 659-0483. Pres.: R. Wellbrock; Sales Admin'r: John H. Tobin; Sales Mgr.: M.C. Smith; Adv. Mgr.: S.B. Dobosky.  
**Branches:** Cupertino, Calif., PO Box 1317. Zip: 95014. Tel: (408) 246-4250. Contact: Heinz Maine—Des Plaines, Ill., 2720 Des Plaines Ave. Zip: 60018. Tel: (312) 296-1021. Contacts: Don Finkelson, Andy Paul—Lansdale, Pa., 116 Ardwick Terr. Zip: 19446. Tel: (215) 855-3099. Contact: Pete L. Heguy.  
**Product:** Labeling & cartoning equip.  
**Brand name:** Pony Label-DRI, Pony Pacer, Tuck-O-Mat.  
*(Continued on page TR-30)*

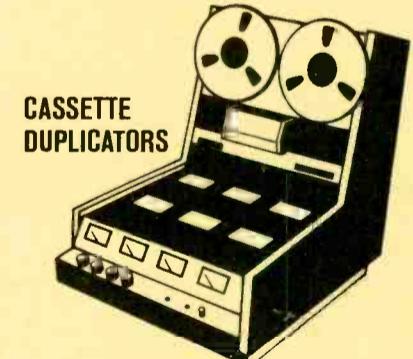
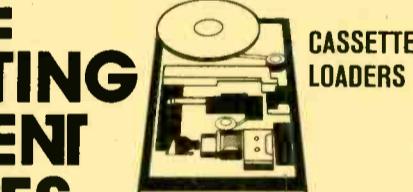


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## Packaging & Labeling Equipment & Supplies Manufacturers



A-V Tape Sales Corp., 580 Sylvan Ave., Englewood Cliffs, N.J. 07632. Tel: (201) 569-7000. Pres.: A.F. Etro; Sales Mgr.: V.J. Carabello.  
**Product:** Norelco & Ampex style boxes.

Alabama Paper Stock Co., 610 S. Temple Ave., Fayette, Ala. 35555. Tel: (205) 932-6722. Pres.: Joe T. Couch.  
**Product:** Paper jackets.

Audio Accessories Co., Box 628, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.  
**Product:** B-tr. & cassette labels.

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres.: Michael S. Thaler.  
**Product:** Norelco style boxes.

Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-5870. Telex: 126419. Pres.: Milton B. Gelfand; VP Sales: Timothy A. Cole; Adv. Mgr.: J.P. Lohman.  
**Product:** Printers, inserters, wrappers. (Distributor for Apex Machine & others)

Blackburn Inds., 1821 University Ave., St. Paul, Minn. 55104. Tel: (612) 646-2781. Pres. & Adv. Mgr.: George F. Snelgrove; Sales Mgr.: Thomas F. Sabow.  
**Product:** Audio & video cassette albums.  
**Brand name:** Tape Taches.

Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie, Ill. 60076. Tel: (312) 583-2818. Owner: Joseph Halperin.  
**Product:** Paper & corrugated boxes.

C-Box, see 3M Co.  
 Coast Ind'l Mfg. Co., 2565 Via Palma Ave., Anaheim, Calif. 92801. Tel: (714) 821-9990. Pres.: Tel Reynolds; Sales Mgr.: John Knox; Adv. Mgr.: Fred Denney.  
**Product:** Norelco style boxes.

Colton Cassette Corp., 340A W. Valley Blvd., Colton, Calif. 92324. Tel: (714) 824-1454. Owners: John Chan, Jack Russell. (Distributor for Jechan Corp./Spectrotape Corp.)  
**Product:** Norelco style boxes.

Container-Kraft Inc., 8321 De Celis Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721.  
**Product:** Skin & blister packaging machinery for audio.

# TAPE SUPPLIES

Nashville Int'l Corp., 20 Music Square W., Nashville, Tenn. 37203. Tel: (615) 256-2885. Pres.: Reggie M. Churchwell; VP Ops.: Ron Coats; Sales Mgr.: Bob Dixson; Adv. Mgr.: James E. Gray.  
**Product:** 8-tr. & cassette labels.

National Audio Co. Inc., 1911 S. Stewart, Springfield, Mo. 65804. Tel: (417) 883-5377. Pres. & Sales Mgr.: Steven L. Stepp; Adv. Mgr.: M.M. Bass.  
**Product:** Cassette boxes. 8-tr. & cassette library labels.  
**Brand name:** NAC.

Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; Sales Mgr.: James Dow.  
**Product:** Cassette labels.

Polyline Corp., 1241 Rand Rd., Des Plaines, Ill. 60016. Tel: (312) 298-5300. Pres.: John Kaiser.  
**Product:** Audio & video open reel & audio cassette boxes.

Pony Label-DRI, see NJM Inc.  
Pony Pacer, see NJM Inc.

Pratt-Spector Corp., 46 Merrick Rd., Rockville Centre, L.I., N.Y. 11571. Tel: (516) 764-5061. Pres.: Stanley Gilman; Adv. Mgr.: Andrew Barr; Technical Co-ord.: Paul Mastrianni.

**Product:** 8-tr. & cassette labelers, pressure-sensitive tape & carton sealers, & hot glue systems.

Press-Tige Label Corp., 255 Oser Ave., Hauppauge, L.I., N.Y. 11787. Tel: (516) 273-0020. Pres.: Jerry Sybil; VP & Gen. Mgr.: Ernie Menkes; Sales Mgr.: John Scholl.  
**Product:** Pressure-sensitive labels & stickers.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Jack Hecht; VP: Eric Kaltman; Sales Mgr.: Gerry Sanders; Adv. Mgr.: Richard Roth.  
**Branch:** Los Angeles, Calif., Queens Envelope of California, 2838 E. Pico Blvd. Zip: 90023. Tel: (213) 264-1101. VP: Joseph Infuso.  
**Product:** 8-tr. & cassette labels, boxes, inserts, slipcases & collars.

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel: (212) 544-9800. Pres.: Marshall Weingarten.  
**Product:** Corrugated cassette mailers & storage albums.

Scandia Packaging Machinery Co., 180 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 473-6100.  
**Product:** Packaging machinery for wrapping, cartoning, labeling & shrinking.

Shape, Symmetry & Sun Inc., Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Pres. & Adv. Mgr.: Anthony Gelardi; Sales Mgr.: Dick Keogh.  
**Product:** Cassette packaging machines.

Shorewood Packaging Corp., 10 E. 53 St., New York, N.Y. 10013. Tel: (212) 925-9818. Pres.: Paul Shore; VP Mktg.: Floyd S. Glinert; Sales Mgr.: Ken Rosenblum.  
**Branch:** Los Angeles, Calif., 1830 Glendale Blvd. Zip: 90026. Tel: (213) 660-3043.  
**Product:** Cartons & labels.

Standard Paper Box Machine Co., 476 Broome St., New York, N.Y. 10013. Tel: (212) 925-9818. Pres.: Paul Adams; Sales & Adv. Mgr.: Bruce Adams.  
**Product:** Audio & video 8-tr. & cassette labeling machinery.

Stevenson Packaging Equip. Co. Inc., 20434 Corisco, Chatsworth, Calif. 91311. Tel: (213) 998-1512.  
**Product:** Audio & video shrink film packaging equip.

Tape-Taches, see Blackburn Inc.  
Tapkase, see Creative Packaging Co.  
Taprap, see Creative Packaging Co.

Tele-Measurements Inc., 145 Main Ave., Clifton, N.J. 07014. Tel: (201) 473-8822. NYC (212) 581-9020. Pres.: J.R. Popple.  
**Product:** 8-tr. labels.

3 M Co., Magnetic Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: R.H. Herzog; Sales Mgr.: J.L. Leon; Adv. /Sales Promo. Co-ord.: V.A. Hanson; Adv. Mgr.: P.M. Gavin. Local branch: PO Box 3211, St. Paul 55133; 3131 Lexington Ave. S., Eagan 55121. Tel: (612) 733-3300.  
**Branches:** Anchorage, Alaska, 3934 Speckard Rd. Zip: 99503. Tel: (907) 279-6481—Burbank, Calif., 126 W. Elm Court. Zip: 91502. Tel: (213) 848-5534—Los Angeles, Calif., 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-1511—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:

30340. Tel: (404) 449-6666—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—St. Louis, Mo., PO Box 510, 10725 Bauer Blvd. Zip: 63166. Tel: (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07006. Tel: (201) 227-9100, NYC (212) 285-9600—High Point, N.C., PO Box 2047, 2401 Brevard St. Zip: 27261. Tel: (919) 886-7181—Cincinnati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 742-0200—Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 327-7311—Seattle, Wash., Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel: (206) 244-7200.  
**Product:** Storage system.  
**Brand name:** C-Box.

Tri-Lon Color Lithographers Ltd., 54 W. 21 St., New York, N.Y. 10010. Tel: (212) 255-6140. Pres.: Morris Strickler; Sales Mgr.: David Strickler.  
**Product:** Labels.

Tuck-O-Mat, see NJM Inc.  
Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger; Sales Mgr.: Terry Rosene.  
**Product:** Norelco & Ampex style boxes, hinged soft polyboxes.

Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241. Pres.: J.T. Stephens, Corp. Mdse. Mgr.: R.H. Reese; Sales Mgr.: Dudley Pendleton; Adv. Mgr.: J. Weed.  
**Branch:** Hawthorne, Calif., 14695 S. Inglewood Ave. Zip: 90250. Tel: (213) 679-3391. Sales Mgr.: Don Darby.  
**Product:** Audio & video cassette binders.

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# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

A L S Inds. Inc. (div. of American Lighting Specialties Inc.), 2045 E. Mariposa Ave., El Segundo, Calif. 90245. Tel: (213) 640-0500. Pres.: Richard D. Smith, Mktg. Dir.: Steve Silberman. Product: Carrying & storage cases. (M)

A/V Paragon, see Universal Tape Corp.

A-V Tape Sales Corp., 580 Sylvan Ave., Englewood Cliffs, N.J. 07632. Tel: (201) 569-7000. Pres.: A. F. Etro, Sales Mgr.: V.J. Carabello. Product: Carrying & storage cases, head cleaners, leader tape. (M)

Action Leathercraft Inc., 5340 E. Harbor St., Commerce, Calif. 90040. Tel: (213) 728-1155. Mktg. Dept.: Andy Livian. Product: Carrying & storage cases.

Add 'n Stac, see Royal Sound Co. Inc.

Advanced Ideas Inc., 3132 N. Natchez, Chicago, Ill. 60634. Tel: (312) 889-2044. Pres.: Nero Lebmets; Sales Mgr.: Tom Kiltyle. Product: Cassette carrying & storage cases.

Advance Prods. Co. Inc., P.O. Box 2178, 1101 E. Central, Wichita, Kan. 67201. Tel: (316) 263-4231. Pres. & Gen. Mgr.: William D. DeVore. Sales & Adv. Mgr.: Paul Keck. Product: Carrying & storage cases.

Advent Corp., 195 Albany St., Cambridge, Mass. 02139. Tel: (617) 661-9500. Pres.: Henry E. Kloss; Sales Mgr.: Francis L. Reed; Adv. Mgr.: Fred Goldstein. Product: Carrying & storage cases. (M)

Akro-Mils, P.O. Box 989, Akron, Ohio 44309. Tel: (216) 253-5592. Pres.: Steve Myers; Mktg. Mgr.: George Cull; Sales Mgr.: Gary McDonald. Product: Carrying & storage cases (Tape-Mate). (M)

Alabama Paper Stock Co., 610 S. Temple Ave., South Fayette, Ala. 35555. Tel: (205) 932-6722. Pres.: Joe T. Couch. Product: Carrying & storage cases. (M)

Amberg Co., 1625 Duane Blvd., Kankakee, Ill. 60901. Tel: (815) 933-3351. Product: Carrying & storage cases. (M)

Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-3887. Branches: Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel: (201) 489-7400—Abington, Pa., 947 Old York Rd. Zip: 19001. Tel: (215) 887-7650—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100. Product: Head cleaners & demagnetizers, leader & splicing tape.

Ampro Prods. Inc., 150 Fifth Ave., New York, N.Y. 10010. Tel: (212) 243-7726. Pres.: Manuel Kopelman; Sales Mgr.: Michel Laguenys; Adv. Mgr.: R. Sharip. Product: Head cleaners (M), splicing & leader tape (D).

R. B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner: R.B. Annis. Product: Demagnetizers (Han-D-Mag). (M)

Arista Ents. Inc., 35 Hoffman Ave., Hauppauge, L.I., N.Y. 11787. Tel: (516) 234-7000. Pres.: Alan E. Leifer. Product: Head cleaners & demagnetizers, leader & splicing tape. (M)

Aspen Ltd., 4960 Jackson St., Denver, Colo. 80211. Tel: (303) 320-4445. Pres. & Sales Mgr.: Sid Laks; Adv. Mgr.: K. Davis. Product: Head cleaners & demagnetizers.

Audio Accessories Co., Box 628, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney. Product: Head cleaners (AA). (M)

Audio Magnetics Corp., 234 W. 146 St., Gardena, Calif. 90248. Tel: (213) 532-2950. Pres.: Peter Hughes; Customer Servs. Dir.: Lynn Chrisciel. Branches: Irvine, Calif., 2602 Michelson Dr. Zip: 92664. Tel: (714) 833-0020—New York, N.Y., 2 Penn Plaza. Zip: 10001. Tel: (212) 594-9400. Int'l branches: Canada, Mexico.

Product: Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape. (M)

Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-5870. Telex: 126419. Pres.: Milton B. Gelfand; VP Sales: Timothy A. Cole; Adv. Mgr.: J.P. Lohman. Product: Leader & splicing tape.

Audio-Stac, see Stac All Inc. B.A.S.F. Systems, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: Guenther Grochla; VP Sales & Mktg.: R. Blanck; Nat'l Sales Dir.: Gerry Berberian; Mktg. Dir.: Jerry Hubeny. Branches: Melrose Park, Ill., 1800 No. 30 Ave. Zip: 60160. Tel: (312) 343-6618—Clifton, N.J., 460 Colfax Ave. Zip: 07013. Tel: (201) 473-8424—Dallas, Tex., 2520 Electronic Ln., Suite 801. Zip: 75220. Tel: (214) 358-1494. Product: Open reel albums, 8-tr. & cassette head cleaners.

Bear-Kat Prods. Inc., 1400 Axtell, Troy, Mich. 48084. Tel: (313) 549-2400. Pres.: Ken Dishes. Product: 8-tr. & cassette storage cases.

Bib Accessories (div. of Revox Corp.), 155 Michael Dr., Syosset, L.I., N.Y. 11791. Tel: (516) 364-1900. Pres.: Colin Hammond; Nat'l Sales Mgr.: Colin Evans; Adv. Mgr.: Jeanne Smith. Product: Head cleaners, splicing tape.

Blackburn 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)

W. H. Brady Co., 2221 W. Camden Rd., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Pres.: J.E. Larson; Sales Mgr.: D.R. McGrew; Prod. Mgr.: John Arnold. Product: Splicing tape.

C-Box, see 3M Co. Carter Corp., 1916 11 St., Rockford, Ill. 61108. Tel: (815) 397-3200. Product: Head cleaners & demagnetizers, leader & splicing tape.

Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6258. TWX: (910) 321-3723. Pres.: A.P. Cunha; Mktg. Servs. Dir.: John M. Ricci; Sales Mgr.: Oscar Arslanian. Sales offices: Los Angeles, Calif., 3116 W. 32 Ave. Zip: 90065. Tel: (213) 255-5103—Atlanta, Ga., 1670 NE Freeway Access Rd. Zip: 30329. Tel: (404) 321-5441—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—Dedham, Mass., 235 Elm St. Zip: 02026. Tel: (617) 329-5777—New York, N.Y., 1370 Ave. of the Americas. Zip:

Product: Carrying & storage cases, head cleaners & demagnetizers. (M)

G.R.T. Corp., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Sales Mgr.: Herb Hersfield; Adv. Mgr.: Jack Woodman; Custom Prods. Div. Mgr.: David Travis. Product: Head cleaners. (M)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmond Gabriel. Product: Head cleaners. (M)

Gusdorf & Sons Inc., 6900 Manchester Ave., St. Louis, Mo. 63143. Tel: (314) 647-1207. Product: Carrying & storage cases.

Han-D-Mag, see R.B. Annis Co.

Harrison Tape Guide & Harrison Guide to 4 Channel Recs. & Tapes, 143 W. 20 St., New York, N.Y. 10011. Tel: (212) 243-8912. Pres.: Sybil Weiss; Sales Mgr.: Ellen Schneider. Product: Catalog servs.

Heimac Prods. Corp., PO Box 73, Flint, Mich. 48501. Tel: (313) 239-7677. Pres. & Sales Mgr.: Nicholas D. McKay; Adv. Mgr.: Kenneth R. Porter. Product: Carrying & storage cases (Organizer). (M)

Hi-Flex Corp., 289 Huylar St., South Hackensack, N.J. 07606. Tel: (201) 487-3027. Pres.: Robert Lovatt; Plant Mgr.: Jeff St. Thomas. Product: Leader tape.

Horian Ents. Inc., 12381 Schaefer, Detroit, Mich. 48227. Tel: (313) 933-6900. Pres.: Richard Horian; Sales Mgr.: Robert Horian. Product: Carrying & storage cases.

Infonics Inc., PO Box 113, 238 Hwy. 212, Michigan City, Ind. 46360. Tel: (219) 879-3381. Pres.: Sales & Adv. Mgr.: Paul Lloyd. Product: Head cleaners & demagnetizers, leader & splicing tape (Phoenix). (D)

Information Terminals Corp., 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400. Product: Carrying & storage cases, head cleaners & demagnetizers, leader tape.

International Cassette Inds. Inc., 16131 Goithard St., Huntington Beach, Calif. 92647. Tel: (714) 488-1515. Pres.: Nelson H. Duenas; VP & Sales Mgr.: Douglas P. Benson; Adv. Mgr.: Fernando O. Duenas. Product: Leader tape. (M)

Irish Magnetic Rec g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, L.I., N.Y. 11803. Tel: (516) 293-5582. Pres.: Sol Zigman; Sales Mgr.: George Krug; Adv. Mgr.: Norman Steen. Product: Head cleaners, splicing tape. (M)

J-S Wood Prods. Inc., 11309 Emerald St., Dallas, Tex. 75229. Tel: (214) 620-2006. Product: Carrying & storage cases (custom design contract work only).

Jefmarn Ents. Inc., 16 Newcastle Ave., Plainview, L.I., N.Y. 11803. Tel: (516) 822-7277. Pres.: Allan Frost.

Product: Head cleaners & demagnetizers, leader & splicing tape.

Johnson Inds. Inc., 19479 Chandler Blvd., North Hollywood, Calif. 91601. Tel: (213) 980-5520. Pres.: Ken P. Johnson; Sales Mgr.: Ed Bailey; Adv. Mgr.: Virginia Reed. Product: Demagnetizers. (M)

Kantrell Inds., Jeanne Dr., Newburgh, N.Y. 12550. Tel: (914) 564-1500. Product: Carrying & storage cases.

King Instrument Corp., 80 Turnpike Rd., Westboro, Mass. 01581. Tel: (617) 366-9141. Pres.: James L. King; Mktg. Dir.: Paul McGonigle; Sales Mgr.: William E. Cline. Product: Splicing tape.

Kustom Creations Inc., 19316 Londelius St., Northridge, Calif. 91324. Tel: (213) 886-8338. Pres.: William Lang; Sales Mgr.: Floyd Sanders; Adv. Mgr.: L.A. Laurence. Product: Carrying & storage cases. (M)

Lafayette Radio Electronics, 111 Jericho Tpk., Syosset, L.I., N.Y. 11791. Tel: (516) 921-7700. Product: Demagnetizers.

Le-Bu Prods. Co. Inc., 58-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Pres.: Leslie Baker; Exec. VP: Leslie Dame; Sales & Adv. Mgr.: Howard Aronson.

Product: Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape. (M)

List-O-Tapes (div. of Trade Serv. Publ's Inc.), 2720 Beverly Blvd., Los Angeles, Calif. 90057. Tel: (213) 385-4211. Pres.: J.F. Simpson; Sales Mgr.: W.A. Mundt. Product: Catalog servs.

Loranger Mfg. Corp., Entertainment Prods. Div., P.O. Box 948, Warren, Pa. 16365. Tel: (814) (Continued on page TR-32)

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# TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

723-8600. Pres.: J.A. Loranger; Gen. Mgr.: Robert Loranger.  
**Branch: Flanders, N.J.**, 151 Rt. 206, Bldg. 2, Zip: 07836. Tel: (201) 584-7845. Sales Mgr.: Dan Zingone.  
**Product: Carrying & storage cases.** (M)  
**Magnetics Sales & Mfg. Co.**, PO Box 127, Northridge, Calif. 91324. Tel: (213) 368-3411.  
**Pres.: D.P. Grosslight.**  
**Product: Demagnetizers (Erase-Sure).** (M)  
**Magnetic Mktg. Corp.**, 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3511.  
**Pres.: Thomas Hofbauer.**

**Product: Head cleaner & demagnetizers.** (M)  
**Magnetic Media Corp.**, 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 698-8660.  
**Pres.: Aaron Wasserstrom; Sales Mgrs.: John Cristiano, Douglas Scott.**  
**Product: Leader tape.**  
**Mallory Dist. Prods. Co.**, 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel: (317) 856-3731.  
**Pres.: Wayne Eter; Sales Mgr.: F.P. Vendely; Adv. Mgr.: A.E. Baker.**  
**Product: Head cleaners.** (M)  
**Marsand Inds. Inc.**, 5150 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 938-2755.

**Pres.: Sanford Sykes; Sales & Adv. Mgr.: Gary Ewing.**  
**Product: Carrying & storage cases.** (M)  
**Memorex Corp.**, 1200 Memorex Dr., Santa Clara, Calif. 95052. Tel: (408) 987-1752. Pres.: Robert C. Wilson; Sales Mgr.: John R. Humphreys; Audio Mktg. Mgr.: John C. Rohrer.  
**Branches: Los Angeles, Calif.**, 11340 N. Olympic Blvd., Suite 100. Zip: 90064. Tel: (213) 478-3051—**Lombard, Ill.**, 335 Eisenhower Ln. S. Zip: 60148. Tel: (312) 620-3200—**New York, N.Y.**, 1700 Broadway. Zip: 10019. Tel: (212) 541-7780.  
**Product: Cassette storage library, head cleaners & demagnetizers.**  
**Metro Prods. Inc.**, 11875 Stephens, Warren, Mich. 48089. Tel: (313) 754-2900.  
**Product: Carrying & storage cases.**

**Metrosound Audio Prods.** see RNS Mktg. Inc.  
**Micro-Tran Corp.**, 620 Race St., Holyoke, Mass. 01040. Tel: (413) 536-3551. Pres. & Adv. Mgr.: William E. Stacy; Sales Mgr.: Maf. Stacy.  
**Product: Carrying & storage cases.** (M)

**Microtran Co. Inc.**, PO Box 236, 145 E. Mineola Ave., Valley Stream, L.I., N.Y. 11582. Tel: (516) 561-6050. TWX: (510) 225-8412.  
**Pres.: Albert J. Eisenberg; Sales Mgr.: Walter Benscher; Adv. Mgr.: A. Packer.**

**Product: Head cleaners & demagnetizers.** (M)

**Mid-American Mktg. Inc.**, 923 Spruce, St. Louis, Mo. 63102. Tel: (314) 621-4727. Pres.: B. Hochman; Sales Mgr.: R. Meyerhardt; Adv. Mgr.: T. Wiese.  
**Product: Carrying & storage cases (Sound Furniture).** (M)

**Muskat Inds. Inc.**, 164-97 NW 49 Ave., Hialeah, Fla. 33014. Tel: (305) 625-9141. Pres.: Adolph Muskat; VP, Gen. & Sales Mgr.: Steve Pollock.  
**Product: Carrying & storage cases.** (I)

**Nakamichi Research (USA) Inc.**, 220 Westbury Ave., Carle Place, L.I., N.Y. 11514. Tel: (516) 333-5440. Pres. E. Nakamichi, Gen. & Mktg. Mgr.: Ted Nakamichi; Sales Mgr.: T. Akiyama.  
**Branch: Santa Monica, Calif.**, 1101 Colorado Ave. Zip: 90404. Tel: (213) 451-5901. Gen. & Sales Mgr.: T. Akiyama.

**Product: Head cleaners & demagnetizers.**

**Nortronics Co. Inc.**, 8101 10 Ave. N., Minneapolis, Minn. 55428. Tel: (612) 545-0401. Pres.: J.A. Yngve; Mktg. Servs. Mgr.: Paul C. Lund; Sales Mgr.: M. Krontfeld.  
**Product: Head cleaning equip., demagnetizers, splicing tape.**

**Organizer**, see Helmar Prods. Corp.  
**P.D.Q. Promos. Inc.**, 14853 NE 20 Ave., North Miami, Fla. 33181. Tel: (305) 944-6542.  
**Product: Carrying & storage cases, head cleaners & demagnetizers.**

**Pageant/M.A. Miller Inds.**, 605 Northern Blvd., Chinchilla, Pa. 18410. Tel: (717) 587-4771. Pres.: Alan Wormser; Sales Mgr.: M.J. Fields.  
**Product: Head cleaners.**

**Peerless Vid-Tronic Corp.**, 60 West St., Bloomfield, N.J. 07082. Tel: (201) 429-8600. Pres.: Herbert J. Ravis; Sales Mgr.: Jerry Geller; Adv. & Prod'n Mgr.: Jack Lewis.  
**Product: Carrying & storage cases, head cleaners.** (M)

**Pentagon Inds. Inc.**, 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom

Horton: Sales Mgr.: James Dow.  
**Product: Carrying & storage cases.**

**Pfanstiehl Chemical Corp.**, 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres. & Adv. Mgr.: R. Bruce Wright; Sales Mgr.: C. Al Clinton.  
**Product: Head cleaners (Pfanteone).**

**Pfanteone**, see Pfanstiehl Chemical Corp.  
**Phoenix**, see Infonics Inc.

**Pratt-Spector Corp.**, 46 Merrick Rd., Rockville Centre, L.I., N.Y. 11571. Tel: (516) 764-5061. Pres.: Stanley Gilman; Adv. Mgr.: Andrew Barr; Technical Co-ord.: Paul Mastrianni.  
**Product: Head cleaners & demagnetizers, leader & splicing tape.**

**R M S Electronics Inc.**, 50 Anton Pl., Bronx, N.Y. 10462. Tel: (212) 892-6700.  
**Product: Carrying & storage cases.**

**R N S Mktg. Inc.**, 372 Hoover Ave., Bloomfield, N.J. 07003. Tel: (201) 748-8778. Pres.: Robert N. Schwartz.  
**Product: Head cleaners, leader & splicing tape (Metrosound).** (I)

**Radio Shack** (a Tandy Corp.), 2617 W. Seventh St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. Pres.: Lewis F. Kornfeld; Sales Mgr.: Bernard S. Appel; Adv. Mgr.: Lawrence E. Blotstein; Sales Promo. Co-ord.: H.L. Siegel.  
**Product: Head cleaners & demagnetizers, leader & splicing tape (Realistic).**

**Raynor Sales Co. Inc.**, 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres.: Ray Abrams Sr.; Sales Mgr.: Ray Abrams Jr.; Adv. Mgr.: John Concialdi.  
**Product: Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.**

**Realistic**, see Radio Shack.  
**Recordaid Inc.**, PO Box 14338, Philadelphia, Pa. 19152. Pres.: D.W. Exline.  
**Product: Catalog servs.**

**Recoton Corp.**, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchardt; Sales Mgr.: George Calvi.  
**Product: Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.**

**Reliance Plastics & Packaging Div.**, Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel: (212) 544-9800. Pres.: Marshall Weingarten.  
**Product: Carrying & storage cases.** (M)

**Rivertone Corp.**, Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888. Pres.: W. Adamson; Sales Mgr.: Alan J. Adamson; Adv. Mgr.: R. Schluss.  
**Product: Carrying & storage cases, head cleaners (custom plastic molding only).**

**Robins Inds. Corp.**, 75 Austin Blvd., Commack, L.I., N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post; Sales & Adv. Mgr.: Jack Friedland.  
**Product: Head cleaners & demagnetizers, leader & splicing tape.**

**Royal Sound Co. Inc.**, 24 Buffalo Ave., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan; Sales Mgr.: Milton Dolnick; Adv. Mgr.: David Monoson.  
**Product: Carrying & storage cases (Add'n Stack), head cleaners (Royal).**

**Rubbermaid Specialty Prods. Inc.**, PO Box 1707, Calloway Ind'l Park, Redding Rd., La Grange, Ga. 30240. Tel: (404) 884-1711.  
**Product: Carrying & storage cases (Cassette Caddy, Tape Caddy).** (M)

**S S K Ents. Inc.**, 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (213) 889-1831. Pres. & Gen. Mgr.: S.F. Kara.  
**Product: Head cleaners.** (M)

**Savoy Leather Mfg. Corp.**, PO Box 176, Ward Hill Ind'l Park, Haverhill, Mass. 01830. Tel: (617) 374-0351. Sales office: 411 Massachusetts Ave. Zip: 01830. Tel: (617) 263-8344.  
**Product: Carrying & storage cases.**

**Saxon Adhesive Prods. Inc.**, 880 Garfield Ave., Jersey City, N.J. 07305. Tel: (201) 451-1979. NYC 212) 594-5610. VP & Gen. Mgr.: Marshall Rose; Sales Mgr.: John Haggerty.  
**Product: Splicing tape.** (M)

**Saxton Prods. Inc.**, 215 N. Rt. 303, Congers, N.Y. 10920. Tel: (914) 268-6846.  
**Product: Carrying & storage cases, head cleaners & demagnetizers, splicing tape.**

**Schwann Rec. & Tape Guides**, J37 Newbury St., Boston, Mass. 02116. Tel: (617) 261-3143. Pres.: William Schwann; Adv. Mgr.: Franz D. Wolff.  
**Product: Catalog servs.**

**Schweizer Design Inc.**, 8575 County Rd. 1B, Osseo, Minn. 55369. Tel: (612) 425-7272. Pres.: Fred E. Martinitz; Nat'l Sales Mgr.: Leslie Neff; Adv. Mgr.: David Lund.  
**Product: Carrying & storage cases, head cleaners.** (M)

**Scotch**, see 3M Co.  
**Seebro Prods. Co.**, 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.  
**Product: Carrying & storage cases (MD), head cleaners & demagnetizers, leader & splicing tape.**

**Sentry Inds. Inc.**, 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Pres.: Harold Rosen; Sales Mgr.: Barry Rosen.  
**Product: Head cleaners & demagnetizers.** (M)

**Service Mfg. Co. Inc.**, 155 Saw Mill River Rd., Yonkers, N.Y. 10701. Tel: (914) 476-1700. Pres.: Joseph L. Berkman; VP Sales: Richard Rosenber.  
**Product: Carrying & storage cases.**

**Simpac Int'l Inc.**, 369 San Miguel Dr., Suite 365, Newport Beach, Calif. 92660. Tel: (714) 644-6857. Pres.: George A. Martinez; Sales & Adv. Mgr.: Joan M. Teeter.  
**Product: Carrying & storage cases.**

**Simpat Tape Inc.**, 443 Park Ave. S., New York, N.Y. 10016. Tel: (212) 532-2558. Pres.: D. Richard Kraus; Mktg. Mgr.: Mort Schlein.  
**Product: Splicing tape.**

**Soma Mfg. Co.**, 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; Sales Mgr.: Daniel P. Mahoney.  
**Product: Carrying & storage cases.** (M)

**Soundcraft**, see Columbia Magnetics.  
**Sound Furniture**, see Mid-America Mktg. Inc.  
**Speedex Electronics**, 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A.C. Valiulis; Sales Mgr.: James Heighway; Adv. Mgr.: Paul Laurens.  
**Product: Head cleaners & demagnetizers, splicing tape.**

**Stac-All Inc.**, 1407 Allen Dr., Suite A, Troy, Mich. 48044. Tel: (313) 588-5510. Pres.: J.E. Joyce; Sales & Adv. Mgr.: Judy A. Zeiter.  
**Product: Carrying & storage cases (Audio-Stac).** (M)

**Sterling Prods. Co. Inc.**, 1689 Oakdale Ave., West St. Paul, Minn. 55118. Tel: (612) 455-6691.  
**Product: Carrying & storage cases.**

**Superscope Inc.**, 20525 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 998-9333. Pres.: Joseph S. Tushinsky; Sales Mgr.: Fred C. Tushinsky; Adv. Mgr.: Alan Hirshfield; PR Mgr.: John R. Furtak.  
**Branches: Glendale, Ariz.**, 15234 N. 51 Dr. Zip: 85301. Tel: (602) 938-4820. Mgr.: Don Bangs—Itasca, Ill., Superscope Chicago Inc., 1300 Norwood Ave. Zip: 60143. Tel: (312) 569-2147. Mgr.: Hal Loman—Woburn, Mass., Superscope New England Inc., 24 Cummings Park; Zip: 01801. Tel: (617) 935-8250. Mgr.: Mario Cannata—Troy, Mich., Superscope Detroit Inc., 591 Executive Dr. Zip: 48084. Tel: (313) 588-7200. Mgr.: Dick Isola—Woodside, N.Y., Superscope New York Inc., 56-08 37 Ave. Zip: 11377. Tel: (212) 446-7227. Mgr.: Joe Deo—Bellevue, Wash., Superscope Northwest Inc., 12842 NE 15 Pl. Zip: 98005. Tel: (206) 454-5162. Mgr.: Dave Pedrick.  
**Product: Carrying & storage cases, head cleaners & demagnetizers.**

**Symphonette Blank Tape** (Gillette-Madison Mktg. Co.), PO Box 134, Gillette, N.J. 07933. Tel: (201) 573-0777. VP: Morton C. Hillman.  
**Branches: Los Angeles, Calif.**, 4845 W. Exposition Blvd. Zip: 90016. Tel: (213) 731-8034—New York, N.Y., 17 E. 48 St. Zip: 10017. Tel: (212) 688-2818.  
**Product: Head cleaners.**

**T D K Electronics Corp.**, 755 Eastgate Blvd., Garden City, L.I., N.Y. 11530. Tel: (516) 746-0880. Pres.: S. Okiyama; Mktg. Mgr.: Ken Kohda.  
**Branches: Irvine, Calif.**, 17072 Daimler St. Zip: 92705. Tel: (714) 557-3460—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.  
**Product: Carrying & storage cases, head cleaners.** (M)

**Taber Mfg. & Eng'g Co.**, 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831. Pres.: William D. Taber; Mktg. & Adv. Mgr.: Robert H. Kearns.  
**Product: Demagnetizers (Taberaser).** (M)

**Tapebox**, see Creative Packaging Co.

**Tape Caddy**, see Rubbermaid Specialty Prods. Inc.

**Tapemaker Sales Co. Inc.**, 176 Casper St., Valley Stream, L.I., N.Y. 11582. Tel: (516) 561-6080.  
**Product: Head cleaners, leader & splicing tape.**

**Tape-Mate**, see Akro-Mils.

**Tape Servs. Inc.**, 7015 Westfield Ave., Pennsauken, N.J. 08110. Tel: (609) 665-3323. Pres.: William F. Mulcahy; Nat'l Sales Mgr.: Michael T. Mulcahy.  
**Product: Head cleaners & demagnetizers.**

**Teac Corp. of America**, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Pres.: George De Rado; Sales Mgr.: Al Novick; Adv. Mgr.: Charles Overstreet.  
**Product: Head cleaners & demagnetizers.**

**3 M Co.**, Magnetic Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: R.H. Herzog; Sales Mgr.: J.L. Leon; Adv. Sales Promo. Co-ord.: V.A. Hanson; Adv. Mgr.: P.M. Gavin. Local branch: PO Box 3211, St. Paul 55133; 3131 Lexington Ave. S., Eagan 55121. Tel: (612) 733-3300.  
**Branches: Anchorage, Alaska.**, 3934 Spearnard Rd. Zip: 99503. Tel: (907) 279-6481—Burbank, Calif., 126 W. Elm Court. Zip: 91502. Tel: (213) 848-5534—Los Angeles, Calif., 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-1511—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: 30340. Tel: (404) 449-6666—Honolulu, Hawaii, 2880 Uaena St. Zip: 96819. Tel: (808) 841-0147—Argo, Ill., 5855 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—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, NYC 212) 285-9600—High Point, N.C., PO Box 2047, 2401 Brevard St. Zip:

# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## TAPE STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS & IMPORTERS

TR-33

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

Arsey Display Mfg. Corp. Div., Wiremaid Prods. Corp., PO Box 607, 60 West Ave., Patchogue, L.I., N.Y. 11772. Tel: (516) 475-0193. Pres.: Arnold Boden; Sales Mgr.: Leigh Boden. Product: Display racks. (M)

Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 248-5100. NYC (212) 964-2565. Sales Mgr.: Art Hochman. Product: Browser boxes, display racks. (M)

G. Benson & Co. Inc., 480 Canal St., New York, N.Y. 10013. Tel: (212) 925-7100. Pres.: Gerald J. Benson; Sales Mgr.: Gil Benson; Adv. Mgr.: R. Evans. Product: Browser boxes, display racks, divider cards. (M)

Ted Bushman Signs, 627 Broadway, Massapequa, L.I., N.Y. 11758. Tel: (516) 798-8590. Owner: Ted Bushman.

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THE RIGHT ACCESSORY  
LINE AT THE BEST  
PRICES THEN YOU  
HAVEN'T TRIED**

**FINETONE**

THE MOST COMPLETE  
SUPPLIERS OF RECORD  
AND TAPE ACCESSORIES



Manufacturers and Distributors  
of Audio Products  
24 Cobek Court, Brooklyn, New York 11223  
(212) 336-6662

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—Jack Friedland, PH.D

No, it's not pre-Columbian art. But it is a masterpiece in its own right. And one that means extra profits for you.

The strange-looking object is the heart of our newly tooled head demagnetizer. We wanted to improve our unit's performance, make it easier to produce, and cut its cost at the same time. So we put our Yankee ingenuity to work and combined half a dozen separate parts into a single molded piece (patents applied for). Result? A top-quality demagnetizer that undersells eastern imports!

And this is just one of the products in our new tooling program. Products that can help you take advantage of the boom in audio accessory sales. And you can sell

them under your own brand name, if you wish.

Competitive pricing is only one advantage you get with Robins. We've been a reliable source for fine audio products for 21 years. We offer design, packaging and marketing experience. And because we're located in Commack, New York, we can respond quickly to your needs.

Cash in on the audio boom. A phone call can get you started right away. Contact Jack Friedland, PH.D (Doctor of Phonography). (516) 543-5200. Robins Industries, 75 Austin Blvd., Commack, N.Y. 11725.

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With 28 ERA member firms reporting in the Consumer Products Group, average shipments were up 8.5% to \$3.684 million; commis-

Product: Divider cards. C E S Rec'g Inc., 4932 South 83 E. Ave., Tulsa, Okla. 74145. Tel: (918) 627-8471. Pres.: Harvey L. Thomas; VP Mktg. & Adv.: James E. Lown.

Product: Display racks. (M)

Central Plastics, 2701 N. Pulaski Rd., Chicago, Ill. 60639. Tel: (312) 235-3300. Pres. & Gen. Mgr.: H.R. Greenwald; Sales Mgr.: L. Longwell; Adv. Mgr.: R. Rudnick.

Branch: Rockford, Ill., Rockford Central Plastics, 2101 23 Ave. Zip: 61101. Tel: (815) 397-4465. Gen. Mgr.: R. Becknell.

Product: Browser boxes, display racks, divider cards.

Container-Kraft Inc., 8321 De Celis Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721. Product: Browser boxes, display racks, divider cards.

Creative Store Equip. Inc., PO Box 933, Terrell, Tex. 75160. Tel: (214) 563-5869. Pres.: Jerry G. White; Sales Mgr.: Jackie Aslin; Adv. Mgr.: John Bowen.

Product: Browser boxes, display racks.

Cummins Ent., 99 E. Magnolia, Burbank, Calif. 91502. Tel: (213) 843-6257.

Product: Display racks.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Nat'l Sales Mgr.: Jere R. Hill; Adv. Mgr.: Gregory Mathus.

Product: Display racks. (M)

Deelite Blacklite Corp., 5319 Fort Hamilton Pkwy., Brooklyn, N.Y. 11219. Tel: (212) 436-5551.

Product: Display racks.

Devon Design Corp., 4060 Glencoe Ave., Venice, Calif. 90291. Tel: (213) 822-9000. Pres.: Clive Rumble; Mktg. Dir.: Leonard Marshall.

Product: Display racks (Space Saver). (M)

Diba Dists., 23 Prospect St., Port Jervis, N.Y. 12771. Tel: (914) 856-6312/7045/8735.

Product: Display cases.

Display Equip. Mfg. Co., 711 S. Orchard St., Seattle, Wash. 98108. Tel: (206) 762-0711. Gen. Mgr.: Jerry Schoeler.

Product: Display racks. (M)

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel: (312) 625-3340. Pres.: James R. Walsh.

Product: Display racks. (I)

Eastern Pacific Mktg. Co. Inc., 11215 35 St. SW, Seattle, Wash. 98146. Tel: (206) 242-3805. Pres.: James M. Hess.

Product: Display racks (Top Notch).

Ever-Ready Packaging & Assembly Div., Reliance Folding Carton Corp., 225 Belleville Ave., Bloomfield, N.J. 07003. Tel: (201) 748-6677. Gen. Mgr.: Hayden Morris.

Product: Display racks. (D)

Fidelipac (div. of TelePro Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Pres.: D. Boardman; Sales & Mktg. Mgr.: Gene Bidun.

Product: Browser boxes, display racks. (M)

Finetone Inc., 24 Cobek Court, Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Herb Hartman; Mktg. Mgr.: Irving Glasser; Sales Mgr.: Jack Haddad.

Product: Browser boxes, display racks, divider cards. (M)

Freedman ArtCraft Eng'g Corp., PO Box 228, 1509 Bridge St., Charlevoix, Mich. 49720. Tel: (616) 547-6501. Pres.: Jack C. Grubaugh; Sales Mgr.: L.L. Espich; Adv. Mgr.: Max E. Hosmer.

Branch: Vernon, Calif., 4276 Exchange Ave. Zip: 90058. Tel: (213) 773-2070. Sales & Ops. Mgr.: Ronald D. Lloyd.

Product: Browser boxes, display racks. (M)

Gopher Prods. Corp., PO Box 1812, Carson City, Nev. 89701. Tel: (702) 882-9333. Pres.: Warren Perkins.

Product: Divider cards. (M)

Hamilton Fixture, PO Box 395. Zip: 45012; 1600 Irma Ave., Hamilton, Ohio 45011. Tel: (513) 868-2144. Pres.: John Schlegel.

Product: Browser boxes, display racks.

Instan Prods. Corp., 5807 W. Division St., Chicago, Ill. 60651. Tel: (312) 379-8850. Pres.: Peter P. Rill; VP: Larry Woodfield.

Product: Browser boxes, display racks. (M)

J-S Wood Prods. Inc., 11309 Emerald St., Dallas, Tex. 75229. Tel: (214) 620-2006.

Product: Browser boxes, display racks (custom design contract work only).

Kalny Mds., (div. of Ivy Hill (Communications), Community Dr., Great Neck, L.I., N.Y. 11022. Tel: (516) 487-0200.

Branch: Los Angeles, Calif., 4800 S. Santa Fe Ave. Zip: 90058. Tel: (213) 583-8974.

Product: Browser boxes, display racks. (M)

Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel: (212) 387-1747. Sales Mgr.: Samuel Kobrin.

Product: Browser boxes, display racks. (M)

Ray Lawrence Ltd., PO Box 1987, Studio City, Calif. 91604. Tel: (213) 552-1000. Pres.: Ray Lawrence; Adv. Mgr.: Jeff Lawrence.

Product: Display racks (Royal Racks). (I)

Le-Bo Prods. Co. Inc., 58-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Pres.: Leslie Bokor; Exec. VP: Leslie Dame; Sales & Adv. Mgr.: Howard Aronson.

Product: Display racks, divider cards. (M)

Liberty Fixture Inc., 2467 Mariposa Rd., Stockton, Calif. 95204. Tel: (209) 948-1176. Pres. & Sales Mgr.: Leonard Semler; Adv. Mgr.: Bob Beckrest.

Product: Browser boxes, display racks. (M)

Loranger Mfg. Corp., Entertainment Prods. Div., PO Box 948, Warren, Pa. 16365. Tel: (814) 723-8600. Pres.: J.A. Loranger; Gen. Mgr.: Robert Loranger.

Product: Browser boxes, display racks. (M)

Schweizer Design of America Inc., 8575 County Rd. 18, Osseo, Minn. 55369. Tel: (612) 425-7272. Pres.: Fred E. Martinitz; Nat'l Sales Mgr.: Leslie Neff; Adv. Mgr.: David Lund.

Product: Browser boxes, display racks. (M)

Scotch, see 3M Co.

Shehi Cabinets, 103 E. Third, Bristow, Okla. 74010. Tel: (918) 367-2433.

Product: Browser boxes, display racks.

Sicom Electronics Corp., 33026 Capital, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry; Sales & Adv. Mgr.: S.R. Wagler.

Product: Browser boxes. (M)

Soma Mfg. Co., 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; Sales Mgr.: Daniel P. Mahoney.

Product: Browser boxes. (M)

Space Saver, see Devon Design Group.

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, L.I., N.Y. 11530. Tel: (516) 746-0880. Pres.: S. Okiyama; Mktg. Mgr.: Ken Kohda.

Branches: Irvine, Calif., 17072 Daimler St.

Product: Display racks. (M)

Vinyl Interior Prods. Ltd., Design Fabrications Div., 1215 Wheaton St., Troy, Mich. 48084. Tel: (313) 689-8206. Pres.: Bruce R. Dych.

Product: Display racks. (M)

Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241. Pres.: J.T. Stephens; Corp. Mktg. Mgr.: R.H. Reese; Sales Mgr.: Dudley Pendleton; Adv. Mgr.: J. Weed.

Branch: Hawthorne, Calif., 14695 S. Ingleside Ave. Zip: 90250. Tel: (213) 679-3391. Sales Mgr.: Don Darby.

Product: Display racks.

Wiremaid Prods. Corp., see Arsey Display Mfg. Corp.

Product: Display racks. Finetone Inc., 24 Cobek Court, Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Herb Hartman; Mktg. Mgr.: Irving Glasser; Sales Mgr.: Jack Haddad.

Product: Browser boxes. (M)

Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel: (317) 856-3731. Pres.: Wayne Etter; Sales Mgr.: F.P. Vendely; Adv. Mgr.: A.E. Baker.

Product: Display racks. (M)

Paramount Wire Prods., 1935 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601. Pres.: Joseph D. Winston; Sales & Adv. Mgr.: Charles W. Holmes.

Product: Display racks (Royal). (M)

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres.: Ray Abrams Sr.; Sales Mgr.: Ray Abrams Jr.; Adv. Mgr.: John Concaldi.

Product: Browser boxes, display racks, divider cards.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchardt; Sales Mgr.: George Calvi.

Product: Divider cards (M)

Reliance Folding Carton Corp., see Ever-Ready Packaging & Assembly Div.

Robert L. Lewis Inds. Inc., 15-26 130 St., College Point, N.Y. 11356. Tel: (212) 939-7300.

Product: Display racks.

Rockford Central Plastics, see Central Plastics.

Royal, see Paramount Wire Prods.

Royal Racks, see Ray Lawrence Ltd.

SABA USA, Wm. Pany Co., 724 N. Seventh St., Allentown, Pa. 18102. Tel: (215) 821-8984. Owners: William Pany.

Product: Browser boxes.

Schweizer Design of America Inc., 8575 County Rd. 18, Osseo, Minn. 55369. Tel: (612) 425-7272. Pres.: Fred E. Martinitz; Nat'l Sales Mgr.: Leslie Neff; Adv. Mgr.: David Lund.

Product: Browser boxes, display racks. (M)

Space Saver, see 3M Co.

Shehi Cabinets, 103 E. Third, Bristow, Okla. 74010. Tel: (918) 367-2433.

Product: Browser boxes, display racks.

Sicom Electronics Corp., 33026 Capital, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry; Sales & Adv. Mgr.: S.R. Wagler.

Product: Browser boxes. (M)

Soma Mfg. Co., 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; Sales Mgr.: Daniel P. Mahoney.

# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## CANADA

### Tape Services

### DESIGN & ARTWORK

Grant Ball & Assoc., 100B Homer St., Suite 301, Vancouver, B.C. V6B 2X1. Tel: (604) 681-4611. Pres.: Grant Ball; Sales Mgr.: Mike Tie-man.

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788. Pres.: Isidore Philosophe; Plant Mgr.: Jack Philosophe.

Dynacom Communications Int'l., 333 Riverside Dr., Suite 911, St. Lambert, P.Q. JAP 1A9. Tel: (514) 465-2500. Pres.: Dave Leonard.

F-Stop Photographic Studio, 18 Hannaford St., Toronto, Ont. M4E 3G6. Tel: (416) 691-6600. Lithotech Canada Ltd., 600 Port Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133. Pres.: T. Tubis Jr.; Sales Mgr.: M. Dubois; Adv. Mgr.: G. Monette.

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres.: V. Parr; Gen. Sales Mgr.: R.A. Gray.

Polydor Ltd., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (01) 26546. Pres.: Tim Harrold; VP Mktg. & Sales Mgr.: Dieter Radecik; Imports & Tape Mktg. Mgr.: Michael Hoppe.

Branches: Calgary, Alta., PO Box 9531, Postal Code: T2P 2W6; 890 Bow Valley Square, 202 Sixth Ave. SW. Postal Code: T2P 2R9. Tel: (403) 265-5007. Telex: (03) 821859. Mgr.: Mike Stech—Vancouver, B.C., Mezzanine, 805 W. Broadway. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: (045) 4410. Mgr.: Peter Behnke—Toronto, Ont., 2264 Lake Shore Blvd. W. Postal Code: M8V 1A9. Tel: (416) 252-5426. Telex: (06) 967755. Mgrs.: A. Elias, Ken Graydon.

Promotion Agency Inc., 354 Youville St., Montreal, P.Q. H2Y 2C3. Tel: (514) 284-0330. Pres.: Robert J. Lenn.

Public Relations Assoc. (div. of Allen-McVea Ent. Ltd.), 325 Joyce Blvd., Toronto, Ont. M5M 2V8. Tel: (416) 783-1880/1860. Pres.: Gordon Allen.

Rada Rec. Pressing Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney; Adv. Mgr.: Evelyn Rodney.

Slic Bros. (div. of Cool Breeze Prods ns Ltd.), 75 Sherbourne St., Toronto, Ont. M5A 2P9. Tel: (416) 869-3700. Pres. & Sales Mgr.: Peter Francey.

### PACKAGING & LABELING

The following companies are assumed to provide this service for both audio & video unless otherwise indicated.

Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5751. Pres.: G. Kyron; Gen. Mgr.: Jerry Stevens.

London Recs. of Canada Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350. Pres.: Fraser C. Jamieson; VP: Alice Koury; Mktg. & Prod. Exploitation Mgr.: Kenneth Verdoni; Tape Div. Mgr.: John Bradley. (Audio only)

Branches: Calgary, Alta., 429 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 243-1313—Burnaby, B.C., 3166 Lake City Way. Postal Code: V5A 3A4. Tel: (604) 298-6471—Winnipeg, Man., 23 Keith Rd. Postal Code: R3H 0H7. Tel: (204) 775-7125—Scarborough, Ont., 1630 Midland Ave. Postal Code: M1P 3C2. Tel: (416) 755-3373—Quebec, P.Q., 1303 Rue Conway Postal Code: G1J 3S3. Tel: (416) 529-0261.

Metro Graphic Corp., 2800 Francis Hughes Ave., Laval, P.Q. Tel: (514) 663-0370.

Stereodyn (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; Sales & Mktg. Mgr.: William Laing.

### TAPE DUPLICATOR/ MARKETER

Stereodyn (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; Sales & Mktg. Mgr.: William Laing.

### Tape Supplies

### EMPTY CARTRIDGES, CASSETTES & REELS

The Agency Inc., 1167 Dalhousie St., Halifax, N.S. B3H 3W5. Tel: (902) 425-5050. Pres.: Joe McHugh; Sales Mgr.: Katherine Ward; Adv. Mgr.: Anne Poulos.

Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5751. Pres.: G. Kyron; Gen. Mgr.: Jerry Stevens.

Lithotech Canada Ltd., 600 Port Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133. Pres.: T. Tubis Jr.; Sales Mgr.: M. Dubois; Adv. Mgr.: G. Monette.

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres.: V. Parr; Gen. Sales Mgr.: R.A. Gray.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. M1H 1H2. Tel: (416) 491-4841. Gen. Mgr.: Gerhard Prochaska; Mktg. Mgr.: Edward Ingram.

Home office: USA, New York, N.Y.

### PRINTING & LITHOGRAPHING

The Agency Inc., 1167 Dalhousie St., Halifax, N.S. B3H 3W5. Tel: (902) 425-5050. Pres.: Joe McHugh; Sales Mgr.: Katherine Ward; Adv. Mgr.: Anne Poulos.

Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5751. Pres.: G. Kyron; Gen. Mgr.: Jerry Stevens.

Lithotech Canada Ltd., 600 Port Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133. Pres.: T. Tubis Jr.; Sales Mgr.: M. Dubois; Adv. Mgr.: G. Monette.

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres.: V. Parr; Gen. Sales Mgr.: R.A. Gray.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. M1H 1H2. Tel: (416) 491-4841. Gen. Mgr.: Gerhard Prochaska; Mktg. Mgr.: Edward Ingram.

Home office: USA, New York, N.Y.

### TAPE CUSTOM DUPLICATORS

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788. Pres.: Isidore Philosophe; Plant Mgr.: Jack Philosophe.

Audio: 8-tr., 8-tr. quadrophonic, cassette.

### CARTRIDGE & CASSETTE PARTS

Hardman Inds. Ltd., 150 Consumers Rd., Suite 300, Willowdale, Ont. M2J 1P9. Tel: (416) 491-0281. Pres.: Eric H. Hardman; Sales Mgr.: Leon Giannakoff.

Audio: 8-tr., cassette.

### TAPE, BLANK LOADED

*The numbers in parenthesis following the cartridge & cassette configurations are the timings available from the manufacturers.*

The Agency Inc., 1167 Dalhousie St., Halifax, N.S. B3H 3W5. Tel: (902) 425-5050. Pres.: Joe McHugh; Sales Mgr.: Katherine Ward; Adv. Mgr.: Anne Poulos.

Audio: 8-tr., (30), 8-tr. quadraphonic (30), cassette (30,45,60,120), open reel, broadcast.

Video: 1" open reel, 1" cartridge, 3/4" cassette, 1/2" EIAJ cartridge.

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 1C1. Tel: (416) 453-3100. VP: J.L. Major; Sales Mgr.: Joe Pariselli; Adv. Mgr.: Larry Pepper.

Product: Bin-loop duplicator, master reproducer.

Brand name: Ampex, Stencil.

Hardman Inds. Ltd., 150 Consumers Rd., Suite 300, Willowdale, Ont. M2J 1P9. Tel: (416) 491-0281. Pres.: Eric H. Hardman; Sales Mgr.: Leon Giannakoff.

Audio: 8-tr. winding & assembly systems.

Stencil, see Ampex of Canada.

## CANADA / MEXICO

### MANUFACTURERS' REPRESENTATIVES

Atlas Electronics Ltd., 50 Wingold Ave., Toronto, Ont. M6B 1P7. Tel: (416) 781-6174. Contacts: Jack & Joe Bass.

Line: Switchcraft.

Audesco Electronics Ltd., 3B10 Ave., Laval, Montreal, P.Q. H2W 2J1. Tel: (514) 288-4122. Contacts: Aurelie Des Jardins, Pierre Berthemes.

Line: Electro-Voice.

Edon Acoustics Ltd., 697 Bank St., Ottawa, Ont. K1S 3T8. Tel: (613) 232-0561. Contact: Ed Blais.

Line: Ace Audio.

Electro-Mektris, 1624 W. Third St., Vancouver, B.C. V6J 1K2. Tel: (604) 736-6377. Contacts: Alex Andison, Tony Styba.

Line: Electro-Voice.

Wilf Farrow Assoc. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Contact: Don Courtneage.

Line: Capital Duotone.

Len Finkler Ltd., 25 Toro Rd., Downsview, Ont. M3J 2A6. Tel: (416) 630-9103.

Line: Jensen.

McKeen & Grabst Electronics Ltd., 780 Bank St., Ottawa, Ont. K1S 3V6. Tel: (613) 236-7242. Pres.: Douglas McKeen; Sales Mgr.: Tom Barnes; Adv. Mgr.: J. MacDonald.

Line: Altec/Lansing, Ampex, Edital, Harman/Kardon, Koss, Marantz, Maxell, Nortronics, Ortofon, Revox, SME, Superscope, Teac, Thorens, Wollensak.

Terr: Eastern Ont.

Muscan Ent. Ltd./Musimart of Canada Ltd., 970 McEachran Ave., Montreal, P.Q. H2V 3E3. Tel: (514) 273-8354. Pres.: George E. Erlick; VP Sales: Gordon Cohen.

Line: Audio Dynamics, BSR, Bang & Olufsen.

Terr: Canada.

Paco Electronics Ltd., 45 Stinson St., St. Laurent, P.Q. H4N 2E1. Tel: (514) 748-6787. Contact: W. Cohen.

Line: Horian, NT-T Peerless, Paso Sound.

Terr: Canada.

A. Pringle Ltd., 30 Scarsdale Rd., Don Mills, Ont. M3B 2R7. Tel: (416) 449-5640. Contacts: Lee White, Beth Wilson.

Line: dbx.

Terr: Canada.

Remcrom Electronics, 2250 Midland Ave., Unit 1, Scarborough, Ont. M1P 4R9. Tel: (416) 291-1691. Contacts: Bruce Emerson, Mike Remington.

Line: Crown Int'l.

Terr: Canada.

Superior Electronics, 1330 S. Service Rd., Dorval, P.Q. Tel: (514) 683-6331. Contact: F. Lawrence Plotnick.

Line: Accuphase, Audioanalyst, Audio-Technica, Garrard, Klipsch, Nakamichi, Nikko, TDK.

Terr: Canada.

Telak Electronics Ltd., 690 Progress Ave., Unit 3, Scarborough, Ont. M1H 3A6. Tel: (416) 438-3804.

Line: Telex.

Charles L. Thompson Ltd., PO Box 86430, North Vancouver, B.C. V7L 4K6. Tel: (604) 987-9388. Contact: Dave Elliott.

Line: Bogen.

Thorvin Electronics Inc., 258A Lakeshore Rd. E., Mississauga, Ont. L5G 1G9. Tel: (416) 274-1573. Contact: Wilf Langevin.

Line: Electro-Voice.

John R. Tilton Ltd., 1900A Eglinton Ave. E., Scarborough, Ont. M1L 2M1. Tel: (416) 757-4171. Contact: J. Breedon.

Line: Bogen.

White Electronics, 3041 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-5400. Contact: Doug Wigg.

Line: Teac.

Terr: Canada.

## MEXICO

### Tape Services

### DESIGN & ARTWORK

C B S/Columbia Int'l SA, Av. 16 de Septiembre 7B4, Naucalpan. Tel: (905) 576-0333.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900. Pres.: Federico Riojas; Gen. Mgr.: Gloria Escobar; Sales Mgr.: Carlos Rodriguez; Int'l: Carlos Kleiman.

Discos de Oro SA de CV, Av. de los Leones 117, Mexico 20, D.F. Tel: (905) 593-3111. Pres.: Roberto Ayala.

Mexicanos SA (Discos)/Orfeon Videovox SA, Alice Blanco 26, San Bartolo, Naucalpan. Tel: (905) 576-4935.

Musart SA (Discos), PO Box 17503, Zone 17, Av. Cuilahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis; Int'l Mgr.: Frank J.P. Segura.

R C A SA de CV, Av. Cuilahuac 2519, Mexico 16, D.F. Tel: (905) 527-6020. Pres. & Gen. Mgr.: Louis Couttolenc; Sales Mgr.: Guillermo Infante O.

### PACKAGING & LABELING

The following companies are assumed to provide this service for both audio & video unless otherwise indicated.

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333.

Musart SA (Discos), PO Box 17503, Zone 17, Av. Cuilahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis; Int'l Mgr.: Frank J.P. Segura.

(Continued on page TR-43)

# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

The following listing of Manufacturers' Representatives has been supplied by both manufacturers and importers of the equipment and by their representatives. Product includes Audio Components; Audio and Video Tape Recording/Playback Equipment, Tape—Blank Loaded, Tape Accessories, and Tape Duplicating Equipment. The lines listed are not necessarily full lines, and the representatives are not necessarily limited to those lines only.

### ALABAMA

#### • BIRMINGHAM (Area Code 205)

Adams & Assoc., PO Box 26119, Zip: 35226. Tel: 979-2459. Mgr.: Jack G. Douglas. Home office: Greensboro, N.C. Lines: Raymer, Ronette, TAE, Tritone, Utah. Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Eastern Tenn., from Nashville. Henry W. Phillips Co., Inc., 3237 Ridgeley Dr., Zip: 35243. Tel: 967-5248. Branch Mgr.: Ron Kolter. Home office: Atlanta, Ga. Line: University Sound. Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn. John F. Russell Sales Co., Inc., 3040 Whispering Pines Circle, Zip: 35226. Tel: 822-2196. Pres.: John F. Russell. Lines: Audiovox, Brother, Dynasound, Festival, Finetone, ICP/PRB, Robins. Maitland K. Smith, Inc., 3258 Cahaba Heights Rd., Zip: 35243. Tel: 967-3080. Contact: Ed Cain. Home office: Charlotte, N.C. Lines: Electro-Voice, Irish. Terr: Ala.; Ga.; N.C.; Tenn.; Va. Southern Reps., PO Box 43249, Zip: 35243. Home office: Atlanta, Ga. Lines: Astrex, Juliette, Kraco, Service Mfg. Terr: Ala.; Ga.; Tenn. Morris F. Taylor Co., Inc., 1148 Cheyenne Blvd., Zip: 35215. Tel: 853-3181. Contact: J. Frank Alexander. Home office: Silver Spring, Md. Lines: Jensen, Nikko, Pickering, Recoton, Turner. Terr: Ala.; Del.; Wash.; D.C.; Fla.; Ga.; Md.; Miss.; N.C.; Pa.; S.C.; Tenn.; Va.; W. Va.; Southern N.J. Vulcan Rep. Assoc., PO Box 9581, 1549 Center Point Rd., Zip: 35215. Tel: 854-2869, 853-0946. Contact: Len Denaburg. Lines: Paso Sound, Xtal.

#### • HUNTSVILLE (Area Code 205)

Cartwright & Bean Inc., 2400 Bob Wallace Ave., Suite 201, Zip: 35805. Tel: 533-3509. Branch Mgr.: M. Herschel Dorsett. Home office: Memphis, Tenn. Lines: Capitol, Grromes-Precision, JVC. Murphy & Cota Inc., 904 Bob Wallace Ave. SW, Zip: 35801. Tel: 539-8476. Home office: Atlanta, Ga. Line: Pageant/Miller.

#### • LEEDS (Area Code 205)

J. H. Huggins Co., Inc., PO Box 657, Hi Way 119 W, Zip: 35094. Tel: 699-5050. Pres.: James H. Huggins. Branch: McDonald (Chattanooga Area), Tenn. Lines: Comfort Prods., Pfanziehl, Varicon. Terr: Ala.; Fla.; Ga.; Miss.; Tenn.

#### • TUSCALOOSA (Area Code 205)

AudioRep Assoc., 1218 19 Ave. E, Zip: 35401. Home office: Lawrenceville (Atlanta Metropolitan Area), Ga. Lines: Acoustic Research, Audio-Technica, Dokder, Kenwood, Quintessence. Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

### ALASKA

#### • ANCHORAGE (Area Code 907)

Far North Reps., 3612 Checkmate, Zip: 99504. Tel: 337-1221. Contact: Cecil Garrett. Lines: Certron, Marsand, Pioneer Electronics of America. Terr: Alaska. Harry J. Lang & Assoc., 1406 47 Ave., Zip: 99503. Tel: 279-5741. Contact: Harry Lang. Line: Electro-Voice. Rostron Alaskan Sales, PO Box 4-1239, Zip: 99509. Tel: 274-7605. Pres.: Don E. Rostron. Sales Mgr.: David L. Poiry. Line: Brother. Terr: Alaska.

### ARIZONA

#### • PHOENIX AREA (Area Code 602)

Jack Berman Co., Inc., 8925 N. Central Ave., Suite F, Zip: 85068. Tel: 242-9371. Branch Mgr.: Mike Cherek. Home office: Inglewood (Los Angeles Metropolitan Area), Calif. Lines: Audio Magnetics, BIC, JVC, Koss, Shure, Utah, Wollensak. Terr: Ariz.; Southern Calif.; Southern Nev.

Sal Bova Sales, 1417 W. Indian School Rd., Zip: 85015. Tel: 266-1137. Pres. & Sales Mgr.: Sal Bova. Lines: Certron, Lear Jet. Terr: Ariz.; N.M.; Las Vegas, Nev.; El Paso, Tex.

Rober Fissell Co., 5330 N. 12 St., Suite 3, Zip: 85014. Tel: 264-4031. Line: ProWood. Terr: Ariz.

G D S Mktg. Inc., 2430 S. 20 Ave., Zip: 85034. Tel: 257-0723. Branch Mgr.: Oscar Cornei. Home office: North Hollywood (Los Angeles Metropolitan Area), Calif. Lines: Pioneer Electronics of America, Robins, Sonus, US Pioneer. Terr: Alaska; Ariz.; Hawaii; Southern Calif.; Nev.; Clark County.

Howe & Howe Sales Inc., PO Box 10497, 4109 N. 18 St., Zip: 85064. Tel: 264-7971. Contacts: Lincoln Howe, Ted Moore. Line: Switchcraft. Terr: Ariz.

Marston's Inc., 2727 E. Washington, Zip: 85036. Tel: 267-1311. Contact: Ted Granger. Line: Infonics.

R. E. McKee, 10022 Lake View Circle, Sun City 85351. Tel: 933-2782. Line: Planstiehl. Terr: Ariz.; Las Vegas, Nev.; Albuquerque, N.M.; El Paso, Tex.

J. R. Morgan Agency, 1914 E. Buchanan, Zip: 85034. Tel: 252-3089. Contacts: Ralph Morgan, Bud Poorman. Line: Electro-Voice.

Pacific Audio Sales Inc., 5121 N. 40 St., Zip: 85018. Tel: 959-5710. Branch Mgr.: Don Zibelli.

Home office: Los Angeles, Calif. Lines: Audio-Technica, BASF, Nortronics, Sansui.

Terr: Ariz.; Nev.

Rio Grande Mktg., 2500 E. Thomas, Suite A3, Zip: 85016. Tel: 955-6459. Owner: John Oswald. Lines: Columbia Magnetics, ERC.

Terr: Ariz.; N.M.; Las Vegas, Nev.; El Paso, Tex.

Sheffer-Kahn Co., Inc., PO Box 1587, Zip: 85001. Tel: 265-7077. Branch: Denver, Colo.

Line: Herman H. Smith.

Southwest Mktg. Corp., 2206 N. 23 Ave., Zip: 85009. Tel: 258-6868. Pres.: J. Olsen.

Lines: Bigston, Recoton, Sharp, Soundesign.

Terr: Ariz.; N.M.; Las Vegas, Nev.; El Paso, Tex.

Norman Berkoff, 4650 Kester Ave., Van Nuys 91403. Tel: 655-1944. Line: Le-Bo.

Terr: Calif.

Jack Berman Co., Inc., 8295 S. La Cienega Blvd., Inglewood 90301. Tel: 649-6111. Bd. Chm.: Jack Berman; Pres.: Richard Grayley.

Branch: Phoenix, Ariz.

Lines: Audio Magnetics, BIC, JVC, Koss, Shure, Utah, Wollensak.

Terr: Ariz.; Southern Calif.; Southern Nev.

C-P Assoc., 8629 Aqueduct St., Sepulveda 91343. Tel: 894-4938, (714) 838-2838. Owners: Lin J. Cubinson, Rose Marie Pontikos.

Lines: Ampersand, Kustom Kreations, Triumph, Xtal.

Terr: Ariz.; Southern Calif.; Southern Nev.

California Mktg. Assoc., PO Box 7035, 4130 Atlantic Ave., Suite 109, Long Beach 90807. Tel: 426-0306. Pres.: William B. Minkin Jr.

Branches: Millbrae (San Francisco & Bay Area), San Diego, Calif.

Lines: Fisher, Sanyo.

Terr: Calif.; Nev.

Cal-West Inc., 11670 E. Washington Blvd., Santa Fe Springs 90670. Tel: 723-7340. Pres.: Ted Smithers.

Lines: Devon, Gusdorf, Intermagnetics, Transcriber.

Terr: Southern Calif.

Cal West Mktg., 11041 Los Alamitos Blvd., Suite B, Los Alamitos 90720. Tel: 598-7614. Pres.: Paul Seaman; Gen. Mgr.: Marcus Sorenson.

Branch: San Leandro (San Francisco & Bay Area), Calif.

Lines: Aspen, Fuji, Kenwood, Rectilinear, Tracker, Vanco.

Terr: Ariz.; Calif.; Nev.; Fuji—Northern Calif.

Cara Pacific, 4145 Via Marina, Apt. 120, Marina Del Rey 90291. Contact: William Cara.

Line: Allen & Heath.

Jack Carter Assoc., Inc., 11200 Chandler Blvd., North Hollywood 91603. Tel: 980-3450. Pres.: Jack Carter.

Lines: Maxell, Otari, Tandberg.

Terr: Ariz.; Southern Calif.; Nev.; Clark County.

Damark Inds., Inc., 15821 Stagg St., Van Nuys 91406. Tel: 786-9300. Pres.: George D. DeRado; Sales Mgr.: Michael B. Fellen.

Lines: AR, Accuphase, Garrard, TDK, Tascam, Teac.

Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.

Elliot S. Davis & Assoc., 7400 Greenbush Ave., North Hollywood 91605. Tel: 765-3510, 875-3650. Pres.: Elliot S. Davis.

Lines: Akai, Frazier, Leslie.

Terr: Ariz.; Hawaii; Nev.; Southern Calif.

Wayne Dinsmore Co., PO Box 621, Encino 91316. Tel: 345-0748. Owner: Wayne Dinsmore.

Lines: Audiovox, Dynasound, Philmore.

Terr: Calif., south from San Luis Obispo to Mexican border.

B. E. Duval Co., Box 1548, San Pedro 90733. Tel: 833-0951. Pres.: B. E. Duval.

Line: Fidelite.

Terr: Ariz.; Calif.; Hawaii; Nev.

Erlanger Sales Co., Inc., 4217 W. Jefferson, Zip: 90016. Tel: 731-2238. Pres.: Paul W. Erlanger; Sales Mgr.: Claude M. Erlanger.

Lines: Eico, Escotronics.

Terr: Ariz.; Calif.; Hawaii; Nev.

Eskena Mds., Inc., 1933 S. Broadway, Zip: 90007. Tel: 747-3644. Pres.: George Eskena; Sales Mgr.: Irv Eskena.

Lines: Electric Brand, Hanimex, Krypton.

Terr: Ariz.; N.M.; Southern Calif.; Southern Nev.

Irv Fenton & Assoc., 19131 Clymer St., Northridge 91324. Tel: 363-0971. Pres.: Irv Fenton; Sales Mgr.: Gary Miller.

Lines: Auto Sound, Bigston, Fairfax, Herald, IDI.

Terr: Southern Calif.

Ernie Fielder, 8708 S. Wall St., Zip: 90003. Tel: 759-5463.

Line: Pfanstiehl.

GDS Mktg. Inc., PO Box 866, Zip: 91604, 11126 Wedington St., North Hollywood 91601. Tel: 877-8191. Pres.: Jack Goldner; VP: Bruce Perlmut; Mgr.: Dennis Deck.

Branch: Phoenix, Ariz.

Lines: Pioneer Electronics of America, Robins, Sonus, US Pioneer.

Terr: Alaska; Ariz.; Hawaii; Southern Calif.; Nev.; Clark County.

Gordon & Thompson, 15729 Texaco Ave., Paramount 90723. Tel: 774-8220. Contacts: Jim Gordon, Walter Thompson.

Line: Hitachi.

Hermalko, 4732 E. 26 St., Zip: 90040. Tel: 266-6862.

Line: Certron.

Terr: Western USA (drug accounts).

J & H Western Corp., 8760 Venice Blvd., Zip: 90034. Tel: 871-0833.

Branch: Oakland (San Francisco & Bay Area), Calif.

Line: Kustom Kreations.

Terr: Calif., Nev.

JSH Mktg., 1933 S. Broadway, Zip: 90007. Tel: 746-1492. Owner & Pres.: Jim Herman.

Lines: Columbia Magnetics, Toshiba, Verik.

Terr: Southern Calif.

Jerico Sales, 15456 Dickens St., Sherman Oaks 91403. Tel: 981-4686. Contact: Jerry Magazine.

Line: Helmac.

Koesser Sales Co., Inc., 2010 W. Burbank Blvd., Burbank 91506. Tel: 849-5716. Pres.: Ace Ranslem.

Lines: Dubie Tape-Aid, Editall, Telex, Trans-Continental.

Herbert Krauss Co., 4565 Sherman Oaks Ave.,

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

Audio Inds., Corp., 1419 N. La Brea Ave., Zip: 90028. Tel: 851-4111. Pres.: Hal Michael; Sales Mgr.: Ike Benoun; Adv. Mgr.: Virginia Levy.

Lines: Ampex, Editall, MCI, Maxell, Otari, Pioneer, Revox, Shure, Sparta, TDK, Teac, 3M, Xedit.

Terr: Calif.

Lee Arter Corp., 2131 S. La Brea Ave., Zip: 90016. Tel: 937-3626. Contacts: Craig Arter, Rick Blumenthal.

Line: O'Sullivan.

Marketronics, 4023 Burbank Blvd., Burbank 91505. Tel: 842-2104. Co-Owner: Michael Ross; Sales Mgr.: Ray Mehlabaum.

Lines: Aidx, Duotone, MX, Spectrum Research, Vidarie.

Terr: Ariz.; Southern Calif.; Southern Nev.

Markman Co., 6611 Odessa Ave., Van Nuys 91406. Tel: 787-6151. Pres.: R. Mark Markman.

Lines: BSR, Dokorder, NT-T Peerless, Walco.

Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.

Marshank Sales Co., 10455 W. Jefferson Blvd., Culver City 90230. Tel: 559-2591. Pres.: Norman Marshank.

Branch: Poway, Calif.

Lines: AKG, Crown Int'l, dbx, Lenco, Philips, Rotel, Uher.

Terr: Ariz.; Southern Calif.; Southern Nev.

Morris-Tait Assoc., 4260 Lankershim Blvd., North Hollywood 91602. Tel: 877-4424. Co-Owner: John Tait.

Lines: Bang & Olufsen, Schweizer Design, Sennheiser.

# MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

Swanson, Ripp & Co., Inc., 2 Kansas St. Zip: 94103. Tel: 863-4661.  
Line: Certron.  
Terr: Northern Calif.

J. Thornton & Co., 825 San Antonio Rd., Palo Alto 94303. Tel: 494-2761. Contacts: Jack Thornton, Dave Prudell.  
Line: US Pioneer.  
Terr: Northern Calif.; Reno, Nev.

Van Court & Leber, 2022 Park Blvd., Oakland 94606. Tel: 763-5536.  
Line: Sharp.  
Terr: Northern Calif.; Northern Nev.

Wilkins-Mason Assoc., Inc., 1025 Brown Ave., Lafayette 94549. Tel: 284-9200. Owners: Ed Mason, Dick Wilkins; Sales Mgr.: Don Smith.  
Branch: Citrus Heights, Calif.  
Lines: AR, BSR, Dokorder, Koss, Nikko, Phase Linear, Pioneer Electronics of America.  
Terr: Northern Calif.; Northern Nev.

## ● SAN JOSE (Area Code 408)

Audio-Tek Inc., PO Box 5012, Zip: 95150. Tel: 378-5586. Pres.: Robert W. Kratt.  
Lines: Audio/Tek, Infonics.  
Terr: USA.

L & H Mktg., 1544 Puerto Vallarta Dr. Zip: 95120. Tel: 268-8629. Pres.: William Loeber.  
Lines: Amberg, Grafyx, Pfanstiehl.

## ● SANTA ANA (Area Code 714)

Magnetic Communications Systems Inc., 2800 S. Main St., Suite J. Zip: 92707. Tel: 557-8826. Pres.: Roger Nicholson.  
Terr: Ariz.; Calif.; Idaho; Ill.; Iowa; Kan.; Ky.; Mich.; Minn.; Mo.; Mont.; Neb.; Nev.; Ohio; Ore.; Utah; Wash.; Wis.

## ● SUNNYVALE (Area Code 408)

Connor & Assoc., 830 E. Evelyn Ave., Suite D. Zip: 94086. Tel: 733-6433.  
Lines: Columbia Magnetics, Meriton, Walco.

## ● VENTURA (Area Code 805)

Audio Electronics Co., PO Box 5242, 290 Via Pasito, Zip: 93003. Tel: 642-9277. Owner: Phil Schwartz.  
Lines: Bozak, CM Labs., Dahlquist, ERA, Fidelity Research, E.M. Long.  
Terr: Phoenix, Tucson, Ariz.; Calif., south from San Luis Obispo to Mexican border; Las Vegas, Nev.

## COLORADO

### ● DENVER AREA (Area Code 303)

A-E-S Inc., 12891 E. Nevada Circle, Aurora 80010. Tel: 366-0208. Contacts: Bill Goliher, Craig Stevenson.  
Line: Irish.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; El Paso, Tex.

B & B Electronic Prods. Inc., 5000 N. Quebec St. Zip: 80237. Tel: 773-6700. Pres.: Richard L. Beets; VP & Sales Mgr.: Gary Eisenstein.  
Branch: Salt Lake City, Utah.

Lines: Cetec, Crown Int'l., Maxell, Otari, Schweizer Design, US Pioneer.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; El Paso, Tex.

C B Electronic Mktg., 6429 Iris Way, Arvada 80004. Tel: 422-0561.  
Line: Audio-Technica.

Cable of America, 6767 E. 50 St., Commerce City 80022. Tel: 287-3497. Contact: Eugene Fujita.  
Line: Akai.

Centennial Mktg. Ltd., 3508 Peoria St., Suite 400, Aurora 80010. Tel: 344-0970. Owners: Marv Squire, Tom Fuller.  
Branch: Salt Lake City, Utah.

Lines: ADC, BSR, CM Labs., Creative Environments, Hitachi, Koss, Neosonic.  
Terr: Colo.; Idaho; N.M.; Utah; Wyo.; Eastern Mont.; El Paso, Tex.

Cir-Vu Mktg. Inc., 884 S. Lipan. Zip: 80223. Tel: 922-6233. Pres.: Robert E. Kavan; Sales Mgr.: Mike Hurley.

Lines: Aspen, Audiotronics, CTS of Paducah, Cable of America, Lencoclean, Nikko, Speaker Systems, TDK, Tannoy, Telephonics, Uher, Xtal.

Terr: Colo.; Idaho; Mont.; N.M.; Utah; El Paso, Tex.

E S P Co., Inc., 4796 S. Broadway, Englewood 80110. Tel: 781-4409. Pres.: Richard Hyde Jr.  
Lines: Altec, Pickering.

Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.

Electro-Tek Sales Inc., PO Box 395, B171 Julian St., Westminster 80030. Tel: 255-4566. Pres.: Hubert C. Rodgers.  
Line: Psaco Sound.

Marvin D. Farley, 7529 W. 72 Ave., Apt. 4, Arvada 80003. Tel: 424-4150.  
Line: Discwasher.

Terr: Colo.; Idaho; Mont.; Utah; Wyo.; El Paso, Tex.

J. A. Gedney Co., 476 E. 58 Ave. Zip: 80216. Tel: 572-1900. Pres.: James A. Gedney.  
Branch: Albuquerque, N.M.

Lines: Accuphase, Bozak, ESS, Fuji, Garrard, Metro Sound, Pentagon, Sansui, Sennheiser, Tascam, Teac.

Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Scottsluff, Neb.; El Paso, Tex.

George Grant Assoc., 7611 E. Windlawn Way, Parker B0134. Tel: B41-2500. Contact: George Grant.  
Line: Bang & Olufsen.

Terr: Colo.; Mont.; N.M.; Utah; Wyo.; Eastern Idaho.

H P Mktg. Co. of Colorado, 2530 W. Church Ave., Littleton 80120. Tel: 794-8367. Pres.: Dan Petersen.  
Branch: Scottsdale, Ariz.

Lines: Ampex, Arista, BGW, Benjamin, Concord, DTR, Dokorder, Epicure, JBL, Kenwood, Leslie, Manchester, Soundcraftsmen.

Terr: Ariz.; Colo.; N.M.; Utah; Wyo.; Southern Idaho; Eastern Mont.; El Paso, Tex.

Hanf-Riggs Assoc., 3580 S. Lincoln, Englewood 80110. Tel: 761-9421. Contact: John Hanf.  
Branch: Salt Lake City, Utah.

Line: Certron.

Terr: Colo.; Mont.; Utah; Wyo.; Eastern Idaho.

Don Horton & Assoc., 9725 E. Harbor, T-308. Zip: 80231. Tel: 755-8531. Contact: Doug Horton.  
Home office: Salt Lake City, Utah.

Line: Kustom Kreations.

Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; El Paso, Tex.

Lindberg Co., 6140 E. Evans. Zip: 80222. Tel: 758-9033. Pres.: C. Edward Lindberg.

Branches: Albuquerque, N.M.; Salt Lake City, Utah.  
Line: Electro-Voice.  
Terr: Colo.; Idaho; Mont.; N.M.; Utah; Wyo.; Western Neb.; Western S.D.; El Paso, Tex.  
Little House, 602 S. Emerson St. Zip: 80209. Tel: 778-7258. Contact: Neil Rollins.  
Line: Sonab.

McCloud & Raymond Co., 2020 S. Pontiac Way. Zip: 80222. Tel: 756-1589.  
Lines: BIC, Lux, Telstar.

Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.

Gordon Moss Electronics Inc., 2231 Federal Blvd. Zip: 80211. Tel: 455-7205. Pres.: Leroy G. Moss; Sales Mgr.: Gary L. McLaughlin.  
Branch: Albuquerque, N.M.

Lines: Audio Announcer, Switchcraft.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.

Nelson Co. Inc., 451 E. 58 Ave., Suite 3099. Zip: 80216. Tel: 573-1516. Contact: Art Nelson.  
Line: Duotone.

Bill Newman & Co., 1440 S. Santa Fe. Zip: 80223. Tel: 744-2501.  
Line: Bogen.

Roy J. O'Donnell Co., 2256 S. Delaware St. Zip: 80223. Tel: 733-5541. Contact: Roy J. O'Donnell.  
Line: Meriton.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Tex.; El Paso County.

On-Mark Sales Inc., 6143 S. Fairfield. Littleton 80120. Tel: 798-5822.  
Branch: Salt Lake City, Utah.

Line: Pfanstiehl.

Jack Rowe Assoc., Inc., 6000 E. Evans Ave. Zip: 80222. Tel: 753-0198. VP: Lloyd Doctoroff.  
Home office: Scottsdale, Ariz.

Lines: Auto Magnetics, Sanyo.

Terr: Colo.; Idaho; Mont.; N.M.; Utah; Wyo.; Phoenix, Ariz.; Las Vegas, Nev.; El Paso, Tex.

S P S Assoc., 1655 Jasper St., Suite B. Aurora 80011. Tel: 341-1776. Pres.: Dan J. Papillion.  
Home office: Salt Lake City, Utah.

Line: Sharp.

Terr: Colo.; Idaho; Mont.; Neb.; N.M.; S.D.; Utah; Wyo.

Scowcroft & Assoc., 4895 Joliet, Unit D. Zip: 80239. Tel: 371-5280. Contact: Robert Scowcroft.  
Line: Elpa, Jensen, KLH, Sherwood, Sonic, Stanton, Unitape.

Terr: Rocky Mountain states.

Sheffler-Kahn Co. Inc., 1115 Broadway. Zip: 80203. Tel: 623-1567. Mgr.: Ed Spicer.  
Home office: Phoenix, Ariz.

Line: Herman H. Smith.

Terr: Colo.; Wyo.

Alan Steine & Assoc., 2360 Dayton St., Aurora 80010. Tel: 344-8080. Pres.: Alan R. Steine.  
Home office: Silver Spring, Md.

Lines: Motorola, Tenna.

Terr: Colo.; Idaho; Mont.; N.M.; Utah; Wyo.; El Paso, Tex.

Zeller & Cuillard Inc., 1327 Speer Blvd. Zip: 80204. Tel: 222-4887. Contact: C. Fred Bjordal.  
Line: Helmac.

● GRAND JUNCTION (Area Code 303)

Communications West Inc., 1000 N. Ninth. Zip: 81501. Tel: 243-5373. Pres.: Michael Shaffer.

Lines: Ampex, Audiopac, Fidelipac, ITC, JBL, JVC, Otari, Pioneer, Revox, Schafer, Scotch Brand, Scully, Shure, Sony, Sparta, Stanton, Telex.

Terr: Ariz.; Colo.; Idaho; Kan.; Mont.; Neb.; N.M.; S.D.; Utah; Wyo.

● PARKER (Area Code 303)

George Grant Assoc., Ltd., 6413 Windlawn Way. Zip: 80134. Tel: 841-2500. Contact: George Grant.  
Line: Bang & Olufsen.

Terr: Colo.; Mont.; N.M.; Utah; Wyo.; Eastern Idaho.

● GREENWICH (Area Code 203)

Eurpac Serv., PO Box 787. Zip: 06830. Tel: 622-8400.  
Line: Le-Bo.

M P S Sales Inc., 11 Thistle Ln. Zip: 06830. Tel: 531-6459. Pres.: Syl J. Pitali.  
Line: Marsand, Xtal.

Terr: New England.

● HARTFORD AREA (Area Code 203)

Smith Co., 188 Brewster Rd., West Hartford 06117. Tel: 523-0512. Owner: George Smith.  
Branches: Burlington, Springfield, Mass.

Standard Sales Inc., 94 Brown St. Zip: 06114. Tel: 549-1500. Contact: Jim Boesch.  
Line: Clarion, Le-Bo.

● SOUTHINGTON (Area Code 203)

Grossman Sales Co. Inc., 292 Pattonwood Dr. Zip: 06489. Tel: 747-3829. Mgr.: Mark Petruzi.  
Home office: Auburndale (Boston Metropolitan Area), Mass.

Line: Microtran.

Terr: New England.

● STAMFORD (Area Code 203)

John B. Anthony Co., 992 High Ridge Rd. Zip: 06905. Tel: 747-3829. Mgr.: John B. Anthony.  
Line: Certron.

Terr: Ariz.; Colo.; N.M.; Utah; Wyo.; Southern Idaho; Eastern Mont.; El Paso, Tex.

Hanf-Riggs Assoc., 3580 S. Lincoln, Englewood 80110. Tel: 761-9421. Contact: John Hanf.  
Branch: Salt Lake City, Utah.

Line: Certron.

Terr: Colo.; Mont.; Utah; Wyo.; Eastern Idaho.

Milbrands Inc., 9 Viaduct Rd. Zip: 06907. Tel: 327-0617.  
Line: Garrard.

Terr: (Military).

● JACKSONVILLE (Area Code 904)

Brooks-Hughes Sales Inc., 8119 Messina Dr. Zip: 32211. Tel: 721-3969. Pres.: Hubert M. Hughes; Treas.: C. Everett Brooks.  
Line: Helmac.

Terr: Fla.; Southern Ga.

● MAITLAND (Area Code 305)

Hutto, Hawkins, Peregoy Inc., PO Box 1277. Zip: 32751. Tel: 831-2474.  
Line: BIC.

Terr: Fla.

● MERRITT ISLAND (Area Code 305)

Milbrands Inc., 9 Viaduct Rd. Zip: 06907. Tel: 327-0617.  
Line: Garrard.

Terr: (Military).

Art Palley, 108 Larkspur Rd. Zip: 06903. Tel: 322-2537.  
Line: Custom Case.  
Terr: Conn.; R.I.; Vt.; Western Mass.

● WEST HAVEN (Area Code 203)

Robert S. Reiss Assoc., 70 Jessie Dr. Zip: 06516. Tel: 933-8542. Pres.: Robert S. Reiss.  
Branch: Framingham (Boston Metropolitan Area), Mass.

Lines: Altec, Editall, Elpa, Ferrograph, Jenkins Research, Sennheiser.

Terr: New England; Upstate N.Y.

## DISTRICT OF COLUMBIA

### ● WASHINGTON (Area Code 202)

Balaton Mktg. Inc., PO Box 17435. Zip: 20041. Va. Tel: (703) 471-1764. Contact: Steve B. Zabaji.

Lines: Bang & Olufsen, Staticmaster.

Terr: Del., Wash., D.C., Md., Va.; Southern N.J., Eastern Pa.

Samuel K. Macdonald Inc., 3308 14 St. NW. Zip: 20010. Tel: 265-3938. VP & Treas.: Noble C. Shilt.

Home office: Philadelphia, Pa.

Line: Shure.

Terr: Del., Wash., D.C., Md., Pa., Va., W. Va.

## FLORIDA

### ● ALTAMONTE SPRINGS (Area Code 305)

# MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

Murphy & Cota Inc., 500 Plasamour Or. NE. Zip: 30324. Tel: 875-2525. Contact: John Cota Sr.  
 Branch: Huntsville, Ala.  
 Line: Pageant/Miller.  
 Henry W. Phillips Co. Inc., 3071 Peachtree Rd., Suite 206. Zip: 30305. Tel: 237-7564. Pres.: Henry W. Phillips.  
 Branches: Birmingham, Ala.; Charlotte, N.C.  
 Line: University Sound.  
 Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.  
 Ross & Assoc., PO Box 47654, 5968 New Peachtree Rd., Suite 108, Doraville 30340. Tel: 458-5568. Contact: Jack Ross.  
 Lines: BSR, Schweizer Design.  
 Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.  
 Ross-Clayton & Assoc., 300 W. Viequa Rd. NE. Zip: 30342. Tel: 252-4308. Owners: Jim Clayton, Hugh Ross.  
 Line: Spectrum.  
 Terr: Ala.; Ga.; N.C.; S.C.; Tenn.  
 Secom Systems, 2734 S. Cobb Ind'l Dr., Smyrna 30080. Tel: 434-8101. Contact: Joe Hinerfeld.  
 Line: Frazier.

Mailand K. Smith Inc., 6 Indian Trail Dr., Tucker 30084. Tel: 939-5838. Contact: Bob M. Tyler.  
 Home office: Charlotte, N.C.  
 Lines: Electro-Voice, Irish.

Terr: Ala.; Ga.; N.C.; Tenn.; Va.  
 Southern Reps., 5502 Peachtree Rd. Zip: 30341. Tel: 455-1663. Pres. & Sales Mgr.: Sid Pulmer.  
 Branch: Birmingham, Ala.  
 Lines: Astrex, Juliette, Kraco, Service Mfg.

Terr: Ala.; Ga.; Tenn.  
 Morris F. Taylor Co. Inc., 3355 York Pl., Decatur 30032. Tel: 261-0580, 284-0408. VP & Reg'l Mgr.: James W. Ferris. Local branch: PO Box 47966, Doraville 30340. Tel: 449-0861. Contact: Earl C. Neal.  
 Home office: Silver Spring, Md.

Lines: Jensen, Nikko, Pickering, Recoton, Turner.  
 Terr: Ala.; Del.; Wash., D.C.; Fla.; Ga.; Md.; Miss.; N.C.; Pa.; S.C.; Tenn.; Va.; W. Va.; Southern N.J.  
 Raymond W. Taylor & Assoc., 1100 Spring St. NW. Zip: 30309. Tel: 577-1290.  
 Home office: Canton, Ga.

Lines: Dual, JBL, SAE, Sansui, Superelex.  
 Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.  
 Technical Systems Reps Inc., 2065 Peachtree Ind'l Court, Chamblee 30341. Tel: 457-0426. Pres.: Norm Schneider.  
 Lines: Infonics, JBL, Magnecord, Parasound, Telex.

Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Eastern Tenn., including Nashville.  
 Vestco Mktg., 6010 Cove Pl. Zip: 30339. Mgr.: Elliott Suied.

Home office: Merritt Island, Fla.  
 Lines: ADS, Avid, Bang & Olufsen, Phase Linear.

Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.  
 Bob Welsh & Co., 20 Executive Park West NE. Zip: 30329. Tel: 321-4472. Contact: Bob Welsh.  
 Line: Hitachi.

Terr: Ala.; Ga.; Tenn.  
**CANTON (Area Code 404)**  
 Raymond W. Taylor & Assoc., 111 E. Marietta, Zip: 30114. Tel: 479-3664. Pres.: Raymond W. Taylor.  
 Branch: Atlanta, Ga.

Lines: Dual, JBL, SAE, Sansui, Superelex.  
 Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.

**JONESBORO (Area Code 404)**  
 Wallace Electronic Sales, PO Box 842, 1152 Dixie Dr. Zip: 30236. Tel: 471-6297. Mgr.: Earl Clinton.  
 Home office: Tampa, Fla.

Lines: AVA, TEI.

**LITHONIA (Area Code 404)**  
 Don Doughty & Assoc., 6008 Regent Manor, Zip: 30058. Tel: 981-6466. Pres.: Don Doughty; Sales Mgr.: H.N. Stover.  
 Lines: Broadmoor, Le-Bo.

Terr: Ala.; Ga.; N.C.; S.C.; Tenn.

**NORCROSS (Area Code 404)**  
 Dean Cooper & Co., 2387 Interstate 85. Zip: 30071. Tel: 448-5460.

Lines: Arista, Garrick, Kustom Kreations.

Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

H M F Assoc., 1845 Jerry Way, No. 14. Zip: 30071. Tel: 449-0417. Contact: John McDaniel.

Line: Xtal.

**ROSWELL (Area Code 404)**  
 Eugene Kout & Assoc., 9505 N. Pond Dr. Zip: 30075. Tel: 992-1490. Pres.: Eugene Kout.

Lines: AVAS, Avid, Edcor, Inter-Magnetics, Optonics, Recordex.

Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Tenn.; Puerto Rico.

**HAWAII (Area Code 808)**

Dougherty Ent., 1001 Dillingham Blvd. Zip: 96811. Tel: 847-4144. Owner: Gordon Dougherty.  
 Lines: Empire, Switchcraft.

Terr: Hawaii.

J C Electronics, 190 S. King St. Suite 976. Zip: 96813. Tel: 537-6787. Pres.: James K. C. Chang.

Lines: Beyer, Bozak, Display Media, Frazier, Kenwood, Lamb Labs, Revox, Sunn, White, Microphone Music Co., 2077 S. Beretania St. Zip: 96814. Tel: 946-1488.  
 Line: Le-Bo.

Robert Myers Sales, 4422 Pahoa. Zip: 96816. Tel: 737-1527. Contact: Robert Myers.

Line: Claron.

Pacific Ent., 429 Waiaikamilo Rd. Zip: 96817. Tel: 847-3521. Pres.: Richard P. Wyrgatsch; Sales Mgr.: Galen W.Y. Kam.

Lines: Afco, Benjamin, Certron, Concord, RMS, Walco.  
 Terr: Hawaii; Far East.

Gene Piett Factors Inc., PO Box 2903, 861 Ma-punapuna. Zip: 96802. Tel: 839-9059. Contact: Lee Gaber.

Lines: BIC, Superscope.

Terr: Hawaii.

S & A Ltd., 1633 Kapiolani Blvd. Zip: 96814. Tel: 941-2400. Pres.: Bruce Snider; Sales Mgr.: Tom Dinwoodie.

Lines: BASF, Bang & Olufsen, Carter Craft, dbx, Dokoder, Fidelitone, Nortronics, Ohm, Phase Linear, STR, Soundcraftsmen.

Terr: Hawaii.

**KANEHOE (Area Code 808)**

Titan United Corp., PO Box 1238. Zip: 96744. Tel: 239-9576. Contact: Richard Austin.

Home office: New York, N.Y.  
 Terr: (Army exchanges) Hawaii.

**MILILANI (Area Code 808)**

C & L Sales, 95-605 Wailoa Loop. Zip: 96789. Tel: 621-9554. Pres.: Francis S. Chinen; Sales Mgr.: Mildred F. Chinen.  
 Lines: Electronic Inds.; Juliette, Maxell, Recoton.

Terr: Hawaii.

## ILLINOIS

### CHICAGO METROPOLITAN AREA (Area Code 312)

A D V Assoc., PO Box 302, 1156 Cherry St., Overfield 60015. Tel: 945-0844. Pres.: August Di Venanzo; Sales Mgr.: David D. Du Pre.  
 Line: Diele.

Terr: Ill.; Ind.

C. C. Abernathy & Assoc., 520 Gateshead North, Elk Grove Village 60007. Tel: 437-1385. Pres.: Carroll C. Abernathy.  
 Lines: Crest, Electro Sound, Infonics, Liberty, Rangaire, VFI Int'l, Vicon, Wabash.

Terr: Ill.; Ind.; Iowa; Kan.; Ky.; Mich.; Minn.; Mo.; Neb.; N.D.; Ohio; S.D.; Wis.

W. T. Adams Sales, PO Box 66084, AMF O'Hare. Zip: 60666. Contact: Wes Adams.

Line: Pageant/Miller.

American Mktg. Servs., 2233 Yorktown Rd., Suite 1615, Lombard 60148. Tel: 620-8225. Contact: Harry M. Merrick.  
 Lines: Duotone, Irish.

Terr: Northern Ill.; Eastern Wis.

Amex Mktg., 2025 Dempster, Evanston 60201. Tel: 869-4943. Contact: Perry Winokur.

Line: Clarion.

B & R Assoc., 2956 N. Halsted St. Zip: 60657. Tel: 528-7518. Contact: Raymond Braver.

Lines: Hanimex, Interstate Inds.

Terr: Ill.

Leonard Bloom & Assoc., 9510 N. Lowell Ave., Skokie 60076. Tel: 679-0866. Contact: Leonard Bloom.

Line: Sonab.

Donald Bruce & Co., 3600 N. Talman Ave. Zip: 60618. Tel: 477-8100. Contacts: Lou & Howard Solomon, Ernest Wieder.  
 Lines: Hitachi, Interstate Inds.

Terr: (Military) USA; Atlantic Area, including Panama Canal Zone.

Bob Burns & Assoc., 6645 N. Oliphant. Zip: 60631. Tel: 775-1233. Contact: Bob Burns.

Line: Fidelitone.

C E M S Inc., 5940 W. Montrose Ave. Zip: 60634. Contact: Bob Cousins.

Line: Meriton.

Gene T. Clears Co., 759 72 St., Downers Grove 60515. Tel: 968-1750. Owner & Pres.: Gene T. Clears.

Lines: Editall, Ferrograph, Magnum Opus, Thorens, Watts, White.

Terr: Northern Ill.; Eastern Wis.

Consumer Mktg. Assoc., 8046 N. Milwaukee Ave., Niles 60648. Tel: 823-1337. Co-owner: B.N. Freidlein.

Lines: Boman, Electra Radio.

Terr: Ill.; Ind.; Wis.

Maurice A. Cope, 2417 Prospect Ave., Evanston 60201. Tel: 328-2468.

Line: Pfanzlief.

Continental Mktg., 5309 Lincoln Ave., Skokie 60076. Tel: 679-3890. Contacts: Skip Kind, Burt Snyder.

Line: Interstate Inds.

Terr: (Natl) catalog accounts; Mich.; Minn.; Northern Ill.

Don Stone Ent., 4012 John Hancock Center. Zip: 60611. Tel: 649-0800. Pres.: Donald D. Stone; Sales Mgr.: Morley Alperstein.

Terr: Catalog showrooms & mail-order—National.

Terr: Ill.; Ind.; Ky.; Wis.

Paul Stone Sales Co., 8700 N. Waukegan Rd., Morton Grove 60053.

Home office: Indianapolis, Ind.

Lines: Crown Int'l, Dokoder, Maxell, Nortronics, Rotel, Yamaha.

Terr: Northern Ill.; Eastern Wis.

El-Kay Ent., PO Box 121, Skokie 60007. Tel: 675-5555. Pres. & Sales Mgr.: Len Kleifeld.

Lines: Brother, Gran Prix.

Terr: Chicago area.

Don Flack Mktg. Inc., 2851 Aspen Rd., Northbrook 60062. Tel: 272-5243. Pres.: Donald M. Flack.

Lines: BASF, Utah.

Terr: Northern Ill.; Wis., excluding far western counties.

El-Kay Ent., PO Box 121, Skokie 60007. Tel: 675-5555. Pres. & Sales Mgr.: Len Kleifeld.

Lines: Brother, Gran Prix.

Terr: Chicago area.

Don Flack Mktg. Inc., 2851 Aspen Rd., Northbrook 60062. Tel: 272-5243. Pres.: Donald M. Flack.

Lines: Fuji, Toshiba.

Terr: Ill.; Northern edge of Ind.; Upper Peninsula of Mich.; Eastern Wis.

Arnold Heitzer Sales, 5135 Golf Rd., Skokie 60076. Tel: 679-3600, 583-1000.

Line: Kustom Kreations.

Terr: Ill.; Ind.; Wis.

Ray R. Hutmacher Assoc., 7205 W. Pratt Ave. Zip: 60631. Tel: 631-3248.

Line: Frazier.

Karé-Seneca Assoc., 6282 N. Cicero Ave. Zip: 60646. Tel: 545-2797. Owners: Robert Karé, Bill Seneca.

Lines: Benjamin, Concord, Onkyo, VOR.

Terr: Northern Ill.; Eastern Wis.

Lassers & Co., 5518 N. Kedzie Ave. Zip: 60625. Tel: 539-0170. Pres.: Arthur H. Lassers.

Lines: Design Acoustics, HH Scott, Spectro-Acoustics, Wald.

Terr: Ill.; Wis.; Ind.; Lake County.

William M. Linz Assoc., 6526 N. Lincoln Ave., Lincolnwood 60645. Tel: 677-2000. Pres.: William M. Linz.

Lines: Bogen, Certron, Electro-Voice, Lloyd's, Service Mfg., Telex.

Terr: Ill.; Wis.

Magnus Inter-America, 5715 Lincoln Ave. Zip: 60645. Tel: 334-1503. Contacts: Peter H. & Frank Reinhard.

Line: Electro-Voice.

Terr: (Export)

Markal Sales Corp., 6306 N. Cicero Ave. Zip: 60646. Tel: 282-5800. Pres.: Ken Levy.

Branch: Southfield (Detroit Metropolitan Area), Mich.

Lines: Herald, Pioneer Electronics of America.

Marketex Inc., 2720 Des Plaines Ave., Des Plaines 60018. Tel: 297-7207. Contact: Richard E. Doherty.

Line: Xtal.

Terr: Ill.; Ind.; Wis.

Marketing Plus, 5422 W. Touhy, Skokie 60076. Tel: 677-2100. Pres.: Mickey Siegel; Sales Mgr.: Ron Hamy, Mickey Levitt.

Lines: JBL, Le-Bo.

Terr: Ill.; Ind.; Wis.

Marsh & Assoc., 1033 Graceland Ave., Des Plaines 60016. Tel: 2

# MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

Brown-Seymour-Harries & Co., PO Drawer 24188, Zip: 70184. Tel: 282-3403. Co-Owner: William E. Brown.  
Line: Toshiba.  
Terr: Ala.; Ark.; La.; Miss.; Tenn.; Panhandle of Fla.

Cartwright & Bean Inc., PO Box 1188, 617 W. Judge Perez Dr., Chalmette 70043. Tel: 279-4598. Mgr.: C.A. Sanchez.  
Home office: Memphis, Tenn.  
Lines: Capitol, Grrommes-Precision, JVC.

Century Sales Ltd., Inc., 632 National Ave., Gretna 70053. Tel: 349-3953. Contact: Bob Bernhard.  
Home office: Dallas, Tex.  
Lines: ADC, AR, BSR, Cerwin-Vega, Dokorder, Koss, Pioneer Electronics of America, Sansui, TDK.  
Terr: Ark.; La.; Okla.; Tex.; Western Miss.

Hirsch-Frazier Co., 2668 Gemini, Harvey 70058. Tel: 367-2803. Contact: Bob Blackwell.  
Home office: Dallas, Tex.  
Line: Audiovox.  
Terr: Ark.; La.; Okla.; Tex.

Southwest Reps., Inc., PO Box 24409. Zip: 70124. Tel: 835-5562. Branch Mgr.: Jim Lemarie.  
Home office: Lufkin, Tex.  
Lines: Benjamin, Fuji, JBL, Metro Sound, Starmaster, Techniques by Panasonic.  
Terr: Ark.; La.; Okla.; Tex.; Western Tenn.

Tape City USA, 4230 Veterans Memorial Hwy., Metairie 70022. Tel: 888-2505. Contact: Royce Ballard.  
Line: Recoton.  
Terr: La.; Miss.

Wybor Sales Co., 302 Brett Dr., Gretna 70053. Tel: 394-5327. Branch Mgr.: Jim Faber.  
Home office: Dallas, Tex.  
Lines: AKG, Bose, Olympus, Otari, Philips, Sescom, Spectro-Acoustics, Toa.  
Terr: Ark.; La.; Okla.; Tex., excluding El Paso County.

## • SLIDELL (Area Code 504)

Simpson, Tipton, Edmundson & Co., 1526 Oakwood Dr., Zip: 70458. Tel: 641-3206. Contact: David Edmundson.  
Home office: Memphis, Tenn.  
Line: Telex.  
Terr: Ala.; Ark.; Ky.; La.; Miss.; Tenn.

## MAINE

### • YORK (Area Code 207)

Willson Sales Co., PO Box 346. Zip: 03909. Tel: 646-7130.  
Home office: Marblehead (Boston Metropolitan Area), Mass.  
Lines: Dynaco, Stanton.  
Terr: New England.

## MARYLAND

### • BALTIMORE (Area Code 301)

Associated Sales Reps., Inc., 8706 Wilson Ave. Zip: 21234. Tel: 661-2888. Pres.: Philip M. Walker.  
Lines: Cetec, Otari.  
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Bokor Jewelry, 425 W. Baltimore, Zip: 21201. Tel: 685-2733.  
Line: Le-Bo.

Terr: Wash., D.C.; Md.; Va.

David H. Brothers Co., Inc., 6302 Lincoln Ave. Zip: 21209. Tel: 764-7189. Pres. & Sales Mgr.: David H. Brothers.

Branch: Richmond, Va.

Lines: Bogen, Electro-Voice, JVC, Robins, Sanyo, Tapco, Telex, Uher.

Terr: Wash., D.C.; Md.; Va.

Cassette Systems, 199 Davis Ave., Woodstock 21163. Tel: 922-8865. Contact: Herb Lowe.

Line: Infonics.

E.K.P. Assoc., Inc., 1626 Forest Park Ave. Zip: 21207. Tel: 788-6498. Mgr.: Gus Pecore. Local branch: 1609 Cantwell Rd., Apt. F. Zip: 21207. Tel: 944-6677. Mgr.: Rick Pecore.

Home office: Easton, Pa.

Lines: Audiovox, Bigston, EV Game, Mesa, Nortronics, Unitape, Utah, Workman.

Mel Fradin Assoc., 1305 St. Albans Rd., Pikesville 21208. Tel: 484-7222. Contact: Mel Fradin.

Line: Pageant/Miller.

J & F Assoc., 1 Rutherford Pl., Security Ind'l Park.

Zip: 21207. Tel: 944-4100. Contact: Frank Bamberger.

Line: Hitachi.

Terr: Wash., D.C.; Md.; Va., excluding southwestern tip.

Samuel K. Macdonald Ind., 5500 Harford Rd. Zip: 21214. Tel: 254-3380.

Home office: Philadelphia, Pa.

Line: Shore.

Terr: Del.; Wash., D.C.; Md.; Pa.; Va.; W. Va.; Southern N.J.

Maryland Electronics Mktg., 1101 Maiden Choice Ln. Zip: 21229. Tel: 242-1424. Pres.: Milton McNally. Contact: James J. D'Angelo.

Branch: Moorestown, N.J.

Roussell Assoc., Inc., 410 Rock Glen Rd. Zip: 21229. Tel: 566-4921. Contact: Harry West.

Home office: Kensington (Silver Spring Area), Md.

Selnick & Sons, 6655 Amberton Dr. Zip: 21227.

Tel: 796-1414. Pres.: Arthur E. Selnick; Sales Mgr.: Wayne Selnick.

Terr: Wash., D.C.; Md.; Eastern Va.

Tessco Inc., 1931 Greenspring Dr., Timonium 21093. Tel: 252-0860. Pres.: R.B. Barnhill Jr.

Terr: Del.; Md.; Va.; N.C.; Southern N.J.; Eastern Pa.

### • BETHESDA (Area Code 301)

Roussell Assoc., Inc., 17 Kentbury Way. Zip: 20014. Tel: 652-1663. Contact: T. Kenneth Roussell.

Home office: Kensington (Silver Spring Area), Md.

### • CATONSVILLE (Area Code 301)

Morris F. Taylor Co., Inc., 119 Glenmore Ave. Zip: 21228. Tel: 747-5718. Contact: B.H. Schramm.  
Home office: Silver Spring, Md.

Lines: Jensen, Nikko, Pickering, Recoton, Turner.

Terr: Ala.; Del.; Wash., D.C.; Fla.; Ga.; Md.; Miss.; N.C.; Pa.; S.C.; Tenn.; Va.; W. Va.; Southern N.J.

### • CHEVY CHASE (Area Code 301)

Greenberg & Co., Box 4006, 4915 Dorset Ave. Zip:

20015. Tel: 652-8585. Pres.: David J. Greenberg.  
Line: Acoustic Research.  
Terr: Wash., D.C.; Md.; Va.

### • COLUMBIA (Area Code 301)

Mid-Atlantic Sales Co., 9501 Mellenbrook Rd. Zip: 21045. Tel: 730-5493.  
Home office: Silver Spring, Md.

Lines: Transcriber, Veritas.

Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

### • GAITHERSBURG (Area Code 301)

Electronic Mktgs., 16400 Apache Ln. 20760. Tel: 840-1887. Contact: Brian Wolff, Brett Cosor.

Line: BGW.

Terr: Del.; Wash., D.C.; Md.; Va.; Eastern Pa.

### • OLNEY (Area Code 301)

A & B T Sales Corp., 1B114 Hillcrest Ave. Zip: 20832. Tel: 924-4976. Bd. Chm.: Richard E. Tydings.

Branch: King of Prussia (Norristown Area), Pa.

Lines: Dokorder, Dynaco, Jennings Research, Maxell, Rectilinear Research, Sanyo, Soundcraftsmen.

Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

### • ROCKVILLE (Area Code 301)

Jack Black Sales Co., 12160 Parklawn Dr. Zip: 20852. Tel: 881-2880. Pres.: Jack Black.

Sales Mgr.: Leonard Fluet.

Lines: Akai, Audio Magnetics, Fuji, Sansui, Sanyo.

Terr: Wash., D.C.; Md.; Va.; W. Va.

Lienau Assoc., 11728 Nebel St. Zip: 20852.

Line: 770-6800. Pres.: Albert Furman.

Branch: Newtown, Pa.

Lines: BIC Venturi, Fisher, TDK, Tascam, Teac.

Terr: Del.; Md.; Va.; Southern N.J.; Eastern Pa.

R E P Sales Co., 13009 Margot Dr. Zip: 20853.

Tel: 942-5612. Pres.: Bill Schmookler.

Line: Gusdorf.

Terr: Wash., D.C.; Md.; Va.

### • SILVER SPRING AREA (Area Code 301)

Allied Mktg. Inc., 13313 Glavez St., Wheaton 20906. Tel: 946-4242. Contacts: John Waller, Lenney Sherman.

Line: Leslie.

Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Forti-Austin Assoc., 3519 Raymon Rd., Kensington 20795. Tel: 949-1706. Co-Owners: Joseph S. & Kenneth J. Forti.

Branches: Willingboro, N.J.; Norfolk, Sutherland, Va.

Lines: Certron, Design Acoustics, Devon, Living Sound, Lux, Russound/FMP, Telephonics.

Terr: Wash., D.C.; Md.; Va.

Richard Lewis Sales, 1805 Madre St. Zip: 20903.

Tel: 434-5868. Branch Mgr.: Ed Kisliuk.

Home office: Willow Grove, Pa.

Lines: Irish, Marsand, Philmore.

Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Mid-Atlantic Sales Co., 10111 Colesville Rd. Zip: 20901. Tel: 593-7749. Pres.: George B. Pearlman.

Branches: Columbia, Md.; Marlton, N.J.; Abington (Philadelphia Metropolitan Area), Pa.

Lines: Transcriber, Veritas.

Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Roussell Assoc., Inc., 9507 Culver St., Kensington 20795. Tel: 949-3002. Pres.: T.A. Roussell.

Branches: Baltimore, Bethesda, Md.; Philadelphia, Pa.

Lines: Certron, Design Acoustics, Devon, Living Sound, Lux, Russound/FMP, Telephonics.

Terr: Wash., D.C.; Md.; Va.

Sherr Assoc., Inc., 409 Hannes St. Zip: 20901.

Tel: 593-2477. Pres.: Joseph Sherr.

Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Taub Sales Inc., 12B10 Gaffney Rd. Zip: 20904.

Tel: 622-0300. Pres.: Morton Taub.

Lines: AKG, Altec, MX, Philips.

Terr: Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Morris F. Taylor Co. Inc., PO Box 111. Zip: 20907.

Tel: 589-4002. Bd. Chm.: Morris F. Taylor.

Treas.: Eugene Wingo. Local branch: 3601 Adams Dr. Zip: 20902. Tel: 946-3569. Contact: Wes Ferris.

Branches: Birmingham, Ala.; Casselberry, Fort Lauderdale, Fla.; Decatur & Doraville (Atlanta Metropolitan Area), Ga.; Catonsville, Md.; Lake Pine, N.J.; Charlotte, N.C.; Philadelphia, Pittsburgh, Pa.; Herndon, Va.

Lines: Jensen, Nikko, Pickering, Recoton, Turner.

Terr: Ala.; Del.; Wash., D.C.; Fla.; Ga.; Md.; Miss.; N.C.; Pa.; S.C.; Tenn.; Va.; W. Va.; Southern N.J.

Sheasgreen-Healey Inc., 25 Sea Breeze Ln., Nahant 01908. Tel: 518-0869. Pres.: J.E. Sheasgreen.

Line: Transcriber.

Terr: New England.

A. H. Shuman & Assoc., 135 Quincy Ave., No. 100, Quincy 02169. Tel: 472-5306.

Line: Kustom Kreations.

Terr: New England.

V F Sales, 181 Worcester Rd., Natick 01760. Tel: 237-6544. Pres.: Victor A. Facon.

Lines: AKG, Concord, Crown Int'l, dbx, Dokorder, Goldehon, Micro-Acoustics, Miracord, Nikko, Orban/Parasound, Otari, Philips, Rectilinear, Royal Sound, Tapco, UREI, Wald.

Terr: New England.

Wilson Sales Co., 6 Mohawk Rd., Marblehead 01945. Tel: 631-4016. Pres.: Jack E. Wilson.

Branch: York, Me.

Lines: Dynaco, Stanton.

Terr: New England.

### • BRIDGEWATER (Area Code 617)

Chuck Pratt Assoc., 90 Fox Hill Dr. Zip: 02324.

Tel: 697-4862. Pres.: Chuck Pratt.

Lines: Electro Brand, Invicta, Medallion, Miida.

Terr: New England.

### • BURLINGTON (Area Code 617)

Anderson Sales Assoc., Inc., 160 State St. Zip: 02109. Tel: 227-2980. Contacts: Bob & Don Anderson.

Line: Switchcraft.

Arbiter Sales Inc., 46 Austin St., Newtonville 02160. Tel: 969-4128. Pres.: Howard Arbeiter.

Lines: ADC, BSR, ERC, Sonic.

Terr: New England.

Callahan Assoc., 140 Wood Rd., Braintree 02184. Tel: 848-5910. Contacts: Frank Callahan, Jim Donahue.

Line: Interstate Inds.</p

# MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

Lines: BIC, Columbia Magnetics, Craig, US Pioneer.  
 Terr: Minn., N.D.; S.D.; Western Wis.  
 Felsen-Mosco Assocs., 4530 W. 77 St., No. 164, Minneapolis 55435. Tel: 926-1829.  
 Line: Certron.  
 Terr: Minn., N.D.; S.D.  
 Lowell M. Fisher Co., 9100 W. Bloomington Fwy., Minneapolis 55431. Tel: 881-0944. Pres.: Lowell M. Fisher.  
 Lines: BGW, Cerwin-Vega, Garrard, Hitachi, TDK, Tascam, Teac.  
 Terr: Minn., N.D.; S.D.; Western Wis.  
 Mel Foster Technical Sales Inc., 7389 Bush Lake Rd., Edina 55435. Tel: 835-2252. Contacts: Gene Foster, Chuck Bredemeier.  
 Lines: Onkyo, Switchcraft.

G & C Assocs., 37317 W. 50 St., Minneapolis 55410. Tel: 927-5633.  
 Line: Jensen.  
 Clark R. Gibb Co., 1311 W. 25 St., Minneapolis 55405. Tel: 377-1200. Pres.: Clark R. Gibb; Sales Mgr.: Ron DeHarperte.  
 Lines: BASF, Dynaco, JBL, Meriton, Metro Sound, Technics by Panasonic.  
 Terr: Minn., N.D.; S.D.; Western Wis.  
 H M R Inc., 7200 France Ave. S., Minneapolis 55435. Tel: 920-8200. Pres.: Irving J. Fosseen; VP: William H. Steckman.  
 Lines: Amperex, Columbia Cables, Javelin, Pageant/Miller.

Terr: Minn., N.D.; S.D.; Western Wis.  
 The Heimann Co. Inc., 5603 Lyndale Ave. S., Minneapolis 55419. Tel: B61-6051. Contact: Jim Phelps.  
 Lines: Koss, Living Sound, NT-T Peerless, RNS Mktg.

JW Sales, 6501 Second Ave. S., Richfield 55423. Tel: 869-7650. Owner & Pres.: Jim Wendt.  
 Kodo Assocs. Inc., 8100 Penn Ave. S., Minneapolis 55431. Tel: 881-1255. Pres.: Kodo Kawamura.

Lines: AKG, Aspen, International Audio, Philips.

Terr: Minn., N.D.; S.D.; Northern Wis.

Rowland Krupp & Assocs. Inc., 6340 Rowland Rd., Hopkins 55343. Tel: 941-2224.

Line: Kustom Kreations.

Terr: Minn., N.D.; S.D.

Leet Co., 13724 Cedar Ave. S., Apple Valley 55124. Tel: 432-3542. Pres.: Leet Wilson.

Lines: Duotone, Electrostatic Research, Fuji, Nikko.

Terr: Minn., N.D.; S.D.; Western Wis.

Mag Sound Inc., 9708 10 Ave. N., Minneapolis 55441. Tel: 545-0296. Pres. & Sales Mgr.: L.T. Broman.

Line: Ampex.

Terr: Minn., N.D.; S.D.

Mazie Co., 7100 France Ave. S., Minneapolis 55435. Tel: 920-1313. Contact: Milt Mazie.

Line: O'Sullivan.

Frank Pollitt Sales Inc., 7100 France Ave. S., Minneapolis 55435. Tel: 920-6990. Contacts: Frank Pollitt, Stuart Haener.

Line: Hanimex.

Terr: Minn., N.D.; S.D.

R C Sales Inc., 1272 Willow Rd., Minneapolis 55369. Tel: 425-5543. Owner & Sales Mgr.: Roger J. Czerniak.

Ripley & Assocs., 8053 E. Bloomington Fwy., Suite 115, Minneapolis 55420. Tel: 881-8282. Contacts: Terry Ripley, Pat Klise.

Lines: Dokorder, Schweizer Design.

Terr: Minn., N.D.; S.D.; Western Wis.

S K O R, 1821 University Ave., St. Paul 55104. Tel: 645-6461. Owner: H.E. Kurweg.

Lines: Avid, Bogen, Crown Int'l., dbx, Electro-Voice, Irish, Tapco, Uni-Sync.

Terr: Minn., N.D.; S.D.; Western edge of Wis.

Sonic Sales Inc., 9706 10 Ave. N., Minneapolis 55441. Tel: 546-1368. Pres.: James M. Brown.

Line: Sanyo.

Terr: Minn., N.D.; S.D.; Wis.

Vector Sales, 4901 W. 77 St., Minneapolis 55435. Tel: 835-5820. Owner: Harry Hagen.

Lines: Audio Magnetics, Bigston, Infinity, Nortronics, Phase Linear, Pioneer Electronics of America, Solar, Soundcraftsmen.

Terr: Minn., N.D.; S.D.; Western Wis.

• MOORHEAD (Area Code 218)

Northland Assocs., Box 242, 1012 19 Ave. S. Zip: 56560. Tel: 233-4616. Contact: Erv Wolter.

Line: Frazier.

• THIEF RIVER FALLS (Area Code 218)

Markraft Inc., Hwy. 59 N. Zip: 56701. Tel: 681-2156. Pres.: Mark Larson; Sales Mgr.: Justus Larson.

Line: Pfanstiehl.

Terr: Minn., N.D.; S.D.; Western Wis.

• WILLMAR (Area Code 612)

More Sales Inc., Industrial Dr. SW. Zip: 56201. Tel: 235-0034.

Line: Superscope.

## MISSISSIPPI

• GREENWOOD (Area Code 601)

L. R. Massey Co., PO Box 724, 304 E. Jefferson St. Zip: 38930. Tel: 453-3038. Owner: L.R. Massey.

Line: Philmore.

Terr: Ala., La.; Miss.; Tenn.; Northwest Fla.

• JACKSON (Area Code 601)

Cartwright & Bean Inc., PO Box 16728, 5250 Galaxy Dr., Suite J. Zip: 39207. Tel: 981-1368.

Mgr: Steve Welch.

Home office: Memphis, Tenn.

Lines: Capitol, Grrommes-Precision, JVC.

## MISSOURI

• INDEPENDENCE (Area Code 816)

C. W. Dreese & Assocs., 3710 Canterbury Pl. Zip: 64055. Tel: 461-7294.

Line: Janszen.

Electronic Mktg. Assocs., 9915 E. New 40 Hwy. Zip: 64055. Tel: 737-2350. Contact: John J. Blando.

Lines: Meriton, RMS Mktg., Soundcraftsmen.

Terr: Iowa, Kan., Mo., Neb., Southern III.

• JEFFERSON CITY (Area Code 314)

Carmine A. Vignola Assocs. Inc., 2611 Schellridge Rd., Zip: 65101. Tel: 893-3205. Pres.: Carmine A. Vignola.

Lines: Accuphase, Nortronics, Sherwood, TDK, Tascam, Teac.

Terr: Iowa, Kan., Mo., Neb., Southern III.

## KANSAS CITY AREA (Area Code 816)

Forristall Young Sales Co. Inc., PO Box 9533, 9010 E. 50 Hwy. Zip: 64133. Tel: 358-6771. Bd. Chm.: Jim Forristal.

Home office: St. Louis, Mo.

Lines: AR, Crown Int'l., JBL, Javelin, Shure.

Terr: Iowa, Kan., Mo., Neb., Southern III, Neb. west to & including Arthur, Chase, Cherry, Dundy, Grant, Keith & Perkins counties.

House of Selectivity, 7604 E. Gregory. Zip: 64133. Tel: 358-7308. Owner: Jim Masters.

Lines: Fairfax, JVC.

Terr: Iowa, Kan., Mo., Neb., Southern III.

K S W Inc., 6314 Overton St. Zip: 64133. Tel: 358-5240. Pres.: William G. Kelly.

Gil Karwoski Assocs., PO Box 17718. Zip: 64137. Tel: 966-8313. Pres.: Gilbert P. Karwoski.

Lines: Duotone, Metro Sound.

Terr: Iowa, Kan., Mo., Neb., Southern III.

Moeller-Pickett & Assocs. Inc., PO Box 284, 308B Blue Ridge Ext., Grandview 64030. Tel: 765-1224. Contacts: Chuck Moeller, Mike Canady.

Branches: Maryland Heights (St. Louis Metropolitan Area), Mo., Omaha, Neb.

Lines: RNS Mktg., US Pioneer.

Terr: Iowa, Kan., Mo., Neb., Southern III.

Nevo Inc., 1715 Baltimore. Zip: 64108. Tel: 421-1751. Contacts: John Havercamp, Rod Larabee.

Branches: St. Louis, Mo., Omaha, Neb.

Line: Tape-Athon.

Pacer Corp., 11221 E. 76 St., Raytown 64138. Tel: 358-6638. Contact: Kent Bertsch.

Branches: Des Moines, Iowa, St. Louis, Mo.

Lines: Audio-Technica, Electro-Voice, Garrard, NT-T Peerless.

Terr: Iowa, Kan., Mo., Neb., Southern III.

Marty Taraski Sales Co., 6829 Englewood, Raytown 64133. Tel: 358-1442. Contact: Marty Taraski.

Line: Poco Sound.

R. J. Throckmorton Sales Co. Inc., 101 E. Gregory, Zip: 64114. Tel: 333-0303. Contacts: Thomas N. Pollak, Larry Wakely.

Home office: Ballwin (St. Louis Metropolitan Area), Mo.

Lines: dbx, Dokorder, Elpa, Fuji, JBL, Kenwood, Olympus, Otari, Watts.

Terr: Iowa, Kan., Mo., Neb., Southern III.

## ST. LOUIS METROPOLITAN AREA (Area Code 314)

A B K O Inc., 2374 Schuetz Rd. Zip: 63141. Tel: 569-0270. Contact: Al Kutner.

Line: VOR.

Terr: St. Louis.

B C Electronic Sales Inc., 320 Brookes Dr., Suite 204, Hazelwood 63042. Tel: 731-1255. Contact: Glenn Rizzie.

Home office: Olathe, Kan.

Line: Electro-Voice.

Terr: Iowa, Kan., Mo., Neb., Southern III.

B E M S Co., 689 Craig Rd. Zip: 63141. Tel: 569-1060. Branch Mgr.: Don R. Bobenhouse.

Home office: Des Moines, Iowa.

Lines: Audiovox, BASF, Phase Linear, Philips, RTR, Sankyo, Technics by Panasonic, Universal Tape.

Terr: Iowa, Kan., Mo., Neb., Southern III.

B Yler & Assocs. Inc., 75 Worthington Dr. Zip: 63043. Tel: 434-2020. Pres.: Robert Byler.

Line: Helmac.

Camos & Hohnbaum Inc., 9065 Morning Star Trail. Zip: 63126. Tel: 842-1434. Contact: George Camos.

Branch: Lenexa (Shawnee Mission Area), Kan.

Line: O'Sullivan.

Thomas L. Dowell & Assocs., Inc., PO Box 23967, 8755 Big Bend Blvd. Zip: 63119. Tel: 968-4234. Contacts: Donald F. Geders, Henry Waldschmidt.

Home office: Overland Park (Shawnee Mission Area), Kan.

Line: Switchcraft.

F & E Sales Inc., 334 Isabella Dr., Fenton 63026. Tel: 241-4832, 343-2035. Contact: Frank Black.

Home office: Collinsville, Ill.

Line: Pfanziehl.

Mike Flannigan & Assocs., 409 Brooktree Dr. Zip: 63011. Tel: 394-5208. Pres.: Mike Flannigan.

Branches: Prairie Village (Shawnee Mission Area), Kan., Omaha, Neb.

Line: Sharp.

Terr: Iowa, Kan., Mo., Neb., Southern III.

Forristall Young Sales Co. Inc., 7110 Oakland Ave. Zip: 63117. Tel: 645-2360.

Branches: Wichita, Kan.; Kansas City, Mo., Omaha, Neb.

Lines: AR, Crown Int'l., JBL, Javelin, Shure.

Terr: Iowa, Kan., Mo., Neb., Southern III, Neb. west to & including Arthur, Chase, Cherry, Dundy, Grant, Keith & Perkins counties.

K & M Sales Co., 4969 Bancroft. Zip: 63109. Tel: 423-2420. Branch Mgr.: Enos L. Rea.

Home office: Shawnee Mission, Kan.

Line: Component Specialties.

Terr: Iowa, Kan., Mo., Neb., Southern III.

Mid-America Mktg. Inc., 823 Spruce St. Zip: 63102. Tel: 621-4727. Pres.: Bernie Hochman.

Lines: Midland, SF.

Terr: Iowa, Kan., Mo., Neb., Southern III.

Moeller-Pickett & Assocs. Inc., 5 American Ind'l Dr., Rm. 5, Maryland Heights 63043. Tel: 878-7290. Contact: Bart Floyd.

Home office: Grandview (Kansas City Area), Mo.

Lines: RMS Mktg., US Pioneer.

Terr: Iowa, Kan., Mo., Neb., Southern III.

Nackman-Brod-Vann Co., 1316 Bauer Blvd. Zip: 63132. Tel: 991-2424. Pres.: Leslie Nackman.

Branches: Shawnee Mission, Kan., Omaha, Neb.

Lines: Certron, Lloyd's, Pioneer Electronics of America.

# MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

**LINES:** Bogen, David Clark, Dual, Electro-Voice, GBC.  
**TERR:** N.Y., excluding Metropolitan New York.

● **COMMACK, L.I. (Area Code 516)**  
Robert Emmett Assoc., 66 Elder Dr. Zip: 11725. Tel: 543-9308. Contact: Pat Hoadie. Line: Overland.

● **EAST CHATHAM (Area Code 518)**  
Nelson-Heintz Assoc., Rt. 295 RFD Zip: 12060. Tel: 781-4208. Branch Mgr.: Vincent Fisher. **Home office:** Buffalo, N.Y. Line: Lloyd's. **Terr:** Upstate N.Y.

● **ELNORA (Area Code 518)**  
Jim Myers, 24 Pardel Rio. Zip: 12065. Tel: 371-7341. Line: Becker.

● **FARMINGDALE, L.I. (Area Code 516)**  
William J. O'Connor Assoc., Inc., 3 Willow Park Center. Zip: 11735. Tel: 293-8888. Pres.: William J. O'Connor. Lines: Dokorder, Otari. **Terr:** Northern N.J., Metropolitan New York.

● **FREEPORT, L.I. (Area Code 516)**  
Louis W. Keller & Assoc., Inc., 44 N. Grove St. Zip: 11520. Mgr.: Larry Eisen. **Home office:** North Bellmore (Bellmore Area), L.I., N.Y. Lines: Arista, Component Specialties, Mesa. **Terr:** Metropolitan New York & N.J.

● **GLEN HEAD, L.I. (Area Code 516)**  
Steindler & Co., Inc., 13 Glen Head Rd. Zip: 11545. Tel: 759-0850. Pres.: Robert Steindler. Sales Mgr.: Larry Eisen. Lines: Accuphase, Tascam, Teac, Technisound. **Terr:** Northern N.J., Metropolitan New York, including Nassau, Suffolk & Westchester counties.

● **GREAT NECK, L.I. (Area Code 516)**  
Audio Plus Inc., 350 Northern Blvd. Zip: 11021. Tel: 482-8676. Pres.: Steve Weil; VP: William P. Kist. Lines: Columbia Magnetics, Grace, Klipsch, Lux, Nikko, Numark, Supex, Ultrainear. **Terr:** Northern N.J., Metropolitan New York, including Long Island, Rockland & Westchester counties.

Bach Sales Corp., 4 Longview Pl. Zip: 11021, NYC Tel: (212) 233-3300. Pres.: Robert Bach. Lines: ADS, Bang & Olufsen, Phase Linear, Stax. **Terr:** Northern N.J., Metropolitan New York. Kramerson-Randall Sales Corp., 73 Hicks Ln. Zip: 11024. Tel: 482-1589/1821. Contact: Arnold Kramerson. **Home office:** North Syracuse (Syracuse Area), N.Y. Lines: BSR, Koss, Teac.

Frank Tylnski Co. Inc., 425 Northern Blvd. Zip: 11021. Tel: 466-9070. **Terr:** Northern N.J., Metropolitan New York.

● **HARTSDALE (Area Code 914)**  
Son-Deane Recs., Inc., 25 Jennifer Ln. Zip: 10530. Tel: 693-1590. Pres.: Howard Deanto. Sales Mgr.: Craig Deanto. Lines: Infonics, Superscope. **Terr:** Northeastern USA.

● **HILTON (Area Code 716)**  
Quinn-Mazzeo Sales Inc., PO Box 770, 18 Rolling Meadows Dr. Zip: 14468. Tel: 458-7851. Contact: Joe Mazzeo. **Branch:** Rochester, N.Y. Lines: Benjamin, Concord, Dokorder, Sharp. **Terr:** Northern N.Y.

● **JERICHO, L.I. (Area Code 516)**  
Gilbert E. Miller Assoc., Ltd., 375 N. Broadway. Zip: 11563. Tel: 433-5590. Pres.: Gilbert E. Miller. Mgr.: Manny Nathan. Lines: Filmagic, Micro-Acoustics, Tape-Athon, US Pioneer. **Terr:** Conn., Fairfield County; N.J., north from Trenton; Metropolitan New York, including Long Island, Rockland & Westchester counties.

Northeastern Audio Sales Inc., 29 Magnolia Ln. Zip: 11753. Tel: B22-5968. Pres.: Allen J. Cohen. Lines: Ace Audio, Audionics, IMF, Keith Monks, Neal, Radford. **Terr:** New England; N.J.; N.Y.

● **LYNBROOK, L.I. (Area Code 516)**  
Julius Rothschild & Co., 292 Broadway. Zip: 11563. Tel: 599-2425. Contact: Frank Konopasek. **Home office:** Oakland (San Francisco & Bay Area), Calif. Line: Pioneer Electronics of America. **Terr:** Eastern USA (Military).

● **MANHASSET, L.I. (Area Code 516)**  
Landau & Mack Inc., 75 Plandome Rd. Zip: 11030. Tel: 869-8390. Pres.: Walter Landau. Line: Ampit-Vox. **Terr:** Northern N.J.; Metropolitan New York, including Long Island, Westchester & lower Rockland counties.

● **MERRICK, L.I. (Area Code 516)**  
Gerry Katcher, 2028 Vine Dr. Zip: 11566. Tel: 379-1976. Line: Tape Servs. **Terr:** (Selected accounts).

● **MINEOLA, L.I. (Area Code 516)**  
Woodcrest Inds., Inc., 499 Jericho Tpk. Zip: 11501. Tel: 742-3322; NYC Tel: (212) 895-3013. Contacts: Daniel Morris, Herb Lesley. Line: Hanimex. **Terr:** N.J.; N.Y.; Eastern Pa.

● **MONSEY (Area Code 914)**  
G.R.C. 4 Sunrise Dr. Zip: 10952. Tel: 352-4073. Co-Owner: Charles Ray. **Branch:** Demarest, N.J. Lines: Fuji, Onkyo. **Terr:** Conn., Fairfield County; Northern N.J., Metropolitan New York, including Nassau, Suffolk & Westchester counties.

● **NANUET (Area Code 914)**  
Louis W. Keller & Assoc., Inc., 16 Vanshire Circle. Zip: 10954. Mgr.: Dan Schwartz. **Home office:** North Bellmore (Bellmore Area), L.I., N.Y. Lines: Arista, Component Specialties, Mesa. **Terr:** Metropolitan New York & N.J.

● **NEW HYDE PARK, L.I. (Area Code 516)**  
Ben Buxton & Assoc., 166 West Nyack Rd., West Nyack 10994. Tel: 358-6785. Line: Garrard. **Terr:** (US Navy, ships at sea).

11040. Tel: 4BB-2622. Pres.: Henry M. Aldrich. Sales Mgr.: Donald C. Aldrich. Line: Philmore. **Terr:** Northern N.J., Metropolitan New York.

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

James Altman Co., 3706 82 St., Jackson Heights 11372. Tel: 972-0950. 779-2665. Contacts: Jim Altman, Marc Churchin. Line: Frazier.

Alan J. Bennett Assoc., 212 Fifth Ave. Zip: 10010. Tel: 683-9022. Line: Pap.

Bettan Sales Inc., 77-15 164 St., Flushing 11366. Tel: 591-7600. Pres.: Marty Bettan.

Lines: Robins, Telex.

Terr: Northern N.J., Metropolitan New York, including Nassau, Suffolk & Westchester counties.

Irv Brown Co. Inc., 401 Kingston Ave., Brooklyn 11225. Tel: 493-1379. Pres.: Irv Brown.

Line: Audio Announcer.

Terr: Northern N.J., Metropolitan New York, including Long Island, Rockland & Westchester counties.

Marvin Eilenberg, 1133 Broadway. Zip: 10010. Tel: 242-3475. Line: Pfanstiehl.

Geller-Robinson, 166 Fifth Ave. Zip: 10010. Tel: 989-7840. Contact: Sid Geller.

Line: Sanyo.

M. Hoffenberg, c/o Genex Corp., 1270 Broadway. No. 804. Zip: 10001. Tel: 524-2557.

Line: Bogen.

Terr: (Export).

James T. Kiernan Corp., 205 E. 42 St., Rm. 1916 Zip: 10017. Tel: 532-1140. Contact: James T. Kiernan.

Line: Helmac.

Marmon Inds., 507 Fifth Ave. Zip: 10017. Tel: 697-5895. Pres.: Bert W. Marmon.

Robert Moncure, 302 W. 86 St. Zip: 10024. Tel: 799-7118. Contact: Robert K. Moncure.

Line: Sonab.

Newhope Corp., 6 E. 39 St. Zip: 10016. Tel: 532-7372. Pres.: Bernard J. Tonn.

Lines: Recoton, Tannoy.

Terr: Northern N.J., north of & including Monmouth County; Metropolitan New York, including Long Island, Rockland & Westchester counties.

New-Met Sales, 225 W. 34 St. Zip: 10011. Tel: 947-9168. Pres.: Gene Weinberg. Sales Mgr.: Glenn Packin.

Lines: Crestmark, Krypton, Sentry.

Terr: Metropolitan New York & N.J.

P.L. Inds. Inc., 440 Broadway. Zip: 10018. Tel: 679-6610. Contact: Herbert Quinn.

Line: Meriton.

Terr: (Military).

Pincus Litman Co. Inc., 220 Fifth Ave. Zip: 10001. Tel: 682-2020. Pres.: Arthur Litman; Sec'y-Treas.: Irving Pincus.

Lines: Dejay, Federal.

Terr: Conn., Fairfield County; Northern N.J., Metropolitan New York, including Long Island & Westchester County.

Professional Audio Mktg., PO Box 153, Jackson Heights 11372. Tel: 898-0200. Pres.: Stan Somers.

Lines: BGW, Beyer, Lamb Labs., Revox.

Terr: Beyer, Lamb Labs. & Revox—Northern N.J.; Metropolitan New York, including Long Island, Rockland & Westchester counties.

BGW—N.Y.; Northern N.J.

R.P.M. Sales Co., 1 Penn Plaza, Rm. 1623. Zip: 10001. Tel: 564-1510. Pres.: Joe Monturo.

Lines: Garrard, Sanyo.

Terr: Metropolitan New York.

Repcos Audio Inc., 71-35 Austin St., Forest Hills 11375. Tel: 544-4470. Contacts: Arthur Halbreich, Bob Berger.

Branch: Natick (Boston Metropolitan Area), Mass.

Lines: Hitachi, O'Sullivan.

Terr: New England; Upstate N.Y.

Shel Rich Sales, 385 Fifth Ave. Zip: 10016. Tel: 684-3000. Contact: Joe Thal.

Line: Hitachi.

Terr: Northern N.J.; Metropolitan New York, including Long Island & Westchester County.

Sales Promo Institute, 200 Central Park S. Zip: 10019. Tel: 861-9251. Contact: Leonard Sturtz.

Line: Helmac.

Don Sanders Assoc., 33-39 80 St., Jackson Heights 11372. Tel: 757-5544. Pres.: Don Sanders.

Lines: Clarion, Kustom Kreations, SuperScope.

Terr: Metropolitan New York & N.J.; Upstate N.Y.

Alan Saroff, 83-15 98 St., Woodhaven 11421. Tel: 847-5539. Line: Telex.

Jack Schaffer Assoc., 1644 202 St., Bayside 11360. Tel: 352-8838. Pres. & Sales Mgr.: Jack L. Schaffer.

Lines: Cetec, Nortronics, Sharp, Switchcraft, TDK.

Terr: Northern N.J.; Southern Conn., Metropolitan New York, including Rockland & Westchester counties.

Herbert Schiller Assoc., 225 W. 34 St. Zip: 10001. Tel: 695-2560. Pres.: Herbert Schiller.

Lines: Ames, Certron.

Terr: Northern N.J.; Metropolitan New York.

Singer Prods. Co. Inc., 1 World Trade Center, Suite 2365. Zip: 10048. Tel: 432-1400. Contacts: Dick Stancio, John Hayes.

Line: Tape-Athon.

Terr: (Export).

Somerset Assoc., 9 E. 38 St. Zip: 10016. Tel: 929-1824. Pres.: Newton A. Chanin; Gen. & Sales Mgr.: Frank Donnola.

Lines: Infinity, KLH, Ortofon, SAE.

Terr: Eastern N.J.; Metropolitan New York, including Nassau, Suffolk & Westchester counties.

Larry Tannenbaum Assoc., 1133 Broadway. Zip: 10100. Tel: 255-2948. Owners: Larry & Julian Tannenbaum.

Lines: Arrow, Audio Dists., Fidelitone, Grand Stereo, Savoy.

Terr: Northern N.J., including Trenton; Metropolitan New York, including Long Island.

J.H. Thal & Assoc., 385 Fifth Ave. Zip: 10016. Tel: 684-3000. Contact: Joe Thal.

Lines: Akai, Pioneer Electronics of America.

Terr: Northern N.J.; Metropolitan New York.

Titan United Corp., 25 W. 43 St. Zip: 10036. Tel: 354-5005. Pres.: Martin L. Roemer.

Branches: Kaneohe, Hawaii; Dallas, Tex.

Terr: (Army exchanges) Hawaii; Tex.

Leahy & Thomson, PO Box 101. Skaneateles 13152. Tel: 685-8122. Contact: Bill Leahy.

Line: Pageant/Miller.

Terr: Metropolitan New York.

Westview Inds., Hotel McAlpin, Suite 590, 34 St. & Broadway. Zip: 10001. Tel: 279-4834. Pres.: Dan Green; VP: William Souweine.

Line: Garrard.

Terr: (US Navy, ships at sea).

● **NYACK AREA (Area Code 914)**

Ben Buxton & Assoc., 166 West Nyack Rd., West Nyack 10994. Tel: 358-6785.

Line: Garrard.

Terr: (US Navy, ships at sea).

● **PHELPS (Area Code 315)**

L.S.M. Assoc., Orchard Park. Zip: 14532. Tel: 548-4891. Pres.: Gordon C. LeRoy.

Lines: Capitol Magnetics, Jensen, Robins.

Terr: Upstate N.Y.

● **PITTSFORD (Area Code 716)**

Watman-Currant Sales Inc., 20 Santa Dr. Zip: 14534. Tel: 586-8112. VP & Branch Mgr.: Alby Curran.

Home office: Buffalo, N.Y.

Lines: Bogen, David Clark, Dual, Electro-Voice, GBC.

Terr: N.Y., excluding Metropolitan New York.

● **PLAINVIEW, L.I. (Area Code 516)**

Delrama Int'l, 37 Newtown Rd. Zip: 11803. Tel: 293-8740. Pres.: T. Della-Rocca; Sales Mgr.: S. Frank.

Line: Red Baron.

Telcosa Int'l Corp., 1 Dupont St. S. Zip: 11803. Tel: 433-6210. Pres.: Gerald Lainer; Sales Mgr.: Wayne D. Freeman.

# MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

M S Sales Corp., 670 S. Green Rd. Zip: 44121. Tel: 382-2060. Pres.: Herb Spokane.  
Lines: Jensen, Recoton, Sanyo.  
Mayben Co., 12900 Lake Ave., Lakewood 44107. Tel: 228-2170. Contact: Bernard Bottom.  
Lines: Akai, Meriton.  
Terr: Eastern Ohio; Western Pa.

Mid-Atlantic Reps., 1010 Euclid Ave., Suite 515. Zip: 44115. Tel: 696-8591. Contact: John Paglio.  
Branch: Dayton, Ohio.  
Line: Pentagonal.

Hank Miller Sales, 4087 Meadowbrook Blvd. Zip: 44118. Tel: 321-3900. Owner: Hank Miller.  
Line: Robins.  
Terr: Ohio; W. Va.; Western Pa.

Nulick & Strobel, 924 E. 222 St. Zip: 44123. Tel: 261-3355.  
Line: Helmac.

John O. Olsen Co., 16201 Shaker Blvd. Zip: 44120. Tel: 752-5444. Pres.: William F. Needles.  
Branches: Cincinnati, Ohio; Pittsburgh, Pa.  
Lines: Microtron, Minneapolis Speaker.  
Terr: Northern Ohio.

J. B. Parent Co., 1308 Beach Ave., Lakewood 44107. Tel: 221-4004. Branch Mgr.: Dick Van Dervort.  
Home office: Medina, Ohio.  
Lines: AAL, BES, Jennings Research, Otari, Phillips, Sansui.

Terr: Ohio; W. Va.; Western Pa.  
Robert W. Peters Co., 630 E. 222 St. Zip: 44123. Tel: 261-2330. Owner: Robert W. Peters.  
Lines: Duotone, Soundcraftsmen.  
Terr: Ohio; W. Va.; Western Pa.

Jerold Schlesinger & Assoc., 24700 Chagrin Blvd., Beachwood 44122. Tel: 464-3052. Pres.: Jerold Schlesinger.  
Lines: Kraco, USI.  
Terr: Mich., Ohio.

Schroeder Sales Co., 2084 Noble Rd. Zip: 44112. Tel: 268-3636. Pres.: Henry J. Schroeder.  
Lines: BSR, Dokorder.  
Terr: Mich., Ohio; W. Va.; Western Pa.

Norman Sigel & Assoc., 316B Warrington Rd., Shaker Heights 44120. Tel: 752-5843. Owner & Pres.: Norman Sigel.  
Lines: JVC, Transcriber.  
Terr: Ohio.

Spectra Sales Co., 22476 Byron Rd. Zip: 44122. Tel: 561-8900. Pres.: Jim Balosky.  
Lines: KLH, Nikko, Royal Sound, Staticmaster, Tape Servs., Vanco.  
Terr: Ohio.

**• COLUMBIA STATION  
(Area Code 216)**

C. L. Pugh & Assoc., 25423 Sprague Rd. Zip: 44028. Tel: 235-6028. Sec'y-Treas.: Robert Martin.  
Home office: Columbus, Ohio.  
Lines: BASF, Craig, Electro-Voice.  
Terr: Ohio; W. Va.; Western Pa.

**• COLUMBUS AREA  
(Area Code 614)**

Abcom Sales, 1425 Grandview Dr. Zip: 43212. Tel: 451-5448. Contact: Jack Abram.  
Line: Superscope.

Audio Mktg. Assoc., 5096 Mengel Ln., Hilliard 43026. Tel: 876-5100. Pres.: Keith Fannon.  
Home office: Akron, Ohio.  
Lines: Avid, Crown Int'l, Janszen, Pearlcooper S. Transcriber.

Terr: Mich., Ohio; W. Va.; Western Pa.  
Mandabach-Lehner Co., 1350 Crestwood Ave. Zip: 43227. Tel: 235-0265. Co-Owner: John Mandabach.  
Branches: Cuyahoga Falls (Akron Area), Ohio; Pittsburgh, Pa.

McFadden Sales Inc., 150 E. Broad St. Zip: 43215. Tel: 221-3363. Chm.: William E. Wood; Sales Mgr.: R.D. Wood.  
Lines: Garrard, Harman/Kardon, JBL, Koss, Schweizer Design, Shure, TDK, Teac.

J. B. Parent Co., Colony Club Apts., No. 314A, 1210 Chambers Rd. Zip: 43212. Tel: 488-9429. Branch Mgr.: John Essig.  
Home office: Medina, Ohio.  
Lines: AAL, BES, Jennings Research, Otari, Phillips, Sansui.  
Terr: Ohio; W. Va.; Western Pa.

C. L. Pugh & Assoc., 2144 Riverside Dr. Zip: 43221. Tel: 486-9678. Contact: Ted Magnuson, Dick Geisler.  
Branches: Columbia Station, Ohio; Pittsburgh, Pa.  
Lines: BASF, Craig, Electro-Voice.  
Terr: Ohio; W. Va.; Western Pa.

Weller Electronic Sales Inc., 5274 Sinclair Rd. Zip: 43229. Tel: 885-7819. Contact: Bill Weller.  
Line: Bogen.

**• DAYTON (Area Code 513)**

N. Browning Co., 3120 Far Hills Ave. Zip: 45429. Tel: 298-5973. Contact: Jerry Hauer.  
Lines: BGW, Frazier.

Terr: Ind.; Ky.; Ohio; W. Va.; Western Pa.  
J. T. Coldiron & Assoc., 5601 Westcreek Dr. Zip: 45426. Tel: 837-3982. Pres.: Jim Coldiron.

Creative Mktg., 4498 Stonecastle, Zip: 45440. Tel: 426-5062. Pres.: J. McMullin, VP & Sales Mgr.; Carroll D. McMullin.  
Lines: Marsand, Pfanstiehl.

Terr: Ind.; Ky.; Ohio.  
Mid-Atlantic Reps., 1550 W. Dorothy Ln. Zip: 45409. Tel: 294-6680. Contact: Craig Coldiron.  
Branch: Cleveland, Ohio.  
Line: Pentagonal.

T. R. Moore & Assoc., 1741 Washington Creek Ln. Zip: 45459. Line: Discwasher.  
Terr: Ohio; W. Va.; Western Pa.

Shamrock Electronic Sales Inc., 805 Rockhill Ave. Zip: 45429. Tel: 298-3052. VP: William C. Hardin.  
Home office: Akron, Ohio.  
Lines: GRT, Oaktron, Sobel, Voice of Music, Weltron.

Terr: Ind.; Ky.; Ohio; W. Va.; Western Pa.  
**• HUDSON (Area Code 216)**

Morrison Mktg. Assoc., Inc., PO Box 459. Zip: 44236. Tel: 656-2520. Pres.: Bruce Morrison.  
Branch: Cincinnati, Ohio.  
Line: Devon.  
Terr: Ohio.

**• MEDINA (Area Code 216)**

Tom Grant Assoc., 2510 Medina Rd. Zip: 44256. Tel: 725-6528. Pres.: Tom Grant.  
Lines: B-P, Bozak, Midland Int'l.

Terr: Ohio; W. Va.; Western Pa.  
J. B. Parent Co., 5188 Wedgewood Rd. Zip: 44256. Tel: 725-8871. Pres.: J.B. Parent.  
Branches: Columbus, Lakewood (Cleveland Area), Ohio; Pittsburgh, Pa.  
Lines: AAL, BES, Jennings Research, Otari, Phillips, Sansui.  
Terr: Ohio; W. Va.; Western Pa.

James H. Podolny Co., 124 W. Washington St. Zip: 44256. Tel: 725-8814. Pres.: James H. Podolny. Mgr.: Samuel P. Balk.

Branch: Pittsburgh, Pa.  
Lines: BIC, Grado, Irish.

Terr: Ohio; W. Va.; Western Pa.

**• RICHFIELD (Area Code 216)**

Bear Mktg. Inc., 3623 Brecksville Rd. Zip: 44286. Tel: 559-3131. Pres.: David P. Locke.  
Lines: Argos, Bigston, Century, Clarion, Mesa, Ohm, Onkyo, Telephonics.

Terr: Ohio.

**• SOLON (Area Code 216)**

Marketdynamics Sales Corp., 5985 Buckboard Ln. Zip: 44139. Tel: 248-7085. Pres.: Marly Waak.

Branches: Montgomery (Cincinnati Area), Ohio; Pittsburgh, Pa.

Lines: Ampex, Le-Bu.

Terr: Ind.; Ky.; Mich.; Ohio; W. Va.; Western Pa.

**• TWINSBURG (Area Code 216)**

Frank Bauer Assoc., 1758 Laurel Dr. Zip: 44087. Tel: 425-2927. Pres. & Sales Mgr.: Frank Bauer.

Lines: Galactia, Rystl, HH Scott, Soundlite, Tenna, Unitape, Vanco.

Terr: Galactia, Rystl, Soundlite, Unitape—Ohio; W. Va.; Western Pa.; HH Scott, Tenna, Vanco-Chicago—W. Va.; Western Pa.

## OKLAHOMA

### • OKLAHOMA CITY (Area Code 405)

Century Sales Ltd. Inc., 548 SW 93. Zip: 73139.

Tel: 691-3688. Contact: David Townsend.

Home office: Dallas, Tex.

Lines: ADC, AR, BSR, Cerwin-Vega, Dokorder, Koss, Pioneer Electronics of America, Sansui, TDK.

Terr: Ark.; La.; Okla.; Tex.; Western Miss.

Johnson-Martinez & Assoc., Inc., 5700 N. Portland St. Zip: 73112. Tel: 947-6433.

Pres.: Owen R. Johnson.

Lines: Audio Magnetics, Hervic, Transcriber, Xtal.

Terr: Ark.; La.; Okla.; Tex.

Southwest Reps. Inc., 2304 Carlton Way. Zip: 73120. Tel: 755-1716. Branch Mgr.: Patrick Maguire.

Home office: Lufkin, Tex.

Lines: Benjamin, Fuji, JBL, Metro Sound, Staticmaster, Technics by Panasonic.

Terr: Ark.; La.; Miss.; Okla.; Tex.; Western Tenn.

## OREGON

### • EUGENE AREA (Area Code 503)

Creswell Electronics, 175 W. Oregon, Creswell 97426. Tel: 895-2141/4117. Contact: Phil Holt.

Line: Infonics.

Far West Mktg. Inc., 3695 Wilshire Ln. Zip: 97405. Tel: 686-9931. Contact: Dick Stitz.

Home office: Portland, Ore.

Line: Brother.

Terr: Alaska; Ore.; Wash.

Bill Kidder, 555 E. 50 Ave. Zip: 97504. Tel: 484-1171.

Line: Pfanstiehl.

**• PORTLAND (Area Code 503)**

Aquadio, PO Box 25072. Zip: 97225. Tel: 232-2023.

Line: Janszen.

Joseph V. Belusko Co., 2680 NW Thurman St. Zip: 97210. Tel: 222-4279. Contact: Joe (Jr.) & Tom Belusko.

Line: US Pioneer.

Terr: Alaska; Ore.; Wash.; Western Idaho; Western Mont.

Herbert O. Crane & Assoc., 2256 NW Pettygrove St. Zip: 97210. Tel: 222-9438. Pres.: Herbert O. Crane.

Line: Helmack.

Earl & Brown Co. Inc., 7719 SW Capitol Hwy. Zip: 97219. Tel: 245-2283. Mgr.: Larry Brown.

Home office: Seattle, Wash.

Lines: AKG, Capitol, Crown Int'l, Frazier, MX, Otari, Philips, Sanyo.

Terr: Ore.; Wash.; Northern Idaho; Western Mont.

Far West Mktg. Inc., 1219 SE Lafayette. Zip: 97202. Tel: 235-5550. Pres.: Bob Sudlow; Sales Mgr.: Al Stechmesser.

Branches: Eugene, Ore.; Seattle, Wash.

Line: Brother.

Terr: Alaska; Ore.; Wash.

Fleethart & Sullivan Inc., 8465 S. Beaverton. Zip: 97225. Tel: 297-1033. Contact: Dave Kreuger, Mike Victor.

Home office: Seattle, Wash.

Lines: Hitachi, Jensen, Lux, Telex.

Terr: Alaska; Idaho; Ore.; Wash.; Western Mont.

Mel Gross Co., 18800 NW Rockcreek Circle. Zip: 97229. Tel: 645-6292. Branch Mgr.: Mike Gross.

Home office: Mercer Island (Seattle Area), Wash.

Lines: BGW, JVC, Mesa.

Terr: Alaska; Idaho; Ore.; Wash.

Harris Reps. NV, 510 SW Fifth Ave., Rm. 400. Zip: 97204. Tel: 223-7241. Contact: Gordon Harris.

Lines: Schweizer Design, Sonab.

Richard Legg Co., 4475 SW Scholls Ferry Rd. Zip: 97225. Tel: 292-8824. Pres.: Richard R. Legg.

Lines: Audiovox, Festival, Sharp.

Terr: Alaska.

Marketing Plus, 510 SW Fifth Ave., Rm. 400. Zip: 97204. Tel: 223-7241. Contact: Don Stevenson.

Branch: Redmond, Wash.

Line: VOR.

Terr: Alaska; Ore.; Wash.; Western Idaho.

Ron Merritt Co., 2035 SW 58 Ave. Zip: 97221.

Tel: 292-8762. Contact: Wayne Dykstra.

Home office: Bellevue (Seattle Area), Wash.

Line: Irish.

Terr: Alaska; Ore.; Wash.; Western Idaho; Western Mont.

Roger M. Minthorne Co., 7643 SW 33 Ave. Zip: 97219. Tel: 246-4556. Pres.: Roger M. Minthorne.

Line: Robins.

Terr: Alaska; Idaho; Ore.; Wash.; Western Mont.

Wilfrid Graham Assoc., 610 Latham Dr., Wynnewood 19096. Tel: 649-3027/9822. Owner: Wilfrid Graham.

Lines: Audio Magnetics, Le-Bu, Sansui.

Terr: Del.; Southern N.J.; Eastern Pa.

K. W. S. Assoc., Inc., Benson-East, Jenkintown 19046. Tel: 885-2450. Contact: Herb Weissman, Glenn Quackenbush.

Line: Interstate Inds.

Terr: Del.; Wash., D.C.; Va.; Eastern Pa.

Hal Keller & Co., PO Box 128, Drexel Hill 19026.

Tel: 259-6758. Pres.: Hal Keller.

Line: Craig.

Terr: Wash., D.C.; Md.; Va.

Samuel K. Macdonald Inc., 1531 Spruce St. Zip:

97202. Tel: 233-3674.

# MANUFACTURERS' REPRESENTATIVES OF TAPE/AUDIO/VIDEO EQUIPMENT

Sphere Audio Sales, 478 Devens Dr., Brentwood 37027. Tel: 794-0155. Owner: Wally Wilson. Lines: dbx, Sphere.  
**Terr:** Ala.; Ga.; Ill.; Ind.; Ky.; Mich.; Miss.; N.C.; Ohio; S.C.; Tenn.  
 Tennessee Sales Co., 2929 Selena, D-55, Zip: 37211. Tel: 331-0464. Owners: Nathan Davis, Bob Beasley.  
 Lines: Fidelitone, Savoy.  
**Terr:** Tenn.

## • SMYRNA (Area Code 615)

John Lee & Assoc. Inc., 302 Coleman, Zip: 37167. Tel: 459-3212.  
 Lines: Certron, Interstate Inds.  
**Terr:** Ala.; Ga.; Tenn.; Scottsville, Ky.

## TEXAS

### • AUSTIN (Area Code 512)

Century Sales Ltd., Inc., 2729 Trail of the Mardones, Zip: 78746. Tel: 327-3415. Contact: Bill Rogers.  
 Home office: Dallas, Tex.  
 Lines: ADC, AR, BSR, Cerwin-Vega, Dokorder, Koss, Pioneer Electronics of America, Sansui, TDK.  
**Terr:** Ark.; La.; Okla.; Tex.; Western Miss.  
 Naafexco America Corp., 2100 Guswald Ln, Zip: 78703. Contact: James Randall.  
 Branches: San Diego, Calif., Hampton, Va.  
 Line: Fidelitone.  
 Steven H. Sucher, 620 S. First, No. 316. Zip: 78704. Tel: 451-7215.  
 Line: Pfanstiehl.

### • DALLAS AREA (Area Code 214)

Afco Electronic Sales Inc., PO Box 30611, Zip: 75230. Tel: 363-3925. Pres.: C. Isenberg.  
 Lines: Creative Speakers, Fidelitone, Hitachi.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Bob Amos & Assoc. Inc., 916 Green Hill Rd, Zip: 75232. Tel: 823-7820, 371-3233. Pres.: Bob Amos.  
 Lines: Frazier, Sennheiser.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Antler-Smith Sales, 1100 E. Airport Fwy., Suite 12B, Irving 75062. Tel: 438-1222. Owner: Thomas L. Gutheray.  
 Lines: Audiovox, Dynasound, EV Game, Thorostet.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Berthold Sales Co., 4411 Maple Ave, Zip: 75219. Tel: 526-8329. Pres.: James A. Berthold.  
 Line: NT Peerless.  
 Bradley Wayne & Assoc., PO Box 20159, Zip: 75220. Tel: 358-0222. Contact: Tony Weinberg.  
 Lines: Kustom Kreations, Le-Bo.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Campion Sales Co., PO Box 88, Richardson 75080. Tel: 238-8145. Owner: R.M. Campion.  
 Lines: Robins, Shure.  
**Terr:** Ark.; La.; Miss.; Okla.; Tex.; Tenn. west of Tennessee River.  
 Century Sales Ltd., Inc., 6350 LBJ Fwy., Suite 275, Zip: 75240. Tel: 387-2140. Pres.: Richard C. Merriman.  
 Branches: Gretna (New Orleans Area), La.; Oklahoma City, Okla.; Austin, Houston, Tex.  
 Lines: ADC, AR, BSR, Cerwin-Vega, Dokorder, Koss, Pioneer Electronics of America, Sansui, TDK.  
**Terr:** Ark.; La.; Okla.; Tex.; Western Miss.  
 Collins Co., 10155 Plano Rd, Zip: 75238. Tel: 341-7866. Pres.: Joe Collins; Sales Mgr.: Butch Luthy.  
 Branch: Houston, Tex.  
 Lines: CTS, Duotone, Electro-Voice, Nortronics.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Crockett Sales Co., 2204 Griffin, Zip: 75202. Tel: 748-8209. Owner: John I. Crockett III.  
 Lines: Hitachi, Newcomb.  
**Terr:** Ark.; La.; Miss.; Okla.; Tenn.; Tex.  
 Dobbs-Stanford Corp., 110 W. Sixth St., Irving 75060. Tel: 252-5502. Pres.: Fred Dobbs; VP Sales: Woody Taylor.  
 Lines: Ace Audio, Bang & Olufsen, Crown Int'l, Discwasher, Pentagon, VOR.  
**Terr:** Ark.; La.; Okla.; Tex.  
 El-Wilco, PO Box 34466, Zip: 75234. Tel: 242-5321. Contact: Jack Hyde, Keith Brock.  
 Line: Tape-Athon.  
 Hirsch-Fraizer Co., Inc., 4333 Belmont Ave, Zip: 75204. Tel: 824-0117. Pres.: Harley M. Willey Jr.  
 Branches: Harvey (New Orleans Area), La.; Lubbock, Tex.  
 Line: Audiovox.  
**Terr:** Ark.; La.; N.M.; Okla.; Tex.  
 L & M Mktg., PO Box 31173, 8405 Birchcroft Dr, Zip: 75231. Tel: 341-7947. Contact: James Liggett.  
 Line: Pfanstiehl.  
 J. R. Lavender & Co., Inc., 725 S. Central Expwy., Suite C-3, Richardson 75080. Tel: 231-5040. Pres.: J.R. Lavender Jr.; Sales Mgr.: W.D. Stevenson.  
 Lex Lawson & Assoc., 2829 Saturn Rd., 104L, Garland 75041. Tel: 271-6213. Pres.: Lex Lawson.  
 Lines: Audio Visual Specialties, Devon, Electrosonics, Intermagnetics, Optisonics, Recordex, Voice of Music.  
**Terr:** Ark.; La.; Miss.; N.M.; Tex.; Western Tenn.  
 Lee Sales Co., PO Box 5566, Irving 75062. Tel: 363-3831. Pres.: Jim Lee.  
 Lines: BGW, Cetec, Lenco, Lux, Russound, Tapemasters, Uher.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Loss, Stewart & Drykos, 2050 Stemmons Fwy., Suite 773-1. Zip: 75258. Tel: 747-0081. Owner: Milton Loss.  
 Branch: Houston, Tex.  
 Lines: PM Systems, Unitape, Vanco-Chicago.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Charles Lucas Sales Co., PO Box 24632, Zip: 75224; 4424 Mintway, Zip: 75236. Tel: 330-8181. Contact: Charles, Sam & Steve Lucas.  
 Line: Bandberg.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Martin, Zienkosky, Browne & Assoc., 13731 Omega Rd, Zip: 75240. Tel: 233-5535. Contact: Darryl E. Parker.  
 Line: Sparta.  
**Terr:** Ark.; La.; Okla.; Tex., excluding El Paso.  
 J. M. May Jr., PO Box 38545, Zip: 75238. Tel: 233-6450.  
 Line: Recoton.  
 Jack F. McKinney Sales Co., PO Box 10451, 1303 Chemical St, Zip: 75207. Tel: 631-9450. Pres.: Jack F. McKinney.  
 Branch: Houston, Tex.  
 Miller & Assoc., 4304 Beltwood Pkwy, Zip: 75240. Tel: 661-5004. Pres.: Ed Miller.  
 Branch: Houston, Tex.  
 Lines: Editall, Ferrograph, Marantz, Solar, Sony, Superscope, Thorens.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Tommy Moss & Assoc., 1913 Southwest Fwy, Zip: 77098. Tel: 526-2888.  
 Line: Custom Case.  
**Terr:** Ark.; La.; Okla.; Miss.; Tenn.  
 L. J. Paul & Assoc. Inc., 6909 Ashcroft, Suite 104, Zip: 77036. Tel: 772-1097/9562. Pres.: L.J. Paul Jr.  
 Branch: Dallas, Tex.

Al Moskau & Assoc. Inc., 5938 Sandhurst Ln., No. 202, Zip: 75206. Tel: 363-8560. Contact: Al Moskau.  
 Line: Schweizer Design.  
 National Military Sales Co. Inc., PO Box 47021, 1111 W. Mockingbird Ln., Suite 201, Zip: 75247. Tel: 638-3735. VP: Quinton E. Marlow.  
 Line: Helmac.  
 L. J. Paul & Assoc., 7007 Clayton, Zip: 75214. Tel: 328-0274. Contact: Dick Stine.  
 Home office: Houston, Tex.  
 Lines: Audio-Technica, Teac, US Pioneer.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Repcoa, 5641 Yale, Suite 115, Zip: 75206. Tel: 363-0977. Contacts: Brit Britton, Bruce L. Vaughan.  
 Line: Frazier.  
 Rep-Tech, 410 Elizabeth St., Irving 75060. Tel: 253-1710. Pres. & Sales Mgr.: Bobb Patridge.  
 Lines: Audionics, Beyer, Bib, Bose, dbx, Lamb Labs., Revox.  
**Terr:** Audionics & Bose—Miss.; Western Tenn. Beyer, Bib, dbx, Lamb Labs., Revox—Ark.; La.; Miss.; Okla.; Tex.; Western Tenn.  
 Roman Sales Inc., 3372 Camelot, Zip: 75229. Tel: 358-2152. Pres.: Roman Fontenot.  
 Lines: Midland, Speedex.  
**Terr:** Okla.; Tex.  
 George Strickland & Assoc., PO Box 19691, Zip: 77024. Tel: 523-0219. Branch Mgr.: Duane Jennings.  
 Home office: Dallas, Tex.  
**Terr:** Ark.; La.; Okla.; Tex., excluding El Paso.  
 R. C. Sucher, 2423 McClendon, Zip: 77025. Tel: 665-3400.  
 Line: Pfanzle.  
 Tartan Sales Co. Inc., 627 Chadbourne Court, Zip: 77079.  
 Home office: Dallas, Tex.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Tobias & Co., 7031 Dowsy Pine, Zip: 77092. Tel: 462-6864. Pres.: John Tobias.  
 Lines: ADS, Dahlquist, Dunitech, Dynaco, Harman/Kardon, Phase Linear, Sumiko, Tannoy, Trans-Continental.  
**Terr:** Ark.; La.; Okla.; Tex., excluding El Paso County.  
 Tom Wachendorfer Assoc., 9821 Katy Fwy., Suite 6, Zip: 77024. Tel: 465-3092.  
 Line: Jensen, Sanyo.  
 Wyborny Sales Co., 7315 Ashcroft, Suite 108, Zip: 77081. Tel: 772-0961. Branch Mgr.: Bill Speegle.  
 Home office: Dallas, Tex.  
 Lines: AKG, Bone, Olympus, Otari, Philips, Sescom, Spectro-Acoustics, Toa.  
**Terr:** Ark.; La.; Okla.; Tex., excluding El Paso County.  
**LUBBOCK (Area Code 806)**  
 Hirsch-Fraizer Co., 803 375, Rt. 2, Zip: 79415. Tel: 762-3555. Contact: J.E. Blackwell.  
 Home office: Dallas, Tex.  
 Line: Audiovox.  
**Terr:** Western Tex., including El Paso.  
**LUFKIN (Area Code 713)**  
 Southwest Reps. Inc., PO Drawer 1704, Zip: 75901. Tel: 634-2404. Pres.: Dick Kuebler.  
**Terr:** Charlotte Kuebler; Sales Mgr.: Jim Westmoreland.  
 Branches: New Orleans, La.; Oklahoma City, Okla.; Houston, Tex.  
 Lines: Benjamin, Fuji, JBL, Metro Sound, Statimaster, Technics by Panasonic.  
**Terr:** Ark.; La.; Miss.; Okla.; Tex.; Western Tenn.  
 Titan United Corp., 4651 S. Westmoreland, Zip: 75237. Tel: 330-0936. Contact: Robert A. Cox.  
 Home office: New York, N.Y.  
**Terr:** (Army exchanges) Tex.  
 Van Brauman & Co., 4725 Nall Rd, Zip: 75240. Tel: 233-0925. Contact: Martin Van Brauman. Line: Meriton.  
 Wallingford & Co. Inc., 4012 University Blvd, Zip: 75205. Tel: 521-9749.  
 Line: Xial.  
 Wholesale Electronics, Ross & Central, Zip: 75201. Tel: 824-3001.  
 Line: Infonics.  
 Willoughby-Fowler Co., 403 Business Pkwy., Richardson 75080. Tel: 235-3664/3081. Pres.: Leon Willoughby.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Wyborny Sales Co., 9450 Skillman, Suite 115, Zip: 75231. Tel: 691-6484. Owner: Jim Hancock.  
 Branches: Gretna (New Orleans Area), La.; Houston, Tex.  
 Lines: AKG, Bone, Olympus, Otari, Philips, Sescom, Spectro-Acoustics, Toa.  
**Terr:** Ark.; La.; Okla.; Tex., excluding El Paso County.  
**EL PASO (Area Code 915)**  
 Casa Sonido Inc., 722 S. Stanton St, Zip: 79901. Tel: 532-3631. Contact: Rudy Soto.  
 Line: Infonics.  
**Houston (Area Code 713)**  
 All Sounds Inc., 1400 S. Post Oak Rd, Suite 1600, Zip: 77027. Tel: 629-1866.  
 Line: Aspen.  
 Century Sales Ltd., Inc., 6102 Rolling Water Dr, Zip: 77069. Tel: 444-4575. Contact: John Woods.  
 Home office: Dallas, Tex.  
 Lines: ADC, AR, BSR, Cerwin-Vega, Dokorder, Koss, Pioneer Electronics of America, Sansui, TDK.  
**Terr:** Ark.; La.; Okla.; Tex.; Western Miss.  
 Collins Co., 3815 Richmond Ave., Suite 110, Zip: 77027. Tel: 626-1293. Sales Mgr.: Ralph L. Martin.  
 Home office: Dallas, Tex.  
 Lines: CTS, Duotone, Electro-Voice, Nortronics.  
**Terr:** Tex. cities: Austin, Beaumont, Corpus Christi, Houston, Laredo, San Antonio.  
 Don Horton & Assoc., 1849 E. 5600 South, Zip: 84121. Tel: 272-0004.  
 Branch: Denver, Colo.  
 Line: Kustom Kreations.  
 Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; El Paso, Tex.  
 Estrada & Co., 4314 Annawood Circle, Zip: 77073. Tel: 353-9408.  
 Line: Hanimax.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Gerson & Assoc., 9410 Albury, Zip: 77096. Tel: 771-8833. Pres.: Charles Gerson.  
 Line: Kraco.  
**Terr:** Okla.; Tex.  
 Sidney Katzoff & Assoc., 4118 Levonshire, Zip: 77025. Tel: 666-1636. Owner & Pres.: Sidney Katzoff.  
 Loss, Stewart & Drykos, 1200 S. Post Oak Rd., Suite 200, Zip: 77027. Tel: 626-1980.  
 Home office: Dallas, Tex.  
 Lines: PM Systems, Unitape, Vanco.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Jack F. McKinney Sales Co., 6931 Triola, Zip: 77074. Tel: 774-3232. Branch Mgr.: M.E. Pingeton.  
 Home office: Dallas, Tex.  
 Lines: Editall, Ferrograph, Marantz, Solar, Sony, Superscope, Thorens.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Miller & Assoc. Inc., 4800 W. 34 St., Suite D-3, Zip: 77018. Tel: 681-3209. Reg'l Sales Mgr.: Bob Crabtree.  
 Home office: Dallas, Tex.  
 Lines: Editall, Ferrograph, Marantz, Solar, Sony, Superscope, Thorens.  
**Terr:** Ark.; La.; Okla.; Tex.  
 Rasmussen, Cavanah & Assoc., 2199 South Temple W, Zip: 84101. Tel: 467-6615.  
 Line: Le-Bo.  
**Terr:** Idaho; Mont.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; El Paso, Tex.  
 R.A. Ridges Dist. Co. Inc., 738 S. 400 West, Zip: 84101. Tel: 322-5626. Pres.: R.A. Ridges.  
 Home office: Littleton (Denver Area), Colo.  
 Line: Pfanstiehl.  
 Partridge Electronics Sales, 8659 S. Grand Oaks Dr, Zip: 84121. Tel: 277-0901. Contact: Clark Partidge.  
 Line: Certron.  
**Terr:** Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; El Paso, Tex.  
 Ken Bolster Sales Co., PO Box 70862, Zip: 9817B. Tel: 772-2121. Owner: Ken Bolster.  
 Line: Dokorder.  
**Terr:** Ore.; Wash.; Western Idaho; Western Mont.  
 Phil Boren Sales, 255 84 NE, Bellevue 98004. Tel: 454-8562. Contact: Phil Boren.  
 Line: Hanimax.  
**Terr:** Idaho; Mont.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; El Paso, Tex.  
 Dave Champlin Co., 12528 22 NE, Zip: 98125. Tel: 362-0401. Contact: Dave Champlin.  
 Line: Living Sound.

kyo; Sennheiser, Soundesign, TDK, Watts, Xtal.  
**Terr:** Idaho; Mont.; Nev.; Utah; Wyo.  
 Jack Rowe Assoc., Inc., PO Box 338, Midvale 84047. Tel: 561-0786. Mgr.: L.H. Eccles.  
 Home office: Scottsdale, Ariz.  
 Lines: Audio Magnetics, Sanyo.  
**Terr:** Idaho, Mont., Utah.  
 S.P.S. Assoc., 1526 S. State St, Zip: 84115. Tel: 485-1294. Contacts: Bob Souvall, Pete Ligerous.  
 Branch: Aurora (Denver Area), Colo.  
 Line: Recoton.  
 Satter Sales Co. Inc., 3466 Olympus View Dr, Zip: 84117. Tel: 277-8757. Branch Mgr.: Lee Evans.  
 Home office: Denver, Colo.  
 Line: Pioneer Electronics of America, SuperScope.  
**Terr:** Ariz.; Colo.; Idaho; Kan.; Mont.; Neb.; N.M.; S.D.; Utah; Wyo.

## VIRGINIA

### • HAMPTON (Area Code 804)

Naafexco America Corp., 600 Rotary St, Zip: 23661. Contact: Tony Russo.  
 Branches: San Diego, Calif.; Austin, Tex.  
 Line: Fidelitone.

### • HERNDON (Area Code 703)

Morris F. Taylor Co. Inc., 3019 W. Ox Rd, Zip: 22070. Tel: 620-3916. Contact: James M. Gruskin.  
 Home office: Silver Spring, Md.  
 Lines: Jensen, Nikko, Pickering, Recoton, Turner.  
**Terr:** Ala.; Del.; Wash.; D.C.; Fla.; Ga.; Md.; Miss.; N.C.; Pa.; S.C.; Tenn.; Va.; W. Va.; Southern N.J.

### • NORFOLK (Area Code 804)

Forti-Austin Assoc., 424 E. Gilpin Ave, Zip: 23503. Tel: 480-1565. Contact: Bill Kayser.  
 Home office: Kensington (Silver Spring Area), Md.  
 Lines: Certron, Design Acoustics, Devon, Living Sound, Lux, Russound/FMP, Telephonics.  
**Terr:** Southeastern Va.

Goodman Bros., PO Box 1872, Zip: 23501. Tel: 622-4521. Co-Owner: Victor Goodman.  
 Branch: Atlanta, Ga.  
**Terr:** Ala.; Ga.; N.C.; S.C.; Va.; Eastern Tenn.

Robert Hale & Assoc., Inc., 1215 Norview Ave, Zip: 23513. Tel: 857-7407. Pres.: Robert Hale.  
 Branch: National City (San Diego Area), Calif.  
 Line: Dokorder.  
**Terr:** Military.

### • RESTON (Area Code 703)

Ames & Assoc., 2302 Fox Fire Court, Zip: 22091. Tel: 620-3063. Contact: Tom Ames, Jay Whitman.  
 Line: US Pioneer.  
**Terr:** Wash.; D.C.; Md.; Del., excluding New Castle County; Va., excluding southwestern area.

### • RICHMOND (Area Code 804)

Broadcast Engs. & Equip. Reps., PO Box 4777, Zip: 23229. Tel: 285-8888. Pres.: Charlotte G. Lieberman.  
 Lines: Fidelipac, Otari, Sparta.  
**Terr:** Del.; Wash.; D.C.; Md.; N.C.; Va.; W. Va.  
 David H. Brothers Co. Inc., 3923 Rosedale Ave, Zip: 23227. Branch Mgr.: Ted Wolstenholme.  
 Home office: Baltimore, Md.  
 Lines: Bogen, Electro-Voice, JVC, Robins, Sanyo, Tapco, Telex, Uher.  
**Terr:** Wash.; D.C.; Md.; Va.  
 Delta Sales, 3108½ C.W. Leigh St, Zip: 23230. Tel: 358-1370. Contact: Allen Stein.  
 Line: VOR.  
**Terr:** National (catalog).  
 Varda Sales, 2811 Decatur St, Zip: 23224. Tel: 232-6791. Contact: Bill Wingo, Susan English.  
 Lines: Benjamin, Concord.  
**Terr:** (Catalog).

### • SUTHERLIN (Area Code 804)

Forti-Austin Assoc., PO Box 116A, Rt. 1, Zip: 24594. Md. Tel: (301) 565-0733. Contact: Edwin L. Martin.  
 Home office: Kensington (Silver Spring Area), Md.  
 Lines: Certron, Design Acoustics, Devon, Living Sound, Lux, Russound/FMP, Telephonics.  
**Terr:** Southwestern Va.

### • VIRGINIA BEACH (Area Code 804)

Mohawk Mktg. Corp., 4984 Holland Rd, Zip: 23462. Tel: 499-8901. Contact: Charles Penarella.  
 Line: JIL.  
**Terr:** (Military).  
 U.S. Sales Corp., PO Box 2395, Zip: 23452. Tel: 340-4000. Pres.: Louis P. Snyder.  
 Lines: BSR, JVC, Sanyo.  
**Terr:** (Military Exchanges) Continental USA & Worldwide.

## WASHINGTON

### • REDMOND (Area Code 206)

Marketing Plus, 6001 140 Ave. NE, No. 628, Zip: 98052. Tel: 885-6773. Mgr.: Gordon Harris.  
 Home office: Portland, Ore.  
 Line: VOR.  
**Terr:** Alaska; Ore.; Wash.; Western Idaho.

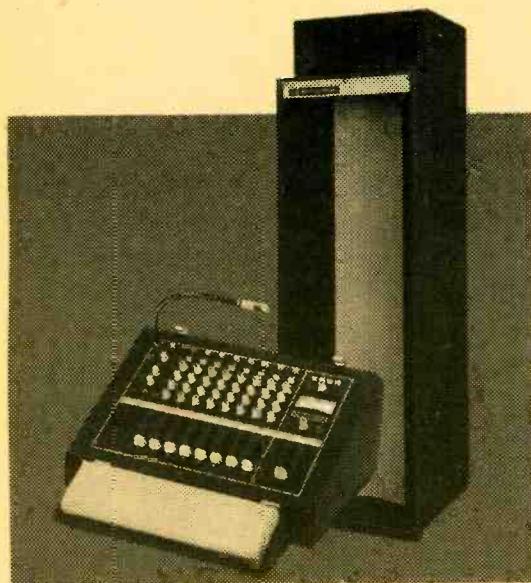
### • SEATTLE AREA (Area Code 206)

Bennett Eng'g Assoc., PO Box 23, 5005 91 Ave. SE, Mercer Island 98040. Tel: 232-3550. Contact: Stan Bennett.  
 Line: Sparta.  
**Terr:** Alaska; Idaho; Ore.; Wash.  
 Ken Bolster Sales Co., PO Box 70862





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The only thing John Davidson allows to come between him and a good audience is his Shure SR sound equipment. With back-to-back concerts and coast-to-coast road tours, John's sound equipment must withstand the tightest scheduling and roughest handling, and stay in top working condition for the next show. His sound technicians chose the SR line of sound components because they're easy to transport . . . compatible with most in-house sound systems . . . and, above all, have the capability to faithfully reproduce John's intimate, personable voice even in huge auditoriums. And reliable? Ask the superstars.

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In Canada: A. C. Simmonds & Sons Limited

 SHURE®

Manufacturers of high fidelity components, microphones, sound systems and related circuitry.

AT AYR-WAY CHAIN

## Software Promos Vital, With Hardware 'Links'

By VICKORA CLEPPER

(This concludes an exclusive two-part interview that began last week with a look at merchandising of stereo, autosound and CB.)

INDIANAPOLIS—For the growing chain of Ayr-Way discount stores, although software (records/tapes) and hardware (stereo, autosound and CB) are separate departments with separate budgets, they are obviously linked in the minds of both customers and management.

Thus the selling strategy for Don Rapp, vice president in charge of hardware (and a former software buyer), and Tom Mabry, senior buyer for records and tapes, often dovetails.

As one example, though quad has never really fulfilled its promise for Ayr-Way, the four-state chain still carries some 4-channel units and stocks quad disks and tapes for both demonstration and sale.

Although the age of the average Ayr-Way record/tape customer has dropped over the last few years from the 21-to-28 span to between 10 and 17, the purchasing power has remained steady.

This younger group permits Mabry to use a more flamboyant approach, whether it's sponsoring an entry in a raft contest or offering an electric chair as a prize in a radio contest. In this back-to-school promo, callers were asked to guess the most appropriate gift for a school principal.

Other well-received promos included flying a Beach Boys banner behind a vintage bi-plane over Indianapolis for two days, and scheduling personal appearances by recording artists, though the latter are hard to arrange, Mabry says.

Rapp recalls a particularly effective stunt when he was software buyer—Ayr-Way's sponsorship of an entry in the hot air balloon race and Indy Speedway for two years, with a giant balloon carrying a label or artist's name.

In-store promotions, such as

drawings for boots or concert tickets, help Mabry keep a tab on customer statistics, as the entry blanks ask for both school and age. Special displays and ads immediately follow or coincide with concert appearances by artists in the various Ayr-Way cities at all the 26 stores (soon to be 28).

As with hardware, record/tape ads concentrate on product and price. To reach his younger audience, Mabry uses about 80% radio and 20% newspaper, including high school papers. A typical ad will feature anywhere from 25 to 48 LPs/tapes, with six albums mentioned in a typical 60-second radio spot.

Each store prominently displays its record/tape department in a built-in "box," about 600 square feet, located close to a main traffic aisle. For half the outlets, this is at the front, near the check-out lines.

Every category of record, from the Hot 100 to jazz, is carried with singles constituting about 12-13% of volume. The mix of records is determined locally by customer demand.

In prerecorded tapes, the amount of 8-track product carried far exceeds cassette, although the latter's sales have improved somewhat in the past year, Mabry notes. He feels this is due, in part, to the growing number of cassette car stereo units being sold in both the stereo and automotive departments, noting that the chain's hardware customers usually take advantage of featured tape selections as well.

With both Mabry and Rapp acknowledging their major competition is other discounters, the record/tape buyer says, "The most important thing to me is have the new releases first, and to work with our various rackjobbers as closely as I can to keep current with product."

Advertised specials are highlighted with in-store displays weekly, as both share the conviction that their growing stereo and record/tape business will remain good "as long as we're good merchants."

## IHF Nixes '76 Expo, But '77?

NEW YORK—The Institute of High Fidelity (IHF) has abandoned plans to sponsor any of its traditional consumer hi fi shows this year, and will instead channel the funds from its show budget into a comprehensive multimedia advertising program.

Among the shows affected by this decision of the IHF's promotion committee, is a New York expo that was tentatively planned for this fall.

However, plans remain in effect for a possible series of shows to be held next year, including a New York expo being lobbied for by IHF members with a continuing interest in this market.

The IHF's decision to abandon its show plans for 1976 has its roots in years of trouble with this format. Attendance at the shows has been falling off for some time, and widespread efforts by the IHF to inject some new life into the format has been only marginally successful.

In its search for alternatives, last year the IHF polled its members on a plan for an Institute-sponsored hi fi trade show, either in conjunction with, or separate from the semi-annual CES. The plan met with mixed reaction from the institute's members, and has hung suspended since.

The IHF has retained Young & Rubicam to develop a multimedia ad package that will give the Institute the broad-based exposure it seeks, to be presented to a general membership meeting in June for approval.

The IHF also plans to appoint a new executive director, still unnamed, to implement the expanded promotional activity. Meanwhile, the IHF continues to retain the Philip Stogel advertising agency to pursue the Institute's efforts to get free advertising space detailing the advantages of hi fi componentry.

Although the show issue has, in the past, resulted in something of a

## Meriton & Aiwa Lines Previewed For Debut

By RADCLIFFE JOE

NEW YORK—In its bid for an impressive re-entry into the highly competitive U.S. home audio market, Aiwa Electronics is offering two high-end audio compact systems, two high end front-loading cassette decks, three top-loading cassette decks, a 30-watt RMS per channel receiver and a receiver/cassette deck combination.

The nine-unit line will be marketed by Meriton Electronics, which has simultaneously unveiled its own 1976-77 line of home electronics products featuring popular-priced compacts, and portable tape recorders.

Samples of the new Aiwa line will be shipped to dealers across the country in July and August, according to Shigeru Inagaki, Meriton's president.

Top of the Aiwa line is a \$570 compact system built to audiophile specifications with a receiver that delivers up to 22 watts RMS per channel of power, a reported frequency response of 20 Hz to 20,000 Hz. Frequency response in the built-in, belt-driven turntable is the same as the receiver, and the cassette section offers a reported frequency response of 10 to 11,000 Hz with normal tape, and 30 to 15,000 Hz with either chrome or ferrichrome formulations.

Total harmonic distortion of the unit is no more than 0.3% and with the built-in Dolby noise reduction system, signal to noise levels are an impressive 58dB. Other features include a synchronized mechanism

running battle between the IHF and the CES, the two organizations have put aside their differences this year. They have entered into an agreement under which the CES will give the IHF two hours during the summer show forums, for the Institute "to inform the industry of its activities, and to engage in open forum with the trade."

Details of this plan are still being worked out, but IHF brass claim to be excited about it, and urge its members to support it, and the CES as a whole.

that provides for automatic direct recording from the player, built-in FM/AM/FM stereo receiver and automatic return tonearm in the player.

Incorporating many of the features of the more expensive model AF-5080A, is model AF-5050. However, the power output of this system is rated at 10 watts RMS per channel. No price has been established for this system.

The receiver, model AX-7500, offers 30 watts RMS per channel, and harmonic distortion is rated at no more than 0.2%. Reported frequency response of this FM/AM/FM stereo equipped receiver is 20 Hz to 20,000 Hz. It also comes with automatic frequency control, rumble filter, and signal and tuning meters. Price is \$360.

Aiwa's model AF-3030 is an AM/FM stereo receiver with built-in cassette deck. This unit, with a \$380 price tag, offers a power output of 13 watts RMS per channel, and no more than 0.3% harmonic distortion. Frequency response is the same as in the other receivers. The cassette deck has a three-way tape selector switch for the use of normal, chrome or ferrichrome tapes, as well as a built-in Dolby noise reduction system, automatic stop, and built-in tape counter.

The two front-loading cassette decks are models AD-6060, with a \$370 price tag, and model AD-6300, priced at \$250. The AD-6500 features what the company calls a newly-developed automatic cassette loading system, built-in Dolby, high performance ferrite guard head and automatic stop. Signal/noise ratio is rated at 62dB, and a reported frequency response ranges from 30 Hz up to 17,000 Hz using either chrome or ferrichrome cassettes.

The top loading cassette decks, with many of the features of the front load models, are priced at \$230 for model AD-1250, a slant-type, Dolbyized system; \$360 for the model AD-1600 with memory rewind; and \$490 for model AD-1800.

(Continued on page 52)

## TERRY KANE

**'Audio Still In Dark Ages,' States Youthful Koehn Electronics Head**

By ALAN PENCHANSKY

CHICAGO—If aviation was in the same state as audio, planes could never get off the ground, proclaims Terry Kane, principal of New Orleans-based Koehn Electronics. 34, in his 11th year of audio engineering, Kane is a man with a proven track record and, what he calls, "renegade" opinions about the state of his art.

"Audio is still in the dark ages," a balding soft-spoken engineer continues. "Ninety-five percent of records have bad sound. Discos are better, but still the average upper end home hi fi system is superior to most installations. Most disco systems take home hi fi equipment and stretch beyond its ability."

Kane has more than a dozen disco installations to his credit in clubs from Connecticut to Oklahoma, as well as extensive concert activity. His firm provided the sound for Atlanta's Electric Ballroom and New Orleans' Warehouse, and Kane created Capricorn's Macon studios in 1971.

He is also, strangely enough, the man for whom Miami's T.K. Productions is named. Kane built the T.K. attic studio in 1967-68 and initials were rather casually

adopted for what was then only one of many subsidiary aspects to Henry Stone's operation.

Kane was in Chicago recently to oversee his firm's installation of a sight-sound system at Bananas on the city's North Side, an installation Kane calls, "completely different from anything else."

Perhaps its most unique feature is the use of lucite speaker enclosures. "I'm very into lucite," Kane offers. "Lucite has all the good qualities of wood, without wood's inconsistencies."

"Besides," he says, "it's the height of cosmetics in a cosmetic era."

"Most designers have been afraid to try it," Kane says, "because it hasn't been done by a brand name company."

Plexiglass construction was employed in his music-linked use of lasers for the club, and in creation of the club's custom board. The sound system employs Stanton cartridges, Thorens turntables—"actually a leftover from the earlier system"—Crown amplification and modified Electro-Voice speakers. It was designed for absolutely flat response, according to Kane, with adjustment

for the typical response characteristics of records made today. In the effort to eliminate distortion, the preamp was specially tuned to the cartridge.

"There's no longer a need for any kind of distortion," Kane insists. "We've had the technology for 10 years about how to clean it up."

But, Kane says, one of the biggest problems is the lack of an industry-wide reference point. "Mikes are hyped for speakers, records are hyped for speakers... we are the victim of a whole chain of over-adjustments trying to compensate for another weak link in the system."

Kane establishes his own reference standard through the use of pink noise—"every frequency you can hear at one time, at the same volume level"—played through amplification with no tone controls, and subjected to a real time analyzer. It is a technique pioneered by Altec Lansing, Kane says.

"It will take rethinking to get away from traditional concepts," says Kane, anxious to deliver one summary thrust: "People are too brand name conscious. Actually there is tremendous inconsistency throughout a line of brand name products."

GRT, a manufacturer of pre-recorded music tape, has an excellent opportunity for an individual as our East Coast Regional Sales Manager in our Custom Product Division, selling tape duplication and record pressing to the music, industrial and educational markets. Experience in the music industry desirable. Specific accounts to be serviced but emphasis on developing new customers. Salary plus commission offered.

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**GRT Corp.**

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**AT AES****Technical Papers & Seminars Run Gamut Of Topics**

**NEW YORK**—Four full days of technical sessions and seminars will keep an expected 4,000 attendees busy at the 54th AES which opens Tuesday (4) at the Los Angeles Hilton.

The preliminary program lists about 75 technical papers, to be presented in 12 technical sessions. This year's sessions include:

Tuesday (4) 9:30 a.m. Disk Recording And Reproduction  
2 p.m. Audio In Broadcasting, Electronic Music I

7 p.m. Electronic Music II  
Wednesday (5) 9 a.m. Magnetic Recording  
2 p.m. Signal Processing  
7:30 p.m. Motion Picture Sound

Thursday (6) 9 a.m. Sound Reinforcement  
2:30 p.m. Architectural Acoustics  
Friday (7) 9 a.m. Audio Standards, Special Applications In Audio  
2:30 p.m. Transducers

Although no sessions are scheduled on quad sound, more than half the papers in the Disk Recording session deal with recent developments within the CD-4 discrete system. Highlighting these is a description of the RCA Quadulator. Not too long ago, CD-4 disk cutting required a room full of special electronic gear, plus a cutting lathe and tape deck that would operate at about one third normal speed. RCA engineers have now developed the Quadulator—a much improved system taking up a fraction of the space formerly required. The paper describes system improvements which offer wider dynamic range and lower distortion.

Electronic papers overflow into two sessions, with 13 papers being presented. Nyle Steiner describes the conception and design of an electronic valve instrument for controlling an electronic music synthesizer which plays in the manner of a trumpet or other brass instrument. ("An Electronic Valve Instrument For Controlling An Electronic Music Synthesizer").

In a paper on "A High Speed Digital-to-Analog conversion System for Digital Music Synthesis," Thomas Wood describes the electronic hardware required for a digital-to-analog conversion for music.

Wednesday morning papers begin with a look at the problem of print-through on magnetic tape (Billboard, April 24), with advice to

# Tape/Audio/Video 'Pro' Equipment In AES Spotlight

• *Continued from page 49*

• Other consoles at the exhibit include MCI's new Automated Programmable Pro Audio Mixing Desk, to be shown along with the company's line of tape recorders. And from England, Trident Audio Development Co. will be on hand for the first time in this country, bringing its Flex-Mix portable sound mixer. Trident will also show modules from its Triad A Series console line, as well as a parametric equalizer.

• Also from England, Audio & Design will debut its line of signal processing devices here, including compressors, expanders and equalizers.

• Gotham Audio Corp. of New York and Los Angeles is bringing in a complete Neumann Tape-to-Disk Transfer System, and the Telefunken Telcom-4 noise reduction

system will also be in the exhibit area (Billboard, April 24). The Telcom-4 will be shown in a plug-in card format, which will slip directly into any Dolby housing of the M16 or 360 series. Thus the Dolby owner may switch from one system to another simply by replacing his Dolby cards with the Telefunken series. Although the cards are physically interchangeable, the electronics systems remain non-compatible, and tapes made with one system will not play back properly on the other.

• Orban/Parasound will show several new products, including a dual channel spring reverberation system, a stereo limiter and de-esser, and a parametric equalizer. Sontec will also be back with its parametric equalizer, a successor to the ITI system of several years ago.

• Steiner/Parker—another convention newcomer—will show its Synthecon portable synthesizer, as well as a modular synthesizer system. The company will also demonstrate its new electronic valve instrument, which will be described in a paper during the technical session on electronic music.

• And, if you're searching for a case for your own synthesizer, look in on Bobadilla Cases, another new face on the convention floor.

• From Montreal, Amber Electric Design will be back with its Model 4550 Audio Spectrum Display, with LED readouts in octave bands. The display is becoming increasingly popular as a trouble shooter in disk-to-tape transfer systems.

• Tektronix returns with its top-of-the-line series of precision test equipment, as does B & K Instruments, while IVIE Electronics joins the convention scene with a pocket-sized real-time audio analyzer. Still other newcomers—Sound Technology, Inc., will show its line of

the user on how to select and use tape for minimum print-through, consistent with other recording objectives. The paper is by Ampex engineers Neal Bertram, Michael Stafford and David Mills.

Holography comes to recording in "Holomorph Recording," a paper presented by Richard Heyser. The paper outlines a new recording concept, in which a quantity of multi-channel programs may be transferred onto a single hand-held object. Like the photographic holograph, the object may be divided into many sections, each of which will contain the entire program.

A paper by Alastair Heaslett of Ampex Corp. describes "Performance Limitations Of Linear Analog Magnetic Recording," giving an overview of factors which limit the performance attainable with presently available magnetic tape.

The morning session concludes with the description of "Magnetic Head Relapping Techniques." Joe Dundovic of Nortronics describes a method by which the user may refinish a worn head in about five minutes, and notes that most heads may be refinished once or twice before being completely worn out.

A continuing interest in both automation and digital techniques in general shows up in the signal processing session, where a majority of the papers are devoted to these topics. Automation pioneer Paul Buff describes a second generation mix-down system, developed by Allison Research.

In the paper, "Programmable (Continued on page 61)

higher quality test equipment, and Audio Developments will exhibit the new ADI spectrum analyzer.

• On the quad front, JVC has booked a demo room to show the latest developments in CD-4 technology. The CD-4 camp has also contributed four papers to the technical session on disk recording and reproduction.

• In matrix quad, CBS will not be an exhibitor this time, although it was at the recent show in Zurich, and plans to be back for the fall convention in New York. At Sansui, regular QS will again be seen, but the emphasis may be on its new AM stereo broadcast system, with transmitter and receiver hardware being shown in its fourth floor demo suite.

Briefly noted: Ampex will show its recently introduced MM-1200 multi-track recorder. At presstime, Automated Processes reports business has been so good that it may not have much equipment available at the exhibit. Hollywood Sound joins the exhibit with a custom designed wireless communication system. Infonics re-joins the convention with its tape duplicating system, while David Lint Associates will feature "turnkey" tape duplicating setups.

Sennheiser takes a demo room for the first time, to show off its line of microphones and earphones. Stephens Electronics has a new auto-locator to complement its line of multi-track tape recorders. Tandberg, Otari, Teac and Revox will all be on hand, vying for the attention of anyone looking for top quality semi-pro tape recorders. Teledyne Acoustic Research will show a programmable delay network at its booth.

Add to this list the many other convention regulars and even more newcomers, and there should be enough to keep any exhibit watcher busy for days.

## Edmund Plus: 'Sight Effects'

• *Continued from page 49*

per second and some 3,200 slides. Color organs flash spotlights in response to the pitch and intensity of the rock music.

Mirrored balls and strobe lights add to the show's sight appeal. Some 33 miles of low voltage wire is used to put the whole show together, and to make the viewing accessible from all seating. All the projection equipment is ceiling-mounted.

The theater holds about 100 and is equipped with a stereo sound system. The colorful images projected by this ultra modern electronic equipment range from natural panorama to psychedelic graphics in a cascading effect across the giant screen.

The hottest number for the mobile jocks and the disco spots is Edmund's Laser line. With the Helium-Neon Lasers extremely versatile and selling for as little as \$99, they are big across the counter and on mail-orders. While Edmunds depends largely on items that are hard-to-get or may not be available from anyone else, an all-time best seller among the unique lighting products is its own MusicVision which the company has created and patented.

MusicVision is designed to add a new dimension to the music, particularly for light shows and discotheques. Discovered in 1968 by Charles Williams, of the Edmund engineering staff, it creates action for a song—flashing, whirling, jumping and dancing patterns of circles, bands, dots, orbits and waves of ever-changing colored lights.

Color organ systems control

lamps that flash in response to the music to make colorful, moving, light patterns that change in shape, speed, size and direction in direct response to the every note of music. As a result, every light show with MusicVision is different, depending upon the music, the beat and the volume of the musical sounds.

In essence, MusicVision's moving forms are images reflected from small mirrors that respond to the sound vibrations. Its essential components include a projector for the light source, speakers or any other audio sources, rotating color wheels, front surface mirrors to which are glued special rubber membranes, and a screen or clear wall.

The music causes the speaker to vibrate, as the air in the speaker cone moves the rubber membrane with attached mirrors. The light source projects light through the rotating color wheel onto the moving mirrors. This colored light is finally reflected to the wall or ceiling, bandstand or screen as a colorful variety of moving figures that perform in direct response to the music. At the discos, MusicVision can be hooked up to the jukebox or the house stereo system.

A compact unit that takes up as much carrying space as a trumpet case, and easy to set up, the low price that ranges from \$51 to \$68.50 has made MusicVision a hot item for the rock bands, mobile jocks and discos.

(This exclusive two-part profile on Edmund Scientific concludes next week with a look at its growing range of products for the portable disco/band light show market.)

# Tape Duplicator

According to Norman Deletzke, vice president in charge of engineering for Audico Ltd. of Elk Grove Village, Ill., firm is in the process of completing tooling for an automatic splicer of tape materials, including cassette and 1/4-inch formats, and with the capability of placing the conductive strips for 8-track.

The machine both cuts and splices. It is table-top, electrically operated—not air—and so safe, Deletzke says, that it does not require interlocking hand controls. It was designed for free-standing use or in conjunction with Audico's loading equipment.

Machine will have adjustable capabilities. To encompass the full range of possible needs, Deletzke is soliciting technical input as to user's preference for length of splice, angle of cut of tape, angle of cut of splice and other variables. Unit will sell in \$1,500 price range, Deletzke says, depending upon options.

\* \* \*

**James R. Dow**, marketing voice president for Chicago-based Pentagon Industries, announces the appointment of two new manufacturing representatives to handle the company's line of high speed audio tape duplicating equipment in the western part of the United States.

**Evans Marketing Co.**, 1438 Rollins Rd., Burlingame, Calif. 94010, will be their representative for Alaska, Oregon, Washington, Northern Calif. and Northern Nevada.

**Master Recording Supply**, 10545 Fontene Way, Los Angeles 90024, will promote the line in Arizona, Southern California and Southern Nevada.

## Meriton & Aiwa

• *Continued from page 51*

with both DNL and Dolby noise reduction systems built in.

The full line is not expected to be available before next year, and Aiwa will place emphasis on service. The Aiwa line was until 1972 marketed here by the now-defunct Milovac company. Aiwa, like Meriton its distributor, is a subsidiary of the Sony Corp.

Meanwhile, the Meriton line of new products includes two compact stereo systems, two portable cassette recorders and an expanded speaker line.

According to William Hoard, Meriton vice president, marketing, the two stereo compacts, models HF-2105/SP-3000, and HF-1405/SP-2000 feature a big new look with large speakers and a variety of features found only in more expensive systems.

Top of the line with a \$329.95 price tag is the model HF-2105/SP-3000, with a front loading cassette deck, and BSR deluxe three-speed automatic turntable with magnetic cartridge and diamond stylus. At \$259.95, model HF-1405/SP-2000 has many of the features of its higher-priced counterpart.

The new portable cassette recorders are the models CT-375 at a suggested retail price of \$79.95, with automatic level control and shut-off, and the CT-325 at \$49.95, with built-in condenser mike and automatic shutoff.

## Audiovox Expands

**HAUPPAUGE**, N.Y.—Audiovox Corp. has added 30,000 square feet of factory space with acquisition of a nearby building to accommodate an expanding car stereo and CB market, according to president John Shalam. New facility will be used exclusively for manufacturing its custom car radio/8-track/cassette lines.

We are and we want to remain a **first-rate** company.  
For this reason we point to the **quality**.  
We know that quality is the result of **controls** and we guarantee it by means of **test certificates**. We are the first do it in our field.



Computer cassettes for digital use  
All types audio Compact cassettes  
Norelco style boxes for automatic inserting machine  
All spare parts.

# Sony Dealer Confab Highlights Products & Technology

• Continued from page 49

hi fi components, a futuristic looking EX line of compact stereos, newly designed compact tape recorders, 31 radios, black-and-white tvs and Trinitron Plus, a color tv line which is an improvement on Sony's current Trinitron, according to company executives.

"We could ship Betamax to every dealer in the country," said Harvey Schein, president of Sony Corp. of America, "but we want to make sure all the pieces are in place, especially parts and service. That's the only thing holding it up right now."

Schein also pointed out that Sony wants to first establish Betamax's prime function—that of a "time shift" device for television viewers—and once that priority is fully established, future pages in Betamax's genesis will unfold.

Among later developments, according to Schein, are an expanded product line, both consoles and decks, a deck to which a color or black-and-white camera can be attached, as well as low cost color and black-and-white cameras.

Akio Morita, chairman and co-founder of Sony Corp., said that he was ecstatic with the firm's development of a system to prevent pirated copies from being made out of software recorded on Betamax videocassette tapes, a development made public last week (Billboard, May 1).

"I believe the development of the system to protect copyrighted material will encourage producers to increase their software production for Betamax," he stated.

With the projected step up of software Morita indicated that 3M will become much more active with the production of videotape for the Betamax.

In addition, the Sony magnetic tape facility in Dothan, Ala., now under construction, will produce videotape next year.

"We expect to test production," added Schein at the new tape facility the first quarter of next year and we hope to be producing good quality videotape in large quantities by June 1977."

Schein also reconfirmed Sony's stance not to enter the videocassette software business themselves but rather are "encouraging experts such as Time-Life and Teletronics" to expand their roles.

Among the new component introductions were two direct drive turntables, three stereo AM/FM stereo receivers, three integrated stereo amplifiers and AM/FM stereo tuners, a stereo preamp, a stereo amplifier, and two bookshelf speaker systems.

The two direct drive turntables include model PS-3750 featuring brush and slotless DC servo-controlled motor, built-in stroboscope with engraved record platter markings, and is available to dealers in May with a suggested list of \$230, and model PS-3300 without stroboscope which will have a suggested list of \$200 and will be available in July.

Schein also added that after television, hi fi components were the firm's second best product category in terms of sales growth.

Norio Ohga, Sony's deputy president, on hand from Tokyo, also re-

vealed that "Elcaset" hardware, a new 1/4-inch audiocassette system being jointly developed by Sony, Matsushita (Panasonic) and TEAC in Japan (Billboard, April 24) might be on the Japanese market by year's end and conceivably be introduced in the U.S. market next year.

Without elaborating further, Ohga indicated that he wouldn't be surprised if "Elcaset" supplanted both the Philips type cassette and open-reel as the high end tape deck standard in the span of 10 years.

The six models in the EX series, all available in June, have thin lines and are decorated with a smoked black finish. The EX-2K, with cassette tape recorder, and the EX-2M, with 8-track have suggested retail prices of \$350. The EX-2 has no tape recorder function and has a suggested retail price of \$250. The EX-1K and EX-1M have suggested prices of \$300 while the EX-1 has a suggested list price of \$200. All the units sport Sony's new "sensi-bass" passive radiator type speakers.

A major highlight of the tape recorder introductions was the TC-150 which Sony is billing as the world's slimmest tape recorder using standard cassettes. Only 1-3/16-inches deep, the unit resembles a slim paperback book and features record level/battery meter, piano-key touch selectors and a motion-sensing automatic shut-off. The unit, available in May, has a suggested retail price of \$190.

Sony will exhibit only high fidelity products at the Chicago CES.

## Pioneer Autosound FM 'Supertuners'

• Continued from page 49

specs to selected home audio and car stereo receivers, including several of U.S. Pioneer Electronics. It was developed in response to research that showed buyers of Pioneer/radio/tape combos used the radio mode 70% of the time, with most complaints coming on FM reception.

Initial line includes three in-dash models (two 8-track with AM/FM stereo and an AM/FM radio) and two under-dash units, (an FM/radio cassette and FM/radio 8-track).

"Each of the Supertuners has an FET RF amplifier, integrated IF amp and detector, solid-state IF filter, PLL stereo multiplex decoder and automatic stereo/mono switching," Doyle notes. All include a local/distance switch, muting and separate bass and treble controls, except the AM/FM radio.

Typical Supertuner specs include

FM section—50 dB quieting sensitivity, 74 dB alternate channel selectivity, 1.8 dB capture radio, 68 dB signal/noise ratio; audio section—3.8 watts RMS per channel power output. Prices range from \$150 to \$240, about \$30-40 over competitive units.

Additional new car stereos, supplanting former models in the line, include TP 6001 in-dash AM/FM/MPX/8-track, TP 827 under-dash 8-track player and TP 252 under-dash mini 8-track player.

Four new car stereo speakers include 6½-inch-diameter door models TS 164 and TS 165 with 10-ounce and 20-ounce ceramic magnets, at \$35 and \$55 per pair respectively; TS 694, a 6 by 9-inch oval unit with coaxial tweeter and a 20-ounce ceramic magnet, and TS 35 dual-purpose convertible surface or flush (rear-deck) installation with high power handling capability (up to 40

watts RMS) for use with Pioneer AD 304 power amp.

The Centrex by Pioneer portable tape recorders, which the company hopes to move into photo dealers as well as audio and mass merchandiser outlets, expands the initial line of seven compact stereo systems shown at the Winter CES in January.

All units offer three-way power supply capability, auto recording level control, auto tape and shutdown, built-in condenser mike, AC bias and erase. All use four D cells, rather than the customary C-size batteries. Priced at \$50 to \$100, two are desk-style and two AM/FM radio combos, with step-up units in both styles offering digital tape counter and recording level/battery condition vuo-meter.

All the new Pioneer car stereo and Centrex tape units will be featured at the Summer CES in Chicago.

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# Talent

## Diamond In Vegas: 3 Nights At \$1/4 Mil

By HANFORD SEARL

LAS VEGAS—Neil Diamond, recently signed to open the Aladdin Hotel's new \$10 million Theater For The Performing Arts July 2, will earn about \$250,000 for his three one-night concerts all at 9 p.m.

The 7,500-seat house will be marketed on a reserved mail-order basis at \$20 and \$30 a seat for the July 2-4 engagement.

Diamond reportedly made a secret visit to inspect the new showcase facility several months ago and was enthusiastic after studying technical features and design aspects with hotel executives.

"It's the biggest deal of my life," says Stuart Allen, executive producer for the new theater. "Since we're not a subsidized casino and his salary is high, we'll be required to charge \$20-\$30 for this premiere attraction."

Refusing to play Vegas on a night-club basis, Diamond was won over by the new facility's architectural and acoustical design. The Columbia recording artist also was attracted by the one-man show; one-set-nightly distinction and the reserved seating.

Diamond's Vegas debut officially will launch his national and Canadian summer tour in conjunction with his new album release, "Beau-

tiful Noise." There will be no opening act prior to Diamond, who will provide his own orchestra for the two-hour production.

A massive national advertising campaign of \$100,000-\$200,000 also will jump costs, Allen reports, with emphasis on this appearance by Diamond as the only Southwest regional exposure by the artist until he appears in Southern California later in the year.

Part of the Aladdin's \$50 million expansion project, the new arena-type theater has set confirmations by Count Basie with Les Brown, Bob Crosby, Dick Haymes and Margaret Whiting for four days prior to Labor Day.

Allen also reports the Israeli Orchestra will appear Aug. 26 with conductor Zubin Mehta, while confirmation dates are being worked on for Chicago, Joni Mitchell, Alice Cooper, James Taylor, Johnny Mathis, Henry Mancini, the Band and Linda Ronstadt.

Ticket prices will average \$10-12 for those concerts, Allen adds. After the public has the opportunity to purchase Diamond's mail-order tickets, L.A.'s Ticketron will market the remaining tickets, another Las Vegas first.

Allen feels the Diamond ticket prices will discourage scalpers, who tainted Elton John's October 1975 concert at the Las Vegas Convention Center. A controversy arose about the handling of press, VIP and general sale tickets with a local rock promoter.

Diamond will surpass the record \$250,000 weekly salary Caesars Palace reportedly paid "Tonight Show" host Johnny Carson recently, although Caesars execs will not divulge the pay scale handed Bette

(Continued on page 58)

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SPEAKERS, PANELISTS FIRMED

## Powerhouse Lineup Shaping Up For June L.A. Talent Forum

By NAT FREEDLAND

LOS ANGELES—Nearly all speakers and panelists have been set for Billboard's second International Talent Forum to be held June 1-4 at the Beverly Hilton here. The powerhouse lineup promises to make this year's live entertainment business conference even more explosive than the groundbreaking 1975 forum which drew more than 400.

Meetings open June 2—after a cocktail buffet and a Mercury Records showcase of the Runaways on the previous evening—with a keynote session chaired by Eagles manager Irv Azoff. Panelists set are Paul Drew, RKO Radio programming chief; Tom Hulett of Concerts West; Dan Weiner of Monterey Peninsula Artists, and Terry Ellis, co-chairman of internationally-based Chrysalis Records. Several more major surprises are being finalized for this session, titled "Working Together Better: Overcoming Obstacles To Talent Business Cooperation."

There are three additional two-hours-plus sessions dealing with industry-wide issues from a full spectrum of live entertainment professions.

"Who Gets The Act?" one of the most controversial issues facing the personal appearance industry, has its panel already complete, thanks to chairman Chuck Morris, operator of Denver's Ebbets Field nitery.

This panel consists of Philadelphia concert promoter and nightclub owner Larry Magid; Alex Hodges, chief of Paragon Agency; Atlanta promoter and nitery operator Alex Cooley; Jonathan Coffino, artist development director of Columbia Records; Fred Bolander, co-principal of Monterey Peninsula Artists; Quentin Perry of Atlanta, the nation's most active black promoter; Mike Klenfner, Arista Records director of artist relations and promotion; Donald Tarleton, major Canadian concert promoter and Barry Fey, Denver-based concert promoter and booker of the Warehouse nitery.

"Supporting The Tour" will be chaired by Frank Mancini, RCA artist relations vice president. The panel so far includes Jeff Wald, manager of Helen Reddy; Stan Plesser, Kansas City nightclub owner, concert promoter and manager of the Ozark Mountain Daredevils;

### Austin Citizens Beef, But Can't Halt Event

AUSTIN—Overcoming stiff last-minute resistance from worried area residents, the "Sunday Break" rock concert took place Sunday (2) as originally scheduled. Sponsored by Win Anderson and the newly formed Mayday Productions Co., the event was expected to draw nearly 50,000 music fans to this central Texas city.

Being held on 130 acres of meadow at the Northeast corner of the city, the concert was to be emceed by Wolfman Jack and featured America, Cecilio and Kapano, Peter Frampton and Gary Wright.

Residents living near the concert site complained that plans for the festival had been made without consideration for possible damage to their property. Austin City Manager Dan Davidson said, however, that he believed the promoters' precautions were "more than adequate."

Mayday precautions included detailed planning for traffic control and parking, security, concessions, sanitation, medical facilities and dust and insect control. Partial facilities and security were made available for the Friday and Saturday before the festival for those coming early and planning to camp on the concert site.

### SACRAMENTO SITE OPEN

LOS ANGELES—Carnival owner Al Alevy of Atlas Greater Shows in Sacramento is making available his amusement park area to rock-pop concert promoters, following a series of local concerts there over the Easter holidays.

The facility, he says, holds 30,000 in festival style and has a fenced-in area plus ample parking. The site is Cal Expo, home of the annual California State Fair.

A huge stage, capable of accommodating any size rock group, has been set up as a permanent fixture in the back section of the amusement area.

Alevy says it is the newest concert site in Sacramento, and the only one capable of holding 30,000 persons. He or Ron Hazard are at the carnival grounds daily for would-be promoters.

Shelly Cooper, Warner Bros. advertising director; Chuck Glaser, whose Nova Agency in Nashville books Waylon Jennings, Jessi Colter and Tom Glaser; Buch Stone, manager of Black Oak Arkansas, and Tom Wilson, major Canadian talent agent. Several more label staffers are being added.

"Sharing The Dollar Fairly" will be chaired by New York concert promoter Ron Delsener, founder of the annual Schaefer Festival. The panel, still to be completed, also includes Bob Regehr, Warner Bros. artist relations vice president; agents Tom Ross of ICM, Peter Golden of William Morris and Howard Rose, whose independent agency books Elton John. Also set for the panel are Joe Cohen, booking vice president of Madison Square Garden; Barbara Kennedy, manager of the O'Jays, and Midwestern concert mogul Mike Belkin.

Also completely set now is an all-star lineup of "teachers" for the late-afternoon workshops on basics of the live entertainment professions.

Steve Wolf and Jim Rissmiller will lecture on concert promotion. Doug Weston, owner of the Troubadour, teaches nightclub operation basics. Independent agent Jerry Heller presents the elements of being a booking agent. Dee Anthony, a major force in personal management for 25 years, will teach the management workshop.

Included also in the workshop time slot is a powerful panel on "Women Of The Talent Business." Chairing will be Connie Papas, executive vice president of John Reid Enterprises. The panelists are Marsha Day, manager of Seals & Crofts; Florida promoter Marjorie Sexton; William Morris agent Carol Sidlo and Claire Rothman, house booker of the L.A. Forum.

Due to the crunch of vital issues offered at the Talent Forum, luncheon speakers are now being set. On June 2, top agent Jim Halsey will introduce Charles Peterson of the National Assn. of Orchestra Leaders, a New York organization working towards "open shop" hiring conditions for musicians and singers. A spokesman for the AFM has been invited to speak at the event's closing lunch.

Mel Shaw, president of the Canadian Recording Academy, will speak on "Dealing With The Canadian Talent Market" at the June 3 luncheon.

Approaching completion is an in-depth panel on "Physical Production: Sound, Lighting, Equipment Transportation And Tour Budgeting." Chairman is David Ferraro of the Bill Graham Organization. Set to participate are Patrick Stansfield, the experienced road manager currently working the Neil Diamond tour, and Tom Fields, whose New (Continued on page 55)

## Rock Tops Baseball As Anaheim Payoff

By FRANK BARRON

LOS ANGELES—Tom Liegler, general director of the Anaheim Convention Center and nearby Anaheim Stadium, likes concerts at his facilities, even though some civic officials have openly admitted they don't care for rock shows at the two sites.

The Convention Center houses a 9,000-seat arena, while the Stadium can hold 55,000 for a concert, as it did recently for a Who show.

To show city fathers and others objectors that concerts are big money-makers, Liegler has drawn up a hypothetical comparison between rock concert revenues at Anaheim Stadium and California Angel baseball figures, since the stadium is the home of the ball club.

Basing his findings on a theoretical attendance of 40,000 which rock concerts there have more than averaged, Liegler points out that concerts get a minimum \$10 admission, whereas the baseball team gets a \$2.50 ticket. Thus gross admission revenue for concerts quadruples baseball revenues. Too, percentage of gross admission to the City of Anaheim is 7 1/2% for baseball and 10% for concerts.

Total admission dollars to the city is \$7,500 for the Angels, but \$40,000 for concerts. The city gets 50% of parking revenue for baseball, but the full 100% for concerts.

Figuring total net parking revenue, based on 12,000 cars for each event, the Angels return \$8,750 to the city, whereas a musical show brings in \$17,500, as the sellout Who concert did.

The percentage of concession rev-

enue to the city also is higher from concerts—669% versus 338% for baseball. Expected per capita concessions sales are \$1.50 for ball fans (big beer drinkers and hot dog eaters) to \$1.25 for concertgoers, most of them too young to consume beer legally. Total net concession revenue to the city is \$6,500 for an average Angels game, and \$11,000 for an average concert crowd.

Net reimbursement to the city for services rendered is \$2,000 after a concert and \$500 following a ball game. This includes labor, supplies and materials, with more work entailed after a rock concert because of debris cleanup.

Overall net revenue over expenses to the city is \$23,250 for an Angels game and \$70,500 for a concert. Liegler points out that average attendance for the Angels was 16,000 in 1975, while the concerts were closer to the 50,000 mark, although, obviously, much fewer in number.

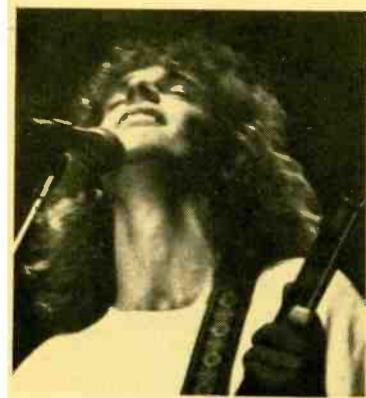
Anaheim Stadium, besides the Who concert, had three other major rock shows during the past season. A crowd of 50,633 was on hand for Rod Stewart and Faces, 47,760 saw the Beach Boys, and another 44,480 took in the Eagles concert. The Osmonds were in concert in January and drew almost 20,000 fans.

Liegler also notes that for 1976, the parking per capita will increase 50% due to boosting parking fees from \$1 to \$1.50.

Anaheim Stadium will be the scene of many more pop and rock concerts this spring and summer. Liegler adds, following meetings with top local promoters.

# Talent

## Talent In Action



Billboard photo by Starr Arning  
Peter Frampton: emerging in Los Angeles.

### PETER FRAMPTON

Shrine Auditorium, Los Angeles

Anticipation had the crowd on its feet roaring chants of "Frampton." Dashing onto the stage, Frampton greeted his fans, acknowledging their cheers with up-raised arms, apparently as ecstatic as they were to be there. Everything indicated a good show, Frampton telling the audience he believed they could re-create the magic of the No. 1 "Frampton Live" album.

Seated on a stool with an acoustic guitar, he launched into "All I Wanna Be Is By Your Side" followed by a pretty instrumental "Penny For Your Thoughts." If not the most intricate of guitar pieces, the song certainly held enough emotion to please.

The following electric portion of the set contained such gems as "Doobie Wha," "I'll Give You Money," "It's A Plain Shame" and an especially good rendition of "Something's Happening" with Frampton delivering his lyrics with a captivating sincerity. Although the band kept mainly in the background it provided a strong, tight foundation.

The opening chords of "Do You Feel Like We Do" brought the crowd back to its feet with Frampton flirting and coaxing his audience into singing along. Probably the strongest of the set, this song featured nice guitar work by Bob Mayo and Frampton's black Gibson plugged into a voice box, wailing out the words "Do you feel like we do." The last of the song was played with the house lights on, again emphasizing his total involvement with his audience.

Two encores were demanded of the young English artist, the first opening with a banner reading "Happy Birthday Peter" dropping from the ceiling and spilling balloons onto the stage. The group played "Shine On" and "White Lugar," two solid rock 'n' roll numbers that left the crowd asking for more and getting it with "Jumping Jack Flash," easily rivaling the performance of the live album.

Although strong on record, Frampton's forte definitely lies in his ability to communicate onstage. His excitement and energy are contagious.

**STARR ARNING**

### MONTY PYTHON LIVE

City Center, New York

Whether on its LPs, on Public Broadcasting System TV, in films or onstage, Monty Python is equally zany and the object of adulation and affection by a growing clique of "Pythonites."

This doesn't mean the group's far-out sketches and eight-gags, or irreverent animations are everybody's cup of tea. In fact, a scattering of confused expressions was noted at the April 15 opening of the recent two-week run, as he often subliminal Python brand of humor makes some definite getting used to.

The "original cast" of Terry Gilliam, resident animation genius; Terry Jones, John Cleese, Eric Idle, Graham Chapman and Michael Palin is nicely augmented by Neil Innes, a "soulful" bandleader, seen and heard in some of the most effective skits, and Carol Cleveland, a shapely red-head who adds wit as well as window dressing.

### .A. Talent Forum

Continued from page 54

England equipment company has applied many recent major tours.

More Talent Forum names will be announced next week. Meanwhile, registrants should be advised that the Beverly Hilton Hotel may not be able to reserve special forum room assignments past May 20. So don't delay getting the \$200 fee to Billboard as soon as possible.

(Continued on page 58)

## Signings

The Osmonds have re-signed a long-term recording pact with Polydor Inc. Provisions of the deal call for one Donny Osmond solo LP, one Donny & Marie Osmond album, a Marie Osmond solo album, one family group LP and one additional album as yet to be determined, making a total product release of five LPs per year with single releases as agreed upon. All disks will be marketed under the Polydor label with Kolob, the Osmond's label trademark, included in the graphics.

Naura Hayden to Different Drummer Record, subsidiary label of Caytronics Corp. Her debut album, "And Then She Wrote," shipped last week. ... Singer-songwriter Billy Vera to Midland International. "Back Door Man" is the title of his debut single for the label. ... Mary Traveros inks an exclusive writing contract with Edwin H. Morris music company.

Cal Smith to MCA, a re-signing for the country vocalist. ... Jimmy Dean to GRT-distributed Casino Records of Nashville after several years building his national sausage business. ... El Chicano, formerly on MCA, to Sutton-Miller's Shadybrook Records. ... New City Jam Band, Toronto group on Smile Records in Canada, to Amherst Records, Transcontinental Record Sales division, for the rest of the world.

Jerry Jaye to Hi Records, with Larry Rogers producing. ... Diana Trask returns to Buddy Lee Attractions. ... Ian Tyson to newly formed Melva Matthews Management Co. for exclusive management and bookings. ... Paul Craft news writer affiliation with BMI.

Susan George, noted film actress, to Chelsea Records. ... Al Martino to Agency For The Performing Arts.

### THIN LIZZY

Riviera Theater, Chicago

Judging from its April 21 American tour debut here, Thin Lizzy promises to be one of the most exciting bands to emerge from Britain this year. Relying heavily on pounding rockers and the charismatic stage presence of bassist/singer Phil Lynott, the group left the packed hall only after the cheering crowd was treated to two lengthy encores and a well received two-hour performance.

The band's only major weakness was a poorly structured set. It unloaded the best tunes early in the show, finishing off with second rate material instead of showstoppers like "The Boys Are Back In Town" (its new single) or "Jailbreak."

Although the group's pair of guitarists often step forward with some tasteful twin solos, Lynott is the heart of the band. The Irish-born singer propels the group with his driving bass lines and panther-like stage antics.

His voice serves as a dazzling second instrument. Sounding like a hybrid between the throaty tones of Bruce Springsteen and the soulful lyricism of Van Morrison, Lynott's powerful vocals effectively complement the band's ferocious rock melodies.

A hefty chunk of the set highlighted older tunes from Thin Lizzy's "Fighting" album, but the fresher, more dynamic songs came from its latest effort, "Jailbreak." "Warriors" had the capacity crowd on its feet as did the gentle ballad "Romeo And The Lonely Girl," one of the group's few subtle, less than ear-shattering compositions.

"Rosalie," a song the group learned when on tour with veteran Detroit rocker Bob Seger also fared well, sparked by some fancy time changes in mid-course.

The obvious highlight of the show was "The Boys Are Back In Town," which, it's hoped, will be moved farther back in the set as the group adjusts to its new American audience. While it sounds suspiciously like Springsteen's "Kitty's Back," the tune perfectly blends Lizzy's rousing rock rhythms with some catchy adolescent angst vocals.

### NATALIE COLE BILL COSBY

Hilton, Las Vegas

Double Grammy award winner Cole unveiled a vocally powerful 40-minute set April 20 during her debut in the spacious Hilton showroom before a sold out house. Armed with valuable "road" experience, the late Nat Cole's daughter belted out and softly soaled through seven smooth songs accompanied by two female singers, her five-man combo and a cohesive 14-piece house orchestra led by Joe Guercio.

The lanky Capitol recording artist opened with a jazzy disco styled "Mr. Melody" which contained pulsating rhythms and clear diction and followed with her personable hit, "This Will Be." Perhaps her best r&b segment followed with a calmer, smooth "Inseparable," "Love Is" (dedicated to her father) and "Good Morning Heartache." Her modulating style from loud to soft demonstrated her ease and control.

Cole then delivered a gospelish rendition of "I Can't Say No," from her debut album "Inseparable" and held the audience as in an old tent revival meeting. Her smooth stage presence was accentuated during this theatrical number, heightened by her use of a white handkerchief.

(Continued on page 58)

## Cleveland Ballroom Beams Sansui 'Q'

CLEVELAND—Hank LoConti's 1,200-capacity Agora Ballroom here has now syndicated its weekly taped "Live At The Agora" Sansui quad FM broadcast into 10 markets.

Since April, the show has been heard in six Ohio outlets and four out of state. WMMS here has been airing the series for three years, with recent segments by Gary Wright, the Outlaws, Elvin Bishop, Patti Smith and Billy Cobham.

See a complete story in this week's Radio section.



Arista photo  
The Outlaws: Willing to play second fiddle in order to get seen by the masses.

## Outlaws Content To Accept 2nd Billing

By JIM FISHEL

NEW YORK—Unlike other bands with hit product and an ability to headline concerts, the Outlaws are content still playing second bill on most dates.

The reasoning behind this is plain and simple according to the band's members—"we want to grow more as an act before headlining major concerts."

Although the group does star in smaller shows, many on college campuses, it has been strongly behind the "second bill" philosophy in the past two years.

Ever since its first LP on Arista, released more than a year ago, the group has had a growing legion of fans, but the Outlaws personnel and management (Alan Walden and Charles Brusco) believed it in their best interest to serve as special guest to other heavier acts.

These include the Allman Brothers, Doobie Brothers, Lynyrd Skynyrd and soon the Who, for whom the group will open during its spring tour of Europe.

"It sometimes gets pretty rough playing nonstop around the country, going from one tour to the next, but we all love to perform and enjoy the reception we've received on each of our tours," says guitarist Billy Jones. "As an example of our working schedule, recently we flew back to Georgia so that one of the group's members could get married, but we're back on the road the following day."

Jones says the band has been around for many years, having only recently being discovered. His reasoning why they didn't get signed before this time is that the band needed to mature and learn various aspects of the business.

According to Jones, the success of the group and its two Arista albums is due to the five different musical styles of the group's members. Bach is into a different form of music and he says the creative molding together has developed for them a sound of their own.

"Everyone always wants to categorize us as a country-rock band like the Eagles, but we don't think we fall totally into the area," he states. "It is really only recently that we started getting into country music."

The group's Florida roots in the Tampa-St. Petersburg-Clearwater area put it into the Paragon Agency's Southern rock sound, but the group has branched out into various other musical areas to escape being typecast.

In the very near future the Outlaws will be recorded live in concert at the Fox Theater in Atlanta and all the group members are looking forward to this event. Each feels that

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## The Agenda:

### THURSDAY, MAY 6

10 am-6 pm  
6:30 pm-8:30pm

REGISTRATION  
COCKTAIL RECEPTION

### FRIDAY, MAY 7

9 am-9:45 am

John Kenneth Galbraith, Professor Emeritus,  
Harvard University, World-Renowned Economist

### 9:45 am-10 am

#### COFFEE BREAK

### 10 am-11:30 am

#### CONCURRENT SESSIONS

- 1) "WHATEVER HAPPENED TO THE TALENT MANAGER?"

Chairmen: Sid Bernstein, Sid Bernstein Management; George Greif, Greif-Garris Panel: Al Schlesinger, Esq., Schlesinger & Dave; Joseph Porter III, Stein, Porter, Kahan & Flam

- 2) "THE PRINT BUSINESS—AN EXPLODING MARKET"

Chairman: Mike Stewart, United Artists Panel: Herman Steiger, Big 3 Music Shioichi Kusano, Shinko Music, Tokyo Keith Mardak, Hal Leonard Publishing

### 11:45 am-1:15 pm CONCURRENT SESSIONS

- 3) "TAPE PIRACY—WHERE IS IT TODAY?"

Chairman: Stanley Gortikov, RIAA Panel: James G. Dy, Dyna Products, Manila; D.J. Young, IFPI, Hong Kong; Gramitto Ricci, Carosello Cemed Srl, Milan

- 4) "COLLECTION OF FOREIGN PUBLISHING INCOME—THE SUB-PUBLISHERS vs. THE COLLECTION SOCIETIES"

Chairman: Rudi Slezak, Rudolph Slezak Musikverlage, Hamburg; Robert Kingston, Southern Music, London; Theodora Zavin, BMI; Al Ciancimino, SESAC; Paul Adler, ASCAP; Shinpei Matsuoka, Zen-On, Tokyo

Chairman: Sal Chiantia, NMPA

### 2:30 pm-5 pm

Individual meetings, video playback of morning meetings

### SATURDAY, MAY 8

9 am-9:45 am

#### KEYNOTE ADDRESS

"THE JAPANESE MARKET—HOW IT'S COMBATING HIGH INFLATION"

Mr. Keisuke Egashira, Nomura Securities

### 9:45 am-10 am COFFEE BREAK

### 10 am-11:30 am CONCURRENT SESSIONS

- 5) "HOW TO GET THE MOST OUT OF YOUR FOREIGN PUBLISHING LICENSING DEAL"

Chairman: Atsutaka Torio, Victor Music, Tokyo Panel: Norm Weiser, Chappell Music; Paul Rich, Carlin Music, London; Stig Anderson, Sweden Music, Stockholm

- 6) "THE EXPORT/IMPORT BUSINESS—Blessing or Curse?"

Panel: Owen Sloane, Esq.; Ken East, Motown

### 11:45 am-1:15 pm CONCURRENT SESSIONS

- 7) "HOW TO GET THE MOST OUT OF YOUR FOREIGN RECORD LICENSING DEAL"

Chairman: Jerry Moss, A&M Records Panel: Allan R. Hely, Festival Records, Sydney; Nat Joseph, Transatlantic Records, London; Mike Hales, Polydor Int'l., London

8) "WOMEN—AN UNTAPPED RESOURCE OF THE MUSIC BUSINESS"

Chairman:

Panel: Misa Watanabe, Watanabe Music, Tokyo; Bunny Freidus, CBS; Meryl Afano, Festival Records, Sydney; Beretta McShane, GRT

2:30 pm—5 pm

Individual meetings, video playback of morning meetings

SUNDAY, MAY 9

8:45 am—10 am PLENARY SESSION

INTERNATIONAL BANKING SESSION

Panel: John Wadsworth, First Boston Corporation, New York; Dennis Bunyn, Nat'l Westminster Bank, New York

9:45 am—10 am COFFEE BREAK

10 am—11:30 am CONCURRENT SESSIONS

9) "CAN THE TOURING ARTIST HURDLE INTERNATIONAL BARRIERS?"

Chairman: Frederic Gaines, Wyman, Bautzer, Rothman & Kuchel

Panel: Liberace, Tats Nagashima, Taiyo Music, Tokyo; Marshall Gelfand, Gelfand, Macnow, Rennert & Feldman; Toby Roberts, Toby Roberts Tours; Bob Crothers, AF of M

11:45 am—1:15 pm CONCURRENT SESSIONS

10) "THE EXPLODING LATIN MARKET"

Chairman: Joe Cayre, Caytronics

Panel: Gerald Masucci, Fania Records; Rogerio Azcarraga, Mexicanos, Mexico; Paul Marshall, Esq.

11) "TECHNOLOGICAL INNOVATIONS—DO THEY REALLY SELL RECORDS?"

Chairman: Warren Syer, High Fidelity Magazine

Panel: John Eargle, JME Associates; Larry Blakely, DBX; Bruce Maier, Discwashers

2:30 pm—5 pm

Individual meetings, video playback of morning meetings

MONDAY, MAY 10

9 am—10:30 am CONCURRENT SESSIONS

12) "BUILDING AN ARTIST vs. ACQUIRING AN ESTABLISHED NAME"

Chairman:

Panel: Ewart G. Abner

Chairman: Nesuhi Ertegun, WEA President

Panel: Ewart G. Abner, Mike Maitland, MCA Records; Manual Villareal, CBS, Mexico City

13) "THE TV LP PACKAGE—TODAY'S WINDFALL OR TOMORROW'S WOES?"

Chairman:

Panel: Ray Kievas, K-Tel, Canada; Eric Kronfeld, Esq., Machat & Kronfeld, Jack Culberg, Ronco, Chicago

10:30 am—10:45 am COFFEE BREAK

10:45 am—12 pm CONCURRENT SESSIONS

14) "MUSIC POPULARITY CHARTS—HOW THEY WORK AND HOW THEY WORK FOR YOU"

Chairman: Bill Wardlow, Bob White—Billboard

Questions from the floor

15) "THE RIGHT TO AUDIT—FOR ARTISTS, WRITERS, PUBLISHERS, LABELS"

Chairman: Leo Strauss, Prager and Fenton

Panel: Jolene Burton, A&M Records; Fred Altman, Esq.; Leroy Colton, Attorney

1 pm

GOLF TOURNAMENT/TENNIS TOURNAMENT

7 pm

FINAL BANQUET

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## Talent In Action

• Continued from page 55

and precise dramatics. Stevie Wonder's lively "Livin' For The City" ended the tight-knit package on a rousing rock'n'roll level.

Comedy star Bill Cosby eased through an hour of familiar sketches about kids, cars, speeding, dentists and common experiences identifiable to us all. Cosby, the resident Hilton comic, is becoming known as a headliner who introduces new, gifted talent such as Cole, Manhattan Transfer and Flash Cadillac & the Continental Kids to Vegas audiences.

HANFORD SEARL

### SUPREMES

Royal Hawaiian, Falls Church, Va.

"High Energy" is not only the name of the Supremes' latest Motown album—it also serves to describe the voltage of their present stage show as well.

The group's April 24 set here was significant in that it marked the debut of the newest Supreme, Susay Greene, former member of Stevie Wonder's back-up group Wonderlove.

While Greene's stature is petite, her talent proves to be enormous, and her vocal range very wide. Her lead vocal on "Long And Winding Road/He Ain't Heavy He's My Brother" drew several ovations.

Mary Wilson's supremacy as songstress remains evident with each tune that she caresses. Her "Don't Let My Teardrops Bother You" from the new LP is a perfect showcase for her distinctive vocal style. Wilson also delivers a standout solo on "Song For You/How Lucky Can You Get?"

The entire act is fresher and tighter than ever, especially on the bright uptempo sound of "I'm Gonna Let My Heart Do The Walking" which is already on national disco charts. The song allows Scherrie Payne to cut loose with full-throttle wattage on the lead, while Wilson and Greene deliver the driving choral work that the group is famous for.

The concept of the Supremes in their present form is no longer a single lead and two background singers; rather three unique ladies who shine as soloists as well as a team. Previous gold including "Stoned Love," "Someday We'll Be Together," "Stop In The Name Of Love" were delivered with alternating leads and updated arrangements that put the set's emphasis on the present strength of the triad, rather than on that of past glory.

Embellishments including many costume changes and clever bits of choreographed material by Geoffrey Holder, who directed Broadway's "The Wiz" help give the show a theatrical flair throughout.

MARK BEGO

### LITTLE FEAT

Roxy, Los Angeles

Little Feat has always been revered here in its hometown, and with good reason. Musically, the group combines rock, folk, jazz and subtle Eastern influences. The resulting sound is as appealing as it is uncategorizable. The group's April 22 opening reaffirmed that Little Feat is capable of bringing to the stage the musical magic that has characterized its records.

Lead singer/songwriter/guitarist Lowell George drew the bulk of the audience's attention. George sang with a facility that belied his painstaking attention to phrasing, timing and intonation. His powerful, highly expressive voice added immeasurably to the group's overall impact.

Keyboardist Bill Payne displayed the talents that have made him such a popular session man. His improvisations, in particular, were remarkably smooth and intelligently performed.

Second guitarist Paul Barrere provided a rhythmic foundation for George's frequent slide guitar solos and handled lead vocal duties on "Skin It Back." In addition, his ability to combine lead guitar lines with rhythmic chordings figured prominently in several songs.

Kenny Gradney on bass, Richie Hayward on drums and Sam Clayton on congas formed the rhythmic unit that is so essential to the group's sound.

The 80-minute set featured material culled from the group's last four Warner Bros. LPs. Several songs were presented in pairs on extended medleys. The combination of "Skin It Back" and "Fat Man In The Bathtub" featured an electric piano break and complex rhythms. Another musically sensible medley combined the ethereal "Juliette" with the slow, slide guitar-dominated instrumental, "Lafayette Railroad." This, in turn, led to "Day Or Night," an extended piece built on Payne's keyboard work.

Next came "All That You Dream," the group's new single, which featured a provocative bass line and a melodic hook that half-stepped its way up the scale. The show closed with a rousing medley of "Dixie Chicken" and "Tripe Face Boogie," Feat's finest rock number.

The capacity crowd roared its approval and the group returned to perform its hauntingly beautiful standard, "Willin'," and a raucous "Teenage Nervous Breakdown." MITCH TILNER

### CHARLES MINGUS PHINEAS NEWBORN JR.

Keystone Korner, San Francisco

Back in the Bay Area for the first time since 1973, Mingus played before two SRO houses for four nights running on the final leg of his Western states tour.

More than a master bassist, Mingus is one of the giants of post-Parker jazz and one of a few legitimate interpreters of Ellington's legacy. None of this seemed lost April 15 on the ecstatically absorbed club audience, which let out a fierce roar of approval as the Mingus quintet ended each energy-charged set.

Choosing a majority of material from his two concurrent Atlantic releases, "Changes One" and "Changes Two," Mingus kept his solos spare while securely anchoring the ensemble and allowing his men long solos that stayed imaginatively airborne all evening.

Relatively new to the band are Jack Walrath (18 months), whose trumpet style is both strong and thoughtful, and pianist Danny Mixon (six months) who was like a human lightning rod, amazingly alert and full of surprises. Long-time drummer Dannie Richmond, like Mingus, stuck mainly to the role of tasty timekeeper, though he also led in the recitation of a few of the scathingly humorous, anti-politician couplets that Mingus inserts into tunes like "Remember Rockefeller At Attica."

The band's superstar soloist is tenor saxophonist George Adams, who was all over his sax in a deft synthesis of styles ranging from Dolphy and Coltrane all the way to the Texas blues both played and sung.

Preceding each Mingus set was pianist Newborn, who recently emerged from semi-retirement with his "Solo Piano" LP on Atlantic. Charmingly introducing his "interpretations" of older standards, Newborn at times labored on the fringes of cocktailism. But just as the audience began to nod he'd hit them with a racing bop tune played with Tatum-like dexterity, and people would bolt upright as if shot with adrenalin.

CONRAD SILVERT

### LIZA MINNELLI MARVIN HAMILISCH

Westchester Premier Theater  
Tarrytown, N.Y.

At 16, Hamisch wrote his first bubble-gum hit, "Sunshine & Lollipops" for Lesley Gore and began composing for a teenager named Minnelli. Some 15 years later the pair makes an effective duo on tour, following up their appearance on the recent Bell Telephone tv special.

With only one affectionate reference to her late, famous mother, Minnelli stopped the show April 23 with "Cabaret" the curtain-closer with Hamisch at the piano, and was equally socko in "One," one of the hits from his "A Chorus Line" which swept the recent Tony Awards, as they combined for the last third of the show.

Her own solo stint is highlighted by a dance routine backed by "Disco Lady," "Ballin' The Jack," "Have Nagila" and "Stars & Stripes Forever" in disco tempo. She also scores with a wide range of moods from "Lucky Lady" to "The Man I Love," "Some People" from "Gypsy" and "I'm My Own Best Friend" and "All That Jazz" from "Chicago," in which she subbed five weeks on Broadway for Gwen Verdon ("The best time of my career").

Opening with "The Story of My Life in 35 Minutes," Hamisch ran through "Sunshine" and "The Entertainer" from "The Sting," to "The Way We Were." Chorus Line's "What I Did For Love" and a concert version with Tony Cabot's solid 27-piece house orchestra of Gershwin's "Rhapsody In Blue."

With engaging self-effacing plugs for his own career highlighted by the triple-Oscar night two years ago, Hamisch also involves the audience in an engaging "Rent-A-Composer" bit, putting together "instant hits" on the piano from titles tossed out by fans.

STEPHEN TRAIMAN

### Diamond In Vegas

• Continued from page 54

Midler for her smash two-week engagement recently.

The signing of rock star Diamond follows the increasing trend for traditionally MOR Strip hotels to sign Top 40 pop-rock artists and groups to headline status.



ICA photo

"FAKE" ELVIS HONORED—Alan Meyer, Elvis Presley mimic, was given a award of approval at his recent Magic Mountain gig by "Completely Elvis Fan Club president Val Pruitt (left) and vice president Bev Tarango.

### TICKETS AT \$10.50

## Stones Fans Stunned By Phony Richard Promotion

PHILADELPHIA — Rolling Stones fans duped into buying advance ducats at \$10.50 for a concert supposedly starring Stones' guitarist, Keith Richard, will have a long wait to get refunds, if they ever do.

The tickets for concerts May 21-22 at nearby Burlington County (N.J.) Community College were promoted by a group calling itself "Just In Time Enterprises" and sometimes "Duffy, Inc."

That the two concerts could never come off was exposed by Jonathan Takiff, rock writer for the Philadelphia Daily News, who pointed out that Keith Richard will begin a European tour with the Stones on April 28 and continue through June. This was confirmed by representatives of both the Stones' U.S. manager, Peter Rudge, and their West Coast press officer, Paul Wasserman.

From all appearances, the concert tickets, which even had Richard's name misspelled with an "s," will merely become mementos of a rip-off. Two principals in the concert promotion, Samuel and Sandra Fowler, were being tried in U.S. District Court here on other charges Monday (26).

They are charged with interstate transportation of stolen property and conspiracy. FBI agents said they think Samuel Fowler, also known as John W. Lennon and Marty Balin, is also the Robert S. Young listed as president of Duffy, Inc., the promot-

ers announcing the concerts with Richard.

The federal charges facing Samuel and Sandra Fowler stem from numerous bouncing checks which the Fowlers reportedly gave out during their travels around the country.

The charges are not connected with the college dates, which also list Pete Hefty and Justin Time, reportedly a West Coast comedy duo, on the bill with Richard.

At the college, John Sills, director of community services, said the school's gymnasium was rented to "Duffy, Inc." but for only one night on May 22. Also, the promoters represented themselves as a non-profit group promoting music as "an alternative to drugs." It was reported that the May 21 "performance" was already sold out, which would make for a \$31,500 advance ticket sale at \$10.50 each for that night alone.

Joseph Mora, an attorney in Glassboro, N.J., told the Philadelphia Daily News that he was recently hired to incorporate "Duffy" as a non-profit group listing Robert Perkins and Robert S. Young, who gave Glassboro addresses, and Sandra Fowler and Barbara Bovio as board members. The rental agreement with the college was entered into by Perkins and Young. An investigation of the "concerts" is being made by the Burlington County Dept. of Consumer Affairs.

## Linson, Stromberg Collab On a Music-Heavy Picture

LOS ANGELES—Two young men with strong music affiliations are now in the process of readying a major-studio motion picture for an August nationwide release date. And they feel the music for the film will be one of the strong selling points.

Art Linson, whose Art Linson Productions manages Nils Lofgren & Grin, Mark/Almond, plus the new group Charlie & the Pep Boys, is co-producer of the Universal Studios picture, along with Gary Stromberg. The latter, a producer at that studio several years ago, for a long time ran the Gibson & Stromberg public relations office for pop and rock acts. Linson produced "Rafferty And The Gold Dust Twins" last year.

The picture, "Car Wash," has an unusual movie score by veteran producer-composer Norman Whitfield, who makes his film-scoring debut here. A soundtrack album will be released by MCA Records, featuring the Pointer Sisters, who are also in the movie—a first for them, as well. Compositions by Whitfield are

unique in that each song is actually played in the film as being heard from car radios—as that car gets a car wash.

For background music, such mundane things as a water spray or revolving brush get their own themes. A youngster on a skateboard is choreographed to a Whitfield strain while another of his tunes is heard as a character in the film sing a rock ballad while listening to a car radio.

Among the record artists seen in the picture—besides the Pointers—are comedians George Carlin, Franklin Ajaye and Richard Pryor.

Prior to filming "Car Wash," Linson and Stromberg also headed Hollywoodreams, a management firm handling Styx, Lofgren, plus the Persuasions.

Whitfield has written and produced hits for the Temptations, Marvin Gaye and Gladys Knight, the Pips. As a writer-producer, he has had 16 No. 1 records.

"Car Wash," says Linson, may become a television series in 1977.

## Philly Masons Eject Rock As Cathedral Attraction

By MAURIE ORODENKER

PHILADELPHIA—While a variety of pop, ethnic and other theatrical presentations will continue to rent the facilities of the Masonic Order's center-city Scottish Rite Cathedral, the welcome mat has been pulled up as far as rock concerts are concerned.

Midnight Sun Company (Stu and Rick Green) have been advised by the Masonic body that there can be no further rock shows at their hall.

Midnight Sun introduced a new rock format on Feb. 28, utilizing all the facilities of the Cathedral. A single admission ticket for Friday night shows gave access to a rock concert in the ground floor auditorium, disco on the seventh floor and a dance concert with live groups in the eighth floor ballroom. Groups coming in for shows included Pretty Things, Dr. Feelgood (making its U.S. debut here), Kingfish, Be-Bop Deluxe and Barclay James Harvest.

"The massiveness of the place made for a situation whereby potential revenue from the productions would be outweighed by the hassles and potential damages," according to a spokesman for Midnight Sun. While ticket sales were limited to about 3,000, the fact that the crowd was invited to roam all over the building created a variety of problems.

While promoters Stu and Rock

Green are checking out several new venues, Midnight Sun is planning a series of summer shows at the Temple Univ. Festival in suburban Ambler in addition to concerts in other areas where it has working arrangements. The Ambler concerts will be in June and August, before and after Temple's own summer music festival that offers everything from opera and dance to symphonic and pop music, but no hard rock or contemporary groups. The Greens had Jackson Brown and Orleans inked for June 20 and 21 dates at Temple, but a death in Jackson's family forced him to cancel his entire summer tour for '76.

Midnight Sun also figures on getting some dates at the Tower Theater here, which used to be its home base until this year when the theater building was purchased by Electric Factory Concerts, one of the nation's biggest concert promoters.

The Greens brought Genesis for a two-show visit to the Tower Theater, and took the group to Baltimore for an April 12 show at the Lyric Theater there. Their out-of-town action takes in a Jacksonville, Fla., arm, Hurricane Concerts, which promoted David Bowie and ELO shows; and Friday (7) Midnight Sun will co-promote with Station WMMS-FM at the Music Hall in Cleveland, Ohio, a show with Bob Marley and the Wailers.

# Billboard Top Boxoffice

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Rank	ARTIST—Promoter, Facility, Dates	Total Ticket Sales	Ticket Price Scale	Gross Receipts
*DENOTES SELL OUT PERFORMANCES				

## Stadium & Festivals (20,000 & Over)

1	PETER FRAMPTON/FLEETWOOD MAC/GARY WRIGHT/STATUS QUO, "Day On The Green"—Bill Graham, Stadium, Oakland, April 25	57,500	\$8.50	\$486,200*
2	BOB DYLAN & THE ROLLING THUNDER REVIEW—Zebra Concerts Inc., Florida Field, Gainesville, April 25	20,016	8.75	175,140

## Arenas (6,000 To 20,000)

1	TONY ORLANDO & DAWN—Sunshine Productions, Arena, Indianapolis, April 23	15,444	5.00-7.00	101,627
2	RUFUS/CHAKA KHAN/BRASS CONSTRUCTION/BROTHER TO BROTHER—Electric Factory, Spectrum, Philadelphia, April 24	13,779	6.00-7.00	89,139
3	AMERICA/ERIC CARMEN—Electric Factory, Spectrum, Philadelphia, April 23	11,783	5.50-7.50	80,160*
4	AMERICA/ERIC CARMEN—Ruffino & Vaughn, Civic Center, Providence, April 25	10,200	5.50-7.50	71,500
5	TONY ORLANDO & DAWN—Electric Factory, Riverfront Coliseum, Cincinnati, April 24	9,426	5.50-7.50	68,839
6	DOOBIE BROTHERS/PABLO CRUISE—Alex Cooley, Municipal Auditorium, Mobile, April 22	10,000	6.00-6.50	65,000*
7	TONY ORLANDO & DAWN—Contemporary, Civic Auditorium, Omaha, April 20	7,500	6.00-10.00	60,000
8	LOGGINS & MESSINA/BOZ SCAGGS—Cornucopia, Civic Center, Springfield, Mass., April 23	9,334	6.00-7.00	57,000
9	URIAH HEAP/SKYHOOKS—Jet Set Enterprises, Coliseum, Jacksonville, April 24	7,700	6.00-7.00	56,668
10	ROBIN TROWER/STATUS QUO—Wolf & Rissmiller, Sport Arena, San Diego, April 23	8,361	5.75-6.75	49,623
11	PETER FRAMPTON/SLADE—Wolf & Rissmiller, Convention Center, Anaheim, April 21	8,380	4.50-6.50	49,113*
12	SLADE/MONTROSE/HENRY GROSS—Contemporary, Kiel Auditorium, St. Louis, April 25	8,000	4.50-6.50	48,105
13	ROBIN TROWER/GARY WRIGHT/STATUS QUO—Pacific Presentations, Swing, San Bernardino, April 24	7,100	6.50-7.00	46,615
14	GORDON LIGHTFOOT—Northwest Releasing, Salt Palace, Salt Lake City, April 23	7,200	4.50-6.50	43,700
15	DOOBIE BROTHERS—Concerts West, Civic Center, Monroe, La., April 24	8,200	5.00-6.00	42,000
16	PETER FRAMPTON/SLADE—Wolf & Rissmiller, Shrine Auditorium, Los Angeles, April 22	6,000	5.50-6.50	39,800
17	JOHNNY WINTER/TED NUGENT—John Bauer, Arena, Seattle, April 23	6,000	6.50	39,000*

## Auditoriums (Under 6,000)

1	CHICK COREA/RETURN TO FOREVER—Fun Productions, Dorothy Chandler Pavilion, Los Angeles, April 21 (2)	6,251	6.50-8.50	49,658*
2	JOHNNY MATHIS—DiCesare-Engler, Stanley Theater, Pittsburgh, April 24 (2)	6,500	6.50-8.50	45,000
3	PETER FRAMPTON/GARY WRIGHT/BRECKER BROS.—Pacific Presentations, Old Spanish Days, Santa Barbara, April 24	4,260	6.50-8.50	33,333*
4	BOB MARLEY & THE WAILERS/BLUES BUSTERS—Electric Factory, Tower Theater, Philadelphia, April 23 (2)	4,793	4.50-6.50	30,285
5	"GODSPELL"—Schon Productions, Orchestra Hall, Minneapolis, April 20 & 21 (2)	5,000	3.00-6.00	25,000*
6	ROBERTA FLACK/BILL WITHERS—Daydream, Performing Arts Center, Milwaukee, April 22 (2)	3,614	5.50-7.50	24,583
7	J. GEILS BAND/STYX—Cedric Kuchner, J.F.K. Memorial Coliseum, Manchester, New Hampshire, April 25	4,200	5.50-6.00	24,000*
8	JESSE COLIN YOUNG/BRIAN AUGER & THE OBLIVION EXPRESS—DiCesare & Engler, Syria Mosque, Pittsburgh, April 22	3,200	6.50	22,000
9	CHICK COREA/RETURN TO FOREVER—Bill Graham, Community Theater, Berkeley, April 23	3,597	4.50-6.50	20,873*
10	DAN FOGLERBERG—Sound 70, Knights Hall, Louisville, April 20	3,580	5.50-6.50	19,112*
11	BENNY GOODMAN & SEXTET—Northwest, Queen Elizabeth Theater, Vancouver, April 23	2,900	5.50-7.50	19,050*
12	BENNY GOODMAN & SEXTET—Northwest, Civic Auditorium, Portland, April 24	2,660	5.50-7.50	18,560
13	WEATHER REPORT/SHAKTI/JOHN McLAUGHLIN—Electric Factory, Tower Theater, Philadelphia, April 24	3,108	4.50-6.50	18,487*
14	TUBES/BE BOP DELUXE—Ron Delsener, Beacon Theater, New York, April 25	2,649	6.50-7.50	18,200*
15	JOHNNY MATHIS—Entam, Municipal Auditorium, Charleston, April 23	2,420	6.50-7.50	17,855
16	STYX/LESLIE WEST BAND/EARL SLICK BAND—Cedric Kushner, Palace Theater, Albany, April 22	2,859	5.50-6.50	17,395*

# Jukebox Programming Classes For Wisconsin Technicians

By ALAN PENCHANSKY

CHICAGO—Thirteen technicians are completing the first of three years of training in what is the nation's only state apprenticeship program for coin-operated amusement device servicemen, it was reported recently at the Wisconsin Music Merchants Assn. Spring Convention and Trade Show.

After two more years of specified training, the apprentices become journeymen at a trade Wisconsin has elevated to a status equivalent with that of carpenters, plumbers and electricians.

The program was developed jointly by the association and the Wisconsin Dept. of Industry, Labor and Human Relations' Division of Apprenticeship and Training.

"Wisconsin is acknowledged to have the best state technical and vocational system in the country," says Len Roulier, executive director of the Wisconsin group. "The vehicle was there and we were determined to take advantage of it."

According to Roulier, the program was developed in response to "a pressing need for a sufficient number of properly trained maintenance people."

In effect, it creates state-wide standards for training of coin-op servicemen in an employer-employee relationship. Over the three-year apprenticeship period, 300 hours of instruction are required, combining on-the-job training under the supervision of the employer, with classroom work held at the Mid-State Technical Institute in Wisconsin Rapids.

Apprentices spent four weeks at Mid-State earlier this year, boning up on schematic interpretation, electrical mathematics, soldering-brazing, coin machine cabinet refinishing, customer relations, health and safety and other topics including an introduction to the coin machine industry.

In their second year, apprentices return to Mid-State for three weeks of course work, with three weeks the following year. The registration fee for each of these terms is \$22.50.

The development of this curriculum should lead to the availability of course work in coin-op servicing, outside the apprenticeship framework, according to Byron Tetzlaff, a program developer with the Division of Apprenticeship and Training.

As part of the program, field offices of the agency provide operators with aptitude testing for screening of prospective apprentices.

Under the chairmanship of Russ Doughterty, a Wisconsin Rapids operator, the apprenticeship committee works in an ongoing advisory capacity with the state agency.

## MOA Membership Ponders 3 Names

CHICAGO—The following three names have been submitted to the national MOA membership as candidates for the association's new title: Amusement & Music Operators Assn., Music & Amusement Operators Assn., Assn. of Coin-Operated Industries.

MOA directors resolved at this year's board meeting to change the name of the association in order to

(Continued on page 93)

# Campus

## KUTZTOWN COLLEGE GALA

# Alumni & Students Prep Fall Festival

By JIM FISHEL

NEW YORK—While most colleges are still attempting to finish out bookings for the current school year, the alumni association and students at Kutztown (Pa.) State College are already looking ahead to the fall semester.

Several months of planning have culminated in groundwork for the first Kutztown Good Times Arts And Music Festival, a three-day event (Sept. 3-5) that will feature many top country and bluegrass performers.

According to Ed Miller, president of the school's alumni association and coordinator of the event, more than 20,000 are expected to venture into the area for outdoor shows with a music budget of more than \$82,000.

Slated to perform are Freddy Fender, Mel Tullis, the Statler Brothers, Emmylou Harris, Hickory Wind, Central Park Sheiks, Heartfield, Red Clay Ramblers, Highwood String Band, Morningsong, Livingston Taylor, Donna Fargo, Earl Scruggs Revue, Jerry Jeff Walker, John Hartford, New Grass Revival, Don Reno, Bill Harrel & the Tennessee Cutups, the Nitty Gritty Dirt Band, Tammy Wynette and the Country Gentlemen, Johnny Paycheck, Star-Spangled Washboard Band, the Good Old Boys and others.

"When we approached the town's officials about promoting this event, we received their total cooperation, because they saw our plans were not to make this a rock festival," Miller says. "Instead, we will be carrying out the title of the event, and feature many other periphery presentations."

Included in this list are a showing of craftmakers and musicians, workshops for both adults and children, presentation of students from each of the 13 state colleges in open air amphitheaters (poetry readings, one act plays, theater, etc.) and various other offerings.

"Because our school is so art-minded we felt this idea would be a natural, since it would serve many purposes," he states. "Other connected events we're sponsoring are an amateur fiddling contest with the winner getting to open one of the concerts, a 'good-time fellowship service' on Sunday morning featuring the Oak Ridge Boys and Rick and Rosemary Wilhelm, and two after-hours buildings for entertainment following the concerts—one for

'picking and jamming' and the other for square dancing."

Kutztown is a school located between Reading and Allentown with a student body of 5,200. Miller says his alumni group works hand-in-hand with these students to decide on an entertainment schedule.

Unlike many other schools, Kutztown's alumni group promotes all of the contemporary concerts. The student activities committee promotes the fine arts series.

"Through the alumni association, I've been bringing big-name entertainment on campus for six years beginning with our Chicago concert and including our recent presentation of Janis Ian and Loggins and Messina," he says. "Right from the beginning, I felt that an alumni association would be irrelevant unless it took the student in mind and that's why we began an undergraduate alumni association."

Miller asserts that his group has always stayed on tune with the music that will sell tickets and this festival was an outgrowth of his feelings that there is a market for country and bluegrass in the area.

"We are using the Kutztown Fairgrounds, which are adjacent to the school, and the same place that the annual Pennsylvania Dutch Festival is held," he says. "After viewing the Philadelphia Folk Festival, outside Philadelphia, and the way it came across so well, we decided to start a yearly event of our own."

The university's bicentennial committee helped the alumni group with the best, according to Miller, because they feel that this type of music ties in with the nation's birthday.

After formulating the idea, Miller approached Mike Piranian at College Entertainment Associates, New York-based booking agency, who put together the basic personnel for such a show.

"I usually don't like to deal with a middleman but the agency came up with a list of names and prices and generally got us the acts cheaper than we probably could have," he says. "In addition, we also dealt directly with several other agencies like Jim Halsey, Shorty Lavender and Monterey Peninsula Associates."

Because the event is being held Labor Day weekend, Miller expects to draw music fans from the surrounding states, which could bring the attendance to its limit of 35,000 spectators.

## Top Classical Names At Temple Univ.

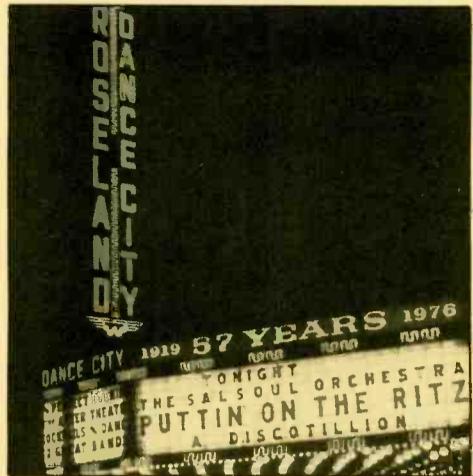
PHILADELPHIA—Appearance by Metropolitan Opera soprano Marilyn Horne, pianist Gary Graffman, violinist Eugene Fodor and conductor Sarah Caldwell on July 24, for their initial appearances at the event. Other previously unannounced classical programs include pianist Gerick Ohlsson with Donald Johanos, conductor, July 17; pianist Horacio Gutierrez with Murry Sidlein conductor, July 22; Justino Diaz, bass with Caldwell conducting, July 24; pianist Natalie Hinderas, Leonard Slatkin, conductor, July 30; pianist Susan Starr, Aug. 13; and flutist Jean-Pierre Rampal, Aug. 15.

Special programs will include an ethnic "International Salute To The

(Continued on page 93)

MAY 8, 1976 BILLBOARD

# DISCOTILLION HIT



Billboard photos by Gruen and Dominique  
Venerable Roseland Dance lights up for Discotillion.



Singer Carol Williams reprises "More," her single with Salsoul.



Salsoul Orchestra leader Vince Montana takes a turn on vibes.

# Discos

Salsoul Orchestra and 6114 Guests Make a Discotillion



King of the "timbales," Tito Puente, does impromptu set with the band.



Fania Records execs Eliot Sachs (extreme left) and Jerry Massucci (extreme right) join Joe Cayre (second from right), president of Caytronics, Salsoul's parent label, and guests.



Trina Cayre, June Yetnikoff, CBS Records Group president Walter Yetnikoff and Caytronics president Joe Cayre study the crowd. Yetnikoff stopped by on his way to Shirley MacLaine's opening night party to dance a bit and praise the Salsoul Orchestra as "one of the best disco bands" he's heard.



Denise Chatman, Salsoul label's director of disco promotion, toasts affair's success with friends.

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## CERWIN-VEGA ENTRY New Speaker Has 'Earthquake' Kick

Continued from page 50

ties. Discos nationally will be able to order the new unit through professional audio outlets.

Trade ads are also being prepared, says Koehn, to inform disco owners of the speaker's availability.

Other products in Cerwin-Vega's expanding professional/disco repertoire include a speaker, model 2MS, for smaller applications that has an 18-inch woofer and a horn that can handle 300 watts RMS per channel; and two yet to be introduced models, VH32, a wedge shaped unit featuring a couple of mid range horns, a high frequency horn, and a high frequency tweeter; and model DMT featuring two super D horn tweeters, a high frequency horn and a 12-inch mid range, available for \$350.

Firm recently introduced a disco mixer with autofade at \$550, a 13-position equalizer at \$470 and model A1800 kilowatt amplifier featuring 220 watts RMS per channel rating.

Soon to be introduced are two more amplifiers, models A1800M, similar to the A1800 with VU meters, and the A2200I, an amplifier which will be rated at 400 watts per channel RMS, available for \$900.

## Disco Mix

By TOM MOULTON

NEW YORK—Soon to be released by Atco is the new Damon Harris & the Impacts LP. Overall, the disk sounds like a winner, with special honors going to the cuts "Give A Broken Heart A Break" and "Happy Man," the group's current hit single.

"Give A Broken Heart A Break," though, is the stronger song, showing off the group's tight harmonies with a melodic, pulsating rhythm. Length of the cut is 5:51. "Happy Man" is 6:08, the same as the single.

Other strong cuts on the record are "Winning Combination" and "It Only Happens In The Movies," which was originally written for and recorded by the Sons Of Robinstone, although

(Continued on page 93)

# Disco Action

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## Top Audience Response Records In N.Y. Discos

This Week

- 1 WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic (all cuts, LP)
- 2 LOVE TRILOGY—Donna Summer—Dasis (all cuts, LP)
- 3 LOVE HANGOVER—Diana Ross—Motown (LP); Fifth Dimension—ABC
- 4 TOUCH & GO—Ecstasy, Passion & Pain—Roulette (disco-version)
- 5 TURN THE BEAT AROUND—Vicky Sue Robinson—RCA
- 6 10%—Double Exposure—Salsoul (Walter Gibbons disco version)
- 7 FIRST CHOICE THEME/GOTTA GET AWAY—First Choice—Philly Groove (LP)
- 8 THIS IS IT/PLAY BOYSCOUT/FREE—Melba Moore—Buddah (LP)
- 9 LET YOUR HEART DO THE WALKING—The Supremes—Motown (LP)
- 10 BROTHERS THEME/UNDER MY SKIN/MAKE LOVE—The Brothers—RCA (LP)
- 11 I'LL GO WHERE YOUR MUSIC TAKES ME—Jimmy James & The Vagabonds—Pye
- 12 CATHEDRALS—D.C. Larue—Pyramid (LP)
- 13 NO, NO, JOE/GET UP & BOOGIE—Silver Convention—Midland Intl (LP)
- 14 RAIN FOREST—Biddu Orch.—Epic
- 15 MOVING LIKE A SUPERSTAR—Jackie Robinson—American Ariola

## Melody Song Shops (Brooklyn, Queens, Long Island Retail Sales)

This Week

- 1 WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic (LP)
- 2 BOHANNON'S THEME—Bohannon—Brunswick (LP)
- 3 HIGH ENERGY/LET YOUR HEART DO THE WALKING—Supremes—Motown (LP)
- 4 YOUNG HEARTS RUN FREE—Candi Staton—WB
- 5 LOVE HANGOVER—Diana Ross—Motown (LP)
- 6 MOVING LIKE A SUPERSTAR—Jackie Robinson—American Ariola
- 7 TOUCH & GO—Ecstasy, Passion & Pain—Roulette
- 8 THIS IS IT/BRAND NEW—Melba Moore—Buddah (LP)
- 9 JET SETTIN'—Van McCoy—Avco (LP)
- 10 TURN THE BEAT AROUND—Vicky Sue Robinson—RCA (LP)
- 11 LOVE TRILOGY—Donna Summer—Oasis (LP)
- 12 TIME MOVES ON—Strut—Brunswick (LP)
- 13 I GET LIFTED—Sweet Music—Scepter
- 14 I LOVE TO LOVE—Al Downing—Polydor
- 15 MA-MO-AH—Tony Valor Sounds Orch.—Brunswick

## Colony Records (New York) Retail Sales

This Week

- 1 WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic (LP)
- 2 LOVE TRILOGY—Donna Summer—Dasis (LP)
- 3 TOUCH & GO—Ecstasy, Passion & Pain—Roulette
- 4 GET OFF YOUR AHHAH! AND DANCE—Foxy Dash
- 5 LET YOUR HEART DO THE WALKING—The Supremes—Motown (LP)
- 6 I'LL GO WHERE YOUR MUSIC TAKES ME—Jimmy James & The Vagabonds—Pye
- 7 TUBULAR BELLS—Champs Boy Orch.—Phillips
- 8 RAIN FOREST—Biddu Orch.—Epic
- 9 THIS IS IT—Melba Moore—Buddah
- 10 GET UP AND BOOGIE—Silver Convention—Midland Intl
- 11 IT'S GOOD FOR THE SOUL—Luther—Cotillion
- 12 CATHEDRALS—D.C. Larue—Pyramid (LP)
- 13 SOUL MAN—Calhoun—Warner/Spector
- 14 HOLD ON TO WHAT YOU GOT—The Righteous Bros.—Haven
- 15 LOVE HANGOVER—Diana Ross—Motown; Fifth Dimension—ABC

## Top Audience Response Record In Houston, Texas Discos

This Week

- 1 MORE, MORE, MORE—Andrea True Connection—Buddah (disco version)
- 2 TURN THE BEAT AROUND—Vicky Sue Robinson—RCA
- 3 GET UP AND BOOGIE—Silver Convention—Midland Intl
- 4 THAT'S WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic (disco-disk)
- 5 LOVE HANGOVER—Diana Ross—Motown (LP)
- 6 LOVE TRILOGY—Donna Summer—Oasis (all cuts, LP)
- 7 STREET TALK—BCG—20th Century
- 8 DISCO FEVER/I LOVE TO LOVE—Tina Charles—Columbia
- 9 RIGHT BACK WHERE WE STARTED FROM—Maxine Nightingale—UA
- 10 MOVING LIKE A SUPERSTAR—Jackie Robinson—American Ariola
- 11 MOVIN'/CHANGIN'—Brass Construction UA (LP)
- 12 MORE—Toga—Private Stock/Carol Williams—Salsoul
- 13 YOUNGHEARTS RUN FREE—Candi Staton—WB
- 14 THIS IS IT—Melba Moore—Buddah (disco version)
- 15 NIGHT WALK—Van McCoy—Avco

## Downstairs Records (New York) Retail Sales

This Week

- 1 WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic (LP)
- 2 GET OFF YOUR AHHAH! AND DANCE—Foxy Dash
- 3 MOVING LIKE A SUPERSTAR—Jackie Robinson—American Ariola
- 4 MA-MO-AH—Tony Valor Sounds Orch.—Brunswick
- 5 RAIN FOREST—Biddu Orch.—Epic
- 6 YOU GOT WHAT IT TAKES—Silver Convention—Midland Intl (LP)
- 7 BRAZIL—El Coco—AVI (LP)
- 8 NICE & SLOW—Jesse Green—Scepter
- 9 SWING/GET YOUR GIRL—Hocus Pocus—Shield
- 10 DON'T STOP NOW—The Brothers—RCA
- 11 MAKE LOVE TO ME—Fire & Rain—20th Century
- 12 HURT SO BAD—The Philly Devotions—Columbia
- 13 TOUCH & GO—Ecstasy, Passion & Pain—Roulette
- 14 FOXY LADY—Crown Heights Affair—De-Lite
- 15 DANCING FREE—Hot Ice—Rags

## Top Audience Response Record In L.A./San Diego Discos

This Week

- 1 TRY ME, I KNOW WE CAN MAKE IT/COULD IT BE MAGIC—Donna Summer—Odeon (LP)
- 2 LOVE HANGOVER—Diana Ross—Motown (LP)
- 3 GET UP AND BOOGIE/SAN FRANCISCO HUSTLE/NO NO JOE—Silver Convention—Midland Intl (LP)
- 4 TURN THE BEAT AROUND—Vicky Sue Robinson—RCA
- 5 WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic (all cuts)
- 6 NICE & SLOW—Jesse Green—Scepter
- 7 THIS IS IT—Melba Moore—Buddah
- 8 I'M GONNA LET MY HEART DO THE WALKING—Supremes—Motown
- 9 TUBULAR BELLS—Champs Boys Orchestra—Janus
- 10 MOVIN' LIKE A SUPERSTAR—Jackie Robinson—Ariola America
- 11 PARTY—Van McCoy—H&L
- 12 DANCE YOUR ASS OFF—Bohannon—Dynamite
- 13 LET US ENTERTAIN YOU/AINT HE BAD—First Choice—Warner Bros.
- 14 NIGHT & DAY—John Davis—SAM
- 15 PRETTY MAID/HEY HEY BIG JOHN—Patti Labelle—Maids Company—Ariola America

# Sound Business

## Nashville: For RCA, Most Hits

By GERRY WOOD

NASHVILLE—More hits have come out of RCA's Nashville operation than any other studio configuration here.

Studios A, B, C and D, plus a remixing room, a quad remixing room and disk mastering room, provide one of the most complete recording complexes under one roof in the nation, and RCA plans to continue to improve these facilities.

The history of RCA's Nashville studios closely parallels the rise and fortune of the "Nashville Sound." Before 1954, RCA used several independent studios in Nashville as producer Steve Sholes and engineer Jeff Miller journeyed to Nashville from New York with tape machines, mikes and other equipment.

The pair used Owen Bradley's quonset hut studio (now part of the Columbia complex), Brown Brothers (over a cigar store downtown), the Thomas Studio in a downtown garage, and the Castle Studio in the old Tulane Hotel.

Artists using these studios included Eddy Arnold, Hank Snow, Johnny and Jack, the Carter Family, Chet Atkins, Bill Carlisle and Elton Britt.

RCA became the first major label with its own studio in Nashville when, in 1954, it opened a studio in the building with the Methodist Radio and Television Foundation. The first Elvis Presley recording on RCA, "Heartbreak Hotel" with "I Was The One," came from this studio along with other Presley million sellers.

In 1957, Chet Atkins became the first Nashville manager of operations and producer, and the noted guitarist convinced RCA that a new building and studio should be built. Later that year RCA opened studio and office facilities on 17th Ave. S. Atkins produced a string of hits with such artists as Jim Reeves, Sonny James and Roy Orbison. As the RCA roster and custom recording business increased, a larger facility was needed.

The plant was doubled in size in 1960, and in 1965 the present three-story building and giant studio A was opened. Along with B, the complex grew with two additional studios, new lacquer channels and new tape mastering rooms.

Despite the expanding facilities, rumors persisted through last year that RCA was considering shutting down its studio facilities here. Instead, the label brought John Olsen from New York to Nashville as studio manager and earmarked even more money for expansion purposes.

"When I came to Nashville there was a lot of talk about RCA shutting the studios down," Olsen admits. "Actually, the activity has increased and we're investing money in our facilities. Where we need to spend money to stay competitive and stay ahead of the other studios, we will."

Though most observers believe that RCA records only RCA acts in its studios, the studio operation is trying to build up its custom business. "The reason we're here is to do our commercial product," Olsen explains. "But we've got to keep paying bills—and to do that we need to stimulate custom business. We want to serve custom people as well as we service our commercial people."

(Continued on page 67)



Billboard photo by Gerry Wood

**Kings In Action**—Chet Atkins (center), still an active producer in the studio's success helped build, listens to a playback on new Victor talent Jack Ruth (left) as engineer Chuck Seitz rides the controls in the Studio A control room.

## 1,000 Due For 54th AES At the L.A. Hilton Hotel

Continued from page 52

ixdown: Phase Two," he points out some of the pitfalls to be avoided when applying automation to conventional console controls. The new liaison system reduces system redundancy, and utilizes a priority data encoding system.

Teledyne Acoustic Research has developed "A Programmable Signal Delay Network." David McIntosh and Robert Berkovitz describe a 4-in/16-out system which will store and recall several delay patterns, allowing the user to compare the subjective qualities of various reverb characteristics.

Other papers describe "Digital Computer-assisted Post Production Mixdown," and "Microcomputer Applications To Console Automation."

On Wednesday evening, convention participants will convene at the Samuel Goldwyn Theater, located in the new Academy of Motion Picture Arts and Sciences facility in Beverly Hills. The session will include papers on film consoles and recording systems, as well as a history of Motion Picture Sound Recording" by J. G. Frayne. In addition, Johnny Rosen of Fanta Professional Services will describe the use of Multi-track Dialog and Live Music Recording For The Movie "Nashville." The evening will coincide with "A Demonstration Of The Sensurround System," presented by Richard Stumpf of Universal City Studios.

Of special interest to recording engineers and producers is a paper by Michael Rettinger on "Instrumentation For Multiple Track Music Recording." The paper discusses the amount of sound attenuation versus frequency that may be realized by various types of acoustic baffles. Rettinger is the well-known author of "Acoustic Design And Noise Control," one of the leading reference books on the subject. His paper will be given during the architectural acoustics session on Thursday afternoon (6).

Friday morning's sessions get underway with a panel discussion on audio standards, chaired by Rex Isom, recently retired from RCA labs in Indianapolis. Isom, who will be the Society's president in 1976, points out that this will be the first time that a comprehensive overview of audio standards has been held in one session. Panelists include representatives of most of the major standards organizations.

The standards meeting runs concurrently with the session on special applications in audio, during which the Year of Audio Develop-

ments-ADI will describe the "Design Of An Automated Graphic Equalizer." The author claims that the device permits  $\pm 1$  dB equalization of stadiums and studios within a very short time, thus taking much of the tedium out of the room equalization process.

During the convention, the Los Angeles section of the AES will once again sponsor a free audiology test for all interested registrants. Participants may review their test results through a number identification system. Industrial Acoustics Co. is providing the sound proof booth and test equipment, and the testing will be supervised by Dr. Donald Dirks and Sam Gilman, both of UCLA.

Once again, the AES will offer a seminar series during the convention. On Wednesday (5) at 1:30 p.m., David Klepper of KMK Associates will discuss "Basic Sound Reinforcement System Design," from the point of view of acoustics, architecture, and functional requirements. He will be followed by Stan Miller of Stanal Sound, who will cover "Aspects Of Sound Reinforcement For Live Entertainment." In his talk, Miller will describe how to choose the right equipment and how to use that equipment to best advantage.

On Thursday (6), the first seminar, on "Echo And Reverberation" will discuss the differences between echo and reverberation, and describe the control room simulation of echo, reverberation, delay, and decay. The final seminar, "Compressors And Expanders," will cover the similarities and differences between compressors, limiters and expanders, and discuss the development of the compander as the foundation of the noise reduction system.

## Sound Waves

By JOHN WORAM

NEW YORK—At RCA Records a completely new tape-to-disk transfer system reflects the company's interest in becoming more competitive in disk mastering.

Some years ago the tape-to-disk process was considered by many to be the first step in the record pressing production process, rather than the last step in the creative process.

However, as the multi-track syndrome took hold, producers began

(Continued on page 67)

## Studio Track

By BOB KIRSCH

LOS ANGELES—Jack Clement Studios in Nashville is rapidly growing into one of the busier locations in that city. Merle Haggard was by recently, with Jim Williamson handling the engineering. Austin Roberts cut with producer Bob Montgomery and engineer Billy Sherrill.

Sue Richards has been cutting a new LP following several successful singles. Milton Blackford is handling production. ABC-Dot president Jim Fogelsong has been in putting final touches on an upcoming live Roy Clark LP, recorded at the Frontier in Las Vegas. Cam Mullins came by to arrange some strings for Ray Price. Jim Williamson did the engineering on all the above sessions.

\* \* \*

At RCA Studios in Los Angeles, John Denver was in with producer Milt Okun and engineer Mickey Crofford. Milt Jackson cut with Norman Granz and engineer Grover Hessey and Black Widow (Alice Cooper's new group) recorded with producer Bob Ezrin. Stephen Schwartz was in with producer Eirin Weinberg and engineer Pete Abbott and Jack Jones did some work with producer Bruce Johnston and engineer Kent Tunks. Juice Newton was also in, with Bones Howe handling controls.

\* \* \*

Lots going on at Capitol Studios in Los Angeles. Artists in recently for Angel included classical and Spanish guitarist Angel Romero, Ravi Shankar and Yehudi Menuhin. Pathé Marconi Records of France, an EMI affiliate, cut a bicentennial music program evoking the life of George Washington and other patriots. Gregory Peck, Kirk Douglas and Olivia De Havilland all contributed readings. Other stars handling readings for various projects included Charlton Heston, Hans Conreid, Leonard Nimoy and Ray Bolger. Cecil Jones engineered the sessions.

Jim Vincent recorded some material for Caribou, with Bruce Botnick engineering and producing. Al Jarreau was also in cutting, with Tom Lipuma producing and Al Schmidt at the boards.

\* \* \*

In notes from around the country: Richard Perry will handle production on Ex-Guess Who lead vocalist and writer Burton Cummings' debut Columbia LP. In Nashville's Sound Shop, Curtis Potter has been cutting with producer Ray Pennington.

In Los Angeles, Barry Rudolph has been busy over the past few months. The engineer, who works with Ken Mansfield's Hometown Productions, has been involved with product from Jessi Colter and C.M. Lord at Sound Labs. Rudolph is also working with producer Steve Cropper at Clover, cutting the Cates Brothers.

At Allen Zentz's Mastering Studios in Los Angeles, Allen Zentz and Brian Gardner have recently completed material for Steely Dan, Booker T. Jones, Funkadelics, Angel, Smoke, the Giants, Roberta Lee and Lisa Hartman.

Excalibur heads into Gladstone's in Los Angeles shortly to begin work on an LP for a major label. The group will produce itself with Gary Gladstone at the controls.

\* \* \*

At Woodland Sound Studios in Nashville, Joni Lee was in working with producer Snuffy Miller and father Conway Twitty. Dave Burgess came by to handle sessions for the reactivated Republic label, owned by Gene Autry. Kathy Barnes and Larry Barnes both cut singles. Les Ladd handled the engineering. Sherry Harper cut material with producer Don Marsh. Ron Chancey cut sessions with Richard Tillis, brother of Mel Tillis. Joel Sonnier cut with producer Glenn Keener and engineer Larry Magliner. Rex Collier mixed some Freddy Fender material for GRT and also worked with the Dixie Travellers and the Angelic Gospel Singers. Shannon Williams handled the a&r on these two dates.

\* \* \*

Weisburg & Walters has been at American Studios in Nashville cutting with producer Thomas Williams. Group is said to be mixing in progressive country and an FM flavor.

At Heritage in Los Angeles, John Court was busy on an LP with Tom Ranier and Ray Ruff was in producing Pat Boone.

Stan Bronstein & Elephant's Memory have been busy at the L-R Recording Studios in Northvale, N.J. Larry Rosen was in charge of the engineering.

Brenda Pepper has been at the Sound Shop in Nashville with producer Eddie Kilroy, working on her upcoming "Southern Lady" single for Playboy.

Also in Nashville, Waylon Jennings has finished the mixing on his upcoming RCA album. Waylon and Ken Mansfield co-produced.

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# Soul Sauce

## WB Moving Pop Acts To Soul Mart?

By JEAN WILLIAMS

**LOS ANGELES**—While Warner Bros. Records is concentrating on breaking its soul acts, it is also attempting to move its pop acts into the soul market first?

According to Keith Knudsen and Tommy Johnston of the Doobie Bros., a pop/jazz-oriented ensemble, not only is the label marketing the act soul, but in the past year its audiences have changed to include at least one third black.

"We have always had young audiences because of the AM airplay we receive. But for the past year our audiences now include older and black persons," says Knudsen.

He contends that the group has al-

(Continued on page 63)

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# Billboard Hot Soul Singles™

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This Week	Last Week	Weeks on Chart	Title, Artist (Writer), Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	Weeks on Chart	Title, Artist (Writer), Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	Weeks on Chart	Title, Artist (Writer), Label & Number (Dist. Label) (Publisher, Licensee)
1	2	8	MOVIN'—Brass Construction (R. Muller, W. Williamson), United Artists 775 (Desert Moon/Jeff-Mar, BMI)	34	27	11	FOPP—Ohio Players (J. Williams, C. Satchell, L. Bonner, M. Jones, R. Middlebrooks, M. Pierce, W. Beck), Mercury 73775 (Phonogram) (Play One, BMI)	68	52	24	BOOGIE FEVER—Sylvers (K. St. Lewis, F. Perren), Capitol 4179 (Perren-Vibes, ASCAP/Bull Pen, BMI)
2	6	6	LOVE HANGOVER—Diana Ross (P. Sawyer, M. McLeod), Motown 1392 (Jobete, ASCAP)	35	40	11	HUSTLE ON UP (Do The Bump)—Hidden Strength (T. Moss, M. Brown, R. Herring, G. Underwood), United Artists 733 (Dandelion, BMI)	69	79	4	I HOPE WE GET TO LOVE IN TIME— Marilyn McCoo & Billy Davis Jr. (J. Dean, J. Glover), ABC 12170 (Groovesville, BMI)
3	4	12	IT'S COOL—Tymes (M. Yancy, C. Jackson), RCA 10561 (Chappell, ASCAP)	36	32	8	HEAVEN ONLY KNOWS—Love Committee (R. Psyon, M. Frazier), Ariola America 7608 (Capitol) (U.S. Arabella, BMI)	70	60	7	I WISH YOU WELL—Bill Withers (B. Withers), Columbia 3-10308 (Golden Withers, BMI)
4	1	9	LIVIN' FOR THE WEEKEND/ STAIRWAY TO HEAVEN—O'Days (K. Gamble, L. Huff, C. Gilbert), Philadelphia International 3587 (Columbia/Epic) (Mighty Three, BMI)	27	45	3	TEAR THE ROOF OFF THE SUCKER—Parliament (G. Clinton, B. Collins, J. Brailey), Casablanca 856 (Malibz & Ricks, BMI)	71	78	4	I GET LIFTED—Sweet Music (H. W. Casey, R. Finch), Wand 11295 (Scepter) (Sherlyn, BMI)
5	9	8	GET UP AND BOOGIE—Silver Convention (S. Levay, J. Prager), Midland International 10571 (RCA)	38	30	11	LET'S GROOVE (Part 1)— Archie Bell & The Drells (L. Huff, J. Whitehead, G. McFadden, V. Carraspan), TSOP 4775 (Columbia/Epic) (Mighty Three, BMI)	72	72	7	MIDNIGHT LADY (Pt. 1)—David Morris Jr. (E. Smith, J. Tindel), Buddah 518 (Lone Wolf, BMI)
6	3	11	I'VE GOT A FEELING (We'll Be Seeing Each Other Again)—Al Wilson (C. Hampton, H. Banks), Playboy 6062 (Irving, BMI)	39	31	11	LET'S MAKE A BABY—Billy Paul (K. Gamble, L. Huff), Philadelphia International 3584 (Columbia/Epic) (Mighty Three, BMI)	73	83	2	THE LONELY ONE—Special Delivery Featuring Terry Huff (T. Huff, R. Person, A. Clements), Mainstream 5581 (Brent, BMI)
7	14	6	KISS AND SAY GOODBYE—Manhattans (W. Lovett), Columbia 3-10310 (Nathannam/Blackwood, BMI)	40	50	5	BARETTA'S THEME (Keep Your Eye On The Sparrow)—Rhythm Heritage (M. Ames, D. Grusin), ABC 12177 (Leeds, ASCAP/Duchess, BMI)	74	95	2	YES, YES, YES—Bill Cosby (S. Gardner, B. Cosby), Capitol 4258 (Turtle Head, BMI)
8	5	15	DISCO LADY—Johnnie Taylor (H. Scales, L. Vance, D. Davis), Columbia 3-10281 (Groovesville, BMI/Conquistador, ASCAP)	41	53	4	CADILLAC ASSEMBLY LINE—Albert King (M. Rise), Utopia 10544 (RCA) (East Memphis, BMI)	75	57	9	SO GOOD (To Be Home With You)—Tyrene Davis (L. Graham), Dakar 4553 (Brunswick) (Julio-Brian/Content, BMI)
9	17	7	YOUNG HEARTS RUN FREE—Candi Staton (D. Crawford), Warner Bros. 8181 (DaAnn, ASCAP)	42	37	9	HIS HOUSE AND ME—Dionne Warwick (L. Creed, T. Bell), Warner Bros. 8183 (Mighty Three/Blackwood, BMI)	76	NEW ENTRY		TOUCH & GO—Ecstasy, Passion & Pain (M. Harris, A. Folder, B. Sigler), Roulette 7182 (Golden Flea/Mighty Three, BMI)
10	20	4	DANCE WIT ME—Rufus Featuring Chaka Khan (G. Christopher), ABC 12179 (Ackee/Mocrisp, ASCAP)	43	39	6	WHO LOVES YOU BETTER (Part 1)—Isley Brothers (T. Isley, M. Isley, C. Jasper, R. Isley, O. Isley, R. Isley), T-Neck 8-2260 (Columbia/Epic) (Bovina, ASCAP)	77	75	5	MYSTIC VOYAGE—Roy Ayers Ubiquity (R. Ayers), Polydor 14316 (Roy Ayers Ubiquity, ASCAP)
11	11	7	CAN'T HIDE LOVE—Earth, Wind & Fire (S. Scarbrough), Columbia 3-10309 (Alexscar/Unichappell, ASCAP)	44	46	4	MOVIN' LIKE A SUPER STAR—Jackie Robinson (Dion, Donder), Ariola America 7618 (Capitol) (Omy, BMI)	78	88	2	MOVIN' LIKE A SUPER STAR—Jackie Robinson (Dion, Donder), Ariola America 7618 (Capitol) (Omy, BMI)
12	12	8	SPANISH HUSTLE—Fatback Band (G. Thomas), Event 229 (Polydor) (Cita/Sambo, BMI)	45	49	4	UNO ESTA—Bobbi Humphrey (L. Mizell), Blue Note 785 (United Artists), (Airbury, ASCAP)	79	NEW ENTRY		NINE TIMES—Momen (W. Morris, T. Keith), Stang 5066 (All Platinum) (Gambi, BMI)
13	10	13	MISTY BLUE—Dorothy Moore (B. Montgomery), Malaco 1029 (Talmont, BMI) (TK)	46	48	6	SUNSHINE—Impressions (B. Sigler, P. Hurt), Curtom 0116 (Warner Bros.) (Blackwood, BMI)	80	86	2	MOVIN' IN LOVE—Dee Dee Sharp (G. Gouldman, E. Stewart), Tsop 4778 (Columbia/Epic) (Man-Ken, BMI)
14	16	7	YOU SEE THE TROUBLE WITH ME—Barry White (B. White, R. Parker), 20th Century 2277 (Sa Vette/January, BMI)	47	34	10	WHAT ABOUT LOVE—Brief Encounter (Brief Encounter), Capitol 4229 (Ashley Hall, BMI)	81	89	2	(Call Me) THE TRAVELING MAN—Masqueraders (O. Delaney, L. Westley, D. Sanders, R. Wrightsil, S. Hutchinson), Hot Buttered Soul 12157 (ABC) (Incense, BMI)
15	8	10	LOVE AND UNDERSTANDING (Come Together)—Kool & The Gang (C. Smith, R. Bell, Kool & The Gang), De-Lite 1579 (PIP) (Delightful/Gang, BMI)	48	77	2	NINE TIMES—Momen (W. Morris, T. Keith), Stang 5066 (All Platinum) (Gambi, BMI)	82	85	2	WHAT A WONDERFUL WORLD—Johnny Nash (H. Alpert, L. Adler, S. Cooke), Epic 8-50219 (Columbia) (Kags, BMI)
16	7	8	TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY'—Harold Melvin & The Blue Notes (J. Whitehead, G. McFadden, V. Carraspan), Philadelphia International 3588 (Columbia/Epic) (Mighty Three, BMI)	49	56	8	WHAT ABOUT LOVE—Brief Encounter (Brief Encounter), Capitol 4229 (Ashley Hall, BMI)	83	93	4	IT'S THE MUSIC—Natural Four (L. Hudson, F. Harris), Curtom 0114 (Warner Bros.) (Silent Giant/Aopa, ASCAP)
17	13	10	HEAVY LOVE—David Ruffin (V. McCoy, J. Cobb), Motown 1388 (Interior/Van McCoy/Warner-Tamerlane, BMI)	50	64	3	IF HE HADN'T SLIPPED & GOT CAUGHT—Bobby Patterson (B.C. Patterson), Granite 536 (ATV, BMI)	84	44	16	IF HE HADN'T SLIPPED & GOT CAUGHT—Bobby Patterson (B.C. Patterson), Granite 536 (ATV, BMI)
18	41	3	I WANT YOU—Marvin Gaye (L. Ware, T.B. Ross), Tamla 54264 (Motown) (Almo/Jobete, ASCAP)	51	74	2	FROM MY HEART TO YOURS—Charles Earland (C. Earland), Mercury (Phonogram)	85	NEW ENTRY		FROM MY HEART TO YOURS—Charles Earland (C. Earland), Mercury (Phonogram)
19	33	4	I'LL BE GOOD TO YOU—Brothers Johnson (G. Johnson, L. Johnson, S. Sam), A&M 1806 (Kidada/Gouligns, BMI)	52	58	4	HOW ABOUT LOVE—Chocolate Milk (A. Castenell Jr., E. Dabon, R. Dabon, J. Smith III, E. Richard, D. Richard, M. Tio, K. Williams), RCA 10569 (Marsaint, BMI)	86	NEW ENTRY		HOW ABOUT LOVE—Chocolate Milk (A. Castenell Jr., E. Dabon, R. Dabon, J. Smith III, E. Richard, D. Richard, M. Tio, K. Williams), RCA 10569 (Marsaint, BMI)
20	24	9	BORN TO GET DOWN (Born To Mess Around)—Muscle Shoals Horns (C. Jones, D. Huff), Bang 721 (Web IV) (Muscle Shoals, BMI)	53	47	6	LOVE WILL KEEP US TOGETHER—Wilson Pickett (N. Sedaka, H. Greenfield), Wicked 8102 (TK) (Don Kirshner, BMI)	87	NEW ENTRY		LOVE WILL KEEP US TOGETHER—Wilson Pickett (N. Sedaka, H. Greenfield), Wicked 8102 (TK) (Don Kirshner, BMI)
21	19	11	PARTY DOWN—Willie Hutch (P. Hutch), Motown 1371 (Gefra, BMI)	54	51	10	LET'S GET DOWN TO BUSINESS/AIN'T NO PITY IN THE NAKED CITY—Pat Lundy (J.C. Duncan/B. Scott, P. Medley), Pyramid 8001 (Roulette) (New York Times/Figgy, BMI/Big Seven/Natalasha/New Ragtime, BMI)	88	90	6	LET'S GET DOWN TO BUSINESS/AIN'T NO PITY IN THE NAKED CITY—Pat Lundy (J.C. Duncan/B. Scott, P. Medley), Pyramid 8001 (Roulette) (New York Times/Figgy, BMI/Big Seven/Natalasha/New Ragtime, BMI)
22	22	7	ALL IN THE FAMILY—General Johnson (General Johnson), Arista 0177 (Music In General, BMI)	55	62	3	WHAT ABOUT LOVE—Brief Encounter (Brief Encounter), Capitol 4229 (Ashley Hall, BMI)	89	82	5	WHAT ABOUT LOVE—Brief Encounter (Brief Encounter), Capitol 4229 (Ashley Hall, BMI)
23	29	6	DO YOU WANNA DO A THING—Bloodstone (J. Boyce, S. Harley, R. Griffith), London 1064 (Stone Diamond, BMI)	56	67	3	IT'S THE MUSIC—Natural Four (L. Hudson, F. Harris), Curtom 0114 (Warner Bros.) (Silent Giant/Aopa, ASCAP)	90	92	3	IT'S THE MUSIC—Natural Four (L. Hudson, F. Harris), Curtom 0114 (Warner Bros.) (Silent Giant/Aopa, ASCAP)
24	15	9	GRATEFUL—Blue Magic (B. Eli, V. Barrett), Alco 7046 (WIMOT/Friday's Child/Poo-Poo, BMI)	57	55	6	IF HE HADN'T SLIPPED & GOT CAUGHT—Bobby Patterson (B.C. Patterson), Granite 536 (ATV, BMI)	91	NEW ENTRY		IF HE HADN'T SLIPPED & GOT CAUGHT—Bobby Patterson (B.C. Patterson), Granite 536 (ATV, BMI)
25	18	9	MAKE YOURS A HAPPY HOME—Gladys Knight & The Pips (C. Mayfield), Buddah 523 (Warner-Tamerlane, BMI)	58	59	4	FROM MY HEART TO YOURS—Charles Earland (C. Earland), Mercury (Phonogram)	92	87	7	FROM MY HEART TO YOURS—Charles Earland (C. Earland), Mercury (Phonogram)
26	21	12	THE LOVE I NEVER HAD—Tavares (D. Lambert, B. Potter), Capitol 4221 (ABC/Dunhill/Ome Of A Kind, BMI)	59	69	4	RIGHT BACK WHERE WE STARTED FROM—Maxine Nightingale (P. Tubbs, E. Edwards), United Artists 752 (ATV/Universal Songs, BMI)	93	71	7	RIGHT BACK WHERE WE STARTED FROM—Maxine Nightingale (P. Tubbs, E. Edwards), United Artists 752 (ATV/Universal Songs, BMI)
27	35	7	MARRIED, BUT NOT TO EACH OTHER—Denise LaSalle (D. LaSalle, F. Miller), 20th Century/Westbound 5019 (Ordea/Bridgeport, BMI)	60	66	5	HEY WHAT'S THAT DANCE YOU'RE DOING—Choice Four (V. McCoy), RCA 10602 (Van McCoy/Warner-Tamerlane, BMI)	94	96	3	HEY WHAT'S THAT DANCE YOU'RE DOING—Choice Four (V. McCoy), RCA 10602 (Van McCoy/Warner-Tamerlane, BMI)
28	23	13	MORE MORE MORE Pt. 1—Andrea True Connection (G. Diamond), Buddah 515 (Buddah/Gee Diamond/MRI, ASCAP)	61	63	7	SUNSHINE DAY—Osibisa (Osei, Tonlo, Amarilo), Island 053 (Warner Bros., ASCAP)	95	NEW ENTRY		SUNSHINE DAY—Osibisa (Osei, Tonlo, Amarilo), Island 053 (Warner Bros., ASCAP)
29	36	6	THIS IS IT—Meiba Moore (V. McCoy), Buddah 519 (Van McCoy/Warner-Tamerlane, BMI)	62	70	5	(Fallin' Like) DOMINOES—Donald Byrd (Sigidi/H. Clayton/Mbjai), Blue Note 783 (United Artists) (Blue Brothers, BMI/Airbury, ASCAP)	96	97	4	(Fallin' Like) DOMINOES—Donald Byrd (Sigidi/H. Clayton/Mbjai), Blue Note 783 (United Artists) (Blue Brothers, BMI/Airbury, ASCAP)
30	38	5	THAT'S WHERE THE HAPPY PEOPLE GO—Trammps (R. Baker), Atlantic 3306 (Burma East, BMI)	63	76	3	WANNA MAKE LOVE—Sun (B. Byrd), Capitol 4254 (Glenwood/Osmosis, ASCAP)	97	99	2	WANNA MAKE LOVE—Sun (B. Byrd), Capitol 4254 (Glenwood/Osmosis, ASCAP)
31	25	13	HAPPY MUSIC—Blackbirds (D. Byrd), Fantasy 762 (Elgy, BMI)	64	73	6	SARA SMILE—Daryl Hall & John Oates (D. Hall, J. Oates), RCA 10530 (Unichappell, BMI)	98	NEW ENTRY		SARA SMILE—Daryl Hall & John Oates (D. Hall, J. Oates), RCA 10530 (Unichappell, BMI)
32	26	14	HE'S A FRIEND—Eddie Kendricks (A. Felder, B. Gray, T.G. Conaway), Tamla 54266 (Motown) (Stone Diamond/Mighty Three, BMI)	65	68	5	LOVE REALLY HURTS WITHOUT YOU—Alex Brown (B. Findon, L. Charles), Roxbury 2024 (Black Sheep/Common Good/Pocket Full Of Tunes, BMI)	99	100	2	LOVE REALLY HURTS WITHOUT YOU—Alex Brown (B. Findon, L. Charles), Roxbury 2024 (Black Sheep/Common Good/Pocket Full Of Tunes, BMI)
33	28	12	DAYLIGHT—Bobby Womack (B. Womack, H. Payne), United Artists 763 (Unart/Bobby Womack, BMI)	66	80	3	IT'S GOOD FOR THE SOUL (Part 1)—Luther (L. Vandross), Cotillion 44200 (Atlantic) (Elvee-Deekay, ASCAP)	100	NEW ENTRY		IT'S GOOD FOR THE SOUL (Part 1)—Luther (L. Vandross), Cotillion 44200 (Atlantic) (Elvee-Deekay, ASCAP)
				67			GET OFF YOUR AH! AND DANCE (Part 1)—Fox (Martinez, Ledesma, Paseiro, Alaimo),				

# General News

## Soul Sauce

• Continued from page 62

ways had r&b tunes in each of its LPs, but only pop tunes were released as singles.

The group's new LP, "Takin' It To The Streets," combines jazz/blues/r&b and rock, thus releasing the

seven-man group from the pop-only field, notes Johnson.

The pair attributes its new status to its backup group, the Memphis Horns.

Knudsen explains that this group of musicians has played with r&b acts such as Aretha Franklin, Rufus Thomas, Wilson Pickett, the late Otis Redding and others, therefore giving the Doobie Bros. a firm r&b base.

The Memphis Horns, an RCA group, has a new LP on the label, "High On Music."

In the Doobies performances, several Horns tunes are injected into the show.

\* \* \*

After a two-year absence, Ray Charles returned to New York's Carnegie Hall Friday (30).

The concert which featured Charles, his orchestra and the Raelettes was sponsored by WRVR, the all-jazz station, in association with Don Friedman and New Audiences.

\* \* \*

Franklyn Ajaye, a rising young comedian on Little David Records, has turned down several requests for personal appearances in order to complete his co-starring role in Universal's upcoming film "Car Wash."

Ajaye will be seen in his motion picture debut this summer in "Dandy, The All American Girl."

The label also promises an initial LP release from the comedian this summer.

\* \* \*

The Spinners are going to spring a brand-new show on audiences in a

five-city tour including the Newport Jazz Festival.

An 8½-minute tribute to Duke Ellington is included in the show.

\* \* \*

Greedy Records, a new label in Los Angeles, is looking to sign r&b acts with crossover potential, according to Henry Marx, co-owner and vice president.

The four-month-old independent label recently signed Donny Gerard, former lead singer of the group Skylarks, with a new single "Words (Are Impossible)."

Kathy Collier, also signed, is set for a release in the near future, says Marx.

Marx, with Scott Lavin, partner and president of the label, has signed with independent distributors.

According to Marx, distributors handling Greedy's product are: Malvern in New York; Ami, Detroit; Universal, Philadelphia; Hot Lines, Memphis; Bib, Charlotte, N.C.; Schwartz Bros., Washington; All South, New Orleans; Tone, Miami; Best and Gold, Buffalo, N.Y.; MS, Chicago; Tara, Atlanta; Commercial Music, St. Louis; In-Tune, Los Angeles and Pacific Records and Tapes, San Francisco.

\* \* \*

Aretha Franklin made her first concert appearance in Vancouver, Canada, Sunday (2) at the Coliseum where she was accompanied by the Vancouver Symphonic Orchestra.

\* \* \*

Jewel Records has released a new LP by the Soul Stirrers titled "Heri-

## Washington Honors Its Van McCoy

LOS ANGELES—It was Van McCoy Day in Washington. Tuesday (27) and the record community seems to have pulled out all stops to honor him.

The Grammy award winning producer/artist, and native of Washington was also honored for his outstanding achievement in the record industry by members of the Washington political and broadcasting community.

Because of McCoy's impact on the current record disco trend, four local record outlets, Douglas Stereo, Sam K's Record Shop, Gerrie's International House of Music and Universal Discount Records, joined Ray Mott, owner of the Sagittarius restaurant where McCoy's disco party was staged, as participating sponsors of the McCoy salute.

Throughout the day, McCoy made promotional appearances at each of the record outlets, as part of the day's events.

He also made the rounds, and did telephone interviews with local television and radio stations, including WTTG-TV and radio stations WKYS, WOL and WHUR, with WHUR honoring him in its programming throughout the day.

In conjunction with the salute to

the famed producer, the participating sponsoring outlets conducted special Van McCoy sales from April 19-27.

One of Washington's leading record distributors, Schwartz Bros. supplied all record outlets with McCoy record libraries.

H&L Records, formerly Avco Records, purchased 60-second radio spots on most stations in conjunction with the McCoy Day activities.

## Temple Introduces 3 Disco Speakers

NEW YORK—Temple Sound Equipment has bowed three speakers in a disco line. The Disco-Pro I has a reported power handling capacity of 150 watts RMS within its 12-inch speaker and one ultra high frequency horn tweeter.

The Disco-Pro II has the same reported wattage for its 15-inch speaker and mid-range horn. And the Disco-Pro III, also with a reported 150 watts, has an 18-inch speaker and one mid-range horn. Firm is located in the Bronx.

## Big Band Album

LOS ANGELES—Chalice Productions is preparing a disco LP of 1940s big band tunes. Produced by David Chackler and Joe Renzetti, the LP will first be released on Arista in England in the summer. Project is titled "Welcome Back To World War II" and will feature several musicians who performed with the big bands during that era.

## ON TOUR EUROPE

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## General News

# RCA Bolstering R&B Division

## Moseley Beefing Up A&R, Sales, Promo Personnel

By JEAN WILLIAMS

LOS ANGELES—In an attempt to strengthen RCA Records' position in the r&b market, Ron Moseley, new division vice president, r&b, artists repertoire, is expanding its promotion, a&r and sales staffs.

He is also increasing the artists roster, in addition to signing acts for RCA's newly formed Sixth Avenue label.

A new position, artist development, headed by Carl Griffin, has also been added.

"There was a need for the label to get totally involved with its black acts, developing the acts from the beginning and supporting them throughout their careers."

"We are now working closer with the managers and booking agents of acts. The vehicles to handle this type of project have always been here at RCA, but we are now going to take advantage of them," Moseley asserts.

He is currently eying persons to fill the slot of black product man-

ager to deal with the merchandising and marketing of black acts.

The a&r division has been upped six persons over the past four months, bringing its total to eight.

Also new on the scene are four black sales representatives to handle colleges, plus five additional promotion persons.

He points out that Ray Harris, national r&b promotion director, is scouting the country for promotion persons.

Moseley explains that his new staff comes from various record companies. However, he contends he is looking to employ persons without previous record experience.

Wendell Bates, former national promotion director for London Records, is now West Coast a&r director and Carl Mulsby has been named East Coast a&r director.

"Of course we need the pros of the record industry for their expertise but I am also looking at persons with no experience because they are eas-

ier to train. Another reason for newcomers to the company is their introduction into the record industry will be RCA's way," he notes.

The label has moved into two new recording areas, children's records and comedy.

The Jamila Children, a new group signed to the label, has recorded a black oriented children's album. And producer/artist manager David Banks is set to record his first comedy LP.

RCA has also added Lou Courtney, Greg Perri, Baby Washington, Continental 4 and Edna Wright, former lead singer of the group Honeycones to its artist roster.

Moseley points out that heavy concentration is being given to its new custom label, Sixth Avenue.

"The label will be developed to act as a separate entity apart from RCA, and we will be signing acts from every musical area to it," he says.

Carol Townes and Fifth Avenue, an r&b group with a similarly titled LP, is the first act signed to Sixth.

Billboard SPECIAL SURVEY For Week Ending 5/8/76

# Soul LPs™

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This Week	Last Week	Weeks on Chart	*STAR Performer-LP's registering greatest proportionate upward progress this week	Title	This Week	Last Week	Weeks on Chart	Title
			Artist, Label & Number (Dist. Label)				Artist, Label & Number (Dist. Label)	
1	1	13	BRASS CONSTRUCTION United Artists UA-LA545-G	★ 32	40	3	HOLLYWOOD HOT Eleventh Hour, 20th Century T 511	
2	2	5	I WANT YOU Marvin Gaye, Tamla T-342 sl (Motown)	33	30	8	CHOCOLATE MILK RCA APLI-1399	
3	4	6	WINGS OF LOVE Temptations, Gordy G6-971 \$1 (Motown)	34	23	11	I HEAR A SYMPHONY Hank Crawford, Kudu 26 S1 (Motown)	
4	3	8	EARGASM Johnnie Taylor, Columbia PC 33951	35	38	5	COME AS YOU ARE Ashford & Simpson, Warner Bros. BS 2858	
5	8	9	LOOK OUT FOR #1 Brothers Johnson, A&M SP-4567	36	36	4	IT'S GOOD TO BE ALIVE D.J. Rogers, RCA APLI-1099	
6	6	24	RUFUS FEATURING CHAKA KHAN ABC ABCD 909	37	39	5	STRETCHIN' OUT IN BOOTSY'S RUBBER BAND William Bootsy Collins, Warner Bros. BS 2920	
7	5	23	GRATITUDE Earth, Wind & Fire, Columbia PG 33694	38	34	20	ARCHIE BELL & THE DRELLS Tsoop PZ 33844 (Epic/Columbia)	
8	7	10	DIANA ROSS Motown M6-861 S1	39	NEW ENTRY →		THE MANHATTANS Columbia PC 33820	
9	12	5	SILVER CONVENTION Midland International BKLI-1369 (RCA)	40	45	9	CONCERT IN BLUES Willie Hutch, Motown M6-854 S1	
10	18	4	BREEZIN' George Benson, Warner Bros. BS 2919	41	41	10	BACK TO BACK The Brecker Brothers, Arista AI 4061	
11	11	24	CITY LIFE Blackbyrds, Fantasy F 9490	42	47	5	TROPEA Marlin 2200 (TK)	
12	9	7	LOVE & UNDERSTANDING Kool & The Gang, De-Lite DEP 2018 (PIP)	43	48	2	BLACK MARKET Weather Report, Columbia PC 34099	
13	10	13	MOTHERSHIP CONNECTION Parliament, Casablanca NBLP 7022	44	44	14	THE BEST OF GLADYS KNIGHT & THE PIPS Buddah BDS 5653	
14	17	24	FAMILY REUNION O'Jays, Philadelphia International PZ 33807 (Epic/Columbia)	45	51	3	THIS IS IT Melba Moore, Buddah BDS 5657	
15	22	4	AMIGOS Santa Anna, Columbia PC 33576	46	46	5	SAFETY ZONE Bobby Womack, United Artists UA-LA544-G	
16	13	23	WAKE UP EVERYBODY Harold Melvin & the Blue Notes Philadelphia Int'l. PZ 33808 (Epic/Columbia)	47	52	7	I DON'T KNOW HOW TO LOVE HIM Gloria Lynne, ABC/Impulse ABCD 9311	
17	14	8	FULL OF FIRE Al Green, Hi HSL 32097 (London)	48	NEW ENTRY →		FREE AND IN LOVE Millie Jackson, Spring SP-1-6709 (Polydor)	
18	21	5	REFLECTIONS OF A GOLDEN DREAM Lorraine Liston Smith, Flying Dutchman BDLI-1460 (RCA)	49	NEW ENTRY →		OPEN YOUR EYES YOU CAN FLY Flora Purim, Milestone M 9065 (Fantasy)	
19	19	14	HE'S A FRIEND Eddie Kendricks, Tamla T-343 S1 (Motown)	50	58	26	MOVIN' ON Commodores, Motown M6-848 S1	
20	20	8	ODYSSEY Charles Earland, Mercury SRM-1-1049 (Phonogram)	51	57	25	PLACES AND SPACES Donald Byrd, Blue Note BN-LA549-G (United Artists)	
21	16	6	A LOVE TRILOGY Donna Summer, Oasis OCLP 5004 (Casablanca)	52	NEW ENTRY →		THIS MOTHER'S DAUGHTER Nancy Wilson, Capitol ST 11518	
22	26	15	MYSTIC VOYAGE Roy Ayers Uniquity, Polydor PD 6057	53	42	13	TURNING POINT Tyrone Davis, Dakar DK 76918 (Brunswick)	
23	27	4	ROMANTIC WARRIOR Return To Forever, Columbia PC 34076	54	56	2	JEALOUSY Major Harris, Atlantic SD 18160	
24	15	25	FEELS SO GOOD Grover Washington Jr., Kudu 24 S1 (Motown)	55	60	2	LIVE ON, DREAM ON Sun, Capitol ST 11461	
25	24	40	INSEPARABLE Natalie Cole, Capitol ST 11429	56	59	2	MR. FATHEAD David Newman, Warner Bros. BS 2917	
26	25	14	LET THE MUSIC PLAY Barry White, 20th Century T 502	57	NEW ENTRY →		HAPPY 'BOUT THE WHOLE THING Dee Dee Sharp, Philadelphia International PZ 33839 (Columbia/Epic)	
27	35	3	LEE OSKAR United Artists UA-LA594-G	58	33	9	FOR ALL WE KNOW Esther Phillips with Beck, Kudu S1 (Motown)	
28	28	9	SMOKEY'S FAMILY ROBINSON Smoky Robinson, Tamla T-341 S1 (Motown)	59	NEW ENTRY →		MOONSHADOWS Alphonso Johnson, Epic PE 34118 (Columbia),	
29	31	11	GROOVE-A-THON Isaac Hayes, Hot Buttered Soul ABCD 925 (ABC)	60	NEW ENTRY →		WELCOME HOME Osibisa, Island ILPS 9355	
30	32	9	DISCO-FIED Rhythm Heritage, ABC ABCD 934					
31	29	9	TRUCKLOAD OF LOVING' Albert King, Utopia BULI-1387 (RCA)					

(Continued on page 93)

# Country

## Williams Newest 'Opry' Performer

NASHVILLE—Don Williams, ABC/Dot recording artist, became the 60th member of the "Grand Ole Opry" April 24.

Williams had made numerous guest appearances on the "Opry" before being asked to join on a regular basis by manager Hal Durham. His selection for membership follows that of Ronnie Milsap. Both had been successful in the pop music field before coming to country.

Williams was introduced as "a superstar, a tremendous songwriter, a gifted actor, and a loving father and a wonderful husband" by fellow member Jeanne Pruett. While introducing his first song, Williams said "To tell you the truth, I'm so nervous I'm about to fall over. It's such an institution. I feel a whole lot the way I did the first night I walked on stage at the Ryman. It's a little bigger than life, or something."

Williams gained recognition first through the Pozo-Seco Singers, a pop group he organized and performed with in the 1960s. He first recorded as a solo act in 1972 and has enjoyed success since.

## A Star For Sons

NASHVILLE—The Sons Of The Pioneers ride into Hollywood's Walk Of Fame Sept. 24 as the Western singing group is cited by the Hollywood Chamber of Commerce for its outstanding contributions to the entertainment industry—radio, movies and records.

Because the version by Twitty was catching on so fast, Musart admittedly was caught asleep at the

## Surprise Twitty Hit In Mexico 'Don't Cry Joni' Daughter Duet a Country Click

By MARV FISHER

MEXICO CITY—Although nobody is labeling it a trend as yet, American country music is beginning to take hold here via a recent Conway Twitty entry, "Don't Cry Joni."

According to the leading retail record outlet Mercado De Discos, the record has been a weekly pick for future success. One of the company's spokesmen adds, "And if it wasn't for the fact that it is pure country from the States, it already would be in the select group. It is very rare indeed that a sound like this has ever caught on here."

"Actually, the majority of U.S. country is often 'too twangy' for Mexico," cites Frank Segura, international director of Musart, the distributor of the MCA product, "but this one is a pleasant surprise for us."

Estimates for sales on the single since its release March 3 are that it has gone close to 20,000 "and could hit more than 100,000 by summertime." Any English-speaking disk topping 10,000 in Mexico is considered on its way to becoming a hit.

A surprising factor is that the Twitty disk is beginning to sell big in Mexico City, a locale where soul and rock take hold. During the last week of March and early April, "Joni" was selling at a pace of close to 1,000 units a week.

Because the version by Twitty was catching on so fast, Musart admittedly was caught asleep at the

switch. An independent label in Guadalajara, Discos Magneto, has already gone ahead with a Spanish-

language cover of the song. The label also owns 40 radio stations, consequently they stand a good chance of breaking it.

Why should there be such a rush to buy it? Segura feels it surely is not what the lyrics say, "but a sound the Mexican feels comfortable with."

The duet of Twitty and his daughter,

(Continued on page 68)

## HIGH Cs ON HIGH SEAS NEXT FALL

NASHVILLE—Carnival Cruise Lines and Mission Broadcasting Co. stations (WWOK/WIGL, Miami; WAME, Charlotte, N.C.; KONO/KITY, San Antonio, and KERE, Denver) have jointly completed arrangements for a "Country Cruise" aboard the SS Mardi Gras.

This is the first time a venture of this kind has been attempted by any cruise line. Various talent has been presented, but no ship has ever featured strictly a country lineup of talent.

The "Country cruise" sails from Miami on Sunday Sept. 5 and will return the following Sunday, Sept. 12. During the week-long cruise the ship will visit St. Thomas, V.I.; San Juan, P.R., and Nassau, Bahamas.

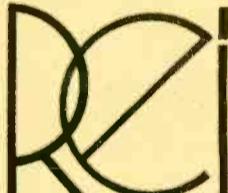
Headlining the country music entertainment package will be Hank Williams Jr., making his first major appearance since his almost fatal accident last August, and Billie Joe Spears, Nat Stuckey, Karen Wheeler, David Rogers, Merle Kilgore and Nate Harvel.

## TANYA TUCKER'S TUCKANOE FARM

Located on the beautiful Harpeth River, approximately 25 minutes from Nashville. 200 acres of ground (fully landscaped and cross fenced with woven wire) plus 55 acres of government lease land along the Harpeth River banks at a cost of \$55 per year. There are a total of 19 buildings, (including 3 extra nice tenant houses and large modern barns). The new \$100,000 farm home includes 5,500 square feet of living space, 4 bedrooms, 4 baths, large kitchen and banquet sized dining room. Absolutely loaded with extras. This house is 168 feet long with an outside bathroom for the swimming pool that has a wrought iron fence and slate deck. There are two barbecue houses (one with complete inside kitchen), putting and pitching green (irrigated and lighted for night use). There are 18 ponds stocked with fish, including a self-feeding catfish pond with automatic feeder. Color brochure available on request. You must see this fantastic farm to believe it!

## CURTIS RUCKER

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(FR004)

## Tom Bresh

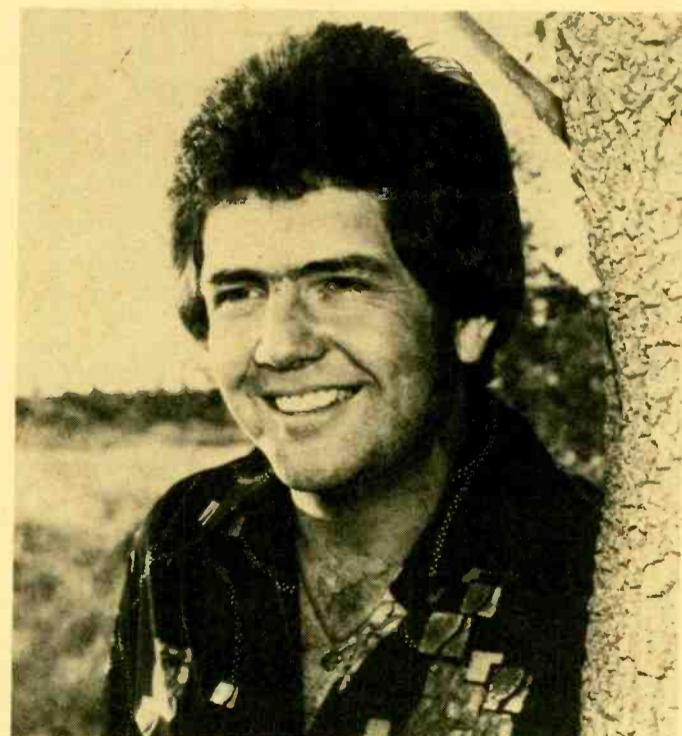
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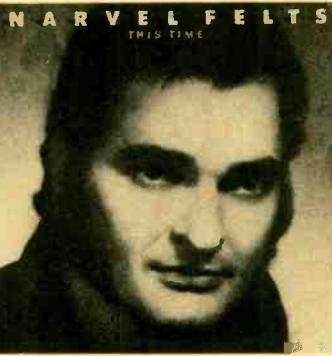
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# Billboard Hot Country Singles™

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# NARVEL FELTS "THIS TIME"

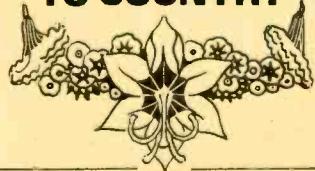


SHL 32098  
8-Track: SHL 8-32098

This Time; Since I Met You Baby; Butterfly; You're Out Of My Reach; Chased By The Dawn; No One Will Ever Know; Endless Love; A Little Bit Of Soap; Sound Of The Wind; It's All In The Game.

**Hi**  
RECORDS & TAPES  
distributed by  
**LONDON**

TAKE THE HI-WAY  
TO COUNTRY



* STAR PERFORMER—Singles registering greatest proportionate upward progress this week.													
This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee)		
1	2	9	MY EYES CAN ONLY SEE AS FAR AS YOU—Charley Pride (J. Payne, N. Martin), RCA 10592 (Ensign, BMI)	34	34	7	THAT'S ALL SHE WROTE—Ray Price (J. Fuller), ABC/Dot 17616 (Fullness, BMI)	69	90	2	CAN YOU HEAR THOSE PIONEERS—Rex Allen Jr. (R. Allen Jr., J. Maude), Warner Bros. 8204 (Boxer, BMI)		
2	5	8	WHAT GOES ON WHEN THE SUN GOES DOWN—Ronnie Milsap (J. Schreers), RCA 10593 (Chess, ASCAP)	35	46	4	THE DOOR IS ALWAYS OPEN—Dave & Sugar (B. McDill, D. Lee), RCA 10625 (Jack, BMI)	70	72	4	LET ME LOVE YOU WHERE IT HURTS—Jim Ed Brown (G. Paxton), RCA 10619 (Acoustic, BMI)		
3	8	6	AFTER ALL THE GOOD IS GONE—Conway Twitty (C. Twitty), MCA 40534 (Twitty Bird, BMI)	36	54	3	ALL THESE THINGS—Joe Stampley (N. Neville), ABC/Dot 17624 (Tune-Kel, BMI)	71	89	2	ON THE REBOUND—Del Reeves & Billie Jo Spears (C. Craig, L. Atwood), United Artists 797 (Gee Whiz, BMI)		
4	4	10	TOGETHER AGAIN—Emmylou Harris (B. Owens), Warner/Reprise 1346 (Central Song, BMI)	37	27	11	WITHOUT YOUR LOVE (Mr. Jordan)—Charlie Ross (P. Vance, P. Cone), Big Tree 16056 (Atlantic) (Music Of The Times, ASCAP)	72	52	8	JUST WANT TO TASTE YOUR WINE—Billy Swan (B. Emmons), Monument 8-8682 (Columbia/Epic) (Younggun, BMI)		
5	6	9	COME ON OVER—Olivia Newton-John (R. Gibb, R. Gibb), MCA 40525 (Casseroles/Flamm, BMI)	38	49	4	YOUR PICTURE IN THE PAPER—Statler Brothers (D. Reid), Mercury 73785 (Phonogram) (American Cowboy, BMI)	73	NEW ENTRY →	THAT'S WHAT FRIENDS ARE FOR—Barbara Mandrell (E. Penney, R. Parsons), ABC/Dot 17623 (Pi-Gem, BMI)			
6	7	11	WHAT I'VE GOT IN MIND—Billie Jo Spears (K. O'Dell), United Artists 764 (House Of Gold, BMI)	39	47	4	THE BIGGEST AIRPORT IN THE WORLD—Moe Bandy (S.D. Shafer), Columbia 3-10313 (Acuff-Rose, BMI)	74					
7	1	12	DON'T THE GIRLS ALL GET PRETTIER AT CLOSING TIME—Mickey Gilley (B. Knight), Playboy 6063, (Singletree, BMI)	40	45	6	NOTHIN' TAKES THE PLACE OF YOU—Asleep At The Wheel (T. McCall, P. Robinson), Capitol 4238 (Su-Ma, BMI)	75	79	3	IT'S ENOUGH—Ronnie Prophet (R. Bourke), RCA 50205 (Chappell, CAPAC)		
8	10	7	THAT'S WHAT MADE ME LOVE YOU—Bill Anderson & Mary Lou Turner (Lore), MCA 40533 (Stallion, BMI)	41	51	5	I'D JUST BE FOOL ENOUGH—Faron Young (M. Endsey), Mercury 73782 (Phonogram) (Acuff-Rose, BMI)	76	NEW ENTRY →	TRYIN' LIKE THE DEVIL—James Talley (J. Talley), Capitol 4218 (Hardhit, BMI)			
9	16	5	ONE PIECE AT A TIME—Johnny Cash (W. Kemp), Columbia 3-10321 (Tree, BMI)	42	50	5	LIVING PROOF—Hank Williams Jr. (H. Williams Jr.), MGM 14845 (Bocephus, BMI)	77					
10	17	6	I'LL GET OVER YOU—Crystal Gayle (R. Leigh), United Artists 781 (Fuleybone, ASCAP)	43	62	3	AMERICA THE BEAUTIFUL (1976)—Charlie Rich (K. Goell, B. Sherrill), Epic 8-50222 (Columbia) (Julet, BMI/Mint Julep, ASCAP)	78	56	14	I REALLY HAD A BALL LAST NIGHT—Carmel Taylor (W. Kemp), Elektra 45312 (Glad/Blackjack, BMI)		
11	11	11	LONE STAR BEER AND BOB WILLS MUSIC—Red Steagall (G. Sutton, R. Steagall), ABC/Dot 17610 (Rodent/Cowboy/Ottocreek, BMI)	44	35	11	LET ME BE YOUR FRIEND—Mack White (D. Orendorff, P. Powell), Commercial 1317 (Acuff-Rose, BMI)	79	53	8	THE LAST LETTER—Willie Nelson (R. Griffin), United Artists 771 (M.M. Cole, BMI)		
12	3	11	I COULDN'T BE ME WITHOUT YOU—Johnny Rodriguez (B.J. Shaver), Mercury 73769 (Phonogram) (Return/ATV, BMI)	45	66	2	I'D HAVE TO BE CRAZY—Willie Nelson (S. Fromholz), Lone Star 3-10327 (Columbia) (Prophecy, ASCAP)	80	88	3	ALL THE KING'S HORSES—Lynn Anderson (J. Cunningham), Columbia 3-10280 (Starship, ASCAP)		
13	9	14	DRINKIN' MY BABY (Off My Mind)—Eddie Rabbitt (E. Rabbitt, E. Stevens), Elektra 45301 (Deb Dave/Unichappell/S.P.R., BMI)	46	37	9	TONIGHT I'LL FACE THE MAN (Who Made It Happen)—Kenny Starr (B. Morrison, B. Anthony), MCA 40524 (Music City, ASCAP/Combine, BMI)	81	91	3	PINS & NEEDLES (In My Heart)—Darrell McCall (F. Jenkins), Columbia 3-10296 (Milene, ASCAP)		
14	18	9	THE WINNER—Bobby Bare (S. Silverstein), RCA 10556 (Evil Eye, BMI)	47	71	2	SUSPICIOUS MIND—Waylon & Jessi (M. James), RCA 10653 (Screen Gems-Columbia Music Inc., BMI)	82	57	15	AIN'T NO HEARTBREAK—Dorsey Burnette (D. Burnette, S. Stone), Melodyland 6031 (Motown) (Brother Karl, BMI)		
15	19	5	HURT FOR HEART—Elvis Presley (D. Linde) RCA 10601 (Combine, BMI)	48	24	14	YOU'LL LOSE A GOOD THING—Freddy Fender (B. Ozen), ABC/Dot 17607 (Crazy Cajun, BMI)	83	NEW ENTRY →	THINK I FEEL A HITCHHIKE COMING ON—Larry Jon Wilson (P. Paycheck (With Charnissa), (P. Simon), Epic 8-50215 (Columbia) (Paul Simon, BMI)			
16	20	6	WALK SOFTLY—Billy "Crash" Craddock (V. McCoy), ABC/Dot 17619 (Warner-Tamerlane/Van McCoy, BMI)	49	59	4	KENTUCKY MOONRUNNER—Cledus Maggard & The Citizen's Band (J. Hugely, J. Kennedy), Mercury 73789 (Phonogram) (Unichappell, BMI)	84					
17	25	4	YOU'VE GOT ME TO HOLD ON TO—Tanya Tucker (D. Loggins), MCA 40540 (Leeds/Antique, ASCAP)	50	48	7	ASHES OF LOVE—Jody Miller (J. Anglin-J. Wright-J. Anglin), Epic 8-50203 (Columbia) (Acuff-Rose, BMI)	85	85	4	(Til) I KISSED YOU—Connie Smith (D. Everly), Columbia 3-10277 (Acuff-Rose, BMI)		
18	23	5	DON'T PULL YOUR LOVE/THEN YOU CAN TELL ME GOODBYE—Glen Campbell (D. Lambert/B. Potter/J. Loudermilk), Capitol 4245 (ABC/Dunhill, BMI/Acuff-Rose, BMI)	51	29	15	TIL THE RIVERS ALL RUN DRY—Don Williams (W. Holyfield, D. Williams), ABC/Dot 17604 (Horse Creek, BMI)	86	86	4	GONE AT LAST—Johnny Paycheck (With Charnissa), (P. Simon), Epic 8-50215 (Columbia) (Paul Simon, BMI)		
19	21	7	THERE WON'T BE NO COUNTRY MUSIC (There Won't Be No Rock 'N' Roll)—C.W. McCall (C.W. McCall-H. Fries-C. Davis), Polydor 14310 (American Gramophone, SESAC)	52	58	5	YESTERDAY JUST PASSED MY WAY AGAIN—Don Everly (S. Shafer, D. Shafer), Hickory 368 (MGM) (Acuff-Rose, BMI)	87	98	2	WILD SIDE OF LIFE/ROLLIN' IN MY SWEET BABY'S ARMS—Maury Finney (W. Warren, A.A. Carter/J. Frank), Soundwaves 4531 (Travis, BMI/Music Craftshop, ASCAP)		
20	26	7	FOREVER LOVERS—Mac Davis (S. Whipple), Columbia 3-10304 (Tree, BMI)	53	64	4	(Here I Am) ALONE AGAIN—Billy Walker (R. Pennington), RCA 10613 (Show Biz, BMI)	88	NEW ENTRY →	50 WAYS TO LEAVE YOUR LOVER—Bob Yarborough (P. Simon), Music Mill IRDA 186 (Paul Simon, BMI)			
21	22	9	LET YOUR LOVE FLOW—Bellamy Brothers (L.E. Williams), Warner Bros./Curb 8169 (Loaves & Fishes, BMI)	54	65	5	LOVE STILL MAKES THE WORLD GO 'ROUND—Stoney Edwards (A. Allen), Capitol 4246 (Babcock North/Charlie Fitch, BMI)	89					
22	28	6	MR. DOODLES—Donna Fargo (D. Fargo), Warner Bros. 8186 (Prima-Donna, BMI)	55	60	5	MERCY—Jean Shepard (B. Anderson), United Artists 776 (Stallion, BMI)	90	NEW ENTRY →	I'M KNEE DEEP IN LOVING YOU—Jim Munday (S. Throckmorton), ABC/Dot 17617 (Tree, BMI)			
23	15	8	MENTAL REVENGE—Mel Tillis (M. Tillis), MGM 14846 (Cedarwood, BMI)	56	61	4	WITHOUT YOU—Jessi Colter (J. Colter), Capitol 4252 (Baron, BMI)	91					
24	30	6	LONELY TEARDROPS—Narvel Felts (B. Gordy Jr., T. Carillo), ABC/Dot 17620 (Merriamac, BMI)	57	69	4	I GOTTA GET DRUNK—Willie Nelson (W. Nelson), RCA 10591 (Tree, BMI)	92	93	3	PLEASE TELL HIM THAT I SAID HELLO—Sue Richards (M. Sheppstone, P. Dibbens), ABC/Dot 17622 (Chrysalis, ASCAP)		
25	12	13	'TIL I CAN MAKE IT ON MY OWN—Tammy Wynette (T. Wynette, B. Sheril, G. Richey), Epic 8-50196 (Columbia) (Alige/Altam, BMI)	58	40	9	LOOKING FOR SPACE—John Denver (J. Denver), RCA 10586 (Cherry Lane, ASCAP)	93	87	5	LADIES LOVE OUTLAWS—Jimmy Rabbitt (L. Clayton), Capitol 4257 (Resaca, BMI)		
26	13	11	SUN COMING UP—Nat Stuckey (H. Stuckey), MCA 40519 (Stuckey, BMI)	59	81	2	YOU ARE SO BEAUTIFUL—Ray Stevens (B. Preston, B. Fisher), Warner Bros. 8198 (Irving/Web, BMI/Almo/Preston, ASCAP)	94	73	15	IT TAKES ALL DAY (To Get Over Night)—Doug Kershaw (D. Kershaw), Warner Bros. 8195 (Acuff-Rose, BMI)		
27	33	5	RED, WHITE AND BLUE—Loretta Lynn (L. Lynn), MCA 40541 (Sure Fire, BMI)	60	39	11	HEY LUCKY LADY—Dolly Parton (D. Parton), RCA 10564 (Owepar, BMI)	95	83	6	THE MAN FROM BOWLING GREEN—Bob Luman (T. Seals, M.D. Barnes), Epic 8-50216 (Columbia) (Banor/Fax House, BMI)		
28	31	9	ROCKING IN ROSALEE'S BOAT—Nick Nixon (B. McDill), Mercury 73772 (Phonogram) (Hall-Clement, BMI)	61	41	16	IF I HAD IT TO DO ALL OVER AGAIN (I'd Do It With You)—Roy Clark (B. Springfield), ABC/Dot 17605, (House Of Gold, BMI)	96	NEW ENTRY →	I LOVE A BEAUTIFUL GUY—Connie Cato (J. Lebsok), Capitol 4243 (Lebsok Country, BMI)			
29	36	5	SHE'LL THROW STONES AT YOU—Freddie Hart (Soule, Carter, Dana), Capitol 4251 (AI Carter, BMI)	62	42	10	SOMEONE'S WITH YOUR WIFE TONIGHT, MISTER—Bobby Borchers (R. Bourke-J. Wilson), Playboy 6065 (Chappell, ASCAP)	97					
30	38	7	STRANGER—Johnny Duncan (K. Kristofferson), Columbia 3-10302 (Resaca, BMI)	63	75	3	T FOR TEXAS—Tompaill (J. Rodgers), Polydor 14314 (Peer, BMI)	98	NEW ENTRY →	THE GOOD NIGHT SPECIAL—Little David Wilkins (D. Wilkins, T. Marshall), MCA 40510 (Forrest Hills, BMI)			
31	43	4	EL PASO CITY—Marty Robbins (M. Robbins), Columbia 3-10305 (Mariposa, BMI)	64	70	5	UNDER YOUR SPELL AGAIN—Barbara Fairchild (D. Rhodes, B. Owens), Columbia 3-10314 (Central Songs, BMI)	99					
32	32	8	THE LITTLEST COWBOY RIDES AGAIN—Ed Bruce (D. Ray, G. Ray), United Artists 774 (Contention, SESAC)	65	80	3	HOME MADE LOVE—Tom Bresh (R. Malnagro), Farr 004 (Unart, BMI)	100	NEW ENTRY →	YOUR WANTING ME IS GONE—Vernon Oxford (J.R. Cochran), RCA 10595 (Tree, BMI)			
33	14	13	YOU COULD KNOW AS MUCH ABOUT A STRANGER—Gene Watson (N. Bryant), Capitol 4214 (Hotei, ASCAP)	66	68	7	WHEN SHE'S GOT ME (Where She Wants Me)—David Allan Coe (D.A. Coe), Columbia 3-10323 (Window, BMI)	100					
				67	78	3	HERE COME THE FLOWERS—Dottie West (T. Wine-C. Moman), RCA 10553 (Baby Chick, BMI)						

Billboard

# Hot Country LPs

Billboard SPECIAL SURVEY  
For Week Ending 5/8/76

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This Week	Last Week	Weeks on Chart	★ Star Performer—LPs registering proportionate upward progress this week.
TITLE—Artist, Label & Number (Distributing Label)			
1	2	8	THE SOUND IN YOUR MIND—Willie Nelson, Lone Star KC 34092 (Columbia)
2	3	7	COME ON OVER—Olivia Newton-John, MCA 2186
3	9	4	GREATEST HITS—Johnny Rodriguez, Mercury SRM-1-1078 (Phonogram)
4	1	9	IT'S ALL IN THE MOVIES—Merle Haggard, Capitol ST 11483
5	7	7	'TIL I CAN MAKE IT ON MY OWN—Tammy Wynette, Epic KE-34075 (Columbia)
6	4	14	WANTED: The Outlaws—Waylon Jennings, Willie Nelson, Jessi Colter, Tompall Glaser, RCA APL1-1321
7	5	15	ELITE HOTEL—Emmylou Harris, Warner/Reprise MS 2236
8	17	4	THE SUN SESSIONS—Elvis Presley, RCA ARM1-1675
9	12	5	FASTER HORSES—Tom T. Hall, Mercury SRM-1-1076 (Phonogram)
10	10	16	THIS TIME I'VE HURT HER MORE THAN SHE LOVES ME—Conway Twitty, MCA 2176
11	15	4	GILLEY'S GREATEST HITS—Vol. 1, Mickey Gilley, Playboy PB 409
12	8	10	THE WHITE KNIGHT—Cledus Maggard & The Citizen's Band, Mercury SRM-1-1072 (Phonogram)
13	11	9	CHESTER & LESTER—Chet Atkins & Les Paul, RCA APL1-1167
14	6	12	SOMETIMES—Bill Anderson & Mary Lou Turner, MCA 2182
15	13	7	HANK WILLIAMS, YOU WROTE MY LIFE—Moe Bandy, Columbia KC-34091
16	16	5	MACKINTOSH & T.J.—Waylon Jennings, RCA APL1-1520
17	14	7	LONGHAIRRED REDNECK—David Allan Coe, Columbia KC-33916
18	24	3	FOREVER LOVERS—Mac Davis, Columbia PC 34105
19	35	2	BLOODLINE—Glen Campbell, Capitol ST 11516
20	18	12	ROCK N' COUNTRY—Freddy Fender, ABC/Dot DOSD-2050
21	39	2	WILDERNESS—C.W. McCall, Polydor PD-1-6069
22	19	11	EASY AS PIE—Billy "Crash" Craddock, ABC/Dot DOSD 2040
23	23	13	200 YEARS OF COUNTRY MUSIC—Sonny James, Columbia KC-34035
24	21	12	WHEN THE TINGLE BECOMES A CHILL—Loretta Lynn, MCA 2179
25	22	11	NARVEL THE MARVEL—Marvel Felts, ABC/Dot, DOSD 2033
26	26	10	THE GREAT TOMPALL & HIS OUTLAW BAND, MGM M3G 5014
27	29	4	HAROLD, LEW, PHIL & DON—Statler Brothers, Mercury SRM-1-1077 (Phonogram)
28	27	6	WITH FAMILY AND FRIENDS—Larry Gatlin, Monument KZ 34042 (Columbia/Epic)
29	25	5	SILVER LININGS—Charlie Rich, Epic KE 33545 (Columbia)
30	NEW ENTRY		HARMONY—Don Williams, ABC/Dot DOSD 2049
31	28	5	MOTELS & MEMORIES—T.G. Shepard, Melodyland ME6-403 SI (Motown)
32	32	5	FEARLESS—Hoyt Axton, A&M SP 4571
33	43	23	SOMEBODY LOVES YOU—Crystal Gayle, United Artists UA-LA 543-G
34	36	5	ON THE MOVE—Donna Fargo, Warner Bros. BS 2926
35	20	6	PEOPLE PUT TO MUSIC—Freddie Hart, Capitol ST 11504
36	37	6	THE BATTLE—George Jones, Epic KE 34034 (Columbia)
37	38	6	INDEPENDENCE—Nat Stuckey, MCA 2184
38	30	15	LOVIN' AND LEARNIN'—Tanya Tucker, MCA 2167
39	41	3	THE EARL SCRUGGS REVUE VOLUME II, Columbia PC 34090
40	46	3	TRYIN' LIKE THE DEVIL—James Talley, Capitol ST 11494
41	33	6	STRAWBERRY CAKE—Johnny Cash, Columbia KC 34088
42	34	14	JESSI—Jessi Colter, Capitol ST-11477
43	47	2	THE SHEIK OF CHICAGO—Joe Stampley, Epic KE 34036 (Columbia)
44	40	7	ALL THE KING'S HORSES—Lynn Anderson, Columbia KC-34089
45	31	5	DON'T CALL ME . . . I'LL CALL YOU—Jerry Jordan, MCA 2174
46	45	22	THE HAPPINESS OF HAVING YOU—Charley Pride, RCA APL1-1241
47	42	26	BLACK BEAR ROAD—C.W. McCall, MGM M3G 5008
48	50	30	PRISONER IN DISGUISE—Linda Ronstadt, Asylum 7E-1045
49	44	18	LOVE PUT A SONG IN MY HEART—Johnny Rodriguez, Mercury SRM-1-1057 (Phonogram)
50	NEW ENTRY		FLOYD CRAMER COUNTRY—RCA APL1-1541

## Wynette Guest At Statler Celebration

STAUNTON, Va.—The Statler Brothers will present their annual "Happy Birthday U.S.A." celebration July 4-5 for the seventh consecutive year.

The nation's largest free Fourth of July celebration, "Happy Birthday

U.S.A." was organized in 1970 by the Statler Brothers as a means of showing their home town how much they appreciated their home state and their fans.

This year's special guest artist will be Tammy Wynette.

# Country

## RCA Nashville: the Most Hits

Continued from page 61

Custom clients include Playboy, Word, MCA, Ranwood, ABC/Dot, Mega and Elektra. Nine engineers ride herd on the custom and commercial clients.

Besides increased concentration on the custom business potential that has brought an upturn in custom session profits over the previous year, RCA also plans to add a disk mastering room designed by Jack Edwards and George Augsberger of Los Angeles. Since disk mastering has gone from a small manufacturing type of an operation to almost a remix situation, RCA has stressed the process first in Los Angeles, then in New York, and now in Nashville.

"We'll be renovating an area

that'll be turned into a disk mastering room and a 24-track mixing room. We've taken a hard look at our rooms in all three locations and decided that something needs to be done aesthetically and to improve the acoustic environment—and at the same time maintain a relaxed, comfortable type of environment that so many artists and producers demand. The design has been successful of Neumann cutting electronics.

"We'll continue to update our studios," notes Olsen, who credits Larry Schnapf, RCA's manager of recording in New York, with the leadership necessary for the success of the Victor studio operations. The mixing room will be a quad room, and an automated console is a possibility.

### COUNTRY RADIO SEMINAR

## \$10,000 Profit To Be Given Students

NASHVILLE—Citing an attendance total of 286 and a net profit of approximately \$10,000—which will go exclusively to educational scholarships and grants—the Country Radio Seminar board terms the 1976 seminar a success and is laying groundwork for an eighth annual seminar in March 1977.

Mac Allen, director of national programming for Sonderling Broadcasting, is the new agenda chairman. Terry Wood of WONE will serve as vice chairman, Lynn Shultz of RCA Records is the new industry chairman, and Nick Hunter of Playboy Records is vice chairman. Board member Biff Collie directs the agenda program while Jerry Seabolt is the board director of industry activities. Charlie Monk remains executive producer of the New Faces Show.

"The reaction to the panel discussions and presentations was the best in history," comments Tom McEntee, chairman of the seminar board. "According to the results of our questionnaire, we didn't have a losing aggregate panel—and six of the panels or talks got a 95% rating."

The first scholarship has been granted by the seminar board to a pilot program at Middle Tennessee

## Parton TV Show Into Production

NASHVILLE—The television musical variety series "Dolly," featuring RCA recording artist Dolly Parton, begins production this week.

All shows will be taped at the Opryland Studios in the rear of the Grand Ole Opry House, but will include segments shot on location around Nashville.

"Dolly" will be seen in about 130 markets around the country and locally on WNGE, channel 2. Bill Graham, chairman of the board of Show Biz, Inc., which produces the series, says: "The reception of the pilot around the country has been great. We will be in all major markets in prime time or prime access, the half hour immediately preceding the beginning of network programming."

Guests on the four shows to be taped this week include the Hues Corporation, an r&b group; Linda Ronstadt, Emmylou Harris, Anne Murray and Tennessee Ernie Ford.

"RCA is looking closely at automated consoles," Olsen notes.

Meanwhile, Studio A, which started out as the largest room in town, has been cut down in size to provide a more intimate feel for the musicians and to get away from the sterile feel of the typical studio environment. In most cases, it was a studio that was too big for itself.

RCA has purchased from Claude Hill of Audio Consultants the latest model MCI-114 24-track tape machine complete with Auto Locator II and Flux-Track. The MCI was installed in studio A, complementing the 32-input, 24-track custom-designed Neve console. The studio A hourly day rates are \$125 for 24-track; \$100, 16-track. Studio B runs \$100 for 16-track.

Services include mixing, dubbing, editing, disk and tape mastering and echo chambers.

Has Olsen noticed any differences in recording in Nashville as compared with New York where he worked for 17 years? "For me, it's like being back in the business the way it was in the late '50s and early '60s in New York when we had a lot of studio musicians making the tours and artists were more accessible. The musicians and engineers here are top men—dedicated pros."

"In Nashville, regardless of how successful the artists are, they are very approachable. I haven't had a problem with one. They come in and sit down in your office and talk to you person to person. This makes for a much better operation. We can communicate with each other and talk about mutual problems."

## GIDDYUP GO

SD-137

## RED SOVINE

RECORDED MARCH 10, 1976

WITH MUCH MORE FEELING

AND SOME LYRIC CHANGES

ACTION:

KAYQ Kansas City (JOHN REED)  
No. 25 to No. 8 in 2 weeks!

Their MOST REQUESTED record!

ADDED:

KLAC Los Angeles

WINN Louisville

KFDI Wichita

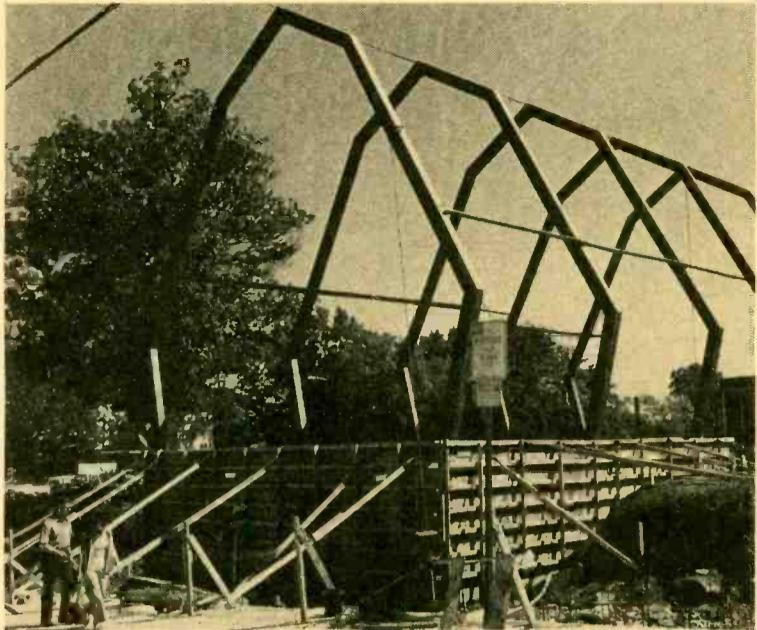
To Stations That Program Only Oldies:

IF YOU INSIST ON PLAYING  
"GIDDYUP-GO" AS AN OLDIE—  
PLEASE LISTEN TO OUR NEW  
VERSION, AND PLAY THE BEST  
RECORD.

Exclusively on  
Starday Records

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# Country



Billboard photo by Gerry Wood

**FRAMEWORK RISES**—The barn-shaped framework of the addition to the Country Music Hall Of Fame and Museum greets the Nashville skyline as construction continues in the \$1.1 million expansion that will double the size of the existing facilities.

## Irish TV Campaign For EMI's Slim Whitman LP

By KEN STEWART

DUBLIN—EMI Ireland has launched a major television campaign to promote "The Very Best Of Slim Whitman," an album which topped the U.K. charts.

Marketing manager Derry O'Brien explains that because of the comparatively small population here, television is an expensive medium to use for record promotion in Ireland but that EMI is anxious, as market leaders, to become involved in this area of record and tape marketing.

"But we waited until we felt we had just the right vehicle for this kind of campaign. Whitman's hits compilation, we think, is perfect. He has always been incredibly popular in Ireland, and his style appeals right across the board."

"Naturally the success of the United Artists promotion for the album in Britain encouraged the trade here to give maximum support. If it works, then we'll use television in the future, though on a very selective basis, naturally."

It is a four-week campaign, and EMI supports it with radio and press coverage. Says O'Brien: "It is the most expensive campaign we have ever undertaken, but we feel that with full cooperation we can hit the sales targets."

## Surprise Twitty Hit In Mexico

• Continued from page 65

Joni Lee, is closer to pinpointing it than anything, he analyzes.

The summation is that the Twitty twitting must be doing something right, according to announcers on Radio 590, Radio Capitol and Radio Uno, the stations which got on the song since its initial exposure about two months ago. It has since spread to more than 400 stations, more than half of the estimated 700 radio outlets throughout Mexico.

## Nashville Scene

By COLLEEN CLARK

The Amazing Rhythm Aces made their second Exit/In appearance here last week. Despite the fact that Neil Diamond was at the Opryhouse, they drew an SRO crowd. . . . At the recent Freddy Fender Day in San Benito, Tex., fans broke eggs over Fender's head; a traditional Easter blessing?

The initial lineup of talent for the Friday night concert of the Tom T. Hall-Bethel Celebrity Golf Tournament includes Tom T. Hall, Johnny Rodriguez, Mary Kay James, Charlie Walker, Dickey Lee, Wilma Burgess, O. B. McClinton and as special concert host, humorist Jerry Clower. The concert will be held at Memorial Auditorium in Chattanooga. . . . Mickey Gilley says he would "love" to cut an album with his cousin Jerry Lee Lewis. . . . Meanwhile "Homemade Love" Tom Bresh is trying to get his mentor and teacher Merle Travis back into the studio. Tom and Farr Records president Gavin Murrell would like to release a Merle Travis-Tom Bresh album. Tom learned to play guitar from the master himself and owns one of the two guitars which Merle used in all his recordings.

Donna Fargo made a promotional swing through Ohio for her "On The Move" LP prior to moving on to weekend concert dates in North Carolina. She taped the Bob Braun show in Cincinnati and then moved on to Cleveland. . . . Does the band which vacations together stay together? T. G. Shephard thinks so. He took his six new band members, bus driver and manager, Elroy Kahanek for a fishing and hunting trip down the Buffalo River for four days recently. Tennessee Governor Blanton was also doing a little fishing nearby.

Mel Tillis, Don Williams and Donna Fargo will share the bill at Magic Mountain in L.A. Saturday (8). . . . Warner Bros. making quite a dent in the country charts lately with records by Emmylou Harris, Bellamy Brothers, Donna Fargo, Ray Stevens, Rex Allen Jr. and Doug Kershaw. . . . Mercury has released the Statler Brothers' 13th album entitled "Harold, Lew, Phil and Don."

Linda Hargrove and producer Pete Drake in his studio working on a new album for Capitol. Most of the tunes are Linda's own, but she has cut one Bob Wills tune entitled "That Old-Fashioned Love." No info yet on the release date or title. . . . Except for a few special dates such as the Memorial show for Jimmy Rodgers, Fan Fair and "That Good Ole Nashville Music" for television, Melba Montgomery is taking a month off from road work. She plans on spending the time with her husband and two little daughters in their home in Kingston Springs, Tenn.

Webb Pierce was named business chairman for the 1976 Easter Seals Drive. . . . Epic Records hosted a "Listening Party" for the Charlie Daniels Band at the Exit/In last week in conjunction with the release of his "Saddle Tramp" LP. The album features a host of tunes penned by Daniels.

Following a short vacation (its first in some two years) the Daniels Band will embark upon an extensive tour of the U.S. . . . Billy Swan off on his third European tour spanning 19 days with performing engagements, network television tapings and radio interviews in 14 major cities.

## Rock Singles Best Sellers

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As Of 4/27/76

Compiled from selected rackjobber by the Record Market Research Dept. of Billboard.

- 1 **RIGHT BACK WHERE WE STARTED**—Maxine Nightingale—United Artists 752
- 2 **BOHEMIAN RHAPSODY**—Queen—Elektra 45297
- 3 **BOOGIE FEVER**—Sylvers—Capitol 4179
- 4 **WELCOME BACK**—John Sebastian—Warner/Reprise 1349
- 5 **DISCO LADY**—Johnnie Taylor—Columbia 3-10281
- 6 **LET YOUR LOVE FLOW**—Bellamy Brothers—Warner Bros./Curb 8169
- 7 **DECEMBER 1963 (Oh What A Night)**—Four Seasons—Warner Bros./Curb 8168
- 8 **SHANNON**—Henry Gross—Lifesong 45002
- 9 **FOOLED AROUND AND FELL IN LOVE**—Elvin Bishop—Capricorn 0252
- 10 **LONELY NIGHT (Angel Face)**—Captain & Tennille—A&M 1782
- 11 **RHIANNON (Will You Ever Win)**—Fleetwood Mac—Warner/Reprise 1345
- 12 **SHOW ME THE WAY**—Peter Frampton—A&M 1795
- 13 **ONLY SIXTEEN**—Dr. Hook—Capitol 4171
- 14 **TRYIN' TO GET THE FEELING AGAIN**—Barry Manilow—Arista 0172
- 15 **DEEP PURPLE**—Donny & Marie Osmond—Kolob 14840
- 16 **I DO, I DO, I DO, I DO, I DO**—Abba—Atlantic 3310
- 17 **SHOUT IT OUT LOUD**—Kiss—Casablanca 854
- 18 **DREAM WEAVER**—Gary Wright—Warner Bros. 8167
- 19 **THERE'S A KIND OF HUSH (All Over The World)**—Carpenters—A&M 1800
- 20 **LOVE HANGOVER**—Diana Ross—Motown 1392
- 21 **STRANGE MAGIC**—Electric Light Orchestra—United Artists
- 22 **LOVE REALLY HURTS WITHOUT YOU**—Billy Ocean—Ariola America/GTO 7621
- 23 **SARA SMILES**—Daryl Hall & John Oates—RCA 10530
- 24 **HAPPY DAYS (From The Paramount TV Series)**—Pratt & McLain—Warner/Reprise 1351
- 25 **SILLY LOVE SONGS**—Wings—Capitol 4256
- 26 **MONEY HONEY**—Bay City Rollers—Arista 0170
- 27 **WE CAN'T HIDE IT ANYMORE**—Larry Santos—Casablanca 844
- 28 **SWEET LOVE**—Commodores—Motown 1381
- 29 **THE FONZ SONG**—Heyettes—London 232
- 30 **DREAM ON**—Aerosmith—Columbia 3-10278
- 31 **LOVE IN THE SHADOWS**—Neil Sedaka—Rocket 40543
- 32 **GET UP AND BOOGIE**—Silver Convention—Midian International 10571
- 33 **DON'T PULL YOUR LOVE/THEN YOU CAN TELL ME GOODBYE**—Glen Campbell—Capitol 4245
- 34 **FOOL TO CRY**—Rolling Stones—Rolling Stones 19304
- 35 **I WRITE THE SONGS**—Barry Manilow—Arista 0157
- 36 **COME ON OVER**—Olivia Newton-John—MCA 40525
- 37 **ONE PIECE AT A TIME**—Johnny Cash—Columbia 3-10321
- 38 **SWEET THING**—Rufus Featuring Chaka Khan—ABC 12149
- 39 **LORELEI**—Styx—A&M 1786
- 40 **GOLDEN YEARS**—David Bowie—RCA 10441

## Rack LP Best Sellers

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As Of 4/27/76

Compiled from selected rackjobber by the Record Market Research Dept. of Billboard.

- 1 **THEIR GREATEST HITS 1971-1975**—EAGLES—Asylum 7E-1052
- 2 **FRAMPTON COMES ALIVE**—Peter Frampton—A&M SP 3703
- 3 **WINGS AT THE SPEED OF SOUND**—Capitol SW 11525
- 4 **FLEETWOOD MAC**—Reprise MS2225
- 5 **A NIGHT AT THE OPERA**—Queen—Elektra 7E-1053
- 6 **SONG OF JOY**—Captain & Tennille—A&M SP 4570
- 7 **PRESENCE**—Led Zeppelin—Swan Song SS 8416
- 8 **DESTROYER**—Kiss—Casablanca NBLP 7025
- 9 **COME ON OVER**—Olivia Newton-John, MCA 2186
- 10 **TRYIN' TO GET THE FEELIN'**—Barry Manilow—Arista AL 4060
- 11 **LOVE WILL KEEP US TOGETHER**—The Captain & Tennille—A&M SP 3405
- 12 **HISTORY—AMERICA'S GREATEST HITS**—America—Warner Bros. BS 2894
- 13 **RUN WITH THE PACK**—Bad Company—Swan Song SS 8416
- 14 **CHICAGO IX CHICAGO'S GREATEST HITS**—Columbia PC 33900
- 15 **ALIVE!**—Kiss—Casablanca NBLP 7020
- 16 **GREATEST HITS**—Elton John—MCA 2128
- 17 **DONNY & MARIE FEATURING SONGS FROM THEIR TELEVISION SHOW**—Donny & Marie Osmond—Kolob PD 6068
- 18 **OUTLAWS**—Waylon Jennings, Willie Nelson, Jessi Colter, Tompa Glaser—RCA APL1-1321
- 19 **DESIRE**—Bob Dylan—Columbia PC 33893
- 20 **GRATITUDE**—Earth, Wind & Fire—Columbia PC PG 33694
- 21 **STILL CRAZY AFTER ALL THESE YEARS**—Paul Simon—Columbia PC 33540
- 22 **HELEN REDDY'S GREATEST HITS**—Capitol ST 11467
- 23 **K.C. & THE SUNSHINE BAND—TK 603**
- 24 **TAKIN' IT TO THE STREETS**—Doobie Brothers—Warner Bros. BS 2899
- 25 **AEROSMITH**—Columbia PC 32005
- 26 **MAIN COURSE**—Bee Gees—RSO SO 4807
- 27 **ONE OF THESE NIGHTS**—Eagles—Asylum 7E-1039
- 28 **WINDSONG**—John Denver—RCA Asylum 7E-1039
- 29 **DREAM WEAVER**—Gary Wright—Warner Bros. BS 2868
- 30 **I WANT YOU**—Marvin Gaye—Tami T-342-S1
- 31 **GREATEST HITS**—John Denver—RCA CPL1-0374
- 32 **EARGASM**—Johnnie Taylor—Columbia PC 33951
- 33 **BEFORE THE NEXT TEARDROP FALLS**—Freddy Fender—ABC/D DOSD 2020
- 34 **BRASS CONSTRUCTION**—United Artists UA-LA545-G
- 35 **RUFUS FEATURING CHAKA KHAN**—ABC ABCD 909
- 36 **SEALS & CROFTS GREATEST HITS**—Warner Bros. BS 2886
- 37 **THOROUGHBRED**—Carole King—Ode SP 77034
- 38 **HAVE YOU NEVER BEEN MELLOW**—Olivia Newton-John—MCA 2133
- 39 **LIVE**—Robin Trower—Chrysalis CH 1089
- 40 **FOOL FOR THE CITY**—Foghat—Bearsville BR 6959

## Vegas Has Own Bicentennial Show

LAS VEGAS—A bicentennial music show with Peter Lind Hayes and Mary Healy as special guest stars will be premiered May 9 at the Judy Bayley Theater here on the Univ. of Nevada, Las Vegas Campus.

Arnold Shaw conceived the book and music with lyrics contributed

by Hayes, Rosemary and Stephen Benet and Richard Armour. Roger Bushell is musical director; vocal arrangements are by Buddy Hill.

The musical, "They Had Dream," is being presented memory of vocal teacher Leona Bushell, long affiliated with the Las Vegas Music Teachers Assn.

**THE LATE MURPHY BENNETT SINGS "NOW YOU'RE TELLING ME GOODBYE"**

JB #1252

EXCLUSIVELY ON  
**JB RECORDS INTERNATIONAL**

DISTRIBUTED BY  
**NATIONWIDE SOUND DIST.**  
NASHVILLE

# International

## U.K. RETAIL SALES BATTLE

### Independent Dealers Fight Chain Discounts

Continued from page 4

lents, but it seems our only way of survival is by being well-stocked in catalog items." The view is that the chains are taking the cream of

### Greek Prize To Japanese Singer

ATHENS—Japanese singer Shirai Mitsuiko won the first prize for females in the 2nd International Classical Song Festival here, performing Haydn and Mozart compositions.

Second prize went to Austria's Herman Sylvia and third prize winners were Agaki Michaelsa (Romania) and Alica Bagdassarian (Bulgaria).

No male first prize was awarded, but second prize went to Greece's Antonis Kontogeorgiou and third to Germany's Hutenhoffen Mattias.

The contest was organized by the International Cultural Centre Atheneum, under the auspices of the International Music Manifestations Federation of UNESCO, and it covers operas, oratorios and lieder music.

### Pirate Helps Boost Sales

By ROMAN KOZAK

ROME—The Italian subsidiaries of RCA and EMI have reaped big profits from the "Sandokan" craze which has gripped the country recently and which promises to spill over to Germany, France and the U.K.

Sandokan is a fictional Malaysian pirate, from the 19th century, who was seen as "fighting" the British for six weeks through an Italian television series. RAI-TV estimates that each of the Sunday night segments was seen by an average of 27 million viewers, roughly half the population of Italy.

The Sandokan series, filmed on location among Italian, French and Bavarian television, was shown through the first two months of the year. The theme song and the soundtrack album are still in the Italian top 10 charts.

RCA reports sales of 700,000 on the theme song single and the album some 100,000 copies, according to the record company, the biggest seller in Italy in three years.

And EMI has joined in the sales bonanza with the song "I'm On The Way To Your Heart," by Katir Bedi, the Indian actor who portrays Sand-

### Polish 'Q' At Fr. Hi Fi Expo

VARSAW—The Polish electronic company Unitra presented its range of products at the recent 18th international sound festival (Festival du Son) in Paris.

Apart from Unitra, 11 European broadcasting companies and Radio Canada took part. The Polish company presented its new type of quadraphonic tape recorder and two new types of amplifiers.

The experimental quadraphonic recordings of Polish chamber music, recorded at St. John's Cathedral in Warsaw, attracted great attention both for the recordings and the equipment.

sales so far as chart albums are concerned with their discounting offers.

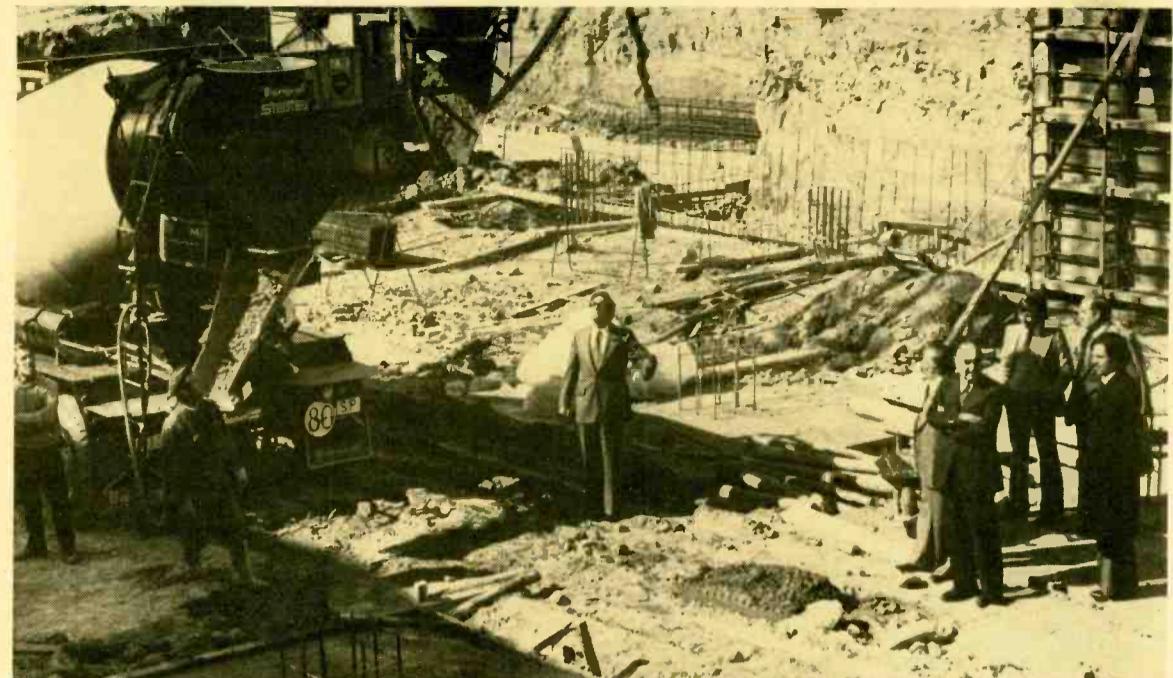
Another view: "Our only way of existence is stocking back catalog product, which accounts for 60% of our turnover. Trouble is that it is essential to have a quick turnover of certain product, like chart albums, to maintain stocks of back catalogs and that's where we lose out."

Another retailer says: "When I see a newspaper like the Sun is giving big discounts on albums, then I wonder how its proprietors would react if we gave away free copies of the paper with every album we sell."

Yet another comment: "Dealers like myself no longer make a living out of stocking top 50 items. I suppose the answer is to bring back resale price maintenance."

And the owner of seven retail outlets in the North says: "As a specialty dealer, I never consider the chains as being a major threat but there's no doubt they give dealers a hard time with their discounting methods."

"But I remain convinced that customers will always come back for professional service and we have the advantage of being able to offer much wider catalog choice."



CBS photo

**CBS EX-SPAIN-SION**—CBS Records Vice President Peter de Rougemont (center) and other executives of CBS European Operations and Discos CBS in Madrid look over progress of construction of expanded manufacturing facilities for Spanish operations made necessary by label's continuing top-of-the-chart activity there.

### Finns Mount Antipiracy Campaign

Continued from page 6

Tightening up on controls there is forcing the pirates to sell their product to secondary markets, and that is how Scandinavia and Finland have come increasingly into the picture."

According to Liedes, who is the legal counsel to TEOSTO, many respectable companies have received "vague" offers from companies overseas and some have swallowed the "bait" unsuspectingly because price and product have seemed right.

He says: "Some time ago a major department store chain tried to import some 400,000 records and cassettes, but we stopped the consignment short at the seaport after learning from U.S. officials about the dubious contents. The whole lot was later sold at auction by customs authorities."

Liedes says that all cases so far have been settled out of court.

He adds that many companies have operated in good faith and without real knowledge of current copyright laws. But he stresses the measures will become more stringent soon if the influx of pirated material does not stop.

"We have released a special notice on illegal product and it is being widely distributed to traders of all kinds. It gives instructions on how to spot illegal material and points out the legal consequences of selling or dealing with such product."

"This is a major project and we hope it will lead to us breaking the back of the whole issue," Liedes concludes.

### Ad Exec Into Disks

PARIS—M. Bleustein-Blanchet, chairman of Publicis, one of the biggest advertising agencies in France, has become an independent record producer.

In association with Jacques Cattin, who produces radio and television shows and helped discover Juliette Greco, Jacques Brel, the Frere Jacques and others, he has set up Publicis Records. The new company will have nationwide distribution because Publicis not only handles advertising campaigns but also has a string of company-owned drugstores.

### Sales Skyrocket For Eurovision Winner!

LONDON—World sales of "Save Your Kisses For Me," Brotherhood Of Man's U.K. winning entry for this year's Eurovision song contest, could reach the 10 million mark. According to a forecast by Pye chairman Louis Benjamin.

He adds: "That is if the single registers in the U.S. and Japan as we believe it will. It could mean a great deal of money for everybody concerned as well as being a significant boost for the country's balance of payments situation."

The single reached the one million sales mark in the U.K. last week and latest chart placings had it as number one in Denmark, Belgium, Holland, France, Eire and Greece, and number two in Finland, Austria and Norway.

Even in Sweden, which did not take the Eurovision telecast this year, the record reached the Top 10. In Germany it sold 170,000 copies within two days of release.

Brotherhood of Man has earned gold disks in Belgium (sales of 100,000) and France (500,000). Pye's licensees in France, report it as the fastest-selling single in its history.

The group, two men, two girls, is also in the big sales league with its album, "Love And Kisses From Brotherhood Of Man," originally on the Dawn label and for export only, was switched to the Pye label and the Eurovision single included in a re-packaging and new sleeve marketing plan. It has hit U.K. sales in excess of 30,000.

Promotion on the album in the U.K. has included bus and underground posters and national and regional press advertising.

Now a television promotion campaign in the Tyne Tees and ATV (Birmingham) areas is likely to go national in support of the album, at an estimated cost of \$80,000.

### Wilde Rock In Video Promo

By CHRIS WHITE

LONDON—Wilde Rock, the record promotion company, is moving into video from June 1 if final talks about the project with interested organizations are approved.

Bruce Higham, Wilde Rock director, said the scheme had been cleared by Phonographic Performance.

He says: "There are still talks going on with the Musicians' Union but it seems they quite accept the idea of albums being advertised in record retail outlets by video films. It seems that Union problems arise when the films are shown in other outlets, such as discotheques."

Higham says that 50 major record stores nationwide would initially be involved in the video scheme. "The cost is free to them and record companies, who have favorably reacted to the idea, will be able to give a three-minute plug to an album track in the stores for a four-week period at a cost of only \$600."

"Some of the shops involved already have hardware departments so they will have the necessary video equipment. With the others, we have arranged that they will be able to

MAY 8, 1976, BILLBOARD

# Economic Woes Don't Effect Italian Sales . .

By ROMAN KOZAK

**ROME**—The government lurches from one crisis to another, with no sign of a happy ending. The economy in Italy is sick, with more than a million unemployed, inflation raging at 15% and the lira down 30% against just about everything but the pound sterling.

And yet the music plays on.

In fact, there is more music than before, and it comes from radio. While the economic crisis has not particularly favored nor specially plagued the Italian record industry, the fledgling radio business has blossomed recently, even if its financial and legal base remains unsteady.

During the last year, the record

companies have maintained sales in the face of an increasingly poorer market. At the same time, the number of "private" FM radio stations in Italy has gone from zero this time last year, when the Italian Supreme Court theoretically allowed them to exist, to 200 at the end of last year and to roughly 500 now.

There are also some 50 "private" cable television stations in the country, mostly in Northern Italy. But it has still not been resolved whether all these radio and tv stations are legal. The Italian Supreme Court is scheduled to rule again in June on this highly controversial issue.

There are also proposals before Parliament to regulate this on-

slaught on the airways. But the Italian legislature is tied up in knots over the issues of early elections, communist participation in government, abortion and an increasing array of economic woes.

Therefore early action on radio does not appear likely, and the radio stations continue mushrooming in number, wattage and experience. More certainly sound highly professional. But in the middle of such a severe recession they are not getting that much advertising and soon economic reality must weed out the weakest.

That is on the horizon, because now is clearly the golden age of radio in Italy. All play music—though

some are faster than others in paying royalties—and whether coincidentally or not, there has been a marked change in what music is popular in Italy.

While artists such as Pink Floyd, Genesis and Santana retain appeal, progressive Anglo-American rock has lost a great deal of popularity. A major factor in this has been that because of the political situation it has been impossible for major international rock acts to tour the country.

Disco music and soul generally have become very popular, not just on radio and in the discos but among the record-buying public. And perhaps the group benefitting

most from the radio boom has been the new crop of Italian singer-songwriters. In past years they have been overshadowed by international artists, particularly in stage shows, as they have been ignored by RAI, the state radio network, because the often critical songs did not go down well with the establishment.

But they are perfect fodder for the new radio stations. The last few months have been very good indeed for such talented artists as Antonello Venditti, Edoardo Bennato, Angelo Branduardi and Francesco de Gregori, as well as such relative "veterans" as Lucio Battisti and Claudio Baglioni.

In short, these are the artists of the new depression.

# . . . While German Artists Shy From Topic

By WOLFGANG SPAHR

**HAMBURG**—The hard economic facts of life in Germany today show a total of 1.3 million people unemployed and a further 500,000 working on short time.

And experts have calculated that, including families of the unemployed, some 6 million people are touched in some way by the mass of out-of-work Germans. Interviewers have found that the problems of the labor market is a number one topic of conversation.

Yet despite increasing awareness of economic topics in popular music lyrics, there is no real evidence that songwriters or singers are really interested in the explosive subject of unemployment.

Certainly no top writer or composer has tried to analyse in song this experience of being out-of-work, now touching so big a proportion

of the population. If there is any reflection of unemployment in today's music, it comes from the left-slanted rock bands and the groups interested in musical agitation.

But is it really not a suitable subject for the realism areas of music?

Jurgen Marcus, Teldec singer, says: "If someone is out of work and it is not his own fault, it is wrong to draw attention over and over again to the situation. People out of work need to find relaxation and distraction through music and disks."

Another view is that a song can activate millions of people but it can't change a situation and that it would be very dangerous to descend into banality.

Producer Joachim Heider says: "I'm interested in the subject of unemployment but generally producers and companies don't like it

much. On the German market, subjects criticizing society are left out."

"But also it would be difficult to find a suitable singer to handle such a delicate and explosive topic. And if it was handled by an unknown artist, then there would be little chance of the song even being heard."

And composer Hans Blum says: "Serious songs in Germany are usually very quickly called tendentious, or nationalistic or plain chauvinistic. I've tried to tackle this kind of subject but the record companies really aren't interested. And I also believe that people hear about things like unemployment through newspapers, radio and television and just don't want to buy records with the same subjects being aired."

Singer and producer Michael Holm simply says: "This is not the

right subject for me, or for my audience."

Rock singer Udo Lindenberg: "I've not yet written a song about unemployment. But soon I'm going to meet with representatives of trade unions to get some basic information. There are, however, certain difficulties about writing songs on unemployment. It's too comprehensive a topic to fit into a short song."

"Perhaps one could write a song about a worker who starts drinking heavily because of being unemployed. But that's not getting to the real cause of the problem. However, as unemployment is obviously going to remain topical, I'm looking into the musical possibilities."

Singer Gunter Gabriel says: "I just don't think it is good to create commercial business about unemployment. If one writes a song about

it, and it is successful, then one suffers the reproach of making money through the misery of millions of ordinary people."

Entertainer Otto adds: "I've been worrying about this subject but I've come up with one possible answer which I'll include in a televisic show later this year."

Michael Kunze, producer of Silver Convention, reports: "There is just one singer in Germany who could handle this subject properly i song and that's Udo Juergens. an we're working on a possible number for him. Once the text is right, he will sing about the out-of-work people."

But Les Humphries has the final word. "I'm English even though work from Germany and I just don't want to get involved in domestic politics."

## TED FUTURE DIM Videodisk System Sales Failing To Materialize

• Continued from page 8

players which are anticipated for the U.S. market sometime in 1977.

However, Rolf Schiering, TED product manager for AEG Telefunken, had to leave before his scheduled panel appearance, reportedly due to a death in the corporate family. His spot was taken by Max Joseph Reidl, a freelance German journalist involved in an extensive inquiry into the TED system.

Although TED has been very close-mouthed on actual dealer sales or in home placements of the players which went on sale last March, officials have acknowledged the problems attendant to the introduction and less-than-enthusiastic public reception.

A big splash at last fall's Berlin Radio TV-Fair produced much interest with a battery of TED players providing a wide sampling of the approximately 250 programs from a number of major European suppliers. But the anticipated holiday sales boost apparently failed to materialize, despite use of German TV and four-color ads in major magazines.

Compounding the problem for the TED system, its Japanese licensee Sanyo, which had quietly shown an NTSC version of the player in Berlin, apparently has shelved any plans for a demonstration either in Japan or the U.S. which had been anticipated for some time in 1976.

While much of Reidl's commen-

tary at the Video Disc '76 conference is admittedly hearsay, and was vehemently denied by Teldec in Hamburg, he did make some valid points which have been confirmed by financial statements and independent investigation by other sources.

The player initially was to cost about \$400 at retail but was introduced at about \$558 in March 1975, and currently is available at a discounted price of about \$372 at many of the 2,500 German dealers which took limited hardware orders.

Another limiting factor is that the player hooks up only to a color TV set, with only about 40% market penetration in Germany. However, Reidl points out that this is still about 8 million sets, more than enough to provide a viable market.

Many of the dealers, both TV and audio/visual, also stock Philips ½-inch VCR system which has a lion's share of the European institutional market as does Sony in the U.S., and this apparently is selling better as a "home" unit than the TED player.

Another factor limiting acceptance of the TED system apparently has been the 10-minute-only disk, necessitating multiple sets for longer programs in the catalog of some 250 titles. A changer prototype also was shown "behind the scenes" at the Berlin Fair, but it was emphasized that there were no production plans for the immediate future.

A number of options are open to the TED consortium, and should be revealed soon, according to its spokesman.

Fred Parsons, formerly a director of B&C/Mooncrest when the company was taken over by Saga, is back in the record industry with a new company, Calendar Records, set up with producer Don Lawson.

The London-based company hopes to conclude a U.K. distribution deal in a few weeks. First single planned is by Norman Beaton, of new black-family series "The Fosters," on television, and in the singles pipeline are releases from Sally Sagoe, Black Velvet, Sinclair and Friends, plus Bodean, recent winners of the TV talent show "New Faces."

Lena Davis, previously head of exploitation for Morgan Music and U.K. representative for the U.S. Vanguard Records, has set up Lena Davis Associates, her own recording and music company. First three singles, now in production, are by Damon Hardy, Sadie Sunbeam and Oscar.

Executive producers are Davis and her songwriting partner Philip Korn, who is recording under the name Oscar. Production is by Tim Wheater and basic backing by a house band.

Dick Allix, formerly with the Arthur Howes Organization, has left to set up a concert division for E.S. Electronics, the equipment hire company. The new outfit, Rockworld, is based at the company's head offices in Maidstone, Kent.

Annie Benson, 23, has joined Bell/Arista in London as dealer liaison clerk, a newly created position. She was formerly with the HMV shop chain and now is responsible for

contacting dealers through the country with information about compar product as well as answerin queries.

Mick McDonagh has joined Decca as head of promotion replacing Lyndon Holloway, who has resigned. McDonagh, with a degree in marketing, has held similar positions at Transatlantic and Tamla Motown and spent two years running his own independent promotion company. He reports to Peter Goodchild, head of marketing, and looks after a Decca group pop and more production for radio and TV.

Leighton Peacock, formerly with Sankey Building, has been appointed administration manager Pye Records' Mitcham factory, Surrey.

David Books, formerly an independent disk jockey, has joined State Records in London as head of promotion, a newly created position. He will be responsible for backin up distribution company Polydor promotional efforts.

Delia Hubbard, formerly with Decca and Polydor, has joined Private Stock in the new position of national marketing and promotion coordinator. All marketing and fie promotion staff report to her.

Dougie King has left Radio Fort to join Radio Clyde. He had been senior on-air personality at Fort where the head of music, Ian Anderson, resigned two months ago. Program controller Richard Findlay has taken over the responsibilities of King and Anderson.

## Fear French Forgeries Of Stones Lyons Concert Tix

By HENRY KAHN

**PARIS**—Three months in advance of a concert by the Rolling Stones in Lyons, reports have been received about forged tickets being put on sale.

Result has been strict warnings to the public to take special care because tickets recognized as forgeries will not be accepted at the concert.

The show, set for June 9, has already started a municipal row. It is to be held in the Sports Palace, which is considered too small with its 9,000-seat limit. For this reason,

fans queuing for genuine tickets are allowed to buy only four per person.

So great is the demand that it is expected the mayor of Lyons, M. Pradel, will be persuaded to lift his ban on concerts being held on municipal property.

If the Stones' fans behave themselves properly, it is hoped to go ahead and hold an all-French pop festival in the Antique Theatre at Fourviere, or possibly in the city of Vienne, which is only a few miles away.

# How strong is your song?

Do you believe it could make you famous if it got a good hearing?

Then read the regs, grab a pen, fill out the form, and send your stuff to us.

Elton John did. And Francis Lai, André Popp, Paul Mauriat. Plus songwriters from all over the world whom nobody ever heard of. Until their songs got a three-night-stand exposure to live and broadcasting audiences, not to mention the international recording industry, in the six previous annual World Popular Song Festivals.

The Festival has already created million-sellers and smash hits. This year's deadline for entries is June 30 and the Festival runs Nov. 19 through 21. If your song is selected, you'll be Yamaha's guest in Tokyo for the whole affair.

So c'mon — be your own mover and shaker. It's the chance your song deserves.

## World Popular Song Festival in Tokyo '76

### Entry Procedure

A. Each song must be a wholly original composition which is commercially unpublished and unperformed prior to the Festival.

B. Each entry must include the following items. Omission of any item will disqualify the entry. (Note: We will accept your tape plus the form that appears below, and forward to you the Official Entry Form for you to fill out.)

(1) One copy of the Official Entry Form completely filled out including all signatures, with photographs of composer(s) and singer(s) attached.

*The decision about the singer(s) must be made by the time of application. Any subsequent change in singer(s) will disqualify the entry.*

(2) One copy of the song recorded on 4 or 5 inch open reel tape at 7-1/2 ips (19 cm/sec.) speed, preferably by 2-track stereo recording.

(3) One copy of a rough translation of the lyrics into English.

(4) One copy of the vocal score and the lyrics in their original language.

C. Forward all entries to: Festival Committee '76

Yamaha Music Foundation

1-1-1 Ebisu-Minami, Shibuya-ku, Tokyo, Japan

All entries must be received before June 30, 1976. No entry can be returned for any reason.

### The Awards

For compositions, there will be two Grand Prizes, one for the best foreign entry and one for the best Japanese entry. In addition, there will be several Outstanding Composition Prizes.

For performances, there will be one Most Outstanding Performance prize and several Outstanding Performance prizes.

Awards structure:

- 1) Grand Prix: US\$5,000, Medallion, Certificate of Honor.
- 2) Outstanding Composition: US\$1,000, Medallion, Certificate of Honor.
- 3) Most Outstanding Performance: US\$2,000, Medallion, Certificate of Honor.
- 4) Outstanding Performance: US\$500, Medallion, Certificate of Honor.

For more detailed information, please write for the entry rules and regulations to:



1-1-1, Ebisu-Minami, Shibuya-ku, Tokyo 150, Japan Tel: (03) 719-3101 Cable Address: WORLDFESTIVAL TOKYO Telex: 246-6571 YAMAHA J

PLEASE TYPE OR WRITE IN BLOCK LETTERS ONLY.

Title of Song:

English Title:

Music by:

Lyrics by:

Singer(s):

Name of Applicant:

Publisher

Record Company

Manager

Producer

Other ( )

Address:

Telephone:

Cable:

Telex:

**Paul McCartney**

**Linda McCartney**

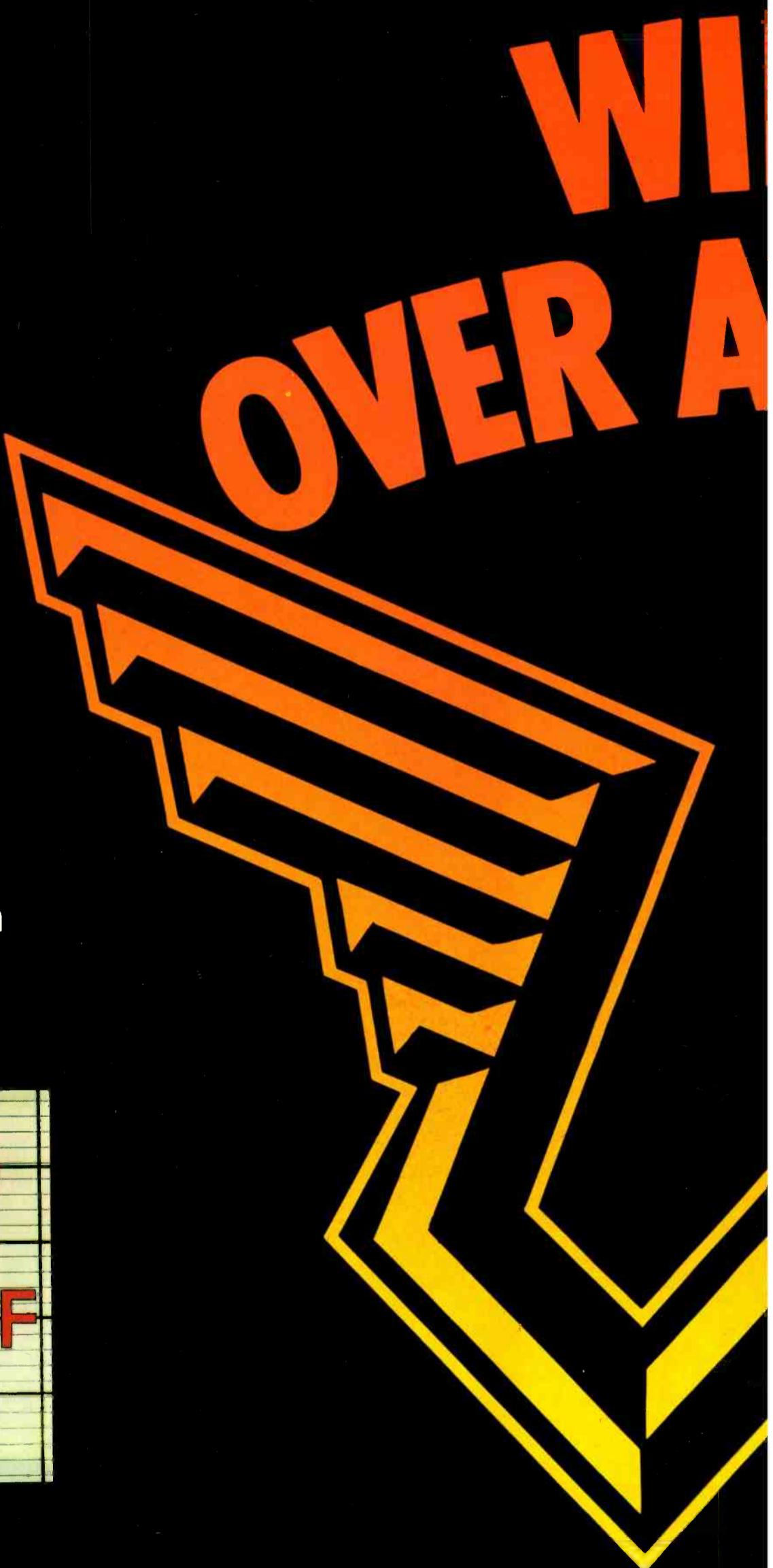
**Denny Laine**

**Jimmy McCulloch**

**Joe English**



The Smash Album! SW-11525

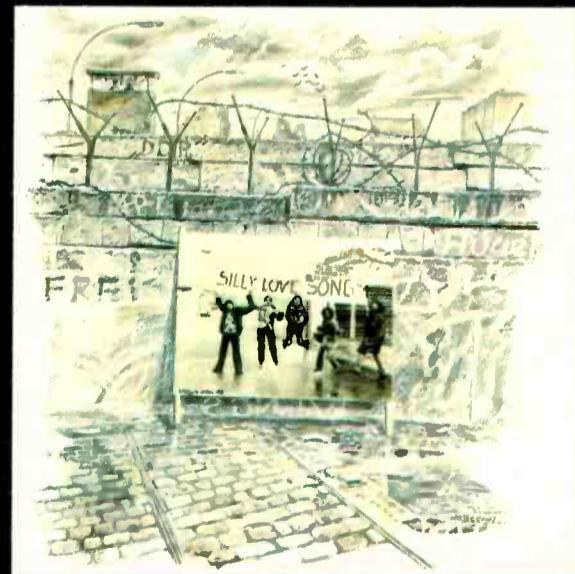


# IGS AMERICA



## TOUR DATES

MAY 3	FORT WORTH, TEXAS
MAY 4	HOUSTON, TEXAS
MAY 7 & 8	DETROIT, MICHIGAN
MAY 9	TORONTO, CANADA
MAY 10	CLEVELAND, OHIO
MAY 12 & 14	PHILADELPHIA, PENNSYLVANIA
MAY 15 & 16	WASHINGTON, D.C.
MAY 18 & 19	ATLANTA, GEORGIA
MAY 21	LONG ISLAND, NEW YORK
MAY 22	BOSTON, MASSACHUSETTS
MAY 24 & 25	NEW YORK, NEW YORK
MAY 27	CINCINNATI, OHIO
MAY 29	KANSAS CITY, MISSOURI
JUNE 1 & 2	CHICAGO, ILLINOIS
JUNE 4	ST. PAUL, MINNESOTA
JUNE 7	DENVER, COLORADO
JUNE 13 & 14	SAN FRANCISCO, CALIFORNIA
JUNE 16	SAN DIEGO, CALIFORNIA
JUNE 18	TUCSON, ARIZONA
JUNE 21 & 22	LOS ANGELES, CALIFORNIA



The Smash Single, (4256)  
"Silly Love Songs"  
From The Album!

# Latin

## Latin Scene

### TEXAS

**Arnulfo "Gordo" Delgado's** annual Caravan of Top Mexican Stars will be touring the state during April and May. The show, which will feature such major talents as **Vicente Fernandez**, **King Clave**, **Rosenda Bernal**, and **Yolanda Del Rio**, among many more, was in El Paso the first week of April. Falcon recording star **Carlos Guzman** will be a part of the troupe this year. Guzman currently has two albums out on Falcon, one of which was recorded with mariachi background in Mexico City. The success of this album is responsible for the green light on plans for a second such LP for Guzman. Arrangements on the first LP were done by **Rigoberto Alfaro** and **El Mariachi Oro De Mexico**.

The CB craze has hit the Texas scene. **Wally Gonzales** has a new single out on Bego titled "El Taco Kid En C. B." The single is part of Gonzales' new album. Also featured on this album is this artist's most recent hit single titled "Vestido Mojado." Other recent releases on Bego include "Sufriendo Penas" b/w "Pichoncito" by **Carlos Moreno** and **The Saneds** and "Ojos Miradme" by **El Dueto Del Mar**. The latter has been given ample airplay over Texas stations.

This year promises to be a good one for **Steve Jordan**. His first LP on Freddie Records was released in January and a second is due to be released shortly due to good response on the first one. His current single is titled "Lori-Anna" b/w "Vamos A Tratar." This last side is his version of War's "Why Can't We Be Friends?"

Freddie Records has also released a new single by **Augustine Ramirez**, "Damelo" b/w "No Te Andes Apasionando." Ramirez' first LP on Freddie is forthcoming. Yet another Freddie group with another album on the market is **T.J. and Company** titled "Rincon Del Olvido." ... **Tortilla Factory** was in session recently working on their next LP for Falcon. Falcon studio engineer **Marco Ramirez** was supervising the session. ... **Josue** has a new album out on ARV which features his current single "No Digas Nada" as well as previous singles "Buscando Estrelitas" and "A Donde Vas."

New albums are in the planning stages for the **Latin Breed** and the **Royal Jesters** at GCP. **Oscar Lawson**, manager for the Jesters, and **Gibby Escobedo**, director for the Latin Breed, report that their groups have had a heavy schedule on the circuit but are back in the studio every chance they get. GCP recently released a single from the Royal Jesters' latest album titled "Si No Te Vas" b/w "Ambicion." Another recent release on GCP is **Ruben Ramos** and the **Mexican Revolution's** version of "Tu Solo Tu" and "Ahora Que Te Fuiste."

Top Forty station KRYN in Corpus Christi has joined San Antonio's KONO in adding **Jimmy Edward's** "Memories" to their playlist. The airplay has aided in providing exposure for Edward's album in these two markets, and GC producer **Manny Guerra** and Edward's manager, **Henry Pena**, are diligently seeking further exposure in the top forty markets of Dallas, Houston, El Paso, and the Rio Grande Valley.

Speaking of Top forty stations in the state, we understand **Rudy Rocha** is now a nighttime DJ at Dallas' KLIF. Another of our ex-fellow DJ's, **Martin Rosales**, is now doing a country show at KSOX, Raymondville. **Manny Lopez**, formerly Program Director at KRGV-Weslaco, is now operating two Disco clubs, bearing the name of DJ's Discotheques, in Mcallen and Harlingen. **Mike Cantu**, presently with KRGV, was featured recently in the Mcallen Disco.

Snowball and Company, whose featured vocalist **Laura Canales** is one of the top voices on the scene, will soon be coming out with a new album. The group has had a good string of bookings across the state, according to group mem-

bers **Ramiro De La Cruz** and **Balde Munoz**. Bookings have also been good for **Roberto Pulido Y Los Clasicos**, **Cha Cha Jimenez Y Los Chachos**, and **Tony De La Rosa Y Su Conjunto**. LUPE SILVA

### MONTEVIDEO

The new Condor S.A. recording studio has begun working with its 8-track Ampex machine. Works are being done still on an experimental basis, considering that until recently, local productions were done with 2-track facilities. First product released and recorded with the new ones is a Clave IEMSA-produced album of **Morenada**, important candombe (Uruguay's black folk rhythm) group, looking also for its release in foreign markets. ... Several local artists recently left Uruguay with intentions of residing in other countries. The polifaceted **Camerata** is now in Venezuela, shortly after the release of a fourth album for RCA. The group was famous for excellent renditions of both classical and pop music, including tango, candombe, Brazilian music and jazz, and also for its humorous sketches. More recently, two soloists flew to Spain: **Ricardo Comba** and **Daniel Amero**. Both work in the pop-folk trend, taking special care with lyrics. Comba had a short but successful record career, with two singles and an album for the Orfeo label. Amaro was residing in Argentina for two years, with important success in personal appearances, especially regarding his musicalizations of Latin-American poets **Ernesto Cardenal** and **Nicolas Guillen**, having worked lately with lyrics based on the famous "Historias de Cronopios y de Famas" by the Argentinian novelist **Julio Cortazar**. Their names come to increase a list of emigrated Uruguayan artists, which includes **Daniel Viglietti** (currently in France), **Roberto Darvin** (in Mexico), rock group **Psiglo** (in Spain), **Marcos Velazquez** and **Jose Carbajal** (in France). **Hugo** and **Osvaldo Fattoruso** (in the U.S.). The Fattoruso brothers were half of **Los Shakers**, a Uruguayan Beatle-type group that recorded for the Argentinian Odeon label and were a big hit in South America ten years ago; recently they have played on records and concerts with **Airto**. Their CTI album "Fingers" was so called after a song penned by top Uruguayan candombe-rock singer-composer **Ruben Rada**, currently touring Europe.

The Argentinian economical crisis affected the Uruguayan music market from two points of view. First, attracting Argentinian artists, they could be easily paid, considering the quotations of their peso in our exchange market. For the first time in years, Uruguayan money was much stronger than Argentine's. Not only pop singers, like **Fernando de Madariaga**, and **Sergio Denis**, but also folk and tango Argentinian names made extensive presentations in our country, especially in the capital, Montevideo, and the important seaside resort of Punta del Este. Other artists' names include **Eduardo Falu**, **Cacho Tira**, **Raul Lavie**, **Susana Rinaldi**, **Hector Maure**, the **Sexteto Mayor** and **Amelita Baltar**. This same exchange situation increased the number of Uruguayan tourists visiting the neighbor country, and buying. Buying everything, including records, that, also for the first time, were cheaper on the other shore of the Rio de la Plata. This not only affected local sales to Uruguayans, but also to the important flood of tourists (mainly from Brazil and Argentina) who every summer visit our country. Tourists knew they'd find cheaper records in Argentina, and didn't pay attention to retailers who offered material released here and not there. This situation has remained practically unchanged until now. ... Important Uruguayan artists records released recently include LPs by **Abel Carlevaro** (Racuabe), **Alfredo Zitarrosa** (Clave), **Los Eduardos** (Ayui) and a various artists tribute to

classical composer **Carmen Barradas**. The Carlevaro record is his first in years; on it, the internationally famous classical guitarist plays Spanish compositions by **Luis Milan**, **Caspar Sanz**, **Federico Moreno Torroba** and **Isaac Albeniz**. Zitarrosa, Uruguay's top folk singer-composer, re-recorded some of the greatest hits of his twelve-year successful career; the album is aptly titled after one of them, "Recordandote" ("Remembering You"). Los Eduardos, folk revelation in 1975, presented its second album for Ayui, singing lyrics penned by poet **Washington Senavides**. Shortly after this release, they announced they will continue their recording career on the Sondor label. Recently **Eduardo Larbenois**, one of the duo's members, made arrangements and played guitar on the third album by **Carlos Benavides**, folk revelation 1974, that Sondor will surely release in May. The late Carmen Barradas record was released by Clave, and includes interpretations by top classical local musicians: pianists **Hector Tosar**, **Hugo Balzo**, **Neffer Krieger**, **Victoria Scheini**, the **Grandon Institute Children's Choir** and sopranos **Carmen Mender** and **Martha Fornella**. The release had the auspices of a private commission formed to give tribute to Carmen Barradas during the International Women's Year.

CARLOS ALBERTO MARTINE

### NEW YORK

**Latin Dimensions** (TH), a Venezuelan salsa group distributed here by Discolando a major crowd pleaser at Easter Saturday dance at the Americana Hotel. They shared the bill with **Celia Cruz** (Vaya) and **Cheo Feliciano** (Fania) on the Dynamic Duo (Rafi Mercado-Ray Aviles) promotion. Rafi and Ray so impressed they signed the group to personal management contract for U.S. and will bring them back for Madison Square Garden appearance in September.

**Ray Barreto** (Fania) did double duty in California over the weekend with gig in San Francisco and Los Angeles, both on Saturday and both in celebration of May 5th Day, a big Chicano holiday. Ray advises he will be doing album with **Quincy Jones** for which he has put together the percussion section. ... Rumors have it that **Felipe Luciano**, WBLS radio personality, disk jockey and producer of the Latin Roots concerts at Leviticus will soon be moving over to WNBC-TV as a newscaster. ... **Raphael** (Caytronics) set for May 19 date at Carnegie Hall and sellout virtually guaranteed.

**Hector Castro** of **Conjunto Candela** (Rico) back from Panama, Puerto Rico tour reporting huge crowds and big support for album containing hit single "Amor P'a Que" penned by **Ruben Blades**. ... Buoyed by success of first LP for Fania, **Bobby Rodriguez & Co.** in studio preparing second album. Like the first it will contain at least one English-language tune. This time it will be "I Want A Sunday Kind Of Love" with a salsa beat.

"Puttin' On The Ritz" discotillion at Roseland with the Salsoul Orchestra (Salsoul) such a big hit the party will be taken on the road come fall. ... Interesting bit of history occurred at discotillion when **Tito Puente** (Tico) jumped up on bandstand for impromptu performance with the 43-piece disco aggregation. It turned so many people on that negotiations are under way between **Joe Cayre**, president of Caytronics, the Salsoul parent company, and **Jerry Masucci**, Fania's chief executive, for an album to be made by the Salsoul Orchestra featuring Tito Puente on timbales.

Grupo Folklorico Y Experimental Nuevayorquino (Salsoul-Salsa Series) in studio finishing up their second album for producer **Andy Kaufman** and word is out that this one really smokes. Their first LP was into heavier historical bag but on this one the musicians just wail. ... **Conjunto Libre** made up of guys from Eddie Palmieri's (Coco) old band just signed with Mericana and Joe Cain claims big things in store for them. The Gonzalez brothers who also play with Grupo Folklorico are Conjunto Libre's mainstays.

Former WHOM-AM station doing great guns with its new call letters WJIT (pronounced "hit" in Spanish) and is instituting new Latin Top 40 format this month. ... Look for surprise announcement soon from major Latin label which is about to close negotiations to buy a broadcast outlet. ... Reports from Puerto Rico are that salsa experiencing a mild let down and singers coming to the fore. ... **Yolandita Monge** (Coco) and **Raul Marrero** (Mericana) leading charts and such as **Iris Chacon** (Borinquen), **Sophie** (Velvet) and **Charity** (Alhambra) also strong.

## Sesto's Calif Debut A Qualified Success

By GERALDO FEENEY

LOS ANGELES—The long-awaited appearance of Pronto Records superstar Camilo Sesto finally became a reality for his large local following April 11.

The romantic young Spaniard has done well in terms of record sales and airplay in L.A. during the past two years, but a personal appearance seemed still quite a way off, due to the difficulty in the L.A. market with respect to international stars, as opposed to Mexican ranchera acts.

But in Sesto's case, Caytronics president Joe Cayre felt a little more confident than usual.

And the concert was indeed well promoted, despite being a slight boxoffice disappointment. The event drew approximately 8,000 persons, or about half the capacity of the Los Angeles Sports Arena. However, the 8,000 excited fans were by no means disappointed in Camilo's 1½ hour dynamic performance, in which he brought to life some of his more outstanding numbers, the most notable being "Lluvia Sobre Mojado," "Melina" and "Jamas."

Making Camilo look even better was a very tight 26-piece orchestra under the direction of Hermes Nino, which provided a background almost better than those on Camilo's recordings.

Even though from a financial point of view the promoters, Armenteros and Rodriguez, barely broke even, the concert was considered a success. Especially when noting some of the obstacles, like a soccer game next door in the Coliseum,

which drew about 35,000, and the fact that it was Palm Sunday, when many of Sesto's fans were still in church.

Cayne plans for Camilo to return to L.A. at a later date as a solo performer in a larger place like the Hollywood Bowl or the Greek Theater.

### Parks Hail May 5

LOS ANGELES—Keeping with the friendly bicentennial spirit, two of Southern California's major theme parks, Disneyland and Knott's Berry Farm, joined in the popular Chicano celebration of Cinco De Mayo Saturday. Sunday (1-2).

Disneyland in Anaheim offered wide variety of Latin entertainment which was coordinated by the master of ceremonies, Tony De Marco. Some of the acts performing were the Mariachi Los Camperos with Juan Mendoza and Norma Lazcano, who were featured in the Tomorrowland Terrace, while on Disneyland's Main Street the Coronado Ballet Folklorico with the Mariachi Nayarit worked with singer Alexaandra Bravo. El Charro Avitia and Kaliman.

Alternating on Main Street were also the Melgar Brothers Marimba Band and Los Changuitos Feos E Tucson.

Knott's Berry Farm in Buena Park presented El Chicano. For added excitement, Knott's featured at Goodtime Theater a salute to ancient Aztec art and civilization.

GERALDO FEENEY

Billboard SPECIAL SURVEY For Week Ending 5/8/76

## Billboard Hot Latin LPs

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### IN CHICAGO

This Week	Title-Artist, Label & Number (Distributing Label)	This Week	Title-Artist, Label & Number (Distributing Label)
1	CAMILO SESTO Amor Libre, Pronto Pts 1014	9	JUAN GABRIEL Con El Mariachi, Arcano 3283
2	JULIO IGLESIAS El Amor, Alhambra 23	10	LOS PASTELES VERDES VOL II Gema 5027
3	VICENTE FERNANDEZ Vicente Fernandez, Caytronics 1450	11	FREDDY'S Freddy's, Peerless 10027
4	EDDIE PALMIERI Unfinished Masterpiece, Coco Clp-120	12	CORTIJO El Bochinche, Coco Clp-117
5	HECTOR LAVOE La Voz, Fania XSLP-00461	13	BOBBY RODRIGUEZ Lead Me To The Beautiful Band, Vaya XVS 43
6	CELIA & JOHNNY Tremendo Cache, Vaya XVS-37	14	ANGELICA MARIA Before The Next Teardrop Falls, Senido Internacional SI-8014
7	ROSENDA BERNAL A La Edad De 14 Anos, Latin International 5036	15	LOS DIABLOS Mexico Es, Latin International DIS-2037

### IN NEW YORK

1	EDDIE PALMIERI Unfinished Masterpiece, Coco Clp-120	8	ISMAEL MIRANDA Este Es Ismael Miranda, Fania XSLP-00480
2	TIPICA NOVEL With A Touch of Brass, TR-116XCP	9	PUPI Y Su Charanga, Vaya XVS-40
3	CRUPO FOLKORICO Y EXPERIMENTAL NUEVAYORQUINO Salsoul-2-400	10	PACHECO El Maestro, Fania JM00485
4	BOBBY RODRIGUEZ Lead Me To That Beautiful Band, CVS-43	11	ROBERTO CARLOS Quiero Verte A Mi Lado, Caytronics 1439
5	CAMILO SESTO Amor Libre, Pronto Pts-1013	12	ROBERTO TORRES De Nuevo, Salsoul-Sal-4107
6	YOLANDITA MONGE Floreciendo, Coco Clp-123	13	MORRIS ALBERT Dime Audio Latino, 4085
7	SALSOUL ORQ. Salsoul Orchestra SZS-5501	14	MONGO SANTAMARIA Afro-Indio, Vaya XVS-38
		15	ORCH. HARLOW El Judo Maravilloso, Fania JM00490

**THE SALSA KINGS GO DISCO!**  
**THE FANIA ALL-STARS BURN**  
With GENE PAGE  
on their New Single  
**"DESAFIO/CHALLENGE"**  
(Fania 764)  
**LATIN HUSTLE AS IT SHOULD BE!**

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# International

## From The Music Capitals Of The World

### LONDON

Television promotion, window displays and point-of-sale boosts for Shirley Bassey's United Artists album "Love Life And Feelings," recorded in London and marking the singer's 20th anniversary as a recording artist. . . Phonogram restructuring of its singles division in chase for improved sales starts with appointment of Chris Dedman as singles marketing manager.

Major bid to break new teeny-bop band Flintlock by Pinnacle Records, a subsidiary of an Orpington-based electronics company. . . London visit by MCA executives Mike Maitland and Lou Cooke could have bearing on whether the label stays with EMI or goes for limited independence. . . April Music, subsidiary of CBS here, resignation of managing director Brian Hutch.

No review tickets for critics for Bing Crosby's London Palladium season; instead disgruntled journalists invited to buy tickets. . . U.K. to be

represented by Vince Everett at the Golden Orpheus, 12th International Festival of Bulgarian Popular song (June 3-7), singing "Since I Don't Have You," out on the Gulf label. . . Biggest ever promotion for a Mud single on "Shake It Down," with 100,000 full-color bags, plus stickers and posters. It's the band's first single produced by Pip Williams, who took over from Phil Wainman.

Racal-Zonal has won a contract from the BBC to supply 200,000 reels of recording tape over the next year, part to be stereo tape developed by the BBC with the company. . . Chrysalis Music has signed Gareth Mortimer and his group Racing Cars in a deal which includes 8-track studio equipment in lieu of a publishing advance, a similar arrangement to one between EMI Records and a group of musicians led by John Dickenson.

Through Phonodisc, Phonogram involved in a June 22 title release of major tape albums from the Charisma back catalog, including Monty Python, Lindisfarne and Genesis. . . At Sandown races, the horse Code Breaker provided Charisma boss Tony Stratton Smith with his 20th winner in two years as a bloodstock owner. . . Welsh rock Budgie sponsoring a Ford Escort in the Welsh International Rally, the car driven by top rally men Brian Nash and Dave Johnson.

BBC TV has bought the Donny and Marie Osmond series from the U.S. . . Edgar Broughton Band signed a solo, one-year contract with Nems, with options for a total of six years. . . Two-record set "The Best Of Rod Stewart" out from Mercury. . . Queen's award for Export Achievement to Decca for export increases up from \$32 million to \$80 in just three years. . . Ringo Starr's first solo album for Polydor being produced by Arif Mardin. . . Former singer with Marbles, Graham Bonnett now under exclusive management and recording pact with Quarry Management, who handle Status Quo and Rory Gallagher.

Russ Ballard this week plays his first live U.K. gig since leaving Argent. . . 11th anniversary with CBS for U.K. managing director Maurice

Oberstein. . . Terry Webster, impressionist and singer, has quit the Rockin' Berries to go it alone after five years. . . "Jesus Christ Superstar" now played 195 weeks at the Palace Theatre here, breaking all previous records for the hall (taking more than \$6 million at the box-office). . . And tapes of new opera by Andrew Lloyd Webber and Tim Rice, "Evita," to be heard for the first time at the Sydmonton Festival, July 10.

Johnnie Walker not renewing his BBC contract as disk jockey but going to take up a radio post in the U.S. . . And Radio Luxembourg holding a find-a-disk-jockey contest for six nights, featuring six finalists from hundreds sending in tapes. . . Pye launched a 13-for-12 month-long sales campaign on Gladys Knight and the Pips, aimed at back catalog. . . Many changes at marketing summits in U.K. industry with recent personnel switches at WEA, Polydor, Precision, A&M, RCA and Jet.

Following departure of leader Gary Glitter, Glitter Band in future to be known as G. Band.

Ten Years After drummer Ric Lee finalized details of his new production, management and publishing company Fast Western, first single being an instrumental by Lee, "Man On The Run." . . Four-year pressing and distribution deal for Bok Records with CBS for all new product. . . First U.S. signing to local label Route is Mistura, eight-piece jazz-oriented group led by Lloyd Michels.

Police dropping opposition to a Luton, Bedfordshire, pop festival providing the organizers agree to a \$1,000 fine for every minute that musicians play on after midnight. . . Rapturous reviews for Manhattan Transfer for their three-day season at the London Palladium. PETER JONES

### AUSTRALIA

The Australian Recording publishing industry was shocked at the news of the sudden death of Norman Whitley the owner/manager of Penjane Music. Norman passed away on Saturday, April 17, of natural causes. His company now will be managed by his daughter, Penny Whitley. . .

Big Bear Records' Jim Simpson concluded a deal with Wizard Records chief Tony Hogarth licensing the UK company's single product for Australia. The releases, which will appear on the Big Bear Label, will be spearheaded by "Make Me Happy" by top U.K. soul act Munuleo, followed shortly by "If It Relaxes Your Mind" from glamorous soul sister Cissy Stone. . . Neville Smith, general manager of Astor Records, announced that Rex Barry, who joined Astor four years ago as a sales representative and was promoted to Victorian sales manager within three months, has been appointed national sales manager, for the company. Bob Millar, who has been with Astor Records for two years, takes over the position of Victorian sales manager. Originally Millar was a sales representative, and he recently moved into the National Promotions Department. It is from this position that he now takes control of the Victorian Sales Division.

Recent record promotions have been Australian Record Company's reception for their group Rabbit, on the release of their new single "Wildfire." . . Wizaard Records had a reception to thank the industry for the support it has given their top female singer Marcia Hines, and to present Marcia with a gold and platinum record for her album sales in Australia. . . Radio Station 87268 promoting new rock format, headed by Paul Thompson and Barry Bissell, formerly of SKA Adolade. . . Peter Davidson of Radio Station 2SM has announced this years seminar-Radio 77, will be held at the Sydney Hilton on June 25th to June 27th. Guests will include Claude Hall, Billboard, George Burns, U.S. programmer, George Wilson, Bartell Broadcasters, Jack McCoy, KCBQ, San Diego, Mike Maitland, MCA, and Bob Wilson, editor/publisher of Radio and Records. . . Australian composers, Ron Barry and Pat Aulton, have written three original songs to be recorded on top soul group Tavares' next album.

### BRUSSELS

Diana Ross sold-out concerts here in Brussels and Antwerp, with the "Mahogany" single on

the charts and the soundtrack album out through EMI. . . "Disco Lady," Johnny Taylor single, now getting airplay here and is the Kluger International "record of the month."

New Melissa Manchester album and Carole King LP also on new release schedule and the Cat Stevens' album "Numbers" from which the single "Banaplegas," the television clip of which is shown in the Dutch Top Pop tv special. . . Album "Head On" by Bachman-Turner Overdrive out here, and the Mac Davis LP "Forever Lovers," plus single, also released by CBS.

Status Quo scoring with new album, already in the top five and the new Joan Baez single "Please Come To Boston" out soon through Inelco. . . And other new product by Guys 'n' Dolls, the Glitter Band ("People Like You People Like Me"), Jo Dassin ("Sad Sweet Dreamer").

Also out: "Sway" by Bobby Rydell and there is strong air support for "Tico Tico" by the Black

(Continued on page 76)

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# International

## From The Music Capitals Of The World

• Continued from page 75

**Bass Band** ... Derroll Adams, banjoist/folk-singer, out with new album for IBC and is touring the U.S. with Donovan. ... Gigliola Cinquetti single "La Primavera Sans Toi" and the album "Gigliola E La Banda" selling well, along with the Peppino di Capri single. In fact the Italian population is growing here, so helping boost already big local sales of Italian product.

"Love Hurts" by Nazareth still number one in Belgium, having started out big in Holland. ... "Morning Girl" was presented by Shaun Cassidy on his recent press campaign in Belgium—and there is action on the Emmylou Harris album "Elite Hotel" and "The Monumental Roy Orbison."

Re-release for disco record "La Playa," composed by the Belgian Jo Van Wetter, again, the title having sold more than 10 million worldwide over the past five years. ... Focus in the Morgan Studios here and coming soon for sessions are Nana Mouskouri and the Dutch group Kayak. ... Abba predictably having another huge hit with "Fernando," rarely off the radio here.

The record company International Bestseller Company doing well after only nine months existence, particularly in promoting Belgian artists. It got the distribution of leading pop catalog Dwarf, touring the country with Dwarf artists Kandahar, Banzai, Full Moon Trio. ... And IBC has scored with German chansonnier Reynard Mey and distributes the complete Intercord catalog and has released the Derroll Adams "Along The Way" album, as well as having a Belgian number one with Ann Christy's "Oh Boy."

JUUL ANTHONISSEN

### MILAN

Released by Phonogram, through the Fontana label, is the classic series by Isolde Ahlgren, chalvichordist, and her interpretations of J.S. Bach's Preludes and Fugues. ... Polydor building hopes for "La Musica E Noi Due," a single by Mary Christy.

Phonogram released two-volume cassette set of top hits from 1947, starting with Frankie Laine's "That's My Desire" and the Platters' "Only You," running through to the 1971 Lobo "Me And You And A Dog Named Boo." ... Honoring the Maurice Ravel anniversary, Philips released here the 1932 recording of "Bolero," which the composer conducted with the Lamoureux Concert Orchestra. ... And it also includes "Tzigane," with violinist Arthur Grumiaux, directed by Manual Rosenthal and the noted "Sheherazade" by Ravel, with the Lamoureux orchestra conducted by Jean Fournet and soprano J. Micheau.

Claudio Abbado, conductor, who resigned

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from La Scala in January because of controversy over the financial state of the theater, wants to leave at the end of the current season, along with director-superintendent Paolo Grassi, but the orchestra members want both to stay.

SYLVIA MANASSE

### STOCKHOLM

Cornelis Vreeswijk (Phonogram) to make an album of songs by Chilean poet Victor Jara, with Swedish lyrics by Vreeswijk. ... Buddah records not available on the Scandinavian market for several years but not represented here by Toniton, initial release batch including Gladys Knight and the Pips, Sha-Na-Na, Melba Moore and the Edwin Hawkins Singers.

Sonet releasing "Electrocuted," debut solo album from Lasse Welander, lead guitarist with group Nature. ... Polydor re-releasing 13 classic pop singles through its "Golden Greats" series. ... Following sales success of A&M album "Cry Tough" by Nils Lofgren, CBS re-releasing 1972 album "I Plus I" by Lofgren and Grin.

Harpo to appear at the big television show at the Cannes Film Festival (May 13). ... Diana Ross movie "Mahogany" opened here and EMI has released the soundtrack. ... Studio Bohus rebuilt into 24-track Westlake studio, designed by Tom Hidley. ... Steeleye Span here this week for Concerthouse show and tv and radio. ... Casablanca group Kiss in Stockholm for a Grona Lund concert (May 28), the team's "Destroyer" album already in the chart.

Ola and the Janglers, one of the most popular Swedish groups of the 1960s back in the studios again to record an album for Sonet. ... Tina Charles, U.K. singer, popular here with two chart singles and a hit album "Love To Love."

LEIF SCHULMAN

### ZURICH

Peter, Sue and Marc, voted fourth in this year's Eurovision Song Contest, have quit their semi-professional status and become fully pro. ... Solo album of Swiss-born Yes-keyboard man Patrick Moraz created in his own Geneva studio. ... Successful pilot of new television program "Bum" centered on show business.

Despite general recession, local recording scene very active. ... Rock concerts here doing very well, but straight jazz concerts failing to take capacity crowds, a recent sad example being George Shearing. ... Tremendous reception for Al Jarreau here, performing for a crowd of cognoscenti, the only Swiss concert being staged by Peter Zumsteg who put faith and money in Al's talent.

Diana Ross's only Swiss concert cancelled because no suitable hall was available. 30th birthday of UOR (Swiss radio dance orchestra) filmed for television, and guests included Malcolm Roberts, who was well received by critics. ... German-Austrian singer Udo Juergens awarded a golden cowbell for his recent sales in Switzerland. ... And also decorated, veteran crooner Vico Torriani, enthusiastic cook, not only for his schmaltzy comeback single "La Pastorella," but for his exploits in the kitchen.

Australian singer Jay C. Corry about to take off with "Love Me Or Leave Me," not the old standard but a new composition by Tommy Fortmann, who also produced the record. Corry is a former Swiss-Italian group member back in the business after a break of several years. ... Ex-drummer Thomas Gonzenbach to be production-manager at CBS. ... Guy Deluze, one-time bass player with the Orchestre de la Suisse Romande and dixieland band the New Orleans Wildcats, now general manager of EMI (Switzerland).

Lilian Bron, of Bronze Records, planning press conference on the Schilthorn, where James Bond once "dealt death to baddies," for European journalists and media folk to launch Uriah Heep's album "High And Mighty." ... British singer Norma Green married her Swiss manager and now hopes to finally find success here. ... Cockpit fast becoming number one group with successful remake of 1956 hit "Corrine, Corrina."

Reader's Digest offering anthology of Swiss entertainment in special six-album-cassette containing everything from cabaret comedy to today's disco-funk. ... David Bowie, who recently became a Swiss resident, had lukewarm success with his first concert in this country, 2,500 fans turning up at the Zurih Hellenstadion, where earlier Johnny Cash had filled the 8,500 seats without difficulty.

BEAT HIRT

# Canada

## REVISED TREATY TALKS ON Expect U.S.-Canada Alien Tax Changes

• Continued from page 1

only \$10,000, per calendar year.

At present, the Canadian Income Tax Act provides for a withholding tax of 15% of gross fees earned in Canada by non-resident entertainers and Revenue Canada, the tax collection agency, insists on compulsory representation for all major acts.

The U.S. withholding program for non-resident entertainers had been 30% of the total gross receipts. However, more recently the IRS has, upon application, reduced the figure to 30% of half the gross receipts, recognizing that non taxable expenses generally account for half the gross. In effect, therefore, the IRS withholding equals the Canadian 15% of gross.

Since the tax treaty is reciprocal, the same exemption provisions are provided for Canadian entertainers appearing in the U.S. as for American acts appearing in Canada.

As in the U.S.-U.K. treaty, the exemption applies to each individual performer so that a 10-person group could enjoy a total tax exemption benefit of \$100,000 in any given calendar year. However, whereas in the U.S.-U.K. agreement a retroactive clause is contained establishing the \$15,000 exemption as of Jan. 1, 1975 setting up the possibility of rebates for some artists, no decision has been reached on retroactivity in the U.S.-Canada treaty. Although it was expected that the U.S. would offer identical provisions to Canada as included in the U.K. agreement, Canadian authorities have apparently balked on some items.

The tax programs of both countries as pertains to non-resident entertainers has long been a source of criticism from many quarters. When the 30% of total gross receipts withholding program was in effect in the U.S. many less well-known Canadian acts refused to make tours of this country claiming the net money return did not justify the time, travel and trouble.

A group that lobbied heavily in the U.S. to both change the withholding program and for the exemption to be included in the U.S.-U.K. treaty is the Ad Hoc Committee for the Taxation of Alien Performers made up primarily of classical artist managers.

A telling point they used in their argument for the exemption is that heavy taxation of beginning performers discourages them and mitigates against their developing into artists capable of commanding large taxable fees.

In Canada, criticism of the tax laws is widespread due partially to the confusing nature of the Income Tax Act. "There are several sources of agitation that Canada has with non-resident performers and their representatives in Canada and it is most important to keep in mind that they can make arbitrary assessments and proceed by way of garnishee against the promoter to collect taxes due," says Mandell. "This has occurred many times and at one time it was their method of doing business."

Mandell, based in Montreal, and Mitchell, a CPA based in Los Angeles, have specialized in handling tax matters for entertainers, particularly non-residents of Canada. They report one of the pitfalls of attempting to deal with Canadian tax procedures in a "casual" or light-hearted manner is the complicated set up involving the various district tax offices.

Each district taxation office appoints specific people to deal with non-resident performers ... they are

busy and appointments well in advance are necessary," Mandell says.

"This applies specially when you want something out of the ordinary, such as a waiver of withholding tax from one city to another in multi-city appearances.

"Another problem is that a great portion of the Income Tax Act is not in writing and you should be aware of the relevant rulings given by the courts as well as internal regulations set down by the tax department. Quite often the latter are also not in writing," says Mandell.

"Although the district office apparently has the authority to settle the final tax liability, Ottawa does review some of the settlements and may re-assess if they believe that there is a substantial difference between the expense claimed and the actual expense incurred.

"In this regard, they may contact the IRS in the U.S. to perform an audit where they feel that gross misrepresentation has been made. Where this results in a reduction of expenses claimed, Revenue Canada will issue an assessment and collect same when the entertainer next appears in Canada," Mitchell reports.

Both point out that documentation of pre-tour expenses incurred outside Canada as well as all other

expenses to be claimed against Canadian income is most necessary since authorities tend to take a hard line approach to the financial statement, particularly when documentation is not available.

One other aspect noted by Mandell is that "many of the existing taxation 'rules' may be changed by Canada at any time without prior consultation with any persons involved in the entertainment industry outside of the tax department."

## From The Music Capitals Of The World

### VANCOUVER

Three introductory showcases for Bill Wray Legend/MCA recording artist, have been scheduled for May: L.A.'s Roxy (10), New York's Bottom Line (18) and Atlanta's Electric Ballroom (20). Wray, whose debut album was released April 12, is second act signed to Legend, which is administered by Randy Bachman and BT manager Bruce Allen. ... Also for Legend, Bachman will be in Toronto's Phase One Studios May to mix second album for Trooper. ... Mercury artists Hammersmith are scheduled in Edmonton's Sundown Recorders to cut a second album for the label in late May.

New A & M album for country singer Valdy will be released June 1, reports manager Cliff Jones. If advance rumors are correct, the album will ship Canadian gold. Valdy is slated for four dates at The Roxy in L.A. June 23-26. ... Music Room Records, Inc. has signed Canadian boxer Morrie Yess, who has been based in Hollywood for several years. Yess will record in Vancouver, at Can-Base studios. A first single f Mushroom is expected to be ready for simultaneous U.S.-Canadian release by mid-June. ... Bruce Davidsen, formerly head of International Promotion Consultants, was hired in mid-April as vice-president directing promotion and sales for Concrete Concepts, Vancouver-based subsidiary of Westward Communications, a major producer of concept packages for radio stations and advertisers.

The Pat Rose-Richard Ouzounian music stage production Olympiad had its CBC-TV option picked up April 20. The show will go into production this summer, and is scheduled as fall season 90-minute special. ... Dates for the spring Irish Rovers eastern Canadian tour are Montreal (Apr. 29) Ottawa (Apr. 30 and May 1) Kingston (4) Belleville (5) Hamilton (6 & 7) Chatham (8) Tilsonberg (10) Stratford (11) Owen Sound (13) Barrie (14) Lindsay (15) Toronto (16 & 17). Rovers manager Les Weinstein reports all dates in Hamilton, Ottawa, Belleville sold out by mid-April. ... Susan Jacks will be in B.C. in April and May. Dates are: Vernon (Apr. 27) Kelowna (28) Penticton (29) Grand Forks (30) Castlegar (May 1) Revelstoke (4) Kamloops (5) Quesnel (7) Fort St. John (10) and Dawson Creek (11). 20th Century recording artist C. Victoria will open for her on the tour. Susan also scheduled into Little Mountain Sound at the end of May, to record two new sides. Producer on the sessions will be Terry Jacks, who currently at Little Mountain cutting basics for a new single of his own.

### MONTREAL

An Olympic benefit show with proceeds divided between Canadian and American Olympic trust funds was held on April 12 at the Montreal Forum. The show featured Bob Hope, Bing Crosby, Lyn Anderson, Shirley Jones and Freddie Prinze. It was later televised by NBC. ... Montreal Symphony played at the Salle Wilfrid Pelletier on April 5 and 7 conducted by Rafael Frühbeck de Burgos with guest soloist Isaac Stern. ... Robert "Bobby" Boulanger has joined CHOM-FM where he was an on-air announcer. He tentatively plans to move to California. ... Michel Kordup, the national promotion director for Music Limited, has just had his own single "Viens A Moi" a French version of Creedence Clearwater Revival's "Down On The Corner" done in style. For recording Kordup goes under name Michael Cordy. ... Rene Simard was in Toronto recently to do a television special with Bobby Vinton. ... MARTIN MELHORN

## Garrard-RCA Videodisk Deal Near

• Continued from page 4

tional details, but it is understood that one or two minor legal problems have to be solved before the final signing, which may happen in the next few weeks or months. The discussions began six months ago.

During his speech, Frye said that negotiations with other potential licensors would continue. It seems clear the Garrard will take out other licenses if the terms are favorable, as they are likely to be at this early stage in the development of the disk, so as to be ready when the market eventually opens up. Frye said his feeling about the future of the video-disk market was one of "contained enthusiasm."

RCA plans to launch its player in the U.S. during 1977 with a support of 250 to 300 programs and claims to have another 1,000 programs available which could be sold at about \$10 for a double-sided 60-minute disk. Of this, about \$5 would be for royalties and approximately 20,000 disks would have to be sold before the title broke even. A player would cost about \$500.

At GRT's Toronto branch, Joe Toews has taken over the position of Ontario sales manager. Toews has been with GRT for three years and is a former operations manager with London Records of Canada.

Reporting to Toews will be his assistants Shan Kelley and Rick Dunlop who have both been with GRT for well over a year. The appointments were made by Jim Corbett, the national marketing manager for GRT.

Also in the Toronto office, Elisabeth Braun has been appointed to a newly created press officer position. Her duties will include some artist relations and promotional work in addition to press coordination. Braun had recently been employed as office manager for the Toronto-based Finklestein-Fiedler Company.

Scott McDougall, formerly with radio station CFOX in Montreal, has been appointed promotional representative for GRT in Quebec and the Maritimes working out of the Montreal office. Besides CFOX, McDougall has had extensive on-air experience with such stations as CKCW, CJON and CJCH. The appointments were made by Jeff Burns, the national promotion and a&r manager for GRT of Canada.

The new press relations officer for RCA Canada is Margaret Cocks rather than Margaret Cooks as was reported recently in this space.

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## General News

## New Factory For Nashville

NASHVILLE—Industrial Electroforming Systems Corp. has been set up by Southern Machine and Tool Corp. of Nashville to manufacture and sell a matrix electroplating system.

Developed primarily by E.O. Simpkins, president of United Record Pressing Inc. of Nashville, the model 4-200 electroplating system has been in use since 1972. Each unit features four plating positions

in a common tank, and company officials claim the equipment has proved to be easy to operate and virtually maintenance free.

Mike Morgan, manager of Industrial Electroforming Systems, claims the process is an improvement on existing technology and has several performance advantages that reduce operating complexities and costs for the record industry.

## ASCAP's Foundation

NEW YORK—ASCAP established a foundation that will provide scholarships and fellowships to individuals to further their training or instruction as composers, authors and musicians, as well as provide gifts and contributions to schools of music.

The tax-exempt organization will also formulate, promote and support educational programs in the field of music. It will be funded by contributions and bequests from both the professional music community and others interested in its goals.

The ASCAP Foundation will be directed by a board comprising president Stanley Adams, composers Gerald Marks and Arthur Hamilton; publishers Irwin Robinson, vice president and general manager of Colgems Music; Sidney Herman, vice president, Famous Music; and Arnold Broido, president. Theodore Presser Co.

## New Companies

Pinnacle Productions formed in Nashville jointly by Tommy Overstreet, Jim Williamson and Bart Barton of Sunshine Records of Dallas. Firm will develop new artists for release on Sunshine. Overstreet's first act for the new company is Phil Dargo.

★ ★ ★

J.D. Bradley & Co., publicity-promotion firm, formed in Rolling Hills Estates, Calif., to handle Christian artists. Firm will handle work from the Wayne Coombs booking agency. First client: Andrae Crouch and the Disciples.

★ ★ ★

Talent Management & Consultants, Dallas, has expanded into country with a division headed by David A. Coffey and Jac A. Coe.

★ ★ ★

Merle Haggard has opened Wa-We Music in Nashville. Bonnie Owens, director of publishing, says the company's first song will be Haggard's next single, "Here Comes The Freedom Train," written by Stephen Lemberg.

★ ★ ★

Grusin/Rosen Productions has been formed by film composer-arranger-pianist Dave Grusin and producer-musician-engineer Larry Rosen. The company will operate out of both coasts, and its main thrust will be in the productions of jazz/r&b/crossover artists.

★ ★ ★

Outlaw Films has been formed in Los Angeles by songwriter Norman Gimbel. The company will deal with feature film production.

## Ohio Players Walk

CHICAGO—The Ohio Players walked part of "Superwalk 76." Chicago's annual March Of Dimes walkathon for the fight against birth defects, and greeted early walkathon finishers at the Grant Park bandshell. Sunday (2). The Mercury artists appeared as honorary chairmen for this year's walk.

## Tammy Wynette III

NASHVILLE—Tammy Wynette has been admitted in fair condition to St. Thomas Hospital for treatment of acute bronchitis. She was hospitalized shortly after returning to Nashville from England where she appeared at the Wembley festival.

## MISCELLANEOUS

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# Billboard's Top Album Picks™

Billboard SPECIAL SURVEY For Week Ending 5/8/76

Number of LPs reviewed this week **63** Last week **66**

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**THE BEST OF ROD STEWART**—Mercury SRM-2-7507. Double package offers good representative look at Stewart's Mercury years, from his early writing and singing to some of his huge AM hits. Material with the Faces, a live cut and a collector's item of sorts in "What Made Milwaukee Famous," previously available only on tape. Artist had a greatest hits effort with Mercury once before, but this is a much more comprehensive set. A must for any collector, and with Stewart beginning to pick up steam again now, a good chance for Mercury to add sales.

**Best cuts:** "Maggie May," "Gasoline Alley," "(I Know) I'm Losing You," "Handbags & Gladrags," "Street Fighting Man," "What Made Milwaukee Famous (Has Made A Loser Out Of Me)," "Sailor."

**Dealers:** Artist getting set for the road.

**JOHN SEBASTIAN**—Welcome Back, Reprise MS 2249 (Warner Bros.). Sebastian made it back to the charts with the tv theme title cut and the LP on the whole is evidence that he does not need help from tv or anything else to do competent work. Blend of familiar easy goodtime rock, country, blues and ballads is his most successful effort since the early Spoonful days, showcasing the writing talent that he was missing in prior projects. Country and blues cuts works as songs rather than gimmick vehicles and should once again open the FM doors for the artist. One instrumental, several excellent harp solos and overall a project that bodes well for the future.

**Best cuts:** "Hideaway," "You Go Your Way And I'll Go Mine," "Welcome Back," "I Needed Her Most When I Told Her To Go," "A Song A Day In Nashville," "Warm Baby."

**Dealers:** Huge single will obviously help. Artist has a decade of fans.

**STEPHEN STILLS**—Illegal Stills, Columbia PC 34148. Typically laid back Stills with usual better than average songs and instrumental work from Donnie Dacus, George Perry, Joe Vitale, Tubby Ziegler and several others. Howard Kaylan and Mark Volman (Flo & Eddie) join in on vocals. For Stills fans, LP is exactly what they will expect. The only criticism might be that the artist doesn't really seem to get above a fixed energy level until near the end of side two, when he swings into a Latin-flavored cut and several easy rockers. Stills is strong on the more uptempo cuts and should do more.

**Best cuts:** "Midnight In Paris," "Stateline Blues," "No Me Nieges," "Ring Of Love," "Circlin'?"

**Dealers:** Stills a consistently major artist.

**CHARLIE DANIELS BAND**—Saddle Tramp, Epic PE 34150 (CBS). Daniels is one of the few artists whose popularity moves almost directly across the board, from Top 40 pop to FM progressive to country, and his first Epic LP is another tribute to the man's versatility and skill in several areas. Some Southern rock, some straight country, some Texas swing and a few other varieties offered. Daniels, as well as being a fine singer and writer, also seems to consistently attract some of the highest caliber musicians to lend a helping hand. Guests here include members of Marshall Tucker and the Allman Brothers. Good instrumental work throughout, particularly Daniels and Tom Crain on guitars and Taz on keyboards.

**Best cuts:** "Dixie On My Mind," "Saddle Tramp" (11 minutes with a fine instrumental break), "Cumberland Mountain Number Nine," "Sweetwater Texas."

**Dealers:** Expect huge Epic push. Several prior LPs went gold.

**DR. HOOK**—A Little Bit More, Capitol ST-11522. Group that has been best known for its somewhat humorous approach takes a more serious approach here and seems to be well on the way to living up to the star potential predicted for it a few years back. Mood of the LP is a mix of serious ballads, a couple of humorous cuts, some country and a few other elements. Strong example of a band that works hard over the years and eventually comes up with an almost universal appeal. Excellent lead vocals from Dennis Locorriere, interpreting songs of Shel Silverstein, Hazel Smith, Bobby Gosh and several of his own as well as a collaboration with Silverstein. Strong production from Ron Haffkin. Bursts of brilliance not uncommon from band in the past, but this set gives every indication of a lot of brilliance on a consistent level to come.

**Best cuts:** "A Couple More Years," "What About You," "Only Sixteen," "Bad Eye Bill," "More Like The Movies," "If Not You."

**Dealers:** Group coming off top five hit in "Only Sixteen." Consistently on road.

**IAN HUNTER**—All-American Alien Boy, Columbia PC 34142. Second solo set for the ex-Mott lead voice is the most versatile mix he's come up with, including his usual drawing, Dylan-esque sound as well as some straight ballads and some easy rockers. Hunter was unquestionably the primary talent behind Mott, both as a writer and vocalist, and along with Mick Ralphs created most of the group's lasting material. What we are offered here is a maturing performer with a lot more to offer than what he has offered in the past. Chris Stanton, Aynsley Dunbar, Jaco Pastorius, David Sanborn and Gary Weems make up the all star band.

**Best cuts:** "All American Alien Boy," "Restless Youth," "Rape," "You Nearly Did Me In," "God (Take It)"

**Dealers:** Artist well known from his days with Mott.

**TODD RUNDGREN**—Faithful, Bearsville BR 6963 (Warner Bros.). Interesting idea, as Rundgren devotees side one to

## Spotlight



**NAZARETH**—Close Enough For Rock 'N' Roll, A&M SP-4562. Nazareth is apparently the latest of the British artists to have years of touring and recording pay off in superstardom. LP covers the concept of life on the rock road, as well as adding a few random songs. Nazareth is best known as a pounding, screaming quartet but it turns in some surprisingly melodic material here. The difference between this group, however, and most of the wall of sound contingent, is that the songs are listenable and make sense. No question that the four can be as loud as the next, but it offers an alternative. Dan McCafferty is a good vocalist whose love of basic rock is evident. Good guitar work also runs throughout the set. The major appeal here, however, is the group as a whole. It is indeed a rarity to find an artist or artists who can cross the various boundaries within the so called FM audience at will.

**Best cuts:** "Carry Out Feelings," "Telegram," "Home-Sick Again," "Loretta," "Lift The Lid."

**Dealers:** LP enters charts at 32 and group's recent tour filled halls around country.



**BOB MARLEY & THE WAILERS**—Rastaman Vibration, Island ILPS 9383. Certainly the most potent reggae force currently, Marley cuts his best-produced and most cleanly contemporary package in tandem with Island's major campaign to break him as an overall pop music force. Songs, as always, reflect pieces of Jamaican society, generally the poorer side, as well as Marley's hope for a better future through any variety of means. Music remains faithfully reggae, though the production is slicker in spots, using female backup vocals a great deal and even finding Marley's voice a bit smoother than in the past. Songs, written by Marley, Ashton Barrett, Carlton Barrett and others, are vivid pictures enhanced by the generally stark instrumental work. Marley is the most familiar sounding voice in reggae which will help, but it is the lyrics, which are often compellingly disturbing, that remain the high spot. This could be Marley's big break.

**Best cuts:** "Positive Vibration," "Johnny Was," "Want More," "Crazy Baldhead," "Rat Race," "War."

**Dealers:** Island shipping a huge amount of records, spending a great deal on merchandising, group is now on tour and Marley is featured in recent "People" magazine spread as well as in "Time."

some of the better and more esoteric songs of the '60s, offering remarkably faithful adaptations vocally and instrumentally. Side two is the original material, primarily in the easy rock vein popularized by the artist over the past several years. One long cut with a classical beginning and a pop/soul feeling is the most intriguing, while the remainder are in a more typical Rundgren vein. Good harmony and double tracked vocals and smooth production the highlights.

**Best cuts:** "Happenings Ten Years Time Ago," "Rain," "Strawberry Fields Forever," "Love Of The Common Man," "Cliche," "The Verb 'To Love.'

**Dealers:** Strong in person attraction.

**SONS OF CHAMPLIN**—A Circle Filled With Love, Ariola-America ST 50007. Veteran band continues to turn out high quality work and seems to creep a bit closer to a happy medium between its groundbreaking rock/horn sound and commerciality each time out. More variety here than on other projects, with bits of soul and disco as well as straight rock and acoustic-flavored ballads. Soul feel, primarily through the lead vocal of Bill Champlin, is the most predominant strain here, though there are some good jazzy instrumentals as well highlighted by flowing guitar work. One of the few white bands able to capture a legitimate soul feel without sounding derivative.

**Best cuts:** "Here Is Where Your Love Belongs," "Knickerick," "Still In Love With You," "Circle Filled With Love," "To The Sea," "Helping Hand."

**Dealers:** Group has had a steady following for a decade.



**BILLY SWAN**—Billy Swan, Monument PZ-34183. The "I Can Help" man returns with a bouncy new LP cut at Young 'Un Studio in Murfreesboro, Tenn. Features the fresh, original treatments that have become a Swan trademark. Includes several new Swan tunes along with two Carl Perkins oldies—"Blue Suede Shoes" and "Your True Love"—and the Slim Corbin-Buddy Holly-Waylon Jennings classic "You're The One." Ranging from rock to country, Swan appeals to a wide audience in this album he co-produced with Chip Young. Listen to "I Got It For You" and "Love You Baby-To The Bone" for possible future Swan hits. The genius of Dennis Linde also graces the album in writing and studio work.

**Best cuts:** "I Got It For You," "Number One," "Vanessa," "Lucky," "You're The One," "Love You Baby-To The Bone."

**Dealers:** Contains the latest Swan chart song "Just Want To Taste Your Wine" and some other cuts that could jump the LP onto the singles chart and stimulate even stronger action.

**JIM WEATHERLY**—The People Some People Choose To Love, ABC ABCD-937. Weatherly's superb songs know no boundaries—they hit pop, country, soul and easy listening. The Mississippi man switches to ABC with this banner LP recorded in L.A. Larry Gordon again shows a sensitive and winning production touch with effective use of Weatherly's pleasing voice and instrumentation that complements without

intruding. Country artists and producers will dive into this album head-first for new Weatherly material of the quality that has gained country and pop hits for many artists including Weatherly himself. An excellent grouping of songs by one of the country's best song craftsmen.

**Best cuts:** "The People Some People Choose To Love," "Gift From Missouri," "I Belong With You," "White Castle Station," "To A Gentler Time," "(Apples Won't Grow In) Colorado Snow," "Let's Bring Love Back."

**Dealers:** Weatherly's first for his new label should be well promoted.



**DELLS**—No Way Back, Mercury SRM-1-1084. When a group has been together 20 years, one tends to assume they are good and take them a bit for granted. The Dells, however, seem to improve every time out. Here the veteran quintet tackles intricate dual leads and complicated harmonies, moves through disco, rock, straight soul and oldie styled cuts and generally puts on a superb vocal demonstration. Good production from Andrew Terry and, on one cut, Bobby Miller.

**Best cuts:** "When Does The Lovin' Start," "I'll Make You My Girl," "Ain't No Black And White In Music," "Too Late For Love," "No Way Back," "Slow Motion."

**Dealers:** Group has two decades of fans.

**RALPH CARTER**—Young And In Love, Mercury SRM-1-1080. There's pop, soul and disco potential here, in Carter's album debut after having two chart singles in "Extra, Extra (Read All About It)" and "When You're Young And In Love" (both included). Material is generally varied and well suited for radio airplay. Production and arrangements by Reid Whitelaw and Norman Bergen are excellent. Once again, Tom Moulton's mixes prove out. Carter isn't the strongest vocalist to come down the road, but with this type of package it would be hard for anyone to go astray, especially with the strong backup vocals throughout.

**Best cuts:** "Extra, Extra," "When You're Young And In Love," "A Song In My Heart," "As Long As There's Love (We're Gonna Make It)" "Higher And Higher."

**Dealers:** Carter's exposure from "Good Times" television show is sure to goose sales.



**RAMSEY LEWIS**—Salongo, Columbia PC 34173. This package of originals places the pianist leader within some large band settings, although he is in the core of the music with his own quintet. The music is choppy, fleeting, modern jazz and infectious. The title tune is the strongest commercial endeavor and one whose disco slanted rhythm is obvious. The charts by Maurice White, Charles Steppen and Jerry Peters are adventurous and wide open for the brass, reeds, off-beat vocal effects and of course Lewis' straight ahead electric pi-

ano work (with a modicum of effort and on an acoustic model). The music is African inspired and South American tinged and wide open American jazz infiltrated with many other musical forces.

**Best cuts:** "Salongo," "Slick," "Brazilica."

**Dealers:** A new shift in sound for Lewis with his emphasis on a big brass sound behind him.

## First Time Around

**BELLAMY BROTHERS**—Featuring "Let Your Love Flow," Warner Bros. BS 2941. Duo hit the No. 1 single spot with the title cut, an infectious, easy electric harmony filled rocker and its debut LP is filled with the same type of material as well as doses of Southern rock, folky songs and straight country. Harmonies excellent throughout, songs and singing better than average for this type of effort and production from Phil Gernhard and Tony Scotti gets the most from the material.

**Best cuts:** "Rainy, Windy, Sunshine (Rodeo Road)," "Nothin' Heavy," "Let Your Love Flow," "Let Fantasy Live."

**Dealers:** Emphasize single's success.

**GARFIELD**—Strange Streets, Mercury ASRM-1-1082. One of the better new LPs of recent months, incorporating a number of techniques that make one think he's heard it before but remaining original enough to be new. Strong lead singing from Garfield French and use of such varied instruments as electric cellos and flutes, synthesizers, keyboards, guitars, harmonicas and banjos along with good arrangements and production (from Elliot Mazer) combine for a set that should pull strong FM reaction. Group sounds at times like the Who, Jethro Tull, Harry Chapin, a controlled Sparks and a number of others.

**Best cuts:** "Give My Love To Anne," "Old Time Movies," "Catch You Next Time Around."

**Dealers:** Watch local FM listings for exposure.

**EARL KLUGH**—Blue Note BN-LA596-G (United Artists). Soft, relaxed debut for guitarist who plays in the George Benson-Johnny Smith mold. Plenty of commercial disco and soul-funk rhythms from the studio players, with a rich broad sound emanating from the horns and large string section. Klugh's unamplified guitar work is lovely in its simplicity. There's enough fire in his up-tempo playing to keep toes tapping. Most material is of an unknown nature, but Dave Grusin's arrangements add a zest to the repertoire.

**Best cuts:** "Los Manos De Fuego," "Could It Be I'm Falling In Love," "Vonetta," "Wind And The Sea."

**Dealers:** This is music with a swaying, romantic flavor. It will appeal to people listening in-store.

**GIANTS**—Thanks For The Music, Casablanca NBLP 7027. Hardly new to the business, as Ron Elliott is known as a member of the Beau Brummells and a fine writer, Laurie Kaye Cohen has had solo LPs as a singer and group members Karl Rucker, John Platania and Bruce Gary have all been around. But the five are new as a group and they come up with a strong set of straight rock 'n' roll as well as several good slower tempo songs. Strong guitar work from Platania and Elliott and good, gruff Cohen vocals make for a far better than average first rock set.

**Best cuts:** "Thanks For The Music," "Rock Roadie Road," "That Love Song," "Mis'ry," "Lucky Day."

**Dealers:** Casablanca has a strong recent track record.

**SMOKE**—Chocolate City CCLP 2001 (Casablanca). Another excellent soul set from the Casablanca family, combining the best elements of the disco explosion (imaginative horn arrangements, smooth strings and well done percussion) while avoiding the usual excesses. Good vocals from several lead singers with different ranges. Group vocals also play a major part. Setting the package apart from other disco works are the songs, most of which stand as songs rather than simply a dancing vehicle. Some similarity in sound to some of the better soul of the '60s. Good instrumental solos also peppered throughout package, offering a jazz and big band flavor from time to time as well as disco.

**Best cuts:** "Screamin'," "Turn This Thing Around," "There It Is," "You Needn't Worry Now," "Freedom Of The Mind" (sounds a bit like Chicago).

**Dealers:** Casablanca has strong track record in soul/pop.

## Billboard's Recommended LPs

### pop

**SHAKTI**—WITH JOHN McLAUGHLIN, Columbia PC 34162. Yet another direction for McLaughlin, this time in the area of acoustic guitar with Indian backing. Featuring some very forceful guitar playing and some feverish work by four Indian masters, this LP should pull in airplay. Still, make the consumer aware of this new musical direction, so that they are not surprised after purchasing it. McLaughlin is a musical

(Continued on page 86)

**Spotlight**—The most outstanding of the week's releases and those with the greatest potential for top of the chart placement; picks—predicted for the top half of the chart in the opinion of the reviewer; recommended—predicted to hit the second half of the chart in the opinion of the reviewer, or albums of superior quality. Albums receiving a three star rating are not listed. Review editor: Bob Kirsch; reviewers: Eliot Siegel, Nat Freedland, Gerry Wood, Colleen Clark, Jim Fisher, Jim Melanson, Is Horowitz, Bob Kirsch.

**Your memory will live on  
as part of my life.**

**Bill Darnell**

**Neil Bogart**

# Jazz

## Ferguson To Summer Olympics

### 3 Montreal Dates For His Band On Global Television

By ELIOT TIEGEL

LOS ANGELES—Maynard Ferguson and his 13-piece band will be performing for Summer Olympic athletes, Olympic fans and for a worldwide television audience on the closing day of the games.

Ferguson, on the road nine months of the year, has been booked for three appearances in conjunction with the Olympics in Montreal—his home town—on July 28 at the Place Des Arte (for the general public), in the Olympic Village the next day (for the athletes) and on the closing telecast Aug. 1 when he blows out the Olympic flame with his trumpet.

All this Olympics activity pleases Ferguson, whose career is on a high artistic and commercial level as a result of his Columbia LPs plus his steady diet of concerts and music appreciation programs for junior high schools, high schools, colleges and open concerts.

In fact, Ferguson says he estimates the average age of the people who now hear his swinging, rip-roaring band is 17.

Ferguson boastfully speaks of being seen on the closing ABC-TV telecast by "two billion people." "It's really Barnum & Bailey," he says from his Ojai, Calif., home before departing on a tour of the Midwest and then back to California and Japan in June. "A member of the Olympic Committee came up with the idea."

The idea for the currently popular—and innovative LP—"Primal Scream" is a result of discussions between the trumpeter, Bruce Lundvall, Columbia's vice president-



**Maynard Ferguson:** blowing his way along contemporary lines.

general manager, and Bob James, arranger extraordinaire.

The disco-flavored tempo to the title tune plus "Pagliacci" has so enthused Ferguson that he now features both numbers in his concerts, "Pagliacci" the closing number for the first half of the show.

An interesting sidelight to the LP is that both Bob James and Chick Corea (who both play piano on various cuts) worked with Ferguson bands of earlier days.

Ferguson says he prefers to work in today's milieu rather than being quagmired in nostalgia, although if he wanted to, he could easily tap all the kinds of music he's played as bandleader and small group leader.

The latter period he refers to as his "Birdland days" when "Maria" was his flagwaver ad nauseum.

So he finds fathers who used to hear him play his high-noted "Maria" in the late 1950s now bringing their teenage kids to his concerts.

Ferguson still goes after and scales the high register on his own designed MF Horn, but he's also playing two other instruments of his own design: a Superbone—a combination valve and slide trombone and a Firebird, a combination valve and slide trumpet.

And since the Shure company provides him with all his sound equipment on the road, he can recreate all the electronic effects achieved and devised in the studio. "I don't want to go back to sounding like that other era, my 'Maria' period," he says.

Back in the U.S. four years now after living in England and India five years, Ferguson's current band encompasses one alto, tenor and baritone sax (the reeds all double on soprano and flutes); one tenor trombone and bass trombone, one drummer, one bassist (who plays both upright and electric) and a pianist (who plays the typical array of keyboards).

"I travel nine months," he explains, "because I refuse to travel 12 months. I take a 12-week tour and take three weeks off. That way your mind gets relaxed and you think about what you want to get into as a writer or player and arranger."

The 48-year-old leader speaks of  
(Continued on page 93)

MAY 8, 1976, BILLBOARD

## JAZZ ITALIANO

By DANIELE CAROLI

MILAN—While general interest in jazz seems to be constantly increasing all over Italy, Dischi Ricordi has acquired the distribution rights for the important ECM catalog.

First issues, spread through April, included new albums by Keith Jarrett, Gary Burton, Jan Garbarek and Enrico Rava. Then, gradually, ECM's previous releases will be made available in the market.

All the records will be imports as the deal, according to the German label's usual policy, excludes local manufacturing.

ECM is the young but already established jazz label, based in Munich. It was founded in 1970 by Mansfred Eicher, a musician who was into production and publishing.

Six months later he was joined by Thomas Stowsand, a cellist and flutist featured in "Just Music," ECM's second release after an album by Mal Waldron, and he now takes care of distribution and promotion, allowing Eicher to concentrate on production.

Recently the label's staff was augmented to four to handle a catalog now made up of 80 albums, including 10 on the JAPO label.

In most cases, the label has no exclusive contracts with its musicians, but they still end up recording only for ECM or JAPO. "It has become a kind of a family, because nearly all the artists are personal friends of ours as well," says Stowsand.

Says Stowsand: "Till now, our records were distributed in Italy by an independent importer. He was all right but it got too much for him with the increase in catalog. We needed a larger company which

## Jazz Beat

LOS ANGELES—KYAC-FM in Seattle has been broadcasting jazz 24 hours and in Sansui QS matrix quad, writes the station's Joseph Schwartz. "We have found the Northwest responsive to our jazz sound," he writes. "Grover Washington sold out twice in the 2,600-seat Paramount Northwest, shows cosponsored by KYAC."

Schwartz claims three FM rockers have begun playing some jazz acts like Stanley Turrentine. Station hopes to go to 50,000 watts and has on order \$100,000 in new equipment.

Artists programmed on the outlet include John Klemmer, Grover Washington Jr., Chuck Mangione, Harvey Mason, Les McCann, Charlie Byrd, Eric Kloss, George Duke, Tom Scott, Esther Phillips, Pat Martino, Charles Earland, for example.

Marc Dulberger of the 1912 Overture store and Music Man One Stop in Random Lake, Wisc., outside Milwaukee, writes that he feels the Kool Jazz Festival is misleading the public in that it's not presenting jazz but r&b disco music. He says the festival is an "advertising rip-off" and feels the promoter should change the name to more accurately reflect the kinds of music it is now presenting.

The Jazz Seen, producers of a festival in Santa Barbara, Calif., are presenting a three

(Continued on page 93)

only country in the world where you can get 5,000-8,000 people in for a jazz concert. I'm not sure if it is just the music. I reckon it is more political.

"Maybe 10% of the audience in Italy is really into the music and the rest is there because of the political implications. Furthermore, I understand there have not been many rock concerts in Italy over the past few years. But it's a very good experience, though, a kind of musical education."

In fact, most of the jazz events in the last few months have been either organized or openly sponsored by political parties—the Socialists, Communists and other left-wing organizations.

The interest in jazz has been largely increased by such concerts and festivals.

As for future ECM plans, Stowsand says: "We want to keep the company small. As we are organized now, we have full control and there is no confusion, not too many people on whom to depend."

"Till now, we have proved we can do a good job and there is more evidence to come, with new albums by Kenny Wheeler, with Keith Jarrett, Dave Holland and Jack Johnette, Gary Burton's Quintet, Eberhard Weber with Charlie Mariano, Collin Walcott, DeJohnette and his group and Jan Garbarek.

As regards Ricordi, the deal with ECM represents one more step in its direction towards jazz. Luigi Mantovani, international manager, is convinced that in Italy contemporary jazz could soon become as important as British rock was in the late 1960s.

(Continued on page 93)

Billboard SPECIAL SURVEY For Week Ending 5/8/76  
(Published Every Two Weeks)

## Billboard Best Selling Jazz LPs®

This Week	Last Report	Weeks on Chart	Title Artist, Label & Number (Distributing Label)
1	4	5	<b>BREEZIN'</b> George Benson, Warner Bros. BS 2919
2	1	26	<b>CITY LIFE</b> Blackbyrds, Fantasy F 9490
3	2	28	<b>FEELS SO GOOD</b> Grover Washington Jr., Kudu 24 S1 (Motown)
4	19	3	<b>BLACK MARKET</b> Weather Report, Columbia PC 34099
5	3	10	<b>THE LEPRECHAUN</b> Chick Corea, Polydor PD 6062
6	25	3	<b>LOOK OUT FOR #1</b> Brothers Johnson, A&M SP 4567
7	9	5	<b>ROMANTIC WARRIOR</b> Return To Forever, Columbia PC 34076
8	5	8	<b>OPEN YOUR EYES YOU CAN FLY</b> Flora Purim, Milestone M 9065 (Fantasy)
9	18	5	<b>REFLECTIONS OF A GOLDEN DREAM</b> Lonnie Liston Smith & The Cosmic Echoes, Flying Dutchman BDL1-1460 (RCA)
10	17	13	<b>SECOND CHILDHOOD</b> Phoebe Snow, Columbia PC 33952
11	8	17	<b>MYSTIC VOYAGE</b> Roy Ayers Ubiquity, Polydor PD 6057
12	6	26	<b>TOUCH</b> John Klemmer, ABC ABCD 922
13	7	26	<b>PLACES AND SPACES</b> Donald Byrd, Blue Note BN-LA549-G (United Artists)
14	10	13	<b>BACK TO BACK</b> Brecker Brothers, Arista AL 4061
15	15	10	<b>I HEAR A SYMPHONY</b> Hank Crawford, Kudu KU 26 S1 (Motown)
16	20	5	<b>PRIMAL SCREAM</b> Maynard Ferguson, Columbia PC 33953
17	12	30	<b>KOLN CONCERT</b> Keith Jarrett, ECM 1064/65 (Polydor)
18	13	10	<b>LAND OF THE MIDNIGHT SUN</b> Al DiMeola, Columbia PC 34074
19	21	5	<b>LIFE &amp; TIMES</b> Billy Cobham, Atlantic SD 18166
20	26	5	<b>AURORA</b> Jean-Luc Ponty, Atlantic SD 18163
21	11	36	<b>PRESSURE SENSITIVE</b> Ronnie Laws, Blue Note BN-LA452-G (United Artists)
22	22	23	<b>TRIDENT</b> McCoy Tyner, Milestone 9063 (Fantasy)
23	23	8	<b>ODYSSEY</b> Charles Earland, Mercury SRM-1-1049 (Phonogram)
24	14	23	<b>NEW YORK CONNECTION</b> Tom Scott, Ode SP 770033 (A&M)
25	27	14	<b>TROPEA</b> Marlin 2200 (TK)
26	16	28	<b>JOURNEY TO LOVE</b> Stanley Clarke, Nemperor NE 433 (Atlantic)
27	30	10	<b>HOUSE OF THE RISING SUN</b> Idris Muhammad, Kudu KU 27 S1 (Motown)
28	29	63	<b>MISTER MAGIC</b> Grover Washington Jr., Kudu KU 20 S1 (Motown)
29	<b>NEW ENTRY</b>		<b>MAGICAL SHEPARD</b> Miroslav Vitous, Warner Bros. BS 2925
30	<b>NEW ENTRY</b>		<b>MOONSHADOWS</b> Alphonso Johnson, Epic PE 34118
31	32	8	<b>WARM &amp; SONNY</b> Sonny Criss, ABC/Impulse ASD 9312
32	33	8	<b>THAT IS WHY YOU'RE OVERWEIGHT</b> Eddie Harris, Atlantic SD 1683
33	<b>NEW ENTRY</b>		<b>MR. FATHEAD</b> David Newman, Warner Bros. 2917
34	34	3	<b>JACO PASTORIUS</b> Epic PE 33949 (Columbia)
35	37	3	<b>STARBRIGHT</b> Pat Martino, Warner Bros. BS 2921
36	38	5	<b>BLACK MIRACLE</b> Joe Henderson, Milestone M 9066 (Fantasy)
37	<b>NEW ENTRY</b>		<b>THIS MOTHER'S DAUGHTER</b> Nancy Wilson, Capitol ST 11518
38	<b>NEW ENTRY</b>		<b>FOR ALL WE KNOW</b> Esther Phillips With Beck, Kudu 28 S1 (Motown)
39	39	5	<b>KENTON '76</b> Stan Kenton, Creative World ST 1076
40	40	3	<b>FOOTPRINTS</b> Pat Martino, Muse MR 5096

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COUNTDOWN



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Lateef performs in a remarkably temporary mode as the music is heightened by a smooth rhythmic which features the use of dual percussion and Lateef himself on flute, tenor and argot. (SJJL 2205)

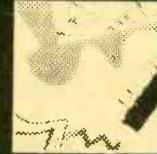
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SPONTANEOUS COMBUSTION



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Erroll Garner is a remarkable pianist who has always possessed a unique interpretive ability with the best standards of American popular music. On "The Elf," Garner's magnificent technique shines throughout. (SJJL 2207)



Distributed by Arista Records.

Jerry Wexler

April 18, 1977

Dear Clive:

The package of Savoy reissues just arrived and I want to extend you my sincere thanks and congratulations.

As I look at the jackets I must tell you that I get goose bumps. I don't know if I'm reacting as a record person or a fan (some of both, most likely), but the mere fact of these records reappearing plus the virtuoso stroke of beginning the liner notes on the front covers is making me resonate with delight. Each record has the aspect of a hot news item, and so a sense of immediacy and urgency and vitality emerges.

And rightly so, because these records are news—for today and tomorrow and from now on.

My respects and affection,

Jerry

## The Historic Savoy Recording Sessions

LESTER YOUNG,  
PRES/THE COMPLETE  
SAVOY RECORDINGS



2-RECORD SET  
SAVOY 1181

"Pres" is an incredible double-LP presenting the entire body of Lester Young's Savoy work, comprising thirty-five tracks in all, including eight pieces which were previously unavailable. (SJJL 2202)

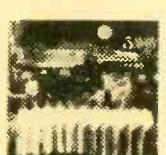
MILT JACKSON  
SECOND NATURE



2-RECORD SET  
SAVOY 1182

On this set, Jackson's superb performances are accompanied by tenor master Lucky Thompson, pianist Hank Jones and long time MJQ cohort and drummer extraordinaire Kenny Clarke. (SJJL 2203)

THE CHANGING FACE  
OF HARLEM



2-RECORD SET  
SAVOY 1183

"Swing" and "Jump" music from the 1940's. Among the performers are Buck Ram's All Stars, Pete Brown's Band, Lionel Hampton, and Tiny Grimes with Charlie Parker. (SJJL 2208)

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# Traditional



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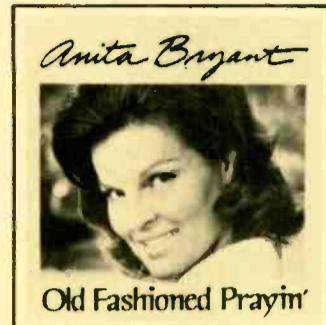
Anita Kerr  
GENTLE AS MORNING  
WST8646



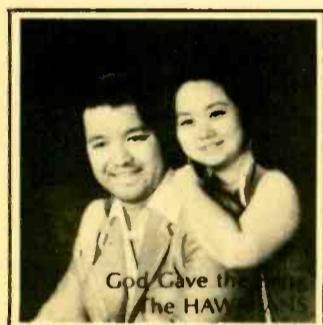
Tom Netherton  
WHAT A FRIEND . . .  
WST8667



Pat Boone  
HYMNS WE LOVE  
WST8664



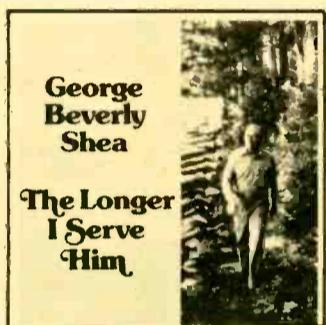
Anita Bryant  
OLD FASHIONED PRAYIN'  
WST8670



The Hawaiians  
GOD GAVE THE SONG  
WST8715



Evie  
AGAIN  
WST8642



George Beverly Shea  
THE LONGER I SERVE HIM  
WST8671

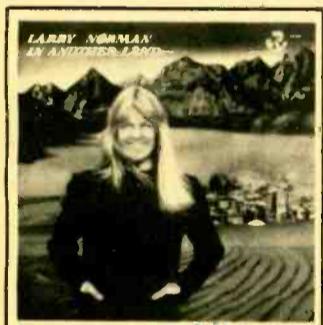


Dale Evans  
HEART OF THE COUNTRY  
WST8658

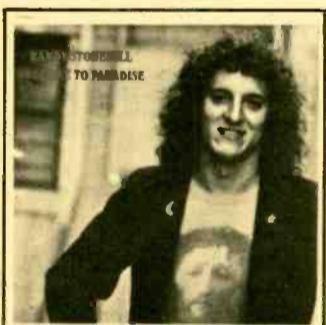


Johnny Mann  
THE CHURCH'S  
ONE FOUNDATION  
LS5656

# Contemporary Gospel



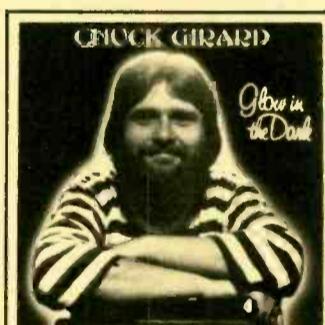
Larry Norman  
IN ANOTHER LAND  
SRA2001



Randy Stonehill  
WELCOME TO PARADISE  
SRA2002



Honeytree  
EVERGREEN  
MSA6553



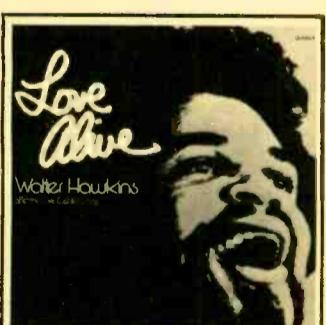
Chuck Girard  
GLOW IN THE DARK  
GNR8103



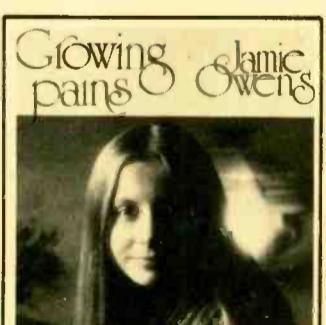
Lamb  
LAMB III  
LBA1003



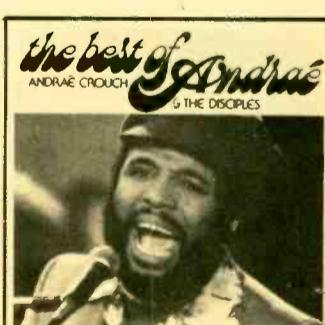
Love Song  
GNR8100



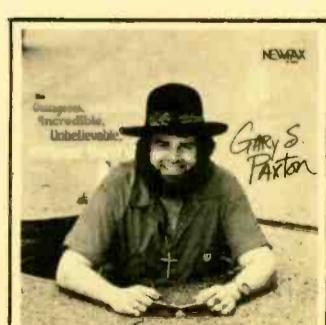
Walter Hawkins  
LOVE ALIVE  
LS5686



Jamie Owens  
GROWING PAINS  
LS5684



Andraé Crouch  
THE BEST OF  
ANDRAÉ CROUCH  
LS5678



Gary S. Paxton  
THE ASTONISHING,  
OUTRAGEOUS,  
AMAZING, INCREDIBLE,  
UNBELIEVABLE, DIFFERENT  
WORLD OF  
GARY S. PAXTON  
NP33005

Number of singles reviewed  
this week 109 Last week 113

# Top Single Picks

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## Country

**TOM T. HALL**—*Negatory Romance* (2:57); producer: Jerry Kennedy; writer: Tom T. Hall; publisher: Hallnote, BMI. Mercury 73795. If CB lingo invades the lyrics of Tom T. Hall, then the craze has reached its climax. That's what happens in this commercial outing. Though the Hall-written record isn't one of his most memorable songs lyrically, it's a timely tune that will do well for him.

**SONNY JAMES**—*When Something Is Wrong With My Baby* (2:59); producer: George Richey; writers: David Porter-Isaac Hayes; publisher: Pending, BMI. Columbia 3-10335. Always trying something new, Sonny takes a great Porter-Hayes song, gives it a bluesy '50s feel, and adds some brilliant guitar and piano work for a fresh, invigorating treatment that carries strong crossover potential, plus enough power to give it a strong ride up the country chart. George Richey's production excels.

**PORTER WAGONER AND DOLLY PARTON**—*Is Forever Longer Than Always* (2:30); producer: Porter Wagoner; writers: Porter Wagoner-Frank Dycus; publisher: Owepar, BMI. RCA PB-10652. The time-proven duet scores with another strong love ballad. Porter's steady production on the song he co-wrote, and Dolly's sensitive singing, mold this effort into a natural chart item.

**DON GIBSON**—*Doing My Time* (2:32); producer: Wesley Rose; writer: Jimmie Skinner; publisher: Fred Rose, BMI. Hickory H-372. An uptempo change of pace from Gibson with an infectious background throb provided by the musicians and the Lea Jane Singers. Wesley Rose uses more background drive than in any of his previous productions—with great results. Gibson sings the Jimmie Skinner song to perfection.

**RANDY CORMOR**—*Heart Don't Fail Me Now* (3:05); producer: A.V. Mittelstedt; writer: L. Jones; publisher: Publicare, ASCAP, ABC/Dot DOA-17625. Tremendous singing by Cormor on a "Daddy, Don't You Walk So Fast" theme. Another strong Texas Country song with lively Lone Star production, bright instrumentation and powerful tear-jerking lyrics.

**JONI LEE**—*Angel On My Shoulder* (2:27); producer: Snuffy Miller; writer: Shelby Flint; publisher: Warner-Tamerlane, BMI. MCA 40553. A ballad as soft as chiffon, tendered beautifully by Conway's daughter. Sensitively produced by Snuffy Miller, the record will further stimulate young Joni's young career.

## recommended

**JOHNNY RUSSELL**—*This Man And Woman Thing* (2:30); producer: Roy Dea; writers: Jerry Strickland-Johnny Russell; publisher: Rogan, BMI. RCA JH-10667.

## recommended

**WET WILLIE**—*Everything That 'cha Do (Will Come Back to You)* (3:18); producer: Paul Hornsby; writer: Ricky Hirsch; publisher: No Exit Music, BMI. Capricorn 0254 (Warner Bros.).

**OUTLAWS**—*Breaker-Breaker* (2:55); producer: Paul A. Rothchild; writer: H. Thomasson; publisher: Hustlers, BMI. Arista 0188.

**CILLA BLACK**—*Fantasy* (3:15); producer: David MacKay; writer: Will Jennings; publisher: Irving Music, BMI. Private Stock 45.077.

**LOVE MACHINE**—*Disco Babies* (3:30); producers: Steven Duboff & Tony Powers; writers: Steven Duboff & Tony Powers; publishers: American Broadcasting Music, ASCAP & ABC/Dunhill, BMI. Arista 0187.

**ROB GRILL & THE GRASS ROOTS**—*Out In The Open* (2:47); producers: Dennis Lambert, Brian Potter & Rob Grill; writers: Lambert & Potter; publishers: ABC/Dunhill/One Of A Kind, BMI. Haven 802 (Arista).

**BOBBY GOLDSBORO**—*A Butterfly For Bucky* (3:46); producers: Denny Diante & Bobby Goldsboro; writers: B. Goldsboro-D. Cox; publishers: Unart/Pen In Hand, BMI. United Artists XW793.

**MICHEL POLNAREFF**—*Lipstick* (3:33); producer: Michel Polnareff; writer: Michel Polnareff; publisher: Oxygen, ASCAP. Atlantic 45-3330.

**AUSTIN ROBERTS**—*This Time I'm In It For Love* (3:32); producer: Bob Montgomery; writers: Steve Pippin-Larry Keith; publisher: Windchime, BMI. Private Stock 45.080.

**JOEL SONNIER**—*He's Still All Over You* (2:55); producer: Glenn Keener; publishers: Hall Clement/Maplehill/Vogue, BMI. Mercury 73796.

**JERRY JORDAN**—*Don't Call Me ... I'll Call You* (6:25); producer: Bud Andrews; writers: Jordan-Andrews-Wilkes; publishers: Leeds/International Doorway, ASCAP. MCA 1935.

**JOHNNY DEAN**—*I.O.U.* (5:57); writers: L. Markes-J. Dean; publisher: Plainview, BMI. Casino GRT 052.

**PRICE MITCHELL**—*Tra-La-La-La Suzy* (2:50); producers: Nelson Larkin-Dick Heard; writers: B. Jones-W. Young; publisher: Just Music, BMI. GRT 050.

**AL BOLT**—*Family Man* (2:59); producer: Scotty Turner; writer: Bill Martin; publisher: September, ASCAP. Cin-Kay CK-103.

**JACK PARIS**—*I Am The Words* (2:33); producer: Dan Hoffman; writer: Don King; publisher: Dunbar, BMI. 2-J Records, IRDA-224-A.

**NASTY CITY**—*Disco Baby* (3:15); producer: Norman B. Fowler; writers: D. Jones & H. Jones; publisher: West Gulf, BMI. Hit-Bound 107.

**JIMMY JAMES & THE VAGABONDS**—*I'll Go Where Your Music Takes Me* (3:23); producer: Biddu; writer: Biddu; publisher: Chappell & Co., ASCAP. Pye 71068.

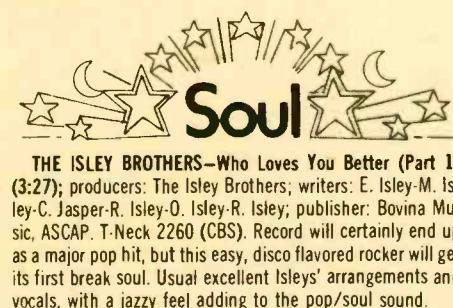
**CALHOON**—*Soul Man* (3:19); producer: Walt Kahn; writers: Isaac Hayes-David Porter; publisher: East-Memphis/Pronto, BMI. Warner-Spector 0407 (Warner Bros.).

**ALFIE KAHN SOUND ORCHESTRA**—*Law Of The Land* (2:59); producers: Peter Capeller-George Gschwendler; writer: Norman Witfield; publisher: Stone Diamond, BMI. Atlantic 45-3329.

**LEROY HUTSON**—*Lover's Holiday* (3:08); producer: Leroy Hutson; writers: L. Hutson-M. Hawkins; publishers: Silent Giant Music/Aopa, ASCAP. Curtom 0117 (Warner Bros.).

**SYLVIA**—*L.A. Sunshine* (3:40); producer: Sylvia M. Burton; writers: P. Terry, M. Burton; publisher: Mighty Three, BMI. Vibration 567 (All Platinum).

**SIDE EFFECT**—*Always There* (3:27); producer: Wayne Henderson; writers: Allen-Laws-Jeffery; publishers: Fizz/At-Home, ASCAP. Fantasy 769.



**THE ISLEY BROTHERS**—*Who Loves You Better (Part 1)* (3:27); producers: The Isley Brothers; writers: E. Isley-M. Isley-C. Jasper-R. Isley-O. Isley-R. Isley; publisher: Bovina Music, ASCAP. T-Neck 2260 (CBS). Record will certainly end up as a major pop hit, but this easy, disco flavored rocker will get its first break soul. Usual excellent Isleys' arrangements and vocals, with a jazzy feel adding to the pop/soul sound.

**DONNA SUMMER**—*Could It Be Magic* (3:15); producers: Giorgio Moroder & Pete Bellotte; writers: B. Manilow, A. Anderson; publishers: Kamikazi/Angel Dust, BMI. Oasis 405 (Casablanca). Summer takes on a Diana Ross sound as she moves through another smooth disco production. Good words, good singing and some heavy breathing from the Queen of the Heavy Breathers. Expect rapid pop crossover. Flip: *Whispering Waves* (4:50); producer: Same; writers: P. Bellotte, G. Moroder; publishers: Sunday/Rick's, BMI.

## recommended

**THE FACTS OF LIFE**—*Caught In The Act (Of Gettin' It On)* (3:45); producer: Millie Jackson; writers: H. Banks-C. Hampton; publisher: Irving, BMI. Kayvette 5126 (T.K.).

**GRAHAM CENTRAL STATION**—*Love* (3:30); producer: Larry Graham; writer: Larry Graham; publisher: Ninteen Eighty Foe Music, BMI. Warner Bros. 8205.

**JACKIE MOORE**—*It's Harder To Leave* (3:16); producer: Brad Shapiro; writer: Clarence Reid; publisher: Sherlyn, BMI. Kayvette 5125 (T.K.).



## First Time Around

**FOOLS GOLD**—*Rain, Oh Rain* (3:48); producer: Glenn Frey, writer: D. Henson; publishers: Frank Snare/Big Shorty, ASCAP. Morning Sky 700 (Arista). From the well received LP comes the first single from the group that is becoming known as more than just Dan Fogelberg's backup. Good easy country rock is as competent as anything else being done in this genre.

**STIRLING SILVER**—*Sunshine (When I Got You)* (3:35); producers: Meco Monardo, Tony Bongiovi and Jay Ellis; writer: R. Dee; publisher: ATV, BMI. Columbia 3-10329. Strong soul record that sounds a bit like Christine McVie of Fleetwood Mac. Disco, but no obnoxiously so. Good mid-tempo cut.

**KEN WILLIAMS**—*Thanks For The Laughs* (2:49); producer: Delano; writers: K. Williams-J.R. Bailey; publisher: ADISHATUNES, BMI. Cream 7605. Very good soul cut with rich, easy vocals, good production and excellent use of title as hook. Pop play also possible.

Picks—a top 30 chart tune in the opinion of the review panel which voted for the selections published this week; recommended—a tune predicted to land on the Hot 100 between 31 and 100. Review editor—Bob Kirsch.

## Continued from page 80

master and in this soft surrounding it was never more evident. Best cuts: Because the album was recorded live, both sides are composed of long selections with various movements—each suitable for programming.

**JOHNNY RIVERS**—*Wild Night*, United Artists UA-LA 486-G. New material as Rivers owed an LP to U.A. Usual good work from Rivers and friends Jim Gordon, Dean Parks, Joe Osborn, Larry Carlton and others in covering well known songs as well as handling less familiar cuts. Distinctive Rivers cross between rock and country, which has won him fans for over a dozen years, continues to show well. Best cuts: "Wild Night," "Brown Eyed Handsome Man," "Rain Song," "Louisiana Man."

**BILLY SWAN**, Monument PZ 34183 (CBS). Best overall LP Swan has come up with, using such stellar musicians as Carl Perkins, Scotty Moore, Reggie Young, Dennis Linde, Tim Krelle, John Christopher, Mike Leech, Bobby Emmons and the Jordaniaries on vocals as the artist matches his modern rockabilly style with a perfect selection of uptempo, fun songs. One of the more distinctive vocal styles in pop and one that never wears thin. Good production from Chip Young and Swan. Best cuts: "Just Want To Taste Your Wine," "I Got It For You," "Vanessa," "Lucky," "Blue Suede Shoes."

**RUBETTES**—State/MCA 2193 (MCA). The Rubettes broke onto the pop scene several years back with an incredibly catchy "oldie" styled cut called "Sugar Baby Love." The debut LP is full of catchy oldie styled cuts conjuring up memories of the Beach Boys, Fleetwoods, Five Satins and others. Fun for a novelty, but the wisdom of an entire LP of this type of set with its '50's leads and oldie styled vocals is dubious. Still, one cut, "Sha Na Na Song," is one of the finest rockers of the year and one that could end up as a smash. Cut makes the whole package worthwhile. Best cuts: "Sha Na Na Song," "Judy Run Run," "Tonight," "Sugar Baby Love."

**RUSS BALLARD**—*Winnings*, Epic PE 34093 (CBS). Ballard, best known as a one-time member of Argent and as Roger Daltrey's latest producer, offers an LP of 10 clear, clean rock cuts that remind one of the best work of Boz Scaggs—pleasant and easy to listen to, well produced, arranged, written and sung but totally lacking in any pretension. Title cut is an

excellent rock cut already pulling in East Coast FM play. Best cuts: "Winning," "Free At Last," "Cuckoo," "Weekend."

**LESLY GORE**—*Love Me By Name*, A&M SP-4564. Excellent LP, keyed by more versatility than the artist showed in all her days of big Top 40 hits. Strong singing, be it on ballads, rockers or mid-tempo material. Fine production from Quincy Jones, but the real star is Leslie, who has developed into a real stylist, writes well (LP written with lyricist Ellen Weston) and could easily move back to the pop forefront. Best cuts: "Paranoia," "Love Me By Name," "Immortality," "Along The Way."

**GRAM PARSONS/FLYING BURRITO BROS.**—*Sleepless Nights*, A&M SP-4578. Mix of unreleased tracks, Burrito cuts and solo material is primarily country and demonstrates just how far ahead of today's country "trend" Parsons was. Liners from Emmylou Harris. Best cuts: "Tonight The Bottle Let Me Down," "Honky Tonk Woman," "Together Again."

**STEVE GOODMAN**—*Words We Can Dance To*, Asylum 7E-1061. Singer-songwriter takes on rock, blues, country, straight ballads and a number of other formats with his mild, pleasing voice and clever songs and comes up with most universally appealing LP to date. Goodman already has a large cult following, and package here offers a bit of something for everyone to enjoy. Best cuts: "Tossin' And Turnin'," "Unemployed," "Banana Republic," "That's What Friends Are For."

**FAIRPORT CONVENTION**—*Fairport Chronicles*, A&M SP-3530. Double package of the most interesting material cut by this pioneering and sustaining British folk band includes the versions of the group featuring Richard Thompson, Sandy Denny and Ian Matthews. One of the best and most deserving such sets, with well done, explanatory and background notes from Jim Bickhart and Sam Sutherland. All cuts worthwhile.

**SAVOY BROWN**—*Skin 'N' Bone*, London PS 670. Veteran British blues boogie band is still chugging along, starting here with an untypical, smooth rock cut but soon shifting into its familiar blues rock. Two long jams take up side two, including a 12-minute live cut. Usual strong guitar from Kim Simmonds. Most consistent of this type of band, and one that has outlasted all the others. Best cuts: "Get On Up and Do It," "Part Time Lady," "Walkin' And Talkin'."

**MAC & KATIE KISSON**—*The Two Of Us*, State/MCA 2192. Pleasant, inoffensive rock from couple who from time to time let a tinge of soul creep into their work but generally remain neutral in sound. Good harmonies, good alternating lead vocals, strong pop oriented production from Wayne Bickerton and Tony Waddington and elements of rock, pop, disco. Technically well done, but no real identity created. Best cuts: "Don't Do It Baby," "Sugar Candy Kisses."

**T.V.'S GREATEST DETECTIVE HITS**—John Gregory Orchestra, Mercury SRM-1-1089. Twelve well done TV themes. In a year when TV themes seem to be the biggest thing on the radio, this set should become a steady catalog item. Best cuts: "Cannon," "Kojak," "Policewoman."

**JOHNNY WAKELIN**—*Reggae Soul & Rock 'n' Roll*, Pye 12128. Excellent mix of soul, rock and reggae from man who had a sizable hit with "Black Superman." Versatile set showcases ability to handle different modes and moods. Best cuts: "In Zaire," "Sleep On Baby," "Out Of Time," "You Got The Bug," "Black Superman."

**SHAWN PHILLIPS**—*Rumpelstiltskins Resolve*, A&M, SP-4582. Usually pleasant Phillips set of pretty songs, well handled vocals and relaxing instrumentals. Best cuts: "Early Morning Hours," "Hie Away."

**STREETWALKERS**—*Red Card*, Mercury SRM-1-1083. Second LP for former Family members Roger Chapman and Charlie Whitney and ex-Jeff Beck keyboardist Bob Tench along with Jon Plotel and Nicko, is another batch of rockers helped by Chapman, who remains one of rock's better vocalists and retains the sound he popularized with Family. Best cuts: "Daddy Rolling Stone," "Decadence Code."

**COKE ESCOVEDO**—*Comin' At Ya*, Mercury SRM-1-1085. Percussionist comes up with a mix of Latin, pop, soul and disco which is skillful if not spectacular. Lots of intricate, rapid fire percussion, some good guitar work from Abel Zarate and guest Gabor Szabo, well done backing vocals from Julia, Maxine and Myrna Waters and a couple of cuts reminiscent of Escovedo's Santana days. Cuts with emphasis on instrumental work and smooth production work best. Best cuts: "Backseat," "Diamond Dust/Vida," "The Breeze And I," "Somebody's Comin'."

**GROUNDHOGS**—*Crosscut Saw*, United Artists UA-LA603-G. The Groundhogs, under Ace British guitarist Tony "TS" McPhee, built up quite a cult following in the past with its blues-based rock. Now McPhee is back with a new band, bringing his same skilled mix of urban and country blues and his stellar guitar work. Good licks as well from second guitarist Dave Wellbelove. Not for the wide commercial audience, but an artist of McPhee's calibre deserves exposure. Best cuts: "Crosscut Saw," "Boogie Withus," "Mean Mistreater," "Eleventh Hour."

**MADELINE BELL**—*This Is One Girl*, Pye 12128. Long-time British star comes up with a viable, versatile solo set featuring rockers, ballads, covers of well known hits and newer material. Good powerful vocals with pop and soul appeal. Best cuts: "This Is One Girl," "Delta Lady," "You've Got What It Takes," "Dance, Dance, Dance."

**LAA JETS**—RCA APL1-1547. Okay rock band fronted by Karen Lawrence, latest blues rock belter to get a company push. Best cuts: "It Takes A Lot To Laugh, It Takes A Train To Cry," "Music Is My Life."

**WOODY HARRIS**—*American Guitar Solos*, Arhoolie 4008. Thirteen guitar solos, ranging from blues to patriotic to traditional material, all well done. Solo acoustic guitar at its best. All cuts excellent.

**THE ROSESHIP STRING BAND**—*Flying Fish* FF 013. Very pretty folk music in the traditional vein, both instrumentals and vocals. Particularly good vocals from Connie Korak. Autoharps, jew's-harps, mandolins, dulcimers used extensively. Best cuts: "Debonair Dan," "A Bar Fantasy," "Blues Wallpaper."

## jazz

**MARY LOU WILLIAMS**—*Live At The Cookery*, Chiaroscuro CI 146. Surprisingly enough, this is the first solo LP by one of the world's finest jazz pianists. She's in fine form for the nine selections, and is aided by bassist Brian Torff. This LP will appeal to jazz listeners across the board. Best cuts: "Blue For Peter," "Roll 'Em," "The Surrey With The Fringe On Top," "I Can Get Started."

**"A Butterfly For Bucky"**  
(UAXW 793 Y)  
**Bobby Goldsboro's latest  
single sensation.**

The very fact that this record exists is proof that dreams do come true. Just listen and see. "A Butterfly For Bucky" Bobby Goldsboro.

**On United Artists Records.**



**Billboard****HOT 100****\* Chart Bound**

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TVC 15—David Bowie (RCA 10664)  
THE BOYS ARE BACK IN TOWN—Thin Lizzy  
[Mercury 73786 (Phonogram)]  
SEE TOP SINGLE PICKS REVIEWS, page 86

THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	
1	4	7	WELCOME BACK—John Sebastian (Steve Barri, John Sebastian), J. Sebastian, Warner/Reprise 1349	35	40	6	ANYTIME (I'll Be There)—Paul Anka (Denny Diante), P. Anka, United Artists 789	MCA	69	74	4	GET CLOSER—Seals & Crofts (Louie Shelton), J. Seals, D. Crofts, Warner Bros. 8190
2	2	13	RIGHT BACK WHERE WE STARTED FROM—Maxine Nightingale (Pierre Tubbs), P. Tubbs, V. Edwards, United Artists 752	36	42	6	FALLEN ANGEL—Frankie Valli (Bob Gaudio), D. Flett, G. Fletcher, Private Stock 45074	ALM	70	80	3	THINKING OF YOU—Paul Davis (Paul Davis), P. Davis, Bang 724 (Web IV)
3	3	13	BOOGIE FEVER—Sylvers (Freddie Perren), K. St. Lewis, F. Perren, Capitol 4179	37	43	6	MOVIN'—Brass Construction (Jeff Lane), R. Mueller, W. Williamson, United Artists 775	CPP	71	69	6	JASPER—Jim Stafford (Phil Gernhard), J. Stafford, D. Loggins, Polydor 14309
4	8	10	FOOLED AROUND AND FELL IN LOVE—Elvin Bishop (Allan Blazek, Bill Szymczyk), E. Bishop, Capricorn 0252 (Warner Bros.)	38	44	5	BARETTA'S THEME (Keep Your Eye On The Sparrow)—Rhythm Heritage (Steve Barri, Michael Omartian), M. Ames, D. Grusin, ABC 12177	MCA	72	88	2	I'LL BE GOOD TO YOU—Brothers Johnson (Quincy Jones), G. Johnson, L. Johnson, S. Sam, A&M 1806
5	12	5	SILLY LOVE SONGS—Wings (Paul McCartney), P. McCartney, Capitol 4256	39	52	3	I WANT YOU—Marvin Gaye (Leon Ware, T-Boy Ross), L. Ware, T-B. Ross, Tamla 54264 (Motown)	ALM	73	84	5	TURN THE BEAT AROUND—Vicki Sue Robinson (Warren Schatz), P. Jackson, G. Jackson, RCA 10562
6	7	12	SHOW ME THE WAY—Peter Frampton (Peter Frampton), P. Frampton, A&M 1795	40	62	2	SHOP AROUND—Captain & Tennille (The Captain, Toni Tennille), W. Robinson, B. Gordy, A&M 1817	CPP	74	85	2	COULD IT BE MAGIC—Donna Summer (Giorgio Moroder, Pete Bellotte for Say Yes Prod.), B. Manilow, A. Anderson, Oasis 405 (Casablanca)
7	10	6	LOVE HANGOVER—Diana Ross (Hal Davis), P. Sawyer, M. McLeod, Motown 1392	41	24	19	DREAM WEAVER—Gary Wright (Gary Wright), G. Wright, Warner Bros. 8167	WBM	75	90	2	DANCE WIT ME—Rufus Featuring Chaka Khan (Rufus), G. Christopher, ABC 12179
8	13	9	GET UP AND BOOGIE—Silver Convention (Michael Kunze), S. Levay, S. Prager, Midian International 10571 (RCA)	42	47	4	ONE PIECE AT A TIME—Johnny Cash (Charlie Bragg, Don Davis), W. Kemp, Columbia 3-10321	B-3	76	79	5	FOREVER LOVERS—Mac Davis (Rick Hall), S. Whipple, Columbia 3-10304
9	1	15	LET YOUR LOVE FLOW—Bellamy Brothers (Phil Gernhard, Tony Scotti), L.E. Williams, Warner Bros./Curb 8169	43	48	4	TAKIN' IT TO THE STREETS—Doobie Brothers (Ted Templeman), M. McDonald, Warner Bros. 8196	WBM	77	82	8	LOVE AND UNDERSTANDING (Come Together)—Kool & The Gang (Kool & The Gang for K. & G. Prod.), C. Smith, R. Bell, Kool & The Gang, De-Lite 1579 (PIP)
10	6	14	DISCO LADY—Johnnie Taylor (Don Davis), H. Scales, L. Vance, D. Davis, Columbia 3-10281	44	23	16	LONELY NIGHT (Angel Face)—Captain & Tennille (Daryl Dragon, Toni Tennille), N. Sedaka, A&M 1782	WBM	78	89	2	BETTER DAYS—Melissa Manchester (Vini Poncia), M. Manchester, C.S. Sager, Arista 0183
11	9	19	BOHEMIAN RHAPSODY—Queen (Roy Thomas), Mercury, Elektra 45297	45	55	5	IT'S OVER—Boz Scaggs (Joe Wissert), B. Scaggs, Columbia 3-10319	WBM	79	86	5	THAT'S WHERE THE HAPPY PEOPLE GO—Trammps (Baker, Harris, Young), R. Baker, Atlantic 3306
12	14	11	SHANNON—Henry Gross (Terry Cashman, Tommy West), H. Gross, Lifesong 45002	46	25	11	THERE'S A KIND OF HUSH (All Over The World)—Carpenters (Richard Carpenter), L. Reed, G. Stephens, A&M 1800	B-3	80	NEW ENTRY	IT MAKES ME GIGGLE—John Denver (Milton Okun), J. Denver, RCA 10687	
13	17	8	TRYIN' TO GET THE FEELING AGAIN—Barry Manilow (Ron Dante, Barry Manilow), D. Pomeranz, Arista 0172	47	20	10	LIVIN' FOR THE WEEKEND—D'Jays (Kenneth Gamble, Leon Huff), K. Gamble, L. Huff, C. Gilbert, Philadelphia International 3587 (Columbia/Epic)	B-3	81	81	5	ARMS OF MARY—Sutherland Brothers & Quiver (Howard Albert, Ron Albert for Fat Albert Prod.), I. Sutherland, Columbia 3-10284
14	18	15	SARA SMILE—Daryl Hall & John Oates (Christopher Bond, Daryl Hall, John Oates), D. Hall, J. Oates, RCA 10530	48	27	19	SWEET THING—Rufus Featuring Chaka Khan (Rufus), T. Maiden, C. Khan, ABC 12149	CPP	82	92	3	SIXTEEN TONS—Don Harrison Band (Don Harrison Band), M. Travis, Atlantic 3323
15	15	13	I DO, I DO, I DO, I DO, I DO—Abba (Bjorn Ulvaeus, Benny Andersson), B. Andersson, S. Andersson, B. Ulvaeus, Atlantic 3310	49	59	4	DON'T STOP IT NOW—Hot Chocolate (Mickie Most), E. Brown, Big Tree 16060 (Atlantic)	WBM	83	NEW ENTRY	BIGFOOT—Bro. Smith (J.C.P.I.), J. Cash, Big Tree 16061 (Atlantic)	
16	19	9	STRANGE MAGIC—Electric Light Orchestra (Jeff Lynne), J. Lynne, United Artists 770	50	50	7	FALLING APART AT THE SEAMS—Marmalade (Tom Macaulay), T. Macaulay, Ariola America 7619 (Capitol)	ALM	84	NEW ENTRY	YES, YES, YES—Bill Cosby (Stu Gardner), S. Gardner, B. Cosby, Capitol 4258	
17	21	8	MISTY BLUE—Dorothy Moore (Tommy Couch, James Stroud), B. Montgomery, Malaco 1029 (TK)	51	45	18	DREAM ON—Aerosmith (Adrian Barber for Frank Connelly & Contemporary Communications Corp.), S. Tyler, Columbia 3-10278	WBM	85	NEW ENTRY	TAKE THE MONEY AND RUN—Steve Miller Band (Steve Miller), S. Miller, Capitol 4260	
18	22	10	RHIANNON (Will You Ever Win)—Fleetwood Mac (Fleetwood Mac, Keith Olson), Nicks, Warner/Reprise 1345	52	41	5	WHEN LOVE HAS GONE AWAY—Richard Coccione (Catherine Arnoul), R. Coccione, M. Laberti, D. Rouby, 20th Century 2275	HAN	86	NEW ENTRY	IT'S COOL—Tymes (Billy Jackson), M. Yancy, C. Jackson, RCA 10561	
19	26	6	HAPPY DAYS (From The Paramount TV Series)—Pratt & McClain (Steve Barr, Michael Omartian), N. Gimbel, C. Fox, Warner/Reprise 1351	53	63	4	LOVE IS ALIVE—Gary Wright (Gary Wright), G. Wright, Warner Bros. 8143	WBM	87	NEW ENTRY	AFTERNOON DELIGHT—Starland Vocal Band (Milton Okun), B. Danoff, Windsong 10588 (RCA)	
20	46	3	FOOL TO CRY—Rolling Stones (Glimmer Twins), K. Richard, M. Jagger, Rolling Stones 19304 (Atlantic)	54	39	7	CAN'T HIDE LOVE—Earth, Wind & Fire (Maurice White, Charles Stepney), S. Scarbrough, Columbia 3-10309	CHA/HAN	88	91	3	KENTUCKY MOONRUNNER—Cledus Maggard & The Citizens' Band (Jerry Kennedy), J. Hugely, J. Kennedy, Mercury 73789 (Phonogram)
21	11	19	ONLY SIXTEEN—Dr. Hook (Ron Haffkin), S. Cooke, Capitol 4171	55	65	4	CRAZY ON YOU—Heart (Mike Flicker), A. Wilson, N. Wilson, Mushroom 7021	CPP	89	NEW ENTRY	MAKING OUR DREAMS COME TRUE (Theme From "Laverne & Shirley")—Cyn迪 Greco (Charles Fox, Janna Merlyn Feliciano for Mother Music Prod.), C. Fox, Gimble, Private Stock 45086	
22	5	20	SWEET LOVE—Commodores (James Carmichael, Commodores), L. Richie, Commodores, Motown 1381	56	67	2	ROCK AND ROLL LOVE LETTER—Bay City Rollers (Colin Frechter), T. Moore, Arista 0185	CHA	90	NEW ENTRY	IT SHOULD HAVE BEEN ME—Yvonne Fair (Norman Whitfield), N. Whitfield, W. Stevenson, Motown 1323	
23	29	9	COME ON OVER—Olivia Newton-John (John Farrar), B. Gibb, R. Gibb, MCA 40525	57	53	13	LORELEI—Styx (Styx), D. DeYoung, J. Young, A&M 1786	ALM	91	93	3	THE FONZ SONG—The Heyetones (aaa-ettes) (Jackie Mills), M.S. Fein, London 232
24	30	10	HAPPY MUSIC—Blackbyrds (Donald Byrd), D. Byrd, Fantasy 762	58	54	22	DEEP PURPLE—Donny & Marie Osmond (Mike Curb), P. De Rose, M. Parish, Kolob 14840 (MGM)	B-3	92	94	5	I WANT TO STAY WITH YOU—Gallagher & Lyle (David Kirshenbaum), Gallagher & Lyle, A&M 1778
25	16	20	DECEMBER 1963 (Oh What A Night)—Four Seasons (Bob Gaudio), B. Gaudio, J. Parker, Warner Bros./Curb 8168	59	57	13	ACTION—Sweet (Sweet For Chinebridge Ltd.), Scott, Priest, Connelly, Tucker, Capitol 4220	WBM	93	95	5	ALM
26	32	8	YOUNG BLOOD—Bad Company (Bad Company), Lieber, Stoller, Tomus, Swan Song 70108 (Atlantic)	60	78	2	NEVER GONNA FALL IN LOVE AGAIN—Eric Carmen (Jimmy Jenner), E. Carmen, Arista 0184	WBM	94	96	2	YOU GOT THE MAGIC—John Fogerty (John Fogerty), J. Fogerty, Elektra 45309
27	28	7	DON'T PULL YOUR LOVE/THEN YOU CAN TELL ME GOODBYE—Glen Campbell (Dennis Lambert, Brian Potter), D. Lambert, B. Potter/J. Loudermilk, Capitol 4245	61	58	21	TAKE IT TO THE LIMIT—Eagles (Bill Szymczyk), R. Meisner, D. Henley, G. Frey, Asylum 45293	WBM	95	97	3	THIS IS IT—Melba Moore (Van McCoy), V. McCoy, Buddah 519
28	34	5	LOVE IN THE SHADOWS—Neil Sedaka (Neil Sedaka, Robert Appere), N. Sedaka, P. Cody, Rocket 40543 (MCA)	62	66	6	EVERYDAY WITHOUT YOU—Hamilton, Joe Frank & Reynolds (Hamilton, Joe Frank & Reynolds), D. Hamilton, Playboy 6068	WBM	96	98	2	LET HER IN—John Travolta (Bob Reno), G. Benson, Midland International 10623 (RCA)
29	35	6	LOVE REALLY HURTS WITHOUT YOU—Billy Ocean (Ben Findon), B. Findon, L. Charles, Ariola America/GTO 7621 (Capitol)	63	61	14	MONEY HONEY—Bay City Rollers (Phil Wainman), Faulkner & Wood, Arista 0170	CPP	97	99	2	MOONLIGHT SERENADE—Bobby Vinton (Bob Morgan), M. Parish, G. Miller, ABC 12178
30	36	9	MORE, MORE, MORE (Part 1)—Andrea True Connection (Gregg Diamond), G. Diamond, Buddah 515	64	75	2	STILL CRAZY AFTER ALL THESE YEARS—Paul Simon (Paul Simon, Phil Ramone), P. Simon, Columbia 3-10332	ALM	98	NEW ENTRY	SAVE YOUR KISSES FOR ME—Brotherhood Of Man (Tony Hiller), T. Hiller, L. Sheridan, M. Lee, Pye 71066	
31	31	8	SHOUT IT OUT LOUD—Kiss (Bob Ezrin), G. Simmons, P. Stanley, B. Ezrin, Casablanca 854	65	76	4	MOONLIGHT FEELS RIGHT—Starbuck (Bruce Blackman, Mike Clark), B. Blackman, Private Stock 45039	WBM	99	100	2	'TIL I CAN MAKE IT ON MY OWN—Tammy Wynette (Billy Sherrill), T. Wynette, B. Sherrill, G. Richey, Epic 8-50196 (Columbia)
32	33	14	UNION MAN—Cate Brothers (Steve Cropper), E. Cate, E. Cate, S. Cropper, Asylum 45294	66	77	4	KISS AND SAY GOODBYE—Manhattans (Manhattans Prod. & Bobby Martin), W. Lovett, Columbia 3-10310	B-3	100	NEW ENTRY	OPEN—Smoky Robinson (Smoky Robinson), W. Robinson, N. Tarplin, P. Moffett, Tamla 54267 (Motown)	
33	37	7	I'VE GOT A FEELING (We'll Be Seeing Each Other Again)—Al Wilson (Marc Gordon), C. Hampton, H. Banks, Playboy 6062	67	72	3	LOOKIN' OUT FOR #1—Bachman-Turner Overdrive (Randy Bachman), R. Bachman, Mercury 73784 (Phonogram)	CPP				
34	38	7	HURT/FOR THE HEART—Elvis Presley (Not Listed), J. Crane, A. Jacobs/D. Linde, RCA 10601	68	68	4	WHERE DID OUR LOVE GO—J. Geils Band (Ahmet Ertegun), B. Holland, L. Dozier, E. Holland, Atlantic 33201	B-3				

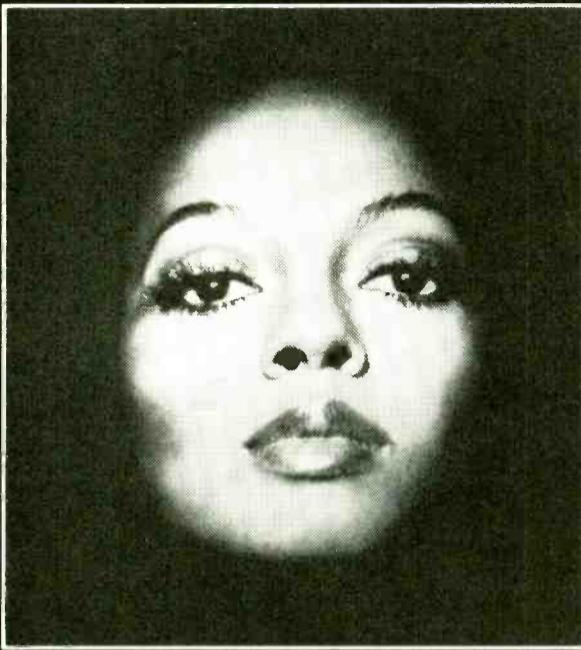
**STAR PERFORMERS:** Stars are awarded on the Hot 100 chart based on the following upward movement: 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. **●** Recording Industry Association Of America seal of certification as "two million seller." (Seal indicated by bullet.) **▲** Recording Industry Association Of America seal of certification as "million seller." (Seal indicated by triangle.)

Sheet music suppliers are confined to piano/vocal sheet music copies and do not purport to represent mixed publications distribution. ALF = Alfred Publishing; ALM = Almo Publications; A-R = Acuff-Rose; B-M = Belwin Mills; BB = Big Bells; B-3 = Cimarino Pub.; CHA = Chappell Music; CLM = Cherry Lane Music Co.; CPI = Cimino Pub.; CPP = Columbia Pictures Pub.; FMC = Frank Music Corp.; HAN = Hansen Pub.; IMM = Ivan Mogull Music; MCA = MCA Music; PSP = Peer Southern Pub.; PLY = Plymouth Music; PSI = Publishers Sales Inc.; WBM = Warner Bros. Music

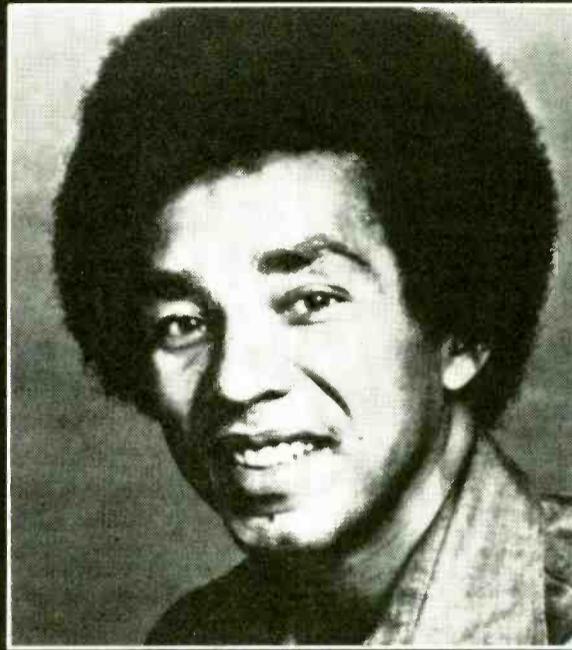
**HOT 100 A-Z-(Publisher-Licensee)**

Action (Sweet/Warner Bros., ASCAP)	Come On Over (Casserole, Flamin', BMI)	It's Over (Boz Scaggs, BMI)	Lookin' Out For #1 (Rainback/Top Soil, BMI)	More, More, More (Part 1) (Buddah/Gee Diamond/MRI, ASCAP)	Shout It Out Loud (Cage Americana/Rock Steady, ASCAP)	This Is It (Van McCoy/Warner-Tammerlane, BMI)
Afternoon Delight (Cherry Lane, ASCAP)	Could It Be Magic (Kamikaze/Angel, ASCAP)	I've Got A Feeling (We'll Be Seeing Each Other Again) (Irving, BMI)	Love And Understanding (Come Together) (Delightful/Gang, BMI)	Movin' (Desert Moon/Jeff Mar., BMI)	Silly Love Songs (MPL Communications, BMI)	Thinking Of You (Web IV, BMI)
Anytime (I'll Be There) (Spanky, BMI)	Crazy On You (Andrea, ASCAP)	Footloose Around And Fell In				

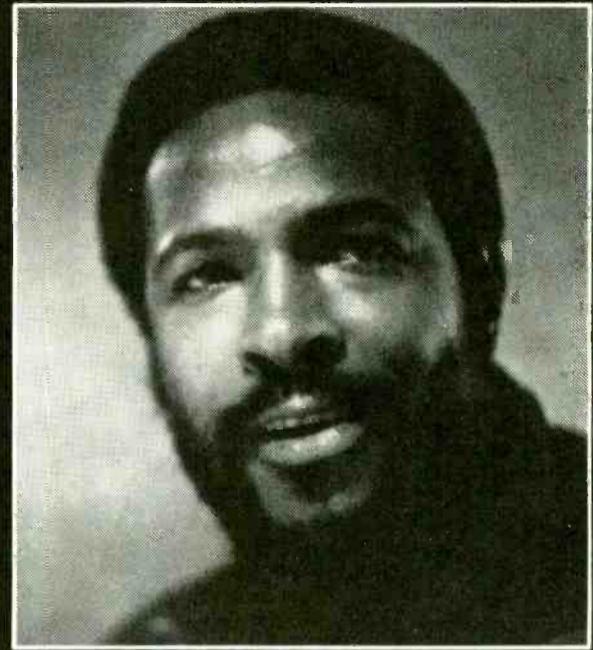
# HOT!



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SMOKEY ROBINSON



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Are Hotter Than Ever.**

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**“Love Hangover”**  
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From the album:  
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**“I Want You”**  
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**SMOKEY ROBINSON**  
**“Open”**  
**T-54267**

From the album:  
**SMOKEY’S FAMILY ROBINSON**

**On Motown Records**

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FOR WEEK ENDING MAY 6, 1976

# Billboard® TOP LPs & TAPE™

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**STAR PERFORMERS:** Stars are awarded on the Top LP's & Tape chart based on the following upward movement. 1-10 Strong Increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above.  Recording Industry Association Of America audit seal for sales of 500,000 units. (**Seal indicated by bullet.**)  Recording Industry Association Of America seal for sales of 1,000,000 units. (**Seal indicated by triangle.**) Recording Industry Association Of America seal audit available and optional to all manufacturers.

# BILL WRAY

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eating havoc in Louisiana,  
Legend & MCA Records proudly  
present Bill to the world.  
And believe us you're in for  
good, good time. Put it on.  
Bill Wray, a new way.*



# TOP LPs & TAPE

POSITION  
106-200

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THIS WEEK	LAST WEEK	Weeks on Chart	Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard. ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					
				ALBUM	4-CHANNEL	B-TRACK	Q-8 TAPE	CASSETTE	REEL TO REEL
106	82	11	BRECKER BROTHERS Back To Back Arista AL 4061	6.98	7.98	7.98	7.98	7.98	
107	78	26	DAVID RUFFIN Who I Am Motown M 849 S1	6.98		7.98		7.98	
108	90	14	PURE PRAIRIE LEAGUE If The Shoe Fits RCA APL1 1247	6.98	7.98	7.95	7.95	7.95	
109	96	55	AEROSMITH Toys In The Attic Columbia PC 33479	6.98	7.98	7.98	7.98	7.98	
110	110	127	JOHN DENVER Greatest Hits RCA CPL1 0374	6.98		7.95		7.95	
111	95	43	JEFFERSON STARSHIP Red Octopus Grunt BFL1-0999 (RCA)	6.98	7.98	7.95	7.95	7.95	
112	121	31	NEIL SEDAKA The Hungry Years Rocket PIC-2157 (MCA)	6.98		7.98		7.98	
113	123	6	NEKTAR Recycled Passport PP811 (ABC)	6.98		7.95			
114	103	9	MARIA MULDAUR Sweet Harmony Warner/Reprise MS 2235	6.98		7.97		7.97	
115	89	13	JERRY GARCIA Reflections Round RX LA565-G (United Artists)	6.98		7.98		7.98	
116	102	28	DONNA SUMMER Love To Love You Baby Oasis OCLP 5003 (Casablanca)	6.98		7.98		7.98	
117	99	26	GROVER WASHINGTON JR. Feels So Good Kudu KU 24 S1 (Motown)	6.98		7.98		7.98	
118	100	10	CREEDENCE CLEARWATER REVIVAL Chronicle Fantasy CCR-2	6.98		7.98		7.98	
119	119	77	ELTON JOHN Greatest Hits MCA 2128	6.98		7.98		7.98	
120	111	26	DONALD BYRD Places And Spaces Blue Note BN-LA549 G (United Artists)	6.98		7.98		7.98	
121	108	29	MIRACLES City Of Angels Tamla T6-339 S1 (Motown)	6.98		7.98		7.98	
122	115	14	THE BEST OF GLADYS KNIGHT AND THE PIPS Buddah BOS 5653	6.98		7.95		7.95	
123	101	10	BARBRA STREISAND Classical Barbra Columbia M 33452	6.98		7.98		7.98	
124	132	66	DAVID BOWIE The Rise & Fall Of Ziggy Stardust (Spiders From Mars) RCA LSP 4702	6.98		7.95		7.95	
125	127	15	LOGGINS & MESSINA Native Son Columbia PC 33578	6.98	7.98	7.98	7.98	7.98	
126	129	14	BE BOP DELUXE Sunburst Finish Harvest ST-1478 (Capitol)	6.98		7.98		7.98	
127	117	14	ELVIS PRESLEY A Legendary Performer, Volume 2 RCA CPL1-1349	7.98		8.95		8.95	
128	178	2	BOB SEGER & THE SILVER BULLET BAND Live Bullet Capitol SKBB 11523	7.98		8.98		8.98	
129	141	5	VICKI SUE ROBINSON Never Gonna Let You Go RCA APL1-1256	6.98		7.95		7.95	
130	124	13	JIMMY BUFFETT Havana Daydreamin' ABC ABCD 914	6.98		7.95		7.95	
131	131	5	JEAN-LUC PONTY Aurora Atlantic SD 18165	6.98		7.97		7.97	
132	135	21	TOM SCOTT New York Connection Ode SP 77033 (A&M)	6.98		7.98		7.98	
133	145	3	THREE DOG NIGHT American Pastime ABC ABCD 928	6.98		7.95		7.95	
134	137	7	AL DIMEOLA Land Of The Midnight Sun Columbia PC 34074	6.98		7.98		7.98	
135	154	5	HEART Dreamboat Annie Mushroom MRS 5005	6.98					
136	146	4	PETER FRAMPTON Frampton A&M SP 4512	6.98		7.98		7.98	

## TOP LPs & TAPE

A-Z (LISTED BY ARTISTS)

Artist	Album	Price	Artist	Album	Price	Artist	Album	Price	Artist	Album	Price
Aerosmith	38, 168		Natalie Cole	.86		Steve Hackett	191		Manhattans	.156	
Paul Anka	102		Billy Cobham	.143		Daryl Hall/John Oates	64		Herbie Mann	.182	
America	28, 46		William Booty Collins	.155		Emmylou Harris	60		C.W. McCall	.170	
Ashford & Simpson	192		Commodores	.42		Don Harrison	167		Bette Midler	.199	
Roy Ayers	95		Chick Corea	.71		Isaac Hayes	163, 175		Harold Melvin	.181	
Bachman-Turner	180		Hank Crawford	.164		Heart	.135		Miracles	.121	
Bad Co.	22		Mac Davis	.159		Jefferson Starship	.111		Maria Muldaur	.114	
Joan Baez	153		Creedence Clearwater Revival	.118		Janis Ian	.84, 101		Nazareth	.32, 85	
Bay City Rollers	31, 150		Mac Davis	.159		Elon John	.119		Neat	.113	
Be Bop Deluxe	126		Be Bop Deluxe	.126		Olivia Newton-John	.14		Willie Nelson	.48, 149, 176	
Bee Gees	91		Earth, Wind & Fire	.53		Scott Joplin	.200		O'Says	.61	
Archie Bell & The Drells	152		Freddy Fender	.166		Journey	.104		Osmonds	.80	
George Benson	67		Fireball	.144		Kool & The Gang	.74		Oskar	.103	
Elvin Bishop	29		Fleetwood Mac	.7		Led Zeppelin	.1, 100		Outlaws	.41	
Blackbyrds	19		Foghat	.47		Manhattans	.191		Pablo Cruise	.179	
David Bowie	39, 124, 190		Fools Gold	.145		Marvin Gaye	.2, 157		Parliament	.21	
Brass Construction	11		Four Seasons	.70		Jerry Garcia	.122		Billy Paul	.194	
Brecker Brothers	106		John Denver	.96, 110, 188		Kingfish	.50		Michael Pinder	.169	
Jimmy Buffet	130		Mac Davis	.159		Kiss	.2, 157		Pink Floyd	.198	
Donald Byrd	120		Al McMeola	.134		Manhattans	.191		Michel Polnareff	.177	
Captain & Tennille	.9, 77		Doobie Brothers	.23		Manhattan	.191		Paul Simon	.37	
Glen Campbell	75		Bob Dylan	.23		Marvin Gaye	.5		Lynyrd Skynyrd	.78	
Eric Carmen	68		Charles Earland	.171		Loggins & Messina	.125		Elvis Presley	.92, 127	
Harry Chapin	99		Eagles	.4, 43, 139, 148		Barry Manilow	.51		Flora Purim	.59	
Chicago	56		Journey	.104		Marvin Gaye	.54		Pure Prairie League	.108	
			Jefferson Starship	.111		Nilssen-Lofgren	.63		Queen	.13	
			Janis Ian	.84, 101		Olivia Newton-John	.14		SOUNDTRACKS/ORIGINAL CASTS		
			Elon John	.119		Scott Joplin	.200		Barry Lyndon	.142	
			Elton John	.119		Journey	.104		One Flew Over The Cuckoo's Nest	.178	
			Charles Earland	.171		Kool & The Gang	.74				
			Isaac Hayes	.163, 175		Flora Purim	.59				
			Heart	.135		Loggins & Messina	.125				
			Willie Hutch	.186		Marvin Gaye	.54				
			Jefferson Starship	.111		Nilssen-Lofgren	.63				
			Janis Ian	.84, 101		Olivia Newton-John	.14				
			Elon John	.119		Scott Joplin	.200				
			Elton John	.119		Journey	.104				
			Charles Earland	.171		Kool & The Gang	.74				
			Isaac Hayes	.163, 175		Flora Purim	.59				
			Heart	.135		Loggins & Messina	.125				
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			Janis Ian	.84, 101		Olivia Newton-John	.14				
			Elon John	.119		Scott Joplin	.200				
			Elton John	.119							

# General News

## 'Popularity Abroad Spurs Still Another Pride Tour

NASHVILLE—Charley Pride's cursions into Europe on a regular annual basis have not only made m the number one country act in rope, but made Britain a "must ay" date on other country artists neraries as well.

Jeffrey Kruger, president of Brit's Ember Attractions, has contacted Pride for his third European ar. Negotiations were completed ring a recent Nashville visit with on Keirns, manager of Pride and ad of Chardon, Inc.

Concurrent with Pride's concert ccess is the phenomenal growth in e sale of Pride's RCA albums.

Sales of the Charley Pride album eased to coincide with his 1975 ar have exceeded 172,000 albums is 100,000 cartridges and cassettes the U.K. and Ireland alone reflect g the huge ancillary royalty incomes that country artists can expect enjoy by adding Britain to their iring schedules.

RCA recently gave Pride and rger a gold LP signifying Pride's ge LP sales and Ember's significant contribution to the furtherance his career in Europe.

## Alian Jazz

*Continued from page 82*

He adds: "We appreciate ECM's age and organization. From the ginning they have worked very verly, building up an exceptional talog without any stifling bureautic structures.

"Our promotional plans are ainly based on Italian tours by CM musicians, but such appearances will not be limited to the usual circuit as we intend to reach out a larger audience.

"We feel the young people here ve already shown they are pre red to understand and accept this id of music, the knowledge of ich, only a couple of years ago, s restricted to just a small number intellectuals."

## Disco Mix

*Continued from page 60*

er released. Bobby (chika-rika) Eki wrote all tunes here, with collaboration on most com from Len Barry. Arrangement and produc credits also go to Eli, and it's a job well ie.

D.C. Larue's "Ca-The-Dals" LP (Pyramid) eks up as the strongest new record out this ek. Creating all the excitement is the title cut, ch has a definite similarity to "Cathedrals" the New York classic "Melting Pot" by Boris diner. The beginning of the song sounds a lot the latter numbers, but soon shifts into a ina Summer type sound.

Ceptor is releasing a special 12-inch disco of Jesse Green's "Nice And Slow," with a version of Sweet Music's "I Get Lifted" on flip side. The song has been remixed and is ically instrumental. The song starts off with drums and guitar and builds slowly. It nds like a completely different record re ed, word is, that if it does anything o-wise it'll be released on the flip side of the mercial vocal version.

## emple Univ.

*Continued from page 59*

entennial" for July 5 and singer zo Stuart on July 6; "Solomon d Sheba," a jazz opera by the rlem Opera Society, July 8; a cont version of the "Magic Flute" op on July 16; and "Pirates Of Pan ice" by the Savoy Opera company Aug. 5-6-7.

Pride's tour will include 10 key cities. Dublin, Belfast, Glasgow, Southport, Liverpool, Bournemouth, Ipswich and two London concerts at the Palladium.

Dates will also be set in Scandinavia, Holland and Germany and a joint promotion campaign by RCA executives and those of the Ember division is being planned for the European dates.

Pride will be accompanied by the Pridesmen, Gary Stewart and his combo and Dave & Sugar, making it a total RCA cast.

## N.J. Library Has Johnson Free Bash

SHREWSBURY, N.J.—With funds coming from the New Jersey Council On the Arts in cooperation with the National Foundation For the Arts, the Budd Johnson JP Quartet was presented in a free concert at the Eastern Branch here of the Monmouth County Library.

Johnson, sax ace, featured vocalist Helen Humes, trumpeter Taft Jordan and trombonist Bennie Morton, apart from his own foursome which included Eddie Locke, drums; Bill Pemberton, bass, and Richard Wyands, piano.

## Chelsea Gospel

*Continued from page 64*

Silvertones, Staple Singers, Maceo Woods, Highway QC's, Pilgrim Travelers, Alex Bradford and Andrae Crouch & the Disciples, VeeJay will also be signing new artists.

Betty Chiapetta, president of Vee-Jay, says the catalog is now available in its entirety for the first time in a decade. "This joint venture will mean an opportunity to obtain maximum exposure for the catalog with a company that is strongly committed to the marketing of gospel product," she says.

Vivian Carter, founder of the la bel in 1955, will rejoin the label to help with the new gospel push.

## Ferguson Band

*Continued from page 82*

"turning people on with change." But he admits there's no "commercial pressure on me to change because things have been good for the past two years."

Still, he speaks of his next LP being Indian-inspired. And he says he's not been playing too many ballads of late because "the heat of the arranging talent hasn't come in the direction of soft ballads."

He eschews nostalgia because it doesn't turn him on as a performer. But he'll do a tune or two from his past—like "Round About Midnight."

He says he's staying away from overloading his band with strong rock arrangements. And "in a moving, creative art form like jazz, I find it terribly boring to do a whole night of nostalgia."

"You have to turn on the spirit of today by being fresh and creative rather than being a cookie stamped Maynard Ferguson."

## Irv Lieberman Dies

NEW YORK—Irvng Liebermann, the moving force behind the Ed Wynn Humitarian Award dinners that raised more than \$600,000 for the American Parkinson Disease Assn. from music industry sources, died here April 27 at age 55.

Lieberman served as executive director of the association for 11 years. He leaves his widow, Pearl; two sons, Jeffrey and Gary, and three grandchildren.

## Jazz Beat

*Continued from page 82*

hour show on KTYD-FM Mondays from 9-mid night. Glen Alpert is the host. Organization is also operating the Jazz Seen club at the El Paseo Restaurant every other Friday evening.

Will the recent Dave Brubeck Quartet's Eastern reunion tour result in an LP for Horizon? The Two Generations of Brubeck package meanwhile has been booked for a July 15 gig in Jones Hall in Houston.

"Illusions" is the title of guitarist Jimmy Pon der's debut Impulse LP. Bassist Ron Carter is featured. Keith Jarrett's newest for Impulse is "Mysteries" featuring four extended keyboard compositions.

The L.A. debut of the jazz oratorio, "When Je remiah Sang The Blues," took place Saturday Sunday (1-2) at the Sutter Junior High in Canoga Park, Calif. The music was written by Alf Clausen; the libretto by Tommy Wolf. The California State Univ. at Northridge oratorio chorus and the school's jazz ensemble and symphony performed the work which is dedicated to the late Duke Ellington.

Los Angeles County's spring series of free jazz concerts at the Pilgrimage Theater has begun. Louie Bellson and saxophonist Charles Black have both appeared on Sunday afternoons of launch the series.

The American Youth Jazz Band leaves Aug. 3 for a three-week round of jazz concerts in Europe. All members come from Wilmington, Del. schools. ... Trombonist Wayne Andre and trumpeter Marvin Stamm will appear at the Wilmington (Del.) Music School's 15th annual Jazz Workshop June 19-27. ... Joe Newman, Kenny Barron, Bob Cranshaw and Roland Price backstop James Moody on his first LP for Vanguard, "Timeless Aura."

**Send items for Jazz Beat to Billboard, 9000 Sunset Blvd., Los Angeles, Calif. 90069.**

## Sound Waves

*Continued from page 61*

looking for more artistic control over disk cutting, and specialists such as Sterling Sound in New York and Kendun Recorders in California responded with highly sophisticated services which went far beyond routine one-to-one cutting.

RCA's new cutting room puts the label in a better position to offer its artists and clients a similar type of service. At the center of the new system is a Neve console, specially designed for disk cutting work. The console contains four equalizer modules, each of which is a two in/ two out device, with a single set of knobs and switches controlling both signal paths through the equalizer.

With one equalizer section in the program line and the other in the preview section, EQ changes affect both the program and the lathe's cutting rate, or lines-per-inch. Therefore, if a boost of several dB is added, the lathe's pitch will coarsen whenever the program content requires wider spacing between grooves.

The four modules allow the engineer to easily make complex band-to-band equalization changes. With one pair of modules in the circuit at a time, the other pair may be pre-set for the next required change. The changeover may be accomplished by either an A-B switch on the console, or from a microswitch built into the master fader module. Thus, the simple act of fading down and back up again changes the equalization in the circuit.

The Neve board also provides the facility to switch from one tape source to another, while cutting a reference or master disk. The feature allows the engineer to prepare disks in several sequences, without the need to re-edit the tape for each desired sequence. The facility is also useful in cutting a disk containing selections from several previously released albums, as it saves an additional generation of tape.

A Dolby noise reduction system

has been built into the console, while dbx noise reduction is available at the patch bay. Also built-in are four Neve 2254 compressors, as well as echo send and return facilities. Via tie lines, any available reverberation device may be patched in as required. RCA has both EMT and AKG systems on hand, as well as several reverberation rooms.

The console has outputs for tape copying with or without noise reduction, and also with or without the equalization being used to cut the disk.

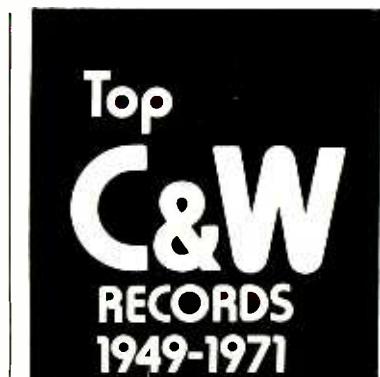
For metering, there are four VU meters, monitoring left and right program and preview signals. There are also two light beam peak reading meters across the program lines, plus a Neve phase meter and an NTP cathode ray oscilloscope. Completing the console's metering facilities is a built-in lines-per-inch indicator, and a digital timer. And in case that's not enough, there are two Ambar spectrum displays available for monitoring the effect of equalization settings. For audio monitoring, the engineer may select reverberation send or return, any tape output, the lathe's cutting head, or a phono playback system.

## Roper Label Fire: \$100,000 Damages

NEW YORK—A fire at Roper Records here April 20 destroyed the specialty label's office and warehouse. Franc Peri, president, estimates the loss at more than \$100,000.

Fortunately, masters were stored elsewhere and the firm expects to be back in full operation shortly. Peri says alternate headquarter locations are now being sought.

Roper has some 50 albums in its catalog, plus a large number of singles and tapes. Dance records, both for ballet and ballroom, comprised an extensive segment of the catalog.



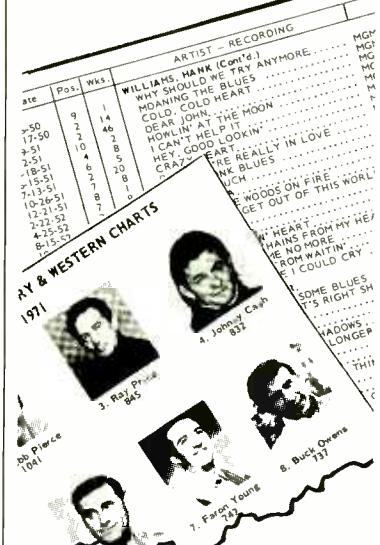
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## Open IMIC-6 In Honolulu

• Continued from page 1

braith, the world respected economist who keynotes the Friday morning (7) gathering with a talk on "The International Economy And Its Prospect."

Bankers from around the world will be discussing ways of doing business internationally in the face of currency devaluation and inflation at a panel Saturday morning (8).

Al Bennett, veteran recordman and cofounder and board chairman of the First Pacific Bank of Los Angeles, will chair this discussion. Bennett, a former president of Liberty Records, is now back in the industry with his reactivated Cream label. He is also president of Shelby International, a sports car accessory firm.

In an effort to cover every facet of the industry, two additional sessions have been added to the list of scheduled meetings. "Videodisk—Dawn Of A New Era" and "The U.S. Copyright Act Revision—An Update."

Videodisk development will be discussed by Jack Findlater, vice president, MCA Inc. and president, MCA Disco-Vision, Inc., and Norman Glenn, vice president of Disco-Vision and head of its programming and marketing, on Sunday (9).

Adding expertise to a panel on artists touring the international mar-

ket is Stan Hibbert, key executive with the British musicians union, who joins the Saturday (8) panel.

Leonard Feist, of NMPA, New York, is chairman of "The U.S. Copyright Act Revision—An Update" with panelists Stan Gortikov, president, RIAA; Paul Adler, ASCAP; Theodora Zavin, BMI; and Al Ciancimino, SESAC, 2:30 p.m. Saturday (8).

Mickey Kapp, president, Warner special products, is chairman of "TV LP Package—Today's Windfall or Tomorrow's Woe?" and Madelon Baker, president of Audio Arts, has joined the panel of "Women—An Untapped Resource In The Music Business."

Chris Wright, another new addition, signs up for the foreign record licensing panel.

Other topics projected for discussion are: "Collection Of Foreign Publishing Income—Subpublisher versus Collection Society," "Export/Import," "Technological Innovations," "Building Or Acquiring An Artist," "Right To Audit," "Whatever Happened To The Talent Manager?" "The Exploding Latin Market" and "Can The Touring Artist Hurdle International Barriers?"

A change of pace after four days of business meetings sees entertainment by Cecilio and Kapono (Columbia) and the Beamer Bros. (Tantalus) at the final banquet.

LATE SIGNING: Bakersfield country king **Buck Owens** to Warner Bros. after some 15 years on Capitol.

RUMORED SIGNING: **Mike Post**, who hit big last year with the "Rockford Files" tv theme, is up for a heavy producer-artists deal at ABC, we hear.

\* \* \*

WBLS-FM, the top-rated FM outlet in the New York market area, has changed its format from hit-oriented black r&b programming to a heavier "classical black" or black MOR sound. With it comes a series of changes in on air personalities including the hiring of Ted Terry from KJLH in L.A. to replace Frankie Crocker during evening drive time hours. Crocker stays on as program director.

Columbia's Beverly Hills dinner celebrating **John Babcock**'s elevation to West Coast artist development director was one of the best thought-out affairs. The highly selective guest list of about 40 brought together just about every major agent, concert promoter and manager in California. Everybody was there, from **Irv Azoff** to **Bill Graham**.

\* \* \*

Jeff Beck and producer **George Martin** are both reported moving permanently to L.A. ... Publisher **Artie Wayne** wed **Jeanette Agaronoff** in Hollywood. ... **Al Jarreau**, WB artist, won the German Music Academy male vocalist award for 1975.

It took a Brinks armored truck to deliver all the worldwide gold records presented to **Rod Stewart** for "Atlantic Crossing" at the singer's L.A. home with Warner chairman **Mo Ostin** leading an executive delegation to the ceremony. ... **Shirley MacLaine** will have a "Live At The Palace" album on Columbia after she finishes at the New York showcase.

**Raquel Welch** will reportedly record a disco LP with Jeff Lane, producer of **BT Express** and **Brass Construction**. Capitol is said to be interested. ... **The Meters** are on the road with **the Rolling Stones** for a two-month European tour. ... Mystery writer **Ross McDonald** stopped by the recording sessions of Arista's **David Forman**. ... **The Three Degrees** have embarked on a British-European tour. ... Chicago based Delmark Records cited releases by **Otis Rush**, **Muhal Richard Abrams** and **Junior Wells**, along with an expanded distribution network, for an increase of 50% in sales during the past year.

SESAC will host a hospitality suite at the National Convention of the American Women in Radio and Television for the 25th year, when the annual convention begins, Wednesday (5). ... The Feb. 29 tv showing of "The Sound Of Music" reportedly helped sell more than 500,000 copies of the LP.

**Mike Martineau** of Gemini Artists was in London to meet with **Diana Ross** about a \$1 million U.S. concert tour. ... **Barry Manilow** given a platinum record by **Clive Davis** for his "Trying To Get The Feeling" LP.

**Charles Brave**, formerly an active pianist-conductor-arranger on Broadway, is critically ill in Orlando, Fla. ... **Charles Fox** is scoring **Larry Peerce's** new film, "Two Minute Warning" starring **Charlton Heston**. ... Private Stock Records used a troupe of live dancers to launch its new "Bicentennial Gold" disco LP by DCA

for overcoming what he felt was an initial "shock" and "paralysis" over the Davis incident. That the story now history, he continues, is reflected by the company's continuing sales growth.

"I have tremendous respect and regard for the people here," he says.

As for his departure, Segelstein says it was "an accident of timing that the opportunity came now." He explains, though, that his desire for greater "personal creative gratification" helped make the decision to leave.

He notes that all record company presidents can get too involved in the "business of doing business" and not find time for creative activities.

What would he view as his most important contributions to CBS during the years there? "Helping to put it together, the signing of new acts and the re-signing of established ones for a re-seeding for the future," he answers.

Prior to the announcement of Lundvall's appointment, Segelstein addressed key home office staffers at a management meeting, and later spoke with regional directors via telephone conference set up by Paul Smith, vice president, sales.

## Inside Track

Experience. ... **The Ohio Players** are Honorary Chairmen for "Superwalk 76," Chicago's annual March c Dimes Walkathon for the fight against birth defects Sunday (2).

**Eddie Levine**, national promo chief for Blue Note Records, married **Madelaine Peterson** Friday (30) in Los Angeles. ... **Artie Mogull** judging an employee contest at UA Records for submitting the best slogan for the month of June Blue Note sales push. ... **The Raymond Kives** are expecting their third child. He's the a&r dynamo for Ktel records and tapes in North America out of Winnipeg. Also expecting are the **Dave Milner**s. Milner is Kives' aide in covering U.S. labels for album cuts. ... **Leonard Levin** of Levin & Berger, Chicago, was inadvertently omitted from the participants in the Ohio Players' successful legal tiff against Westbound Records in Chicago (Billboard, May 1). He has long been Mercury/Phonogram chief legal counsel. The Chicago judge ruled against **Armen Boladian**, Westbound president, and a man Bernie Mendelson crediting themselves compose of a doctored cut in the "Rattlesnake" album.

The new **Domenic Troiano Band** is touring Canada. The guitarist was with the **Guess Who** and the **James Gang**. ... **Mose Allison** cutting his first album in five years.

Kiss to Europe through the start of June. ... **Manhattan Transfer** added a third night to its London Palladium stand. ... **Renaissance** arrived for U.S. tour. ... **Peal Bailey** and **Redd Foxx** to star in MGM comedy film "Norman, Is That You?"

**Chip Monck** is staging and lighting Felix Pappalardi Orient tour. ... **Cecilio & Kapono** and **Gary Wright** at the latest additions to Austin's day-long rock fest Sunday (2).

\* \* \*

Celebs from **Telly Savalas** to **Dinah Shore** flocked to **Bette Midler's** SRO stand at Caesars Palace. ... Warn Bros. will release the soundtrack album of the upcoming "Ode To Billy Joe" film. ... Mac Davis to do four NBC TV specials in the next two years.

Frederick's of Hollywood, the famed lingerie emporium, treated **Little Feat** to a sidewalk star in front of the store because the group included the site in the cover painting for its "Last Record Album" LP.

\* \* \*

April Twenty-Two Productions took that date to introduce its new rock group Sterling to the record industry and press, with a special deluxe dinner party-concert at the Studio Instrument Rentals studio of the old Columbia Studios movie building in L.A. Sterling is managed by **Peter Forsythe** and **Rick Landry**, the latter former with BMI.

\* \* \*

**Glen Campbell** named U.S. International Bicentennial Ambassador. ... Florida 7-Eleven food stores running contest for state bands with the winner getting a "Midnight Special" tv appearance. ... "American Bandstand's 23rd Birthday Special" with **Dick Clark** airs on ABC-TV Monday (10).

## Lundvall Made New Columbia President

• Continued from page 3

Switching his perspective from Columbia alone, a label he headed for two years, to the overseeing of Columbia, Epic and CBS/Custom, Lundvall explains that the company will continue its basic philosophy of looking to back its artist signings with strong marketing capability.

In recent years, a heavy emphasis has been placed on close collaboration between CBS' a&r and marketing departments and Lundvall sees as one of his prime goals the effective binding of those ties even further.

In the field of a&r itself, he says that outside production deals will remain a key to future growth but, at the same time, he'll also be looking to strengthen the company's in-house production staff.

Musical emphasis will remain, as usual, across-the-board. Special emphasis, though, will be placed on enhancing CBS' stance in the country music market, offers Lundvall.

Timetable for announcements on who will be replacing him as head of Columbia and on any other down-the-ladder changes was left unclear, but most observers expect appointments to come within the next few weeks.

Immediate plans included a meeting last week of all national a&r staffers, executive meetings with Walter Yetnikoff, president, CBS Records Group, who made the appointment, and touching base with heads of the division's various operations—labels, manufacturing, etc.

Sometime within the next three months, Lundvall also hopes to make personal visits to all the company's branch operations.

Lundvall, who is 40, joined CBS in 1960. In 1965, he became merchandising manager, pop LPs, Columbia. In 1967, he was named director of merchandising and, subsequently, vice president, merchandising, in 1969. He was appointed vice president of marketing in 1971, and was named to head Columbia in 1974.

Speaking from his CBS office, Segelstein described his stay with the record division as "very exciting" and "one of the most worthwhile periods in my life."

"I wouldn't be leaving if I didn't feel that everything was together and functioning," offers Segelstein, who was originally called in to replace Clive Davis.

Segelstein gives praise to both staffers and executives at the label

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