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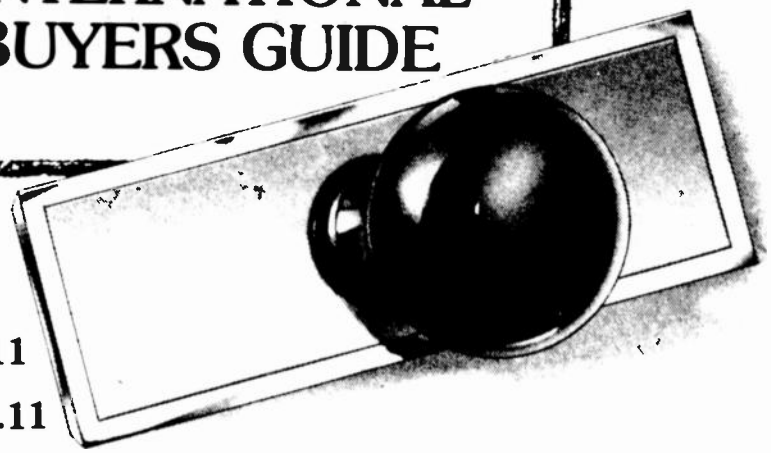

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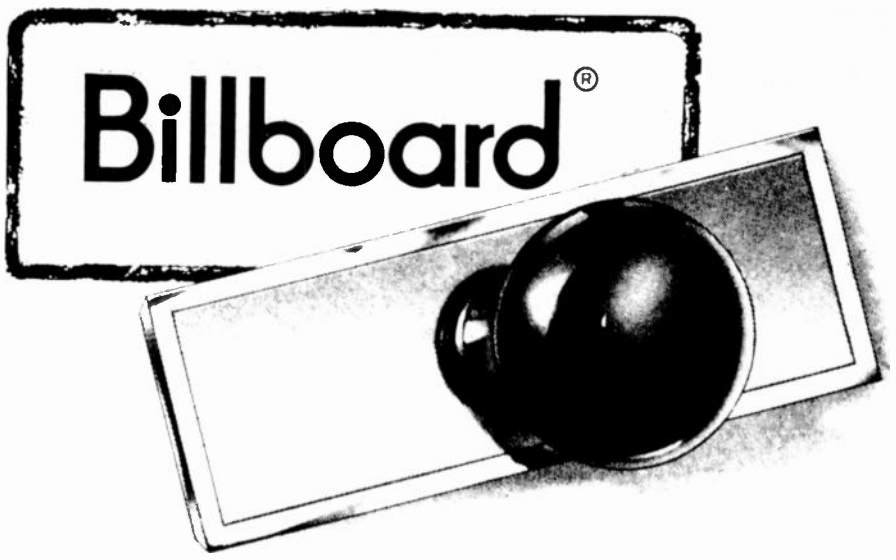

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Due to its dominance, United States shipments of recordings continue to earn the majority of analysis space in this 22nd edition of the International Buyer's Guide. The U.S. is as well a dominant market for consumer electronics and pro audio equipment. Thus certain charts refer to the now huge $10.62 billion consumer electronics factory sales volume for 1980.

Factory shipments of recordings in the U.S. during 1980 were near $3.682 billion at suggested list, just up over the 1979 figure of $3.676. Units dropped 5% to 649 million after net returns. LPs rose to 308 million units in 1980 after two straight years of declines while singles dropped 26% and for the first year cassettes beat out 8-tracks.

Among the various U.S. shipment figures supplied by RIAA, the combined tape shipments for 1980 totalled 184 million for a gain of 2% over 1979 but retail list value was down 2.6% at $1.232 billion. NARM retail activity data reported here is for 1979.

World shipments shown elsewhere reflect few dramatic changes for 1980. However, the international section of the Buyer's Guide continues to show increasing global activity. There are 73 countries reported on. Moreover, steady improvements in statistical data are presented with many countries introduced by brief descriptions of market characteristics.

U.S. SHIPMENT REVIEW

Dollar Volume	% Change from '79	Unit Sales	% Change from '79
LPs 2.2 Billion	+ 7%	308	+ 6%
Singles' 250	—29%	157	—26%
8-tr. 527	—23%	85	—17%
Cassettes 705	+21%	99	+26%

'Includes 12-inch singles
Source: RIAA (all figures in millions except where indicated)

TYPES OF RECORDED PRODUCT SOLD FOR 1979

TYPE OF PRODUCT	% OF DOLLAR VOLUME
Rock, Pop	48.7%
Country	11.9%
Disco	9.2%
Soul	10.2%
Middle of the Road	5.1%
Jazz	4.1%
Classical	4.1%
Children's	5.3%
Comedy	1.4%

SOURCE: NARM

U.S. RECORDING SHIPMENTS

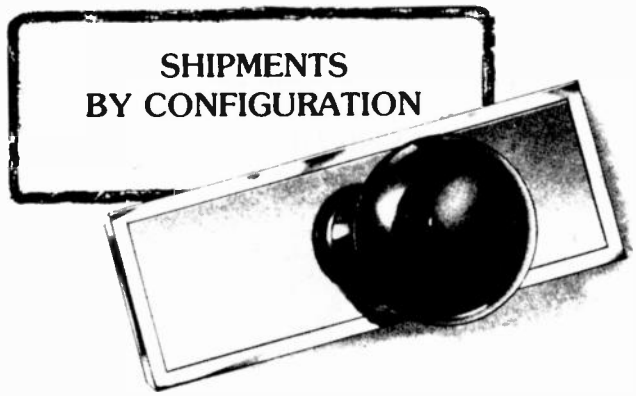
Year	Sales $ Millions	% Change
1980	$3682	—5%
1979	3676	—11%
1978	4131	18.00%
1977	3500	27.9%
1976	2737	16.0%
1975	2360	7.3%
1974	2200	9.1%
1973	1436	4.0%
1972	1383	10.6%
1971	1251	5.8%

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

TYPES OF OUTLETS SERVICED BY NARM RACK JOBBERS

TYPES OF RETAIL OUTLET	% OF DOLLAR VOLUME 1979
Department Stores (e.g., Bambergers, Broadway, Macy's)	4.6%
Discount Department Stores (e.g., K-Mart, Sears, Woolco)	74.1%
Variety Stores (e.g., Woolworths, Kresge, Ben Franklin)	7.4%
Convenience Stores (e.g., 7-11, Little General, Stop 'N Go)	1.0%
Retail Record Stores	1.9%
Drug Stores	5.2%
Supermarkets	0.4%
Service PX's	1.6%
Catalog Showrooms (e.g., Basco, Best, Service Merchandise)	3.5%
Miscellaneous	0.3%

SOURCE: NARM



U.S. LP AND SINGLES SHIPMENTS

	1971 $	% Change	% Dist.	1972 $	% Change	% Dist.	1973 $	% Change	% Dist.	1974 $	% Change	% Dist.	1975 $	% Change	% Dist.
LPs	1,086	6.8	86.8	1,203	10.8	87.0	1,246	3.6	87.8	1,356	8.8	87.5	1,485	0.5	89.0
Singles	165	0	13.2	180	9.1	13.0	190	5.6	13.2	194	2.1	12.5	183	-5.7	11.0
Total Sales	1,251	5.8	100.0	1,383	10.6	100.0	1,436	3.8	100.0	1,550	7.9	100.0	1,668	7.6	100.0
	1976 $	% Change	% Dist.	1977 $	% Change	% Dist.	1978 $	% Change	% Dist.	1979 $	% Change	% Dist.	1980 $	% Change	% Dist.
LPs	1,663	11.9	87.2	2,195.1	32	90	2,473.3	13.0	91	2,057.6	−15.0	85	2,200b	+7	90
Singles	245	16.0	12.8	245.1	0	10	260.3	6.2	9	353.6	+36.0	15	250	−29	10
Total Sales	1,908	14.4	100.0	2,440.2	27.9	100	2,733.6	12.0	100	2,411.2	−12.0	100	2,450b	+2	100

All figures in millions except (b) billions. SOURCE: RIAA

PRERECORDED MUSIC SHIPMENTS

	1971 $	% Change	% Dist.	1972 $	% Change	% Dist.	1973 $	% Change	% Dist.	1974 $	% Change	% Dist.	1975 $	% Change	% Dist.
Records	1,251	5.8	71.7	1,383	10.6	71.9	1,436	3.8	71.2	1,550	7.9	70.5	1,668	7.6	70.7
Tapes	493	3.1	28.3	541	9.7	28.1	581	7.4	28.8	650	11.9	29.5	692	6.5	29.9
Total Sales	1,744	5.1	100.0	1,924	10.3	100.0	2,017	4.8	100.0	2,200	9.1	100.0	2,360	7.3	100.0
	1976 $	% Change	% Dist.	1977 $	% Change	% Dist.	1978 $	% Change	% Dist.	1979 $	% Change	% Dist.	1980 $	% Change	% Dist.
Records	1,908	14.4	69.7	2,440.2	27.9	69.7	2,733.6	12.0	66	2,411.2	−12.0	66	2,450b	+2	67
Tapes	829	19.8	30.3	1,060.6	15	30.0	1,397.8	32.0	34	1,264.9	−10	34	1,232b	−3	33
Total Sales	2,737	15.9	100.0	3,500.8	27.9	100	4,131.4	18.0	100	3,676.1	−11	100	3,682b	+2	100

All figures in millions except (b) billions. SOURCE: RIAA

TAPE BY CONFIGURATION

	1971 $	% Change	% Dist.	1972 $	% Change	% Dist.	1973 $	% Change	% Dist.	1974 $	% Change	% Dist.	1975 $	% Change	% Dist.
8-Track	385	1.8	78.4	425	10.4	78.6	489	15.1	84.1	549.2	12.3	84.5	583.0	6.2	84.2
Cassettes	96	24.7	19.5	102	6.3	18.9	76	25.5	13.1	87.2	14.7	13.4	98.8	13.3	14.3
Reel to Reel	12	-33.3	2.4	8	-33.3	1.5	4	-50.0	.7	2.6	-35.0	.4	2.0	23.4	.3
4-tr. & Others	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Quad 8T & Reel	—	—	—	6	—	1.0	12	100.0	2.1	11.3	-5.8	1.7	8.2	-27.4	1.2
Total Sales	493	9.7	100.0	541	9.7	100.0	581	7.4	100.0	650.3	11.9	100.0	692.0	6.4	100.0
	1976 $	% Change	% Dist.	1977 $	% Change	% Dist.	1978 $	% Change	% Dist.	1979 $	% Change	% Dist.	1980 $	% Change	% Dist.
8-Track	678.0	16.3	81.8	811	19.6	76.5	948.0	17.0	68	684.3	−28.0	54	527	−23	43
Cassettes	145.7	47.5	17.6	249.6	71.3	23.5	449.8	80.0	32	580.6	+29.0	46	705	+21	57
Reel to Reel	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
4-tr. & Others	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Quad 8T & Reel	5.1	-37.8	.6	—	—	—	—	—	—	—	—	—	—	—	—
Total Sales	828.8	19.8	100.0	1,060.6	15.9	100	1,397.8	32.0	100	1,264.9	−10.0	100	1,232b	−2.5	100

All figures in millions except (b) billions. SOURCE: RIAA

HISTORICAL REVIEW 1981-1877

1981 RCA launches SelectaVision videodisk in one of the biggest introductory campaigns in consumer electronics history. CBS debuts CX decoder noise reduction system for compatible encoded disks. Sony unveils 24-track digital professional studio recorder. Personal, portable stereo/headphones establish popularity worldwide as virtually every major manufacturer issued a version of the Sony Walkman. CBS Records answers spiraling inflation and narrow price margins by abolishing list pricing in all product categories as wholesale prices increase.

1980 MCA debuts DiscoVision videodisk in several U.S. markets while RCA and JVC announce forthcoming noncompatible videodisk systems. Many record labels gear up for video. Home-taping controversy heats up in year of sluggish record sales. List price for superstar LPs hits $8.98.

1979 Label mergers and the energy/economy crunch rock industry just coming off an all-time 1978 sales surge that saw U.S. prerecorded volume shoot past $4 billion. Metal particle audio tape moves to market.

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

1977 New Revised Copyright Law passes, the first since 1909. Direct-to-disk recording is revived. Death of Elvis Presley rocks industry. Video cassette recorded sales boom as many manufacturers enter market. Computers become significant consumer items. Car audio/tape players replace CBs as top new automobile product.

1976 Disco breaks as potent promotion and sales source; New Wave knocks, few majors answer. CBS hints of higher-priced superstar releases.

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

1974 Continuing material shortages elevate production costs by 35% for singles and 60% for LPs.

1973 Surge of state antipiracy statutes cuts illicit tape flow.

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

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

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

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

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

1966 Breakthrough of tape cartridge. First major marketing of cassette tape recorders.

1965 U.S. excise tax on records rescinded.

1964 U.S. record sales hit all-time high with Beatles invasion and great gains in LP sales. Automobile stereo tape cartridge players popularized in California.

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

1961 FM stereo gets FCC okay; racks show gains.

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

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

First stereo LPs and phonographs introduced. **1958**

First appearance of high quality stereophonic tape recordings. Elvis craze booms. Videotape recording introduced for TV stations. **1956**

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

"Sh-Boom" by Crew-Cuts heralds dawn of rock n' roll, "Rock Around The Clock" is out, but sleeps a year. First transistor pocket radio mass-marketed at $49.95. **1954**

RIAA founded. **1952**

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

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

Columbia issues 33⅓ r.p.m. LP, with 23 minutes per side. **1948**

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

First magnetic wire recorders reach consumers. **1946**

Mercury Record Corp. is born. World War II ends. Nine commercial TV stations, 46 FM stations and 943 AM radio stations are on the air as unlimited output of radios is permitted. **1945**

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

Record industry charts bow in Billboard. Superior magnetic tape recorders are produced in Germany. **1940**

First experimental FM goes on air. First tv sets offered for sale in U.S. **1939**

Popularity of jukeboxes boosts industry. First regular television program service started in Britain. **1936**

American Decca is launched. A record player-radio combination is marketed inexpensively by RCA Victor. Federal Communications Commission established. **1934**

EMI forms through Gramophone Co. and Columbia Graphophone merger. First 33⅓ long-playing record demonstrated by RCA. **1931**

Depression adds to record industry decline but radio turns more and more to recordings. **1930**

Victor purchased by RCA. Warner Bros. buys Brunswick Radio Corp. **1929**

Automobile radios introduced. First coast-to-coast radio hookup. **1927**

Introduction of AC radio receivers designed to plug into wall outlet. **1926**

Brunswick's all-electric Panatrope bows. Columbia and Victor issue electrical recordings. **1925**

Records boom due to radio. Electrical recording perfected by Bell Laboratories. The loudspeaker replaces earphones. **1924**

First transatlantic broadcast. Dr. Vladimir K. Zworykin applies for patent on tv camera tube and demonstrates complete tv system including picture tube. **1923**

First commercial radio broadcast over WEAF, N.Y. First radio receivers advertised for sale. **1920**

Victor releases first jazz record by Original Dixieland Jass Band, and the first Leopold Stokowski/Philadelphia Orchestra recording. **1917**

David Sarnoff proposes "radio music box" to Marconi Wireless Telegraph Co. **1915**

Cylinder abandoned, many new labels formed. **1912**

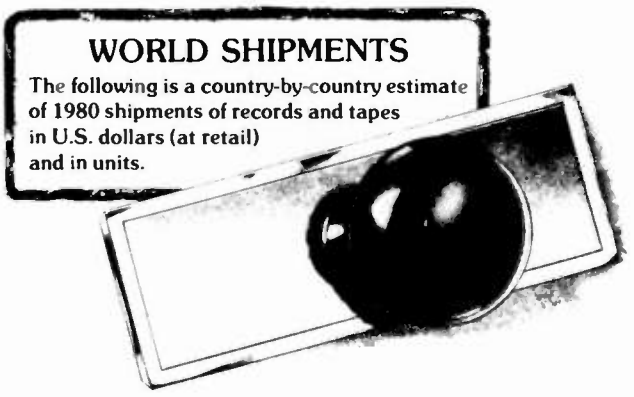
Enrico Caruso broadcasts by radiophone from backstage at the Metropolitan Opera. **1910**

Odeon issues first large-scale orchestral recordings. **1909**

(Continued on page 9)

WORLD SHIPMENTS

The following is a country-by-country estimate of 1980 shipments of records and tapes in U.S. dollars (at retail) and in units.



	Units: LP's	Singles	Tape	EP's
ARGENTINA[1] $120,000,000	7,000,000	6,500,000	6,700,000	
AUSTRALIA $200,000,000	35,455,000[2]	10,928,000		
AUSTRIA $80,240,000	6,900,000	3,500,000	2,716,000	
BELGIUM[3] $67,200,000	9,056,000	11,000,000[4]	2,154,000	
BRAZIL	NO FIGURES AVAILABLE	NO FIGURES AVAILABLE	NO FIGURES AVAILABLE	
CANADA $230,000,000	52,395,682	16,750,448	15,430,400	
CZECHOSLOVAKIA $90,221,878	8,370,483	3,700,000[4]	610,280	
DENMARK $66,110,800	4,367,000	1,992,000	2,548,000	
FINLAND[5] $43,250,000	2,334,443	436,793	2,051,388	34,492
FRANCE $750,000,000	65,000,000	55,000,000	21,005,000	2,350,000
GERMAN FEDERAL REPUBLIC (WEST) $1,200,000,000	109,700,000	45,000,000	44,400,000	
GREECE $37,375,000	6,300,000	200,000	2,450,000	
HUNGARY $31,145,615	5,868,000	1,243,000[4]	553,000	
ITALY[1] $242,970,000	20,000,000	26,500,000	9,000,000	
JAPAN $1,435,530,000	194,900,000[6]		79,970,000	
KENYA $5,610,000	150,000	2,500,000	80,000	
MEXICO $330,000,000	NO FIGURES AVAILABLE	NO FIGURES AVAILABLE	NO FIGURES AVAILABLE	
NETHERLANDS $281,104,000	27,000,000	14,000,000	4,500,000	
NORWAY[5] $66,400,000	3,730,000	588,000	3,230,000	
POLAND $30,266,000	5,500,000	2,506,800	1,131,463	224,763
PORTUGAL $40,311,093	4,000,000	3,500,000	1,000,000	
SOUTH AFRICA $87,510,365	5,438,200	6,818,000	3,569,700	
SPAIN $226,000,000	12,000,000	7,200,000	30,000,000	
SWEDEN $172,250,000	15,700,000	2,100,000	3,473,000	
SWITZERLAND $119,000,000	9,167,000	5,000,000	3,371,000	
USSR[1] $800,000,000	204,000,000			
UNITED KINGDOM $810,000,000	67,400,000	77,800,000	25,200,000	
UNITED STATES $3,682,000,000	308,000,000	157,000,000	184,000,000	
URUGUAY $5,387,087	326,504	35,429[4]	295,204	
YUGOSLAVIA $31,750,000	11,000,000[2]	4,500,000		

[1]1979 figures
[2]LP's & tape combined
[3]*SIBESA members only*
[4]Singles & EP's combined
[5]IFPI members only
[6]LP's & singles combined

Sources: Industry associations, Billboard correspondents & estimates

SALES OF CONSUMER ELECTRONICS

FACTORY SALES OF PHONOGRAPHS 1970-1980[1]

(ADD 000 UNITS)

Year	Portable and Table	Compact Component	Console Combinations	Total
1980	—	3,197	459	3,656
1979	—	3,811	568	4,379
1978	—	3,751	683	4,434
1977	—	3,653	734	4,387
1976	697	2,452	682	3,831
1975	656	2,472	574	3,702
1974	1,814	2,531	850	5,195
1973	3,777	2,241	944	6,962
1972	2,980	1,364	950	5,294
1971	3,390	—	1,046	4,436
1970	2,943	—	1,048	3,991

[1]Prior to 1973, data reflects domestic label which includes products produced or purchased by U.S. manufacturers for sale with their brand names, and excludes those products imported directly by distributors or dealers for resale.

1973-1978 data reflects products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

Included in Portable and Table thru 1971.

FACTORY PRODUCTION OF PHONOGRAPHS 1970-80

(ADD 000 UNITS/DOLLARS)

	PORTABLE AND TABLE (Includes Compact and Component Systems)		CONSOLE		TOTAL	
YEAR	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS
1980	3,157	557,000	466	113,000	3,623	670,000
1979	3,689	594,000	553	131,000	4,242	725,000
1978	4,116	650,000	682	160,000	4,798	810,000
1977	3,027	418,000	735	184,000	4,362	602,000
1976	3,021	145,000	654	172,000	3,855	491,000
1975	2,641	133,000	523	132,000	3,164	400,000
1974	3,942	212,000	865	186,000	4,807	554,000
1973	5,234	314,000	901	188,000	6,135	614,000
1972	6,279	392,000	928	185,000	7,207	649,000
1971[2]	4,972	216,000	1,062	209,000	6,034	425,000
1970[1]	4,572	160,000	1,048	216,000	5,620	376,000

Prior to 1971, data reflects factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.
1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

SOURCE: Consumer Electronics 1981 Annual Review.

SALES TO DEALERS OF PHONOGRAPHS 1970-1980[1]

(ADD 000 UNITS)

Year	Portable and Table	Compact Component	Console Combinations	Total
1980	—	3,225	473	3,698
1979	—	3,761	552	4,313
1978	—	3,741	677	4,418
1977	—	3,614	735	4,349
1976	698	2,470	688	3,856
1975	779	2,642	580	4,001
1974	1,945	2,483	837	5,265
1973	3,437	2,236	923	6,596
1972	3,743	2,227	949	6,919
1971	3,416	—	1,023	4,439
1970	3,019	—	1,087	4,106

[1]1972-1979 reflect Total U.S. Market statistics for all phonographs produced and/or sold in U.S. regardless of the brand name or country of origin. Years prior to 1972 based on domestic label only, including products produced or purchased by U.S. manufacturers for sale with their brand name and excluding those products imported directly by distributors and dealers for resale.

ANNUAL FACTORY SALES OF CONSUMER ELECTRONIC PRODUCTS 1974-1980

(Estimated in Millions of Dollars)

Category	1974	1975	1976	1977	1978	1979	1980
Monochrome TV Receivers	500	416	495	530	549	561	588
Color TV Receivers	2,533	2,268	2,755	3,289	3,674	3,685	3,944
Radios	557	372	367	523	449	437	468
Car Audio	370'	355'	497'	534'	582'	623'	1,056
Audio Systems	510	474	489	606	748	748	801
Separate Audio Components	704	652	1,027	1,275	1,143	1,178	1,424
Tape Recorders & Players	886	687	1,120	1,388	1,975	2,128	2,336
TOTAL	6,060	5,224	6,750	8,145	9,120	9,360	10,617

'Prior to 1980, data reflects factory-installed automobile sound products only.
Source: EIA

HISTORICAL REVIEW 1981-1877 (Cont'd.)

1906 Victrola, first enclosed-horn phonograph, appears.

1904 First double-sided records issued by Odeon. Caruso becomes exclusive Victor artist.

1903 First royalty system for compensation of recording artists. In Berlin, formation of International Talking Machine Co. (Odeon).

1902 Columbia and Victor share patent on disk recordings, and cylinder drops from favor. Enrico Caruso records opera for the Gramophone Co..

1901 Marketing of disk recordings moves ahead with formation of Victor Talking Machine Co.

1900 Columbia Phonograph Co. opens London office.

1899 Deutsche Grammophon Gesellschaft, oldest record manufacturing company, established in Hanover.

1897 International expansion starts with American Graphophone's London office.

1895 National Phonograph Co. formed by Edison, manufacturing and distributing spring-driven phonographs for homes.

1894 Berliner manufactures gramophones and disks in Washington, D.C. while Pathe brothers in France manufacture phonographs and cylinders.

1889 Columbia Phonograph Co. founded to market American Graphophone products. In Germany, first commercial gramophones and records are manufactured.

1888 Edison improves phonograph, using wax, forms Edison Phonograph Works. First celebrity recordings made in Edison's laboratory. North American Phonograph Co. formed.

1887 Flat phonograph disk patent application by Emile Berliner and formation of American Graphophone Co. launch recording industry.

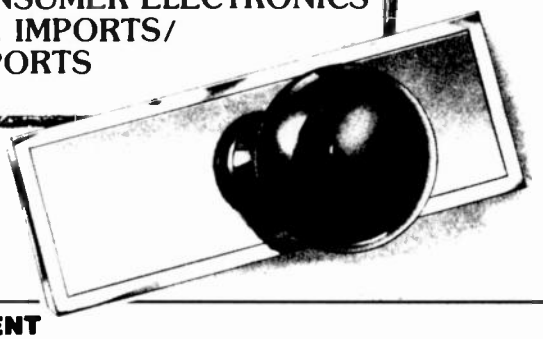
1885 Bell & Tainter patent "graphophone," replacing tinfoil cylinder with wax-coated cardboard.

1881 Chichester A. Bell and Charles Sumner Tainter work on phonograph improvements.

1878 Edison Speaking Phonograph Co. and London Stereoscope Co. formed. Phonograph interest in limbo.

1877 First reproduction of sound by Edison on tinfoil cylinders and device called "phonograph." Microphone invented by Emile Berliner. France's Charles Cros writes paper describing process of recording and reproducing sound.

CONSUMER ELECTRONICS U.S. IMPORTS/ EXPORTS



IMPORTS OF AUDIO TAPE EQUIPMENT

Year	Audio Recorders And Players (Cassettes)		Audio Players (Cartridges)		Automotive Players		Total Audio Recorders And Players	
	Units	$	Units	$	Units	$	Units	$
1980	19,532	845,080	2,334	74,284	9,362	423,280	31,228	1,342,644
1979	16,184	759,723	2,902	71,854	10,491	480,002	29,577	1,311,579
1978	15,996	706,523	3,305	83,835	10,507	471,595	29,808	1,261,953
1977	13,473	519,893	4,199	106,941	8,249	316,746	25,291	943,580
1976	12,664	437,218	4,143	98,766	9,136	286,472	25,943	822,456
1975	7,653	272,669	3,100	78,316	4,903	150,168	15,656	501,153
1974	9,087	310,653	4,488	133,001	4,983	146,655	18,558	590,309
1973	10,470	318,691	7,181	235,522	4,687	102,327	22,338	656,540
1972	9,873	266,698	8,263	244,257	3,641	69,615	21,777	580,570

(Add 000 to all figures)

IMPORTS OF CONSUMER ELECTRONIC PRODUCTS

Year	Home Radios		Automobile Radios		Phonographs		Home Tape Recorders & Players		Auto Tape Players		Video Tape Recorders	
	Units	$*	Units	$*	Units	$*	Units	$*	Units	$*	Units	$
1980	29,874	486,304	3,394	118,985	2,932	153,312	21,866	919,364	9,362	423,280	940	498,333
1979	28,998	491,519	4,431	165,658	3,801	203,229	19,086	831,576	10,491	480,002	681	361,624
1978	37,935	627,749	5,439	184,471	4,312	231,883	19,301	790,358	10,507	471,595	509	279,629
1977	37,782	579,456	5,423	175,686	3,309	173,176	17,672	626,834	8,249	316,746	250	140,947
1976	35,394	498,010	5,970	148,643	2,455	103,726	16,807	535,984	9,136	286,472	70	50,413
1975	27,945	374,561	3,996	102,786	1,299	47,750	10,753	350,985	4,903	105,168	40	26,532
1974	34,433	474,716	4,848	110,994	1,934	92,657	13,575	443,654	4,983	146,654	34	20,388
1973	40,907	448,736	4,459	91,271	2,423	95,690	17,651	554,213	4,687	102,327	76	23,960
1972	40,159	404,499	2,924	53,358	2,451	92,997	18,136	510,955	3,641	69,615	42	16,351
1971	30,988	306,825	3,150	51,263	1,926	61,951	13,548	358,218	2,739	51,136	29	8,138
1970	31,150	305,227	2,232	38,535	2,040	52,456	11,733	315,463	2,779	60,351	24	8,779

(Add 000 to all figures) *Dollar value is defined generally as the market value in the foreign country (FOB) and excludes U.S. import duties, freight, charges from the foreign country to the U.S. and insurance.

EXPORTS OF CONSUMER ELECTRONIC PRODUCTS

Year	Home Radios		Automobile Radios		Phonographs		Recorders[1]		Video Tape Recorders	
	Units	$*	Units	$*	Units	$*	Units	$*	Units	$*
1980	594	20,718	509	47,316	219	57,118	467	65,172	8	76,087
1979	687	26,075	506	39,142	298	50,705	438	54,053	6	65,137
1978	836	21,891	795	55,827	336	55,049	278	36,962	4	51,693
1977	421	7,065	452	28,408	450	31,623	198	41,391	8	46,140
1976	328	4,607	472	24,648	333	28,863	171	33,163	15	51,513
1975	351	4,877	303	16,498	221	19,251	182	34,496	3	44,735
1974	405	5,516	333	14,742	196	17,353	209	31,711	3	49,510
1973	307	3,812	447	16,138	134	10,803	152	22,599	13	32,203
1972	248	3,644	566	15,644	112	7,966	92	16,343	2	27,083
1971	224	3,081	495	13,090	75	6,327	86	16,919	1	18,447
1970	245	4,007	432	9,399	55	4,926	98	22,679	3	16,651

(Add 000 to all figures) *Dollar value shown is defined generally as the value at the U.S. port of export, based on selling price, including inland freight, insurance, and other charges to the U.S. port of export.
Source: U.S. Department of Commerce and EIA. [1]Exclusive office-type.

VIDEO TAPE EQUIPMENT IMPORTS

Year	Video Recorders/Players		Video Tape Recorders	
	Units	$*	Units	$*
1980	940	498,333	8	76,087
1979	681	361,624	6	65,137
1978	586	299,051	4	51,693
1977	408	158,822	8	46,140
1976	291	64,522	15	51,513
1975	162	34,931	3	44,735
1974	138	25,277	3	49,510
1973	272	35,401	13	32,203
1972	42	16,351	2	27,083
1971	29	8,138	1	18,447
1970	24	8,779	3	16,651

*Dollar value is defined generally as the market value in the foreign country (FOB) and excludes U.S. import duties, freight charges from the foreign country to the U.S. and insurance.
*Dollar value shown is defined generally as the value at the U.S. port of export, based on selling price, including inland freight, insurance, and other charges to the U.S. port of export.

SOURCE: U.S. Department of Commerce.

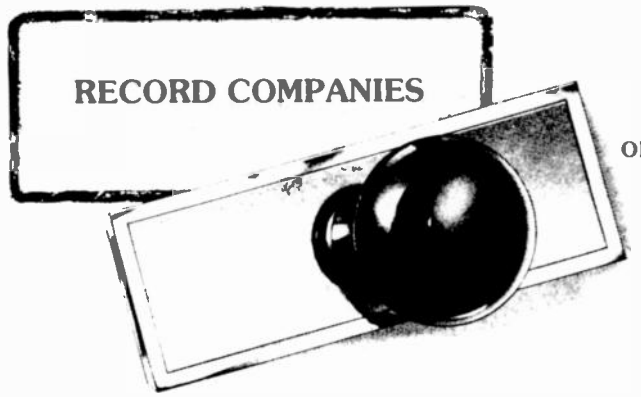
Total U.S. Market Video Cassette Recorders		
Factory Production	Factory Sales	Sales To Dealers
763,941	801,912	804,663
459,743	414,951	401,930
507,686	487,832	475,396

Annual Sales to Dealers of Video Cameras by Type (Units); United States, 1979-1980

	1979	1980
Color Video Cameras	60,538	114,465
Monochrome Video Cameras	14,265	8,216

SOURCE: EIA Marketing Services Department.

RECORD COMPANIES



OF THE UNITED STATES

A

A A T, see American Album & Tape.
A B C, see MCA.
A B F Prod'ns, 8947 Alton St., Philadelphia, Pa. 19115. Tel: (215) 671-1590. Pres.: Larry Feldman.
A B P Recs., 240 Central Park S., New York, N.Y. 10019. Tel: (212) 582-7379. Pres. & A&R: Allen Abdelezer; VP/Promo.: Stan Stonkus.
A B (Street Level), see Sonrise.
A C I, see Daytwo.
A D & A Recs., PO Box 1412, Hollywood, Calif. 90028. Tel: (213) 462-3745. Pres.: Ardie Bryant; VP: Anne Bryant; A&R: David P. Bryant.
A E I, see American Entertainment Inds.
A J, see Ala Ents.
A K O, see Dorn.
A & M Recs. Inc., 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 469-2411. Cable: ALPERMOS. Chm.: Jerry Moss; Vice-Chm.: Herb Alpert; Pres.: Gil Friesen; Sr. VP Promo. & Sales: Harold Childs; VP & Exec. Dir. Promo.: Charlie Minor; VP A&R: David Kershenbaum; VP Creative Servs. & Prod. Mgmt.: Jeff Ayeroff; VP Financial Affairs: Michael Parkinson; VP Bus. Affairs: Ken Powell; VP Sales: David Steffen; VP Quality Control/ Quality Control Dir. Marv Bornstein; VP Artist Development: Martin Kirkup; VP Adv. & Mdg.: Bob Reitman; VP Int'l: Jack Losmann; VP Communications & Ass't to Chm.: Mike Gormley. (Distributed by RCA & A&M & Assoc'd Labels)
Branch: New York, N.Y., 595 Madison Ave. Zip: 10022. Tel: (212) 826-0477. VP East Coast: Michael Leon; East Coast Artist Development Dir.: Gail Davis; Nat'l Pub. Dir.: Kathy Schenker.
Int'l branches: Canada, England, France.
Labels: (Owned) A&M; (distributed) IRS.
Int'l reps.: Argentina (CBS), Australia (Festival), Austria (CBS), Belgium (CBS), Bolivia (CBS), Brazil (CBS), Central America (Dideca in Guatemala), Chile (CBS), Colombia (CBS), Costa Rica (CBS), Denmark (CBS), Ecuador (CBS), El Salvador (Dideca), Finland (CBS), France (CBS), Germany (CBS), Greece (CBS), Hong Kong (PolyGram), India (EMI), Israel (CBS), Italy (CBS), Japan (Alfa), Korea (PolyGram), Malaysia (PolyGram), Mexico (CBS), Netherlands (CBS), New Zealand (Festival), Norway (CBS), Panama (Dideca) Paraguay (EMI in Argentina), Peru (CBS), Philippines (Dyna Prods.), Portugal (Valentim de Carvalho), Singapore (PolyGram), South Africa (RPM), Spain (CBS). Sweden (CBS), Switzerland (CBS), Taiwan (PolyGram), Uruguay (CBS), Venezuela (CBS), West Indies (West Indies Recs.), Yugoslavia (Radio Television Belgrade).
A M C (Brazil), see Brasilia.
A M J Int'l Recs., 9000 Sunset Blvd., West Hollywood, Calif. 90069. Tel: (213) 550-0397. Pres.: Alice M. Jackson; VP: K.H. Smith; Gen. Mgr.: Eddie Hershler.
A P, see Any Prod'n.
A P A, see TK.
A R C, see American Rec'g Co. & CBS
A R V Int'l, see House of Falcon.
A/S, see Alshire.
A S A I Rec. Corp., Box 308, Vansant, Va. 24656. Chm.: R. Fuller; Pres.: Terry Arrington; VP: A. Fuller; Gen. Mgr.: S. Collins; A&R: G.S. Potter; Dirs.: T. Day, J. Hill; Prod'r: Joe Dearson.
Branch: Oakwood, Va., Box 87. Zip: 24631.
Labels: (Owned) ASAI, ASI, ASII, Modoc, Penny Pinchers.
A S I Recs., 711 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 521-7631.
A S I, Va., see ASAI.
A S I I, see ASAI.
A S R, see Grapevine Opry.
A T V Music Corp., 6255 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-6933.
Branches: New York, N.Y., 8 8 Seventh Ave. Zip: 10106. Tel: (212) 977-5680—**Nashville, Tenn.,** 1217 16 Ave. S. Zip: 37212. Tel: (615) 327-2753.
Int'l branches: Australia, Canada, England, France, Italy.
A V I Recs. Inc., 7060 Hollywood Blvd., Suite 1212, Los Angeles, Calif. 90028. Tel: (213) 462-715 . Bd. Chm.: Seymour N. Heller; Pres. & Treas.: Raymond Harris; VP & Sec'y: Ed Cobb; Gen. Mgr.: John Jossey.
Labels: (Owned) AVI, Nashboro; (distributed) In Town, Master 5, Out of Town.
Abet, see Nashboro.
Abkco Recs. Inc., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 399-0300. Pres.: Allen Klein; VP Joel Silver.
Int'l rep.: UK (Decca).
Above All, see Rainbow Room.
Accent Recs., 71906 Hwy. 111, Rancho Mirage, Calif. 92270. Tel: (714) 346-0075. Owner & A&R Dir.: Scott B. Seely; A&R/VP: Buddy Merrill; Promo. & Opns. Dir.: Dolores Guldner; Eng. & Prod'r: Nick Mandola.
Labels: (Owned) Accent (distributed by GNP Crescendo), Coachella, New Sound.
Int'l reps.: Australia (Festival), Canada (CTI, MCA), France (Vogue), Germany (DG), Italy (CGD), Japan (King).
Accion, see Safari.
Acme Rec'g Studios, 3821 N. Southport, Chicago, Ill. 60613. Tel: (312) 477-7333. Owner: Mike Rasfeld Prod'n Mgr.: Jerry Buttitta; Pub.: Bradley Parker Sparrow; Eng.: Glenn Odagawa; Ass't Eng.: Henry Candelaria.
Acorn, see Freddie.
AcoustoGraphic Recs., 1 Simpson's Ln., Edgartown, Mass. 02539. Tel: (617) 627-4639. Owner: Benjamin L. Hall.
Labels: (Owned) AcoustoGraphic, AcoustoQuad, Beau-Brian, Benjamin Lambert, Newzonophone.
AcoustoQuad, see AcoustoGraphic.
Acropole Corp. of America, 1410 York Ave., Suite 2D, New York, N.Y. 10021. Tel: (212) 628-6315. Pres. & Gen. Dir.: Bruno George Ronty.
Labels: (Owned) Bruno, Colosseum.
Action Recs., 1616 Park Place Ave., Fort Worth, Tex. 76110. Tel: (817) 923-1111. Owner: Marvin Moore; Prod'rs: Lew Gillis, Bob Davis.
Action, Wash., D.C., see Warren.
Adam Prod'ns Inc., 2501 S. Ocean Dr., Hollywood, Fla. 33022. Tel: (305) 925-1799. Pres.: Robert S. Taran; A&R: Mike Lewis.
Adelphi Recs. Inc., Box 288, Silver Spring, Md. 20907. Wash., D.C. Tel: (202) 723-6958. Pres.: Gene Rosenthal; VP: Jack Heyrman; Promo.: Hap Passman, Tom Sitler.
Labels: (Owned) Adelphi; (distributed) Clean Cuts.
Int'l reps.: Canada (Phonodisc), Denmark (CSA), Germany (Moers Music, Taxim), Italy (IRD), Netherlands (Dutch Blues & Boogie), UK (Projection, Swift).
Ades (France), see Playette.
Advent Prod'ns, PO Box 772, El Cerrito, Calif. 94530. Tel: (415) 525-1494. Pres. & Gen. Mgr.: Frank Scott.
Labels: (Owned) Advent, Bullfrog; (distributed) Muskadine.
Int'l reps.: Canada (Trend), France (Blue Sound), Germany (Taxim), Italy (IRD), Sweden (Amigo), UK (Swift).
Aesthetic Artist Recs., PO Box 144, Mid City Sta., Dayton, Ohio 45402. Tel: (513) 252-9426. Owner: Paul Wayne Beach.
Aferton Recs., PO Box 891, Hendersonville, Tenn. 37075. Tel: (615) 865-1641. Pres.: David A. Hoffman; Exec. VP/A&R Dir.: Kenneth A. White.
Afro Request, see Request.
Agon, see Dragon.
Aic, see ECI.
Aic/Artistic, see ECI.
Air, see Chrysalis.
Airborne, see Express.
Airplay, see Wheel/Home Cooking.
Airstrip Recs., 110 Gough St., Suite 202, San Francisco, Calif. 94012. Tel: (415) 552-6895. Pres.: Stuart Jacob Glasser; Promo. Co-ord.: Kathleen Delehanty; Pub. & Dist'n. Co-ord.: Cathy Civale; Exec. Ass't: Gail M. Barrett.
Ak Ba, see Mustevic.
Alabam, see McKinnon.
Ala Ents. Inc., 4218 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 737-1000. Pres.: Louis Drozen; VP: David Drozen; Exec. Admin'r: Shelby Meadows Ashford.
Labels: (Owned) AJ, Ala, Blues Spectrum, Dingo, Hawk Sound, Laff.
Alamo, see Capital Star Artist.
Albatross Recs. Inc., PO Box 66558, Seattle, Wash. 98166. Tel: (206) 241-2320. Pres.: Ken Kinnear.
Albert Prod'ns, c/o Edward B. Marks Music Corp., 1790 Broadway, New York, N.Y. 10019. Tel: (212) 247-7277. Cable: MARKBRO. Telex: 620960.
Albradella, see Gwen.
Album Globe Dist'n Co. Inc. (formerly IRDA/International Rec. Dist'g Assocs.), City Square, Suite 107, Hendersonville, Tenn. 37075. Tel: (615) 824-9100. Cable: ALBUMGLOBE. Pres.: Mike Shepherd; Prod'n Co-ord: Patsy West; Sales & Promo. Dir.: Keith Stewart.
Labels: (Owned) Invitation, Super Prod'n; (represented) Ambassador, Amoret, Amoura, Berry Hill, Big Boss, Boyd, Buck, Calico, Castle, Cinnamon Int'l, Cowboy Country, Crystal Bridge, Filly-Colt, Gervasi, Gold Sound, Palmetto, Taurus-Astro, Wagner.
Alear, see Sounds of Winchester.
Alegre, see Musica Latina.
Alfa Recs. Inc., 1015 N. Fairfax Ave., Los Angeles, Calif. 90046. Tel: (213) 654-1100.
Home office: Japan.
Alhambra Recs. Inc., 4380 NW 128 St., Opa Locka, Fla. 33054. Tel: (305) 685-8396. Telex: 522178. Pres.: Enrique Inurrieta Sr.; Exec. VP: Enrique Inurrieta Jr.
Branches: Los Angeles, Calif., 2720 W. Pico Blvd. Zip: 90006. Tel: (213) 733-0137—**San Juan, P.R.,** Alhambra Recs., GPO Box 2702. Zip: 00936. Tel: (809) 724-0465.
Home office: Spain, Columbia (Discos).
Labels: (Owned) Al Mex, Al Records, Alhambra, Carnaval, Libra, Odeon.
Aljean Recs., 7 Colonial Ave., Myerstown, Pa. 17067. Tel: (717) 866-5067. Owner & Pres.: Jean Shade. Sales & Mktg. & Country Mgr.: Al Shade.
Aljo, see Page.
All Ears Recs., 7033 Sunset Blvd., No. 309, Hollywood, Calif. 90028. Tel: (213) 465-3990. TWX: (910) 493-2079. Pres.: Antony Harrington; VP: Rene Sonne; VP A&R: Gordon Skene.
Int'l reps.: Canada (Trend), Germany (Ariola-Eurodisc, Phonogram), Japan (Canyon), Netherlands (FSV).
Allegheny, see East Allegheny.
Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-9658.
Alligator Recs., Box 60234, Chicago, Ill. 60660. Tel: (312) 973-7736. Pres.: Bruce Iglauer; Mktg. Dir.: Melinda Giles; Nat'l Promo. Dir.: Otis Taylor; Controller & Opns. Mgr.: Andrew Gerking.
Int'l reps.: Australia (Larrikin), Europe & UK (Sonet in Sweden), Japan (Trio), Sweden (Smokestack, Sonet).
Allstar, see National Music.
Almanac, N.Y., see American Themes.
Almanac Rec. Co., PO Box 13661, Houston, Tex. 77019. Dir.: Mack McCormick; Prod'r: J.D. Horn.
Al Mex, see Alhambra.
Alpha Recs., PO Box 18287, Memphis, Tenn. 38118. Tel: (901) 452-0673. Pres.: Evelyn Graves.
Al Recs., see Alhambra.
Alsarman, see Dragon Int'l.
Alshire Int'l, PO Box 7107, Zip: 91510; 1015 Isabel St., Burbank, Calif. 91502. Tel: (213) 849-4671. Cable: BUDSOUND. TWX: (910) 498-2759. Pres.: Al Sherman; Gen. Mgr.: Dick Ceja.
Labels: (Owned) A/S, Alshire, Aria Senza Voce, Audio Spectrum, Oscar, Peter Rabbit, Somerset, Stereo Fidelity; (distributed) Azteca, Grit.
Int'l reps.: Argentina (Microfon), Australia (Astor), Brazil (Fermata), Canada (Total), Colombia (Colombiana de Discos), Germany (Metronome), Greece (CBS), Israel (Hataklit), Japan (Trio-Kenwood), Mexico (Musart), New Zealand (Viking Sevenseas), Philippines (Vicor), Portugal (Movieplay), Singapore (Alshire), Spain (Movieplay), UK (Pye), Venezuela (Promus).
Alston, see TK.
Alternatives in American Music, PO Box 6127, Albany, Calif. 94706. Tel: (415) 527-3606.
Int'l rep.: Italy (Horo).
Altone, see American Tape.
Alva Recs., 3929 Kentucky Dr., Los Angeles, Calif. 90068. Tel: (213) 760-3670. Owner: Eddie Gurren; R&B Dir.: Barnett Williams; Promo. Dir.: Jan Teifeld.
Alvorada, see Penco.
A Major, see Parr-X.
A Major Label, see Castalia.
Amalisa Ltd., 3929 46 St., Sunnyside, N.Y. 11104. Tel: (212) 361-2582, 753-4267. Chief Execs.: Charles Lucy, Robert Martin.
Int'l branch: England.
Int'l rep.: UK (Pinnacle).
Amazing Recs., PO Box 26265, Fort Worth, Tex. 76116. Tel: (817) 735-9768. Owner & Mgr.: Jim Yanaway.
Int'l reps.: Belgium (Parsifal), Canada (Almada), Denmark (Happy New Ear), Germany (Bellaphon), Italy (IRO), UK (Mike's Country Music Room, Richard Wootton).
Amazon, see TK.
Ambassador, see Album Globe.
Amberjack, see Audiofidelity.
Ambience, see Sumiko.
Ambiente Prod'ns, PO Box 91120, Worldway Postal Center, Los Angles, Calif. 91120. Tel: (213) 641-0178. Owner: Philip Sonnichsen.
Ameraba, see West End.
Americana, see Sine Qua Non.
American Album & Tape Inc., 315 W. 57 St., New York, N.Y. 10019. Tel: (212) 247-3188.
Labels: (Owned) AAT, American Album & Tape, American Entertainment, American Nostalgia, Hall of Fame Jazz.
American Cowboy Songs Inc., The Homeplace, Mount Juliet, Tenn. 37122. Tel: (615) 444-8431. Pres.: Alfred H. LeDoux; Sec'y-Treas: Bonnie J. LeDoux.
Int'l reps.: Germany (Siegel), UK (Emerald).
American Creative Entertainment Ltd., Professional Arts Bldg., 536 E. St. Louis Ave., Las Vegas, Nev. 89401. Tel: (702) 731-2322. Pres.: Frank Moore; VP: Greg Purcott; Sales Mgr.: Jim La Monica.
Branches: Farmington Hills, Mich., 27650 Farmington Rd., Surte 210. Zip: 48018. Tel: (313) 553-2929—**Atlantic City, N.J.,** Professional Arts Bldg., 1616 Pacific Ave., Suite 817 Zip: 08401 Tel: (609) 348-1809 VP's: Tony Angelo, Danny Luciano.
American Entertainment Inds. Inc., PO Box 3324, Hollywood, Calif. 90028. Tel: (213) 781-6681. Pres.: David R. Gooch; Sec'y: Walter L. Shuster.
Labels: (Owned) AEI, London's Pride, MusiCards, Songmaster.
American Entertainment, N.Y., see American Album & Tape.
American Jazz, see Happy Jazz.
American Nostalgia, see American Album & Tape.
American Pie Inc., 50 Southmont Dr., Tuscaloosa, Ala. 35405. Tel: (205) 345-2162. Pres.: Jim Salem.
American Playboy, see Music Ents.
The American Rec'g Co., 2323 Corinth Ave., Los Angeles, Calif. 90064. Tel: (213) 479-8522. Bd. Chm.: Robert Cavallo; Pres.: Maurice White; VP Mktg.: Ronald Ellison; Nat'l R&B Dir.: Maurice Watkins; Nat'l Pop Promos. Dir.: Dee Murray; Market Research Analyst: Georgetta Banks. (Distributed by CBS)
Label: (Owned) ARC.
American Rhythm Music, see Rollin' Rock.
American-Sound-Studio, see Glolite.
American Tape Corp., 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel: (201) 943-7860. Cable: RECOCONTIN. Pres.: Stephen Flaks; VP Sales: Gerald Gottlieb; VP Admin.: Kathelyn Marani-Mendenhall; Plant Mgr.: Frank Dermody.
Labels: (Owned) Altone, Radiant, Remington.
American Theme, see American Themes.
American Themes & Tapes Inc., 240 W. 55 St., New York, N.Y. 10019. Tel: (212) 246-3000. Cable: BENANTIMUS. Pres.: Jack Benanty; VP: Charles Benanty.

Labels: (Owned) Almanac, American Theme, Artia, Fairyland, Jazz Kings, Parliament, Urania Classics, Urania Jazz

American Way, see Globite

Amherst Recs., 355 Harlem Rd., Buffalo, N.Y. 14224. Tel: (716) 826-9560; WATS (800) 828 7041. Pres. Leonard Silver, A&R: David Parker; Promo., John Penney

Amoret, see Album Globe

Amoura, see Album Globe

Ampro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011 Tel: (212) 243 7726 Telex: 425233 Pres.: Manuel E. Kopelman; VP Mktg. Susanne Tarter

Labels: (Owned) Ampro, Ava, Omega

Am Rec. of America, Box 62263, Virginia Beach, Va. 23462. Tel. (804) 340-3366. Pres. Alex Spencer, VP. George Crowling; Pub.: Nancy Strong.

Label: (Owned) Dimension.

Anahuac (Discos), 6331 Santa Monica Blvd., Hollywood, Calif. 90019. Tel: (213) 462-0088.

Int'l rep.: Mexico (Festival).

Anamaze Recs., 1802 Ocean Pkwy., Suite 2A, Brooklyn, N.Y. 11223 Tel: (212) 627-8499. Pres., Prod'r & A&R Dir.: Cosmo Dhms; VP Mktg. & Promo.: Dosa Tooner; Graphic Arts Supervisor: Fae Ellen; Exec. Prod'r: Michael Tubin

Int'l rep.: UK (Rough Trade).

Lee Anderson Ents., PO Box 4141, North Hollywood, Calif. 91607. Tel: (213) 782 6915 Owner & Pres. Lee Anderson, VP's: Betty & Bruce Dale Anderson.

Labels: (Owned) Belltone, Country Capers, Greenbush, Sports

Angel, see Capitol.

Angelaco Recs. Inc., 410 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) 663-9014. Pres.: Mary Angeline Sanford; VP: Robert E. Sanford; Sec'y-Treas. Paul S. Renard; Mktg. Dir.. Barbara B. Renard. (Distributed by Audiofidelity)

Branch: Elkhart, Ind., 1121 Marguerite St. Zip: 46514. Tel: (219) 264-5237.

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

Anomoly, see Jersey Coast.

Ansonia Recs Inc., 802 Columbus Ave New York, N.Y. 10025 Tel: (212) 865 2121 Cable ANSORECORD. Pres. Mercedes Glass, Exec. VP: Herman Glass

Labels: (Owned) Ansonia, Superior

Chuck Anthony Music Inc., Box 879, Altamonte Springs, Fla. 32701 Tel: (305) 869-7300 Pres. Chuck Anthony; A&R Dir.: Randy Irwin.

Labels: (Owned) CVR, Rocky

Antilles, see Island

Antique Recs., PO Box 192, Pittsburg, Kan. 66762 Tel: (316) 231-6443

Any Prod'n Inc./Oak Rec'g, 2118 W. 12 St., Santa Ana, Calif. 92703. Tel (714) 836 1760 Pres.: Craig A. Kitchens; Sec'y-Treas.: Patti Kitchens; Sec'y. Wendy Gajewski, Musical Dir.: Tom Ringlund

Label: (Owned) AP

Apexton Recs. Inc., 44-27 Purves St., Long Island City, N.Y. 11101 Tel: (212) 937-4038 Mgr. Darek Ropiak

Apollo, see Hilding America.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City, N.Y. 11103 Tel (212) 721-5599. Pres.: Andrew M. Poncic; Prod'r & Mktg. Mgr. Don N. Zemann; PR Mgr.: Dorian Michaels.

Labels: (Owned) Apon, Discapon; (licensed) Amadeo (Austria), Harmonia Mundi (Germany), Hungaroton (Hungary), Supraphon (Czechoslovakia) (tape masters only)

Appalseed, see June Appal

Applause Recs., 258 S. Beverly Dr., Beverly Hills, Calif. 90212 Tel: (213) 274 9301 Pres. Artie Mogull; Chief Financial Officer: Jerry Rubenstein; VP & Prod'n Mgr. Patti Dennis; Sales Mgr.: Dan Alvino

Applegate, see Fraternity

April, see Dragon Int'l

April Entertainment Ents., PO Box 55340, Indianapolis, Ind. 46205. Tel (317) 259 4979 Contacts Sid Johnson, Kenny Edmonds.

Arabesque, see Caedmon/Arabesque

Arc, see Spina

Arcade Rec. Co./Arzee Rec. Co., 3010 N. Front St., Philadelphia, Pa. 19133. Tel (215) 426-5682 Pres.: Rex Zario; Gen. Mgr.: Dave Wilson.

Labels: (Owned) Arcade, Arzee, Clymax

Int'l rep.: UK (Rollercoaster)

Arcano, see Caytronics

Arch, see Dragon Int'l

Archive of Folk & Jazz Music, see Everest

Archive of Piano Music, see Everest

Archiv Produktion, see PolyGram Classics

Arctic, see Jamie/Guyden

Arctic (Norway), see SWS

Argo, see PolyGram Classics

Argus Rec. Prod'ns (div. of Record Room), PO Box 58, Glendora, N.J. 08029 Tel (609) 939 0034. Gen. Mgr.: Lem Harris, A&R Dir.: Eddie Jay Harris, Promo. Patricia Cox.

Labels: (Owned) Argus, Merry Elf, Never Ending Music, Record Room; (distributed) Black & Blue, Now

Argyle, see Spina

Arhoolie Prod'ns Inc., 10341 San Pablo Ave., El Cerrito, Calif. 94530 Tel (415) 525-7471/4996 Pres. Chris Strachwitz.

Labels: (Owned) Arhoolie; (distributed) Blues Classics, Folklyric, Old Timey

Int'l reps.: Canada (Almada), Finland (Quality), France (Musidisc-Europe), Germany (Bellaphon), Italy (IRD), Netherlands (Agram/Nuis), Sweden (Sonet), UK (Swift)

Aria Senza Voce, see Alshire.

Ariel, see Benson

Ariola, see Arista

Ariola America, see Arista

Arion, see Peters Int'l

Arts, see Peters Int'l

Arista Recs. Inc., 6 W. 57 St., New York, N.Y. 10019. Tel: (212) 489-7400 Cable ARISREC Telex: 666282 Pres.: Clive Davis; Exec. VP & Gen. Mgr. Elliot Goldman; Sr. VP Finance. Aaron Levy; Sr. VP Artist Development: Rick Dobbis, Sr. VP Promo. Richard Palmese; VP A&R: Bob Feiden; VP Pub. & Press Servs.: Dennis Fine; VP Nat'l R&B Promo.: Richard Smith; VP Sales, Gordon Bossin; VP ADR Promo.: Michael Bone; VP Admin.: Mort Drosnes; VP A&R Admin. Paul Sloman; VP & Gen. Counsel: Michael Pollack, VP Finance: Pat Mellilo Sr.; VP Int'l: Harry Anger

Branch: Los Angeles, Calif., 1888 Century Park E., Suite 1510. Zip: 90067. Tel (213) 553 1777

Int'l branch: England

Labels: Ariola, Ariola America, Arista, Buddah, GRP, Project 3, Savoy.

Int'l reps.: Argentina (Microfon), Australia (Festival), Austria (Ariola), Belgium (Ariola), Brazil (Ariola), Canada (Capitol), Chile (Discos Quatros), Denmark (CBS), Ecuador (IFPI), Finland (Finndisc), France (Ariola), Germany (Ariola), Greece (Phonogram), Guatemala (Centroamerica), Hong Kong (EMI), Iceland (Falkinn), India (Gramophone), Israel (Hed Arzi), Italy (CGD), Japan (Nippon Phonogram), Malaysia (EMI), Mexico (Ariola), Netherlands (Ariola), New Zealand (EMI), Norway (CBS), Philippines (Vicor), Singapore (EMI), South Africa (RPM), Spain (Ariola), Sweden (CBS), Switzerland (Ariola), Venezuela (Velvet), West Indies (West Indies Recs.)

Aristone, see Hotlanta

Ark Recs., PO Box 230073, Tigard, Ore. 97223 Tel: (503) 620-5680. Owner/Mgr. Jeff Johnson

Arlo Recs., 7635 Telephone Rd., LeRoy, N.Y. 14482. Tel: (716) 584-3040 Co-Owners: Kenneth V. & James L. Bearce; Prof. Mgr.: Jill D. Welzel; VP Little Studio Music: Jack Bearce.

Branch: Rochester, N.Y., BHR Recs., 12 Asbury Rd. Zip: 14620. Tel: (716) 442-9112. VP: Chess Carges

Labels: (Owned) Arlo, BHR, Little Studio; (distributed) LP Music.

Armageddon Recs Ltd., 432 Moreland Ave., Atlanta, Ga. 30307. Tel: (404) 525-1679. Contacts: Alison Moore, Danny Beard

Int'l branch: England

Labels: (Owned) Armageddon, Hedonics; (distributed) DB.

Arriba Recs., 1305 S. Vermont Ave., Los Angeles, Calif. 90006. Tel: (213) 388-2263. Pres. & Gen. Mgr. Isaac Baly.

Arrival, see Moonstone

Arrowhead, see Oakridge

Arrow Recs. (div. of DRB Ents.), 36427 Sibley Rd., New Boston, Mich. 48164. Tel (313) 753 4050.

Art Attack Recs Inc., 964 W. Grant Rd., Tucson, Ariz. 85705. Tel: (602) 884-9060. Pres. William Cashman

Artemis Recs. Ltd., PO Box 110, 157-52 96 St., Howard Beach, N.Y. 11414 Tel (212) 738-4806. Pres.: John Giamundo; VP: Rocco Giamundo.

Int'l reps.: Benelux (Supreme in Belgium), Japan (Polydor).

Arth, see TK.

Artia, see American Themes & Tapes.

Artist America, see Hilding America.

Artistic, see ECI.

Artists House Inc., 40 W. 37 St., New York, N.Y. 10018. Tel: (212) 594-9435. Pres.: John Snyder; Prod'n Mgr.: Jim Gicking. (Distributed by MCA)

Int'l rep.: Japan (King)

Artistville, see ECI.

Art Recs. Mfg. Co., PO Box 15032, Fort Lauderdale, Fla. 33318. Tel: (305) 584-1904. Pres.: Harold E. Doane; Exec. Sr. VP: Vivian P. Doane; Pub. Dir. David W. Dunn

Labels: (Owned) Art, Citadelle, Cruise, Souvenir, Unity.

Arvee, see Everest.

Arzee, see Arcade.

Ascension, see Excelsior

Asch, see Folkways.

Ashley Rec. Co., 249 Bluegrass Dr., Hendersonville, Tenn. 37075. Tel: (615) 824-3573 Co-Pres.: Leon Ashley, L. S. Walton; VP: F. Case Walton; Pub., Adv. & Promo.: Linda Denny.

Aslan, see Consolidated Gospel

Aspro, see Holy Spirit.

Associated Rec'g Cos. (div. of Associated Inds.), 2250 Bryn Mawr Ave., Philadelphia, Pa. 19131 Tel: (215) 477-7122. Pres.: George Guess; Exec. VP: Marcus Levy, VP Opns.: Ted Brown; VP Nat'l Sales & Promo.: Alonzo Brooks; VP Reg'l Sales: Leonard Spratley; Gen. Mgr., Sales & Mktg.: Oscar Blalock; Promo. Mgr.: Ronald Williams; Promo.: Tom Goodman, James Boulding, James Wise.

Labels: (Owned) Jaguar, Jenges, Pearl Harbor

Asylum, see Elektra/Asylum/Nonesuch

Atco, see Atlantic

Atianna, see McKinnon.

Atlanta, see Trend Recs. in Ga.

Atlanta Int'l Rec. Co. Inc., 1872 Marietta Blvd. NW, Atlanta, Ga. 30318. Tel. (404) 351-4344

Atlantic Rec'g Corp., 75 Rockefeller Plaza, New York, N.Y. 10019 Tel: (212) 484-6000 Cable: ATCDMUSIC. TWX: (710) 581-6537. Bd. Chm.: Ahmet Ertegun, Vice-Chm.: Sheldon Vogel, Pres. Atlantic Recs.: Doug Morris, Exec. VP & Gen. Mgr.: Dave Glew; Sr. VP Atlantic & Pres. Cotillion Recs. Henry Allen; Sr. VP/Comptroller: Mel Lewinter; VP Sales: Sal Uterano, VP's Nat'l Promo.: Tunc Erim, Vince Faraci; VP Promo. Atlantic/Cotillion: Everett Smith; VP Mdsg.: George Salovich; VP Adv.: Mark Schulman; VP Int'l Mgr.: Cheryl Mitchell; VP & Exec. Ass't to Bd. Chm.: Noreen Woods; Nat'l Pub. Dir.: Stu Ginsburg; Artist Relations & Development Dir.: Perry Cooper; Art Dir.: Bob Defrin; Packaging & Pre-Production Dir.: Arline Brier. Creative Servs. Dir.: Paul Cooper; VP Atco Recs. & Custom Labels: Reen Nalli

Branch: Los Angeles, Calif., 9229 Sunset Blvd. Zip: 90069. Tel: (213) 278-9230 Gen. Mgr.: Les Garland.

Distribution branches: See Record & Tape Wholesalers section for listings for Warner/Elektra/Atlantic Corp.

Int'l branches: See WEA Int'l.

Labels: (Owned) Atco, Atlantic, Cotillion, (distributed) Emerald City, Finnadar, Mirage, Modern, Pacific, RFC, Radio, Real World, Rolling Stones, Swan Song.

Int'l reps.: See WEA Int'l.

Atlantis, see Star Song in Ga.

Atlas, see Velvet de Puerto Rico.

Atteram Rec. Co., PO Box 606, 212 Roswell St., Marietta, Ga. 30061 Tel. (404) 428-5336. Pres. Carl Queen; VP: Arden Williams.

Labels: (Owned) Atteiram, Lanta, Mars La Tour.

Attlaxeras (Sweden), see Zim.

Atumpan, see Black Fire.

Audax, see Discocorp.

Audible Images, 822 Stendhal Ln., Cupertino, Calif. 95014. Tel: (408) 446-0808. (Cassettes)

Audio Accessories Co., 38 W. 515 Deerpath Rd., Batavia, Ill. 60510. Tel: (312) 879 5998 Sales Mgr.: John S. Maloney. (Tape product)

Audio Arts Inc., 5617 Melrose Ave., Los Angeles, Calif. 90038. Tel: (213) 461 3507.

Labels: (Owned) Audio Arts, Audio Gospel.

Audio Fidelity, see Audiofidelity Ents.

Audiofidelity Ents. Inc., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-7111. TWX: (710) 581-2331. Bd. Chm.: Oante Pugliese; Pres.: Sam Goff; VP/Gen. Mgr. Carmen LaRosa; Exec. VP Bus. Affairs: Carl Shaw; Controller: Margaret Johnson; Sales Mgr.: Irv Cherne.

Int'l branch: England.

Labels: (Owned) Amberjack, Audio Fidelity, Chiaroscuro, Coco, First Component Series, Jazz Bird, Knockout, Nutmeg, Charlie Parker, Phoenix; (distributed) Angelaco, Gryphon, Strata-East.

Audio Gospel, see Audio Arts

Audio Guild, see Record Guild

Audiophile, Tex., see Happy Jazz

Audiophile, Ga., see Jazzology-GHB.

Audiorama Recs Corp., 658 10 Ave., New York, N.Y. 10036 Tel: (212) 246-9858. Pres.: Rafael Diaz Gutierrez; Gen. Mgr.: Hilda Diaz Gutierrez.

Labels: (Owned) Audiorama, Palante, Sono-Max, Taurus.

Audio Research (Sessions), 1973 Ohio St., Lisle, Ill. 60532. Tel: (312) 960-5100. (TV merchandiser)

Audio Specialties Inc., 1427 Fernandez Juncos Ave., Santurce, P.R. 00909.

Label: (Represented) Direct Disk.

Audio Spectrum, see Alshire.

Audio-Technica US Inc., 1221 Commerce Dr., Stow, Ohio 44224 Tel: (216) 686-2600. Pres. Jon R. Kelly, Sr. VP: Fred W. Nichols; VP Sales: Paul A. McGuire; Mktg. Communications Dir.: Don H. Kirkendall; PR Dir.: Shane O'Neil.

Labels: (Distributed) RCA/RVC (Japan), Telarc, Toshiba-EMI (Japan).

Aural Explorer, see MMO

Aurora Borealis, see Crimson Dynasty.

Aurum Recs. (div. of RBR Communications Inc.), 43 W. 61 St., New York, N.Y. 10023. Tel (212) 757-8805. Co-Pres.: Bill Radics, Richard Bradley, VP: Ron Beigel.

Auspex Recs., 12188 Laurel Terrace Dr., Studio City, Calif. 91604. Tel: (213) 877-1078 Owner Jules Chaikin.

Aus-Tex, see Colonel Buster Doss.

Authentic, see Sonic Arts.

Autograph, see Sonic Arts

Autumn, Calif., see R. Dean Taylor.

Autumn Int'l Recs., 202 Heather Dr., Garland, Tex. 75042 Tel: (214) 272-9272 Pres.: Philip S. Otten Jr.

Ava, see Ampro.

Avalanche, see Crimson Dynasty

Avant, see Crystal.

Avant Garde Recs. Inc., 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-1343. Pres.: Frank Siegfried; Gen. Mgr.: Bobby McFarland.

Int'l rep.: Australia (Move).

Avanti, see Reflection Sound.

Avoca Recs. & Tapes, 1404 Sun Flower Ln., New Port Richey, Fla. 33553. Tel: (813) 868-5196. Owner: Francis X. Cashin; Prod'n Mgr.: Anna M. Cashin.

Branches: Rowley, Mass., 47 Glen St. Zip: 01969. Tel: (617) 948-2062. Shipping Mgr.: Kevin O'Neill; Sales Mgr.: Ann O'Neill—**Deer Park, N.Y.,** 194 Gleeland St. Zip: 11729. Tel: (516) 242-3539. Sales Mgr.: Nora M. O'Neill.

Labels: (Owned) Avoca, Blarney Castle, IMI

Int'l rep.: Ireland (Dolphin).

Award Recs. PO Box 213, Brentwood, Tenn. 37027 Tel: (615) 373-3448. Pres. & A&R Dir.: Biff Collie; VP: Barbara Collie; Special Projects Consultant: Jeff Walker.

Aztec, see Dorn.

Azteca Rec. Inc., 1015 Isabel St., Burbank, Calif. 91502. Tel: (213) 849-4671. Cable: BUDSOUND. TWX: (910) 498-2759 Pres.: Al Sherman; VP: Richard Ceja. (Distributed by Alshire Int'l)

Azure, see Gold Guitar

B

B-Atlas, see Jody

B & B, see Barking Dog

B B B, see Music Adventures.

B B C, see Gemcom

B B Recs., PO Box 929, Sikeston, Mo. 63801. Tel: (314) 471-5428. Pres., Kenneth Bridger.

Branch: Nashville, Tenn., 34 Music Square E. Zip 37203 Tel: (615) 242-7434

B C A, see ECI.

B C Recs., 207 Dahill Rd., Brooklyn, N.Y. 11218. Tel: (212) 851-8338.

B G O Recs. Inc., 3297 Northcrest Rd., Suite 203, Doraville, Ga. 30340. Tel: (404) 491-0950. Pres.: Arnie Geller; VP: Buddy Buie; VP/Bus. Affairs: Gloria Buie.

B H R, see Arlo.

B I, see Bollman.

B I D, see Rm 10 & CBS

B I R C Recs., 601 E. Blacklidge Dr., Tucson, Ariz. 85705. Tel: (602) 882-9016. Pres. & A&R: Joe Bidwell; Artist Relations: Erin Brooks; Adv. Joseph Ostrom; Sales & Mktg.: Bob Rollins.

B L T Recs., PO Box 9830, 3507 W. Vickery, Fort Worth, Tex. 76107 Tel: (817) 737-9911. Pres.: J. P. Kimzey

B M A, see Jersey Coast & World Int'l.

B R C, see Brunswick

B R S Recs. (div. of Soundex Inc.), 1521 Seventh Ave., Beaver Falls, Pa. 15010. Tel: (412) 846-1174. Pres.: Dave Breit; A&R Dir.: Ralph Robb.

B S O Recs. Inc., 2595 Carrell Ln., Willow Grove, Pa. 19090. Tel: (215) 443-0935 Cable BSOMUSIC Pres. & Gen. Mgr. Sal Barbieri; VP: Ciro Schiano; Int'l A&R Mgr.: Ralph Barbieri.

Int'l branch: Italy

Int'l reps.: Argentina (Phonogram), Canada (Umdisc), Italy (CGD), Mexico (Zorba), South Africa (Teal).

Baby Boy, see Old Dominion

Baby Girl, see Old Dominion

Baby Grand, see Bowman.

Bach Guild, see Vanguard.

Backlash, see Bomp.

Backstreet, see MCA.

Bainbridge Entertainment Co. Inc., 2507 Roscomare Rd., Los Angeles, Calif. 90024. Tel: (213) 476-0631. Pres.: Stanley R. Marshall; VP: Harlene Marshall.

Int'l reps.: Canada (Almada), Hong Kong (Shun Cheong), Italy (Ducale), Philippines (Dyna), Venezuela (Palacio de la Musica).

Balboa Rec. Co., 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Owner. Larry Fotine. (Also see Spiral)

Balkan Hi-Fi, see Balkan Music.

Balkan Int'l, see Balkan Music.

Balkan Music Co., 6917 W. Cermak Rd., Berwyn, Ill. 60402. Tel: (312) 484-6436.

Labels: (Owned) Balkan Hi-Fi, Balkan Int'l

Balkanton (Bulgaria), see Worldtone.

Balloon, see Castalia.

Bal Recs., 511 Berkshire Ave., Los Angeles, Calif. 90032. Tel: (213) 790-1242.

Bambuco, see Discolando.

Banana, see Stacy-Lee.

Bandolier, see Suncountry

Bang Recs., 2107 Faulkner Rd. NE, Atlanta, Ga. 30324. Tel: (404) 329-9535. Pres.: Ilene Berns; Controller: Lynn Carroll. (Distributed by CBS)

Labels: Bang, Bullet, Shout, Solid Gold.

Banjar Recs Inc., Box 32164, 7440 University Ave. NE, Minneapolis, Minn. 55432 Tel: (612) 755-9829. Pres.: LeRoy Larson; VP: Bert Woolfrey.

Barbaro, see Musica Latina.
Barking Dog Publ'ns, PO Box 838 Enterprise, Ala. 36331. Tel: (205) 588-2540. Pres.: Danny Bryan; VP Michael Bryan.
Label: (Owned) B&B.
Barking Pumpkin, see Pumpko & CBS.
Barnaby Recs., 816 N. La Cienega Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-6150.
Bass, see Warren.
Bat, see Dawn Prod'ns.
Batchwork, see Lesser-Int'l-USA.
Batish Rec'g Ents., 1310 Mission St., Santa Cruz, Calif. 95060. Tel: (408) 423-1699. Pres.: S.D. Batish; V P Mktg. & Sales: Ashwin Batish; VP Dist'n & Promo.: Shanta Batish; Gen Mgr.: Ravi Batish.
Bayou Blue, see Great Southern.
Bay Recs., 1516 Oak St., Suite 32), Alameda, Calif. 94501. Tel: (415) 865-2040. Owner: Michael Cogan.
Labels: (Owned) Bay; (distrib ted) Cabbage, Oink.
Int'l reps.: Australia (Folkways), Canada (Almada), Germany (Taxim, Troubadoura), Japan (BDM), Netherlands (Carol Bloom), Sweden (SAM), UK (Swift).
Beantown Recs., 2011 N. 15 Ave , Pensacola, Fla. 32503. Tel: (904) 438-2763. Pres., Gen. Mgr. & A&R Earl Lett; Exec. Sec'y: Mattie Swain.
Bearsville Recs. Inc., 3300 Warne Blvd., Burbank, Calif. 91505. Tel: (213) 846-9090 x 195. VP & Gen. Mgr.: Howard Rosen; Nat'l Promo. Dir.: Paul Pieretti. (Distributed by Warn r Bros.)
Branch: Bearsville, N.Y., PO Box 135, Wittenberg Rd. Zip: 12409. Tel: (914) 679-7303. A&R/Artist Development Dir.: Ian Kimmet.
Beau-Brian, see AcoustoGraphic.
Beau-Jim Recs. Inc., 10201 Harwin Dr., Suite 2206, Houston, Tex. 77036. Tel: (713) 771-6256. Pres.: James E. "Buddy" Hooper.
Bee Hive Jazz Recs., 1130 Colfax St., Evanston, Ill. 60201. Tel: (312) 328-5593. Owners: Susan L. & James R. Neumann.
Int'l reps.: Canada (Coda, Trend), Denmark (SteepleChase), Germany (Discofon), Italy (IRD), Japan (King), Sweden (Amigo), UK (Cadillac, Wellard).
Bee Jay Rec'g Studios, 5000 Eggleston Ave., Orlando, Fla. 32810. Tel: (305) 293-1781. Pres.: Eric T. Schabacker; Gen. Mgr.: Jim Katt; A&R/Prod'r: Bill Vermillion; Prod'r/Arranger: George Atwell; Technical Supervisor: Andy de Ganahl.
Labels: (Owned) Hype, Immunity, Tener.
Tom Bee Prod'ns, PO Box 8207, Albuquerque, N.M. 87198. Tel: (505) 268-6110. Gen. Mgr.: J. Thomas Bee; Ass't Mgr./Sales & Mktg.: Peter Hummel; Pub.: Vicki Bee; Adv.: Thomas Krull; Tape: Dan D. Davis.
Branch: Woodland Hills, Calif. 21806 Ybarra Rd. Zip: 91364. Tel: (213) 883-0159. Gen. Mgr.: Isauro Gutierrez.
Labels: (Owned) Rocked Out, Souled Out, Native Roots, Numex, Tribal.
Behold, see P. Suriano.
Believe in a Dream, see Rm. 10 & CBS.
Belkin Prod'ns Inc., 28001 Chagrin Blvd., Cleveland, Ohio 44122. Tel: (216) 464-5990. (Distributed by MCA)
Label: (Owned) Sweet City.
Belle, see La Louisianne.
Belltone, see Lee Anderson.
Belmont Recs. (div. of John Perry Ents. Inc.), 259A Beech St., Belmont, Mass. 02178. Tel: (617) 924-6 22. Pres.: John Penny; Promo.: Jackie Lee Williams.
Int'l reps.: Germany (Raw), Norway (Rocade).
The Benson Co. Inc., 365 Great Circle Rd., Nashville, Tenn. 37228. Tel: (615) 259-9111; WATS (800) 251-8984. Pres.: Robert R. MacKenzie; Exec. VP: Wayne Erickson; Sr VP/Mktg. & Sales: Eddy Messick; Mktg. Dir.: Mike Blines; Nat'l Sales Dir.: Garry Littleton; Radio Promos. Dir.: Bill Traylor; Press & Pub. Dir Don Klein.
Labels: (Owned) Benson, Greentree, HeartWarming, Impact, NewPax, Paragon; (distributed) Ariel, Home Sweet Home, Jim, Lamb & Lion, Milk & Honey, New Dawn, Pilgrim America, Refuge, Scripture in Song, Star Song, Triangle.
Int'l reps.: Australia (Rhema), Belgium (Universal Songs in Netherlands), Canada (Lawson-Faille), Luxembourg (Universal Songs in Netherlands), Netherlands (Universal Songs , UK (Kingsway).
Bente Recs., 382 Central Park W., New York, N.Y. 10025. Tel: (212) 749-2267. Co-Pres.: Karin Mann, John Blount; Disco Mgr.: John Blount.
Berlitz Publ'ns Inc., 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-2000.
Berry Hill, see Buzz Cason & Album Globe.
Beserkley Recs., 2054 University Ave., Berkeley, Calif. 94704. Tel: (415) 848-6701. Reigning Looney: Matthew Kaufman; Ass't Reigning Looney: Steve Levine; VP A&R: Gary Phillips; VP Int'l Affairs: John Doukas; Pub. & Adv. Dir.: Ken Baker.
Labels: (Owned) Beserkley, Home of the Hits, Organ
Int'l reps.: Australia (Festival Australia (Teldec), Germany (Teldec), Sweden (Sonet), Switzerland (Teldec).
Best Buy Series, see RCA.
Bet-Car, see Rounder.
Bethlehem Recs , International Jazz Emporium, 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-7 40. Telex: 236464. TWX: (710) 581-6058. Chm.: Joe Cayre; Pres.: Dick Carter; Int'l Mgr.: Glenn La Russo. (Also see Salsoul)
Beverly (Brazil), see Brasilia.
Bicycle Music Co., 8756 Hollowa Dr., Los Angeles. Calif. 90069. Tel: (213) 659-6361. Pres.: David Rosner.
Big Boss, see Album Globe.
Big Daddy Recs., Box 268, Yonkers, N.Y. 10710. Tel: (914) 779-4684. Co-Owners/Prod'rs: Guy & Pipp Gillette.
Big El, see Rob-Lee.
Big Mike, see Right On.
Big Sky, see SCP.
Big Sound, see Trod Nossel.
Big Wheels, see Entertainment Ventures.
Big Willie, see Forrest Green.
Biograph Recs. Inc., PO Box 109 Canaan 12029; 16 River St., Chatham, N.Y. 12037. Tel: (518) 392-3400 Cable: BIOGRAPH. Pres.: Arnold S. Caplin; VP: Barbara Caplin.
Labels: (Owned) Biograph, Center, Dawn, Melodeon, Watertall.
Int'l reps.: Australia (Memory Lane), Canada (Almada), France (Edwards), Netherlands (Nuis Bedrijven, Cor De Pater), UK (Brian Eagles, Vintage Jazz).
Birch Recs., Box 92, Wilmette, Ill. 60091. Tel: (312) 251-7037, 583-0129. Pres.: Dave Wylie; VP: June Wylie; VP Promo.: Terry L. Walker; VP Pub.: Ellen Ginden; VP PR: Barbara Allgaier.
Birdwing, see Sparrow.
Birthright Recs., 3101 S. Western Ave., Los Angeles, Calif. 90018. Tel: (213) 731-0907. Pres.: Byron Spence Jr.; Gen. Mgr.: Leroy Lovett.
Biscuit City Ents. Inc., 3974 Waterhouse Rd., Oakland, Calif. 94602. Tel: (415) 530-4563. Pres.: Laura Sunday.

Int'l reps.: Italy (Hi-Fi), Japan (Black Hawk, Disc Center).
Bivens Brothers, see General Broadcasting.
Blackbird, see Lakco.
Black & Blue, see Argus.
Black Country, see McKinnon.
Blackdisc, see Blackjack.
Black Fire Recs., PO Box 38054, Washington, D.C. 20020. Tel: (202) 396-0154. Pres.: James B. Gray; Exec. VP: Plunky Nkabinde; Sales Mgr.: Jerome Gray; Bus. Mgr.: Sylvia Potts; Promo.: Jimmy Gray; Adv. & Graphics: Muzi Nkabinde; Layout & Graphics: Mary Greer.
Labels: (Owned) Black Fire, Cosmic Fire; (distributed) Atumpan.
Blackjack Recs., PO Box 3367, Hollywood, Calif. 90028. Tel: (213) 761-9679. Mng. Dir.: Jeff Oxman, Dir.: Carl Todd.
Labels: (Owned) Blackjack; (distributed) Blackdisc.
Int'l reps.: UK (Contempo, Sun-Pacific).
Black Label, see HSE.
Black Saint (Italy), see Rounder.
Black Treasure, see McKinnon.
Eubie Blake Music Rec'g. 284-A Stuyvesant Ave., Brooklyn, N.Y. 11221. Tel: (212) 574-8511.
Int'l reps.: Canada (Coda), Japan (Shinsei).
Blarney Castle, see Avoca.
Blind Pig Recs., 208 S. First St., Ann Arbor, Mich. 48103. Tel: (313) 428-7216. Prod'n: Jerry Del Giudice. (Distributed by Flying Fish)
Branches: El Cerrito, Calif., 3409 Santa Clara. Zip: 94530. Tel: (415) 526-0373. Promo. Dir.: Edward Chmelewski–**Chicago, Ill.,** 1713 N. Austin. Zip: 60639. Tel: (312) 745-0760. Sales Rep.: Michael Del Giudice.
Bloodleaf, see Olivia.
Blue Ash, see Kare.
Bluebird, see RCA.
Blue Candle, see TK.
Blue Canyon Recs., 701 Fawn Dr., San Anselmo, Calif. 94960. Tel: (415) 457-1199. Pres.: Jim Terr.
Blue Diamond Co., Box 102C, Chubbic Rd., Canonsburg, Pa. 15317. Tel: (412) 746-2540. Pres.: Joe Diamond; VP: Cheryl Diamond; Gen. Mgr.: Jerry Walker.
Blue Dove Recs., 11526 Burbank Blvd., North Hollywood, Calif. 91601. Tel: (213) 761-8888. Pres.: Phillip Mora; Exec. VP: Jill Mather; VP: Oland Joseph Dupuis; Promo. Dir.: Cecelia Gamboa; Promo.: Joe Welch; A&R: J.A Gamboa.
Blue Flame, see CJ.
Blue Goose, see Yellow Bee.
Blue Horizon, see Sire
Blue Island Recs., 1446 N. Martel, Suite 3, Los Angeles, Calif. 90046. Tel: (213) 851-3161. Pres.: Bob Gilbert; VP: Bob Fleming.
Labels: (Owned) Blue Island, Bob, Rock Island.
Blue Mark, see QCA.
Blue Note, see EMI America/Liberty & Capitol.
Blue River Recs., 1741 N. Ivar, Suite 210, Hollywood, Calif. 90028. Tel: (213) 463-7661.
Labels: (Owned) Musi-Que. Musi-Que Contemporary, Solo Plus.
Blues Classics, see Arhoolie.
Blue Sky Recs. Inc., 745 Fifth Ave., Suite 1803. New York, N.Y. 10022. Tel: (212) 751-3400. (Distributed by CBS).
Blues Spectrum, see Ala Ents.
Blues Unlimited, see Master-Trak.
Blue Thumb, see MCA
The Boardwalk Entertainment Co., 9884 Santa Monica Blvd., Beverly Hills, Calif. 90212. Tel: (213) 550-6363. Cable: BOARDWALK. Pres.: Neil Bogart; VP Bus. Affairs & Finance: David Shein; VP Promo.: Scott Kranzberg; VP A&R/Publ'g & Int'l: Gary Le Mel; VP Pub. & Artist Development: Roberta Skopp; VP Creative Servs.: Ellen Wolff; Controller: Tony D'Anna; Admin. Dir. & Int'l Servs. Co-ord.: Stan Lenarsky.
Branch: New York, N.Y., 200 W. 58 St. Zip: 10019. Tel: (212) 765-5103. Cable: BOARDWALK. Exec. VP: Irv Biegel; VP East Coast Promo.: Ruben Rodriguez.
Int'l reps.: France (Vogue). Germany (Bellaphon), Italy (Durium), Netherlands (VIP), Scandinavia (Polar in Sweden), South Africa (Gallo); rest of world (CBS Recs. Int'l in USA).
Boat Recs., PO Box 3362, Madison, Wis. 53704. Tel: (608) 255-7621. Pres.: Bob Bartel.
Bob, see Blue Island & Pop Record Research.
Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Thomas Boddie; VP: Louise Boddie; A&R: Gerrald Baxter; Sales Mgr.: Dennis Boddie
Labels: (Owned) Bounty, Caribl, Luau, Soul Mine.
Bold, see TK.
Bolivia Recs., PO Box 1304, 1219 Kerlin Ave., Brewton, Ala. 36426. Tel: (205) 867-2228. Pres.: Roy Edwards; VP: Mike Tracy; A&R/Promo.: Gus Grice; Sales Mgr.: Bobbie Roberson.
Label: (Owned) Known Artist.
Bollman Int'l Recs., PO Box 28553, Dallas, Tex. 75228. Tel: (214) 263-8798. Contact: B.L. Bollman.
Labels: (Owned) BI, Gospel City.
Bomba Roja, see Record Guild.
Bomp Recs. Inc., 2702 San Fernando Rd., Los Angeles. Calif. 90065. Tel: (213) 227-4141. Pres.: Greg Shaw; Sales Dir.: Bo Clifford; Pub. Dir.: Paul Grant; Promo. Dir.: Rich Schmidt.
Labels: (Owned) Bomp, Quark; (distributed) Backlash, Mao, Martian
Int'l reps.: Australia (Phantom, Rocking Horse), Canada (Almada, Bomb), Finland (Poko), France (Motger), Hong Kong (Music Week), Mexico (Musart), Norway (Sonet), Sweden (Sonet), UK (Stage One).
Bonanza, see General Music in Tex.
Bonfire, see Jay Jay.
Bonnet, see Country Stream.
Booths, see Katie the Great.
Boot Master Concert, see Boot Recs.
Boot Recs. Inc., PO Box 120478, Nashville. Tenn. 37212. Pres.: Jury Krytiuk; VP: Tom C. Connors; Sales: Peter Krytiuk; Promo.: Sharon Kolbuch. (Distributed by Shanachie)
Home office: Canada.
Labels: (Owned) Boot, Boot Master Concert, Cynda, Generation; (distrib uted) JMI.
Boppin' Belle, see Rollin' Rock.
Borinquen (Discos) Inc., GPO Box 4785, San Juan, P.R. 00936. Pres.: Dario Gonzalez; VP: Benito Valdes; Promo. Mgr.: Ana Santos Gonzalez; Sales Mgr.: Jorge L. Matias.
Borrowed, see Column One.
Both Sides Rec. Inc., 1730 E. 24 St., Cleveland, Ohio 44114. Pres.: Richard Little.
Bounty, see Boddie.
Bouquet-Drchid Ents., PO Box 4220, Shreveport, La. 71104. Tel: (318) 686-7362. Pres.: Bill Bohannon.
Bourne Co., 1212 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 575-1800. Cable: BOURNEMUS. Pres.: Bonnie Bourne.
Label: (Owned) Murbo.
Bowman Rec'g & Prod'n Co., 1530 Dunwoody Village Pkwy., Suite 201, Atlanta, Ga. 30338. Tel: (404) 394-7122. Pres.: Hugh E. Bowman II; Dpns Mgr. & Disco Contact: Hugh E. Bowman III.
Label: Baby Grand.
Boyd Recs., 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Pres.: Bobby Boyd. (Also see Album Globe)
Labels: (Owned) Boyd, Saguaro.
Boyfriends, see Frank Evans.
Branch Int'l Recs., PO Box 31819, Dallas, Tex. 75231. Tel: (214) 750-0720. Owner: Bart Barton; A&R: Mike Anthony. (Also see Sunshine Country & Yatahey)
Brand X, see Soundwaves.
Brand-X, see Srvatt.
Brandywine Recs., PO Box 413, Durham, N.H. 03824. Tel: (603) 749-2811. VP's: Richard R. & Ronald B. Shaw
Brasilia Recs. & Tapes Corp., 29 W. 38 St., New York, N.Y. 10018. Tel: (212) 354-5613. Telex: 666794. Pres.: Herbert Csasznik; Nat'l Sales Mgr.: Chris Scott.
Labels: (Owned) Brasilia, Brass; (distributed) AMC. Beverly, Building. Copacabana, EMI/Odeon, Fontana, Discos Marcus Pereira, Philips, Phonogram, Polydor, PolyGram, RCA, RGE/Fermata, Sabia, Som, Vision, WEA (all Brazil); Chaz Ro. Emergency, Roy B.
Brass, see Brasilia.
Bread 'n Honey, PO Box 3391, Ventura, Calif. 93006. Tel: (805) 644-7618. Exec. Prod'r: Mark Craig.
Breeze, see Hartsong.
Briar, see Sierra.
Briarmeade, see Sea Cruise.
Bridge, see Chapel/Bridge.
Bright Orange, see Cadet Recs.
Bristol, see Moonstone.
Broadsides, see Folkways.
Broadway Baby, see Take Home Tunes!
Broadway/Hollywood, see Take Home Tunes!
Broadway Intermission, see Old Homestead.
Broken, see Clay Pigeon.
Bronjo, see Met Richmond.
Bronto Sauraus, see Crimson Dynasty.
Bronze, see Chrysalis.
Brooklyn Country Recs., 150 E. 39 St., Suite 1705, New York, N.Y. 10016. Tel: (212) 889-3754. Pres.: Valerie Jay; VP: Robert M. Frank; Gen. Mgr. & Promo.: Regina Kay.
Brotherhood, see SIPRA.
Brother Recs. Inc., 10880 Wilshire Blvd., Suite 306, Los Angeles, Calif. 90024. Tel: (213) 475-0361. Exec. VP: Jerry Schilling.
Bruboon, see Gwen.
Bruno, see Acropole.
Bruno-Dean Ents., 46 Cummings Point Rd., Stamford, Conn. 06929. Tel: (203) 348-1312. (TV merchandiser)
Brunswick Rec. Corp., 1995 Broadway, New York, N.Y. 10023. Tel: (212) 496-0700. Bd. Chm.: Nat Tarnopol; Pres.: Jerry Kenney; Exec. VP: Raymond Daniels.
Branch: Chicago, Ill., 1449 S. Michigan Ave. Zip: 60605. Tel: (312) 427-0828.
Labels: (Owned) BRC, Brunswick, Dakar.
Bryant Recs., 1 E. 42 St., New York, N.Y. 10017. Tel: (212) 682-2539.
Buck, see Album Globe.
Buckshot, see Jeree.
Buddah Recs. Inc., 1790 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900. Pres.: Arthur Kass; VP: Chuck Walz.
Labels: Buddah (dist. by Arista), Sutra.
Int'l reps.: Argentina (Interdisc), Australia (RCA), Belgium (Vogue), Canada (Quality), Colombia (Sonolux), Denmark (Hede Nielsen), Finland (Discophon), France (Vogue), Germany (Teldec), Greece (Minos Matsas), Hong Kong (Pacific), Italy (Carosello), Luxembourg (Vogue in Belgium), Netherlands (Inelco, K-tel), New Zealand (RCA), Norway (Disco), Peru (FTA), Portugal (Nova), Spain (RCA), Sweden (Electra), Switzerland (Teldec in Germany), UK (Pye), Venezuela (Palacio de la Musica).
Building (Brazil), see Brasilia.
Bulldog Recs. Ltd., 50 E. 42 St., Suite 401, New York, N.Y. 10017. Tel: (212) 687-2299. Pres.: Jeffrey S. Kruger; VP's: Louis Zinman, Howard Kruger; VP Int'l Affairs: Leslie Lewis. (Also see Quicksilver)
Home office: England.
Labels: (Owned) Bulldog, Ember, Ember Int'l, Great Voices of the Century.
Int'l reps.: Argentina (Sicamericana), Belgium (Vogue), Brazil (Som), Canada (Almada), Costa Rica (Lyra), Czechoslovakia (Opus), Denmark (EMI), Finland (EMI), Germany (Teldec), Israel (CBS), Italy (Durium), Kenya (AIT), Netherlands (Inelco), New Zealand (Music World), Nigeria (Phonogram), Norway (EMI), Philippines (Disco Corp.), South Africa (David Gresham), Spain (Discophon), Sweden (EMI), Uruguay (Palacio de la Musica), Venezuela (Palacio de la Musica).
Bullet, see Bang.
Bullfrog, see Advent.
Burdette, see First American.
Burlap, see Sea Cruise.
Busch Country Prod'ns Co., 1002 W. Busch Blvd., Tampa, Fla. 33612. Tel: (813) 935-6289. Owner: Randall Bethencourt; Promo. & Pub.: Ruth Dozier; A&R: Joe Bethencourt, Cheryl Peacock.
Buttermilk Recs., 1310 Tulane, Houston, Tex. 77008. Tel: (713) 864-0705. Owner: Charles Bickley; Promo. Mgr.: Brenda Ray; A&R: Trent Burns.
Labels: (Owned) Buttermilk, Flatrock; (distributed) Fair Retail, Hamilton St., Krayola, Rinconada.
Int'l reps.: Germany (Bear Family), Japan (Tambourine), UK (Making Waves).

C

C B O Recs. Inc., 2029 Century Park E., Suite 3720, Los Angeles, Calif. 90067. Tel: (213) 557-1160. TWX: (910) 490-1662. Pres.: Thomas A White.
Int'l branch: Italy.
Int'l reps.: Asia, Japan & the Pacific (RVC in Japan); Austria, Germany & Switzerland (Telefunken-Decca in Germany); Central & South America (CBS in Argentina); Italy (EMI); Scandinavia (Sonet in Sweden); Spain (CBS); Canada, USA & Puerto Rico–Latin Market only (CBS Int'l in Coral Gables, Fla.).
C B S Masterworks, see CBS Recs.
C B S Recs., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-4321. Cable: COLRECORD. **CBS Recs. Group.:** Pres.: Walter R. Yetnikoff; Deputy Pres. & Chief Operating Officer: M. Richard Asher; Sr. VP Finance & Ad-

min.: Seymour Gartenberg; VP Press & Public Affairs: Robert Altshuler; VP Admin. & Personnel: Frank Calamita; VP Admin.: Caroline Moore; VP Finance: William Fox; VP Mktg. Creative Opns.: Bob Jamieson; VP/Gen. Mgr. Masterworks: Joe Dash. **CBS Recs. Div.:** Pres.: M. Richard Asher; Exec. VP: Walter L. Dean; Sr. VP & Gen. Mgr. Mktg.: Paul Smith; Sr. VP Opns. Mfg.: Samuel Burger; Sr. VP Opns. Mktg.: Calvin Roberts; VP Adv. Planning: Linda Barton; VP Pkg. Art & Design: John Berg; VP Bus. Affairs: Marvin Cohn; VP Mktg./Southwest: Jack Chase; VP Customer Financial Relations: Eugene P. Friedman; VP Finance & Admin.: William Fox; VP Mktg. Planning: Joan Griewank; VP Planning & Diversification: Stanley J. Kavan; VP Opns. Admin.: Floyd Kershaw; VP Nat'l Accounts Mktg.: John Kotecki; VP Adv. & Creative Servs.: Arnold Levine; VP Mdsg.: Mike Martinovich; VP Mktg./Northeastern Region: Ron Piccolo; VP Mfg. Admin.: John F. Ryan; VP Mfg. Servs.: Howard Schwartz; VP & Gen. Mgr. Div. Affairs: LeBaron Taylor; VP Mktg./Midwestern Region: Don Van Gorp; VP Press & Public Information: Win Wilford. **Columbia Recs.:** Sr. VP & Gen. Mgr.: Al Teller; VP Columbia Promo.: Stan Monteiro; VP Prod. Development: Arma Andon; VP Press & Public Information: Hope Antman; VP Progressive & Jazz Music A&R: George Butler; VP Black Music & Jazz Promo.: Vernon Slaughter; VP Talent Acquisition/East Coast: Don DeVito; VP A&R: Michael H. Eichner; VP Contemporary Music A&R/East Coast: Gregg Geller; VP Nat'l Promo.: Ed Hynes; VP Mktg.: Joe Mansfield; VP Columbia Rec. Prod'ns: Thomas Van Gessel; VP Columbia Special Prods.: Albert E. Shulman. **Epic/Portrait/Associated Labels:** Sr. VP & Gen. Mgr.: Don Dempsey; VP Black Music & Jazz Promo.: Paris Eley; VP Press & Public Information: Susan Blond; VP Artist Development: Al DeMarino; VP Promo.: Al Gurewitz; VP Mktg.: Ron McCarrell; VP Epic A&R: Lennie Petze; VP/Gen. Mgr. CBS Assoc'd Labels: Tony Martell. **CBS Video Ents. Div.:** Pres.: Cy Leslie; VP Bus. Admin.: Mickey Hyman; VP Finance: Ted Sullivan; VP Programming: Ned Kandel.

Branches: Los Angeles, Calif., 1801 Century Park W. Zip: 90067. Tel: (213) 556-4700. VP & Gen. Mgr./West Coast Opns. CBS Recs.: Myron Roth; VP Mktg./Western Region: Del Costello; VP Columbia Recs. A&R/West Coast: Michael Dilbeck; VP Contemporary Music A&R/West Coast: Terry Powell; VP Columbia Recs. Mdsg./West Coast: Ron Oberman; VP Epic A&R/West Coast: Frank Rand—**Nashville, Tenn.,** 49 Music Square W. Zip: 37203. Tel: (615) 259-4321 (rec'g studio), 329-4321 (mktg.). VP & Gen. Mgr.: Rick Blackburn; VP & Exec. Prod'r: Billy N. Sherrill; VP Mktg.: Roy Wunsch; Nat'l Promo. Dir.: Joe Casey; A&R Dir.: Bonnie Garner; Creative Servs. Sr. Dir.: Virginia Team; Artist Development Dir.: Mary Ann McCready; Press & Public Information Dir.: Woody Bowles; Columbia Recs. Nashville Promo. Dir.: Jack Lameier; Epic Recs Nashville Promo. Dir.: Rich Schwan.

Distribution branches: See Record & Tape Wholesalers section.

Labels: (Owned) CBS, CBS Masterworks, Columbia, Epic, Odyssey, Portrait; (associated—CBS) BID (Believe in a Dream), Bang, Blue Sky, Caribou, Coast to Coast, Curb, Jet, Johnston, Kirshner, Lynx, Nemperor, Pasha, Pavillion, Philadelphia Int'l, Precision, Scotti Bros., TSOP, T-Neck, Tabu, Uncle Jam, Unlimited Gold; (associated—Columbia) ARC, Stiff/Columbia; (associated—Epic) City Lights, Cleveland Int'l, Full Moon, Park Lane, Stiff/Epic, Virgin; (associated—Portrait) Lorimar; (custom dist'n) Barking Pumpkin, Finesse, Hammond Music, Handshake, International Artists, Kat Family, LAX, Phase II, WMOT.

Int'l branches & reps.: See CBS Recs. Int'l.

C B S Recs. Int'l (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-4321. Cable: COLRECORD. Telex: 424567. Pres.: Allen Davis; VP: John Dolan; VP Opns.: Dr. Arthur Bruno; VP Finance: Farrell Bushing Jr.; Controller: Jay Edelman; VP Creative Opns.: Bunny Freidus; VP Planning & Communications: James Hayes; VP Creative Opns./West Coast: Mauri Lathower; VP Artist Development: Joseph Senkiewicz; VP Admin.: Norman Stollman; VP Bus. Development: Frank Welzer; VP Int'l Warehousing & Dist'n Opns.: Donald Williams; VP Mfg./Eng'g: Michi Yoshimura.

Branches: Coral Gables, Fla., (Latin American Opns.), 2600 Douglas Rd. Zip: 33134. Tel: (305) 446-4321. Sr. VP Latin American Opns.: Nick Cirillo; VP & Gen. Mgr. Discos CBS Int'l: Ron Chaimowitz—**Santurce, P.R.,** 1001 Ponce de Leon. Zip: 00907. Tel: (809) 725-6276. Mgr. Sales & Promo.: Enrique Gonzalez.

Int'l opns. branch—Europe: France.

Int'l branches: Argentina (CBS), Australia (CBS), Austria (CBS), Belgium (CBS), Brazil (CBS), Canada (CBS), Central America (Indica in Costa Rica), Colombia (CBS), Costa Rica (Indica), Cyprus (CBS), Denmark (CBS), England (CBS), Finland (CBS), France (CBS), West Germany (CBS), Greece (CBS), Hong Kong (CBS/Sony), Israel (CBS), Italy (CBS), Japan (CBS/Sony), Kenya (CBS), Mexico (CBS/Columbia), Netherlands (CBS), New Zealand (CBS), Norway (CBS), South Africa (Gramophone), Spain (CBS), Sweden (CBS), Switzerland (CBS), Venezuela (CBS/Columbia).

Int'l reps.: Bolivia (Heriba), Chile (Odeon), Czechoslovakia (Supraphon), Dominican Republic (Continental de Discos), East Germany (VEB), Ecuador (Emporio Musical), Jamaica (Federal), Malaysia (EMI), Nigeria (Phonogram), Peru (Industrial Sono-Radio), Philippines (Blackgold), Portugal (Radio Triunfo), Singapore (EMI), Thailand (EMI), Turkey (Grunbert Ticaret), USSR (Melodiya), Uruguay (Sondor), Yugoslavia (Suzy). (SEE ADVERTISEMENT)

C C C/Orion, see Orion.

C D E Recs. & Tapes/Toll Free Recs. & Tapes, PO Box 41551, Atlanta, Ga. 30331. Tel: (404) 261-6094. Pres.: Charles D. Edwards

Label: (Owned) TBS.

C I E, see International Mktg. & Mgmt.

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

Labels: (Owned) Blue Flame, CJ, Colt, Firma.

C M H Recs Inc., PO Box 39439, Los Angeles, Calif. 90039. Tel: (213) 663-8073. Pres.: Martin Haerle; Exec. Ass't: Paul F. Wells.

Branch: Charlotte, N.C., 5457 Old Monroe Rd. Zip: 28211. Tel: (704) 536-0424. VP: Arthur Smith.

Int'l reps.: Australia (Avan-Guard), Austria (Ariola Schallplatten), Canada (Trend), Germany (Ariola-Eurodisc), New Zealand (Avan-Guard), Switzerland (Ariola-Eurodisc).

C M S Recs. Inc., 14 Warren St., New York, N.Y. 10007. Tel: (212) 964-3380. Telex: 667138. Pres.: Jack Rubenstein; VP Sales/Mktg.: Bill Singer; Sec'y-Treas.: Leon Golovner.

Labels: (Owned) CMS, Desto; (distributed) Summit.

Int'l reps.: Australia (Summit, KGC), Canada (Almada, Phonodisc), Italy (Florence Int'l), Netherlands (Mirasound), UK (Peerless).

C O R I, see Continental Rec'gs.

C R C, see Clearinghouse.

C R I, see Composers Rec'gs.

C S A, see Country Showcase.

C S C, see Ham-Sem.

C T I, see Creed Taylor

C V R, see Chuck Anthony.

C V S, see Don D. Sheets

Cabbage, see Bay Recs.

Cable Car, see Grassroots.

Cactus, see Jim Hall.

Cadence Blues, see Cadence Jazz.

Cadence Jazz Recs., Cadence Bldg., Redwood, N.Y. 13679. Tel: (315) 287-2852. Pres.: Robert D. Rusch; Promo.: Dave Bernstein; Sales: Larry Raye; Bus. Mgr.: Susan Miller.

Labels: (Owned) Cadence Blues, Cadence Jazz.

Cadet Polka Recs., Box 36, Burnett, Wis. 53922. Tel: (414) 689-2211/2215/2320. Pres.: Don Peachey.

Cadet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Opns. Dir.: Donald Macmillan.

Labels: (Owned) Bright Orange, Crown, Kent, Modern, Mother Goose, Robin Hood, United.

Caedmon/Arabesque, 1995 Broadway, New York, N.Y. 10023. Tel: (212) 580-3400. Telex: 668478. Pres.: Carol Haubert; Mktg. Dir.: Robert Knox; Exec. Prod'r: Ward Botsford; Prod'n Mgr.: Robert Gavin.

Labels: (Owned) Arabesque, Caedmon, Soundbook, Spoken Word Classics; (distributed) Jazz Vault.

Int'l reps.: Australia (Discurio, L&S), Canada (D.C. Heath), South Africa (Trutone), UK (Teakfield).

Caelix, see Triangle.

Cafe Juli, see Daytwo.

Cajun Classics, see Master-Trak.

Calgar Recs., 853 N. 23 St., Milwaukee, Wis. 53233. Tel: (414) 344-7259. Promo./Pub. Dir.: Calvin Monegar; A&R, Prod'n & Artist Mgmt. Dir.: Gerold Armstead.

Calico, see Waltner Ents. & Album Globe.

Caliente, see Caytronics.

California Int'l Rec. & Video Works, c/o Nicoletti Music Co. Inc., PO Box 2818, Newport Beach, Calif. 92663. Tel: (714) 497-3758. Pres.: Joseph Nicoletti; VP & Gen. Mgr.: Cheryl Lee Gammon.

California Mud Slide, see Crimson Dynasty.

California Rockabilly, see Rollin' Rock.

Calliope, see Festival.

Calumet, see San-Lyn.

Calvary Recs. Inc., 142 Eighth Ave. N., Nashville, Tenn. 37203 Tel: (615) 244-8800. Pres.: N.S. Parkerson Jr.; Mgr.: Phyllis Bradhurst.

Labels: (Owned) Calvary, Clarion, Life Stream, Premiere.

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

Camden Soul, see Rob-Lee.

Camerata Tokyo (Japan), see Outstanding.

Camerica Recs., 489 Fifth Ave., New York, N.Y. 10017 Tel: (212) 682-8400. Telex: 236920. Pres.: Vittorio Benedetto.

Cammeron, see Star Fox.

Ray Campi, see Rollin' Rock.

Campus Grads, see Disc Disk.

Canaan, see Word.

Canadian American, see Dawn.

Canary-Yellow Bird Recs. Co., 1704 Wagner Heights Rd., Stockton, Calif. 95209. Owner: Earl Miles.

Candide, see Moss.

Candy Apple, see World Sound.

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

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

Candy, Pa., see Jeree.

Can Scor, see R&R.

Canyon Recs. Inc., 4143 N. 16 St., Phoenix, Ariz. 85016. Tel: (602) 266-4823/7835. Pres.: Raymond A. Boley.

Canyon Recs., 2029 Century Park E., Suite 3930, Los Angeles, Calif. 90067. Tel: (213) 553-5828. Gen. Mgr.: Dan H. Yoshida.

Home office: Japan.

Cap, see Cha-Cha.

Capetown Recs., 772 S. Kings Hwy., Cape Girardeau, Mo. 63701. Tel: (314) 335-0100.

Capital Star Artist Ents. Inc., 1159 Jay St., Rochester, N.Y. 14611. Tel: (716) 328-5565. Pres.: Don Bailes; VP & Sales: Tony Powlowski; Mgr.: Don Redanz.

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

Labels: (Owned) Alamo, Capital Star Artist.

Capitol Recs. Inc., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Cable: CAPRECORDS. Telex: 674051. Bd. Chm. & Chief Exec. Officer: Bhaskar Menon; Pres.: Don Zimmermann; VP Mktg.: Dennis White; VP A&R: Rupert Perry; VP Creative Servs.: Dan Davis; VP Promo.: Bruce Wendell; VP Int'l: Helmut Fest; VP Bus. Affairs: Robert Young; Div. VP Black Music A&R: Varnell Johnson; Mdsg. & Adv. Dir.: Randall Davis; Talent Acquisition Dir.: Bruce E. Garfield.

Branches: New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470. Exec.: Ira Derfler; East Coast Talent Acquisition Dir.: Mitchell Schoenbaum; East Coast Press & Artist Relations Mgr.: Maureen O'Connor; A&R: Robert Currie, Theodore Currier—**Nashville, Tenn.,** 29 Music Square E. Zip: 37203. Tel: (615) 244-7770. Div. VP: Lynn Shults; Nat'l Country Promo. Dir.: Gerri McDowell.

Int'l branch: Canada.

Distribution centers & district sales offices: See Record & Tape Wholesalers section.

Labels: Angel, Blue Note, Capitol, EMI, EMI America, Gold Coast, Harvest, MSS, SRI (Spector Recs. Int'l), Seraphim, Sunbird.

Int'l reps.: Argentina (EMI), Australia (EMI), Austria (EMI), Barbados (West Indies Recs.), Belgium (EMI), Bolivia (Discolandia), Brazil (Capitol), Chile (EMI), Colombia (CBS), Czechoslovakia (Artia), Denmark (EMI), Dominican Republic (Julio Tonos), East Germany (Deutsche Schallplatten), Ecuador (IFESA), Egypt (Sono Cairo), Finland (EMI), France (Pathe Marconi-EMI, Sonopresse), Germany (EMI Electrola), Greece (Columbia-EMI), Guatemala (Dideca), Hong Kong (EMI), Hungary (Kultura), India (Gramophone), Ireland (EMI), Israel (CBS), Italy (EMI), Japan (Toshiba-EMI; Liberty only—King); Korea (Oasis), Malaysia (EMI), Mexico (EMI-Capitol), Netherlands (EMI), New Zealand (EMI), Nigeria (EMI), Norway (EMI), Pakistan (EMI), Peru (IEMPSA), Philippines (Dyna), Portugal (Valentim de Carvalho), Singapore (EMI), South Africa (EMI), Spain (EMI-Odeon), Sweden (EMI), Switzerland (EMI), Taiwan (Four Seas), Thailand (EMI), Turkey (Grunberg Ticaret), UK (EMI), Uruguay (Ricardo & Rodolfo Gioscia), Venezuela (Sonografica; Liberty only—Palacio de la Musica), Yugoslav a (Jugoton), Zambia (Teal).

Cap-Orion, see Cartoon.

Caprice Recs Inc., 907 Main St., Nashville, Tenn. 37206. Tel: (615) 226-0724.

Labels: (Owned) Caprice, Charict, Checkmate, Palace, Relco, Soundmate.

Capricorn Recs. Inc., 561 Cotton Ave., Macon, Ga. 31201. Tel: (912) 745-8511.

Captain, see Sonic Arts.

Cardinal, N.Y., see Vanguard.

Cardinal, Va., see Richtown.

Carib Recs., 303 W. 42 St., Suite 1000, New York, N.Y. 10036. Tel: (212) 581-3766. Pres.: John Bernard.

Labels: Carib, Cookhill, Isle of Spice.

Caribl, see Boddie.

Caribou, see CBS.

Carino, see Caytronics.

Carnaval, see Alhambra.

Carolina Recs., 1605 Park Dr., Raleigh, N.C. 27605. Tel: (919) 833-6694. Owner: Ethel L. Casey; Mgr.: Walker L. Casey.

Carol Rec. Co., 1076 River Rd., Hinckley, Ohio 44233. Tel: (216) 278-4440. (Distributed by Glenn Prod'ns)

Carousel Recs. Inc., 1273½ N. Crescent Heights Blvd., Los Angeles, Calif. 90046. Tel: (213) 650-6500. Pres. & A&R: Stuart Lanis; VP Finance: Adam Bank; VP Creative Servs.: Colman Bank; VP Sales & Mktg.: Nathan Bank; VP Pub.: Mike Canyon; VP Adv.: James Scott; VP Promo.: Diann Joy.

Carrie, see James Hendrix.

Cartoon Recs., c/o Enchanted Door Inc., PO Box 1235, New Rochelle, N.Y. 10802. Tel: (914) 834-5676. Pres.: Joe Messina; VP A&R: Dan Molinoff; Special Projects: Chuck McEvily; VP Int'l Mktg.: David Saperstein.

Labels: (Owned) Cap-Orion, Cartoon.

Carwar, see Warren.

Carwin Country Recs. & Tapes, 13357 Lorain Ave., Cleveland, Ohio 44111. Tel: (216) 476-2695.

Casablanca, see PolyGram.

Casa Fragoso Inc., PO Box 2774, San Juan, P.R. 00903. Tel: (809) 725-8842.

Label: (Owned) Fragoso.

Casa Grande Recs./Don-Mar Recs./Shawmut Recs., PO Box 113, Woburn, Mass. 01801. Tel: (617) 933-1474. Gen. Mgr.: Frank P. Pappalardo; A&R & Prod'n Mgr.: Frank Paul; PR: Joe Paul.

Label: (Owned) Casa Grande.

Cascade Mountain Recs., 18039 Crenshaw Blvd., Suite 300, Torrance, Calif. 90504. Tel: (213) 538-5476. Pres.: William J. Wickline.

Branch: Fox Island, Wash., 588 North Shore Blvd. Zip: 98333. Tel: (206) 549-2468. VP A&R: Robert Wickline; VP Promo.: Richard Wickline.

Buzz Cason Prod'ns, 2804 Azalea Pl., Nashville, Tenn. 37204. Tel: (615) 383-8682. Pres. & Prod'r: Buzz Cason. (Also see Album Globe)

Label: (Owned) Berry Hill.

Cassandra Recs., 2027 Parker St., Berkeley, Calif. 94704. Tel: (415) 843-2365. Pres.: Nancy Schimmel; Mgr.: Ruth Burnstein.

Casset Maior, see Steady.

Castalia Recs., PO Box 11516, Milwaukee, Wis. 53211. Tel: (414) 272-0963. Pres. & A&R: Jim Spencer; Promo. & PR: Carol Prosser; Project Co-ord. & Art Direction: E.T. Caldwell.

Labels: (Owned) A Major Label, Balloon, Castalia, Fair Wind, Thoth.

Castle Music Inc., Box 7574, Tulsa 74105; 141 & Hwy. 75, Glenpool, Okla. 74033. Tel: (918) 299-1224. Pres./Prod'n Mgr.: Benjamin P. Ferrell; VP: Doyle Harrison; Sec'y-Treas.: Nick Kangles; Studio Mgr.: J.E. Everitt; Comptroller/Sec'y: Dina Kangles.

Labels: (Owned) Castle, House of Kings.

Castle, N.J., see Rob-Lee.

Castle, Tenn., see Album Globe.

Cat, see TK.

Catalyst, see Vee Jay.

Cayton Ents., Box 367, Mayfield Rd., Orwell, Ohio 44076. Tel: (216) 437-8422.

Caytronics Rec. Corp., 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-0044. Pres.: Joe Cayre; VP: Stan Cayre; VP Latin Opns. & Sales Mgr.: Lee Schapiro; Nat'l Pub. & Promo. Dir.: Cesar Ortiz.

Distribution branches: See Record & Tape Wholesalers section.

Labels: Arcano, Caliente, Carino, Caytronics, Pronto, RCA (Mexico), RCA/Camden (Mexico).

Celestial Harmonies (div. of Mayflower Music Corp.), 605 Ridgefield Rd., Wilton, Conn. 06897. Tel: (203) 762-0558. Telex: 220883. Pres.: Eckart Rahn; VP: Ruby McFarland.

Labels: (Owned) Celestial Harmonies, Kuckuck; (distributed) Loft, Wergo, Wind.

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

Nat'l sales office: Hollywood, Calif., 1560 N. La Brea. Zip: 90028. Tel: (213) 467-7644.

Labels: (Owned) Celestial, Creative.

Int'l reps.: Denmark, Finland, Netherlands, Norway, Sweden & Switzerland (all Nordisk Copyright Bureau), France (Michel Meyers).

Cenpro, see Century Prod'ns.

Centaur Recs., 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) 328-4649. Pres.: Martha B. Pitoni; A&R/Prod'r: Ven Pitoni; Nat'l Sales Mgr.: Marvin Steffey; Adv. & Promos.: Dennis Majzak.

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

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

Center, see Biograph.

Center City, see McKinnon.

Century Artist, see Frank Evans.

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

Label: (Owned) Cenpro.

Century Recs., 6550 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-3250. Telex: 67-7239.

Century Recs. Inc., 1429 Hawthorne St., Pittsburgh, Pa. 15201. Tel: (412) 781-4557. Pres.: Edward J. Moschetti; A&R: Gail P. Gray.

Century 21, see Solid Brass & Random Ents.

Cetra (Italy), see Playette.

Cha-Cha Recs., 15041 Wabash Ave., South Holland, Ill. 60473. Tel: (312) 339-0307. Pres.: Donald L. DeLucia; VP's: Don & Bob DeLucia.

Labels: (Owned) Cap, Cha-Cha.

Chain Recs., PO Box 121091, Nashville, Tenn. 37212. A&R Dir.: Bill Jackson.

Chalet Recs./Friederich's Prod'ns, 1375 Beverly Estate Dr., Beverly Hills, Calif. 90210. Tel: (213) 550-7455. Telex: 194642. Pres. & Mktg. Mgr.: Jean-Claude Friederich.

Int'l branch: Switzerland.

Int'l reps.: Benelux (Trema in France), France (Trema), Greece (CBS), Hong Kong (Victor in Japan), Italy (Carosello), Japan (Victor), Malaysia (Victor in Japan), Philippines (Victor in Japan), Scandinavia (RCA/Electra in Sweden), Singapore (Victor in Japan), South Africa (Gramophone), South America (RCA in USA), Spain (CBS), Switzerland (Trema in France), Taiwan (Victor in Japan).

Chalfont Recs. Inc., 2427 Hawthorne Dr., Montgomery, Ala. 36111. Tel:

(205) 277-1015. Pres.: Thoma A. Britton Jr.; VP: Charles P. Britton. (Also see Varese Sarabande & iscwasher)
Chaos, see Plastic.
Chapel, see Chapel/Bridge.
Chapel/Bridge Recs. (div. of Pac ic Press Publ'g Ass'n), 1350 Villa St., Mountain View, Calif. 94042. Tel (415) 961-2323. Mgr.: Earl B. Johnson.
Int'l branch: Canada.
Labels: (Owned) Chapel, Bridg
Chapel Tone, see Street Corner.
Charade Recs., 1310 E. Kern Ave., T ılare, Calif. 93274. Tel: (209) 686-2533. Pres.: Raymond A. Baradat; As t to Pres.: Pamela R. Baradat: VP: Syl Grigsby; Sales & Mktg.: Gary C eFoe; Pub. & Adv.: Bob Dennison; R&B Promo.: Rod Beavers; Jazz Pro o.: Gene Short; Country Promo.: John Keith; Int'l: Paul Fredricks.
Branch: Canoga Park, Calif., 22 .46 Lanark. Zip: 91304. Tel: (213) 704-0629. A&R Dir.: Art Stewart.
Labels: (Owned) Charade, Tad ab.
Charay, see Christi.
Chariot, see Caprice.
Charity, see Richtown.
Charlie Brown, see Disneyland/Vi ta.
Charta Recs., 44 Music Square E., Nashville, Tenn. 37203. Tel: (615) 255-2175. Pres.: Charles Fields. (D stributed by Nationwide Sound)
Labels: (Owned) Charta, Sun R ze.
Charter, see Ripcord.
Chase, see Chase Media
Chase Media Inc., 5284 S. 320 \ est, Suite C-166, Salt Lake City, Utah 84107. Tel: (801) 261-1383. P es.: Randal S. Chase; VP: Irel L. Chase; Exec. VP: Michael Skousen.
Label: (Owned) Chase.
Chattahoochee Rec. Co., 16030 \ entura Blvd., Encino, Calif. 91436. Tel: (213) 788-6863. VP's: John & Chris Yardum.
Chaz Jazz, 23 Old Locke Rd., Nort ı Hampton, N.H. 03862. Tel: (603) 964-9039.
Chaz Ro, see Brasilia.
Checkmate, see Caprice.
Chuck Chellman Co., 1201 16 Av S., Nashville, Tenn. 37212. Tel: (615) 320-7287.
Label: (Owned) Renegade
Chembo, see Mena.
Chenaniah, see Re'Generation.
Cherry Recs., 9717 Jensen, Houst n, Tex. 77093. Tel: (713) 697-8849.
Chess Visions Inc., PO Box 4303 2, South Miami, Fla. 33143. Tel: (305) 667-0455. Pres.: Richard F. F. ligati; Sales Mgr.: Jane E. Duffy. (Cassettes)
Cheyenne Music Prod'ns, 1350 Ir in Dr., Pontiac, Mich. 48054. Tel: (313) 673-6791. Pres. & Gen. Mgr.: A ne Johnson; Promo. Mgr./A&R Dir.: Jack Breniser; Creative Servs.. Tom l ennis, Diane Calvin; Sales: Alma Scott.
Chiaroscuro, see Audiofidelity.
Chi-City, see Chi-Town.
Childrens' Learning Society, 163 Utica Ave., Brooklyn, N.Y. 11234 Tel: (212) 253-4600. Cable: LEARN NG-NEW YORK. Telex: 668550.
Chimneyville, see Malaco.
Chi-Sound, see 20th Century-Fox & RCA.
Chi-Town Recs., 2123 N. Seminary Ave., Chicago, Ill. 60614. Tel: (312) 348-3730. Pres.: Carl A. Bonafede; VP: Frank Pizani.
Labels: (Owned) Chi-City, Chi- own, Land of Lincoln, Railroad Center.
Chocolate City, see PolyGram.
Choice Cuts, see DRG Recs.
Choice Recs. Inc., 245 Tilley Pl., Se Cliff, N.Y. 11579. Tel: (516) 671-7299
Int'l rep.: Japan (Trio)
Choker Recs. Inc., 8 Capital Ave. E, Battle Creek, Mich 49017 Tel: (616) 968-8316. Pres. & Head Buyer David W. Cummins; VP: Jim Brockway; Treas.: Dennis W. O'Connell; S les Mgr., Buyer, Promo.: B.J. Etheridge; Sales: Larry Linke; Sec'y: Moc e McDonald.
Chory Int'l, see General Broadca ing.
Chris C's, see 3 G's.
Christian Arists Corp., PO Box 198 , Thousand Oaks, Calif 91360 Tel: (805) 499-4306. Pres.: Cam Floria.
Christian Faith, see Skylite-Sing.
Christian Folk, see Skylite-Sing.
Christi Recs., PO Box 11152, Fort Worth, Tex. 76110 Tel: (817) 738-8843. Pres.: Major Bill Smith
Int'l branch: England, Le Bill Music.
Labels: (Owned) Charay, Le C m.
Chrysalis Recs., 9255 Sunset Blv ., Suite 212, Los Angeles, Calif. 90069 Tel. (213) 550-0171. Co-Chm.: Terry Ellis, Chris Wright; Pres.: Sal Licata, VP Promo.: Jack Forsythe; VP Sales: Stan Layton; VP A&R & Artist Development: Jeff Aldrich; Nat'l Pu . Dir. Toby Lubov.
Branch: New York, N.Y., 115 E 57 St Zip: 10022 Tel: (212) 935-8750 Nat'l Promo. Dir.: Michael Ab amson
Labels: (Owned) Chrysalis; (ssociated) Two-Tone: (distributed) Air, Bronze, Takoma.
Chuckie, see Little Richie Johnso .
Chytowns, see JermA.
Cinnamon Int'l, see Album Globe
Circle, see Jazzology-GHB.
Citadel, see Varese Sarabande
Citadelle, see Art.
City Lights, see CBS
City Sounds, see MMO.
Claremont, see Lakco.
Clarion, see Calvary.
Clarus Music Ltd., 340 Bellevue Ave., Yonkers, N.Y 10703 Tel (914) 375-0864 Contact: Bernie Fass.
Classical Excellence, see Reques
Classic Jazz, see MMO.
Clave, see Penco.
Clay Pigeon Recs. (div. of Clay Pigeon Int'l). PO Box 20346, Chicago, Ill 60620. Tel. (312) 778-8760. F es. & A&R. Vytautas Beleska; Sales Mgr Rudy Markus; Promo Dir.: M Bernes; Special Projects Mgr.: D Jaras
Labels: (Owned) Broken, Clay Pigeon, Patefonas, Poptop.
Clean Cuts Inc., Box 16264, Bal imore, Md. 21210. Tel (301) 467-4231 Telex: 908041 Pres Jack Heyrman; VP Tom Sitler (Distributed by Adelphi)
Clear Gospel Recs., Box 224, RR1 Sewell, N.J 08080. Tel: (609) 728-3880. Gen. Mgr./Dir. Ron Butko.
Clearinghouse Rec. Corp. (CRC), 110 W 34 St., Suite 806. New York, N.Y 10001. Tel: (212) 947-2066 F es.: Andy Hussakowsky. VP: Ron Moseley. Promo. & Sales Bill Scarborough, Simon Grimberg; Artist Relations Dir Gene O'Brien; Dir.. Jerry Pikc ycky. Brodie.
Label: (Owned) CRC
Cleo, see Mother Cleo

Cleveland Entertainment Co., PO Box 783, Willoughby, Ohio 44094. Tel: (216) 951-0993. Pres.: Steve Popovich; Nat'l Promo. Dirs.: Bill Catino, Marty Mooney; Nat'l Promo. Mgr.: Dave Clemence.
Branch: New York, N.Y., 538 Madison Ave. Zip: 10022. Tel: (212) 935-8630. VP Sales & Mktg.: Stan Snyder; VP Bus. Affairs: Sam Lederman. (Also see CBS)
Label: (Owned) Cleveland Int'l.
Cleveland Int'l, see Cleveland Entertainment & CBS.
Clock, see Mystic.
Clone Recs., PO Box 6014, Akron, Ohio 44312. Tel: (216) 733-4885. Pres. & A&R Dir.: Nick Nicholis.
Int'l reps.: Italy (IRD, LM), Spain (Pan & Musica), UK (Pinnacle).
Clouds, see TK.
Clymax, see Arcade.
Coachella, see Accent.
Coast to Coast Recs. Inc., 425 E. 58 St., New York, N.Y. 10022. Tel: (212) 751-7078. Pres.: Fred Frank. (Distributed by CBS)
Cobra Recs., PO Box 2144, Winnetka, Calif. 91306. Tel: (213) 347-2976. Owner & Pres.. Don Bradley.
Labels: (Owned) Cobra, Knight.
Cochise Rec. Co., PO Box 1415, Athens, Tex. 75751. Tel: (214) 675-5192.
Coco, see Audiofidelity.
Coda, see Spanish Music Center.
Cognito Prod'ns, 810 S. First St., Hopkins, Minn. 55343. Tel: (612) 938-7020.
Cohearent Sound, see Nautilus.
Coimbra, see Penco.
Cole Cash, see Nationwide Sound.
Collectibles, see Spiral.
Collectors' Series, see Columbia Special Prods.
Collegium Sound Inc., 35-41 72 St., Jackson Heights, N.Y. 11372. Tel: (212) 426-8555. Pres.: Donald Wade.
Labels: (Owned) Collegium, Minstrel.
Colonel Redneck, see Colonel Buster Doss.
Colonial, see General Music in Tex.
Colon-United, see Marc Gordon.
Colony, N.Y., see Otoao.
Color, see TH.
Colosseum Recs. Ltd., 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) 698-7710. Pres.: Robert F. Morton.
Colosseum, N.Y., see Acropole.
Colt, see CJ.
Columbia, see CBS.
Columbia Special Prods., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 975-4126. VP: A.E. Shulman; Gen. Mgr.: John Franks; Sales Mgr.: Ray Buck. (Also see CBS)
Labels: (Owned) Collectors' Series, Encore Series, 51 West; (distributed) Commodore.
Column One Rec. Co., PO Box 4086, Springfield, Mo. 65804. Tel: (417) 881-5015. Pres.: James M. Martin.
Labels: (Owned) Borrowed, Column One.
Combo, see Rico.
Comedie Francaise, La, see Everest.
Commodore Rec. Co. Inc., 3 Kensington Oval, New Rochelle, N.Y. 10805. Tel: (914) 235-1229. Pres.: Milt Gabler; Sec'y-Treas.: David Chase. (Distributed by Columbia Special Prods.)
Common Cause, see Cross-Over.
Community, see SIPRA.
Compo Rec. Co., 105 Burk Dr., Oklahoma City, Okla. 73115. Tel: (405) 677-6448. Pres. & Prof. Mgr.: Yvonne DeVaney; VP: Sonny Lane.
Branch: Nashville, Tenn., 38 Music Square E., Suite 219. Zip: 37203.
Composers Rec'gs Inc. (CRI), 170 W. 74 St., New York, N.Y. 10023. Tel: (212) 873-1250. Bd. Chm.: William Mayer; Pres.: Blair Weille; Exec. Dir.: Carter Harman; Nat'l Sales Rep.: Larry Sockell; Promo. Dir.: Dennis H. Miller; Development Dir.: Verna Fine Gordon; Art Dir.: Judith Lerner; Prod'n Ass't: Carolyn Sachs; Comptroller: Lois Carrollton.
Labels: (Owned) CRI; (distributed) Louisville Orchestra First Edition.
Int'l rep.: France (Harmonia Mundi).
Comstock Recs., Box 3247, Shawnee, Kan. 66203. Tel: (913) 631-6060. Contact: Frank Fara.
Con Brio Recs. Inc., PO Box 196, Nashville, Tenn. 37202. Tel: (615) 329-1944. Pres. & A&R Dir.: Bill Walker; VP Opns.: Jeff Walker.
Labels: (Owned) Con Brio, Concorde.
Concert Co., PO Box 531, 3318 Platt Ave., Lynwood, Calif. 90262. Tel: (213) 639-1341.
Label: (Owned) Concert Rec'g.
Concert-Disc, see Everest.
Concert Rec'g, see Concert Co.
Concorde, see Con Brio.
Concord Jazz Inc., PO Box 845, Concord, Calif. 94522. Tel: (415) 682-6770. Pres.: Carl E. Jefferson; VP & Admin. Mgr.: Joan Kenston; Dist'n Mgr.: Margaret Glasgow; Prod'r: Frank Dorritie.
Int'l reps.: Australia (Festival), Canada (Almada), Germany (Bellaphon), Japan (Toshiba-EMI), Netherlands (Agram), Sweden (Ad Lib), UK (Import Music Serv.).
Conn, see Johnson Rec. Co.
Connoisseur Society Inc., 390B West End Ave., New York, N.Y. 10024. Tel: (212) 873-6769. Cable: CONNOSOREC. Pres., A&R & Tape Dir.: E. Alan Silver; VP Sales: Rosana M. Silver.
Labels: (Owned) Connoisseur Society; (distributed) Pathe Marconi-EMI (France).
Int'l reps.: Australia (Discurio). Japan (Nippon Phonogfam).
Conquest, see Lesser-Int'l-USA.
Consolidated Gospel Inc., 1137 Grandview Dr., South San Francisco, Calif. 94080. Tel: (415) 952-9751.
Labels: (Owned) Gospel Media; (distributed) Aslan, Eden, Inwood, Star Song of California, Street Level, Trinity Sound.
Constitution, see Paramount-West.
Contemporary Recs. Inc., PO Box 2628, Los Angeles, Calif. 90028. Tel: (213) 466-1633. Cable: GOODREC. Pres.: John Koenig; VP: Victoria Koenig; Gen. Mgr. & Mktg. Dir.: Richard Seidel.
Labels: (Owned) Contemporary, Good Time Jazz, SFM (Society for Forgotten Music).
Continental Artist, see Frank Evans.
Continental Rec'gs Inc., 210 South St., Boston, Mass. 02111. Tel: (617) 426-3131. Pres.: L. Daniel Flynn; VP: John F. Flynn; Music Dir.: Robert E. Rose; Treas.: John K. Chaisson; Mktg. Dir.: Stan M. Silverman; Chief Eng.: Steve Bores.
Label: (Owned) CORI.
Contrast (France), see Right On.
Contrast Rec. Corp. PO Box 891, Zip: 78293; 5034 Bernadine Dr., San Antonio, Tex. 78220. Tel: (512) 271-3701. Pres.: Larry C. Collins; Prod'n Dir.. Edward L. Hill; Admin. Ass't: Gene O. Collins; Sales & Mktg.: Joan E. Green; Pub. & Promo.: Joe Coole; Adv.: Eddie V. Green.

Conversa-phone Institute Inc., 1 Comac Loop, Ronkonkoma, N.Y. 11779. Tel: (516) 467-0600. Cable: VERSAPHONE. Pres.: Edmund L. Owen; VP: Bruce A. Owen. Sales Mgr.: Larry Sockell.
Cook, see Cook Labs.
Cookhill, see Carib.
Cookhouse Rec'g Studios. 2541 Nicollet Ave. S., Minneapolis, Minn. 55404. Tel: (612) 872-0646.
Labels: (Owned) Cookhouse, Groove Soup.
Cookin' Recs., c/o Jack Sager, 26 Northern Ave., Harwich Point, Mass. 02646. Tel: (617) 432-9070.
Cook Labs. Inc., 375 Ely Ave., Norwalk, Conn. 06854. Tel: (203) 853-3641. Pres.: Emory Cook.
Label: (Owned) Cook.
Cool Duck, see Jezreel.
Linda Cooper Music Ents. Inc., PO Box 184, Warrenton, Mo. 63383. Tel: (314) 456-3447. Pres.: Linda Cooper; VP: Don Hilgert.
Label: (Owned) LC.
Copacabana (Brazil), see Brasilia.
Copa Communications Corp., 1208 Eastview St., Jackson, Miss. 39203. Tel: (601) 969-3717. Cable: FEAMERICA. Gen. & Int'l Mgr.: S.M. Frascogna; A&R Dir.: Chris Walker.
Copperfields Ents. Ltd., 2339 Jericho Tnpk., Garden City Park, N.Y. 11040. Tel: (516) 747-0666.
Coral, see MCA
Cord Recs., Box 7422, Shreveport, La. 71107. Tel: (318) 965-0781. Pres.: Cart Logan.
Labels: (Owned) Faces, 50%, Memorial, Pose, Summer.
Corey, see International Mktg. & Mgmt.
Corinthian, see Hanover.
Corito, see Safari.
Corner Cuts, see DRG Recs.
Coro, see Safari.
Coronado Rec. Co., 897 Walker Ave., Oakland, Calif. 94610. Tel: (415) 763-5182. Pres.: Norman Hauge.
Corrina, see McKinnon.
Cortina Language Recs., see R.D. Cortina.
Cortina Method, see R.D. Cortina.
R. D. Cortina Co., 136 W. 52 St., New York, N.Y. 10019. Tel: (212) 582-3845. Cable: ELCORTINA. Pres.: Robert E. Livesey.
Labels: (Owned) Cortina Language Recs., Cortina Method, Master Linguist.
Cory, see NMI & 3 G's.
Cosmic Fire, see Black Fire.
Cosmos, see Peters Int'l.
Cotillion, see Atlantic.
Cotique, see Musica Latina.
Counterpart, see Fraternity.
Counterpoint, see Everest.
Country Boy, see Vokes & GRS.
Country Capers, see Lee Anderson.
Country Gold, see Hal Southern.
Country Int'l Recs., 1010 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-4656. Pres.: Sherman Ford Jr.; VP/Promo. & Sales: Jake Payne.
Country-King, see Sid Kleiner.
Country Life, see McLain Family Band.
Country Oak, see Praise.
Country Pie Recs. Inc., 132 Spring St., Newton, N.J. 07860. Tel: (202) 383-9550.
Country Road, see Scene Prod'ns.
Country Showcase America Recs., 11350 Baltimore Ave., Beltsville, Md. 20705. Tel: (301) 937-7200. Pres. & A&R: Francis Gosman.
Label: (Owned) CSA.
Country Star Inc., 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Pres.: Norman Kelly; Sec'y-Treas.: June L. Kelly.
Labels: (Owned) Country Star, Mersey, Process.
Country Stream Music & Rec. Co., 5053 Tholozan, St. Louis, Mo. 63109. Tel: (314) 481-3916. Pres.: Tony Mazzola; VP: Virginia Mazzola; Gen. Mgr.: Sam Mozzola.
Labels: (Owned) Bonnet, Faith.
Countrywide Tape & Rec. Dists. Inc., 200 Robbins Ln., Jericho, N.Y. 11753. Tel: (516) 433-9550. Pres.: Stanley Sirote; VP: Katherine Koury.
Label: (Owned) Kory.
County Recs., Main St., Floyd, Va. 24091. Tel: (703) 745-2001. Pres.: David Freeman; A&R: Barry Poss; Sales Mgr.: Chet Rhodes; Promo.: Wanda Dalton.
Labels: (Owned) County, Homestead; (distributed) Sugar Hill.
Int'l reps.: Canada (Almada), France (Anarchie des Accords), Italy (IRO), Japan (BOM), Sweden (Sarec), UK (Mike Craig).
Covenant Rec'gs Inc., 1345 S. Major St., Salt Lake City, Utah 84115. Tel: (801) 487-1096. Pres.: V.L. Kofford; Sec'y-Treas./Controller: J.G. Lund.
Cowboy Country, see Album Globe.
Cowboy Junction, Hwy. 44 W., Lecanto, Fla. 32661. Tel: (904) 746-2394. Pres.: Boris Pastuch; Dist.: Johnny Pastuch.
Coyotee Recs., PO Box 6390, Corpus Christi, Tex. 78411. Tel: (512) 854-7376. Contact: Gary Beck.
Cozette, see Gwen.
Crackers, see Professional Mktg.
Crane Recs., 50 Music Square W., Nashville, Tenn. 37203. Tel: (615) 327-0571. Contact: Hubert McGee. (Distributed by Professional Mktg. Serv.)
Crass, see Rough Trade.
Crazy Cajun, see Music Ents.
Crazy Meskin', see Texas Re-Cord.
Cream Recs. Inc., 8025 Melrose Ave., Los Angeles, Calif. 90046. Tel: (213) 655-0944. Cable: BENNCO. Telex: 696182. Pres.: Alvin S. Bennett; Exec. VP & Gen. Mgr.: Phil Skaff; VP/Int'l Div. Dir.: Robert B. Weiss; Mktg. Dir.: Don Mupo; Prod'n Mgr.: Al Ibarra; Pub.: Lee Housekeeper.
Branch: Memphis, Tenn., 1320 S. Lauderdale. Zip: 38106. Tel: (901) 775-3790. Contact: Renee Kirk.
Labels: (Owned) Cream, Hi.
Int'l reps.: Argentina (American Rec'g), Australia (Astor), Austria (Amadeo), Barbados/Caribbean (West Indies Recs.), Belgium (Vogue), Canada (RCA), Colombia (Incolve), Denmark (Kleinerts), France (Vogue), Germany (Intercord), Greece (Minos Matsas), Hong Kong (Shun Cheong), Ireland (PRT), Israel (Eastronics), Italy (CGD), Japan (Victor), Korea—South (Arts Int'l), Malaysia (Cosdel), Mexico (Helix), Netherlands (VIP), New Zealand (PolyGram), Nigeria (Tabansi), Norway (Planet), Philippines (A&W), Portugal (Trindade), Singapore (Cosdel), Sweden (Planet), Switzerland (Phonag), Thailand (Nite Spot), UK (PRT), Venezuela (Palacio de la Musica).
Creative, see Celestial.
Creative Light Music, PO Box 2767, Philadelphia, Pa. 19120. Tel: (215) 745-9616. Exec. Dir.: Richard T. Towey Sr.; Exec. Admin'r: Alicia R. Dillow.
Creative Sound, see Sonrise.
Creative World Inc., 1012 S. Robertson Blvd., Los Angeles, Calif. 90035. Tel:

(213) 652-7280. Pres.: Stan Kenton; Mktg. Dir.: Earl Horwitz; Prod'n Mgr.: Bill Stilfield; Pub. & Adv. Dir.: Audree Coke.
Credence, see PPL.
Credo, see Pathways of Sound.
Creed, see Nashboro.
Crescendo Rec. Co., 21-31 29 Ave., Astoria, N.Y. 11102. Tel: (212) 278-7832. Pres.: Guido Sgambellone; Prof. Mgr.: Louis Cerruti; Sales Mgr.: William Neal; Promo. Mgr.: Guy Simounet.
Crescent Recs. Inc., 324 S. Crescent Dr., Beverly Hills, Calif. 90212. Tel: (213) 553-8024. Pres.: James R. Halper; Gen. Mgr./Country Promo.: Eddie Teichmann.
Crescent, Tenn., see International Mktg. & Mgmt.
Crest, see Golden Crest.
Criket, see Sunny Day.
Crimson Dynasty Rec. Corp., PO Box 271, Cedar & West Ave., Jenkintown, Pa. 19046. Tel: (215) 757-8022. Pres.: Stan Peahota; Exec. VP: Alan Meier; VP: Frank Mulvenna; Sec'y-Treas.: Kathy Peahota; A&R Dir.: Destiny Knight.
Labels: (Owned) Aurora Borealis, Avalanche, Bronto Sauraus, California Mud Slide, Crimson Dynasty, Crystal Blue Flame, Debtors Prison, Dragon, Dungeon, Dynasty, Earth Quake, Earth Tremmor, Enchanted Knight, Flame, Golden Hawk, Hologram, Hurricane, Knight, Lightning, Misty Blue, Operation Golden Hawk, Poltergeist, Sinbad, Thunder Lizzard, Tornado, Typhoon, Volcano, Volcanus, Zansabar.
Criollo, see Latin Percussion.
Crissy, see Quinto.
Criterion Music Corp., 6124 Selma, Hollywood, Calif. 90028. Tel: (213) 469-2296. Pres.: M.H. Goldsen; A&R Mgr.: Bo Goldsen.
Labels: (Owned) Granite Music Corp., Palm, Reo Tahiti.
Int'l rep.: Tahiti (ETS).
Croaker Recs. Inc., 8238 Apricot St., New Orleans, La. 70118. Tel: (504) 865-9210.
Eddie Crook Co., PO Box 213, Hendersonville, Tenn. 37075. Tel: (615) 822-1360. Owner: Eddie Crook.
Labels: (Owned) ECP, Harvest, Morning Star.
Crossfire, see Dakridge.
Cross-Over Ents. Inc., 880 NE 71 St., Miami, Fla. 33138. Tel: (305) 759-1405. Pres.: Carlos Oliva; Treas.: Jeanne Giordano; Ass't Prod'r: Georgina Vidal; Promo. Mgr.: Tony Parodi.
Label: (Owned) Common Cause.
Crossroad Recs. Inc., PO Box 5422, University Sta., Zip: 98105; 3727 Seattle First Nat'l Bank Bldg., Seattle, Wash. 98154. Tel: (206) 623-0110, 632-3021. Pres.: Vivian T. Williams; VP A&R: Paul Speer; VP Sales: Edward Schacher; VP: Philip L. Williams.
Crown, see Cadet Recs.
Crown Point Recs., 7934 Mission Center Court, Suite B, San Diego, Calif. 92108. Tel: (714) 296-9641. Pres.: Robert Racouillat.
Crow Prod'ns, 522 Shore Rd., 1KK, Long Beach, N.Y. 11561. Tel: (516) 889-0244. Pres./A&R: Gary Leider.
Cruise, see Art.
Crusader, see MCA
Crystal Blue Flame, see Crimson Dynasty.
Crystal Bridge, see Album Globe.
Crystal Clear Recs. Inc., PO Box 3864, San Francisco, Calif. 94119. Tel: (415) 824-0225. Cable: CRYSTAL. Telex: 278020. Pres. & A&R: Edward S. Wodenjak; Mktg. & Sales: Dick Bonaiuto, Larry Marcus.
Labels: (Owned) Crystal Clear, Ultragroove.
Crystal Rec. Co., 2235 Willida Ave., Sedro Woolley, Wash. 98284. Tel: (206) 856-4779. Pres. & A&R: Peter Christ; Exec. Ass't: Carol Cunning; Dist'n Mgr.: George Fowler; Adv. Mgr.: Sam Mundy.
Labels: (Owned) Avant, Crystal; (distributed) WIM.
Int'l reps.: Canada (Trend), Netherlands (Benson).
Cub, see Mother Cleo.
Cummings, see Dragon Int'l.
Cumpari Recs., Box 3731, Hollywood, Calif. 90028. Tel: (213) 876-1097. Pres. & A&R: Tom Bonetti.
Cupid, see Sound Inc.
Curb, see CBS, Elektra & Warner Bros.
Curricane Recs. Co., 1520 Briggs, Suite 3C, Daly City, Calif. 94015. Tel: (415) 756-6510. Pres.: Curry J. Johnson Jr.; VP: Mary Ann Johnson; A&R: Anthony Gayfield: Promos.: Dale Kennedy, John Malone.
Curtom Recs. Inc., 8910 Ridgemont NW, Dunwoody, Ga. 30338. Tel: (404) 992-6906. Pres.: Curtis Mayfield. (Distributed by Capitol)
Custom Recs., PO Box 231, Tyler, Tex. 75710. Tel: (214) 597-2961. Mgr.: Curtis Kirk.
Cynda, see Boot.
Czech, see MJ.

D

d b a Recs., 875 Ave. of the Americas, Suite 1001, New York, N.Y. 10001. Tel: (212) 279-9326. Pres.: Alex Alexander; Sales Mgr.: John Holanka; Promos. Dir.: Steve Stoff; Prod. Co-ord.: Sonia Buser.
Int'l reps.: Argentina (RCA), Austria (TTR), Benelux (TTR), Brazil (RCA), Canada (Quantum), France (Atoll), Germany (TTR), Mexico (RCA), Switzerland (TTR), UK (Carrere), Venezuela (Love).
D B, see Armageddon.
d b Recs., PO Box 1773, Decatur, Ga. 30031. Tel: (404) 289-9273. Owner: T.M. Brady.
D C, see Velvet de Puerto Rico.
D C Sound Ents., 6505 Sheridan Rd., Fort Worth, Tex. 76134. Tel: (817) 293-5561, 738-1951. Co-Owner & Promo.: Derwood Rowell; Co-Owner & A&R: Stan Knowles; Gen. Mgr.: Daphne Knowles; Sales Mgr.: Carolyn Rowell.
Labels: (Owned) DC Sound, DC Sound Country.
D D F Recs., 50 Music Square W., Nashville, Tenn. 37203. Tel: (615) 327-0571. Contacts: Dee Mullins, Frank Boggess. (Also see Professional Mktg.)
D G (Deutsche Grammophon), see PolyGram Classics.
D G G-Green Label (Germany), see Playette Corp.
D G J Recs. Inc., PO Box 010772. Miami, Fla. 33101. Tel: (305) 576-6978. Cable: DONJDMUS. Pres. & Sales & Mktg.: Donald G. Johnson; VP: Ronald C. Johnson; VP A&R: Donn Johnson; Pub., Adv. & Promo. Dir.: Pamela Johnson; Int'l Dir.: Armand Seva.
Labels: (Owned) DGJ, Doro, Sami; (distributed) Fonodisco, Guitarra, Oro.
Int'l reps.: Mexico (Discos de Guitarra), Venezuela (Fonodisco).
D G Recs., 301 Midland Ave., Port Chester, N.Y. 10573. Tel: (914) 967-4219, 937-2086.
D J M Recs. (Dick James Music Inc.), 119 W. 57 St., Suite 400, New York, N.Y. 10019. Tel: (212) 581-3420. Cable: DICKJAMES. TWX: (710) 581-4216. Gen. Mgr.: Arthur Braun.
D M C, see Dimitri.
D R C I, see Discostar.
D R G Archive, see DRG Recs.
D R G Concorde, see DRG Recs.
D R G Recs. Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-3040. Cable: STETRECS. TWX: (710) 581-4825. Pres.: Hugh Fordin; VP Worldwide Mktg.: Rick Winter; Group Head Art Dirs.: Sibbi Chalawick; Comptroller: Celeste O'Neill; Ass't to VP: Richard Kaminsky; Nat'l Sales Dir.: Ted Wolff; Int'l Licensing: Beth Greenberg.
Int'l branch: England.
Labels: (Owned) Choice Cuts, Corner Cuts, DRG, DRG Archive, DRG Concorde, Stet.
Int'l reps.: Belgium (Flemish Import), Canada (London, Trend), Finland (Polarvox), France (DAM, Lido), Italy (Ri-Fi), Japan (Sumiya, Victor), Netherlands (Agram, Oldway, Only Yesterday), Spain (Auvi, Zartos), Switzerland (Disc-Imports), UK (Stage One, That's Entertainment), Venezuela (Divensa).
D-Town, see Platinum Sound.
Daisy, see Waltner.
Dakar, see Brunswick.
Dallas Recs. & Tapes/Triple-J Recs./Trinity Recs. (drv. of Trinity Music Inc.), PO Box 10467, Dallas, Tex. 75207. Tel: (214) 631-8828. Pres.: Jim Hilliard; VP/A&R Dir.: Jim Pat Mills; VP/Promo. Dir.: Gary Young; VP/Prod'n Dir.: James Neel. (Distributed by Nationwide Sound)
Dallas Star Recs., 9646 Rylie Rd., Dallas, Tex. 75217. Tel: (214) 286-1711. Owner/Opns. Mgr.: David A. Coffey; New Talent Dir.: David Gage.
Branch: Nashville, Tenn., 38 Music Square E., No. 115. Zip: 37203. Tel: (615) 244-4224. Branch Mgr.: Harrison Tyner.
Labels: (Owned) Dallas Gospel, Dallas Star.
Dana Publ'g Co., 824 83 St., Miami Beach, Fla. 33141. Tel: (305) 865-8960. Pres.: Walter Dana; VP: Gus Dana.
Label: (Owned) Echo.
Dance-A-Thon Recs., 1957 Kilburn Dr., Atlanta, Ga. 30324. Tel: (404) 872-6000. Pres.: Aleck Janoulis; VP Pop A&R: Oliver Cooper; VP Classical A&R: Jean Lemonds; VP Artist Relations: Sam Stewart.
Labels: (Owned) Dance-A-Thon, Hotlanta, Hottrax, Revolver, (distributed) Glamour & Grease, Stereo Spectrum.
Int'l reps.: Argentina (Calmex), Australia (Electric—Dance-A-Thon), Canada (Boot—Dance-A-Thon), Germany (Prom—Dance-A-Thon), UK (Emerald—Dance-A-Thon).
dancercise, see Music Mktg.
Dane, see Philly Jazz.
Dani Recs. (drv. of Hilton House Inc.), PO Box 315, Cleveland, Ohio 44127. Tel: (216) 429-1559. Pres.: Donald B. Catalano; VP & Gen. Mgr.: Danielle Catalano; Pop A&R Dir.: Samuel Magee; Classical A&R Dir.: Herbert Jugt; Sales & Mktg. Mgr.: Saul Telpitz; Pub. Dir.: Marian Driscoll; Adv. Dir.: Dan Kelly; Promo. Dir.: David Levy.
Dansk-Disk, see Lindberg.
Dark Horse, see Warner Bros.
Dark Silver Recs., 1921 Beech St., Amarillo, Tex. 79106. Tel: (806) 352-6073. Pres.: Michael Thomas; VP A&R: Dean Taylor; Promo. Dir.: Jack Randall.
Darva Recs. (div. of MBA Prod'ns), 8914 Georgian Dr., Austin, Tex. 78753. Tel: (512) 836-3201/3194. Pres.: Roy J. Montgomery; Gen. Mgr.: Shirley Montgomery; A&R: Joe Montgomery; Promo. & Mktg.: Dick Culp.
Dash, see TK.
Date Line Int'l Recs., 400 W. 43 St., Suite 5C, New York, N.Y. 10036. Tel: (212) 244-8148. Pres.: C. Roger Bartlett; A&R: Jane A. Eaton; Promo.: Nancy Belle Brass.
Datone, see Met Richmond.
Dauphne, see Dellwood in N.J.
Dawn Prod'ns, Cloud 300, Mt. Gretna, Pa. 17064. Tel: (717) 964-2222. Pres. & A&R Dir.: Joey Welz; VP Eng.: Dave C. Smith; Exec. Prod'r: Jimmy Velvet; Assoc. Prod'r: Roy Smith.
Labels: (Owned) Bat, Canadian American, Disc-Go, LeFevre; (distributed) Music City, Palmer, Stable.
Dawn, N.Y., see Biograph.
DaySpring, see Word.
Daytwo Recs. Society Inc., 416 E. Hugh, Suite 4A, Tampa, Fla. 33603. Tel: (813) 244-0002. Pres.: Trenton Lewis; Co-VP & A&R: R.R. Metro; Co-VP: A.H. Smart; Pub. Co-ord. & Sales Mgr.: Ulmer Jose Avary; Sec'y: R. Roberts; Project Dir.: G. Russell Smith; Dance Music Promo. Dir.: Heider Gardner.
Labels: (Owned) Daytwo, Metro, Providence, Russell Street, Sasal Society, VanBees, (distributed) ACI, Cafe Juli.
Deadwood, see Jim Hall.
Death Recs., 125 Worth St., New York, N.Y. 10013. Tel: (212) 247-0130.
Debtors Prison, see Crimson Dynasty.
Decco Recs. Inc., 207 Seventh St., Pittsburgh, Pa. 15222. Tel: (412) 281-3700. Pres.: Nick Cenci.
Dee-Bee Rec'g Serv., 704 Ninth Ave. S., Myrtle Beach, S.C. 29577. Tel: (803) 448-8091. Partners: Stan Deppen Jr., Patricia M. Deppen
Labels: (Owned) Dee-Bee; (distributed) Eventide.
Dee Jay, see Nationwide Sound.
Deejoy Musical Works, 1153 S. Highland Ave., Los Angeles, Calif. 90019. Tel: (213) 930-0930. Pres.: Frank Foulk.
Deep River, see Olivia & Redwood.
Deep Roots, see Koala & Sonrise Mercantile.
Deep Water Recs., 12506 Edgewater Dr., Cleveland, Ohio 44107. Tel: (216) 228-2968. Pres.: Sal Scarpaci.
Dejay "Gold & Platinum" Rec. Plaques, 3010 W. Burbank Blvd., Burbank, Calif. 91505. Tel. (213) 845-0744, 849-5347. Owners: Dave & Jackie Goldstein.
Deka, see W.C. Staley.
Deli Platters, 445 Park Ave., 6th fl., New York, N.Y. 10022. Tel: (212) 759-7500. Telex: 423647. Pres. Michael J. Lembo Jr.; Prod'n Co-ord.: Fae Horowitz; Promo.: Steve Leeds, Roger Lifeset; PR: Janis Schacht.
De-Lite Recs., 1733 Broadway, New York, N.Y. 10019. Tel: (212) 757-6770. (Distributed by PolyGram)
Dellwood Music Co. Inc., 160 S. Leswing Ave., Saddle Brook, N.J. 07662. Tel: (201) 843-3239. Pres.: Woodrow C. Gardella; VP: Robert Gardella; Treas. Sophie Gardella.
Labels: (Owned) Dauphne, Dellwood.
Int'l reps.: Canada (Quality), UK (EMI).
Delmark Recs., 4243 N. Lincoln, Chicago, Ill. 60618. Tel: (312) 528-8834. Pres.: Robert G. Koester; VP: Susan Koester; Adv. & Promo. Dir.: Steve Tomashefsky.
Labels: (Owned) Delmark, Pearl.
Int'l reps.: Canada (Trend), Finland (Quality), France (Black & Blue), Germany (Taxim), Italy (IRD), Japan (Trio, P-Vine Special), Sweden (Amigo), Switzerland (IRC), UK (Swift).
Delmarti, see Don D. Sheets.
Del-Mar-Va, see Old Dominion.
Delos Recs. Inc., 2210 Wilshire Blvd., Suite 664, Santa Monica, Calif. 90403. Tel: (213) 454-0524. Cable: DELOSDISCS. Pres.: Amelia S. Haygood; VP: Diane Gibson; Admin. Ass't: Jessica Madow; Sales Mgr./Dir.: Michael McClain.
Int'l reps.: Argentina (Artaria), Australia (PC Stereo), Canada (Trend), Germany (Bellaphon), Hong Kong (Excel), Mexico (Lubata), Netherlands (Sound Prods.), New Zealand (RTC), Norway (Mayco Agentur), Spain (Vieta), Taiwan (KHS in USA), UK (Unicorn).
Del Rio, see Marsal.
Delta Int'l Recs. Inc., 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.-Treas.: John R. Gaver; VP: Charles M. Gayer; Sec'y: Theresa Gayer.
Delta Recs., Box 225, Nacogdoches, Tex. 75961. Tel: (713) 564-2509.
Deluxe, see Gusto & Muse.
Richard Delvy Ents. Inc., 8127 Elrita Dr., Los Angeles, Calif. 90046. Tel: (213) 650-4761. Pres.: Richard Delvy; VP & Gen. Mgr.: Ingrid Geyer; VP: Ed Fournier.
Branch: San Francisco, Calif., 480 Melrose Ave. Zip: 94127. Tel: (415) 584-0996. Branch Mgr.: Dennis Geyer.
Demand, Fla., see Request.
Demand, Tex., see Don Schafer.
Demon Recs., PO Box 90698, 301 Wells Fargo, No. 28, Houston, Tex. 77090. Tel: (713) 537-9292. Pres. & Treas.: Steve King; VP & Sec'y: Steve Douglas; Promo. & Sales: Cookie Kelly; Promo.: Judy Walker, Marsha King.
Labels: (Owned) Demon, K&S.
Denbigh, see East Allegheny.
Denco, see Rock-A-Nash-A-Billy.
Denon PCM Rec'gs, see Discwasher.
Denrich, see Wham Bam.
Desert Morning Recs., c/o Robert B. Knox Ents., 41418 50 St. W., Quartz Hill, Calif. 93534. Tel: (805) 943-4183. Owner, Prod'r & A&R: Robert B. Knox; Adv., Publ. & Sales: Jennie Knox.
Desmar Music Inc., 155 Ave. of the Americas, New York, N.Y. 10013. Tel: (212) 741-1430. Pres.: Marcos Klorman; Gen. Mgr.: Frank Burton.
Labels: (Owned) Desmar; (distributed) IPA.
Destiny Recs., PO Box 2094, Sheffield Lake, Ohio 44054. Tel: (216) 949-6397. Owner: Robert Sellers.
Desto, see CMS.
Deutsche Grammophon, see PolyGram Classics.
Deutsche Klassische, see Michele.
Deutschmark, see Michele & Record Guild.
Dewdrop Recs., 1324 Old Yatesville Rd., Thomaston, Ga. 30286. Tel: (404) 674-8435, 647-7995. Owner: Don Buchanan.
Dharma Recs. (div. of Saturn Inds.), PO Box 615, 117 W. Rockland Rd., Libertyville, Ill. 60048. Tel: (312) 362-4060. Telex: 281051.
Diablo Rec. Co., 3518 Champlain Ave., Youngstown, Ohio 44502. Tel: (216) 755-7794. Owner, Pres. & A&R: Bill Schaffert.
Dial Recs. Inc., PO Box 1273, Zip: 37202; 8 Music Square W., Nashville, Tenn. 37203. Tel: (615) 327-3162.
Dial-Tone, see Eat Recs.
DigiTech, see Sine Qua Non.
Dimension, see Am Rec.
Dimension Six, see Sonic Arts.
Dimitri Music Co., 7859 Bastille Pl., Severn, Md. 21144. Tel: (301) 551-7761. Owner/Pres.: Robert H. Wilhams; Opns. Mgr.: Chico Palomina; A&R Dir.: R. Jose Williams.
Labels: (Owned) DMC, Evergreen, New Directions.
Dimsa, see Orfeon.
Dina, see Joey.
Dingo, see Ala Ents.
Dinsa, see Otoao.
Dion, see Jamie/Guyden.
Direct Disk Labs, 16 Music Circle S., Nashville, Tenn. 37203. Tel: (615) 256-1680. Pres.: Joseph I. Overholt; Controller: James Callahan.
Int'l reps.: Australia (PC Stereo), Brazil (Peter Comercia), Canada (Sonic Masters), France (Harmonique Diffusion), Germany (Audiotrade), Hong Kong (Lee's Sound), Netherlands (AVC), Puerto Rico (Audio Specialties), Singapore (HWEE, Two Plus), Sweden (Tonola), Switzerland (Panorama Int'l), Venezuela (Allum's Maracaibo).
Direct Mktg. Group, 1266 Lincoln Ave., Suite 109. San Jose, Calif. 95125. Tel: (408) 297-9800. (TV merchandiser)
Direkt to Disk, see Sonic Arts.
Discapon, see Apon.
Disc Disk/Joint Int'l Rec. Co., 176-11 Jamaica Ave., Queens, N.Y. 11432. Tel: (212) 523-0780, 526-8373. Owner/Dir.: Keith Hudson; Sales: Junior Walker; A&R: Jean Hudson; Promo.: Trevor Dyke.
Labels: (Owned) Campus Grads, Disc Disk, Joint Int'l, Oops.
Int'l reps.: UK (Daddy Kool, Greensleeves, Jetstar.
Disc-Go, see Dawn.
Disco, see Discostar.
Discocorp, PO Box 771, Berkeley 94701; 523 Coventry Rd., Kensington, Calif. 94707 Tel: (415) 524-8079. Pres.: Frederick Maroth; VP: George Marton; Sec'y-Treas.: Eric Maisel.
Labels: (Distributed) Audax, I Grandi Interpreti, Recital, Bruno Walter Society, Western Sound Archive.
Int'l reps.: Austria (Preiser), France (Dave-Music), Germany (Helmut Marcuse), Italy (Stradivarius Club), Japan (Shinsei Serv.), UK (Music Discount).
Discolando Recs. & Tapes Corp., 718 10 Ave., New York, N.Y. 10019. Tel: (212) 581-0650 Pres.: Orlando Bru; Sales & Promo. Mgr.: Louis Gargallo
Branches: Los Angeles, Calif., 1307 S. Vermont. Zip: 90006. Tel: (213) 381-5580—**Santurce, P.R.,** 626 Calle Cerra. Zip: 00920. Tel: (809) 725-9130. Contact: Sara Garcia.
Labels: (Owned) Discolando; (distributed) Bambuco, OB Prod'n, Sonolux, Tikal, Zeida.
Discolor, see Kubaney.
Discos Latin Int'l Inc., 1646 S. Vermont Ave., Los Angeles, Calif. 90006. Tel: (213) 734-1527. Cable: DISLATIN. Pres.: Jose A. Garcia; Sec'y: Yanet Garcia; Promo./Sales: Fernando Vian.
Labels: (Owned) Fono-Rex, Latin Int'l, No. 1, Pega; (distributed) Microfon.
Discos Marcus Pereira (Brazil), see Brasilia.
Discos Monica, see Peer-Southern.
Discos Premier (Brazil), see Fermata.
Discostar Inc., 10245 Collins Ave., Bal Harbour, Fla. 33154. Tel: (305) 861-6947. Pres.: Joseph C. Martin; VP: Jay Martin.
Labels: (Owned) DRCI, Disco, Jayson, Marton.
Discos Tropical, see Tropical Music.
Disco Sur, see Velvet de Puerto Rico.
Discovery, see Trend in Calif.
Discus, see Stanyan.
Discwasher Inc., 1407 N. Providence Rd., Columbia, Mo. 65201. Tel: (314) 449-0941. Pres.: Bruce Maier; Mktg. Dir.: Dale Berlau; Nat'l Sales Mgr.: Jim Hall; A&R: Jeff Weber.
Labels: (Owned) Discwasher Rec'gs; (distributed) Chalfont (digital), Denon (digital), Varese Sarabande (digital).
Disko, see Hitstown-Disko.

Disneyland/Vista Recs., 350 S. Bu na Vista St., Burbank, Calif 91521 Tel (213) 840-1000. Cable: DISNE VP & Gen. Mgr.: Gary R. Krisel; Nat'l Sales Mgr.: Bob Pavlacka; Bus. Affairs Mgr.: Steve DeWindt; Prod'n Development Mgr.: Jymn Magon, Prod'n Mgr.: John Wood
Int'l branch: Canada, Walt Disney.
Labels: (Owned) Disneyland, V ista; (distributed) Charlie Brown.
Int'l reps.: Argentina (Phonogra n), Australia (Summit), Belgium (Ades in France), Brazil (Abril), Chile (MI Odeon), Colombia (CBS), Denmark (Starbox), Dominican Republic (Distribuidores Musicales del Caribe), Ecuador (Fediscos), El Salvad r (Dicesa), Finland (Finnlevy), France (Ades), Germany (Ades in Franc), Greece (PolyGram), Israel (CBS), Italy (CGD), Japan (Nippon Columbia, King), Korea (Oasis), Mexico (CBS/Columbia), Netherlands (Vrido Be neer, Dberon), New Zealand (EMI), Norway (Hjemmet), Peru (El Virre r), Philippines (Vicor), Portugal (Radio Triunfo), Puerto Rico (Mena), Singapore (EMI), South Africa (Gallo), Spain (Hispavox), Sweden (H mmets Journal), Switzerland (Ades in France), Taiwan (Tang), UK (K el, Pickwick, Polydor), Uruguay (Edisa), Venezuela (Love).

Dixieland Jubilee, see GNP Crescendo.

Doc Ron Prod'ns Inc., 301 NW Second Ave., Boynton Beach, Fla. 33435. Tel (305) 732-1145. Pres.: Dr. R n Stander; VP Sales & Dist.: Maurice Stander; VP Prod'n Chuck Howard Jr.; Sec'y Treas.: Marianne Stander.
Branch: Nashville, Tenn., 44 Mi sic Square E Zip 37203 Tel (615) 256 6453
Label: (Owned) Soaring.

Documentary Rec'gs, Box 24605, 10217 Scenario Ln., Los Angeles, Calif 90024 Tel: (213) 474-8281 F es. George V Casey

Dolejo, see Kare

Johnny Dollar Recs., 42-D Music Square W., Nashville, Tenn 37203 Tel (615) 244-4898.

Dolphin Recs. (sub. of Record Bar PO Box 8744, Durham, N.C 27707. Tel (919) 493-4511. Pres.: Barrie Bergman; Gen. Mgr.: Tom Roos.

Domestic Recs., 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 582-7807. Gen. Mgr.: James Alexio.

Domino Recs. Ltd., 222 Tulane St. Garland, Tex. 75043 Co-Owner, A&R Dir. & Int'l Co-ord.: Gene Summers Co-Owner Deanna Summers; Prod'r/PR Mgr.: Steve Summers
Labels: (Owned) Domino. Fron Row, (distributed) Lake County (Switzerland)

Domino Recs., 37 Odell Ave., Yon ers, N.Y 10701 Tel: (914) 969 5673 VP & Gen Mgr. Joe Bollon.

Don-Mar Recs., see Casa Grande

Door Knob, see Gene Kennedy & World Int'l Group.

Dore Recs. Ltd., 1608 Argyle, Holl wood, Calif. 90028. Tel: (213) 462-6608. Pres.: Lew Bedell.

Doric Rec'g Group Inc., PO Box 87 7, Vacaville, Calif. 95696. Tel (707) 448-7835. Pres.: Frank R. Killinger Gen Mgr.: Dick Penberthy

Dorn Recs., 20531 Plummer St., hatsworth, Calif. 91311. Tel (213) 998-0443. Pres.: A. E. Sullivan; A&I Paul Martin; Sales & Mktg. D Sullivan; Pub. & Adv. Carol Ruskin
Labels: (Owned) AKO, Aztec, orn.

Doro, see DGJ

Doss, see Colonel Buster Doss.

Colonel Buster Doss Presents, P O Box 927, Manchaca Sta., Austin, Tex 78652. Pres.: Col. Buster Do s, VP: Barbara Doss, Sec'y: Kim Doss. Treas.: Bo Doss
Labels: (Owned) Aus-Tex., Col nel Redneck, Doss, Kimbo, Range Buster, Six Shooter, Stardust, Wizard

Dot, see MCA.

Double A, see Sarg.

Double Feature, see Talpro

Double "L" Recs., 2311 15 St. Troy, N.Y 12180. Tel: (518) 274-3249 Pres.. Larry Quinn.

Down Home Recs., Box 10, Edna Kan 67342. Tel: (316) 922-3322. Pres Rodney Lay; VP: Vernon Sanc sky.

Doylen Recs., 3610 Park Ave., Memphis, Tenn. 38111 Tel (901) 324-7147

Dragon, Pa., see Crimson Dynasty

Dragon Int'l Inc. of New Jersey, PO Box 8263, Haledon, N J 07508 Tel (201) 942-6810. Pres.. Samuel Cummings; VP Gauntlett Cummings; A&R; Jasseth Cummings.
Labels: (Owned) Alsaman, Ap il, Arch, Cummings, Kela
Int'l reps.: Caribbean (West I dies Recs.), Japan (Vivid Sound)

Dragon Recs., 872 Morris Park Ave., Bronx, N.Y. 10462. Tel: (212) 792-2218. Pres.: Vincent Gaglianc
Labels: (Owned) Agon, Drago n.

Dragon (Sweden), see Zim.

Dream, see Salsoul.

Dreamland, see RSD.

Dream Machine, see Divia.

Dreamstreet Recs., PO Box 193, Hohokus, N.J. 07423. Tel (201) 825-1383 Pres. Howard Kenyon; Assoc. Prod'r: Len Leone Jr. (Also see Shanachie)
Int'l reps.: Canada (Trend), I aly (IRD), Sweden (Ad Lib), UK (Swift)

Driftwood Recs., PO Box 22988 Nashville, Tenn. 37202. Tel (702) 385 1297. Pres.: Margaret Yednak A&R Dir.: Sundown Pete; Promo.. Howard Vokes; Sales: John Valley.
Branch: Las Vegas, Nev., 160 E Charleston Zip 98104 Tel (702) 385 1297. VP: Peter Kobal.

Drive, see TK.

Dru Ents., see Shtup City.

Drum Recs. Inc., 909 Eighth Ave N., Suite B, Fargo, N.D 58102. Tel: (701) 235-8551. Pres.: Thomas J.F Conoboy; VP & Treas G.R. Conoboy, VP West Coast: Nathaniel Johnson, Sec'y Warren B. Anderson

Duel, see Lee Dunne.

Duke, see MCA.

Dungeon, see Crimson Dynasty

Dunhill, see MCA

Lee Dunne Ents., PO Box 227(Hollywood, Calif 90028. Tel: (213) 465 5003. Pres.: Lee Dunne, VP Peter Crawford; Sec'y: L. Lane; A&R Dir.: Chris Dunne; Promo.: Jim Sanders; Pub Danny Gayol, Randy Fricke, Stuart Deal.
Labels: (Owned) Duel, LDE

Dupuy Recs., 10960 Ventura Blvd., Suite 200, Studio City, Calif 91604 Tel (213) 980-6412. Pres.: Pedro Dupuy

Dusk & Dawn Recs., 1810 Elto Rd., Adelphi, Md 20783 Tel (301) 776-1669. Contact: Andre Roma

Dyer-Bennet Recs., 792 Columbus Ave., New York, N.Y 10025 Tel (212) 866-3675. Mgr.: Harvey Cor

Dynamite, see Jim Hall.

Dynamo Inc., Box 122E, Rt. 1, Rapid City, S.D. 57701 Tel: (605) 342-3040 Pres.: Dale J. Gage; VP Chris opher D. Gage, Sec'y Treas. Gwen B. Gage.
Label: (Owned) Lost.

Dynamo, N.Y., see Talpro.

Dynasty Recs. & Video Tapes, 9 29 Sunset Blvd., Los Angeles. Calif. 90069. Tel (213) 550-1216. Bd. Chm.: Lance Ong; Pres Bambi Byrens, VP Berny Byrens

Dynasty, see Crimson Dynasty. Vee Jay & West Recs.

Dyno, see Gemcom

E

E, see West.

E B C, see NMI

E C I Recs. (div of Entertainment Communications Int'l), 320 W. Third St., Davenport, Iowa 52801. Nat'l Promo. Mgr.. Gary Unger.
Labels: Aic, Aic/Artistic, Artistic, Artistville, BCA, ECI, Groove Sound, Groove Two, LoveLight, Sugarvine.

E C M, see Warner Bros.

E C P, see Eddie Crook.

E C R, see Las Vegas Rec'g.

E C Y Street Recs./Films, Box 101, College Point, N.Y. 11356. Tel: (212) 961-3327. Pres.: Ed Chapero; VP Sales. Keith Sluchansky, Jack Weinstein; VP Research: Steve Kolanjian.

E G, see PolyGram.

E G C, see Rico.

E G Recs., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 246-8400.
Home office: England.

E K X, see Seven Hills.

E L I Recs., PO Box 2218, Newburgh, N Y 12550. Tel: (914) 564-2742 Contact: Chuck Murphy.

E L J Rec. Co., 1344 Waldron Ave., St. Louis, Mo. 63130. Tel: (314) 863 3605. Pres.: Edwin L. Johnson, Ass't VP: W. Johnson; Sales Mgr.: C Primm.

E & M, see Passion.

E M I America/Liberty Recs. (divs. of Capitol Recs. Inc.), 6920 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 461-9141. Telex: 673271. Chm.: Don Zimmermann; Pres. & Chief Operating Officer: Jim Mazza; VP A&R: Don Grierson; VP Promo.: Dick Williams; VP Bus. Affairs: Mark Levinson; VP Mktg.: Joe Petrone; Mdsg. Dir.: Frenchy Gauthier; Talent Acquisition Mgr.. Gary Gersh; Pub. Mgr.: David Budge; Art Dir.: Bill Burks; Artist Development Dir.: Clay Baxter; Sr. Attorney: Estelle Radin. (Distributed by Capitol)
Branches: New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel (212) 757-7470. East Coast Talent Acquisition Mgr.: John Robert Currie, East Coast Pub. & Artist Relations Dir.: Caroline Prutzman—**Nashville, Tenn.,** 29 Music Square E. Zip: 37203. Tel: (615) 244-9596. Div. VP Nashville: Lynn Shults; Nat'l Country Promo. Dir.: Gerri McDowell.
Int'l branch: England, EMI Recs.
Labels: (Owned) Blue Note, EMI America, Liberty, United Artists.

E M I/Odeon (Brazil), see Brasilia.

E R H Sales, 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-4200. (TV merchandiser)

E S I, see Entertainment Systems.

E S P-Disk' Ltd., Acorn Hill Rd., Krumville, N.Y 12447. Pres.: Bernard Stollman.
Branch: New York, N.Y., 5 Riverside Dr. Zip: 10023.

E T C III, see Katie the Great.

E T S Rec. Co., PO Box 932, Honolulu, Hawaii 96808. Tel: (808) 623-9958 Owner: Richard R. Riccio.

Eagle Int'l Recs., PO Box 22312, Nashville, Tenn. 37202. Tel: (615) 876-1729.

Eagle Rec. Co., PO Box 1102, Burbank, Calif. 91507. Tel: (213) 874 7656. Pres. & Gen. Mgr.: Peter Tevis; A&R Dir.: Scott Tevis.
Int'l reps.: Colombia (Sonolux), Germany (EMI Electrola), Japan (EMI-Toshiba), Mexico (RCA), Netherlands (EMI-Bovema), South Africa (EMI-Brigadiers), Spain (EMI-Odeon), UK (WEA).

Eagle Rock Music, PO Box 728, Sunland, Calif. 91040. Tel: (213) 243-4109

Earth Int'l, see Lesser-Int'l-USA.

Earth Quake, see Crimson Dynasty.

Earthtone Rec'g Co. Inc., 6120 Sunbury Rd., Westerville, Ohio 43081. Tel: (614) 882-2388. Pres.: Sonny Flaharty; VP: Tom Amann; Promo.: Kim Martinez, Mark Evar; Controller: Al Steigerwalt.

Earth Tremmor, see Crimson Dynasty.

The East Allegheny Recs. Group, 335 Hidenwood Dr., Newport News, Va. 23606. Tel: (804) 595-9000. Cable: ALLEGRDUP. Chm. & Pres.: Elwood Evans; Exec. VP: Mark Rosenberg; VP & Gen. Mgr.: Darell Brookson; VP A&R: Eric Shepperd; VP Artist Relations: Edie Rowe; Artist Relations. Paul Payne, Steve Dwens; Sec'y: Carole Swensson; PR: Chuck Myerson; Dist'n: Bruce Shehan.
Branches: North Hollywood, Calif., 6104 Cahuenga Blvd. Zip 90039. Tel. (213) 762-1001. West Coast Sales Dir.: Craig Finch; PR: Tony Rosen—**Chevy Chase, Md.,** 8815 Connecticut Ave. Zip: 20015. Tel: (301) 657-0100. Mid-Atlantic Sales Dir.: Marty Silver; PR: Kevin Coile.
Labels: (Owned) Allegheny, Denbigh, Marquee, Second Chance, Soul City, Southern Bell, Warwick.

East Wind, see JVC.

Eat Recs. (div. of The Phone Co. Inc.), 400 Essex St., Salem, Mass. 01970. Tel: (617) 744-7678. Pres. & A&R: Don Rose; VP/Field Rep.: David H. Simonds; Logistics Co-ord.: J. George Perry.
Branch: New York, N.Y., 540 La Guardia Pl. Zip: 10012. Tel: (212) 533-8441. Prod'r: John Doelp.
Labels: (Owned) Dual-Tone, Eat; (distributed) Neat, Ragun.

Eb-Sko Prod'ns, 1726½ Sherman Ave., Evanston, Ill. 60201. Tel: (312) 491-9155. Pres.: Helen-Kay Eberley; Dist'n/Nat'l Sales: Vincent P. Skowronski.

Echo, see Dana.

Echo Park Recs., 7985 Santa Monica Blvd., Nos. 109-68, Los Angeles, Calif. 90046. Tel: (213) 413-2188. Pres.: Marshall Heaney

Eclipse, Mich., see Renaissance.

Eclipse, N.C., see Galaxie III.

Eden Recs., 15266 Russell, Allen Park, Mich. 48101. Tel: (313) 383-5768. Dir.: Michael Glenn Kuzma.
Labels: (Owned) Eden, Trinity Sound.

Eden, Calif., see Consolidated Gospel.

Edge Entertainment Inc./Edge Recs., 13045 Ventura Blvd., Studio City, Calif. 91604. Tel: (213) 990-5388. Pres.: Eugene Bambic; VP & Country Contact: Logan Clarke; Sec'y/Treas.: Faun Mills.

Educational Media Assocs. of America Inc., PO Box 921, Berkeley, Calif. 94701. Tel: (415) 525-4583. (Distributed by Discocorp)
Labels: (Owned) I Grandi Interpreti, Recital, Bruno Walter Society, Western Sound Archive.
Int'l reps.: Austria (Preiser), France (Dave-Music), Germany (Helmut Marcuse), Italy (Stradivarius Club), Japan (Nippon Columbia, Shinsei Serv.), UK (Music Disc).

Educator Recs. Inc., PO Box 490, Wayne, Pa. 19087. Tel (215) 423-5960. Pres.. Barl Arntz.

Eggplant, see Spinit.

Electrecord (Romania), see Worldtone.

Elektra/Asylum/Nonesuch Recs., 962 N. La Cienega, Los Angeles, Calif 90069. Tel: (213) 655-8280. Bd. Chm.. Joe Smith; Vice Chm.. Mel Posner; Exec. VP Mktg.: Vic Faracci; Sr. VP Creative Servs.. Jerry Sharell; Sr. VP Finance: Jack Reinstein; Sr. VP A&R: Ken Buttice; Sr. VP Prod'n. Keith Holzman; VP PR: Bryn Bridenthal; VP Special Markets. Oscar Fields, VP Bus. Affairs: Debbie Reinberg; VP Int'l George Steele.
Branches: New York, N.Y., 665 Fifth Ave. Zip: 10022. Tel (212) 355-7610. Sr. VP: East Coast A&R/Pres. Elektra/Metropolitan Recs.. Bruce Lundvall; East Coast Mgr.: Mel Fuhrman—**Nashville, Tenn.,** 1216 17 Ave S. Zip: 37212. Tel. (615) 320-7525. VP: Jimmy Bowen, Gen. Mgr.. Ewell Rousseil; Mktg. Dir.: Nick Hunter; Nat'l Country Promo. Co-ord.: Bruce Adelman.
Distribution branches: See Record & Tape Wholesalers section for Warner/Elektra/Atlantic Corp.
Int'l branches: See WEA Int'l.
Labels: (Owned) Asylum, Elektra, Elektra/Metropolitan, Nonesuch, (distributed) Elektra/Curb, Planet, Solar.
Int'l reps.: See WEA Int'l.

Elektra/Curb, see Elektra/Asylum/Nonesuch.

Elektra/Everest Legacy Series, see Everest.

Elektra/Metropolitan, see Elektra/Asylum/Nonesuch

Elemar Prod'ns & Rec. Co., PO Box 18320, Cleveland Heights, Ohio 44118 Tel (216) 932-9033. Exec. Pres.: Ebony Wright; VP: Diane Wright; Gen. Mgr.: Randy J. Wright; Promos.. Janet Rice; A&R Dir.: Roosevelt Taylor Jr.

Elite Entertainment Ents., PO Box 25664, Chicago, Ill. 60625 Tel: (312) 883-8660. Pres.. Tom Seymour; Promo.: Ed Kammer; Sales: Stu Sava, Carl Voelker.
Label: (Owned) Force.

Elite, Fla., see Sociedad Int'l de Sonido.

Elm Recs. (div. of Edd L. McNeely Prod'ns), PO Box 1100, 14621 Allen, Westminster, Calif. 92683. Tel: (714) 898-7317. Pres. & A&R: Edd L. McNeely; VP: John E. Robinson; Sec'y: Patricia J. McNeely; Nat'l Promo. Dir.: Dennis R. Richard; Sales: Edd L. McNeely Jr.
Labels: (Owned) Elm, (distributed) Fabor, Granada.
Int'l reps.: Australia (W&G), Belgium (Supreme), Canada (Quality).

Ember, see Bulldog.

Ember Int'l, see Bulldog

Emcee Recs., 9115 Bridgeport Way, Tacoma, Wash. 98499. Tel (206) 584 1534.

Emerald City Recs. Inc., 75 Rockefeller Plaza, New York, N.Y. 10019. Tel (212) 484-6090. Owners: Charles Greene, Brian Stone. (Distributed by Atlantic)

Emergency Recs. & Filmworks Inc., 29 W. 38 St., New York, N.Y. 10018 Tel (212) 921-9760. Telex: 666794. Pres.: Sergio Cossa; Nat'l Promo. Dir.. Curtis Urbina. (Distributed by Brasilia)

Emkay, see Hartsong.

Emko, see Kool Kat.

The Empire Project Inc., 420 E. 80 St., New York, N.Y. 10021. Tel: (212) 628-1381. Pres.: Michael Friedman, Exec. VP: Don Silver.

Empire Recs. & Tapes, PO Box 265, Deerfield Beach, Fla. 33441. Tel: (305) 428-2644. Pres.: Josh Noland; VP: Jess Stansbury; Nat'l Promo.: Richie Johnson.

Empress, see Express.

Enchanted Knight, see Crimson Dynasty.

Encore Recs., PO Box 343, Santa Monica, Calif. 90406. Tel: (213) 394-5110. Pres.: Irvin A. Brock.

Encore Series, see Columbia Special Prods.

Encounter, see Philly Jazz.

Energy Recs., 50 E. 42 St., Suite 401, New York, N.Y 10017 Tel (212) 687 2299. Pres.: Howard Kruger; VP: Jeffrey Kruger; Treas.: Louis Zinman; Promo.: Bernie Cochrane; PR: Roger St. Pierre.

Enrica Recs. Inc., see Rae-Cox.

Enterprize, see Umpire

Entertainment Capital Recs., see Las Vegas Rec'g

Entertainment Systems Int'l Inc., 1628 W. 218 St., Torrance, Calif. 90501. Tel: (213) 328-5590. Pres.. Geoffrey Emery; Exec VP: Tony Flynn; VP Promo.: Chris Stevens; A&R Dir.: Bob Tenison.
Label: (Owned) ESI.

Entertainment Ventures Inc., PO Box 2388, Zip: 86302; 122 N Cortez, Suite 211, Prescott, Ariz. 86301. Tel: (602) 445-5801. Chief Exec. Officer: Michael D. Morgan; VP/Artist Relations & Development. Gay Ellen Foreman; Prod'n Mgr.: Garry Greer, Prod. Development Dir.: Sammy Lee Lewis; Dpns.. Christopher G. Morgan.
Labels: (Owned) Big Wheels, Quarter Moon
Int'l rep.: Germany (Intercord).

Entr'acte Recs. Inc., 845 California St., No. 604, San Francisco, Calif 94108. Tel: (415) 956-0426. Pres.: John Steven Lasher.
Labels: (Owned) Entr'acte, Label "X."
Int'l reps.: Australia (Ava & Susan's, Hollywood House), Canada (Trend), France (Disco Shop), Germany (Helmut Marcuse), Japan (Sumiya), Switzerland (Disc-Import), UK (Stage One).

Epic, see CBS.

Epiphany Recs. Inc., 1324 Portola Dr., San Francisco, Calif. 94127. Tel: (415) 664-0820, 661-6614. A&R & Licensing: Warren Smith; Mfg. & Promo.: Martin Pezzaglia; Promo.: Moe Armstrong; Dist'n & Pub.: Michael Pincus.
Branch: Roslyn, N.Y., 19 Bryant Ave. Zip: 11576. Tel: (516) 621-8454. (212) 895-5575. Telex: 423566. Contacts: Michael Epstein, David Baram.
Label: (Owned) Public Secrets.

Epitaph, see Vee Jay.

Epoch, see North American Liturgy.

Equa Recs., 1800 Mowry Ave., 43334 Bryant St., Fremont, Calif 94538. Tel (415) 794-6637, 651-1015. Pres.: Warren M. Johnson; Exec. VP: Sandra Clark; Promo. Dir.: Bob Jackson.

Eric Recs. (div. of American Rec. Sales Inc.), 1120 Crown Point Rd., Westville, N.J. 08093. Tel: (609) 848-1900. Pres.: Bill Buster; VP: Antony W. Colombet.

Esar, see Bill Rase.

Esca, see Rounder.

David Eskin Inc., 400 Riverside Dr., New York, N.Y. 10025. Tel: (212) 749-4257. Telex: 237460. Pres.: David Eskin; VP: Rina Eskin; Mgr.: Joseph Bechar; Ass't Mgr.: Howard Smith.

Esoteric, Calif., see Everest.

Eterna, see Lyrichord.

Eterna (East Germany), see Worldtone.

Etowah Recs., 414 Fourth St., Attalla, Ala. 35954. Tel: (205) 538-7788.

euphony Recs., 4351 Saltillo St., Woodland Hills, Calif. 91364. Tel: (213) 346-4505. Bd. Chm.: James C. Smith; Pres.: John Bossmann.

Euphoria Recs. Inc., 90 Shirley Ave., Revere, Mass. 02151. Tel: (617) 284-9707. Mng. Dirs.: Howard A. Cook, Curtis Nathersey.

Euphoria, Fla., see Request.

Europa Recs. & Tapes Inc., PO Box 20513, 1302 Heron Dr., Orlando, Fla. 32814. Tel: (305) 896-1371. Cable: COMMARS. Telex: 564436. Pres./A&R: Jean-Pierre Weiller; Sales Mgr.: Sheri Weiller.

Frank Evans Recs. Group, 335 Hidenwood Dr., Newport News, Va. 23606. Tel: (804) 595-9000. Cable: FRANKART. Pres. & Chief Exec. Officer: Frank Evans; Exec. VP: Tom Gregory; VP & Gen. Mgr.: Jon Michael Irey; Boyfriends Recs. A&R: Chris Newport; Century Artist Recs. A&R: Greg Cole; Continental Artist Recs. A&R: Ken Wheaton; GayArtist Recs.: Craig London; Premiere Artist Recs. A&R: Marc Shevlin; PR Dir.: Wayne Hampton; Dist'n Dir.: Avery Kincaid.
Branches: Hollywood, Calif., 9155 Sunset Blvd. Zip: 90069. Tel: (213) 278-0400. Cable: FRANKART. West Coast PR Dir.: Timothy Norton; Dist./Sales Dir.: Mark Hamilton—**New York, N.Y.,** 919 Third Ave. Zip: 10022. Tel: (212) 371-7100. N.Y. PR Dir.: Bruce Shapiro; Int'l Sales Dir.: Randy Coleman.
Labels: (Owned) Boyfriends, Century Artist, Continental Artist, GayArtist, Premier Artist.

Event, N.Y., see Spring.

Eventide, see Dee-Bee.

Everest Rec. Group, 2020 Ave. of the Stars, Century City, Calif. 90067. Tel: (213) 557-0309. TWX: (910) 490-3807. Pres.: Bernard C. Solomon; A&R/Sales: Lee Palmer; Prod'n: Joseph Behar.
Branch: New York, N.Y., Olympic Recs., 211 W. 56 St., Suite 21-D. Zip: 10019. Tel: (212) 541-9360. Pres.: Joseph Abend.
Labels: (Owned) Archive of Folk & Jazz Music, Archive of Piano Music, Arvee, La Comedie Francaise, Concert-Disc, Counterpoint, Elektra/Everest Legacy Series, Esoteric, Everest, Hi Fi, HiFi/Life, Olympic, Period, Renaissance, Scala, Stradivari, Tradition.
Int'l reps.: Argentina (Microphon, Trova), Australia (Astor, Message), Brazil (Fermata), Canada (Almada), Chile (Goluboff), Denmark (Dansk), France (Barclay, Vogue), Germany (Baerenreiter, Bellaphon, Teldec), Israel (Hataklit), Italy (Fonit-Cetra, Ricordi, Saar, Vedette), Japan (Nippon Columbia), Mexico (Gamma), Netherlands (Philips, Supertone), Spain (Belter, Discophon, Hispavox, Movieplay, Vergara), Sweden (Sonet), UK (Cassion).

Evergreen, see Dimitri.

Everyman Classics, see Vanguard.

Excello, see Nashboro.

Excelsior Recs. (div. of Pickwick Int'l Inc.), 7500 Excelsior Blvd., Minneapolis, Minn. 55426. Tel: (612) 932-7869. VP & Gen. Mgr.: Don Johnson; Mktg. & Sales Dir.: Michael Mathewson; Opns. Dir.: Jim Tuller.
Branches: North Hollywood, Calif., 7100 Tujunga. Zip: 91605. Tel: (213) 764-5050. Reg'l Sales Mgr.: Wayne Novak—**Atlanta, Ga.,** 365 Patton Dr. SW. Zip: 30336. Tel: (404) 696-1850. Reg'l Sales Mgr.: Alan Jones—**Brentwood, N.Y.,** 50 Emjay Blvd. Zip: 11717. Tel: (516) 231-8324. Reg'l Sales Mgr.: Frank Bisbano; Classical Sales Mgr.: Martin Basart—**Nashville, Tenn.,** PO Box 323. Zip: 37221. Tel: (615) 646-0049. A&R Dir.: Steve Vining—**Arlington, Tex.,** 2200 Randol Mill Rd. Zip: 76011. Tel: (817) 261-4281. Reg'l Sales Mgr.: Tom Colley.
Int'l branch: Canada.
Labels: (Owned) Ascension, Excelsior, Pickwick, Pro Arte, Quintessence; (distributed) Sunbird.

Experience Anonymes, see Lyrichord.

Express Recs., PO Box 3367, Hollywood, Calif. 90028. Tel: (213) 894-9487. Mng. Dir.: Jeff Oxman; Dir.: Kerry Zirin.
Labels: (Owned) Airborne, Empress, Express, Sweet Stuff.
Int'l reps.: UK (Gull, Sun-Pacific).

F

F E L Publ'ns Ltd., 1925 S. Pontius Ave., Los Angeles, Calif. 90025. Tel: (213) 478-0053. Pres.: Dennis J. Fitzpatrick; Sec'y/Treas.: Mary Fitzpatrick.

F F O Communications Inc., Box 313, Kingsbridge Sta., Bronx, N.Y. 10463. Tel: (212) 543-7770. Pres.: Bruce Hest; VP Recs.: Neil Fredman; Mktg. Dir.: Steve LeBow; Pub. Dir.: Barry Stevens.

F & L, see Fischer & Lucus.

F R O Recs. (div. of Frank Russell Music & Recs. Group Inc.), 170 Linwood Ave., Paterson N.J. 07502. Tel: (201) 595-7557. Pres. & A&R Chief: Frank Russell; VP: Margaret Ruggiero; Nat'l Promo.: Tommy Russell; Gospel Div. A&R: Frank Galardi.

F S R, see Fidelity Sound.

F W P, see Fred Weinberg.

F X L, see Nationwide Sound.

Fabor, see Elm.

Faces, see Cord.

Factory, see Rough Trade.

Factory Beat, see R&R.

FaderKat, see Hilding America.

Fairmont Recs., PO Box 3392, Santa Monica, Calif. 90403. Tel: (213) 391-7833. Partners: Dave Caughren, Cecil Spiller.
Int'l reps.: Denmark (CSA), UK (Great Jazz).

Fair Retail, see Buttermilk.

Fair Wind, see Castalia.

Fairyland, see American Themes.

Faith, see Country Stream.

Falcon, see House of Falcon.

Falconer Recs., PO Box 2217, Inglewood, Calif. 90205. Tel: (213) 644-8182. Pres.: L.S. Falconer.

Family Media Int'l, 888 N. Main St., Suite 1000, Santa Ana, Calif. 92701. Tel: (714) 835-8039. Gen. Mgr., Mktg. & Sales: Michael S. Yates; Gen. Mgr., Bus. Admin.: Richard L. Schulz.
Label: (Distributed) Heaven & Earth.

Famous Door Recs., PO Box 92, Sta. A, Flushing, N.Y. 11358. Tel: (212) 463-6281. Owner: Harry Lim.
Int'l rep.: Japan (Toshiba-EMI).

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

Fania, see Musica Latina.

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

Fantasy/Prestige/Milestone/Stax, 10 & Parker Sts., Berkeley, Calif. 94710. Tel: (415) 549-2500. TWX: (910) 366-7246. Bd. Chm.: Saul Zaentz; Pres.: Ralph Kaffel; VP Bus. Affairs: Al Bendich; VP Finance: Frank Noonan; VP Mktg.: Phil Jones; Sales Mgr.: Kirk Roberts; Nat'l Promo. Dir.: Quincy McCoy; Art Dir.: Phil Carroll; Press & Public Information Dir.: Terri Hinte.
Int'l reps.: Argentina (RCA), Australia (Festival), Austria (Amadeo), Belgium (EMI), Bolivia (Lauro), Brazil (Top Tape), Canada (Phonodisc), Colombia (Codiscos), Denmark (EMI), Ecuador (IFESA), Finland (EMI), France (Musidisc-Europe), Germany (Metronome), Greece (Music-Box), Guatemala (Discos de Centroamerica), Hong Kong (HK), Israel (Hataklit), Italy (Fonit-Cetra), Jamaica (G&G), Japan (Victor), Mexico (Gamma), Netherlands (EMI), New Zealand (Festival), Norway (EMI), Peru (El Virrey), Philippines (Disc), Portugal (Radio Triunfo), South Africa (Teal), Spain (Hispavox), Sweden (EMI), Switzerland (Metronome), UK (RCA), Venezuela (Allstar), West Indies (Record Specialists in Jamaica), Yugoslavia (Jugoton).
Labels: (Owned) Fantasy, Galaxy, Milestone, Prestige, Riverside, Stax; (distributed) Fantasy/Honey.

Far East Recs./Fusion Recs., 4810 SW 69 Ave., Miami, Fla. 33155. Tel: (305) 665-5701. Pres.: Rich Piccolo; VP-Promo.: Teri Owens.

Fareback, see GRS.

Farr Recs. (Farr Music Inc.), Box 1098, 350 Grove St., Somerville, N.J. 08876. Tel: (201) 725-3850. Bd. Chm.: Asa Farr.

Farview Recs., PO Box 783, Madison, Tenn. 37115. Tel: (615) 865-5559. Pres.: Tony Farr; Sec'y: Mary Farr.

Fayette, see Parr-X.

Federal, see Gusto.

Fee Bee Rec. Co., 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727. Pres.: Joe Averbach; A&R & Arranger: Butch Martin; Promo.: Carl Hirce.
Labels: (Owned) Fee Bee, Sceptre.

Felco, see Jamaka.

Felicity Recs. Inc., PO Box 5754, Austin, Tex. 78763. Tel: (512) 472-1004. Bd. Chm.: William W. McNeal; Pres.: Craig D. Hillis; Exec. VP: Steven Fromholz; VP Mktg.: Shelly Hart.

Fenix, see Otoao.

Maynard Ferguson Music USA Inc., PO Box 716, Ojai, Calif. 93023. Tel: (805) 646-7242. Pres.: Maynard Ferguson; Opns. Mgr.: Janet Lee.
Label: (Owned) MFMI.

Fermata Int'l Melodies Inc., Sunset-Vine Tower Bldg., Suite 916, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-7473. Cable: FERMATACAL. TWX: (910) 321-4063. Mgr.: Debora Frenkiel.
Home office: Brazil.
Labels: (Owned) Discos Premier, Fermata, Importa/Som, Peralta, Pick, RGE, Som/Maior, Young (all imported from Brazil).

Festival/Calliope Recs., 17711 Margate, Encino, Calif. 91436. Tel: (213) 344-4552.

Festivo, see PolyGram Classics.

Fetish America Inc., 611 Broadway, Suite 214, New York, N.Y. 10012. Tel: (212) 473-1821. Gen. Mgr.: Bob Singerman.
Int'l branch: England.

Fiddler, see Rounder.

Fidelity Sound Rec'gs, 23 Don Court, Redwood City, Calif. 94062. Tel: (415) 366-3173. Owner & Mng. Dir.: Reginald McGovern; Promo. & Pub.: Jim Gallagher.
Int'l branch: New Zealand.
Labels: (Owned) FSR, Five Star.

Fiesta Rec. Co. Inc., 78 Randall Ave., Rockville Centre, N.Y. 11570. Tel: (516) 536-7880. Pres.: Jose Morand; Mgr.: Anne Adams.
Int'l branch: Canada.
Labels: (Owned) Fiesta, Grecophon.
Int'l reps.: Canada (Fiesta, Holborne).

50/50 Recs. Inc., 11 E. 26 St., 21st fl., New York, N.Y. 10010. Tel: (212) 686-7706. Pres.: Steve Martin; VP: Michael Goldberg; Opns. Dir.: Debra Calandriello; Ass't Opns. Dir.: Ralph Bortugno; Prod'n Co-ord.: Marina Casanova.

51 West, see Columbia Special Prods.

50%, see Cord.

50 States Recs. (div. of Accusound Music), PO Box 314, Hendersonville, Tenn. 37075. Tel: (615) 822-5511. Pres.: Donald L. Riis; A&R Dir.: Johnny Howard; Pub. & Adv. Dir.: Georgia Rayhons; Promo. Dir.: Richard Colanzi.
Labels: (Owned) Starship; (distributed) Hoedown USA.

Fifty-Colt, see Album Globe.

Film Score, see Take Home Tunes!

Filmworld, see McKinnon.

Finer Arts Recs./Transworld Recs., 2122 D S. Victor St., Aurora, Colo. 80014. Tel: (303) 755-0093. Contacts: Morris, Allan, Barry, Neil & Richard Bernstein.

Finesse, see CBS.

Fink-Pinewood Recs., PO Box 5241, Chesapeake, Va. 23324. Tel: (804) 627-0957. Pres.: Bill Johnson.

Finnadar, see Atlantic.

Finnlevy (Finland), see Worldtone.

Fireball, see Nationwide Sound.

Firecreeke Recs. (div. of MM Recs.), 3659 Glen Haven, Houston, Tex. 77025. Tel: (713) 660-7965. Prod'r: Mike Miola.

Fire Sign Recs. Ltd., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-4495. Telex: 237224. Pres.: Billy Arnell; VP: Steve Loeb; Ass't VP: Ezra Cook; VP Finance: Jerold Kaniuk.
Labels: (Owned) Northern Light, Rock City.

Firma, see CJ.

First American Recs. Inc., 73 Marion St., Seattle, Wash. 98104. Tel: (206) 625-9992. Bd. Chm.: Lou Lavinthal; Vice-Chm.: Stan Jaffe; Pres.: Jerry Dennon; Sec'y-Prod'n Mgr.: Tanya Campana; Bus. Affairs Mgr.: Bill Angle; Nat'l Sales Mgr.: Bill Metz; Nat'l Promo. Dir.: Tom Mazzetta; Admin. Ass't: Kim Longacre.
Labels: (Owned) First American, Great Northwest, Music Is Medicine, Piccadilly, (distributed) Burdette, Potato, Stony Plain.

First Component Series, see Audiofidelity.

First Edition, see Louisville Orchestra.

First Generation Recs., 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-3211. Pres.: Pete Drake; PM: Rick Sanjek; Nat'l Sales Co-ord.: Rachel Brooks.

Firstline Recs., 7715 Sunset Blvd., Suite 300, Los Angeles, Calif. 90046. Tel: (213) 851-6800. TWX: (910) 321-2458. Pres.: Charles Underwood; Ass't to Pres./Int'l Mktg. Dir.: Taffy Rogers; Nat'l Promo. Dir.: Julio Avello.

Fischer & Lucus Inc., United Artists Tower, Penthouse Suite 902, Nashville, Tenn. 37202. Tel: (615) 329-2278. VP/Nat'l Promo. Dir.: Bobby Fischer.
Label: (Owned) F&L.

Fish-Head Recs., PO Box 399, Bay City, Mich. 48707. Tel: (517) 893-8321. Contact: Margo Prosser.

Fist-O-Funk Recs., 293 Richard Court, Pomona, N.Y. 10970. Tel: (914) 634-2446, 354-7157. Pres.: Kevin Misevis; Prof. Mgr.: Ulla Misevis; A&R: T.C. James; Promo.: Lewis Calabro.
Branch: New City, N.Y., 90 Collyer Ave. Zip: 10956. Tel: (914) 634-2446. Studio Mgr.: Gary Hill.
Int'l reps.: Canada (Quality), Italy (EMI), UK (EMI).

Five Star, see Fidelity Sound.

Flama, see Gas.

Flame, N.C., see General Broadcasting.

Flame, Pa., see Crimson Dynasty.

Flashlight, see Symposium.

Flatrock, see Buttermilk.

Flat Town Music Co., Floyd's Bldg., 434 E. Main, Ville Platte, La. 70586. Tel: (318) 363-2139, Owner: J. Floyd Soileau; Pub. & Promo.: Benny Graeff.
Labels: (Owned) Jin, Maison de Soul, Swallow.
Int'l reps.: France (Le Chant du Monde), UK (Oval, Sonet, Swift).

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

Flin-Flon Country, Box 103, Mullen, Neb. 69152. Tel: (308) 546-2293. Gen. Mgr.: L. E. Walker.
Labels: (Owned) Flin-Flon, Garden of Eden.

Flowers Rec'g Studio, Box 120A, Rt. 1, Swoope, Va. 24479. Tel: (703) 885-3309. Owner: Charles A. Flowers; Sec'y/Treas.: Barbara R. Flowers.
Label: (Owned) Flowers.

Flying Disc, see JVC.

Flying Fish Recs. Inc., 1304 W. Schubert, Chicago, Ill. 60614. Tel: (312) 528-5455. Pres.: Bruce Kaplan; VP Prod'n & Mktg.: Jim Netter; VP Promo.: Jon Fox; Ass't VP's Promo.: Rick Swenson, Chris Heim; VP Opns.: Don Goldman.
Labels: (Owned) Flying Fish; (distributed) Blind Pig, Greenhays, Kaleidoscope.
Int'l reps.: Australia (Larrikin), Canada (Trend), Italy (IRD), Japan (Trio), Spain (Guimbarda), UK (Projection).

Flying High, see Richey.

Flyright (UK), see Shanachie.

Folk-Legacy Recs. Inc., Sharon Mountain Rd., Sharon, Conn. 06069. Tel: (203) 364-5661.
Int'l rep.: Germany (Folk Freak).

Folklyric, see Arhoolie.

Folkraft Publ'g Co. Inc., 10 Fenwick St., Newark, N.J. 07114. Tel: (201) 243-8700.

Folkways Recs. & Serv. Corp., 43 W. 61 St., New York, N.Y. 10023. Tel: (212) 586-7260.
Labels: (Owned) Asch, Broadsides, Folkways, RBF.
Int'l reps.: Australia (Carinia), Belgium (Schott Freres), Canada (Almada), Denmark (Dansk), France (Chant du Monde), Germany (EMI-Electrola, Plane), Norway (St. Olav), Sweden (Omega).

Fonodisco, see DGJ.

Fono-Rex, see Discos Latin.

Fontana (Brazil), see Brasilia.

Force, see Elite Entertainment.

Forever, see Re'Generation.

For Singers Only, PO Box 10, North Hollywood, Calif. 91603. Tel: (213) 274-5863. Pres.: Phil Moore; VP: Jack Tracy.

Fortuna, see Safari.

Fortune & Hi-Q Recs., 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) 833-5383.
Labels: (Owned) Fortune, Hi-Q, Strate-8.

Four Leaf Clover, see Ozark Opry.

Fragoso, see Casa Fragoso.

Frammis Recs., Box 6164, Minneapolis, Minn. 55406. Tel: (612) 291-8605. Pres.: Steve Tibbetts.

Franne Recs., PO Box 8135, Chicago, Ill. 60680. Tel: (312) 787-8220. Pres.: Frank Howard Jr.; Exec. VP: R. C. Hillsman; Nat'l Promo. Mgr.: Howard Pittman; Int'l Mktg. Mgr.: Clayton Moore.

Fraternity Rec'g Corp., 3744 Applegate Ave., Cincinnati, Ohio 45211. Tel: (513) 661-5451. Cable: FRATREC.
Labels: (Owned) Applegate, Counterpart, Fraternity.

Freckle Recs., PO Box 4005, Pioneer Square Branch, Seattle, Wash. 98104. Tel: (206) 682-3200.

Freddie Recs., 6118 S. Padre Island Dr., Corpus Christi, Tex. 78412. Tel: (512) 992-8411. Owner: Freddie Martinez; Gen. Mgr.: Lee Martinez; Sales & Promo.: Jessie Salcedo; Sales: Laura Guerra; Engs.: Hector Gutierrez, Gary Beck, Rick Longoria.
Labels: (Owned) Acorn, Freddie, Johnny, Rosita.

Freedom Recs. Ltd., PO Box 888, Easley, S.C. 29640. Tel: (803) 269-7012.

Free Style, see Vanguard.

Frejo, see Fred Weinberg.

Freko Recs., PO Box 11967, Houston, Tex. 77016. Tel: (713) 987-2273. Pres.: Freddie Kober; Sec'y-Treas.: Clauda Kober.

Fretless, see Philo.

Fretone Recs. Inc., 3114 Radford Rd., Memphis, Tenn. 38111. Tel: (901) 327-8187.

Friederich's Prod'ns, see Chalet.

Friends & Co., 108 Sherman Ave., New York, N.Y. 10034. Tel: (212) 567-5110.

Frisco Prod'ns, 1218 Hollister Ave., San Francisco, Calif. 94124. Tel: (415) 467-5157. Owners: James B. & William C. Taylor.

From the Jazz Vault, see Made in USA/Marty Wilson Prod'ns.

Front Hall Ents. Inc., RD 1, Wormer Rd., Voorheesville, N.Y. 12186. Tel: (518) 765-4193. Pres.: Kay L. Spence; VP: William J. Spence.

Front Row, see Domino Recs. Ltd. in Tex.

Full Circle Prod'ns Inc., 80 E. San Francisco St., Santa Fe, N.M. 87501. Tel: (505) 982-2900. Contacts: Mark Myerson, Tom Law, Gene McGeorge, Baird Banner.
Labels: (Owned) Full Circle, Helios; (distributed) Turnrow.

Full Moon, see CBS.

Fun City, see Rawls Bros.

Funnybone, see Horizon Publ'g.

Fusion, see Far East.

Future Gold Recs. Inc., 1834 W. Cheltenham Ave., Philadelphia, Pa. 19126. Tel: (215) 424-0800.

G

G B S, see General Broadcasting.

G H E, see Moonlight.

G J P Prod'ns Inc., 511 Newell, Walla Walla, Wash. 99362. Tel: (509) 525-0913. Pres. & A&R Dir.: Gilbert J. Piger; VP: Steven P. Martonich; Sec'y-Treas.: Maria R. Piger; Gen. Mgr.: Daniel S. Mallery.

G M C, see General Music in Tex.

G M I, see General Music Inc.

G M S-Disc, see Playette.

G M T Recs. Inc., 1550 Rycroft St., Suite 113, Honolulu, Hawaii 96814. Tel: (808) 955-4773/7509. Pres.: Gil M. Tanaka; VP: I. Frank Feary.

G N P Crescendo Recs., 8400 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 656-2614. Cable: CRESREC. Pres. & Int'l: Gene Norman.
Labels: (Owned) Dixieland Jubilee, GNP Crescendo, Largo; (distributed) Accent.
Int'l reps.: Argentina (American Recs.), Australia (Festival), Benelux (Vogue), Brazil (FIF, Fermata), Canada (Almada), France (Vogue), Greece (Music Box), Italy (Fonit-Cetra), Japan (King), Mexico (Musart), Scandinavia (Sonet), Spain (Discophon), Switzerland (Vogue), UK (PRT).

G O, see Grapevine Opry.

G P, see Glenn.

G & P Recs. Inc., 539 W. 25 St., New York, N.Y. 10001. Tel: (212) 675-6060. Bd. Chm.: Peter Cosmas; Pres.: Nicholas Cosmas; VP A&R/Promo.: George Hornfeck; Treas.: Emm. Hornfeck; Nat'l Sales Mgr.: Enrico Olla; Southwest Dist. Mgr.: Jeff Aro off.
G R I, see Gospel Recs.
G R P, see Arista.
G R S Music & Rec. Group Communication Co., 416 E. Hugh, Suite 22, Tampa, Fla. 33603. Tel: (813 971-0011. Pres.: G.R. Smith; VP: E.M. Cochco; Special Promo.: Anto io Smith; Co-ord. & Project Dir.: Oavie Summer; Sec'y: Lynn Williams
Labels: (Owned) Fareback, GR ; Headphone, Smithnight; (distributed) Country Boy, Latin Waters, Oc an & Sea.
G T P, see Pop Record Research.
Gael-Linn (Ireland), see Shanach e.
Gala Ball, see Jamie/Guyden.
Galaxie III Studios, 118 Fifth St., Taylorsville, N.C. 28681. Tel: (704) 632-4735. Owner & Pres.: Harry D al.
Label: (Owned) Eclipse.
Galaxy, see Fantasy/Prestige/Mil stone/Stax.
Gallup Recs., PO Box 56055, Los A geles, Calif. 90008. Tel: (213) 776-1073.
Gammon Recs., PO Box 14243, Sa Francisco, Calif. 94114. Tel (415) 824 3676. Contact: Robert Hanrah n.
Garden of Eden, see Flin-Flon.
Martin Gary Prod'ns, Box 104, R 2, Hanover, Va. 23069. Tel: (804) 288-7288. Pres.: Martin Gary; VP Sec'y: Kathleen Gary.
Gasparo Recs., PO Box 120069, Nashville, Tenn. 37212. Tel: (615) 383-3168. Owner: Roy Christensen
Gas Recs., 2716 W. Pico Blvd., L s Angeles, Calif. 90006. Tel: (213) 731-7323.
Home office: Mexico, Discos C as SA.
Labels: (Owned) Flama, Gas.
Gatemouth Rec'g Co., 90 Madison Ave., Island Park, N.Y. 11558. Tel: (516) 431-4906. Owner: David Feinr an.
Int'l reps.: Canada (Trend), G rmany (International Music Serv.), Italy (IRO), Sweden (Musikdistribut xen).
Gateway, see Rite Rec. & Gemco n.
GayArtist, see Frank Evans.
Gay 90's Village Inc., PO Box 5t), Sikeston, Mo. 63801. Tel (314) 471-1347.
Geffen Recs., 9126 Sunset Blvd., os Angeles, Calif. 90069. Tel: (213) 278-9010. Bd. Chm.: David Geffe n; Pres.: Ed Rosenblatt. (Distributed by Warner Bros.)
Gemcom Inc. (Gillette-Madison C mmunications Co.), 5488 Griffin Rd., Fort Lauderdale, Fla. 33314. Cable GILMADCO. Pres.: Robert W. Schachner; Sales Rep.: Bert Maslow.
Branches: Los Angeles, Calif. 769 W. Pico Blvd. Zip: 90006. Tel: (213) 734-3650. Sales Rep.: Bruce dajeska—**New York, N.Y.,** PO Box 5087, FDR Sta. Zip: 10022. Tel: (21) 688-2818. Cable: GEMCORD.
Labels: (Owned) Dyno, Gatew ay, Personal Choice; (distributed) BBC, Thunderbird, Who's Who in Ja z.
General Broadcasting Serv. (GBS) PO Box 1628, Elizabeth City, N.C. 27909. Tel: (919) 232-2703. Pres. & A&R: Ernie Bivens; VP, Promos. & Eng.: Vince Chory; 2nd VP: Wayne C sper; Promo. & Sales Dir.: Beverly Taylor; Sec'y-Treas.: Claudia Bivens; N shville American Label Dir.: Ernie Bivens III.
Labels: (Owned) Bivens Brott ers, Chory Int'l, GBS, Jukebox, Nashville American, Voice; (distributed) Flame, Golden Boots II, Homerun, Kitty Hawk, Moody.
General Music Corp., 3012 N. M ain St., Houston, Tex. 77009. Tel: (713) 225-0450. Pres.: Jay Collier; ops./Gen. Mgr.: Bettye Collier; Sales & Mktg.: Betty Aldis; Nat'l Pron o. Dir.: Alan Young.
Labels: (Owned) Bonanza, Co onial, GMC, IRS, Volunteer.
General Music Inc., 3007 E. Eight Mile Rd., Warren, Mich. 48091. Tel: (313) 756-8890. Pres.: R. Gordon P nce; VP: John Pavlik.
Label: (Owned) GMI.
Generation, see Boot & Shanach e.
Generic Recs., PO Box 27, Nan icoke, Pa. 18634. Tel: (717) 823-9372. Pres.: Jim Watkins.
Genesis Recs., 1300 E. Seven Mil Rd., Suite 101, Detroit, Mich. 48203. Tel: (313) 893-4395.
Genesis Recs. Inc., 710 Wilshire Blvd., Santa Monica, Calif. 90401. Tel: (213) 393-9293.
Geo-Disc, see Mobile Fidelity.
Gervasi, see Album Globe.
Gestation, see International Mot Recs.
Ghost Recs., 1905 Pesos Pl., Kala nazoo, Mich. 49008. Tel: (616) 375-2641. Pres.: Don Jobe; VP: Bill Grow y.
Labels: (Owned) Ghost, Jobie
Gillette-Madison Communication Co., see Gemcom Inc.
Glades, see TK.
Glad Hamp Recs. Inc., 1995 Bro dway, New York, N.Y. 10023. Tel: (212) 787-1222. VP: Bill Titone; Ge . Mgr.: Charlie Mack; PR: Chuck Jones.
Glamour & Grease, see Dance-A Thon.
Glenn Prod'ns & Promos., 157 W 57 St., New York, N.Y. 10010. Tel: (212) 265-6585. Pres.: Ben J. Arrig .
Labels: (Owned) GP; (distrib ted) Carol, Juno, Rebecca.
Glo, see Jody.
Glolite Recs., 827 Thomas, Mem his, Tenn. 38107. Tel: (901) 525-0540.
Labels: (Owned) American-So nd-Studio, American Way, Glolite, Lunix, Memphis & It's Music, Prophecy, Tennessee Country, UFO.
Glori Recs. Inc., 246 Richmond A e., Staten Island, N.Y. 10302. Tel: (212) 720-6700. Pres.: Jerry Jacobs n; VP: Steven Herman; Gen. Mgr.: Arnold McCloud; A&R Dir.: Bill Gree .
Labels: (Owned) Glori, Rebor .
Int'l rep.: Europe & Africa (Ir ernational Artist in Switzerland).
Glory Express, see Gold Street.
God's World, see Holy Spirit.
Goldband Rec'g Studio, 313 Chur h St., Lake Charles, La. 70601. Tel: (318) 439-8839. Owner: Eddie Shul r.
Gold Coast Entertainment, 5915 N. Lincoln Ave., Chicago, Ill. 60659. Tel: (312) 769-4676. Chief Execs.: Cecil Holmes, Marv Stuart. (Distributed by Capitol)
Gold Dust Recs., 2204 Elliston P , Nashville, Tenn. 37203. Tel: (615) 320-7035. Pres.: Patrick Sichafus Sales Mgr.: Ron Erickson.
Branch: Strausstown, Pa., Box 34. Zip: 19559. Tel: (215) 488-1782. Mgr.: Mark Rake.
Golden Boots II, see General Br adcasting.
Golden Crest Recs. Inc., 220 Broa dway, Huntington Station, N.Y. 11746. Tel: (516) 423-7090.
Labels: (Owned) Crest, Golde n Crest.
Golden Cross, see Gusman.
Golden Hawk, see Crimson Dyn sty.
Golden Moon Recs., 136 Maple L ., Mooresville, Ind. 46158. Tel: (317) 831-5207. Pres.: William Haskett.

Golden Shield, see Rite Rec.
Golden Soul, see Sonic Arts
Gold Guitar Recs., 1450 Terrell, Beaumont, Tex. 77701. Tel: (713) 832-0748. Owner: Don Gilbert.
Labels: (Owned) Azure, Gold Guitar.
Goldisc, see Timeless.
Gold Mind, see Salsoul.
Gold Recs., 304 N. Point Dr., Stevens Point, Wis. 54481. Tel: (715) 344 8156. Pres.: Norm Dombrowski; VP: Lucille Dombrowski.
Gold Seal, see RCA.
Gold Sound, see Album Globe.
Gold Street Inc., PO Box 124, Kirbyville, Tex. 75956. Tel: (713) 423-5516. Pres. & Gen. Mgr.: James L. Gibson; Promos. & Sales Dir.: Robbie Gibson.
Labels: (Owned) Glory Express, Gold Street.
Goldust Recs. Co., 115 E. Idaho Ave., Las Cruces, N.M. 88001. Tel: (505) 524-1889. Owner & Gen. Mgr.: Emmit H. Brooks.
Good News, see Word.
Good Shepherd Recs., 1228 Reed St., Philadelphia, Pa. 19147 Owner & Chief Operating Officer; Grace Marchesani.
The Good Sound Factory, 7575 Golden Valley Rd., Golden Valley, Minn. 55427. Tel: (612) 546-4343. Pres.: Edwin I. Brody; Nat'l Sales Mgr.: Norman Tahler; A&R: Ted Campbell.
Labels: (Owned) Good Sound; (distributed) Hansen.
Good Sounds Recs. Inc., (sub. of Criteria Rec'g Studios), 1755 NE 149 St., Miami, Fla. 33181. Tel: (305) 947-5611. Co-Pres.: Howard R. & Ronald H. Albert; VP: Mack Emerman; Sec'y: Alice Platt.
Good Time Jazz, see Contemporary.
Marc Gordon Prod'ns Inc., 1022 N. Palm Ave., Los Angeles, Calif. 90069. Tel (213) 659-6034. Cable: ROCKYREC.
Labels: (Owned) Colon-United, Rocky Road.
Gordy, see Motown.
Gospel America, see Hilding America.
Gospel City, see Bollman.
Gospel Heritage Foundation, see Heritage Singers.
Gospel Media, see Consolidated Gospel.
Gospel Recs. Inc., PO Box 90, Rugby Sta., 279 Buffalo Ave., Brooklyn, N.Y. 11213. Tel: (212) 773-5910. Pres.: John R. Lockley; Treas.: Connie M. Lockley; Mgr.: Julius R. Lockley Jr., Promo. Mgr.: Bernice Reid.
Label: (Owned) GRI.
Gospel Roots, see TK.
Gospel Time, see Ralph's Radio.
Gothic Recs. Inc., PO Box 533, Murray Hill Sta., New York, N.Y. 10016.
Graduation-Agreement, see Graduation Recs.
Graduation Recs. Inc., 212 N. Kingshighway, St. Louis, Mo. 63108. Tel (314) 361-4400. Pres.: Julian H. Miller II; VP: Lynn Schweizer.
Labels: (Owned) Graduation, Graduation-Agreement.
Graf Recs. Int'l Ltd., see SWS.
Graffitti, see Maria.
Gramavision Inc., PO Box 2772, Grand Central Sta., New York, N.Y. 10163 Tel: (212) 674-1562. Pres.: Jonathan F.P. Rose; Opns. Dir.: Felicia Berkovitz.
Labels: (Owned) Gramavision; (distributed) Living Music.
Gramercy 5, see Grenadilla.
Gramophone Recs. (div. of Audio Int'l Inc.), Box 921, Beverly Hills, Calif. 90213. Tel: (213) 276-2726. Pres.: Oliver Berliner; VP & Sec'y: V. A. Dorsey; Pop A&R Dir.: Bill Mundy.
Labels: (Owned) Gramophone, Tropicana.
Granada Recs., 6461 Walt St., Westminster, Calif. 92683. Tel: (714) 893-3637. Pres.: John E. Robinson. (Distributed by Elm)
Grandfalloon, see Jersey Coast.
I Grandi Interpreti, see Educational Media & Discocorp.
Grand Orgue, see Teleson-America.
Grand Prix Recs., 2087 Union Ave., Memphis, Tenn. 38104. Tel: (901) 278-4900. Contacts: Ed Dubay, Herb O'Mell, Marty Lacker.
Grand Prix, Pa., see Sunshine Group.
Grandville Recs. Inc., 1 E. Scott, No. 408, Chicago, Ill. 60610. Tel: (312) 266-0040. Pres./Exec. Prod'r: Clifford Rubin; VP: Helen Rubin; Sales Mgr.: Cynthia Winston; Treas./Exec. Admin. Dir.: Nancy Rubin; Promo./PR: Shari Mills.
Granite Music Corp., see Criterion.
Grape Rec. Co., PO Box 2466, Jackson, Miss. 39205. Tel: (601) 362-0522.
Grapevine, see Grenadilla.
Grapevine Opry, 308 Main St., Grapevine, Tex. 76051. Tel: (817) 481-3505.
Labels: (Owned) ASR, GO.
Graph Recs. Inc., see SWS.
Grass, see Nationwide Sound.
Grass Mountain, see Richey.
Grassound, see Revonah.
Grassroots Project Unlimited, PO Box 4689, San Francisco, Calif. 94101. Tel: (415) 922-3227. Owner: James Heisterkamp.
Label: (Owned) Cable Car, Ragtime.
Great Northwest, see First American.
Great Southern Rec. Co. Inc., PO Box 13977, New Orleans, La. 70185. Tel: (504) 482-4211. Pres.: John Berthelot.
Labels: (Owned) Bayou Blue, Great Southern, New Orleans Sound.
Great Voices of the Century, see Bulldog.
Grecophon, see Fiesta.
Greenbush, see Lee Anderson.
Green Dolphin, see Jeree.
Forrest Green Ents. Inc., 5004 W. Francis Rd., Clio, Mich. 48420. Tel: (313) 686-0189. Pres. & Disco Contact: Forrest Green; VP & Pub. Mgr.: David O. Norris; A&R: Forrest Green, Rob Carter; Sales, Mktg. & Adv. Mgr.: Don F. Norris.
Labels: (Owned) Big Willie, Forrest Green, Ranger.
Greenhays, see Flying Fish.
Green Linnet Recs. Inc., 70 Turner Hill Rd., New Canaan, Conn. 06840. Tel: (203) 966-0864. Pres.: Wendy Newton.
Labels: (Owned) Green Linnet, Leviathan; (distributed) Mulligan (UK).
Int'l reps.: Australia (Larrikin), Canada (Almada), Ireland (Ireland), UK (Projection).
Green Menu Recs. (div. of Green Menu Music Factory Inc.), 50 W. 57 St., New York, N.Y. 10019. Tel: (212) 397-3060, 489-0806. Pres. & A&R: Henry Jerome; VP/Mktg. & Promo.: Don Castaldi.
Int'l reps.: Australia (Festival), France (Barclay), Italy (Sugar), UK (London).
Greensleeves (UK), see Shanachie.
Green Tree, see Rounder.
Greentree, see Benson.
Grenadilla Ents. Inc., c/o Gilbert & Assocs., 1035 Second Ave., New York, N.Y. 10022. Tel: (212) 526 0546. Pres. & A&R Dir.: Richard Gilbert.
Labels: (Owned) Gramercy 5, Grapevine, Grenadilla, Rocking Horse.
David Gresham Prod'ns (USA) Inc., 13006 Saticoy, Unit 2, North Hollywood, Calif. 91605. Tel: (213) 875-3944, 982-6597. Pres.: David Gresham; Exec. VP & Mng. Dir.: Patrick Boyle; VP: Allan Goldswain.
Int'l branch: South Africa.
Label: (Distributed) Nitty Gritty (South Africa).
Grinder's Switch, see Professional Mktg.
Grit, see Alshire.
Groove Sound, see Talpro & ECI.
Groove Soup, see Cookhouse.
Groove Time Recs. & Ents., 643 W. Baseline, San Bernardino, Calif. 92410. Tel: (714) 884-3567. Pres./Gen. Mgr.: Grover C. Wimberly III; Ass't Mgr. James Ford.
Labels: (Owned) Groove Time, One Love.
Groove Two, see ECI.
Groundhog, see Styletone
Grunt, see RCA
Gryphon, see Audiofidelity.
Guitarra, see DGJ.
Guitar World, see MMO
Gule Recs., 7046 Hollywood Blvd., Hollywood, Calif. 90028 Tel: (213) 462 0502.
Gusman Co., PO Box 8144, Savannah, Ga. 31412. Tel (912) 236-6733 Pres.: Waymon A. Jones; VP: Hattie J. Graham
Labels: (Owned) Golden Cross, Gusman, Pitch, Specs.
Gusto Recs. Inc., 1900 Elm Hill Pike, Nashville, Tenn. 37210. Tel (615) 889-8000. Pres.: Moe Lytle, Gen. Mgr.: Steve Kountzman; A&R/Studio Dir.: Tommy Hill, Purchase & Prod'n Mgr.: Chuck Duncan.
Labels: (Owned) Deluxe, Federal, Gusto, Hollywood, King, Power Pak, Starday.
Guyden, see Jamie/Guyden.
Gwen Rec. Serv., PO Box 3388, 319 Highland Ave., Albany, Ga. 31701. Tel (912) 436-6508. Pres.: Jesse Boone; VP: Bruce Jones, VP Promo.: Jesse Boone Jr., Gen. Mgr.: Eric Boone, Sales, Mktg. & Pub.: Regina Boone
Labels: (Owned) Albradella, Bruboon, Cozette, Keith, Soul-Po-Tion.

H

H C P, see January.
H M R Prod'ns Inc., 574 W. Court, Scotch Plains, N.J. 07076. Tel (201) 889-1767. Owner: Harry M. Randel; Pres.: Lillian M. Randel.
H S E Recs. Inc., 113 17 Ave. S., Nashville, Tenn. 37203. Tel (615) 256-1604.
Labels: (Owned) Black Label, HSE, JSJ, Ken-Tone, Sav-All, SuAnn.
H S O Recs., 920 Market St., Philadelphia, Pa. 19107. Tel. (215) 923-9473. Contacts: Bill Harper, Nicholas Stowe.
Jim Hall & Gidget Starr Prod'ns, 5 Aldom Circle, West Caldwell, N.J. 07006. Tel (201) 226-0035. Owners: Jim Hall, Gidget Star.
Branches: Fort Smith, Ark., 40 Phoenix Village. Zip: 72901. Tel: (501) 646-1021, (918) 962-3664. Branch Mgr.: Bonnie Saulsberry—**Mount Morris, Mich.,** PO Box 207 Zip 48458. Branch Mgr.: Howard Olenik—**Tutwiler, Miss.,** Box 333, Rt. 1. Zip: 38963. Tel: (601) 375-8526. Branch Mgr.: Walter Shields—**Excelsior Springs, Mo.,** 646 S. Marrietta St. Zip 64024. Branch Mgr.: Col. Rod Morris.
Labels: (Owned) Cactus, Deadwood, Dynamite, Peek, Tar Heel, True Love.
John Hall Recs. Inc., PO Box 18344, 5009 Davis Blvd., Fort Worth, Tex. 76118. Tel: (817) 281-6605. Pres./Owner: John Hall; Mktg. Mgr.: Troy E. Bradley.
Hall of Fame Jazz, see American Album & Tape.
Halo, see Mark Five.
Halpern Sounds Recs. & Tapes, 620 Taylor Way, No. 14, Belmont, Calif. 94002. Tel: (415) 592-4900. Pres.: Steven Halpern; Bus. Mgr.: Carl Trondhjem; Admin. Ass't: Victoria Gindele.
Hamilton St., see Buttermilk.
Hammer, see Sonar
Hammond Music, see CBS.
Ham-Sem Recs. Inc., 314 W. Sixth St., Suite 305, Los Angeles, Calif. 90014. Tel (213) 627-0557. Cable: HAM-SEM. Pres.: William Campbell; VP A&R: John L. Murphy; Sec'y: Dianna Young, Financial Officer: Huey R. Harris; Adv. & Promo.: Joe B. Campbell, Arthur Elijah Jr.
Branches: Sacramento, Calif., PO Box 20623 Zip: 95820. Tel: (916) 383-1250. Mgr.: Haneef Ahmad—**Seattle, Wash.,** 2703 S. Judkins. Zip: 98144. Tel: (206) 329-4645. Mgr.: Khary Burks.
Labels: (Owned) Ham-Sem, (distributed) CSC.
Handshake Recs., 25 W. 56 St., Penthouse, New York, N.Y. 10019. Tel: (212) 245-3600. Pres.: Ron Alexenburg; VP: Peter Gidion; East Coast Promo. Co-ord.: Marjee Meyer-Tannen. (Distributed by CBS)
Branches: Los Angeles, Calif., 8304 Beverly Blvd. Zip: 90048. Tel: (213) 655-8635. West Coast & Southwest Opns. Dir.: Joel Newman; West Coast Label Co-ord.: Romaine Forsythe—**Chicago, Ill.,** 50 E. Bellvue Pl., No. 702. Zip 60611. Midwest & Southeast Opns. Dir.: Larry Green.
Hanna Barbera, see Promotions West.
Hannibal, see Island.
Hanover Music Corp., PO Box 6296, Beverly Hills, Calif. 90212. Pres.: Paul Weston.
Label: (Owned) Corinthian.
Hansen, see Good Sound Factory.
Happy Beat Recs., 14045 S. Main, Suite 303, Houston, Tex. 77035. Tel: (713) 641-0793. Pres.: Roger Cummings; VP/A&R Black Music: Steve Cummings; Exec. Sec'y: Betty Cummings; Nat'l A&R: Robert Jackson; Int. Pub. Cornell Blakely; Sales Mgr.: Linda Harris.
Branch: Memphis, Tenn., 5019 Boeingshire. Zip: 38116. Tel: (901) 398-7976.
Labels: (Owned) Happy Beat, (distributed) MSB, Venus.
Happy Day Recs. Inc., 800 N. Ridgeland Ave., Oak Park, Ill. 60302. Tel: (312) 848-3322. Pres.: Vincent Ippolito; VP: Roger Pauly.
Happy Jazz Recs. Inc., PO Box 66. Zip: 78291; 522 River Walk, San Antonio, Tex. 78205. Tel: (512) 225-6841.
Labels: (Owned) American Jazz, Audiophile, Happy Jazz.
Hard-Boiled Recs., PO Box 6, 484 Lake Park Ave., Oakland, Calif. 94610. Tel: (415) 482-4854. Pres., Promo., A&R & Sales Mgr.: Dan Orth.
Hard Times, see Pharoah.
Hartsong Corp., 5006 Vineland Ave., North Hollywood, Calif. 91601. Tel. (213) 766-5281. Pres.: Tony Hart, VP/Gen. Mgr./A&R: Kent Washburn; Treas.: Joseph Hart; Mktg. Dir.: Dan Jewell, Promo. & Pub. Dir.: Chuck Cline; Creative Servs.: Bill Bickelhaupt; Artist Relations: Linda Reksten.
Labels: (Owned) Breeze, Hartsong, Spirit; (distributed) Emkay, Holy Kiss.
Int'l reps.: Australia (Spotlight), Canada (Word), UK (Chapel Lane).
Harvest, Calif., see Capitol.
Harvest, Tenn., see Eddie Crook.
Haven, see Tuneworks
Hawk Sound, see Ala Ents.
Headfirst Recs. Inc., 9000 Sunset Blvd., Suite 611, Los Angeles, Calif. 90069 Tel: (213) 550-1010. Bd. Chm.: Bill Traut; Pres.: Dave Pell; VP's: Ron Moss, John Van Horn; Chief Financial Officer: Jim Golden; Promo.

Co-ord. & Sales Mgr.: Shopan Entesari; Art Dir · Sylvester Brown. (Distributed by MCA)
Headliner Stars, see Robbins.
Headphone, see GRS.
HeartWarming, see Benson.
Heaven & Earth, see Family Media.
Hedonics, see Armageddon.
Helicon, see Spoken Arts.
Helidon (Yugoslavia), see Worldtone.
Helios, see Full Circle.
Hello, see Stark.
Hen Cackle, see Sonyatone.
James Hendrix Ents., PO Box 90639, 902 42 Ave. N., Nashville, Tenn. 37209. Tel: (615) 297-4174. Pres. & Dir.: James Hendrix; VP: Michael L. Waters; PR: Joseph Taylor; Sec'y-Treas.: Milton Hendrix.
Label: (Owned) Carrie.
The Herald Ass'n Inc., Box 218, Wellman Heights, Johnsonville, S.C. 29555. Tel: (803) 386-2600. Pres. & Treas.: Erv Lewis; VP & Sec'y: Frances B. Lewis.
Labels: (Owned) Herald, Klesis, Mark Five; (distributed) Sunshine.
Int'l rep.: UK (New Music).
Lawrence Herbst Investment Trust Fund, PO Box 1659, Beverly Hills, Calif. 90213.
Labels: (Owned) Lawrence Herbst, Total Sound.
Heritage, see MJ.
Heritage Recs & Music Corp., PO Box 937, Southampton, Pa. 18966. Tel: (215) 947-0460. Pres./A&R Dir.: Jerry Ross.
Heritage Singers (Gospel Heritage Foundation), PO Box 1358, Placerville, Calif. 95667. Tel: (916) 622-9369. Pres./Dir.: Max Mace. (Distributed by Starglo)
Herwin, see Shanachie.
Hi, see Cream.
Hickory Recs. Inc., 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 385-3031. Telex: 55-4366. Pres.: Wesley H. Rose; VP/Gen. Mgr.: John R. Brown; VP/Dir.: Mel Foree; A&R/Prof. Dept. Dir.: Ronnie Gant; Pop Div. Prof. Dept.: David Kastle; Nat'l Promo. Dir.: Roy Acuff Jr.; Nat'l Promo.: Peggy Lamb, Jimmy Holland.
Hi Fi, see Everest.
HiFi/Lde, see Everest.
Hi-Five Audio-Video Prod'ns, 237 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-6414. Pres.: Mark Klingman; VP: G. Parker; Video Eng. & Technician: Abbie Herrick; Audio-Video Eng.: Barbara Kertesz; Video Dir. & Consultant: Ariel Lucas.
High Frequency, see Star People.
Highland, see Hi Oldies.
High Water Rec'g Co., Memphis State Univ., Meeman Journalism Bldg., Rm. 302, Memphis, Tenn. 38152. Tel: (901) 454-2350/2892. Pres.: Dr. Thomas Carpenter; Exec. Prod'r & Dean of College of Communication & Fine Arts: Dr. Richard Ranta; Prod'r/A&R/Sales/ Promo.: Dr. David Evans.
Int'l reps.: France (CLARB Soul Bag, Vogue), Netherlands (Swingmaster, Martin van Olderen), Sweden (Smokestack).
Hilding America Inc., Box 1800, Nashville, Tenn. 37202. Pres.: Eric R. Hilding.
Branch: Tulsa, Okla., Box 7300. Zip: 74105.
Labels: (Owned) Apollo, Artist America, FaderKat, Gospel America, Hilding America, Hilding Int'l, Music America, Tulsa Int'l.
Hilding Int'l, see Hilding America.
Hillside Recs., 948 Studer Ave., Columbus, Ohio 43206. Tel: (614) 252-7116. Owner: Larry McKenzie.
Hindsight Recs. Inc., PO Box 7114, Burbank, Calif. 91510. Tel: (213) 982-9563. Pres.: Thomas Gramuglia.
Hi Oldies Music, 4914 Lankershim Blvd., Suite 5, North Hollywood, Calif. 91601. Tel: (213) 766-5239. Co-Owners: Malcolm Talmadge, Lenny Cummins.
Labels: (Owned) Highland, Hi Oldies.
Hi-Q, see Fortune.
Hisong Recs (div. of Musedco Publ'g), Box 5916, Richardson, Tex. 75080. Tel: (214) 783-9925. Owner: Richard A. Shuff; Promo.: Royce D. Baker; Prod'r: Eddie Fargason.
Historical Anthology of Music, see Vanguard.
Historical Recs. Inc., PO Box 109, Canaan 12029; 16 River St., Chatham, N.Y. 12037. Tel: (518) 392-3400. Pres.: Arnold Caplin
Int'l reps.: Australia (Memory Lane), Canada (Almada), France (Edwards), Netherlands (Nuis Bedrijven, Cor De Pater), UK (Vintage Jazz).
Hit Machine Recs. (div. of Diversified Mgmt Group), PO Box 20692, San Diego, Calif. 92120. Tel: (714) 277-3141. Pres. & Prod'r: Marty Kuritz; Prod'rs: David Sanchez, Clark Gault.
Hit Recs. Inc., 576-B Goldsboro Rd. NE, Atlanta, Ga. 30307. Tel: (404) 688-0799. Exec. Dir.: Harold Bishop; Pres.: Blane Gauss.
Hitstown-Disko Rec. Corp., 327 Upshur St. NW, Washington, D.C. 20011. Tel: (202) 882-7339. Pres.: Clifton Thomas; VP & Exec. Sec'y: Charles Farmer.
Labels: (Owned) Disko, Hitstown.
Hob Recs. Inc., 425 E. 58 St., New York, N.Y. 10022. Tel: (212) 751-7078. Pres.: Fred Frank.
Hoedown USA, see 50 States.
Holli, see Candy.
Hollyrock Recs., 9502 Harrell, Pico Rivera, Calif. 90660. Tel: (213) 695-7627. Pres.: Dave Paton.
Hollywood, see Gusto.
Hologram, see Crimson Dynasty.
Holy Cross, see McKinnon.
Holy Kiss, see Hartsong.
Holy Spirit Corp., 27335 Penn St., Inkster, Mich. 48141. Tel: (313) 562-8975. Chm.: Elder Otis G. Johnson; Pres.: Craig T. Erquhart; VP: Willie Jones Jr.; Sec'y: Florine R. Erquhart; Treas.: Reginald Gay; Ass't Treas.: Robert Miller.
Branch: Pittsburgh, Pa., 7203 Monticello. Zip: 15208. Tel: (412) 242-5692. Gen. Mgr.: Ardell McNeal.
Labels: (Owned) Aspro, God's World, Holy Spirit, Jesus Only, Ware.
Homa, see Seeds.
Home of the Hits, see Beserkley.
Homerun, see General Broadcasting.
Homestead, Va., see County.
Homestead Recs., 4926 W. Gunnison, Chicago, Ill. 60630. Tel: (312) 545-0861. Pres.: Gary Cross; VP: Ray Pecic.
Home Sweet Home, see Benson.
Honey, see Fantasy/Prestige/Milestone/Stax.
Honeydew Recs. Inc., 880 Third Ave., New York, N.Y. 10022. Tel (212) 752-3380. Cable: HOPRESSAM. (Distributed by Zim)
Hooks, see Styletone.
Hooks Bros., see Styletone.
Horizon Publ'g Co., 13615 Victory Blvd., Suite 216, Van Nuys, Calif. 91401. Tel: (213) 997-9100.
Labels: (Owned) Funnybone, Pedigree.
Horizon, Wash., see Praise.
Robert Horwitz Org., PO Box 33073, Granada Hills, Calif. 91344. Tel: (213) 363-5800. Pres.: Rob Horwitz; Exec. VP: Brad Koepenick; Pub.: Richard Thorndike; A&R: Patrick Winningham; Sales Mgr.: Babs Simpson; Creative Servs.: Ray Rayner.
Hot, see Right Note.
Hotlanta Recs., 2459 Roosevelt Hwy., College Park, Ga. 30337. Tel: (404) 762-1490. (Also see Dance-A-Thon)
Labels: Arrstone, Hotlanta.
Hot Music (div. of Hot Talent Corp.), 420 Lexington Ave., Suite 2920, New York, N.Y. 10017. Tel: (212) 557-1183. Pres.: John Kaye; VP: Lon Berlin; PR Dir.: Paul Amalfitano.
Hot Politics, see Professional Mktg.
Hotrax, see Platinum Sound.
Hottrax, see Dance-A-Thon.
House of Falcon Inc., 821 N. 23, McAllen, Tex. 78501. Tel: (512) 687-7121. Cable: FALCON. Pres.: A. Ramirez Sr.; Sec'y & Gen. Mgr.: A. Ramirez Jr.; Rec'g Dir.: Mark A. Ramirez; Gen. Sales Mgr.: Ramiro Perez.
Branch: Los Angeles, Calif., 2722 W. Pico Blvd. Zip: 90006. Tel: (213) 731-7247. Mgr.: Sara Segovia.
Labels: (Owned) ARV Int'l, Falcon, RIC.
Int'l reps.: Colombia (Corporacion Musical), Guatemala (Dideca), Mexico (Discos & Sinfonolas), Venezuela (Fonodisco).
House of Guitars, see Mirror.
House of Kings, see Castle in Okla.
Houston Recs. Ltd., 3300 Jensen Dr., Houston, Tex. 77026. Tel: (713) 223-5971/2285. Contact: Gasper P. Puccio.
Hula Recs. Inc., 2290 Alahao Pl., Bldg. C, Honolulu, Hawaii 96819. Tel: (808) 847-4608.
Labels: (Owned) Hula, Surfside.
Hungaria Recs. Inc., PO Box 2073, Teaneck, N.J. 07666. Tel: (201) 343-5240. Exec. Dir.: Kalman Magyar; Prod. Mgr.: Samuel Jackendoff.
Labels: (Owned) Hungaria; (distributed) Magyar, Qualiton.
Hurricane, Pa., see Crimson Dynasty.
Hurricane Ents., PO Box 3547, 1927 San Mateo NE, Albuquerque, N.M. 87110. Tel: (505) 265-3049/4039, 255-8039. Pres.: Al Hurricane; VP: Tiny Morne; Sec'y-Treas.: Bennie L. Sanchez.
Hurry Recs., 136 Ninth St., Silvis, Ill. 61282. Tel: (309) 755-9770. Owner & A&R: Wanda Hurry.
Hype, see Bee Jay.

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I B C Recs. Inc., United Artists Tower, Suite 307, 50 Music Square W., Nashville, Tenn. 37203. Tel: (615) 329-0714. Bd. Chm.: William Sorensen; Gen. Mgr.: Jerry Hansen; Exec. Sec'y Finance: Sally Isaacson. (Distributed by PAID)
Int'l reps.: Australia (RCA), Canada (Carrousel/RCA), Germany (Carrere/Polydor), Sweden (SOS), UK (RCA).
I C M C, see Promotions West.
I e Inc., 736 S. Eddy St., South Bend, Ind. 46615. Tel: (219) 282-2551.
I G L, see Iowa Great Lakes.
I L S Institute, see Institute for Language Study.
I M I, see Avoca.
I M M C O, see International Mktg. & Mgmt.
I P A, see Desmar.
I P I, see International Phonogram Inc.
I R C, see International Rec'g Co.
I R D A (International Rec. Dist'g Assocs.), see Album Globe.
I R M, see Sound Inc.
I R S, Calif., see International Rec. Syndicate & A&M.
I R S, see General Music in Tex.
Ibs Recs. Inc., see LA 5.
Image 7, see Word.
Immunity, see Bee Jay.
Impact, see Benson.
Importa/Som (Brazil), see Fermata.
Importe/12 Recs., 600 Third Ave., New York, N.Y. 10016. Tel: (212) 687-2318. Telex: 421231. Pres.: Mike Wilkinson; Mktg. Dir.: Laurie Ingber; Controller: Betty Lions; Promo.: Dennis O'Connor.
Improvising Artists Inc., 26 Jane St., New York, N.Y. 10014. Tel: (212) 243-2018. Cable: IMPROVART. Telex: 420001. Pres. & Int'l: Carol Goss; VP & A&R: Paul Bley; Sales & Mktg.: David Good; Artist Tour Dir.: Jim Silverman.
Int'l reps.: Canada (Trend), Italy (Hi-Fi), Sweden (Amigo), UK (Projection).
Impulse, see MCA
Inca, see Musica Latina.
Incentive Prod'ns (div. of Jevert Music), 639 Bulen Ave., Columbus, Ohio 43205. Tel: (614) 258-7112. Pres.: Jeffrey V. Smith.
Index Inc., Box 944, Los Angeles, Calif. 90028. Tel: (213) 469-0045. Telex: 5720103. Mng. Dir.: Philip Culp; Dirs.: William Hein, Steve Boudreau, Wesley Hein, Mark Wesley.
India Navigation Co., 60 Hudson St., Rm. 205, New York, N.Y. 10013. Tel: (212) 962-3570. Cable: INDNAV. Owner: Bob Cummins.
Int'l reps.: Austria (Bellaphon), Canada (Trend), Finland (Audiovis), France (DAM), Germany (Bellaphon), Italy (IRD), Japan (King), Netherlands (Agram), Sweden (Forsyte), Switzerland (Bellaphon).
Indian House, Box 472, Taos, N.M. 87571. Tel: (505) 776-2953. Mgr.: Tony Isaacs; Customer Serv.: Billie Concha.
Int'l reps.: Canada (Prairie Crafts), Europe (Diffusion Artistique in France).
Inergi Recs., 1300 Texas Ave., Houston, Tex. 77002. Tel: (713) 222-8561.
Inner Circle, see Stacy-Lee.
Inner City, see MMO.
Inovations Inter., see Right Note.
Inphasion, see TK.
Insight, see Project 3.
Institute for Language Study, 136 W. 52 St., New York, N.Y. 10019. Tel: (212) 582-3845.
Labels: ILS Institute, Nutshell, Recordtime.
In Sync Labs. Inc., 2211 Broadway, New York, N.Y. 10024. Tel: (212) 873-6174. Pres.: Stephen E. Silver. (Cassettes only)
Int'l reps.: Canada (Trend), UK (Unicorn).
Inter-Continental Music Corp., 816 Seventh Ave., Huntington, W. Va. 25701. Tel: (304) 523-3951.
International Artists, see CBS.
International Folklore, see Sound Inc.
International Mktg. & Mgmt. Corp., 3310 Lebanon Rd., Hermitage, Tenn. 37076. Tel: (615) 833-7701.
Labels: (Owned) CIE, Corey; (distributed) Crescent, IMMCO, Monkey Joe.
International Mod Recs., 2510 Tarrytown Mall, Houston, Tex. 77057. Tel: (713) 695-3648. Contact: Jim D. Johnson.
Labels: (Owned) Gestation, International Mod.
International Phonogram Inc., 17 Lincoln St., Hamden, Conn. 06518. Tel: (203) 288-5552. Pres.: Dean Roumanis.
Branch: Clearwater, Fla., 210 S. Fort Harrison. Zip: 33516. Tel: (813) 447-1487. Contact: Jonathan Horwich.
Label: (Owned) IPI.
International Rec. Dist'g Assocs., see Album Globe.
International Rec. Syndicate (IRS), 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 469-2411. (Distributed by A&M/RCA)
International Rec'g Co. Inc., 1649 W. Evergreen Ave., Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Leonard March.
Label: (Owned) IRC.
In Town, see AVI.
Intrepid Recs. & Filmworks Inc., PO Box 8033, Kansas City, Mo. 64129. Tel: (816) 924-3441. Pres. & Chief Operating Officer: Ronald L. Gillum; Exec. VP Sales & Gen. Mgr.: Milton Clark; Sr. VP Promos.: Anita Brown; VP Artist Relations: E.A. Bentley; VP Nat'l Sales & Singles: Sanford Wynn; VP Creative: Tyrone Gillum; Special Servs. Dir.: W. Slaughter; Nat'l LP & Tape Sales Mgr.: Rita Adams; Bus. Affairs Dir.: G.G. Gillum; Overseas Opns. Dir.: Nathan Rogers.
Invitation, see Album Globe.
Inwood, see Consolidated Gospel.
Iowa Great Lakes Rec'g Co. Inc., PO Box 100, Shore Acres, Spirit Lake, Iowa 51360. Tel: (712) 336-2859. Pres.: John Senn.
Labels: (Owned) IGL, Sonic.
Island Recs. Inc., 444 Madison Ave., New York, N.Y. 10022. Tel: (212) 355-6550. TWX: (710) 581-5293. Owner, Christopher Blackwell; Pres. US & Canada Opns.: Ron Goldstein; Financial Dir./Controller: Mel Klein; Pub. Dir.: Ellen Smith.
Home office: England.
Labels: (Owned) Island (distributed by Warner Bros.), Antilles, Mango; (distributed) Hannibal.
Int'l rep.: Canada (WEA).
Isle City Recs., 411 Kempner, Galveston, Tex. 77550. Tel: (713) 763-8344.
Isle of Spice, see Carib.
Ivory, see Hal Southern.

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J B Recs. Int'l Inc., PO Box 7221, Mobile, Ala. 36607. Tel: (205) 342-6202. Pres.: John N. Blackburn; VP: Sara B. Smith; Sales & Mktg.: Lamar Walker; Promo. Mgr.: Mona Gill.
J C O A, see Jazz Composer's Orchestra.
J D C Recs., 2737 S. Pacific Ave., San Pedro, Calif. 90731. Tel: (213) 519-7393. Gen. Mgr.: Jim Callon; Co-Admin'r: Dale Callon.
Int'l reps.: Australia (K-tel), Benelux (Dureco, Ronnex), Brazil (K-tel, Som), Canada (Attic), France (WEA), Germany (Jupiter), Japan (Nippon Phonogram), Mexico (Gamma), Portugal (Radio Producoes), Spain (Zafiro), Sweden (K-tel), UK (Gull).
J D E, see PM.
J & J, see Styletone.
J M H Recs., 610 W. Due West Ave., Suite G-103, Madison, Tenn. 37115. Tel: (615) 868-1158. Owner & A&R Dir.: James M. Hudgins; Pres. & Sales & Promo. Dir.: Jeff Hudgins; Communications Co-ord.: Amanda Hudgins.
Branch: Hendersonville, Tenn., 596 Indian Lake Rd. Zip: 37075. Tel: (615) 824-2627.
J M I, see Boot.
J P Music, 741 N. Cahuenga Blvd., Hollywood, Calif. 90038. Tel: (213) 465-4476. Pres.: Jimmy Pratt; Gen. Mgr.: Pat Britt.
Int'l branch: Germany, Juicy People.
Label: (Owned) Jax Pax.
J S J, see HSE.
J V C Cutting Center Inc., 6363 Sunset Blvd., Suite 500, Hollywood, Calif. 90028. Tel (213) 467-1166. (Also see Nautilus Rec'gs)
Labels: (Owned) JVC; (distributed) East Wind, Flying Disc.
Jade, see Rob-Lee.
Jaguar, see Associated Rec'g Cos.
Jahrock, see PA.
Jam-A-Ditty Recs., PO Box 21931, Greensboro, N.C. 27420. Tel (919) 272-7336/6392. Contacts: Edward Earl Gill, J. Cirt Gill III.
Jamaka & Felco Rec. Co., 3621 Health Ln., Mesquite, Tex. 75150. Tel: (214) 279-5858. Owners: Jimmy Fields, George McCoy.
Dick James Music, see DJM.
Jamestune, see MDS.
Jamie, see Jamie/Guyden.
Jamie/Guyden Dist'g Corp., 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) 232-8383. Pres.: Harold B. Lipsius; Sales & Mktg.: Paul Fien.
Labels: (Owned) Arctic, Guyden, Jamie, Phil-L.A. of Soul; (distributed) Dion, Gala Ball, LA Recs., Top & Bottom. (SEE ADVERTISEMENT)
Jane, see R. Dean Taylor.
Jansco Recs., PO Box 807, Northridge, Calif. 91328. Tel: (213) 363-6000. Pres.: Jan Scobey; VP Promo.: Gene Paleno.
Branch: Witter Springs, Calif., 10755 Bachelor Valley Rd. Zip: 95493. Tel (707) 275-2766.
January Recs., 5137 West Blvd., Los Angeles, Calif. 90043. Tel: (213) 296-4206. Pres.: Jean Wilbourn Carbo.
Labels: (Owned) HCP, January.
Janus Recs. Inc., Box 5188, Incline Village, Nev. 89450. Tel: (702) 831-1582. Pres. & A&R: Tom Bonetti.
Jarrett, see PPL.
Jax Pax, see JP Music.
Jay Jay Rec. & Tape Co., 35 NE 62 St., Miami, Fla. 33138. Tel: (305) 758-0000. Owner, Pres. & Chief Eng.: Walter Jagiello; Sec'y-Treas.: Jeanette Jagiello; Sales & Promo.: Walter Jay.
Labels: (Owned) Bonfire, Jay Jay, Polka Tone.
Int'l rep.: Canada (Almada).
Jayson, see Discostar.
Jazz Bird, see Audiofidelity.
Jazz Composer's Orchestra Ass'n Inc. (JCOA), 500 Broadway, New York, N.Y. 10012. Tel (212) 925-2121. Pres.: Timothy Marquand; VP: Jack Jeffers; Exec. Dir.: Michael Mantler; A&R Dir.: Carla Bley; Sales & Mktg. Dir.: Dave Hunt; Sales: A. Richards, Russel Musto; Mgr.: Taylor Storer; Promo. Dir.: Yale Evelev; Accounting: Beth Cummins. (Also see listing for New Music Dist'n Serv. in Wholesalers section.)
Label: (Owned) JCOA.
Int'l reps.: Canada (Trend), Europe (ECM in Germany).
Jazz Connoisseur (Italy), see Zim.
Jazz Hounds Recs., 10581 Ashton Ave., Los Angeles, Calif. 90024. Tel: (213) 470-3355. Pres.: Jack Harcourt.

Branch: Los Gates, Calif., 120 C riton Ave., No. 48. Zip: 95030. Tel: (408) 358-1175. Contact: Thais Harc urt.
Jazz Kings, see American Themes
Jazzology-GHB Recs., 3008 Wads orth Mill Pl., Decatur, Ga. 30032. Tel: (404) 288-1480.
Labels: (Owned) Audiophile, C rcle, Southland.
Int'l reps.: Australia (Ron Gray, France (DAM), Japan (Phoenix Trading), Netherlands (H. Vomberg), Sw den (Ad Lib), Switzerland (Record Serv.), UK (Swift).
Jazz Vault, see Caedmon/Arabesque.
Jeannie Recs., 18 W. Seventh St. Cincinnati, Ohio 45202. Tel (513) 421-5256.
Jenero Rec. Co., PO Box 121, 300 Court St. Soda Springs, Idaho 83276. Tel: (208) 547-3715. Pres.: Ronald Watts.
Jenges, see Associated Rec'g Cos
Jenny, see Rayner Street.
Jeree Recs., 1469 Third St., New B ighton, Pa. 15066. Tel: (412) 847-0111
Labels: (Owned) Buckshot, Ca dy, Green Dolphin, Jeree.
Jeremiah Recs., PO Box 1077, Hendersonville, Tenn. 37075. Tel: (615) 824-9412.
JermA Recs. Co., 1410 E. 72 St., Chicago, Ill. 60619. Tel. (312) 752-2755. Pres.: U. S. Warren.
Labels: (Owned) Chytowns, Je mA.
Jersey Coast Agents Ltd., 72 Tho ne Pl., West Keansburg, N.J. 07734. Tel: (201) 787-3891. Cable: JERSE COAST. Chief Exec. Officer: Joe McHugh; VP & Gen. Mgr.: Joshua Ericks n; VP Contemporary A&R: D.W. Griffiths; Bluegrass A&R Dir.: John Con e, Video Prod'n Dir.: Paul Savonen.
Labels: (Owned) Anomoly, Out ut, Recommended Viewing; (distributed) BMA, Grandfalloon, Karass, St nehedge.
Jessup, see Michele.
Jesus Only, see Holy Spirit.
Jet Recs. Inc., 9959 Beverly Grove Dr., Beverly Hills, Calif. 90210. Tel: (213) 553-6801. Pres.: Don Arden; V P. Sharon Arden. VP Creative Servs.: Pat Siciliano; A&R: Larry Ross. (A o see CBS)
Int'l branch: England.
Jet Stream, see Music Ents.
Jewell Tone, see Pickin' Post.
Jewel Rec'g Co., 1594 Kinney Ave , Cincinnati, Ohio 45231. Tel: (513) 522-9336. Owner: Rusty York; Ger Mgr.: Linda York; Studio Mgr., Jr. Bennett.
Labels: (Owned) Jewel, Log C bin, Rye.
Jewel Rec. Corp., PO Box 1125, 72 3 Texas, Shreveport, La. 71163. Tel: (318) 222-0673/0195. Pres.: Stanle J. Lewis; Exec. VP: F.R. Lewis; Sales & Mktg., Ms Donnis Lewis; A&F Joe Wyatt; Promos.: Herman Finley
Labels: (Owned) Jewel, Paula Ronn.
Int'l reps.: Japan (P-Vine), UK (Charly, Flyright).
Jezreel Inc., 1034 Centerfield Co rt, Highland Park, Ill. 60035 Tel (312) 831-5810.
Labels: (Owned) Cool Duck, M idway Prod'ns.
Jim, see Benson.
Jimme Gee, see Ripsaw.
Jin, see Flat Town.
Jingles, see Centaur in N.Y.
Jobie, see Ghost.
Jody, Pa., see Vantage.
Jody Recs. Inc., 2226 McDonald A re., Brooklyn, N.Y. 11223. Tel. (212) 946-4405
Labels: (Owned) B-Atlas, Glo. lody, Romona.
Joey Recs. Inc., 6703 W. Commerce, San Antonio, Tex. 78227. Tel: (512) 432-7893.
Labels: (Owned) Dina, Joey, S AS.
Johnny, see Freddie.
Johnprod Recs., 540 La Guardia L, New York, N.Y 10012. Tel: (212) 533-8441. Pres.: John Doelp.
Little Richie Johnson Agency, Bo 3, 913 S. Main, Belen, N M. 87002. Tel (505) 864-7441. Pres.: Little Richie Johnson.
Labels: (Owned) Chuckie, LR Little Richie.
Paul Johnson Music Prod'ns Inc., PO Box 552, Woodland Hills, Calif 91365 Tel: (213) 703-6707. Pres P ul Johnson; Prod'n Ass't: Cheryl Wilks.
Label: (Owned) Petra.
Johnson Rec. Co., 41 Algonquin d., Yonkers, N.Y 10710. Tel (914) 779-2080. Pres.: Jim McCarthy, Ge Mgr., Gil Miller, Prod'n Dir., Henry Boye. Prod'n Consultant: Walter Co en; Special Prods. Dir., Al Thomas.
Labels: (Owned) Johnson, Jol ; (distributed) Conn, Virginia.
Johnston, see CBS
Joint Int'l, see Disc Disk.
Joker, see Lifetime.
Jolie, see Johnson Rec. Co.
Joy, see Stacy-Lee.
Joyce Recs., PO Box 66455, 122 2 Venice Blvd., Los Angeles, Calif. 90066. Tel. (213) 391-4088. Pres V ayne Volat.
Joyce, Ill., see Rooster Blues
Joyeous Garde, see Star Song R cs in Tex.
Juggular Recs., 830 Dawn Court, De Kalb, Ill 60115. Tel (815) 758-1623 Partner/Sales & Promo. Dir ichard C Lapka, Partner/Sales Dir., Richard J. Trelease; Partner/A&R D r. David L. Farley, Partner/Pub. Dir.. David J. Lenet; Partner/Sales & Promo L Kim McDaniel, Partners: David J. Gessner, David M Polk, Per onal Rep./A&R/Promo. John Naughton
Jukebox, see General Broadcast g.
Junction Rec., 93 Morris Ave., arfield, N.J 07026. Tel (201) 478-0601 Pres. Jerome Mykietyn; VP en V Mykietyn, Gen. Mgr., Perry Stram
June Appal Rec'gs, Box 743, Whit sburg, Ky 41858. Tel. (606) 633-9958.
Labels: (Owned) Appalaseed, June Appal, Sourwood Mountain
Juno, see Glenn.
Jupiter Recs., PO Box 3316, Nap , Calif. 94558. Tel: (707) 253-2395. Pres. W. Faye Faux; VP/Sales & Pr mo.: Dennis Chuning.

K

K L, see Nu-Sound.
K M C Recs. Corp., 95-26 92 St. Ozone Park, N.Y. 11416. Tel: (212) 845-4236. Pres.: Kacey Csyk; Tre s.: Iwanna Csyk.
Branch: Ridgefield, Conn., 76 Minuteman Rd. Zip 06877 Tel: (203) 438-0001. VP: Bruce Merley.
K & R Music Inc., 112 E. Main St. Trumansburg, N.Y. 14886. Tel: (607) 387-5325. Pres.: William M. Kelly; VP Ray Repp; Finance Dir., Ann E. Wakeley.
Int'l reps.: Canada (B. Broug ton).
K & S, see Demon.
K-tel Int'l Inc., 11311 K-tel Dr., Minnetonka, Minn. 55343. Tel: (612) 932-4000. Bd. Chm. & Pres.: Philip Kives, Exec. VP's: Raymond Kives, Mickey Elfenbein; VP & Gen. Mgr.: D vid Catlin; VP A&R: David Milner.
Kacha, see Lesser-Int'l-USA.
Kadia, see Old Dominion.
Kajac, see Ozark Opry.
Kajun, see Master-Trak.
Kaleidoscope Recs., PO Box O, El Cerrito, Calif. 94530. Tel: (415) 527-6242. Pres.: Jeff Alexson; A&R Dir.: Tom Diamant. (Distributed by Flying Fish)
Karass, see Jersey Coast.
Karen, see Musica Latina.
Kare Recs. Inc., 1391 Oakland Park Ave., Columbus, Ohio 43224. Tel. (614) 263-4344.
Labels: (Owned) Dolejo, Kare; (distributed) Blue Ash.
Kari Recs. Inc., PO Box 9246, Austin, Tex. 78766. Tel: (512) 345-5796. Pres.: Doug Pendergrass; VP: Jerry Foster; Sec'y Treas. Don Bedell; Opns. Mgr. Johnny Morris; Sales: Johnny Elgin.
Labels: (Owned) Kari, Kik.
Kashmir, see Moonstone.
Kat Family Recs., 2215 Perimeter Park, Suite 21, Atlanta, Ga 30341. Tel: (404) 252-5800. Pres.. Joel Katz. (Distributed by CBS)
Katie the Great, PO Box 19215A, Los Angeles, Calif. 90019 Tel (213) 737 6196. Pres.. Tommy Colbert; Creative Mgr. Yeshayah Tishbash.
Labels: (Owned) Booths, ETC III, Kether Elyon, Malache Elyon
Kayvette, see TK.
Keene, see Sea Cruise.
Keepsake, see Sound Inc
Keeta, see Sea Cruise.
Keith, see Gwen.
Kela, see Dragon Int'l.
Gene Kennedy Ents., 2125 Eighth Ave. S., Nashville, Tenn. 37204. Tel: (615) 383-6002. Pres.: Gene Kennedy; VP: Karen Jeglum, Nat'l Promo. Dir Bobby Young.
Label: (Owned) Door Knob.
Kent, see Cadet Recs.
Ken-Tone, see HSE.
Kenwood, see Nashboro.
Kerygma Recs., 5553 Oakville Center, St. Louis, Mo. 63129. Tel: (314) 846-1080. Owner & Sales Mgr.: Emmett P. Taylor III; A&R/Prod'r: Carl Goodin.
Kess Recs., PO Box 140316, Nashville, Tenn. 37214. Tel: (615) 889-6675. Contact: Jimmy Kish.
Kether Elyon, see Katie the Great.
Keynote Recs., PO Box 4185, Youngstown, Ohio 44515. Tel: (216) 793-7295. Pres. & A&R Dir.. Richard M. Hahn.
Kheba, see Trix.
Kiamichi, see Richey.
Kicking Mule Recs. Inc., PO Box 158, Alderpoint, Calif. 95411. Tel: (707) 926-5312. Head North American Opns.. E.D. Denson; Head European Opns.: Stefan Grossman; VP Admin. Opns.: Mary Alice Beebe.
Labels: (Owned) Kicking Mule, Sierra Wave, Sonet USA, Transatlantic USA; (distributed) Larrikin Folkways (Australia).
Kid Cuz'n Rec. Co., PO Box 182, Midwood Sta., Brooklyn, N.Y. 11230. Tel: (212) 339-3536. Mgr.: Jim Pelton; Sales. Dick Alexander; Promo.. John Upton.
Kidd, see OK.
Kidenan Rec. Prods., 4926 W. Gunnison, Chicago, Ill. 60630. Tel. (312) 545-0861. Pres.: Raymond Peck; VP: George Peck.
Kik, see Kari.
Killer, see Little Giant in N.Y.
Kimbo, see Colonel Buster Doss.
King, see Gusto.
King of Kings Rec. Co., 38603 Sage Tree St., Palmdale, Calif. 93550. Tel (805) 947-4657. Pres. & Gen. Mgr.: LeRoy Pritchett.
Branches: Daytona Beach, Fla., 171 Pine Haven. Zip: 32014. Tel. (904) 252-4849. Exec. VP/Promos.: Charles Vickers--Far Rockaway, N.Y., 423 Beach 47 St. Zip. 11691. Tel (212) 471-4319. Exec. Mgr./VP: Gladys Funchess.
King & Moore Prod'ns Inc., PO Box 10273, Chicago, Ill. 60610. Tel: (312) 944 1125. Bd. Chm. & Pres. Xavier King Roy III; VP Mktg.: Ernest L. Miller, Sec'y: Audrey B. Roy; A&R: Carlene Worthy.
Label: (Owned) XKR III
Kingsway Music, see Star Song in Tex.
Don Kirshner Entertainment Corp., 1370 Sixth Ave., New York, N.Y 10019. Tel: (212) 489-0440. Chm. Don Kirshner; Pres. Herb Moelis; Talent Development Dir. Felix Di Palma. (Distributed by CBS)
Kitty Hawk, see General Broadcasting.
Klavier Rec Co., 10520 Burbank Blvd., North Hollywood, Calif. 91601. Tel (213) 980 8254. (Also see Varese Sarabande)
Int'l reps.: Canada (Almada), China (Hong Kong Recs.), France (Dave-Music), Germany (Phonogram), UK (EMI).
Sid Kleiner Music Ents., 3701 25 Ave. SW, Naples, Fla. 33999. Tel (813) 455-2696. Mng. Dir.. Sid Kleiner; VP-Treas.. Trudy Kleiner, Sec'y: Sara Kleiner; Gen. Mgr Mark A Kleiner.
Labels: (Owned) Country-King, Musi-Poe, Top-Star; (distributed) This is It.
Klesis, see Herald Ass'n
Klub, see Mark Five.
Kneptune Int'l Recs. Inc., 10850 Riverside Dr., No. 302, North Hollywood, Calif 91602. Tel. (213) 763 5000. Pres Kenny Harris, VP & Gen. Mgr. Dennis F. Rose.
Int'l branch: Canada.
Knight, Calif., see Cobra.
Knight, Pa., see Crimson Dynasty.
Knockout, see Audiofidelity.
Known Artist, see Bolivia.
Koala Rec. Co., 108 Lavern Circle, Hendersonville, Tenn. 37075. Tel: (615) 824-8601. Pres.: Welsey E. Sanborn.
Koala Recs. Inc., 6253 Hollywood Blvd., Los Angeles, Calif. 90028. Tel. (213) 467-3203. Pres.: Irving Kessler; VP: Mary Kessler.
Labels: (Owned) Deep Roots, Koala, Lamb & Lion (selected titles), Lamb & Lion Country.
Koko Recs., 888 Seventh Ave., New York, N.Y. 10019. Tel (212) 541-6880.
Kool Kat Prod'ns Inc., PO Box 176. Monsey, N.Y. 10952. Tel: (914) 425-6040.
Labels: (Owned) Emko, Kool Kat, RRC, Recordland.
Kory, see Countrywide.
Krayola, see Buttermilk.
Kris, see SIPRA.
Kronos, see Peters Int'l.
Kubaney Publ'g Corp., 4728 NW 167 St., Miami Lakes, Fla. 33014. Tel: (305) 620-0545. Pres.: Rosita A Don; Dir.: Mateo San Martin; Sales Mgr.: Tony San Martin; Prod'n Mgr.: Leo Suarez; A&R/Promo. Mgr.: Jorge Cabrera; Ass't Mgr.: Vivian Hernandez.
Labels: (Owned) Discolor, Kubaney, Mate.
Int'l reps.: Colombia (Grabarco), Dominican Republic (Distribuidora Dominicana de Discos), Ecuador (Studio 2), France (Sonodisc), Mexico (Discos & Cintas Helix), Panama (Continental de Discos), Peru (Galvano), Spain (CBS), Venezuela (Discorona).
Kuckuck, see Celestial Harmonies.
Kudu, see Creed Taylor.

L

L A 5 Inc./Ibis Recs. Inc., 9701 Wilshire Blvd., Suite 1000, Beverly Hills, Calif. 90212. Tel: (213) 550-8115 Pres.. Alec Costandinos, VP: Laurie E. Hirsch.
Int'l reps.: Canada (RCA), China (Shun Cheong), France (Barclay, Disc'AZ, RCA), Italy (CGD), Japan (Nippon Phonogram), Mexico (Musart), South Africa (Teal), UK (DJM, Pye), Venezuela (Velvet).
L A Recs., Tapes & Films, 1352 W. Girard Ave., 2nd fl., Philadelphia, Pa. 19123. Tel: (215) 236-2150 Pres. Dave Crawford, Admin Dir. Pamela F Jackson, A&R Deryll Inman (Distributed by Jamie/Guyden)
Branch: Los Angeles, Calif., PO Box 54021. Zip: 90054.
L A X, see CBS.
L C, see Linda Cooper.
L D E, see Lee Dunne.
L I R S Classics, 72 Orange St., Brooklyn, N.Y. 11201. Tel (212) 875-6193. Owner Ernest W. Ucko.
L M I, see Lee Magid.
L P Music, see Arlo.
L P G, see Loypriquan.
L R J, see Little Richie Johnson.
L S Recs., 120 Hickory St., Madison, Tenn. 37115. Tel: (615) 868-7172. Pres., Adv., Tape & Int'l Mgr.: Lee Stoller; Promo. Mgr.: Jack Andrews; Country Dir.: Harold Hodges.
Label "X," see Entr'acte.
Laboratory Series, see Sonic Arts.
Lad, see TH.
Laff, see Ala Ents.
Lakco Rec. Co., 3235 W. Fullerton Ave., Chicago, Ill. 60647. Tel (312) 772-9444. Owner Leon A. Kelert.
Labels: (Owned) Blackbird; (distributed) Claremont, Philips-Dutch Swing College Band.
Lake Country Music, PO Box 88, Decatur, Tex. 76234. Tel: (817) 627-2128. Pres.: Danny B. Wood; Partners: Larry Quinten Wooldridge, Mark House.
Lake County (Switzerland), see Domino Recs. Ltd. in Tex.
La Louisianne Recs. Inc., 711 Stevenson St., Lafayette, La. 70501. Tel: (318) 234-5577. Pres. & Gen. Mgr.: Carol J. Rachou Sr.; Opns. Mgr.: Carol J. Rachou Jr.
Labels: (Owned) Belle, La Louisianne, Music Mart, Tamm.
Int'l reps.: Canada (K-tel, PolyGram), France (Le Chant du Monde, Vogue), UK (Swift).
Benjamin Lambert, see AcoustoGraphic.
Lamb & Lion, see Benson, Koala & Sonrise
Lamb & Lion Country, see Koala.
Landers-Roberts Ents., 9255 Sunset Blvd., No. 915, Los Angeles, Calif. 90069. Tel: (213) 550-8819. Co-Pres.: Hal Landers, Bobby Roberts; VP Artist Development: Barry Jay Josephson; VP A&R: Jay Landers, A&R: Barry Josephson.
Land of Lincoln, see Chi-Town.
Land O' Jazz Recs., PO Box 26393, New Orleans, La. 70126. Tel: (504) 241-4246. Chief Exec.. Plato Smith.
Landslide Recs. Inc., PO Box 723151, Atlanta, Ga. 30339. Tel: (404) 432-3877. Pres.: Michael Rothschild.
Lane, see West.
Lanor Recs., 329 N. Main, Church Point, La. 70525. Tel: (318) 684-2176. Owner & Mgr.: Lee Lavergne; Ass't: Linda Bellard.
Int'l rep.: UK (Swift).
Lanta, see Atteram.
Largo, see GNP Crescendo.
Lar-Jo Recs. Inc., 1911 Winton St., Middletown, Ohio 45042. Tel: (513) 425-6716/0996. Pres.: Larry A. Rothermel; Sec'y-Treas.: Barbara Falcone; Promo./Talent Co-ord.: Sascha Barbara.
Lark, see Major Rec'g Co.
Larkspur Recs., PO Box 1001, Soquel, Calif. 95073. Tel: (408) 462-6537. Gen. Mgr.: Jon Hutchings; Sec'y-Treas.: Debbie McNutt; A&R: Tony Hill; Promo./Sales: Kenneth Burton.
Larrikin Folkways (Australia), see Kicking Mule.
Laserdisc, see Lasergram.
Lasergram Co., 1000 W. Oak St., Burbank, Calif. 91506. Tel: (213) 843-6052. Owners: Barry Keate, David L. Von Suerdieck, Jeffrey Hight.
Label: (Owned) Laserdisc.
Las Vegas Rec'g Studio Inc., 3977 Vegas Valley Dr., Las Vegas, Nev. 89121. Tel: (702) 457-4365. Pres./Chief Eng.: Chips Davis; VP/Studio Mgr.: Hanka Castro; Sec'y-Treas.: Sheila Godfrey; Engs./Prod'rs: Ed Bannon, Rick Pond, Rick Cozad, Jim Lanham.
Labels: (Owned) Entertainment Capital Recs. (ECR), Marquee.
Latin Int'l, see Discos Latin.
Latin Percussion Ventures Inc., 160 Belmont Ave., Garfield, N.J. 07026. Tel: (201) 478-6903. Telex: 642805. Pres.: Martin Cohen; VP: Marilyn Cohen; Sales & Promo.: Ricardo Marrero.
Labels: (Owned) Criollo, Latin Percussion Ventures, Turnstyle.
Int'l reps.: Australia (Billy Hyde), France (J. Capelle), Netherlands (World), Switzerland (Core).
Latin Waters, see GRS.
Laurel-Protone, see Protone.
Laurie Recs. Inc., 20 F Robert Pitt Dr., Monsey, N.Y. 10952. Tel: (914) 425-7000. Pres./Treas./Sales & Admin.: Robert Schwartz; VP/A&R/Promo.: Gene Schwartz; Sec'y/A&R/Promo.: Eliot Greenberg; Sales: Ernie Maresca.
Labels: (Owned) Laurie, Rust.
Int'l reps.: Argentina (RCA), Australia (RCA), Austria (Musica Schallplatten), Bolivia (Inbofon), Brazil (RCA), Canada (RCA), Chile (Sochem), Colombia (Sonolux), Czechoslovakia (Opus), Denmark (Hede Nielsen), Dominican Republic (Distribuidores Musicales), Ecuador (Eco. Roberto Recalde), El Salvador (Dicesa), Fiji Islands (Procera), Finland (Discophon), France (RCA), Germany (RCA), Greece (Minos Matsas), Hong Kong (Cosdel), India (Gramophone), Israel (Eastronics), Italy (RCA), Jamaica (Federal), Japan (RCA/RVC), Kenya (AIT), Korea (Jigu), Mexico (RCA), Netherlands (RCA), New Guinea (Walter Bay), New Zealand (RCA), Norway (Disco A/S), Pakistan (EMI), Panama (Discos de Panama), Peru (FTA), Philippines (Vicor), Portugal (Telectra), Singapore (Cosdel), South Africa (Teal), Spain (RCA), Sweden (Electra), Switzerland (Musikvertrieb), Thailand (Central Trading), Turkey (Melodi), UK (RCA), Uruguay (APSA), Venezuela (Cordica), Yugoslavia (Jugoton).
La Val Rec. Co., 1327 Cobb St., Kalamazoo, Mich. 49007. Tel: (616) 342-5328. Pres.: Vic La Val; Disco A&R: Tico Taylor; Nat'l Sales Mgr.: Vincent Taylor; Promo.: Val Taylor, Harry Whited.
Branch: San Francisco, Calif., 1218 Hollister St. Zip: 94124. Tel: (415) 467-5157.

Labels: (Owned) La Val, Smile, Vic; (distributed) Soul Set.
Lazer Recs., PO Box 77, Center Square, Pa. 19422. Tel: (212) 438-8228. Contacts: A A. Gravatt, Curtis Rock.
Leaf Recs., PO Box 1297, 815 Trailwood, Hurst, Tex. 76053. Tel: (817) 268-3276.
Le Cam, see Christi.
LeFevre, see Dawn.
Legrand Recs. Int'l, 317 Granby St., Norfolk, Va. 23510. Tel: (804) 623-5565. Cable: ROCKMASTAS. Pres.: Frank Guida; VP's: Millie & Joseph F. Guida; Sec'y-Treas.: Pearl Frank.
Labels: (Owned) Legrand, Norfolk Int'l, Peanut Country, SPQR.
Lehua, see Surfside Hawaii.
LeMans Rec. Co., 331 Triangle Rd., Somerville, N.J. 08876. Tel: (201) 359-5520. Pres.: Chestelle Goydish; VP: Bernard Goydish.
Lemon, see National Recs.
Lemon Square, see Yatahey.
Leonarda Prod'ns, PO Box 124, Radio City Sta., New York, N.Y 10101. Tel. (212) 666-7697. Pres.: Marnie Hall; VP & Treas.: William J. Scribner; VP & Sec'y: Jane M. Bowers.
Lesser-Int'l-USA, 6443 SW Beaverton Hwy., Portland, Ore. 97221. Tel: (503) 297-5812. TWX: (910) 464-4792. VP: Fred Fiore; Gen. Mgr.: Charlotte Vaughn.
Int'l branch: Germany.
Labels: (Owned) Batchwork, Conquest, Kacha, Limo; (distributed) Earth Int'l.
Leviathan, see Green Linnet.
Mark Levinson Acoustic Rec'gs Ltd., 131 Leeder Hill Dr., Hamden, Conn 06517. Tel: (203) 281-6333. Telex: 96-6405.
Int'l rep.: Japan (Nippon Phonogram).
Liberty, see EMI America/Liberty.
Libido, see Old Dominion.
Libra, see Alhambra.
Library of Congress, Motion Picture, Broadcasting & Recorded Sound Div., Washington, D.C. 20540. Tel: (202) 287-5509. Chief: Erik Barnouw; Public Servs. Co-ord.: Dorothy Zeiset.
Lifesong/Goldiggers, see Lifesong Recs.
Lifesong Recs. Inc., 488 Madison Ave., New York, N.Y. 10022. Tel: (212) 752-3033. Pres.: Philip S. Kurnit; VP's: Tommy West, Terry Cashman, Gen. Mgr.: Stanley Nowak.
Labels: (Owned) Lifesong, Lifesong/Goldiggers.
Int'l rep.: Australia (RCA).
Life Stream, see Calvary.
Lifetime Rec'gs, 314 S. Goodman St., Rochester, N.Y. 14607. Tel: (716) 244-7526. Owner: Lester W. Osband.
Labels: (Owned) Joker, Lifetime, Lyndell.
Light, see Word.
Lighthouse Prod'ns, 65 Lovell Ave., San Rafael, Calif. 94901. Tel: (415) 454-2898.
Lightning, see Crimson Dynasty.
Lil' Possum, see Candy
Limo, see Lesser-Int'l-USA.
Lindberg Recs., 1445 Sunset Ridge Rd., Glenview, Ill. 60025. Tel: (312) 729-2047. Pres.: Sven Lindberg; VP: Bjorg Larsen; Pop A&R: Elizabeth Lisa; Sales Mgr.: Frank Three.
Labels: (Owned) Dansk-Disk, Lindberg, Norsk-Disk, Scandinavian, Svensk-Disk.
Lions Den, see Stacy-Lee.
Lisboa, see Penco.
Listening Library Inc., 1 Park Ave., Old Greenwich, Conn. 06870. Tel: (203) 637-3616. VP: Timothy P. Ditlow; Mktg. Dir.: Forest Miner.
Labels: (Owned) Listening Library; (distributed) Argo, Caedmon, Columbia, Everest, Folkways, London, RCA, Spoken Arts (all educational product).
Little David Recs. Inc., 8033 Sunset Blvd., Suite 1037, Los Angeles, Calif 90046. Tel: (213) 876-9602. Pres.: Monte Kay.
Little Giant Recs., Box 205, White Lake, N.Y. 12786. Tel: (914) 583-4471. Pres.: Mickey Barnett.
Labels: (Owned) Killer, Little Giant.
Little Giant Rec. Co., 1014 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 244-4360. Pres.: Roy Sinkovich; VP & Gen. Mgr.: Mick Lloyd; Promo. Dir.: Dee Ygama.
Int'l reps.: Australia (Janda), Canada (Carrousel), Germany (Intercord).
Little Nashville, see Don D. Sheets.
Little Nashville Opry, see Don D. Sheets.
Little People, see Praise.
Little Richie, see Little Richie Johnson.
Little Silver Recs., PO Box 743, Red Bank, N.J. 07701. Tel: (201) 741-5821. Owner, Pres., Prod'r & A&R: John DeCesare; Mgr./Sales: Bert DeCesare.
Little Star Recs. (div. of Barnum Entertainment), 723 N. Seward, Los Angeles, Calif. 90038. Tel: (213) 462-0723.
Little Studio, see Arlo.
Little Things, see Windy Hill.
Living Music, see Gramavision.
Loadstone & Open Rec. Co., 163 Drizaba Ave., San Francisco, Calif. 94132. Tel: (415) 334-2247. Pres. & Gen. Mgr.: Walter C. Stone; Sales & Promos.: Charlie Hines; Sales & Promos. Ass't: John E. Harris; Sec'y-Treas.: B.M. Stone.
Labels: (Owned) Loadstone, Open.
Loft, see Celestial Harmonies.
Log Cabin, see Jewel Rec'g in Ohio.
London, see PolyGram Classics.
London's Pride, see American Entertainment.
Long Distance Recs., Box 507, Millwood, N.Y. 10546. NYC Tel: (212) 220-3900.
Longhorn Ballroom Inc., 216 Corinth, Dallas, Tex. 75207. Tel: (214) 428-3128.
Long View Farm, see SE Music.
Lormar, see CBS.
Lost, see Dynamo.
Lost Lake Arts, see Windham Hill.
Lotus Music Corp., PO Box 2446, Toluca Lake, Calif. 91602. Tel: (213) 902-0202. Pres.: H. Lyman.
Lotus, N.J., see Stacy-Lee.
Louisiana Hayride Recs. Inc., 1708 Grand Ave., Nashville, Tenn. 37212 Tel: (615) 327-4744. Pres.: David Kent.
Louisville Orchestra First Edition Recs., 333 W. Broadway, Louisville, Ky 40202. Tel: (502) 587-8681. Gen. Mgr.: Jack M. Firestone; Mktg. & PR Dir.: Douglas W. Kinzey; Opns.: Greg Copenhefer; PR: Jerry Dolter, Accountant & First Edition Recs. Contact: Mona Lee Griffin. (Distributed by Composers Rec'g)
Label: (Owned) First Edition.
Love, see Random.
Love (Finland), see SWS.
LoveLight, see ECI.
Loyal, see OK.
Loyprriquan Ltd., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 586-3350. Cable: LLOYDPRICE. Telex: 126655. Pres.: Lloyd Price; A&R Dir.: Nathaniel Adams; Promo. Dir.: Rudy Lucas; Controller: Debra Martinez.
Labels: (Owned) LPG, TPM; (distributed) Marina.
Luau, see Boddie.
Lucifer Recs. Inc., PO Box 263, 37 Woodside Ave., Hasbrouck Heights, N.J. 07604. Tel: (201) 288-8935. Pres.: Ron Luciano; VP: Ed Capone; A&R: Pete Fragale; Sales & Mktg.: Ron Michaels; Pub.: Tom Samuels; Adv.: Arlene Patriano; Promo.: Joe Merlino.
Luminar/Lexicon, see Word.
Lunix, see Globite.
Lybra, see Stacy-Lee.
Lyndell, see Lifetime.
Lynx, see CBS.
Lyrichord Discs Inc., 141 Perry St., New York, N.Y. 10014. Tel: (212) 929-8234. Pres.: Peter Fritsch.
Labels: (Owned) Eterna, Experience Anonymes, Lyrichord.

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M C A Recs. Inc., 70 Universal City Plaza, Universal City, Calif. 91608. Tel: (213) 508-4000. Cable: MUSICOR. TWX: (910) 499-2679. Telex: 67-7053. Pres.: Bob Siner; VP Admin.: Arnold Stone; VP Bus. Affairs & Pres. MCA Recs. Int'l: Lou Cook; VP A&R: Denny Rosencrantz; VP Promo.: Pat Pipolo; VP Creative Affairs: George Osaki; VP Mktg.: Santo Russo; VP Prod'n: Vince Duffy; VP Pub. & Artist Development: Joan Bullard; Exec. Dir. Black Prod.: Jerry Boulding. **Backstreet Recs.**—Pres.: Danny Bramson. **Songbird Recs.**—Mktg. Dir.: Charlie Shaw.
Branches: New York, N.Y., 10 E. 53 St. Zip: 10022. Tel: (212) 888-9700. VP/East Coast Gen. Mgr.: Ray D'Ariano; East Coast Press & Artist Development Dir.: Lynn Kellerman—**Nashville, Tenn.,** 27 Music Square E. Zip: 37203. Tel: (615) 244-8944. Pres.: Jim Foglesong; VP Sales & Mktg.: Chic Doherty; VP A&R: Ron Chancey; Promo. Dir.: Erv Woolsey; Pub. Dir.: Jerry Bailey.
Int'l branches: Canada, Englanc.
Distribution branches: See Record & Tape Wholesalers section.
Labels: (Owned) ABC, Backstreet, Blue Thumb, Coral, Dot, Duke, Dunhill, Impulse, MCA, Paramount, Peacock, Songbird; (associated/distributed) Artists House, Crusader, Headfirst, Magnet, Regency, South Coast, Sparrow, Sweet City, Unicorn.
Int'l reps.: Argentina (Microfon), Australia (Astor), Austria (Ariola), Belgium (Ariola), Bolivia (Discolandia), Brazil (Ariola, RGE/Fermata), Caribbean excluding Santo Domingo & Haiti (recs.—GG in Jamaica; tapes—Record Specialists in West Indies), Chile (Philips), Colombia (Orbe), Denmark (Polydor), Dominican Republic (Julio Tenos), Ecuador (Fediscos), El Salvador (Leo), Finland (Finnlevy), France (Arabella), Germany (Ariola-Eurodisc), Greece (Emial), Israel (CBS), Italy (Ricordi), Japan (Victor), Mexico (Bertelsmann), Netherlands (Ariola-Eurodisc), New Zealand (PolyGram), Norway (PolyGram), Paraguay (Microfon in Argentina), Peru (El Vwrey), Philippines (Home), Portugal (PolyGram), Singapore (Chiang Huat), South Africa (Gallo), Spain (Ariola-Eurodisc), Sweden (PolyGram), Switzerland (Ariola-Eurodisc), Uruguay (Microfon in Argentina), Venezuela (Velvet).
M D J Recs., Preston Tower, Suite C148, Dallas, Tex. 75225. Tel: (214) 691-7319.
M D S Ents., 813 Heritage Ln., Waterville, Ohio 43566. Tel: (419) 878-8387/8397. Pres.: Michael Drew Shaw; Sales & Promo. Dir.: Park James Shaw.
Branch: Grand Rapids, Mich., 2557 Knapp NE. Zip: 49505. Tel: (616) 364-0022. A&R Dir.: Ronald J. Harkai.
Labels: (Owned) Jamestune, Northcoast.
M & E, 161 W. 54 St., Suite 602, New York, N.Y. 10019 Tel: (212) 582-7854. US Rep.: Marisa De Luca.
Home office: Italy, Panarecord.
M F M I, see Maynard Ferguson.
M G M, see PolyGram.
M H S, see Musical Heritage Society.
M J Rec'g Inc., Dodge, Neb. 68633. Tel: (402) 693-2379. Pres.: Joe G. Spellerberg Jr.; Mgr. & Buyer: Jo Ann Ruskamp.
Labels: (Owned) Czech, Heritage.
M L Recs. Inc., PO Box 902, Provo, Utah 84601. Tel: (801) 225-4674. Pres.: Richard D. Rees.
Labels: (Owned) ML, Mainline.
M M C, see Mutual Music.
M M G, see Moss.
M M O Music Group Inc., 423 W. 55 St., New York, N.Y. 10019. Tel: (212) 245-4861. Pres.: Irving Kratka; Prod'n Mgr.: Kevin Yatarola; Promo. Dir.: Stephen Haviland; Prof. Mgr. Victor Horowitz.
Branch: North Hollywood, Calif., 13012 Saticoy St. Zip: 91605. Tel: (213) 765-6600. Mgr.: David Kratka.
Labels: (Owned) Aural Explorer, City Sounds, Classic Jazz, Guitar World, Inner City, Music Minus One.
Int'l rep.: Canada (Almada).
M R C, see Major Rec'g Co.
M S B, see Happy Beat
M S K Prod'ns Inc., 8880 Hubbell Ave., Detroit, Mich. 48228. Tel: (313) 837-1633. Pres.: Chet Kadeski; Sec'y-Treas.: Jerry Snyder; A&R: Johnnie Griffen; Nat'l Promo.: Tom Gelardi; Sales: Joe Ginter.
M S S Recs. Inc., PO Box 429, Sheffield, Ala. 35660. Tel: (205) 381-9200. Pres./Co-Owner: Michael Barnett; Co-Owness: Barry Beckett, Roger Hawkins, David Hood, Jimmy Johnson; Artist Development Dir.: Sharon Weisz; Prod. Co-ord.: Bunny Wright. (Also see Capitol)
M S U Inc., 221 W. 57 St., 5th fl., New York, N.Y. 10019. Tel: (212) 582-5030. Pres.: Steven Grossman; VP: Jimmy Johnson; VP's Prod'n: Peter Alves, Barry Beckett, Roger Hawkins, David Hood.
Int'l branch: Canada, Unison Recs. Inc.
Int'l rep.: UK (EMI).
M V P, see PolyGram.
Made in USA Recs. & Tapes Inc./Marty Wilson Prod'ns Inc., 185 West End Ave., New York, N.Y. 10023. Tel: (212) 580-0255. Cable: OAMSOUND NY. Pres.: Marty Wilson; Ass't to Pres.: Janet J. Eddy.
Label: (Licensed) From the Jazz Vault.
Magda, see Marsal.
Lee Magid Inc., PO Box 532, Malibu, Calif. 90265. Tel: (213) 858-7282. Cable: LEEMAG. Pres.: Lee Magid.
Label: (Owned) LMI.
Magnet, see MCA.
Magnetic Video Corp., Consumer Prods. Div., 23434 Industrial Park Court, Farmington Hills, Mich. 48024. Tel: (313) 476-2250. VP & Gen. Mgr.: Jack K. Dreyer; Commercial Prods. Div.—23705 Industrial Park Dr. Zip: 48024. Tel: 477-6066. VP: Al Eicher.
Magyar, see Hungaria.
Mahalo, see Surfside Hawaii.
Maiden Music, 333 Park St., Upper Montclair, N.J. 07043. Tel: (201) 746-6573. Pres.: Mickey Moore; VP: Becki Moore.
Maiden Voyage Recs., 216 Chatsworth Dr., San Fernando, Calif. 91340. Tel: (213) 365-9371. Pres.: Marcia Day; VP: Ron Barron; VP Bus. Affairs: Joyce McCord; Mng. Dir.: Garnie Day.
Mainline, see ML.
Mainroads Recs., PO Box 8000, Pittsburgh, Pa. 15216. Tel: (412) 854-2442.
Int'l branch: Canada.
Mainstream, see Roulette.
Maison de Soul, see Flat Town.
Majega Recs., 240 E. Radcliffe Dr., Claremont, Calif. 91711. Tel: (714) 624-0677. Pres. & A&R Dir.: Gary K. Buckley.
Major Label Rec. Co., 6876 Alloway E., Worthington, Ohio 43085. Tel: (614) 846-2026. Pres.: Richard Deitch.
Major Rec'g Co., PO Box 2072, Waynesboro, Va. 22980. Tel: (703) 942-0106. Owners: John H. & Margie F. Major.
Labels: (Owned) Lark, MRC.
Major, N.Y., see Thomas J. Valentino.
Malache Elyon, see Katie the Great.
Malaco Recs., 3023 W. Northside Dr., Jackson, Miss. 39213. Tel: (601) 982-4522. Pres.: Tommy Couch; VP: Wolf Stephenson; Sales/Bus. Affairs Dir.: Stewart Madison; Nat'l Promo./Pub. Dir.: Dave Clark; A&R: James Griffin.
Labels: (Owned) Chimneyville, Malaco, Southern Biscuit.
Mango, see Island.
Mankind, see Nashboro.
Manna Music & Recs., 2111 Kenmere Ave., Burbank, Calif. 91504. Tel: (213) 843-8100. Pres.: Hal Spencer; Sales Mgr.: Carl Farrer; A&R: Phil Barfoet.
Mansion see Sweetsong.
Manton, see SIPRA.
Mao, see Bomp.
Maranatha! Music Inc., PO Box 1396, Costa Mesa 92626; 2902 W. Garry Ave., Santa Ana, Calif. 92704. Tel: (714) 979-8536. Cable: MARANATHA. Pres.: Charles Fromm; A&R Dir.: Tom Coomes; Sales & Admin. Dir.: Ted Bleymaier; Comptroller; Rick Latendresse. (Distributed by Word)
Int'l reps.: Australia (Rhema), Canada (Word), Denmark (Teovision), France (Sephora), Germany (Pila), Hong Kong (Green House), Iceland (Blada-Og), Netherlands (GMI), New Zealand (Osborn), Nigeria (Exambag), Norway (Filadelphiaforlaget), Philippines (Praise), Singapore (Alby), South Africa (Invisible Church), Sweden (Prim), Switzerland (Kings Rock), UK (Word).
Maria Recs., PO Box 3770, Grand Central Sta., New York, N.Y. 10017. Tel: (212) 549-0502. Owner & Pres.: John Clark.
Label: (Owned) Graffitti.
Maricao Recs. (div. of C&P Music Co.), 519 N. Halifax Ave., Daytona Beach, Fla. 32018. Tel: (904) 252-0381. Contact: Bobby Lee Cude.
Marina, see Loyprriquan.
Marjon Int'l Recs., 159 Easton Rd., Hermitage, Pa. 16146. Tel: (412) 347-4726. Pres.: John T. Krizancic; Mgr.: Martha Krizancic.
Mark Five Studio/The Room, 10 Michael Dr., Greenville, S.C. 29610. Tel: (803) 269-3961. (Distributed by Herald Ass'n)
Labels: (Owned) Halo, Klub, Mark Five, Mastertone.
Marlin, see TK.
Marlo Rec. Co., Box 49, RD 1, Utica, N.Y. 13502. Tel: (315) 724-0895. Owner & Pres.: Marlo Ketchum; Music Co-ord.: Slim Pikins; VP & Mgr.: Floyd Ketchum.
Marquee see East Allegheny & Las Vegas Rec'g
Marsal Prod'ns Inc., 1735 Castroville Rd., San Antonio, Tex. 78237. Tel: (512) 433-9351. Pres.: Antonio J. Menendez; VP: Felix Elizondo; Sec'y-Treas.: Pat Alvarado.
Branch: Los Angeles, Calif., 2846 W. Pico Blvd. Zip: 90006. Tel: (213) 737-3771. Mgr.: Celia Camacho.
Labels: (Owned) Del Rio, Magda, Sonido Int'l.
Mars Hill Recs., 352 E. 18 St., Erie, Pa. 16503. Tel: (814) 455-8124, A&R Dir.: Angelo Natalie; Promo. Dir.: Craig Firment; Radio Promo.: Mike Watson.
Mars La Tour, see Atteiram.
Martian, see Bomp.
Marton, see Discostar.
Marullo Prod'ns Inc., 1121 Market St., Galveston, Tex. 77550. Tel: (713) 762-4590. Pres.: A.W. Marullo Sr.; VP: A.W. Marullo Jr.; Pop & Country A&R: Mark Allen, George Lee; Sales & Promo. Mgr.: Russ Reeder.
Labels: Red Dot, Ro Tab.
Marycords, Box 48, Powers Lake, N.D. 58773. Pres.: Rev. F.J. Nelson; Sec'y-Treas. Mrs. James Smith.
Master, see Sounds of Winchester.
Master Disc Recs. & Tapes, 711 E. Walnut St., Suite 209, Pasadena, Calif. 91101. Tel: (213) 796-1600. Pres.: Calvin M. Taylor.
Master 5, see AVI.
Master Linguist, see R.D. Cortina.
Masterpiece, see Sine Qua Non.
Mastertone, see Mark Five.
Master-Trak Sound Rec'rs (formerly Modern Sound Studio Prod'ns), 413 N. Parkerson Ave., Crowley, La. 70526. Tel: (318) 783-1601. Owner: Jay Miller; Gen. Mgr./Chief Eng.: Mark Miller; Ass't Mgr.: Bill Miller; Eng.: Leslie Hill.
Labels: (Owned) Blues Unlimited, Cajun Classics, Kajun, Master-Trak, Par T, Ringo, Rocko, Showtime, Tribute, Zynn.
Int'l reps.: UK (Flyright, Sonet, Swift).
Masterworks, see CBS.
Mate, see Kubaney.
Max Promos., PO Box 7386, Beaumont, Tex. 77706. Tel: (713) 866-6726. Pres.: Richard T. Bianco; A&R/Sales Promo.: Tim Meehan; Sales Mgr.: Alicia Belaire.
Max's Kansas City Recs., 213 Park Ave. S., New York, N.Y. 10003. Tel: (212) 777-7870. Bd. Chm.: Tommy Dean; Music Dir.: Peter Crowley; VP A&R: John Delgaizo; VP Pub.: Phillip Locasso; VP Sales: Mark Luch.
Maycon Recs. Co., 5306 W. Columbia Ave., Philadelphia, Pa. 19131. Tel: (215) 877-8760 Pres: Mae Connelly, A&R & Promo.: E.B. Connelly; Sec'y-Treas. & Gen. Mgr.: Charmelle Connelly.
Mayhams Collegiate Recs., PO Box 46, Morningside Sta., New York, N.Y. 10026. Tel: (212) 876-4683. Pres. & Gen. Mgr.: N.B. Mayhams Sr., VP & Ass't Mgr.: Patricia C. Mayhams; Pub. Adv. & Promo.: Norris Mayhams.
Dale McBride Ents., Farm Road 580 E., Lampasas, Tex. 76550. Tel: (512) 556-6276. Pres.: Dale McBride.
Label: (Owned) WMI.
McKinnon Pictures/Rec. Co., PO Box 691, Reading, Pa. 19603. Tel: (215) 372-7361. Pres.: Leonard McKinnon.
Labels: (Owned) Alabam, Atlanna, Black Country, Black Treasure, Center City, Corrina, Filmworld, Holy Cross, McKinnon, Middletown, Movieland, Ohiophone, Otisville, Reading, Slide, Tarheel, Tridelta; (distributed) Varbee.
Int'l reps: Argentina (Microfon), Australia (Electric), Austria (Bellaphon),

Bahamas (International House of Music), Belgium (Frankie), Bermuda (Music City), Bolivia (Discolandia Dueri), Brazil (Odeon), Bulgaria (Balkanton), Canada (Musimart), Chile (IRT), Colombia (Incolve), Costa Rica (Indica), Denmark (Sonet/Danmark), Egypt (Sono Cairo), El Salvador (Dicesa), Finland (Finnlevy), France (Musidisc, Disc' AZ), Germany (DG), Greece (Music Box), Hong Kong (Cosdel), India (Gramophone), Ireland (Irish Recs.), Israel (Israel Recs.), Italy (Ri-Fi), Jamaica (Dynamic Sounds), Japan (King), Kenya (Sapra), Malaysia (Musico), Mexico (Guitarra), Netherlands (Dutch Rec. Co.), New Zealand (Hoghton Hughes), Nigeria (Senn-Sound), Norway (Arne Bendiksen), Philippines (Vic), Portugal (Radio Triunfo), Singapore (Kwang Sia), Spain (Movieplay), Sweden (Dollars), Switzerland (Metronome), Turkey (Melodi), UK (Black Wax).

McLain Family Band, CPO 1322, Berea, Ky. 40404. Tel: (606) 986-8111.
Pres.: Raymond McLain.
Label: (Owned) Country Life.

Mean Mountain Music, 926 W. Oklahoma Ave., Milwaukee, Wis. 53215. Tel: (414) 483-6500. Owner: M.J. Huskovitz.

Mecca, see W.C. Staley.

Meet the Classics, see Sine Qua Non.

Mega, see Rico.

Melodeon, see Biograph.

Melodia, see Polish Rec. Center.

Melodiya/Columbia, see CBS.

Melody Mexico (Mexico), see Cartronics.

Melway, see Music of Polynesia.

Memorial, see Cord.

Memphis & It's Music, see Glolit.

Memphis Mgmt. Inc., Box 17272 Memphis, Tenn. 38117. Tel: (901) 323-9682, 685-8533. Pres.: Ron Bickwood.

Mena Ents. Inc., 606 Hipodromo Ave., Santurce, P.R. 00909. Tel: (809) 723-1764/2300. Pres.: Ignacio Mena; Sales Mgr.: Daniel Mena; Promo. Mgr.: Luis Mojica.
Labels: (Owned) Chembo; (licensed) Disneyland, Promus; (distributed) Discuba, Fuentes, Musart, Peerless.

Mercantile Recs., PO Box 2271, Palm Springs, Calif. 92263. Tel: (714) 320-4848. Pres.: Kent Fox.

Mercurio, see Velvet de Puerto Rico.

Mercury, see PolyGram.

Mercury Golden Imports, see Polygram Classics.

Mericana Melody, see Mericana Rec. Corp.

Mericana Rec. Corp., 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-0044. Pres.: Joe Cayre.
Labels: (Owned) Mericana, Mericana Melody, Salsoul (Salsa).

Meridian Recs., 1921 Buckingham Rd., Los Angeles, Calif. 90016. Tel: (213) 938-8498. Pres.: Bill Buchman.

Merry Elf, see Argus.

Mersey, see Country Star.

Message, see Superior Sound.

Messenger Recs. (div. of Full House Inc.), 421 S. Main St., Memphis, Tenn. 38103. Pres.: William E. Taylor VP Sales & Promo.: Kenneth G. Smith; VP Mdsg.: J. W. Crudgington.
Branch: Nashville, Tenn., PO Box 25066. Zip: 37202. Tel: (615) 885-0475.

Met Richmond Latin Rec. Sales, 1137 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Cable: SEECODISC N.Y. Telex: 668550. Pres. & Int'l: David Last; Sec'y: Bea Last; Pub. Mgr.: S. Press; Promo. Mgr.: D. Erlichman; Tape Supervisor: B. Cohen.
Labels: (Owned) Bronjo, Datoe, Parnaso, Seeco, Tropical.

Metro, see Daytwo.

Metropolitan, see Elektra/Asylum/Nonesuch.

Miami Recs. Dist'g Corp., 2819 NW Seventh Ave., Miami, Fla. 33127. Tel: (305) 635-7925. Cable: MIARI C. Pres.: Caridad Moya; VP: A.R. Sedeno; Sec'y-Treas.: Carlos Diaz-Grandos.

Michele Audio Corp., Andrews Street Rd., Massena, N.Y. 13662. Tel: (315) 769-2448. Pres.: Ginette Cormier.
Int'l branch: Canada.
Labels: (Owned) Deutsche Massische, Michele, Produktion Deutschmark, Windmill; (distributed) Jessup.

Mickey Recs., 26 Mountain Ave., Dover. N.J. 07801. Tel: (201) 361-2084.
Pres.: Michael F. Matushin Sr.

Microfon, see Discos Latin.

Middletown, see McKinnon.

Midway Prod'ns, see Jezreel.

Mighty Wind, see Sonrise Mercantile.

Milestone, see Fantasy/Prestige Milestone/Stax.

Milk & Honey, see Benson.

Milk 'n' Honey, see Zondervan.

Mill City Recs., PO Box 3759, Minneapolis, Minn. 55403. Tel: (612) 452-2105. Rec'g Head: Alan L. Hegl.

Millennium Recs., 65 E. 55 St., New York, N.Y. 10022. Tel: (212) 759-3901.
Pres.: Jimmy Ienner; VP/Nat' Promo. Dir.: Don Ienner; Mktg. & Artist Development Dir.: Andrew Frances. (Also see RCA)

Miller-Brody Prod'ns, see Random House.

Miller & Kreisel Sound Corp., 10391 Jefferson Blvd., Culver City. Calif. 90230. Tel: (213) 204-2854. Pres.: Ken Kreisel; VP: Jonas Miller; Mktg. Mgr.: Scott Simon; Pub. Dir.: Chuck Back.
Label: (Owned) RealTime.
Int'l rep.: Europe (Audio Int'l in Germany).

Mini Recs. Inc. (div. of Prospect Recs.), 745 Franklin Ave. Brooklyn, N.Y. 11238. Tel: (212) 857-2324.

Minstrel, see Collegium.

Miracle, see Trod Nossel.

Mirage Recs. Inc., 48 Signal Rd. Stamford, Conn. 06902. Tel: (203) 325-1395. Cable: MIRAMUSIC. Pres.: Jerry Greenberg. (Distributed by Atlantic)
Branches: Los Angeles, Calif., 9229 Sunset Blvd. Zip: 90069. Tel: (213) 278-6350. Exec. VP: Bob Greenberg—**New York, N.Y.,** 75 Rockefeller Plaza. Zip: 10019. Tel: (212) 484-8148. A&R Dir.: Jim Delehant.

Mirror Ball Recs., 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Gen. Mgr. & A&R Dir.: Bill Bellman; Admin.: Myral Bellman.

Mirror Recs. Inc., 645 Titus Ave Rochester, N.Y. 14617. Tel: (716) 544-3500. Pres. & Sec'y: Bruce Schaubroeck; VP & Treas.: Armand Schaubroeck; Promo. & Sales Jim Deignan; Promo.: Brian Ormon.
Labels: (Owned) House of Guitars, Mirror.
Int'l reps.: Australia (Aleide), Canada (Opus 69, Record Peddler, Tracks on Wax), France (Free Bird, Music Box), Germany (Platten Muehl).

Misty Blue, see Crimson Dynast.

Mobile Fidelity Sound Lab, 2100 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 709-8440. TWX: (910) 494-1936. Bd. Chm.: Brad Miller; Pres.: Herb Belkin; VP Prod. Development: Gary Giorgi; Int'l Sales & Mktg. Dir.: Michael Dion; Finance Dir.: Roberta Margolis; A&R & Special Projects Dir.: Jackie Krost; Mktg. Dir.: Pete Senoff; Pub. Dir.: Leslie Rosen; Nat'l Sales Dir.: Mark Wexler.
Branches: Atlanta, Ga., 3230 Clairemont N. Zip: 30329. Tel: (404) 541-0815. Southeast Reg'l Sales Mgr.: John Ledford—**Chicago, Ill.,** 1370 W. Greenleaf, No. 3. Zip: 60626. Tel: (312) 274-7686. Midwest Reg'l Sales Mgr.: Jim Benz—**Garden City, N.Y.,** 29 Meadow St. Zip: 11530. Tel: (516) 741-4949. East Reg'l Sales Mgr.: Joe Moshy.
Labels: Geo-Disc, Original Master Rec'g.

Moby Dick Recs., 231 Hartford St., San Francisco, Calif. 94114. Tel: (415) 861-0476. Chm.: Victor J. Swedosh; Pres.: William L. Motley; VP: Stan J. Morriss; Promo.: Michael Bailey.
Branch: Los Angeles, Calif., 640 N. Beachwood Dr., Suite 105. Zip: 90004. Tel: (213) 462 4200.

Mod-Art Recs. (div. of Mod-Art Prod'g Co. Inc.), 10358 S. Forest Ave., Chicago, Ill. 60628. Tel: (312) 264-2463.

Modern, Calif., see Cadet Recs.

Modern Method Recs., 268 Newbury St., Boston, Mass. 02116. Tel: (617) 247-7590.
Label: (Licensed) Tribal Jargon/Skids Recs.

Modern Recs., 10 E. 49 St., New York, N.Y. 10017. Tel: (212) 355-3905. Co-Founders/Chief Operating Officers: Danny Goldberg, Paul E. Fishkin; Gen. Mgr./A&R: Chris Evans; Promo. Co-ord.: Christopher Nicks; Creative Servs. Dir.: Linner S. VaSoll. (Distributed by Atco/Atlantic)

Modern Sound Studio Prod'ns, see Master-Trak.

Modoc, see ASAI.

Monica (Discos), see Peer-Southern.

Monitor Recs. Inc., 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 989-2323. Cable: MONRECOIN.
Int'l reps.: Argentina (Madrigal), Australia (Carinia), Belgium (Schott Freres), Canada (Almada), France (Chant du Monde), Germany (Electrola), Netherlands (Pastor), Portugal (Mundusom), Switzerland (Music Consort).

Monkey Joe, see International Mktg. & Mgmt.

Monmouth/Evergreen, see Monmouth Recs.

Monmouth Recs., 1697 Broadway, Suite 1201, New York, N.Y. 10019. Tel: (212) 757-5105. Pres.: William H. Borden; Sales Mgr.: Claire R. Olivier.
Labels: (Owned) Monmouth/Evergreen.

Monta, see Warren.

Montclair Recs., 13755 Bayliss Rd., West Los Angeles, Calif. 90049. Pres: Wallace Todd; A&R Dir.: Miriam Todd.

Monterey Recs., PO Box 8497, Universal City, Calif. 91608. Tel: (213) 243-3456. Owner: Jack Daugherty.

Montuno Recs. Inc., 1470 Broadway, BMT Mezzanine, Times Square, New York, N.Y. 10036. Tel: (212) 840-0580. Pres.: Jesse Moskowitz; VP A&R: Rene Lopez.

Monument Rec. Corp., 21 Music Square E., Nashville, Tenn. 37203. Tel: (615) 244-6565. Cable: MONUWORLD. Pres. & A&R: Fred L. Foster; Treas.: John Dorris; Nat'l Promo. Dir.: Tex Davis; Int'l & Prod'n: Mary Brewer.
Labels: (Owned) Monument, Sound Stage 7.
Int'l rep.: Worldwide (CBS Int'l).

Moody, see General Broadcasting.

Moonlight Recs., PO Box 184, Chapel Hill, N.C. 27514. Tel: (919) 967-6666
Pres.: David L. Robert; VP: Anna S. Tuttle; Prod'r/A&R: Don Dixon.
Labels: (Owned) Moonlight; (distributed) GHE, Windom Hill.

Moon Recs., 1546 Palisades Dr., Pacific Palisades, Calif. 90272. Tel:(213) 454-2142. Pres.: Robert Meyer; Gen. Mgr.: Jeffrey Northover.

Moon Recs. of Memphis, Tennessee, 3333 Scenic Hwy., Memphis, Tenn. 38128. Tel: (901) 386-8102. Pres.: Cordell Jackson.
Label: (Owned) Moon Recs. Phase II.

Moonridge Recs. (div. of Moonridge Prod'ns Inc.), PO Box 24, Plainfield, Ill. 60544. Tel: (815) 436-2280. Pres./Gen. Mgr.: Cris Mooney Selfridge; Sec'y-Treas.: Richard J. Selfridge Jr.

Moonridge, Calif., see Pacific Challenger.

Moonstone Int'l Recs., PO Box 946, Hollywood, Calif. 90028. Tel: (213) 761-9679. Dirs.: Jeff Oxman, Marko Perko; Mktg. Mgr.: K. Dossat; Promo. Mgr.: Arthur Spivak; Int'l Mgr.: J. Billingsley.
Labels: (Owned) Arrival, Moonstone Int'l; (distributed) Bristol, Kashmir.
Int'l reps.: Greece (Seagull), UK (Contempo, Gull, Sun-Pacific).

Mopres Recs. Inc., 31203 Grando Dr., Rancho Palos Verdes, Calif. 90274. Tel: (213) 541-6710. Pres.: Dean Chambers; VP Promo.: Chris Clay; VP A&R: Gloria Love.

Morning Star, N.J., see Shanachie.

Morning Star, Tenn., see Eddie Crook.

Morrhythm, see Outstanding.

The Moss Music Group Inc., 48 W. 38 St., New York, N.Y. 10018. Tel: (212) 944-9560. Cable: VOXPRODUCT. TWX: (710) 581-5948. Pres.: Ira Moss; Exec. VP: Marvin Saines; VP/Special Sales: S. Gordon Strenger; VP Sales: Thomas DiVita; A&R/Creative Servs.: Carol Marunas; A&R/Eng'g: Siso Gandara; Pub./Promo.: Patricia Willard.
Branch: Paramount, Calif., 155-14 Garfield Ave. Zip: 90723. Tel: (213) 633-1994. Reg'l Mgr./Sales & Mktg.: Chip Heath.
Int'l branch: Canada.
Labels: (Owned) Candide, MMG, MMG (Digital), THS (Turnabout Historical Series), TVC (Turnabout Chamber Series), Turnabout, Turn-On, Vox Box, Vox Cum Laude, Vox Singles; (distributed) Storyville.
Int'l reps.: Argentina (WK), Australia (Argus), Belgium (Schott Freres), Brazil (WEA), Chile (Sonidos), Costa Rica (Reuben), Denmark (Fona Radio), Finland (Musiikki Laiho), France (SPI), Germany (Fono), Hong Kong (Pacific), Italy (IRD), Japan (Warner-Pioneer), Mexico (Peerless), Netherlands (Rec Track), New Zealand (Viking Sevenseas), Peru (Reimpex Orbe), Spain (Ferysa), Sweden (Seelig), Switzerland (Arts Managers, Musica AG), UK (Parnote), Venezuela (Palacio de la Musica).

Motette-Ursina (Germany), see Teleson-America.

Mother Cleo Prod'ns, PO Box 521, Sunset Blvd., Newberry, S.C. 29108. Tel: (803) 276-0639. Studio Mgr.: Polly Davis; Prod'r/Dir.: Hayne Davis; Int'l: O.T. Hudson; Field Rep.: Willard Brown.
Labels: (Owned) Cleo, Cub, Mother Cleo.

Mother Goose, see Cadet Recs.

Motown Rec. Corp., 6255 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 468-3500. Chm.: Berry Gordy; Pres.: Jay Lasker; Exec. VP Mktg. & Dist'n: Dick Sherman; VP Sales: Miller London Jr.; VP Promo.: A Skip Miller; VP Creative: Lee Young Sr.; VP Artist Relations: Shelly Berger; Int'l Mgr.: Peter Pasternak; Nat'l Press & Pub. Dir.: Bob Jones.
Int'l branches: Canada, England.
Labels: (Owned) Gordy, Motown, Natural Resources, Prodigal, Rare Earth, Soul, Tamla.
Int'l reps.: Argentina (Microfon), Australia (Astor), Austria (Bellaphon), Belgium (Vogue), Bolivia (Discolandia Dueri), Brazil (Top Tape), Canada (Quality), Central America (Dideca in Guatemala), Chile (Quatro), Colombia (Incolve), Denmark (Electra), Ecuador (IFESA), Finland (Discophon), France (Vogue), Germany (Bellaphon), Greece (Columbia-EMI, Emsal), Hong Kong (EMI), India (Gramophone), Ireland (EMI), Israel (Eastronics), Italy (EMI), Japan (Victor), Malaysia (EMI), Mexico (RCA), Netherlands (VIP), New Zealand (EMI), Norway (Talent Music Org.), Peru (El Virrey), Philippines (Octoarts), Portugal (Imavox), Singapore (EMI), South Africa (RPM), Spain (Belter), Sweden (Electra), Switzerland (Bellaphon, CPSA), Thailand (Audiovision), Turkey (Melodi), UK (EMI), Venezuela (Palacio de la Musica), West Indies (GG in Jamaica).

Mount, see Outlet.

Mountain Railroad Recs. Inc., 3602 Atwood Ave., Madison, Wis. 53714. Tel: (608) 241-2001. Pres.: Stephen Powers; Bus. Mgr./Sales: Bob Postel; Promo.: Jerry DeJong; Artist Tour Co-ord.: Dave McCleary.
Int'l reps.: Canada (Almada), Germany (Taxim), UK (Evolution).

Mountain Recs., 15510 NE 15 Court, North Miami Beach, Fla. 33162. Tel: (305) 944-9945. Pres. & Prod'r: Aaron L. Broomfield; VP: Wynell Broomfield; Sales Mgr.: Ted Williams; Sales: Ben Broomfield; A&R: Dianne Williams, Ron Broomfield; Promo.: Al Broomfield, Carolyn Rodriguez.

Movieland, see McKinnon.

Mudflap, see Star Jazz.

Mudist (Sweden), see SWS.

Mulligan (Ireland), see Green Linnet.

Multi-Media, see Nationwide Sound.

Murbo, see Bourne.

Muscle Shoals Sounds Recs., see MSS.

Muse Recs. (div. of Blanchris Inc.), 160 W. 71 St., New York, N.Y. 10023. Tel: (212) 873-2020. Pres.: Joe Fields.
Labels: (Owned) Deluxe, Muse; (distributed) Timeless-Muse.

Music Adventures Recs. Inc., 8033 Sunset Blvd., Suite 101, Hollywood, Calif. 90046. Tel: (213) 650-0060. Int'l Pres.: Jhon Baruth; USA Pres.: Daniel Baruth; USA VP: David Baruth; VP Nat'l A&R: Jain Baruth; VP Nat'l Promo.: Denny Corder; VP Finance: Terry Stovering; VP Europe: Raymond Baruth Jr.; West A&R Mgr.: Shelley Hetes; East A&R Mgr.: Denny Conrad; Artist Development Mgr.: Jeff Reding.
Branch: Cleveland, Ohio, 12501 Madison Ave. Zip: 44107. Tel: (216) 228-8241. Mgr.: Tom Halloran; Eastern Promo.: Marilyn Doerffler.
Int'l branch: Italy.
Labels: (Owned) Ohio; (distributed) BBB.

Musica Latina Int'l Inc., 888 Seventh Ave., New York, N.Y. 10019. Tel: (212) 397-6730. Pres.: Gerald Masucci; VP: Victor Gallo; Int'l: Jose Florez.
Labels: Alegre, Barbaro, Cotique, Fania, Inca, Karen, Nuestra, Tico, Vaya.

Musical Cocktail Recs. Inc., 408 N. Palm Dr., Beverly Hills, Calif. 90210. Tel: (213) 858-1622/1234.

Musical Heritage Society Inc., 14 Park Rd., Tinton Falls, N.J. 07724. Tel: (201) 544-8446. Pres.: Albert Nissim; Gen. Mgr.: Robert Nissim; A&R Dir.: Jeffrey Nissim.
Label: (Owned) MHS.

Musical Recs. Co., 780 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638.
Pres.: Eliseo C. Valdes; Gen. Mgr.: Lazaro Fernandez.

Music America, see Hilding America.

Musicanza Corp., 2878 Bayview Ave., Wantagh, N.Y. 11793. Tel: (516) 826-2735. Pres.: Al Rubin.

MusiCards, see American Entertainment.

Music City, see Dawn.

Music Ents. Inc., 5626 Brock, Houston, Tex. 77023. Tel: (713) 926-4431.
Pres.: Huey P. Meaux; Treas.: Aaron Schechter; Sec'y: Mary E. Thornton; Studio Mgr.: Lonnie Wright.
Labels: American Playboy, Crazy Cajun, Jet Stream, Pacemaker, Star Flite.

Music Factory Inc., 567 NW 27 St., Miami, Fla. 33127. Tel: (305) 576-2600.
Pres.: Robert Archibald.
Label: (Owned) Platinum.

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

Music Is Medicine, see First American.

Music Mktg. Corp. (dancercise), IEI Bldg., Airport Plaza Hwy. 36, Hazlet, N.J. 07730. Tel: (201) 264-0700, 739-3232. (SEE ADVERTISEMENT)

Music Mart, see La Louisianne.

Musicmasters, 14 Park Rd., Tinton Falls, N.J. 07724. Tel: (212) 964-0646.
Pres.: Jeffrey Nissim; VP: Robert Nissim.

Music Minus One, see MMO.

Music of Many Lands, see Request.

Music of Polynesia Inc., Ala Moana Bldg., Suite 919, 1441 Kapiolani Blvd., Honolulu, Hawaii 96814. Tel: (808) 946-1677. Pres.: Jack de Mello; VP: Ilse de Mello.
Labels: (Owned) Melway, Music of Polynesia.

Musicraft, see Trend Rec. Corp. in Calif.

Musi-Poe, see Sid Kleiner.

Musi-Que, see Blue River.

Musique Circle Recs., PO Box 7991, Long Beach, Calif. 90807. Owners: Mike & Judith Vaccaro, Jack Reidling.

Musi-Que Contemporary, see Blue River.

Musique Recs., 1141 Liberty Ave., Brooklyn, N.Y. 11208. Tel: (212) 827-5434. Owner: Benny Patti.

Muskadine, see Advent.

Mustard Seed, see Re'Generation.

Mustevic Sound Recs. Inc., 193-18 120 Ave., St. Albans, N.Y. 11412. Tel: (212) 527-1586. Pres.: Brenda Reid, Dir.: Steve Reid; Sales/Promo. Mgr.: Ayanna Kai.
Labels: (Owned) Mustevic Sound; (distributed) Ak Ba.
Int'l reps.: Africa (Brian Munro in Ghana), France (Musica, Record Shop), Germany (Ring, Jazz Aktuell), Iceland (R. Gudmundsson), Italy (IRD, La Bella Bella), Japan (Record Shop OM), Netherlands (Agram), UK (Jazz Servs., Projection).

Mutual Music Corp., 254 Scott St., San Francisco, Calif. 94117. Tel: (415) 431-3047, 621-4131. Chm./Mktg.: Norman E. Pierce; Pres.: George L. Clark; VP A&R: Jeffrey Richardson; VP Prod'n: Reynold D. Brown.
Labels: (Owned) MMC, Rambler, Western.
Int'l reps.: Netherlands (Golden Age), UK (Independent Rec. Sales).

Muza, see Polish Rec. Center.

Myrrh, see Word.

Mystic Recs. Inc./Clock Recs., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 464-9667. Pres.: Doug Moody; VP Promo./Sales: Tim Lane; Co-ord.: Nancy Farth.
Labels: (Owned) Clock, Mystic, Mystic Sound, Solar.

N

N A L R, see North American Liturgy.

N A P Recs. Inc., 3941 Don Juan, Abilene, Tex. 79605. Tel: (915) 673-4843, 677-8601. Pres.: Charles D. Grissom.

N B C Music Recs., PO Box 392, Brentwood, Tenn. 37027. Tel: (615) 793-7085.

N L D C (National Label Dist'g Co.), 1529 Walnut St., Philadelphia, Pa. 19102. Tel: (215) 568-0500. Pres., Promo. & Sales: Steve Schulman; Ass't to Pres., Press & PR: Elice Carter.

N M I Prod'ns Corp., 5500 Troost, Kansas City, Mo. 64110. Tel: (816) 361-8455. Pres.: Eugene Gold; VP: Gilbert Roland; Exec. Dir., Sales & Mktg.:

Roy Boykins; A&R: Mike Green; Country A&R: Harold Stark; Promo. Dir.: C. King; Promo.: Charles Smith. (Also see 3 G's Inds.)
Labels: (Owned) Cory, EBC, NMI.

N S D, see Nationwide Sound.

Nasco, see Nashboro.

Nashboro Rec. Co., 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. (Also see AVI)
Labels: (Owned) Abet, Creed, Excello, Mankind, Nasco, Nashboro; (distributed) Kenwood.

Nashville American, see General Broadcasting.

Nashville Int'l Corp., 20 Music Square W., Nashville, Tenn. 37203. Tel: (615) 373-2575. Cable: NICORP. Pres.: Reggie M. Churchwell; VP: Ken Little; Sec'y-Treas. & Sales & Mktg.: Peggy J. Churchwell; Controller: Donna Ancelet; Adv. & Pub.: James E. Gray.
Labels: (Owned) Nashville Int'l, Phoenix.

Nashville Jazz Prod'ns Inc., 908 Noelton Ln., Nashville, Tenn. 37204. Tel: (615) 383-7658.

Nashville North Recs., 101 E. Irving Pike Rd., Bensenville, Ill. 60106. Tel: (312) 595-7878. Owner: Archie Drury Sr.

National Label Dist'g Co., see NLDC.

National Music Ents., PO Box 35855, Houston, Tex. 77035. Tel: (713) 499-5943. Mgr.: Dan Mechura Sr.; Country A&R: Danny James.
Labels: (Owned) Allstar, Star.

National Recs., 3410 Ave. R, Lubbock, Tex. 79412. Tel: (806) 744-5590. Pres.: Bud Andrews.
Labels: (Owned) Lemon, National.

Nationwide Sound Dists., PO Box 23262, Nashville, Tenn. 37202. Tel: (615) 385-2704. Pres.: Joe Gibson; VP: David Noel Gibson; Nat'l Promo. Dir. & Sales Mgr.: Betty Gibson; Ass't Promo. Dir.: Debbie Gibson; Nat'l Secondary Promo.: Jerry Duncan.
Labels: Charta, Cole Cash, Dallas, Dee Jay, FXL, Fireball, Grass, Multi-Media, NSD, New Colony, Phono, Soundwaves, 3-J, Triple-J. (SEE AD)

Native Roots, see Tom Bee.

Natural Resources, see Motown.

Nautilus Rec'gs (div. of Triton Inds. Inc.), 761 Shell Beach Rd., Shell Beach, Calif. 93449. Tel: (805) 773-1848. Pres.: Steve Krauss; VP: Bob Jonte; Mktg. Dir.: Bexter Boyington; Nat'l Sales Mgr.: Steve Caldero; Finance Dir.: Bill Marre; A&R & Licensing Dir.: J. Luby.
Labels: (Owned) Nautilus; (distributed) Cohearent Sound, JVC, Romar.

Naw, see OK.

Neat, see Eat.

Neliz, see Rico.

Nelwin Recs. Inc., 254 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-9310. Pres.: Winston Negron.

Nemperor, see CBS.

Neostat Music Co., 425 Bryn Mawr, Birmingham, Mich. 48009. Tel: (313) 647-1662, 538-4444. Pres.: Harvey Yates.

Nessa Recs., 5404 N. Kimball Ave., Chicago, Ill. 60625. Tel: (312) 588-1204. Owner: Charles Nessa.
Int'l rep.: Denmark (SteepleChase).

Never Ending Music, see Argus.

Newbery Award, see Random House.

New Born, see Praise.

New Colony Recs. & Tapes, PO Box 12155, Nashville, Tenn. 37212. Tel: (615) 269-5296. Pres.: Joe Waters; VP: Jim Conley. (Distributed by Nationwide Sound)

New Dawn, see Zondervan & Benson.

New Day, see QCA.

New Dimension, see Wildwood.

New Directions, see Dimitri.

New England Rec. Co., Drawer 520, Stafford, Tex. 77477. Contact: Daniel Andrade.
Int'l rep.: France (Crypto).

New Leaf Press Inc., PO Box 1045, Harrison, Ark. 72601. Tel: (501) 741-2514. Pres.: Clifford Dudley; VP: John Boneck.
Label: PTL Club.
Int'l rep.: Canada (Evangel).

New Life Recs. (div. of National Music Serv. Inc.), PO Box 5378, Spokane, Wash. 99205. Tel: (509) 328-4207; WATS (800) 541-1565. Pres.: Merrill P. Womach; Exec. VP: Dan Womach; Sales Co-ord.: Dayle K. Maloney; Adv. & Promos. Dir.: Bill Hutchins.

Newworld Media, No. 1, Newworld Square, South Blue Hill, Me. 04615. Tel: (207) 374-5539. Owner & Pres.: Noel Paul Stookey; Studio Mgr./Eng.: Stu Davis; Eng.: Reg Bennett; Treas.: Joyce Hall; Sec'y: Elaine Sutherland; Shipping & Mktg.: Karen Frangoulis.
Int'l reps.: Australia (Rhema, Spotlight), UK (Word).

New Orleans Sound, see Great Southern.

NewPax, see Benson.

Newport, see Old Dominion.

New Song Recs., 2913 95 St., Lubbock, Tex. 79423. Tel: (806) 745-5992. Pres.: Bill Gammill; VP & A&R: Russ Murphy.

New Sound, see Accent.

Newtroit Recs., 12842 Fenkell Ave., Detroit, Mich. 48227. Tel. (313) 345-7007. Pres.: Tito Lewis.

New Wine Prod'ns, PO Box 544, Lomita, Calif. 90717. Tel: (213) 454-1528. Owner & Pres.: G. Nelson Stringer.

New World, see Recorded Anthology & Peters Int'l.

Newzonophone, see AcoustoGraphic.

Nighthawk Recs., PO Box 15856, St. Louis, Mo. 63114. Pres.: Robert Schoenfeld; A&R: Leroy Pierson.
Int'l reps.: Canada (Trend), Germany (Taxim), Italy (IRO), Japan (G&G), UK (Swift).

Nine, see Westbound.

Nirvana Recs., 1145 Green St., Manville, N.J. 08835. Pres. & Gen. Mgr.: Marc Zydiac; VP & A&R: Mary Ellen Clark.

Nitfol Recs., PO Box 7723, Tulsa, Okla. 74105. Tel: (918) 747-4118. Pres.: Dick Loftin.

Nitty Gritty (South Africa), see David Gresham.

No Gap, see Zim.

No Holds Barred, see Request.

Nomad, see Vanguard.

Nonesuch, see Elektra/Asylum/Nonesuch.

Noodle Recs. Corp., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 246-0385. Cable: VERSATILE.
Labels: (Represented) Disco Int'l, Greedy, Gull (UK), MCP, Playboy (all for Latin America); Springboard Int'l (for Argentina, Bolivia, Central America, Colombia, Dominican Republic, Mexico, Panama, Peru, Uruguay, Venezuela.

Norfolk Int'l, see Legrand Recs.

Norsk-Disk, see Lindberg.

North American Liturgy Resources, 10802 N. 23 Ave., Phoenix, Ariz. 85029. Tel: (602) 864-1980. Pres.: Ray Bruno; VP: David Serey; A&R: Paul Quinlan; Sales Mgr.: Sy Berkowitz; Comptroller: Art Meehan.
Labels: (Owned) Epoch, NALR.

Int'l reps.: Australia (World of Life Centre), Canada (B. Broughton), UK (Anchor).

Northcoast, see MDS.

Northern Light, see Fire Sign.

Nostalgia, see Sonic Arts.

Nostalgia Lane Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-5390. Co-Owners: Lee Halpern, Nina Mattikow; Comptroller: Harry Ringler.

Now, N.J., see Argus.

Now, Calif., see Original Sound.

Nucleus Recs., PO Box 111, Sea Bright, N.J. 07760. Pres.: Robert N. Bowden; Sec'y: Jean Schweitzer.

Nuestra, see Musica Latina.

No. 1, see Discos Latin.

Numex, see Tom Bee.

Nu-Sound Recs., 4701 Trousdale Dr., Nashville, Tenn. 37220. Tel: (615) 385-3726. Pres.: R. Hayes.
Label: (Owned) KL.

Nutmeg, see Audiofidelity.

NuTop Rec. Inc., 2439 S. Dorsey, Tempe, Ariz. 85282. Tel: (602) 966-7764.

Nu-Trayl Rec. Co., 10015 W. Eight Mile Rd., Franksville, Wis. 53126. Tel: (414) 835-4622. Owner: Mary Hribar; Pres. & Gen. Mgr.: Tommy O'Day.
Branch: Nashville, Tenn., 17 Music Square W. Zip: 37203. Tel: (615) 754-4982. Prod'r: Mike Borchetta.

Nutshell, see Institute for Language Study.

Nu-World Rec'g Inc., 2309 N. 36 St., Milwaukee, Wis. 53210. Tel: (414) 445-4872. Bd. Chm. & Pres.: Marvell Love.

O

O B Prod'n, see Discolando.

O K Recs., 2200 E. Seventh St., Austin, Tex. 78702. Tel: (512) 476-4588.
Labels: (Owned) Kidd, Loyal, Naw.

O R C, see Otoao.

Oak Rec's, see Any Prod'n.

Oakridge Music Rec'g Serv., 2001 Elton Rd., Fort Worth, Tex. 76117. Tel: (817) 838-8001/7623. Pres.: Homer Lee Sewell.
Labels: (Owned) Arrowhead, Crossfire, Oakridge.

Oasis, Fla., see Request.

O'Brien Recs., PO Box 111145, Nashville, Tenn. 37211. Tel: (615) 331-9686.

Ocean & Sea, see GRS.

Odeon, see Alhambra.

Odyssey, see CBS.

Official Recs., 156 Darkes Ln., Summertown, Tenn. 38483. Tel: (615) 964-3571. Cable: BOOKPUBCO. Pres.: Paul Mandelstein; VP: Michael Tassone; VP A&R: Philip Schweitzer; VP Sales & Promo.: Gary Rhine; Promo. Dir.: Matthew McClure.
Int'l branch: Ireland.
Int'l rep.: UK (Kona).

Ohir, see Penco.

Ohio, Cleveland, Ohio, see Music Adventures.

Ohiophone, see McKinnon.

Ohio Recs., PO Box 655, Hudson, Ohio 44236. Tel: (216) 653-8295. Pres.: Ethel P. Delaney; A&R: R.T. Delaney; Country Mgr.: Russ Delaney; Pub., Adv. & Promo.: Sandy Lambert.

Oink, see Bay Recs.

l'Oiseau-Lyre, see PolyGram Classics.

Okart, see Seeds.

Old Boston, see Rik Tinory.

Old Dominion Recs. Group, PO Box 6025, Newport News, Va. 23606. Tel: (804) 595-9000. Cable: DOMIREC. Chm. & Pres.: E.F. Evans; Exec. VP: Michael Collins; Gen. Mgr.: Bruce Rader; Classical A&R Mgr.: Sunnie Wilcoxin; Pop A&R Mgr.: Demain Sinclaire; Country A&R Mgr.: Brendon Hale; Artist Relations: Olivia Rowe, Brion K. Hilton, Roxanna Cohen; PR: Gwynne Markwood.
Branches: Wheaton, Md., 11250 Georgia Ave. Zip: 20902. Tel: (301) 949-6900. Dist'n: Keith Landisburg; PR: Brondell Wynkovich—**Nashville, Tenn.,** 649 16 Ave. S. Zip: 37203. Tel: (615) 244-4400. Dist'n: Carlton Wainwright; PR: Kent Bishop.
Labels: (Owned) Baby Boy, Baby Girl, Del-Mar-Va, Kadia, Libido, Newport, Old Dominion, Parquette, Peninsula, Renoire, Stud Guy.

Old Hat Recs., PO Box 946, Springtown, Tex. 76082. Tel: (817) 433-5720. Pres.: James Michael Taylor; Exec. Dir.: Charles P. Bowles; Sales Mgr.: Anna Golden; Promo. Dir.: Peggy Sioux; A&R: Rick Babb.
Branch: Portland, Ore., 626 NE 109 Court. Zip: 97220. Tel: (503) 254-5828. VP: James Lloyd Taylor.
Labels: (Owned) Old Hat, T2 Topple.

Old Homestead Recs. Inc., Box 100, Brighton, Mich. 48116. Tel: (313) 227-1997. Pres.: John Morris; VP: Norma Morris.
Labels: (Owned) Broadway Intermission, Old Homestead, Rutabaga.

Oldies 45, see Vee Jay.

Old Timey, see Arhoolie.

Olenik Recs., G-10282 N. Saginaw Rd., Clio, Mich. 48420. Tel: (313) 686-9644. Owner: Nicholas H. Olejnik.
Label: (Owned) Song Request Magazine.

Olivia Recs. Inc., 4400 Market, Oakland, Calif., 94608. Tel: (415) 655-0364.
Labels: (Owned) Olivia; (distributed) Bloodleaf, Deep River, Dream Machine, Thunderbird, Trish Nugent.

Ollie, see Rollin' Rock.

Olympic, see Everest.

Omaha Recs., PO Box 1491, Omaha, Neb. 68101. Tel: (605) 267-2859. Owner: Douglas Sharples; Promo.: Paul Dunlap.

Omega, N.Y., see Ampro.

Omnisound Inc. (div. of Waring Ents. Inc.), Delaware Water Gap, Pa. 18327. Tel: (717) 476-0550. Chief Exec. Officer: Fred Waring Jr.; Exec. Dir.: Yoshio Inomata; Ass't Dir.: Linda Hay; Prod'r: Bill Goodwin.

One Love, see Groove Time.

Onix, see Otoao.

Oops, see Disc Disk.

Open, see Loadstone & Open.

Open Sky Recs., 10735 Vernon, Huntington Woods, Mich. 48070. Tel: (313) 546-7558. Pres./A&R: Martin Scot Kosins; Mng. Dir.: Peg DuBois; Chief Technical Eng.: Danny Dallas.

Operation Golden Hawk, see Crimson Dynasty.

Orfeon Recs. Inc., 2837 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-1223. Pres.: Rogerio Madero; VP's: Jose Mauricio Perez, Martin Romero.
Home office: Mexico, Discos Mexicanos SA.
Branches: New York, N.Y., 680 10 Ave. Zip: 10036. Tel: (212) 581-4639—**Santurce, P.R.,** 613 Calle Cerra, PDA 15. Zip: 00907.
Labels: (Owned) Dimsa, Orfeon.

Orfeu, see Penco.

Organ, see Beserkley.

Orient, see Rashid.

Original Cast, see Take Home Tunes!

Original Master, see Mobile Fidelity.

Original Sound Recs., 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 851-2500. Pres.: Art Laboe; Opns. Mgr.: Joe Daigle.
Labels: (Owned) Now, Original Sound.

Orion Master Rec'gs Inc., PO Box 4087, 5840 Busch Dr., Malibu, Calif. 90265. Tel: (213) 457-3370. Pres.: Giveon Cornfeld; Sec'y-Treas.: Marion Cornfeld.
Labels: (Owned) Orion; (distributed) CCC/Orion.
Int'l reps.: Germany (Disco-Center), Italy (Sciascia), Spain (Dial), UK (Ember).

Orlando Rec. Corp., 7513 Lake Dr., Orlando, Fla. 32809. Tel: (305) 855-8920. Telex: 803838. Contact: Carroll Fulmer. (Also see Professional Mktg.)

Oro, see DGJ.

Oscar, see Alshire.

Otisville, see McKinnon.

Otoao Recs. Co. Int'l Ltd., 214 W. 96 St., New York, N.Y. 10025. Tel: (212) 866-2469. Cable: OTOARECO. Pres.: L.R. Bernard; VP & Gen. Mgr.: Dolores Vera; VP's: B. & M. Bernard.
Labels: (Owned) Colony, ORC, Sugar-Soul, Taino; (distributed) Dinsa, Fenix, Onix, Teen.

Our Gang Entertainment Inc., 26111 Brush Ave., Cleveland, Ohio 44132. Tel: (216) 261-8700. Pres.: Joey Porrello; VP & Gen. Mgr.: Bob Porrello; Financial Dir.: Jim De Geronimo; Midwest Artist Development: Ken De Geronimo; A&R Dir.: Roger Hatfield.
Branch: Morton Grove, Ill., 7901 N. Caldwell Ave. Zip: 60053. Tel: (312) 967-0998. VP Artist Development: Leo Graziano; Midwest Promo.: Jim Stella; Pub.: Nick Schmitz.

Outer Galaxie, see Star People.

Outlet Recs., Box 594, 118 Main St., Rocky Mount, Va. 24151. Tel: (703) 483-0689/1538. Owner & Pres.: W. Rod Shively.
Labels: (Owned) Mount, Outlet.

Out of Print, see VHF.

Out of Town, see AVI.

Output, see Jersey Coast.

Outstanding Recs., PO Box 2111, Huntington Beach, Calif. 92647. Tel: (714) 842-8635. Owner: Earl S. Beecher.
Labels: (Owned) Morrhythm, Outstanding; (distributed) Camerata Tokyo (Japan).
Intl reps.: Germany (Discofon), Japan (Camerata Tokyo), Sweden (Disc Music).

Ovation Inc., 1249 Waukegan Rd., Glenview, Ill. 60025. Tel: (312) 729-7300. TWX: (910) 651-4856.
Branch: Nashville, Tenn., 803 18 Ave. Zip: 37203. Tel: (615) 327-4871.
Int'l reps.: Australia (RCA), Canada (RCA), UK (Polydor).

Overseas Wax, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 541-9198. Pres., Sales & Adv. Mgr.: David Franklin.

Ozark Opry Inc., PO Box 242, Osage Beach, Mo. 65065. Tel: (314) 348-3383/2270. Owner & Pres.: Lee Mace.
Labels: Kajac, Ozark Opry, Vision; (distributed) Four Leaf Clover, 2-J.

P

P A Ents. Inc., John Hancock Center, Suite 5404, 875 N. Michigan, Chicago, Ill. 60611. Tel: (312) 337-5643. Pres.: Andy Pappas; VP Mktg.: Bill Demis; Nat'l Promo.: Les Davis; Int'l Promo.: Mario Contreas.
Labels: (Owned) Jahrock, PA, Pygmy.

P A I D Recs., 3409 Brinkman St., Houston, Tex. 77018. Tel: (713) 880-1175. Pres.: Don Daily; VP: Bud Daily.
Labels: (Owned) PAID; (distributed) IBC.

P A U S A Recs., PO Box 10069, Glendale, Calif. 91209. Tel: (213) 244-7276. VP Sales & Mktg.: Earl D. Horwitz; Prod'n & Promo.: Bill Stilfield.

P B R, see Varese Sarabande.

P C A Recs., c/o PC Assocs., PO Box 175, Fort Wayne, Ind. 46801. Tel: (219) 489-5565.

P M Recs. Inc., 20 Martha St., Woodcliff Lake, N.J. 07675. Tel: (201) 391-2486. Pres.: Gene A. Perla; VP: Mary Perla.
Int'l branch: Canada, Post Meridiem Prod'ns.
Labels: (Owned) PM; (distributed) JDE, Shih, Silverbirch.
Int'l reps.: Canada (Phonodisc), Denmark (SteepleChase), Germany (Membran), Italy (IRD), Japan (Sunkyo), UK (Cadillac).

P M S, see Professional Mktg.

P P L Recs. Corp., 6331 Hollywood Blvd., Suite 423, Hollywood, Calif. 90028. Tel: (213) 464-0401. Pres.: J. James Jarrett; Exec. VP: Remedeas Kelly; Sr. VP Opns.: Gene Boykins; Sr. VP Technical Servs.: Dave Dyer; VP Promos.: Ricardo Starks; VP Sales: Denise Gauthier; VP A&R: Ray Moore; Exec. VP/Credence Recs.: Mike Cruz; Special Servs. Dir.: Ralph Bland; College Co-ord.: Kalani Childs.
Labels: (Owned) Credence, Jarrett, PPL.

P * P Recs., 64 Queensberry, No. 122, Boston, Mass. 02215. Tel: (617) 536-4136. Pres.: Steven Polcher; Exec. VP: Curt Naihersey; VP Sales: Ken Scales; VP A&R: Rick Martin; Key Opns. Head: Ron Marinick; Base Opns. Head: Brad Hallen.

P T L Club, see New Leaf.

P V C Recs., c/o Jem Recs., 3619 Kennedy Rd., South Plainfield, N.J. 07080. Tel: (201) 753-6100. Telex: 833438. Pres.: Marty Scott.

Pablo Live, see Pablo Recs. & RCA.

Pablo Recs. Inc., 451 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 274-9831. Cable: JAZPHIL. Pres.: Norman Granz; Admin. VP: Pamela Campbell. (Distributed by RCA)
Labels: (Owned) Pablo, Pablo Live, Pablo Today.

Pablo Today, see Pablo Recs. & RCA.

Pacemaker, see Music Ents.

Pacific, see Atlantic.

The Pacific Arts Corp., PO Box 22770, Carmel, Calif. 93922. Tel: (408) 624-4704. Telex: 351455. Bd. Chm.: Michael Nesmith; Pres.: David Bean; Network Liaison: Dick Broder; Mfg. Dir.: Ann Schwarz; Promo. Dir.: Jeff Green.
Int'l reps.: Brazil (SOM), Germany (Metronome), Netherlands (Benelux Music Inds.).

Pacific Challenger Recs. Inc., 2940 E. Miraloma Ave., Anaheim, Calif. 92806. Tel: (714) 992-6820/6827. Telex: 685553. Pres. & Gen. Mgr.: C.E. Whittington; VP Promo.: Dottie McIlroy; Sec'y-Treas.: Virginia Whittington.
Labels: Moonridge, Pacific Challenger.

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

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

Painted Smiles Recs. (sub. of Batte y Recs. Inc.), 116 Nassau St., New York, N.Y. 10038. Tel: (212) 964-31 0.
Palace, see Caprice.
Palante, see Audiorama.
Palladium Recs., 1650 Broadway, New York, N.Y 10019 Tel. (212) 581 6162.
Palm, see Criterion
Palmer, see Dawn.
Palmetto, see Album Globe
Pamlyn Recs., PO Box 6211, Clev land, Ohio 44101 Pres Robert Wright, Gen. Mgr. & Promo.. Becky St uss, Musical Dir. Otto Mann.
Labels: (Owned) Pamlyn, Tall lan.
Pan Americana, see Pan Americar
Pan American Recs. Inc., 3751 W. 2 5 St., Chicago, Ill. 60623 Tel (312) 521 1100. Pres.: Gustavo Silva; Sec' Isabel C Silva, Treas J Manuel Calvo, Buyer Frances N. Flores.
Labels: (Owned) Pan American
Panart Int'l Inc., 477 W. 27 St., H aleah, Fla. 33010 Tel (305) 887 1391 Cable PANARTREC.
Pandora Music, PO Box 2281, Wes ower, W Va. 26505. Tel: (304) 292-6447 Owner: Gilbert Trythall
Labels: (Owned) Pandora, Pan ora/Synthe
Pandora/Synthe, see Pandora Mu ic.
Panini Recs./Panini Prod'ns Inc., O Box 15808, Honolulu, Hawaii 96815 Tel: (808) 947-4985. Pres.: St en O Siegfried, VP Witt H P. Shingle, Sec'y-Treas.: Lawrence N. Brow n.
Pantego Sound Studios, 2210 Rap r Blvd , Pantego, Tex 76013. Tel (817) 461-8481 A&R: Charles Stewa
Labels: (Owned) Pantego, Upst irt.
Pantheon Desert Recs., 6325 N. I vergordon Rd., Scottsdale, Ariz. 85253 Tel: (602) 948-5883.
Papagayo, see Sociedad Int'l de S nido.
Paradise Recs. Inc., 4720 W. Mag olia Blvd., Burbank, Calif. 91505. Tel (213) 980-5644. Pres.: Leon R sell; Mgr.: Diane Sullivan. (Distributed by Warner Bros.)
Paragon, see Benson.
Parallel Recs. & Tapes, 1414 Sum it Ridge Dr., Beverly Hills, Calif 90210 Tel (213) 477-3651, 858-591 Exec Pres Rocky di Giallenico, VP Robert M. Harrison; Staff Ar anger/Prod'r Larry Weir, Staff Eng / Prod'r Tom Weir, Pub Chm Theresa Weir
Paramount, see MCA.
Paramount-West Ents., PO Box B, Ira Loma, Calif. 91725 Tel (714) 735-5845.
Labels: (Owned) Constitution, Para-West, Podium, Rodeo, Soul Mer chant.
Parasound Inc., 680 Beach St., San Francisco, Calif 94109 Tel: (415) 673 4544. Cable: DOOBYDOO. Pres Bernard Krause, VP Admin'r. Pamela South; VP Planning: Richard Sc ram.
Para-West, see Paramount-West.
Paredon Recs., 33 W. 17 St., New Y rk, N.Y 10011. Tel (212) 242-6001
Charlie Parker, see Audiofidelity.
Park Lane, see CBS.
Park Place Recs., PO Box 564, T cker, Ga. 30084 Tel. (404) 939 8064 Pres.: Charles E. Park; VP: Joe Castanuela.
Park Place Recs. Ltd., 159 E. 92 S , New York, N Y. 10028. Tel (212) 860 0026. Pres.: Jack Levy; Exec. Dir . John Golden; Promo. Brad LeBeau.
Parliament, see American Themes & Tapes.
Parnaso, see Met Richmond.
Parquette, see Old Dominion.
Parr-X Corp., 8809-11 Rising Sun A e., Philadelphia, Pa. 19115. Tel. (215) 676-8992. Pres.: Frank Virtue; S c'y-Treas.: Mary Bozzi, A&R Dir.: Mary Ann Virtue; R&B/Soul A&R: John ny Stiles; Promos.: Linda Virtue, Melvin Wells.
Labels: (Owned) A Major, Fayet e, Rising Star, Virtue
Par T, see Master-Trak.
Pasha, see CBS.
Passion Inc./E & M Recs., PO Box 16205, Zip: 92116; 1010 Second Ave., Suite 2222, San Diego, Calif. 9 101. Tel: (714) 265-2123. Pres Chris Sullivan; Pres. Recs. Div.: Paul Anthony Sansone; VP: Gary Heffern; VP Recs. Div.: Christopher Aiken Da ies; Sec'y: Daniel Monte McLain, Treas. & Chief Financial Officer: Jame Taylor Call; Artist Development: Steve Powell; Tour Development: Gar Insko; Artist Support: Jay Abrams.
Branch: Scarsdale, N.Y., 24 E. P rkway, Zip: 10583. Tel: (914) 723-8236 East Coast Opns. Dir.. Anthony P. Sansone.
Label: (Owned) E&M.
Passport Recs. Inc., c/o Jem Recs., 1619 Kennedy Rd., South Plainfield, N.J 07080. Tel: (201) 753-6100. Te ex: 833438. Pres.: Marty Scott; VP: Ed Grossi; Mktg. Dir.: Andy Miele; P omo. Dir.: John Costa, A&R Mgr. Glenn Fidell; Int'l Prod. Co-ord.: Phyll Pannone-Craig.
Int'l reps.: Benelux (WEA in N therlands), France (Barclay), Germany (Metronome), Greece (PolyGra m), New Zealand (Record & Tape Co.), Portugal (VDC), Spain (Zafiro).
Pastorale Music Co., 235 Sharon I r., San Antonio, Tex 78216. Tel: (512) 822-3593. Pres.: Carolyn Cunn ngham; Mgr.: W. Patrick Cunningham.
Patefonas, see Clay Pigeon.
Pathe Marconi-EMI (France), see onnoisseur Society.
Pathways of Sound Inc., 102 Mt. A burn St., Cambridge, Mass. 02138. Tel (617) 354-6190. Pres.: Joe Ber ; Mktg. Dir.: D. C. Littlefield.
Labels: (Owned) Credo, Pathwa s of Sound.
Paula, see Jewel m La.
Pavilion, see CBS.
Payback Recs., 508 Penn Square B ig., Philadelphia, Pa. 19380. Tel: (215) 567-2050.
Peaceable Music, 3525 Encinal Car on Rd., Malibu, Calif. 90265 Tel: (213) 457-4405 Pres.: C. Randolph auert; Mktg. & Art: Kathy Morphesis, Promo.: R. Nauert; Country A&I Larry Groce.
Peacock, see MCA
Peanut Country, see Legrand Rec
Pearl, see Delmark.
Pearl Harbor, see Associated Rec' Cos
Pedigree, see Horizon Publ'g
Peek, see Jim Hall.
Peer-Southern Org., 1740 Broadwa , New York, N.Y 10019. Tel: (212) 265 3910. Cable: SOUTHMUSIC. Tel 424361. Pres Monique I Peer, VP's Ralph Peer II, Mario Conti.
Branches: Los Angeles, Calif., 6777 Hollywood Blvd. Zip: 90028. Tel. (213) 469-1667. Mgr.: Roy Koh —**Miami, Fla.,** Northeast Airlines Bldg., Rm. 1409, 150 SE Second St. ip: 33131. Tel: (305) 358-1488 Mgr.: Omar Merchant—**Nashville, Ten** ., 7 Music Circle N. Zip. 37203 Tel (615) 244-6200.
Int'l branches: Canada, Englan Italy, Sweden
Labels: (Owned) Discos Monica, Decsound, Spark; (distributed) Southern Library of Rec'd Music.
Pega, see Discos Latin.
Pelican/Silver Pelican Recs., Box 195A, Rt. 1, Maitland, Fla. 32751 Tel (305) 677-0611. Pres.. Glenn Hamman Sr.
Penco Recs Inc., 428 Wood St., New Bedford, Mass 02745 Tel: (617) 995 0595 Cable PENRECO. Pres Francisco M. Penha; VP: Francisco A Penha.
Int'l branch: Canada.
Labels: (Owned) Coimbra; (distributed) Alvorada, Clave, Lisboa, Ofir, Or feu, Rapsodia, Roda, Telectra, Vadeca.
Peninsula, see Old Dominion.
Penny Pinchers, see ASAI
Pepp Recs., 11800 Mayfield Ave., Los Angeles, Calif. 90049. Tel: (213) 820 5061, 857-5982. Co-Owners: Richard J Rothstein, Aaron Weiner.
Peralta (Brazil), see Fermata.
Marcus Pereira (Discos) (Brazil), see Brasilia.
Perfect, see Timeless.
Period, see Everest.
Periscope Rec. Co., 129 Bishop St., Brockton, Mass. 02402. Tel: (617) 588 6348. Pres.: Edward M. Hurvitz; Rec'g Dir. Ed Michaels; Mktg. Mgr. Linda Berman.
Labels: (Owned) Periscope, Streke.
Personal Choice, see Gemcom.
Perspective, see Sine Qua Non
Pesante Rec. Co., 744 W 28, Norfolk, Va 23508. Tel: (804) 623-5710.
Petco Int'l Inc., 88-20 Corona Ave., Elmhurst, N Y 11373. Tel: (212) 699 5258. Pres : Robert Petrone.
Int'l reps.: Colombia (Fonobosa), Costa Rica (Indica), Ecuador (IFESA), Mexico (Musart), Peru (Petco), Puerto Rico (Rio Piedras)
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Branch: Paramount, Calif., 15714 Garfield Ave. Zip: 90723. Tel: (213) 633-1994.
Peter Rabbit, see Alshire
Peters Int'l Inc., 619 W. 54 St., New York, N Y. 10019. Tel (212) 246-2400. Cable PETERSRECS. Telex: 666262.
Int'l branch: Canada.
Labels: (Owned) Aris, Cosmos, Kronos, Peters Int'l, West 54; (distributed) Arion, New World (SEE ADVERTISEMENT)
Petra, see Paul Johnson
Pet Recs./Tapes, PO Box 1102, Burbank, Calif. 91507 Tel (213) 874-7656.
Peyton Recs. Inc. (div. of JPM Inds.), 3750 Bordeaux Dr., Northbrook, Ill. 60062. Tel: (312) 498-2750
Phantom, see Windfall.
Pharoah Recs. Ltd., 1260 E. Main St., Meriden, Conn. 06450. Tel: (203) 728-5639. Cable BELHOP
Labels: (Owned) Hard Times, Pharoah.
Phase II, see CBS.
Philadelphia Int'l Recs., 309 S. Broad St., Philadelphia, Pa. 19107. Tel: (215) 985-0900. Bd. Chm.: Kenneth Gamble; Vice Chm.: Leon Huff; Exec. VP: Harry J. Coombs; Legal & Bus. Affairs Dir.: Philip Asbury; Comptroller William Coger; Adv. & Mdsg. Co-ord.: Becki Butler; A&R Dir.: Dexter

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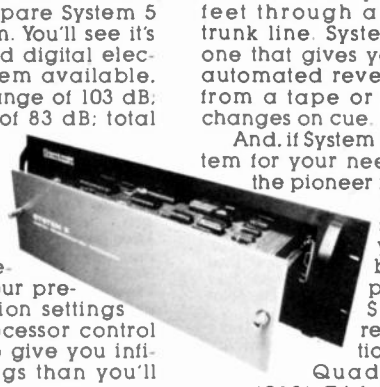

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Philips, see PolyGram Classics.
Philips (Brazil), see Brasilia.
Philips-Dutch Swing College Band, see Lakco.
Phil-L.A. of Soul, see Jamie/Guyden.
Philly Jazz Inc., PO Box 8167, Philadelphia, Pa. 19101. Pres.: Thomas Buchler.
Branch: West Hurley, N.Y., PO Box 232. Zip: 12491. Tel: (914) 338-7640. Mng. Officer: Rick Barry.
Labels: (Owned) Philly Jazz; (represented) Dane, Encounter, Survival.
Int'l reps.: Canada (Trend), Denmark (SteepleChase), UK (Jazz Music).
Philo Recs. Inc., The Barn, North Ferrisburg, Vt. 05473. Tel: (802) 425-2111. Cable: PHILDDISC. TWX: (510) 299-0029. Pres.: Michael Couture; VP A&R: William Schubart; Finance: Robert Crenshaw; Prod'n: Carol Ford; Promo.: Carolyn Brewer; Eng'g Servs. Dir.: Charles Eller.
Labels: (Owned) Fretless, Philo.
Int'l reps.: Australia (Larrikin, Musicland), Belgium (Parsifal), Canada (Almada), Denmark (Alpha), France (DAM), Germany (Plaene, Taxim, Teldec), Italy (IRD), Japan (Pooh Yokocho), Netherlands (Munich Recs.), New Zealand (Kiwi), Sweden (Amigo), UK (Making Waves, Projection).
Phoenix, N.Y., see Audiofidelity.
Phoenix, Tenn., see Nashville Int'l.
Phoenix Jazz Recs. Inc., PO Box 3, Kingston, N.J. 08528. Pres.: Tom Curry; Sec'y-Treas.: Russ Chase.
Phono, see Nationwide Sound.
Phonogram (Brazil), see Brasilia.
Phonosonic, see Steady.
Piccadilly, see First American.
Pick (Brazil), see Fermata.
Pick-A-Hit, see SIPRA.
Pickin' Post Ents., PO Box 51, Watertown Hwy., Lebanon, Tenn. 37087. Tel: (615) 449-1770, 444-3253. Owner & Pres.: Jewell W. Nave; VP: Joe W. Nave; Promo.: Zay Nave.
Labels: (Owned) Jewell Tone, Pickin' Post.
Pickwick, see Excelsior.
Picsound, see Peer-Southern.
Pic-Vue, see Vantage.
Pilgrim, see Spiral.
Pilgrim/America, see Benson.
Pilot, see Stark.
Pinup, see Second Sun.
Pioneer Rec. Co., PO Box 231, 1317 S. Peach, Tyler, Tex. 75710. Tel: (214) 597-2961. Mgr.: Curtis Kirk.
Pioneer, S.C., see Svatt.
Pipe, see Trend Recs. in Ga.
Pitch, see Gusman.
Planet Recs., 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-4710. Pres.: Richard Perry; Ass't to Pres.: Susan Epstein; VP: David Urso. (Distributed by Elektra/Asylum)
Planet, Ill., see Rooster Blues.
Plantation, see Shelby Singleton.
Plastic Recs., 24548 Pierce, Southfield, Mich. 48075. Tel: (313) 559-7630. Pres.: Bruce Lorfel; Int'l Dpns.: Tom Conner; A&R Dir.: Dennis Forbes; Nat'l Pub. Dir.: Pamela Bates; Nat'l Promo. Dir.: Mitch Stanley; Mktg. Dir.: Peggy De Marco.
Labels: (Owned) Chaos, Plastic.
Plateau Recs. Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 541-7640. Co-Pres.: Lou De Biase, Ed D'Loughlin.
Platinum, see Music Factory.
Platinum Sound Prod'ns, 538 N. San Vicente Blvd., Suite 210, West Hollywood, Calif. 90048. Tel: (213) 851-9418. Pres.: Kenneth Howard Smith; VP/Exec.: Lee Rogers; VP Special Projects: Debra Robb; VP PR: Alice M. Jackson; VP Nat'l Promo.: Prentiss Anderson; VP Mktg.: Cerves T. McNeill; VP Concert Promos.: Theodore A. Smith; Area Promos. Dir.: Steve Scott; Graphics & Arts Dir.: John C. Clark Jr.; A&R: R.G. Ingersoll, Jay Setar; Field Opns. Dir.: Clyde E. Smith; Video Opns. Dir.: Charles Truman.
Labels: (Owned) D-Town, Platinum Sound; (distributed) Hotrax.
Playette Corp., 301 E. Shore Rd., Great Neck, N.Y. 11023. Tel: (516) 487-3064. Pres.: Sidney A. Evans.
Labels: (Owned) GMS-Disc, Wilmac; (distributed) Ades (France), Cetra (Italy), DGG-Green Label (Germany), Pleiade (France).
Playground Recs., PO Box 133, Ojai, Calif. 93023. Pres.: Jim Pewter.
Int'l reps.: France (Pathe Marconi EMI), UK (Hot Rock).
Play-Her, see Right Note.
Pleason Recs., 1727 Roanoke Ave., Sacramento, Calif. 95838. Tel: (916) 925-4886. Owner: Jerry Parker.
Pleiade (France), see Playette.
Plexus Trading Corp., 200 Hudson St., New York, N.Y. 10013. Tel: (212) 431-3482. Telex: 236941. Contact: William Medeot.
Pliant, see Vantage.
Plugga Recs., PO Box 3081, Bridge St. Sta., Paducah, Ky. 42001. Tel: (502) 898-7206. Owner/Mgr./Promo.: Mark Collier; Sec'y/Ass't: Dixie Brooks.
Podium, see Paramount-West.
Poki, see Tropical Music.
Polish, see SWS.
Polish Rec. Center of America, 3069 Milwaukee Ave., Chicago, Ill. 60618. Tel: (312) 539-9898.
Labels: (Owned) Melodia; (distributed) Muza.
Polka Tone, see Jay Jay.
Polka Towne Music (div. of Polka Music Corp.), 211 Post Ave., Westbury, N.Y. 11590. Tel: (516) 334-6228.
Poltergeist, see Crimson Dynasty.
Polydor, see PolyGram.
Polydor (Brazil), see Brasilia.
PolyGram Classics Inc., 137 W. 55 St., New York, N.Y. 10019. Tel: (212) 399-7000. Telex: 661036. Pres.: Gianfranco Rebulla; Mktg. Dir.: John Harper; Controller: Henning Jorgensen; **Deutsche Grammophon:** VP: Alison Ames; Pub./Promo.: Grace Patti; **Philips Recs.:** VP: Nancy Zannini; Pub./Promo.: Peter Clancy; **London Recs.:** VP: Richard Rollefson; Pub.: Robert Ripps; Promo.: David Town.
Labels: Archiv Produktion, Argo, DG (Deutsche Grammophon), Festivo, London, Mercury Golden Imports, l'Oiseau Lyre, Philips, Privilege, Telefunken, Verve.
PolyGram Corp., 450 Park Ave., New York, N.Y. 10022. Tel: (212) 888-9800. Pres. & Chief Exec. Officer: Harvey L. Schein; Sr. VP & Chief Financial Officer: A.A. Bianco; VP Financial Opns. & Reporting: Michael Kolesar; Treas.: Marvin Wolfberg; VP Tax: Peter Dordal; VP Int'l Audit: Henry Osman; VP Law: Arnold Rich; VP Personnel: Barbara McHam; VP MIS: Marty Cullen.
PolyGram Direct Mktg. Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7341. Pres.: Abe Wiesel.
PolyGram (Portugal), see Brasilia.
PolyGram Recs. Inc., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7100. Pres.: David A. Braun; Exec. VP & Gen. Mgr.: Robert M. Sherwood; Exec. VP Dpns.: Guenter Hensler; Sr. VP Mktg.: Harry Losk; VP Black Music Mktg.: Bill Haywood; VP Legal & Bus. Affairs: Eileen M. Garnish; VP A&R: Chip Taylor; VP Nat'l Promo.: Don Colberg; VP Pop Promo.: Bill Cataldo; VP/Rock Dept.: Jerry Jaffe; VP Press & Artist Relations: Len Epand; VP Mktg./Special Projects: Jim Lewis; VP Creative Servs.: Bill Levy.
Branches: Los Angeles, Calif., 1930 Century Park W. Zip: 90067. Tel: (213) 277-1412. VP & Gen. Mgr. West Coast: Russ Regan; VP Mktg. West Coast: Emiel Petrone; VP A&R West Coast: John Stainze; Press & Artist Relations Dir.: Janet Rickman—**Nashville, Tenn.,** 10 Music Circle S. Zip: 37203. Tel: (615) 244-3776. VP/Country A&R: Jerry Kennedy.
Distribution branches: See listings in Record & Tape Wholesalers section.
Labels: (Owned) Casablanca, MGM, Mercury, Polydor, Verve; (distributed) Chocolate City, De-Lite, EG, MVP, RSO, Riva, Spring.
Int'l reps.: Argentina (Phonogram), Australia (PolyGram), Austria (Phonogram, Polydor), Belgium (PolyGram), Bolivia (Discolandia Duen), Brazil (PolyGram), Canada (PolyGram), Colombia (Philips), Denmark (PolyGram), Ecuador (Fediscos), Finland (Finnlevy), France (Phonogram, Polydor), Germany (Deutsche Grammophon, Phonogram, Polydor), Ghana (PolyGram), Greece (PolyGram), Guatemala (Dideca), Hong Kong (Polydor), Ireland (PolyGram), Israel (Litratone), Italy (PolyGram), Japan (Nippon Phonogram, Polydor), Kenya (Phonogram), Mexico (PolyGram), Netherlands (Import Music Serv., Phonogram, Polydor), New Zealand (PolyGram), Nigeria (PolyGram), Norway (PolyGram), Panama (Sonomundi), Peru (El Virrey), Philippines (Dyna), Portugal (Phonogram, PolyGram), Singapore (PolyGram), South Africa (Trutone), Spain (Fonogram, Polydor), Sweden (Polydor, PolyGram), Switzerland (PolyGram), UK (Phonogram, Polydor), Uruguay (Discografica), Venezuela (Polydor).
Ponderosa, see Page.
Pop Record Research, PO Box 14, Hollywood, Calif. 90028. Tel: (213) 349-9099.
Labels: (Owned) GTP, Surf City; (distributed) Bob.
Poptop, see Clay Pigeon.
Portland, see Ripcord.
Portrait, see CBS.
Pose, see Cord.
Poshboy Recs. & Tapes, PO Box 38861, Los Angeles, Calif. 90038. Tel: (213) 466-7755. Telex: 691304. Pres. & A&R: Robbie Fields; Mktg./Promo.: Kenny Ryback.
Int'l reps.: Finland (Polarvox), Netherlands (Bertus), Spain (Auvi), Sweden (Sound of Scandinavia), UK (Caroline).
Posse Recs. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Bill Spitalsky; VP: Jules Rifkind; Sec'y-Treas.: Roy Rifkind. (Also see Spring)
Potato, see First American.
Power Pak, see Gusto.
Prairie Dust Recs., PO Box 40364, Nashville, Tenn. 37204. Tel: (615) 297-8076. Pres., A&R & Prod'r: Larry Morton; Promo. Mgr.: Ann J. Morton.
Prairie Wind Recs., 104 N. Third, Norfolk, Neb. 68701. Tel: (402) 371-7658.
Praise Inds. Corp., 1308 Meador St., Unit C5, Bellingham, Wash. 98225. Tel: (206) 671-9562.
Home office: Canada.
Labels: (Owned) Country Oak, Horizon, Little People, New Born, Praise, Tunesmith.
Praise Jesus, see Shekinah.
Precision, see CBS.
Prelude Recs. Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 974-0360. Pres.: Marvin Schlachter; Exec. VP: Stan Hoffman; Mktg. Dir.: Joe Kolsky; A&R: Francois Kevorkian.
Premier, see Steady.
Premier Artist, see Frank Evans.
Premier (Brazil), see Fermata.
Premiere, see Calvary.
Prescription Co., 70 Murray Ave., Port Washington, N.Y. 11050. Tel: (516) 767-1929. Owner & Pres.: David F. Gasman; Ass't: Kirk Nordstrom; Tour Co-ord.: Bill Fearn.
Prestige, see Fantasy/Prestige/Milestone/Stax.
Prime Cuts Recs., 439 Tute Hill, Lyndonville, Vt. 05851. Tel: (802) 626-3317. Pres.: Bruce James; VP A&R: Wayne Malhoit.
Prime Time Recs., 118 Main St., Rocky Mount, Va. 24151. Tel: (703) 483-1538/0689. Pres. & Gen. Mgr.: W. Rod Shively; Sales Mgr.: Judy Shively.
Prism Recs. Inc., 636 11 Ave., New York, N.Y. 10036. Tel: (212) 247-5900. Pres.: Len Fichtelberg; VP: Dee Joseph.
Privilege, see PolyGram Classics.
Pro Arte, see Excelsior.
Pro-Arte, see Spanish Music Center.
Process, see Country Star.
Prodigal, see Motown.
Produktion Deutschmark, see Michele.
Professional Mktg. Serv. Inc. (PMS), United Artist Tower, Suite 907, 50 Music Square W., Nashville, Tenn. 37203. Tel: (615) 327-0571. Pres. & Nat'l Mktg. Dir.: Dee Mullins; Nat'l Promo. Dir.: Carleen Anderson.
Labels: (Owned) Grinder's Switch; (represented) Crackers, Crane, DDF, Hot Politics, Orlando, True.
Profile Recs. Inc., 250 W. 57 St., New York, N.Y. 10107. Tel: (212) 582-3555. Cable: PROFILE. Pres.: Cory Robbins; VP: Steven Plotnicki.
Progressive Recs. Inc., PO Box 500, 601 Virginia Ave., Tifton, Ga. 31794. Tel: (912) 382-8192. Pres.: Gus P. Statiras; VP: James E. Newton.
Int'l reps.: France (Diffusion Artistique), Japan (Sunkyo), Sweden (Ad Lib), UK (Jazz Horizons).
Project 3 Recs. (div. of Seagull Ents. Corp.), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 247-4422. Pres.: Herbert A. Linsky. (Distributed by Arista)
Labels: (Owned) Insight, Project 3.
Promotions West Inc., PO Box 10287, Eugene, Ore. 97440. Tel: (503) 484-5812.
Labels: (Distributed) Hanna Barbera, ICMC.
Pronto, see Caytronics.
Prophecy, see Glolite.
Protone Recs., 970 Bel Air Rd., Los Angeles, Calif. 90024. Tel: (213) 472-5344. Dir.: Jane Courtland Welton; Exec. Assoc.: Laila Padorr Nilles.
Labels: (Owned) Protone; (distributed) Laurel-Protone.
Proud Earth Recs., PO Box 162, 3697 N. 600 East, Provo, Utah 84601. Tel: (801) 224-1775. Pres.: Stan Bronson; VP: Steve Bronson; Sales Mgr.: Milt Fletcher.
Labels: (Owned) Proud Earth, Salt City.
Providence, see Daytwo.
Public Secrets, see Epiphany.
Pulstrak, see Sceneville.
Pumehana, see Tropical Music.
Pumpko Inds. Ltd., 7720 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 851-9275. Pres.: Frank Zappa; VP/Gen. Mgr.: Marty Goldrod. (Distributed by CBS)
Label: (Owned) Barking Pumpkin.
Pure Gold, Calif. see SIPRA
Pure Gold, N.Y., see RCA.
Pygmy, see PA.
Pyramid Recs., 26177 Kinyon Dr., Taylor, Mich. 48180. Tel: (313) 292-5281. Pres.: Peggy LaSorda.
Pyramid, N.Y., see Roulette.
Pyramid, N.J., see Rob-Lee.

Q

Q C A Recs. Inc., 2832 Spring Grove Ave., Cincinnati, Ohio 45225. Tel: (513) 681-8400. Pres.: Edward R. Bosken; VP & Gen. Mgr.: Keith Myers; Plant Mgr.: Ken Martin.
Labels: (Owned) Blue Mark, New Day, QCA, Red Mark, Rejoice, Wildwood.
Quadraphonic Talent Inc., PO Box 630175, Miami, Fla. 33163. Tel: (305) 472-7757. Pres.: Jack P. Bluestein; VP: Ethel Kanter; Sec'y: Dorothy Leonard.
Label: (Owned) Twister.
Int'l rep.: Brazil (Pirate).
Qualiton, see Hungaria.
Quality, see RFC.
Quark, see Bomp.
Quarter Moon, see Entertainment Ventures.
Quicksilver Recs., 9000 Sunset Blvd., Suite 1015, Los Angeles, Calif. 90069. Tel: (213) 278-0415. Pres.: Howard Silvers.
Labels: (Owned) Quicksilver; (licensed) Bulldog (UK).
Quickway, see Revonah.
Quintessence, see Excelsior.
Quinto Recs., 4423 Ledge Ave., Toluca Lake, Calif. 91602. Tel: (213) 985-8284. Owner: Quint Benedetti.
Labels: (Owned) Quinto; (distributed) Crissy.
Qwest Recs., 7250 Beverly Blvd., Suite 207, Los Angeles, Calif. 90036. Tel: (213) 934-4711. (Distributed by Warner Bros.)

R

R B F, see Folkways.
R C A (Brazil), see Brasilia.
R C A/Camden (Mexico), see Caytronics.
R C A (Mexico), see Caytronics.
R C A Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 930-4000. Pres.: Robert D. Summer; Div. VP RCA Recs.-USA & Canada: Jack R. Craigo; VP RCA Recs.-Europe: Giuseppe Ornato; VP Recs. RCA-Latin America & Pacific: Adolfo Pino; Div. VP Music Serv.: Robert Gordon; Div. VP Bus. Affairs & Int'l Admin.: Ekke Schnabel; Div. VP Finance: Bradford Campbell; Div. VP Ind'l Relations: Daniel Sassi; Div. VP Mktg.: Richard Thorward; Div. VP Opns. Servs.: John Mangini; Div. VP Black Music: Ray Harris; Div. VP Red Seal: Thomas Z. Shepard; Div. VP Nat'l Sales: Larry Gallagher; Div. VP Promo.: John Betancourt; Staff VP & Sr. Counsel: Jonathan Walton; Div. VP Public Affairs: Herb Helman; Div. VP Mktg. & Talent Acquisition-RCA Recs. Int'l: Don Burkhimer; Div. VP Mdsg.: Jack Chudnoff; Div. VP Black Music Promo.: Bill Staton.
Branches: Hollywood, Calif., 6363 Sunset Blvd. Zip: 90028. Tel: (213) 468-4000. Div. VP Contemporary Music A&R-West Coast: Barry Oslander—**Nashville, Tenn.,** 30 Music Square W. Zip: 37203. Tel: (615) 244-9880. Div. VP Nashville Opns.: Jerry Bradley; Div. VP Country Music: Chet Atkins; Div. VP Mktg.: Joe Galante.
Distribution branches: See Record & Tape Wholesalers section for RCA & A&M & Assoc'd Labels.
Int'l affiliates: Argentina, Australia, Brazil, Canada, England, France, Germany, Italy, Japan, Mexico, Netherlands, New Zealand, Spain.
Labels: (Owned) Best Buy Series—budget, Bluebird, Gold Seal, Pure Gold, RCA Victor, Red Seal, Victrola; (associated) A&M group, Chi-Sound, Grunt, Millennium, Pablo, Pablo Live, Pablo Today, Salsoul group, 20th Century-Fox.
Int'l reps.: Austria (Musica), Bolivia (Inbofon), Chile (Sochem), Colombia (Sonolux), Czechoslovakia (Opus), Denmark (Grammofon), Dominican Republic (Distribuidores Musicales del Caribe), Ecuador (Fadisa), El Salvador (Dicesa), Fiji Islands (Procera), Finland (Discophon), Greece (Minos Matsas), Hong Kong (Cosdel), India (Gramophone), Israel (Eastronics), Kenya (AIT), Korea (Jigu), Norway (Disco), Pakistan (EMI), Panama (Padisco), Peru (FTA), Philippines (Vicor), Portugal (Telectra), Singapore (Cosdel), South Africa (Teal), Sweden (Electra), Switzerland (Musikvertrieb), Thailand (Central Trading), Turkey (Melodi), Uruguay (APSA), Venezuela (Cordica), Yugoslavia (Jugoton). (SEE AD)
R C A/R V C (Japan), see Audio-Technica.
R C A Victor, see RCA Recs.
R C I Recs., PO Box 126, Elmsford, N.Y. 10523. Tel: (914) 592-7983. VP: Ray Roberts.
Labels: (Owned) RCI, Thomas.
R C S, see Record Company of the South.
R D S Prod'n, PO Box 3028, Fairview Heights, Ill. 62208. Tel: (618) 397-3701. Pres.: Robert D. Schirmer.
R F C Recs. Inc., 101 W. 55 St., New York, N.Y. 10019. Tel: (212) 246-4352. Pres.: Ray Caviano; VP & Gen. Mgr.: Bob Siegel.
Labels: RFC/Atlantic (dist. by Atlantic), RFC/Quality.
Int'l rep.: Canada (Quality).
R G E (Brazil), see Fermata.
R G E/Fermata, see Brasilia.
R I C, see House of Falcon.
R I M, see Starborne.
R M S Triad Prod'ns, 30125 John R, Madison Heights, Mich. 48071. Tel: (313) 585-8887. Owner: Bob Szajner; Prod'r: Laura Holiday; Promo.: Harvey Yates. **Local branch:** 6267 Potomac Circle, West Bloomfield 48033. Tel: 661-5167.
Labels: (Owned) RMS, Triad.
R P I, see Rambler.
R R C, see Kool Kat.
R R P, see Rite Rec.
R & R Recs. Inc./Ren Rome, 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 757-3638. Pres.: Rena L. Feeney.
Labels: (Owned) Can Scor, Factory Beat, Ren Rome.
R S O Recs., 8335 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 650-1234. Telex: 69-8130. Pres.: Al Coury; Comptroller: Peter Fassler; Nat'l Pub. Dir.: Ronnie Lippin; Admin. Ass't: Larimee Ward; Prod'n: Ellen Netilich. (Distributed by PolyGram)

Branch: New York, N.Y., 1775 Broadway. Zip: 10019. Tel: (212) 975-0700. Telex: 125779. Sr. VP & Gen. Mgr.: Bob Edson.
Int'l branch: England.
Labels: (Owned) RSO; (distributed) Dreamland.
rti, see Recorded Treasures.
R T P Int'l, see Rik Tinory.
Radiant, see American Tape.
Radio, see Atlantic.
The Radiola Co., Box C, Sandy Hook, Conn. 06482. Tel: (203) 426-2574; WATS (from outside Conn.) (800) 243-0987. Pres.: J. David Goldin; Gen. Mgr.: Craig Gallichotte; Sales Mgr.: Larry Sockell.
Radio & Television Commission of the Southern Baptist Convention, 6350 W. Freeway, Fort Worth, Tex. 76150. Tel: (817) 737-4011. Cable: BAPTCOM.
Rae-Cox Recs. Inc./Enrica Recs. Inc., 1697 Broadway, Suite 1105, New York, N.Y. 10019. Tel: (212) 586-9406. Pres.: Theodore McRae; VP: Fredia Staton; A&R: William Gray; Pub. Dir.: Tina Whitehead.
Labels: (Owned) Enrica, Rae-Cox.
Ragamuffin, see R. Dean Taylor.
Ragdoll Ents., 205A Television Circle, Savannah, Ga. 31406. Tel: (912) 927-1761. Pres.: David M. Evans; VP: Janice L. Evans.
Labels: (Owned) Ragdoll, Rocma.
Ragin' Rockabilly, see Rollin' Rock.
Ragtime, see Grassroots.
Ragun Recs., 400 Essex St., Salem, Mass. 01970. Tel: (617) 744-7678. Gen. Mgr.: Don Rose; Exec. Prod'r: Andy Egendorf. (Distributed by Eat Recs.)
Railroad Center, see Chi-Town.
Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica, Calif. 90404. Tel: (213) 829-3476. Pres.: Jack G. Brown; Sales Mgr.: James Doyle; Prod'n Supervisor: Steve Sheldon; Prod'n Coord.: Jodine Setter.
Rainbow Recs. (div. of Arrow Ministries Inc.), 506 Cottonwood St., Woodland, Calif. 95695. Tel: (916) 662-0386. Pres.: Leilani Guido; VP: Dennis Litchfield; Sec'y: Tom Rooney.
Rainbow Room, 30 Rockefeller Plaza, New York, N.Y. 10020. Tel: (212) 757-9090.
Label: (Owned) Above All.
Rainbow Sound Inc., 2737 Irving Blvd., Dallas, Tex. 75207. Tel: (214) 631-4277. Pres.: Bob Cline; Exec. VP: Jack Whitt; VP: Phil Kalan; Mktg. & Promo.: Daniel Allbritton.
Rally, see Ralph's Radio.
Ralph Recs. (div. of The Cryptic Corp.), 444 Grove St., San Francisco, Calif. 94102. Tel: (415) 431-7480. Chm.: John E. Kennedy; Mng. Dir.: Jay Clem; VP/A&R: Hardy Fox; VP/Creative Servs.: Homer Flynn; Sales Dir.: Tom Timony; Adv. & Promo. Dir.: Doug Kroll; Art Dir.: Helen Purdum; Film/Video Dir.: Graeme Whifler.
Int'l reps.: Australia (Missing Link), Austria (Ixthuluh), France (Celluloid), Germany (Killdus, Phonogram), Japan (Sound Trading), Sweden (SAM), UK (Charisma, Do It, Recommended, Rough Trade, Stage One).
Ralph's Radio Music, Demorest, Ga. 30535. Tel: (404) 778-9117.
Labels: (Owned) Gospel Time, Rally, Zipcode.
Rambler, Calif., see Mutual Music.
Rambler Prod'ns Inc., 8119 WCR 48 4, Johnstown, Colo. 80534. Tel: (303) 587-2933. Gen. Mgr.: Keith Stoner.
Label: (Owned) RPI.
Ramblin' Prod'ns Ltd., 430 S. Glenstone, Suite C, Springfield, Mo. 65802. Tel: (417) 864-4404. Pres.: Kevin O'Neil; Dir.: William Dailey; Sec'y-Treas.: Bill Hood; Media Relations: Olivia Ferrell.
Ramex Recs. Inc., 202 S. Milby St., Houston, Tex. 77003. Tel: (713) 223-3591. Pres.: Emilio V. Garza.
Rampart Recs. (div. of Gordo Ents.), 255 N. New Hampshire, Los Angeles, Calif. 90004. Tel: (213) 384-9586. Owner & Nat'l Sales Mgr.: Edward L. Davis.
Int'l reps.: Mexico (Cronos), UK (Creole).
Ram Recs., 4307 Saundersville Rd., Old Hickory, Tenn. 37138. Tel: (615) 847-3895. Pres.: Mira Ann Smith; VP's: Margaret Lewis.
Int'l rep.: Canada (Mark-Lin).
Randall Recs., 29 Elaine Rd., Milford, Conn. 06460. Tel: (203) 878-7383. Pres.: Gerald Randall; VP: Howard Randall; A&R: Bill Bloxsom.
Branches: Middletown, N.Y., 15 Randall Heights. Zip: 10940. Tel: (914) 343-6918. A&R: Samuel Randall—**Syracuse, N.Y.,** 1900 W. Genesee St. Zip: 13204. Tel: (315) 468-0161.
Random Ents., 12 Merrimac St., Concord, N.H. 03301. Tel: (212) 734-4000. Pres. & Chief Operating Officer: Alan Hartwell; VP & Gen. Mgr.: S.J. Hartwell; A&R/Prod'r: M.J. Nerlino; Promo. Servs.: P.J. Hanse, Barry Nelson.
Branches: New York, N.Y., 825 Madison Ave. & 134 E. 70 St. Zip: 10021. Tel: (212) 734-4000, 288-6000.
Labels: (Owned) Love, Random, Rave, Sylvania, Zenith; (distributed) Century 21, Solid Brass.
Random House School Div., 201 E. 50 St., New York, N.Y. 10022. Tel: (212) 572-2568.
Labels: Miller-Brody Prod'ns, Newbery Award, Random House.
Range Buster, see Colonel Buster Doss.
Ranger, see Forrest Green.
Ranwood Recs. Inc., 1299 Ocean Ave., Suite 800, Santa Monica, Calif. 90401. Tel: (213) 870-2989, 393-2767. Pres.: Larry Welk; VP: Christine Hamilton; Nat'l Sales Mgr.: Morry Goldman.
Rapsodia, see Penco.
Rare Earth, see Motown.
Raretone (Italy), see Zim.
Bill Rase Prod'ns Inc., 955 Venture Court, Sacramento, Calif. 95825. Tel: (916) 929-9181. Owner & Pres.: Bill Rase; VP: Lori Rase; Sec'y: Shirley Rase.
Label: (Owned) Esar.
Rashid Sales Co., 191 Atlantic Ave., Brooklyn, N.Y. 11201. Tel: (212) 852-3295. Cable: ALRASHID. Pres.: Albert Rashid; VP's: Raymond & Stanley Rashid.
Label: (Owned) Orient.
Int'l rep.: Greece (EMI).
Rat Recs., 528 Commonwealth Ave., Boston, Mass. 02215. Tel: (617) 267-4156. Pres.: James G. Harold; Exec. Ass't: Judith A. Mintz; Staff Prod'r: John Kalishes.
Rattler, see Sarg.
Rave, see Random.
Rawls Bros. Prod'ns, 281 W. Sixth, Mansfield, Ohio 44906. Tel: (419) 524-4366, 522-5754. Pres.: Larry Rawls; VP: Box Rawls; PR Dir.: Benjamin O. Jimerson.
Label: (Owned) Fun City.
Rayner Street Corp., 904 Rayner St., Memphis, Tenn. 38114. Tel: (901) 278-1100. Pres.: Ken Visokey; VP Creative: Paul Zaleski; Exec. VP: Joe Porter; A&R Dir.: Errol Thomas; Promo. Dir.: Gene Lucchesi.
Labels: (Owned) Jenny, XL.
Razor Recs., 2648 Magnolia St., Chicago, Ill. 60614. Tel: (312) 549-3227. Owner: Mark Lefens; VP: Mike Landers.
Reachout Int'l Recs. Inc., 611 Broadway, Suite 214, New York, N.Y. 10012. Tel: (212) 477-0563. Pres.: Neil Cooper.
Reader's Digest Ass'n Inc., Music Dept., 750 Third Ave., New York, N.Y. 10021. Tel: (212) 972-4000. Cable: READIGEST. Prod. Development Mgr./Recorded Music Div.: Simone Bedient.
Reading, see McKinnon.
Real, see Sire.
Reality Recs./Prod'ns, PO Box 824, Elizabeth, N.J. 07207. Tel: (201) 353-3485. Pres. & Prod'r: Hank Strasser; Admin. & Graphics: Aida Maria Batista.
Real Recs. Inc., 434 Ave. U, Bogalusa, La. 70427. Tel: (504) 732-2942. Pres. & Dir./A&R: James R. Bateman Jr.; Sec'y: R. Ray Orrill Jr.
Branch: Ross, Calif., PO Box 344. Zip: 94957. Tel: (415) 461-2942. VP & Treas.: Robert A. Braghetta.
Int'l reps.: Canada (Stony Plain), Germany (Teldec).
RealTime, see Miller & Kreisel.
Real World Recs., 1438 N. Gower, Hollywood, Calif. 90028. Tel: (213) 469-4100. Cable: PINK LADY. Pres.: Paul Drew; VP: Ann Drew; Exec. Ass't: Susan Lemieux. (Distributed by Atco/Atlantic)
Rebecca, see Glenn.
Rebel Recs. of Va., PO Box 191, Floyd, Va. 24091. Tel: (703) 745-2001. Pres.: David Freeman; Promo.: Chet Rhodes.
Int'l reps.: Italy (IRO), Japan (BOM), Sweden (Sarec), UK (Mike Craig).
Reborn, see Glori.
Recital Recs., 4640 E. Lewis, Phoenix, Ariz. 85008. Tel: (602) 959-2076. Owner: L. John Twiford.
Recital, Calif., see Educational Media & Discocorp.
Reco-Flex, see Vantage.
Recommended Viewing, see Jersey Coast.
Record Company of the South (RCS), 5220 Essen Ln., Baton Rouge, La. 70808. Tel: (504) 766-3233. Pres.: Cyril E. Vetter; VP/Gen. Mgr.: John Fred; Promo. & Sales: Ronnie Shaab.
Recorded Anthology of American Music Inc., (New World Recs.), 231 E. 51 St., New York, N.Y. 10022. Tel: (212) 753-9820. Cable: RECANTH. Pres.: Herman E. Krawitz; Gen. Mgr.: Mary DeCamp Carlson; A&R Dir.: Elizabeth Ostrow; Prod'n & Dist'n Dir.: Barry Adler. (Distributed by Peters Int'l)
Label: (Owned) New World.
Recorded Treasures Inc., PO Box 1278, North Hollywood, Calif. 91604. Tel: (213) 763-3173, 766-4693. Pres.: Walter S. Heebner.
Label: (Owned) rti, Welte Legacy of Piano Treasures.
Record Guild of America, 144 Milbar Blvd., Farmingdale, N.Y. 11735. Tel: (516) 293-5858. Pres.: David Shichman.
Labels: (Owned) Audio Guild, Bomba Roja, Deutschmark, Scrapbook, Simon Says.
Record Haven Int'l, 636 11 Ave., New York, N.Y. 10036. Tel: (212) 247-5900. Telex: 666754. VP: Len Fichtelberg; Opns. Dir.: Paul Freund. (Importer/Exporter)
Recordland, see Kool Kat.
Record & Music People Inc., 635 Elm St., Birmingham, Mich. 48011. Tel: (313) 645-0750. Pres.: Jim Elsman; Exec. VP: Andre Williams.
Label: (Owned) Underground.
Record Recs., 229 San Vicente, Suite D, Santa Monica, Calif. 90402. Tel: (213) 393-1343. Pres.: Peter Kaye; A&R/Prod'n: Richard Haxton, Dirk Etienne.
Record Rendezvous Inc., 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) 561-7340. Pres.: Edward R. Marcus; VP: Frances Marcus.

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Recordtime, see Institute for Language Study
Red (Italy), see Rounder.
Red Clay, see Sonyatone
Red Dot, see Marullo
Red Lightnin' (UK), see Shanachie
Red Mark, see QCA.
Red Onion Recs., PO Box 366, Dayton, Ohio 45401 Tel (513) 222 2413 Owner & Pres: Sharon Rethman
Red Seal, see RCA
Redwood Recs., PO Box 996, 565 Doolan Canyon, Ukiah, Calif 95482 Tel (707) 462-3589, Tel. (707) 462-3589 Pres Jo-Lynne Worley, VP: Joanie Shoemaker; Sec'y Holly Near, Dist'n/Mktg. Dir. Betsy York; A&R Evelyn Barnes
Labels: (Owned) Redwood, (distributed) Deep River
Int'l reps.: Denmark (Face The Music), Germany (Troubadisc), Netherlands (Carol Bloom), Sweden (Lilith Orongroid), UK (Women's Rev.)
Reference, see Sumiko
Reflection Sound Prod'ns Inc., 1018 Central Ave., Charlotte, N.C. 28204. Tel (704) 377 4596. Pres.: Wayne Jernigan; A&R: Don Dixon, Duke Hall
Labels: (Owned) Avanti, Reflection, Sugarbush.
Refuge Recs. (div of Paradise Group), PO Box 110570, Nashville, Tenn 37211 Tel (615) 776-5051. Pres. Ray Nenow, Ass't to Pres.. Brenda Dickson, VP Special Projects. Jack Hafer; Contemporary Artists Dir. Haran Hunter; A&R Prod'r Greg Nelson, Tour Pub Co-ord. Mike DeMonico. (Distributed by Benson Co.)
Regency Recs. Inc., 1116 N. Cory Ave., Los Angeles, Calif 90069. Tel (213) 278-5131 Cable SAGALAW TWX (910) 499-2178. Pres. Lloyd Segal, Nat'l Promo. Dir Ron Farber, Nat'l Mktg & Sales: Richard Perlmutter, Nat'l Press & Media. Sally Stevens, A&R. Dan Wright; Prod'n Co-ord. John Delgatto. (Distributed by MCA)
Int'l reps.: Australia (Astor), Austria (Metronome in Germany), Belgium (WEA), Canada (MCA), France (Carrere) Germany (Metronome), Italy (Ricordi), Japan (Trio), Mexico (Gamma), Netherlands (WEA), New Zealand (PolyGram), Portugal (Hispavox in Spain), South Africa (RPM), Spain (Hispavox), UK (MCA).
Re'Generation Inc., 2199 Nolensville Rd., Nashville, Tenn. 37211 Tel (615) 256-2242 Pres Derric Johnson; VP Ron Coker; Sales Mgr. Eric Wyse
Labels: (Owned) Chenaniah, Forever, Mustard Seed, (distributed) SOG.
Rego Irish Recs. & Tapes Inc., 64 New Hyde Park Rd., Garden City, N.Y 11530 Tel: (516) 328 7800 Pres.. Paddy Noonan
Reid's World, see TK.
Rejoice, see QCA.
Relco, see Caprice
Release Recs., PO Box 234, St. Louis, Mo. 63166 Tel: (314) 296-9526 Pres & A&R Dir. B J Bax
Relta Recs., 1004 Clifton, Park Ridge, Ill 60068 Tel. (312) 692-6227.
Remington, see American Tape
Renaissance, Calif., see Everest & Trend.
Renaissance Films & Recs., PO Box 3501, Zip. 48502, 614 W. Mott. Flint, Mich. 48505. Tel. (313) 787-2962. Bd. Chm.. Morris O. Ruffin, Pres Margaret Ruffin; VP: VerDel Ruffin; VP/Dist'n: Henry Dawson; Sec'y Harriet Scott; Treas. Darryl Ruffin.
Labels: (Owned) Eclipse, Renaissance.
Rendezvous, see Record Rendezvous.
Renegade, see Chuck Chellman.
Renoire, see Old Dominion.
Ren Rome, see R&R.
Reo Tahiti, see Criterion.
Repertoire, see Sonic Arts.
Reprise, see Warner Bros.
Request Recs., 5937 Ravenswood Rd., Fort Lauderdale, Fla. 33312. Tel. (305) 966-0680.
Labels: (Owned) Alro Request, Classical Excellence, Demand, Euphoria, Music of Many Lands, No Holds Barred, Oasis, Request, Sounds of the Caribbean.
Int'l reps.: Australia (Avan-Guard), Belgium (Sonobel), Canada (Almada), Germany (Phonogram), Switzerland (Evasion)
Resco Recs., 2039 Antoine, Houston, Tex 77055. Tel: (713) 683 7171 Mgr. Russ Reeder; A&R. Gene Watson.
Respond Recs. Inc., 1190 Miralorna Way, Suite Y, Sunnyvale, Calif. 94086. Tel: (408) 245-1351. Cable: RESPONO SUVL. TWX: (910) 339-9317. Pres.: Ronald L. Akin, VP Opns.: Priscilla A. Akin, VP Finance & Admin. Thomas I. Russell.
Labels: (Licensed) Asahi, Canyon, Disco, King, Tokuma, URC (all Japan), Blackgold, Jem, Mico, Octoarts, Vicor, Wonderland (all Phillippines).
Reuben Recs., 8537 Sunset Blvd., No. 2, Los Angeles, Calif. 90069 Tel (213) 657-8852. Owner. Travis Lehman.
Revolution Recs. (div. of Graveline Ents Inc.), 1975 NE 149 St., Miami, Fla. 33181. Tel: (305) 940-6999. Pres.: Dave Graveline; Exec. VP Jim Rudd; Chief Eng.. Ted Stein, Ass't Chief Eng.. Jeff Dean.
Revolver, see Dance-A-Thon.
Revonah Recs., Box 217, Ferndale, N.Y. 12734. Tel: (914) 292-5965. Owner & Chief Eng.: Paul Gerry; Studio Mgr. & Promo.. Patricia James.
Labels: (Owned) Quickway, Revonah, Studio 17, Tel-E-Vue; (distributed) Grassound.
Int'l reps.: Canada (Almada), Japan (BOM, Pooh Yokocho), Netherlands (Only Yesterday), UK (String, Mike's Country Music).
Rhythms Prod'ns, Box 34485, Whitney Bldg., Los Angeles, Calif. 90034. Tel: (213) 836-4678. Pres.. R.S. White; Exec. Prod'r: David O. White.
Labels: (Owned) Rhythms Prod'ns, Tom Thumb.
Rialto Recs., c/o Ron Ross Mgmt., 11257 Blix St., North Hollywood, Calif. 91602. Tel: (213) 508-9865. US Label Mgr. Ron Moss.
Int'l branch: England.
Int'l reps.: Argentina (Sicamericana), Australia (Astor), Denmark (Hede Nielsen), Finland (Discophon), France (Vogue), Germany (Ariola Eurodisc), Greece (Music Box), Ireland (PolyGram), Italy (Orschi), Japan (Victor), Mexico (Gamma), Netherlands (Oureco), New Zealand (PolyGram), Norway (Disco A/S), Peru (FTA), South Africa (Teal), Spain (Zafiro), Sweden (Electra), Venezuela (El Disco de Moda).
Rice Recs. Inc., 11 Music Circle S., Nashville, Tenn. 37203 Tel: (615) 242 2461. Pres.: E. Jimmy Key; VP: Jack J. Key.
Richardson Recs., 1938 Baltimore Annapolis Blvd., Annapolis, Md 21401. Tel: (301) 757-3733. Owner, Pres. & Chief Eng.. Charles A. Richardson, VP. Mary A. Richardson.
Int'l reps.: Australia (MR Acoustics), Canada (Andre Perrault), Netherlands (Benson).
Richey Recs., PO Box 12937, Fort Worth, Tex. 76116. Tel: (817) 731-7375. Owner: Slim Richey, Sales: Bob Jones, Adv. & Promo.. Jim Colegrove.
Labels: (Owned) Flying High, Grass Mountain, Ridge Runner; (distributed) Kiamichi.
Int'l rep.: Japan (Trio)
Richtown/Gospel Truth Recs. & Tapes & Film Works Inc., PO Box 7552, Richmond, Va. 23231 Tel. (804) 226 0424 Bd. Chm Reginald A Charity Sr., Musical Minister Joseph N. Sire.
Labels: (Owned) Cardinal, Charity, Richtown/Sire.
Richtown/Sire, see Richtown.
Ricochet Recs. Ltd., 8 Pasture Ln., Roslyn Heights, N.Y 11577 Tel (516) 621-4307 Pres Andy Marvel; VP: David Hirsch, A&R Eliot Goldstein.
Branch: Brooklyn, N.Y., 546 Ninth St., Suite 3 Zip: 11215. Tel: (212) 788 4007
Rico Recs Dist'r Inc., 889 10 Ave., New York, N.Y 10019 Tel: (212) 247-6330. Pres.: Ralph Cartagena, Sales Mgr. Alma I Colon.
Labels: (Owned) Combo, Neliz, Rico, Solo, (distributed) EGC, Mega.
Ridge Runner, see Richey
Ridgetop Recs. Inc, 1300 Division St., Suite 204, Nashville, Tenn 37203 Tel (615) 242-2591. Pres: Alice F. Raleigh; Sec'y-Treas.. L C. Anderson, Promo.. Regina Gale.
Right Note Recs. (div. of Jimerson Ents.), 433 N. Cleveland, Memphis, Tenn. 38104 Tel. (901) 278-4401, 345-6731 Bd. Chm.. B.O Jimerson, Ass't Bd. Chm. David F. Delcisco; Pres. Benjamin O Jimerson; VP's Lee & Orman Phillips, Mktg. Dir Eleazor Steinberg; New Talent Co-ord. Roger S Howard; A&R Dir. Matthew Williams; Assoc Prod'r: Lloyd E. Smith
Branch: Mansfield, Ohio, 281 W Sixth, Suite 216. Zip. 44906. Ass't A&R Dir.: Jonas Pearson
Int'l branch: England
Labels: (Owned) Hot, Inovations Inter., Play-Her, Right Note, Screw U, Sounds, Tight Fit, Zombee.
Right On Recs USA, 408 W 115 St Suite 2 W, New York, N.Y. 10025 Tel (212) 222 8715 Cable RIGHTON Pres Bill Downs, Mgr Dolly Gilmore, A&R: G G Turner, Pub & Promo Carl Smith
Labels: (Owned) Big Mike, Right On, (distributed) Contrast (France)
Int'l rep.: France (Contrast)
Rinconada, see Buttermilk
Ringo, see Master Trak.
Riot, see Stacy-Lee
Ripcord Rec'g Servs., PO Box 2098, Vancouver, Wash 98668 Tel (206) 695 2112 Owner Blaine H Allen
Labels: (Owned) Charter, Portland, Ripcord, Vanco
Ripsaw Recs., 121 N Fourth St., Easton, Pa 18042 Tel (215) 258 5990 Pres. Jim Kirk
Branch: New York, N.Y., 320 W 30 St, 5 J Zip 10001 Tel (212) 564 3246 VP Jon Strong.
Labels: (Owned) Jimmie Gee, Ripsaw
Int'l reps.: Canada (B Sharp), Germany (Peter Schuster), Norway (Oscar), UK (Stiff).
Rising Star, see Parr X
Rising Sun, see Scene Prod'ns
Rite Rec Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215 Tel (513) 733-5533 Pres. Philip Burkhardt, VP Prod'n Lan Ackley, VP Graphics Ken Keith Jr.
Labels: (Owned) Gateway, Golden Shield, RRP
Riva Recs Inc., 232 E 61 St., New York, N.Y. 10021 Tel (212) 750 9494 Chm. W A Gaff, Pres. R.B. Davis, VP R M Shaw, Exec. VP's O T Horowitz, O.P Collopy, Treas R J Partington (Distributed by PolyGram)
Int'l branch: England.
Int'l reps.: Canada (PolyGram), rest of world (WEA Int'l)
Riverdell Recs., see Star Song in Ilex.
River Recs Inc., 5050 Poplar Ave., Memphis, Tenn 38157 Tel (901) 767-0640. Pres Bill Harper
River, Calif., see SOL
Riverside, see Fantasy/Prestige/Milestone/Stax
Roadshow Recs. Corp., 425 E. 58 St., New York, N.Y 10022 Tel (212) 751 7078. Pres Fred Frank
Robbins Recs., Box 58, Rt 3, Leesville, La 71446 Pres.. Sherree Scott. Nat'l Reps Virginia Angel, Virginia, Darrell & David Scott; Int'l Promo Leonard Scott
Labels: (Owned) Headliner Stars, Robbins.
Robin Hood, see Cadet Recs.
Rob-Lee Music, PO Box 1385, Merchantville, N.J. 08109 Tel (609) 665 8933 Pres Rob Russen; Exec. VP Bob Russen, VP A&R Rodney Russen, Sales Mgr. Bob Harris, Pub. Mgr Eric Russen, Adv Mgr: Jeff Quig, Promo Mgr. Mark Porter, Tape Mgr.. Gary Marlin, Country Mgr John Gilson, Accounts Mgr Barbara Russen
Labels: (Owned) Big El, Camden Soul, Castle, Jade, Pyramid, Rock Island, Silverbird, TCB.
Robox Recs., Equity Rec'g Co., 2215 Perimeter Park, Atlanta, Ga 30341 Tel (404) 451-5997.
Rochester Disc Reviewer, see VHF.
Rockabilly Rebellion, see Rollin' Rock.
Rockabilly Uprising, see Rollin' Rock.
Rock A-Nash A Billy Recs., PO Box 4740, Nashville, Tenn 37216 Tel (615) 859-0355. Pres.: Wade Curtiss; Mgr S O Neal, A&R O Derwald
Labels: (Owned) Denco, Susan, Terock, Toronto
Rock City, see Fire Sign
Rocked Out, see Tom Bee
Rockers, see Shanachie
Rocket Rec. Co. Inc., 1416 N. Kings Rd., Los Angeles, Calif. 90069 Tel (213) 656-2223 Chm.: John Reid; Gen Mgr. Charlie Murdock
Rocking Horse, see Grenadilla.
Rockin'horse Recs., 13 E. 17 St., New York, N.Y 10003. Tel (212) 255 7674. Pres. Richard Berger, Sales & Promo. Dir. Steve Marks, A&R Dir Steve Rosenthal. Pub. Dir.: Jenny Abrams.
Rockin' Recs., PO Box 92, Brooklyn, N.Y. 11229. Tel. (212) 645 6131 Pres Phil Saunders
Rockin' Ronny, see Rollin' Rock.
Rockin' Weiser, see Rollin' Rock.
Rock Island, see Rob-Lee & Blue Island
Rockland Road, see Superior Sound.
Rockmasters Inc., 317 Granby St., Nortolk, Va 23510 Tel: (804) 623 5565 Cable. ROCKMASTAS. Pres. & Gen. Mgr: Frank J Guida, VP's Millie T & Joseph F Guida (Also see Legrand Recs.)
Rocko, see Master-Trak.
Rocky, see Chuck Anthony.
Rocky Road, see Marc Gordon.
Rocmar, see Ragdoll.
Roda, see Penco
Rodeo, see Paramount West
Rogue Recs., PO Box 568, Woodland Hills, Calif. 91365 Tel (213) 992 4922
Roi Recs., 4712 Elmwood Ave., Los Angeles, Calif 90004 Tel (213) 467 1524.
Rolling Fork Recs., 165 Marguerite, Mill Valley, Calif 94941 Tel (415) 388 8985. Pres.: Terry Abrahamson.
Rolling Stones Recs., 75 Rockefeller Plaza, New York, N.Y 10019 Tel (212) 484 6411. VP Arthur Collins. (Distributed by Atlantic)
Rollin' Rock Recs., 6918 Peach Ave., Van Nuys, Calif 91406 Tel (213) 781 4805, 994-5644. Pres.: Ronny Weiser; VP: Patricia Weiser.
Labels: (Owned) American Rhythm Music, Boppin' Belle, California Rockabilly, Ray Campi, Ollie, Ragin' Rockabilly, Rockabilly Rebellion, Rockabilly Uprising, Rockin' Ronny, Rockin' Weiser, Rollin' Rock, Tubby.
Int'l reps.: Belgium (Barclay/PolyGram), Denmark (K-tel), Finland (K-tel, Rockabilly Rebel), France (Barclay/PolyGram), Iceland (K-tel), Italy (Carosello/Ricordi), Luxembourg (K-tel), Netherlands (K-tel), Sweden (K-tel), Switzerland (Barclay/PolyGram). UK (Rondelet/Spartan).
Roll Top Rec. Co., 1798 Maplewood NE, Warren, Ohio 44483. Tel: (216) 372-2510 Pres.. Richard Michael Obertots; Exec. Mktg. Dir.: Emilia Obertots; VP A&R: Dale Schmidt; Graphic Designs: Mike Verina; Artistic Editor: Nick Verina; Sr. Musical Consultant: Jim Garber; Sales & Finance Pres.: Richard A Obertots; Jazz Development Sr. Dir.: Bill Warner; Promo. & Planning: K. Manna.
Romar, see Nautilus.
Romona, see Jody
Ronco Teleproducts, 1200 Arthur Ave., Elk Grove Village, Ill. 60007. Tel: (312) 640-0700. (TV merchandiser)
Ronn, see Jewel in La.
Rm 10 Rec'g Studios Inc., 1420 K St NW, Suite 400, Washington, D.C. 20005. Tel: (202) 347-1420. Pres.: Russell Timmons Jr.; Studio Mgr./Admin. Dir: Gail Evans; Chief Eng.: Tom McCarthy. (Also see CBS)
Label: (Owned) BIO (Believe in a Dream)
Rooster Blues Recs., 2615 N. Wilton Ave., Chicago, Ill. 60614. Tel: (312) 281 3385. Partner/A&R/Prod'n: Jim O'Neal; Partner/Creative Servs.: Amy O'Neal; Partner/Album Compilation, Cilla Huggins; Partner/Creative Servs./Foreign Dist'n: Mick Huggins; Sales Ass't: Felix Wohrstein; Promo. Ass't: Randy Weinstein; Artist Rep.: Jerry DeWitt.
Int'l branch: England.
Labels: Joyce, Planet, Rooster Blues, Royal American, Tune Town, Ultrasonic, Yvette's.
Int'l rep.: Canada (Trend).
Roots, see TK.
Roper Recs Inc., PO Box 4386, Long Island City, N.Y. 11104. Tel: (212) 786-2401, 426-1190 Pres. Franc Peri.
Int'l reps.: Canada (Trend), Germany (W. Gielow).
Rose, see W.C. Staley.
The Rose Hill Group Inc., 3929 New Seneca Tnpk., Marcellus, N.Y. 13108. Tel: (315) 673 1117. Pres. & A&R Dir.. Vincent Taft.
Label: (Owned) Star City.
Rosemary Melody Line Rec'g Co., 732 Montrose St., Vineland, N.J. 08360. Tel: (609) 696 3085.
Rose Recs. Co. Inc., 922 Canterbury Rd. NE, Atlanta, Ga. 30324. Tel: (404) 237-1162 Pres & A&R Mario W. Peralta; VP & Int'l Mgr.. Frank P. Lappas. Controller Paul Mortensen
Rosita, see Freddie
Ro Tab, see Marullo.
Rough Diamond, see Survivor.
Rough Trade Inc., 1042 Murray St., Berkeley, Calif. 94710. Tel: (415) 548 9212 Pres. & Prod'n Allan Sturdy; A&R: Steve Montgomery; Promo.. Joe Slee
Home office: England
Labels: (Owned) Rough Trade; (distributed) Crass, Factory, Smash Trade, Twinkle.
Roulette Recs. Inc., 1790 Broadway, New York, N.Y. 10019. Tel: (212) 757-9880. Pres.: Morris Levy.
Labels: (Owned) Mainstream, Pyramid, Roulette, Virgo; (distributed) Tiger Lily.
Rounder Recs. Corp., 186 Willow Ave., Somerville, Mass. 02144. Tel: (617) 354-0700. Telex: 921724 Pres. & Promo. Dir.: Marian Leighton; A&R Ken Irwin, Sales Mgr.: Bill Nowlin.
Labels: (Owned) Green Tree, Rounder; (distributed) Bet-Car, Black Saint (Italy), Esca, Fiddler, Red (Italy), Solid Smoke, Soul Note (Italy), String (UK), Tara (Ireland), Topic (UK).
Int'l reps.: Australia (Larrikin), Belgium (Parsifal), Canada (Almada), Denmark (CSA), France (OAM), Germany (Teldec), Hong Kong (Peak Light), Ireland (Mulligan), Italy (IRD). Japan (BOM, Disc Center, KYOA, Pooh Yokocho, Shinsei), Netherlands (Pastor), Norway (Sinar), Spain (Compania Fonografica), Sweden (Sonet), Switzerland (Record Serv.), UK (Mike's Country Music Room, Making Waves, Swift).
Royal American, see Rooster Blues.
Roy B, see Brasilia
Ruboca Recs., 264 Old Hickory Blvd., Madison, Tenn. 37115. Tel. (615) 865-6543. Pres.: Johnny R. Wright, Mgr. John Sturdivant; Sec'y/Sales/Promo. Jean Stromatt.
Ruby, see Slash.
Rumble Recs., PO Box 84, Peoria, Ill. 61650. Tel: (309) 674-5685 Contacts: Todd Waddell, Craig Moore.
Branch: Urbana, Ill., 122 W. Main. Zip: 61801. Tel. (217) 384-8258. Contact. Jeff Hess.
Int'l rep.: UK (Red Lightnin').
Frank Russell Music & Recs. Group Inc., see FRO.
Russell Recs. Inc., 1403 Callens Rd., Ventura, Calif. 93003. Tel (805) 642-3555.
Russell Street, see Daytwo.
Rust, see Laurie.
Rutabaga, see Old Homestead.
Rye, see Jewel Rec'g in Ohio

S

S A C P C M Digital, see Sonic Arts.
S A M, see Utopia.
S A S, see Joey.
S C M Recs., PO Box 2096, Clearwater, Fla. 33517. Tel: (813) 446-2914. Pres Donald M Rolander
S C P Recs., 46 E. Herbert Ave., Salt Lake City, Utah 84111. Tel (801) 355 5327. Pres: Ron W Sampson.
Labels: (Owned) Big Sky, SCP
S C R, see Sunshine Country
S O G, see Re'Generation.
S E Music Inc., Airport Dr., Worcester, Mass 01602 Tel: (617) 757-6369. Telex 920328. Pres. Gil Markle, Mgr.: Wendy Thurston.
Branch: North Brookfield, Mass., Long View Farm, Stoddard Rd. Zip: 01535 Tel (617) 867 7662. Mgr: Kathleen Holden.
Label: (Owned) Long View Farm
S F M (Society for Forgotten Music), see Contemporary.
S & H, see Sun-Glo.
S I P R A (Small Independent Prod'n & Rec. Assocs.), 247 N. Western Ave., Suite 6, Los Angeles, Calif 90004. Tel: (213) 462 9355.
Labels: (Owned) Brotherhood, Community, Pick-A-Hit, Pure Gold, Soultown, (distributed) Kris, Manton, Silver Sword, US, Velvet, Visconjon.

S I S, see Sociedad Int'l de Sonido
S M C, see Spanish Music Center.
S & M Recs., 1806 N. Normandie, Los Angeles, Calif. 90027. Tel: (213) 669-1404. Pres.: John Condon.
S O L Int'l Recs./River Recs., PO Box 622, Orangevale, Calif. 95662. Tel: (916) 726-4816. Pres.: John Roberts; VP: James Chalmers; Mgmt. Opns.: Larry Crawley.
S P E B S Q S A (Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America Inc.), PO Box 575, Kenosha, Wis. 53141. Tel: (414) 654-9111.
S P Q R, see Legrand Recs
S R I (Spector Recs. Int'l), see Phil Spector & Capitol.
S R O, see Smudge.
S R T, see Street Recs.
S S S Int'l, see Shelby Singleton.
S W S Org. Inc., 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 586-1451, 288-9005. Telex: 237516, 224600. Pres.: Sverre O. Sundman; Treas.: H.S. Blum; Sec'y: Gerald F. Edelstein; VP European Opns.: Christer O. Gardsby.
Int'l branches: Canada (Graf Recs. Int'l Ltd.), Germany (SWS Org. GmbH), Netherlands (SWS Org. BV), Sweden (Bastun Studio AB, Musik Ultra), Scandinavian SWS Music AB), Switzerland (SWS Org. SA), UK (SWS Org. Ltd.).
Labels: (Owned) Graf, Graph, SWS; (distributed) Arctic (Norway), Love (Finland), Mudst (Sweden), Polish, YTF (Sweden).
Int'l reps.: Argentina (RCA), Australia (RCA), Austria (CBS), Belgium (CBS), Brazil (RCA), Canada (Quantum), Colombia (Tropical), Denmark (EMI), Finland (EMI), France (CBS), Germany (CBS, Eton), Italy (Durium), Japan (CBS, Epic, Shinko), Mexico (RCA), Netherlands (CBS), New Zealand (RCA), Nigeria (Shanu-Olu), Norway (EMI), Portugal (Rossil), Spain (Columbia), Sweden (EMI, Mudist), Switzerland (CBS, Poplight), Venezuela (Cordica, Discoteca).
Sabia (Brazil), see Brasilia.
Safari Recs. Co., 1642 S. Vermont Ave., Los Angeles, Calif. 90006. Tel: (213) 732-0127. Owner: Federico Rioja; Gen. Mgr.: Carlos A. Rodriguez.
Labels: (Owned) Accion, Corrito, Oro, Fortuna, Safari.
Saguaro, see Boyd.
Salsoul Rec. Corp., 401 Fifth Ave., New York, N.Y. 10016. Tel: (212) 889-7340. TWX: (710) 581-6058. Telex: 236464. Chm.: Joe Cayre; Pres./A&R: Ken Cayre; Exec. VP: Stan Cayre; Int'l Mgr./A&R: Glenn La Russo; Nat'l Promo. Dir.: Connie Johnson. (Distributed by RCA)
Labels: Bethlehem, Dream, Gold Wind, Salsoul.
Int'l reps.: Argentina (RCA), Australia (RCA), Austria (Musica Schallplatten), Benelux (RCA), Brazil (RCA), Canada (RCA), Caribbean (Disc Pressers in Jamaica), Colombia (FM), Denmark (SOS), Dominican Republic (Dominica de Discos), Ecuador (IMESA), Finland (SOS), France (Milan), Germany (RCA), Greece (CBS), India (EMI), Israel (CBS), Italy (Pana), Jamaica (Disc Pressers), Japan (RCA/RVC), Mexico (RCA), Netherlands (RCA), Norway (SOS), Peru (Seca Peruana), Philippines (Dyna), South Africa (CCP/EMI), Spain (Belter), Sweden (SOS), UK (Excaliber), Uruguay (APSA), Venezuela (Love).
Salsoul (Salsa), see Mericana.
Salt City, see Proud Earth.
Salt of the Earth Recs., 3282 Catalina Ave., Santa Clara, Calif. 95051. Tel: (408) 998-0140. Pres.: Chris Aaron; VP: Joe Newbert; A&R: Debbra Aaron; Studio Mgr.: Jane Newbert.
Salvation, see Creed Taylor.
Sami, see DGJ.
Sam Rec. Inc., 45-50 38 St., Long Island City, N.Y. 11101. Tel: (212) 786-7667. Telex: 235976.
Sandcastle Recs., 157 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-6135. Owners: Mark Cosmedy, John Shoup; VP: Tom Morgan.
Branches: Studio City, Calif., 4045 Radford Ave. Zip: 91604. Tel: (213) 985-7933—New Orleans, La., 337 Rue Chartres. Zip: 70130. Tel: (504) 561-0531.
Sandhill Foxfire Recs., 107 N. Hull, Minden, Neb. 68959. Tel: (308) 832-0941/1380. Owner: Bob Ayres
M. R Sand & Co., PO Box 2255, 209 W. Water St., Sandusky, Ohio 44870. Tel: (419) 625-0028. Owner/Pres.: Joseph F. Yost III.
Sangre Prod'ns, 9844 Business Park Dr., Sacramento, Calif. 95827. Tel: (916) 361-3652. Pres./VP: Mary Keely; Exec. Co-ord.: Jan Eric Volz.
San Juan Music Group, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Cable: MUSICLEASE. Telex: 668550. Pres.: David Last; Sec'y-Treas.: Bea Cohen; Sales Mgr.: Jay Chernow.
San-Lyn Group, Box 46, 414 Cortland Ave., Syracuse, N.Y. 13205. Tel: (315) 476-2779. Gen. Mgr.: Jack Swanson.
Labels: (Owned) Calumet, San-Lyn.
Sanskrit Recs., 4120 Excelsior Blvd., Minneapolis, Minn. 55416. Tel: (612) 920-9590.
Sarg (Rec'g Co.), 311 E. Davis St., Luling, Tex. 78648. Tel: (512) 875-3350. Owner: Charlie Fitch; Sales Mgr.: Sharon Mann; Promo.. Denise Fitch; A&R: Ben W. Fitch; Ass't Mgr.: Celeste Fitch.
Labels: (Owned) Double A, Rattle, Sarg.
Sasal Society, see Oaytwo.
Sav-All, see HSE.
Savoy Recs Inc., 342 Westminster Ave., Elizabeth, N.J. 07208. Tel: (201) 351-6800; NYC (212) 962-3354. VP & Gen. Mgr.: Fred Mendelsohn; Prod'r: Milton Biggham; Ass't Prod'r: James Perry; Promo. Dir.: Arnold McCloud; Exec. Ass't: Helen Gottsmann. (Distributed by Arista)
Scala, see Everest.
Scandinavian, see Lindberg.
Scaramouche' Recs., PO Drawer 1967 Warner Robins, Ga. 31099. Tel: (912) 922-1955. Pres.-Dir.: Robert R. Kovach; Sec'y: Judi L. Kovach.
Scene Prod'ns, PO Box 1243, Beckley, W. Va. 25801. Tel: (304) 252-4836. Pres.: Richard L. Petry; Gen. Mgr.: William Gent.
Labels: (Owned) Country Road, Rising Sun.
Int'l reps.: France (Michel Meyer) Philippines (Empire), Spain (Belter), Switzerland (Metronome).
Sceneville Inds., 78-08 88 Ave., Woodhaven, N.Y. 11421. Tel: (212) 296-1877. Pres. & Mng. Dir.: A. J. Kleinfeldt; VP & A&R: R. L. Knudsen; A&R Dir.: Jimi Knudsen.
Label: (Owned) Pulstrak.
Sceptre, see Fee Bee.
Don Schafer Promos., PO Box 5729, Dallas, Tex. 75207. Tel: (214) 339-5891/6166. Pres.: Don Schafer; VP: Becky Schafer.
Labels: (Owned) Demand, Texas.
Scolaron Recs., PO Box 441, Northridge, Calif. 91324. Tel: (213) 780-2288. Owner: David Seiden; Mgr.: Ronald Seiden; Sales: Lawrence & Scott Seiden.
Scotti Bros. Recs., 2114 Pico Blvd., Santa Monica, Calif. 90404. Tel: (213) 450-3193. (Also see CBS)
Scrapbook, see Record Guild.
Scratched Recs., 5904 Laird, Austin Tex. 78757.
Screw U, see Right Note.
Scrimshaw Recs., 6943 Valjean Ave., Van Nuys, Calif. 91406. Tel: (213) 988-6742.
Scripture in Song, see Benson.
Sea Cruise Prod'ns, PO Box 110830, Nashville, Tenn. 37211. Tel: (615) 834-1856. Pres. & A&R Dir.: Ken Keene; Exec. VP: Frankie Ford; Adv. Mgr.: Gene Miller.
Labels: (Owned) Briarmeade, Burlap, Keene, Keeta, Sea Cruise, Sonor (Sound of New Orleans).
Sea-King, see Centaur in N.Y.
Sealsong, see Wormwood.
Seaside, see Southern Sound.
Second Chance, see East Allegheny.
Second Sun Prod'ns, Box 133, Rt. 2, Burton, Vashon Island, Wash. 98013. Tel: (206) 463-2850, 625-9548. Pres.: Robert Krinsky; Promo.: Robert Koch.
Labels: (Owned) Pinup, Second Sun, Triple Disc.
Seeco, see Met Richmond.
Seed, see Word.
Seeds Recs., 2108 NW 115, Oklahoma City, Okla. 73120. Tel: (405) 751-8954. Pres.: Mickey Sherman; Sales Mgr.: Tracy Fulton.
Labels: Homa, Okart, Seeds.
Ralph L. Seltzer, c/o Great Oak Vineyard, 1751 Draper Valley Rd., Selma, Ore. 97538. Tel: (503) 597-2161. Cables: MUSICWORLD, SELMA. Owner: Ralph L. Seltzer; Gen. Mgr.: Carla Bartoletti.
Int'l branches: Australia, Germany, Spain, UK.
USA labels represented: Rollin' Rock, Venture.
Int'l firms represented: Dial (Portugal, Spain), Omdisc (UK), OctoArts (Philippines), Orfeon (Mexico), Record Market (Nigeria, West Africa), Regents Park (UK), Reveille (South Africa), Mal Sondock (Austria, Germany, Switzerland), Tapecar (Brazil), Victor (Japan), Virgin (UK).
Semaphore, see Vantage.
Sequel, see Rik Tinory.
Seraphim, see Capitol.
Serenus Corp., 145 Palisade St., Dobbs Ferry, N.Y. 10522. Tel: (914) 693-9321. Pres. & A&R: Paul Kapp.
Sesame Street Recs. (div. of Distinguished Prod'ns Inc.), 1 Lincoln Plaza, New York, N.Y. 10023. Tel: (212) 874-2700. Pres.: Shy Raiken; Mktg. Dir.: Arthur Denish; Gen. Mgr.: Gerard Esposito. (SEE ADVERTISEMENT)
Sessions Recs. Inc., 1973 Ohio St., Lisle, Ill. 60532. Tel: (312) 960-5100. Pres.: John R. Werling; VP: Carl M. Fink; Controller: Ken Jakupcak; A&R: P.J. Sproat.
Seven Hills Publ'g & Rec'g Co. Inc., 905 N. Main St., Evansville, Ind. 47711. Tel: (812) 423-1861. Pres.: Edward W. Krietemeyer; VP: M. Lottes; Sec'y-Treas.: Dorothy Pearce; Mgr.: P. J. Hayden.
Labels: (Owned) EKX, Seven Hills.
7 Star, see World Int'l.
1750 Arch Inc., 1750 Arch St., Berkeley, Calif. 94709. Tel: (415) 841-0216. Pres.: Tom Buckner; Exec. Dir.: Phill Sawyer; Concert Mgr.: Diane Stone; Rec'g Eng.: Bob Shumaker.
Int'l rep.: Canada (Almada).
Shadow Recs., 1517 W. Lake St., Minneapolis, Minn. 55408. Tel: (612) 827-6111. Pres.: Charles F. Campbell.
Shaffer Recs., 13412 Gladstone Ave., Sylmar, Calif. 91342. Tel: (213) 367-0214. Co-Owner & Chm.: Frank J. Jacobs; Co-Owner & Pres.: Mrs. F.J. Jacobs; Sales & Promo.: Deloris Ann.
Shake It! Recs., 2530 Luna Ave., Cincinnati, Ohio 45219. Tel: (513) 721-0257.
Shanachie Recs. Corp., Dalebrook Park, Ho Ho Kus, N.J. 07423. Tel: (201) 445-5561. Pres.: Richard Nevins; Sec'y/Treas.: Daniel Michael Collins.
Labels: (Owned) Herwin, Morning Star, Rockers, Shanachie; (distributed) Boot (Canada), Dreamstreet, Flyright (UK), Gael-Linn (Ireland), Generation (Canada), Greensleeves (UK), Red Lightnin' (UK), Tara (Ireland), Topic (UK), Trojan (UK).
Int'l reps.: Australia (Larrikin), Canada (Almada), France (DAM), Germany (Eulenspiegel), Ireland (Tara), Italy (IRD), Netherlands (Munich), UK (Topic).
Shawmut Recs., see Casa Grande.
Don D. Sheets Prod'ns, Box 212, Rt. 3, Nashville, Ind. 47448. Tel: (812) 988-2000. Co-Owners/Prod'rs: Don D. & Marti Mae Sheets.
Labels: (Owned) CVS, Delmarti, Little Nashville, Little Nashville Opry.
Sheffield Lab Inc., PO Box 5332, Santa Barbara, Calif. 93108. Tel: (805) 969 4744; WATS (800) 235-5737. Pres.: Doug Sax; VP & Treas.: Lincoln Mayorga; Mktg. & Sales Dir.: Andrew Teton; Mgr.: Patricia Meredith; Controller: James Duller.
Int'l reps.: Australia (Acoustic Moniter), Belgium (Blomhof), Canada (Gray), Denmark (Mayco Agentur in Norway), France (Delta), Germany (Audio Int'l), Italy (Audio SMC), Japan (Mace), Netherlands (Durob), Nigeria (Quintessence in UK), Norway (Mayco Agentur), Singapore (Singapore Audio), South Africa (Symphonia), Sweden (Sven Eriksson), UK (Unicorn).
Shekinah Music, 52 Werah Pl., Oceanport, N.J. 07757. Tel: (201) 222-4460. Owners: Russell N. Scalzo Jr., James W. Bova; A&R: Joe Saint.
Labels: (Owned) Shekinah; (distributed) Praise Jesus.
Shelter Rec'g Co. Inc., 1106 N. La Cienega Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-5887.
Int'l reps.: Australia (Festival), Austria (Ariola-Eurodisc in Germany), France (Arabella), Germany (Ariola-Eurodisc), Greece (CBS), Italy (Ariston), Japan (Nippon Phonogram), Netherlands (Ariola-Eurodisc), Scandinavia (Ariola-Eurodisc in Germany), South Africa (Gallo), South America (Phonogram in Netherlands), Spain (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc in Germany), UK (Island).
Shih, see PM.
Shih Shih Wu Ai Recs. Inc., 8120 Oakland Ave. S., Bloomington, Minn. 55420. Pres.: Milo Fine.
Shire, see Wormwood.
Shoestring Recs., 1907 Central, Alton, Ill. 62002. Tel: (618) 465-5619. Pres.: Howard Neal; VP: David Banks.
Troy Shondell Prod'ns (div. of Telesonic Recs.), Box 828, Huntington, Ind 46750. Tel: (219) 356-3964.
Shout, see Bang.
Showtime, PO Box 40074, Washington, D.C. 20016. Tel: (202) 397-6952. Exec. Pres.: C. Ables; Gen. Mgr.: B. Salles.
Showtime, La., see Master-Trak.
Shtup City Recs./Dru Ents., 16 Reef, Suite 1, Marina Del Rey, Calif. 90291. Tel: (213) 392-2497. Pres.: Rebecca Dru; VP: Randy Wilson; VP Development: Joe Andrews.
Shur-Tinga, see Styletone.
Sierra Recs., PO Box 5853, Pasadena, Calif. 91107. Tel: (213) 355-0181.
Labels: (Owned) Briar, Sierra.
Int'l reps.: Austria (Ariola), Belgium (Ariola), France (Arabella Eurodisc), Germany (Ariola-Eurodisc), Italy (IRD), Japan (BOM, Pooh Yokocho, Shinsei Serv.), Netherlands (Ariola-Eurodisc), Norway (Dag Waerner), Spain (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc), UK (Mike's Country Music in Scotland, Projection).

Sierra Wave, see Kicking Mule.
Signature Gramophone Co. Ltd., 1841 Broadway, New York, N.Y. 10023. Tel: (212) 246-3280. Pres.: Bob Thiele.
Silverbirch, see PM.
Silverbird, see Rob-Lee.
Silver Blue Prod'ns, 220 Central Park S., New York, N.Y. 10019. Tel: (212) 586-3535. Pres. & Sales: Joel Diamond.
Silver Pelican, see Pelican.
Silver Sword, see SIPRA.
Simon Says, see Record Guild.
Simple, see Trod Nossel.
Sinbad, see Crimson Dynasty.
Sine Qua Non Prod'ns Ltd., 1 Charles St., Providence, R.I. 02904. Tel: (401) 521-2010. Pres.: Joan Grow.
Branch: Los Angeles, Calif., 1362 Lucile Ave. Zip: 90026. Tel: (213) 666-6082. Nat'l Sales Mgr.: Gene Weiss.
Labels: (Owned) Americana, DigiTech, Masterpiece, Meet the Classics, Perspective, Sine Qua Non, Superba.
Sing, see Skylite-Sing.
Shelby Singleton Corp., 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 385-1960. Cable: SHELREC. Telex: 3711222. Pres.: Shelby S. Singleton Jr.; VP: John A. Singleton; VP Sales: Jim Wilson; Mktg. Mgrs.: Sharon Kay, Craig Wilson.
Labels: Plantation, SSS Int'l.
Int'l reps.: Australia (Festival), Austria (Bellaphon), Canada (Quality), Denmark (Sonet), Germany (Bellaphon), Japan (Charly/RVC), Netherlands (Charly/CNR), Spain (Charly/Auvi), Switzerland (Bellaphon), UK (Charly Music).
Sire Recs. Co., 3 E. 54 St., 9th fl., New York, N.Y. 10022. Tel: (212) 832-0950. Cable: BLUHORIZON. Telex: 62622. Pres. Sire/VP Warner Bros.: Seymour Stein; Ass't to Pres.: Michael Rosenblatt; VP Artist Development: Ken Kushnick; Pub. Dir.: Audrey Strahl. (Distributed by Warner Bros.)
Branch: Burbank, Calif., 3300 Warner Blvd. Zip: 91510. Tel: (213) 846-9090. Telex: 698512. VP: Promo.: Daniel Kelley.
Labels: (Owned) Blue Horizon, Real, Sire.
Int'l reps.: Australia (WEA), Benelux (WEA), Brazil (WEA), Denmark (Metronome), France (Pathe Marconi), Germany (Ariola-Eurodisc), Greece (WEA), Hong Kong (WEA), Israel (CBS), Italy (RCA), Japan (Nippon Phonogram), New Zealand (WEA), Scandinavia (Phonogram), South Africa (WEA), Spain (Hispavox), UK (WEA).
Sivatt Music Co. Inc., PO Box 7172, 10 Michael Dr., Greenville, S.C. 29610. Tel: (803) 295-3177. Pres.: Jesse B. Evatte; Nat'l Sales Mgr.: Jere Davis.
Labels: (Owned) Brand-X, Pioneer, Tribute.
Six Shooter, see Colonel Buster Doss.
Skids Recs., see Tribal Jargon.
Skill Recs., 268 Alhambra Circle, Coral Gables, Fla. 33134. Tel: (305) 441-1784. Pres.: Laurence H. Shiller.
Branch: New York, N.Y., 100 W. 57 St. Zip: 10019.
Skylite, see Skylite-Sing.
Skylite Country, see Skylite-Sing.
Skylite-Sing Inc., 1008 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-4557.
Labels: (Owned) Christian Faith, Christian Folk, Sing, Skylite, Skylite Country, Stateswood, Temple.

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Slash Recs. (J. Ruby Prod'ns Inc.), 7381 Beverly Blvd., Los Angeles, Calif. 90036. Tel: (213) 937-4660. Pres.: Robert Biggs; VP Bus. Affairs: Mark Trilling; VP A&R/Promo. Dir.: Mark Williams; Mktg. Dir.: Robyn Weiss.
Labels: (Owned) Ruby, Slash.
Slide, see McKinnon.
Small Independent Prod'n & Rec. Assocs., see SIPRA
Smash Trade, see Rough Trade.
Smile, see La Val.
Smithnight, see GRS.
Smithsonian Collection, see Smithsonian Institution.
Smithsonian Institution, Performing Arts Div., Washington, D.C. 20560. Tel: (202) 357-1300.
Label: (Owned) Smithsonian Collection.
Smooch Recs. Inc., 1530 Dunwoody Village Pkwy., Suite 201, Atlanta, Ga. 30338. Tel: (404) 394-7122. Pres.: Hugh E. Bowman II; Opns. Mgr.: Hugh E. Bowman III.
Smudge Recs., PO Box 29342, Dallas, Tex. 75229. Tel: (214) 243-2933. Pres.: Terry Rose.
Int'l branch: England.
Labels: (Owned) SRO, Smudge.
Snail Recs., 6106 N. Kenmore, Chicago, Ill. 60660. Tel: (312) 262-8500.
Soap Opera Recs., 9 E. 46 St., New York, N.Y. 10017. Tel: (212) 661-2106. Pres.: Larry Levinson; Sec'y-Treas.: Neil Warner; VP A&R: Phyllis Levinson.
Soaring, see Doc Ron.
Sociedad Int'l de Sonido, 430 Minorca, Coral Gables, Fla. 33134. Tel: (305) 446-0298.
Labels: (Owned) Elite, Papagayo, SIS.
Int'l reps.: Ecuador (Famoso), Mexico (Ariola), Peru (IEMPSA), Venezuela (Palacio de la Musica).
Society for Forgotten Music, see Contemporary.
Society for the Preservation & Encouragement of Barber Shop Quartet Singing in America Inc., see SPEBSQSA.
Solar Recs. (Sound of Los Angeles Recs.), 9044 Melrose Ave., Suite 200, Los Angeles, Calif. 90069. Tel: (213) 859-1717. Chief Exec.: Dick Griffey. (Distributed by Elektra/Asylum)
Solar, Hollywood, Calif., see Mystic.
Solar Sound Prod'ns, Box 98, Aldie, Va. 22001. Tel: (703) 471-5359.
Solid Brass Rec. Prod'ns Inc., 11 Dellwood Rd., Staten Island, N.Y. 10304. Tel: (212) 979-5945. Pres. & Gen. Mgr.: Pamela Nerlino; VP & A&R: Michael J. Nerlino; Treas.-Finance Officer: V.M. Nerlino. (Distributed by Random Ents.)
Labels: (Owned) Century 21, Solid Brass.
Solid Gold, see Bang.
Solid Rock, see Word.
Solid Smoke Recs., PO Box 22372, San Francisco, Calif. 94122. Tel: (415) 731-0500. Contacts: Rico Tee, Marty Arbunich.
Label: (Owned) War Bride.
Solid Smoke, Mass., see Rounder.
Solist (Germany), see Teleson-America.
Solo, see Rico.
Solo Plus, see Blue River.
Som (Brazil), see Brasilia.
Solo, see Rico.
Solo Plus, see Blue River.
Som (Brazil), see Brasilia.
Soma Recs., 5105 Golden Ln., Las Vegas, Nev. 89119. Tel: (702) 739-9606. Pres.: Phil Gitelman; VP: Joel Cammeron; PR: Chris Andreoli; Financial Dir.: Robert van Lydegraf.
Some Recs. Co., 917 Silvermine Rd., New Canaan, Conn. 06840. Tel: (203) 966-7078. Pres.: Sture A. Linden; A&R Dir.: Mike D'Emidio.
Somerset, see Alshire.
Som/Maior (Brazil), see Fermata.
Sonar Recs. Corp., PO Box 455, Bronx, N.Y. 10463. Tel: (212) 549-1770. Pres.: Norman E. Mendenhall; VP: K. Marani.
Labels: (Owned) Sonar; (distributed) Hammer.
Sonata Recs., 4304 Del Monte Ave., San Diego, Calif. 92107. Tel: (714) 222-3346. Pres. A&R: Paul DiLella; VP: Joseph DiLella; Sales Mgr.: Melbalee Newberry; Promo. & Dist'n: Helen DiLella.
Sonet USA, see Kicking Mule.
Songbird, see MCA & Sparrow.
Songmaster, see American Entertainment.
Song Request Magazine, see Olenik
Songs by Sommers, PO Box 322, Silver Spring, Md. 20907. Tel: (301) 946-9039. Owner: Henry J. Sommers.
Songwriters Recs., PO Box 1253, Santa Cruz, Calif. 95061. Tel: (408) 425-3730. Pres.: Lawrence W. Abrams; VP: James A. Abrams; A&R Dir.: Farah Yale.
Sonic, see Iowa Great Lakes.
Sonicarts, see Sonic Arts.
Sonic Arts Corp., 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka; Exec. VP: Herbert P. Haas; Creative Servs.: Leontine L. Kulka; Graphics: Wayne Pope.
Int'l branch: Germany.
Labels: (Owned) Authentic, Autograph, Captain, Dimension Six, Direkt to Disk, Golden Soul, Laboratory Series, Nostalgia, Repertoire, SAC-PCM Digital, Sonicarts, Super Dimension Six, Washboard; (distributed) Star (Switzerland).
Sonic Wave Recs., c/o Kiderian Recs., 4926 W. Gunnison, Chicago, Ill. 60630.
Sonido Int'l, see Marsal.
Sonolux, see Discolando.
Sono-Max, see Audiorama.
Sonor Prod'ns Inc. (Sound of New Orleans Recs.), PO Box 110830, Nashville, Tenn. 37211. Tel: (615) 834-1856. Chm.: B.J. Joy; Pres./Exec. Prod'r: Ken Keene. (Also see Sea Cruise).
Sonrise Mercantile Corp., PO Box 607, Malibu, Calif. 90265. Tel: (213) 991-8469. Pres.: Bob Cotterell; Gen. Mgr.: Dave Foster.
Labels: (Owned) Creative Sound, Sonrise; (distributed) AB (Street Level), Deep Roots, Lamb & Lion (selected), Mighty Wind.
Sonyatone Recs., PO Box 567, Santa Barbara, Calif. 93102. Tel: (805) 682-8624. Pres.: Peter F. Feldman; VP: Toni Young.
Labels: (Owned) Hen Cackle, Sonyatone; (distributed) Red Clay.
Int'l reps.: Australia (Folkways), Germany (Bear), Japan (BOM).
Soul, see Motown.
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Soul City Recs., 10609 Budlong, Los Angeles, Calif. 90044. Tel: (213) 777-9393.
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Soulin', see Warren.
Soul Merchant, see Paramount-West.
Soul Mine, see Boddie.
Soul Note (Italy), see Rounder.
Soul-Po-Tion, see Gwen.
Soul Set, see La Val.
Soul Sounds Unlimited Rec'g Co., PO Box 24240, Cincinnati, Ohio 45224. Tel: (513) 681-1403. Co-Owner: Alvin Don Chico Pettijohn.
Soultown, see SIPRA.
Soundbook, see Caedmon/Arabesque.
Sound 80 Inc., 2709 E. 25 St., Minneapolis, Minn. 55406. Tel: (612) 721-6341.
Sound Environment Rec'g Series (Sound Environment Rec'g Corp.), Butler Square, Suite 114, 100 N. Sixth St., Minneapolis, Minn. 55403. Tel: (612) 339-4641. Pres.: Bob Bailey.
Branch: St. Paul, Minn., 1236 Lincoln Ave. Zip: 55105. Tel: (612) 690-2707. Prod'n/Eng'g: Russ Borud.
Sound Inc., 56880 North Ave., New Haven, Mich. 48048. Tel: (313) 749-5182.
Labels: (Owned) Cupid, IRM, International Folklore, Keepsake, Trash, Universal Sound.
Soundmate, see Caprice.
Sound of Money, see Vantage.
Sound of New Orleans, see Sonor & Sea Cruise.
Sound of New York Recs. (div. of Phenix Entertainment Corp.), 231 W. 58 St., New York, N.Y. 10019. Tel: (212) 265-3350. Pres. & Chief Operating Officer: Eugene Griffin; VP Admin.: Clarence Eugene Swanston; VP Promos./Mktg./Sales: William Scarborough; Press Information/Development Dir.: Jeanne Frances McPherson; Sec'y: Joyce Harding.
Sounds, see Right Note.
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Sounds of Winchester, 314 Lanny Dr., Winchester, Va. 22601. Tel: (703) 667-9379. Pres.: Jim McCoy; VP: R.J. Alford Jr.; Sec'y: Bertha McCoy.
Labels: (Owned) Alear, Master, Winchester.
Sounds South Recs. Inc., 203 Culver Ave., Charleston, S.C. 29407. Tel: (803) 766-2500. Pres.: Harold Thomas; VP/A&R: Michael Thomas.
Labels: (Owned) Sounds South, Wahr.
Int'l rep.: Belgium (Supreme).
Sound Stage 7, see Monument.
Soundwaves Recs., 1204 Elmwood, Nashville, Tenn. 37212. Tel: (615) 385-0900. (Distributed by Nationwide Sound)
Labels: (Owned) Brand X, Soundwaves.
Sountrak, see Sunbeam.
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Int'l reps.: Brazil (K-tel), UK (Liberty/UA).
Sourwood Mountain, see June Appal.
South Coast, see MCA.
Southern Bell, see East Allegheny.
Southern Biscuit, see Malaco.
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Labels: (Owned) Country Gold, Ivory.
Southern Library of Rec'd Music, see Peer-Southern.
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Southern Wing, see Wildwood Studio.
Southland Recs. Inc., PO Box 1547, Artington, Tex. 76010. Tel: (817) 461-3280. Chief Exec. Officer: Steve Reed.
Southland, Ga., see Jazzology-GHB.
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Sovereign Rec. Corp., 1619 Broadway, Suite 602, New York, N.Y. 10019. Pres.: Reuben Fisher.
Space Recs., 2037 Alvarado Dr. NE, Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres. & Gen. Mgr.: A. Medley.
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Labels: (Owned) Coda, Pro-Arte, SMC.
Spark, see Peer-Southern.
Sparrow Recs. Inc., 8025 Deering Ave., Canoga Park, Calif. 91304. Tel: (213) 703-6599. Pres.: Billy Ray Hearn; VP Admin.: Rick Horne; VP Sales: Bill Conine; Mktg. Servs. Dir.: Bill Hearn; A&R Dir.: Dan Collins. (Also see MCA)
Labels: (Owned) Birdwing, Sparrow; (distributed) MCA/Songbird.
Specialty Recs. Inc., 8300 Santa Monica Blvd., Los Angeles, Calif. 90069. Tel: (213) 656-7711. Sales & Mktg. Mgr.: Pam Hauer.
Specs, see Gusman.
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Label: (Owned) Spector Recs. Int'l (SRI).
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Labels: (Owned) Pilgrim, Spigot, Spiral; (distributed) Balboa, Collectibles.
Spire, see West End.
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Spirit, Calif., see Hartsong.
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Harold Kaplowitz; Mktg. Dir.: D. ryl O'Rourke; Art Dir.: Barbara Flynn; A&R: Christopher King.
Labels: (Owned) Helicon, Spoke Arts.
Spoken Word Classics, see Caedmc n/Arabesque.
Spoonfed Recs., PO Box 744, Malil u, Calif. 90265.
Sports, see Lee Anderson.
Spring Recs. Inc., 161 W. 54 St., Nev York, N.Y. 10019. Tel: (212) 581-5398. Pres.: Jules Rifkind; VP: Bill Spi alsky; Sec'y-Treas.: Roy Rifkind.
Labels: (Owned) Spring (distrib ted by PolyGram), Event, Posse.
Stable, see Dawn.
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The Stacy-Lee Label, Box 711, Ha kensack, N.J. 07601. Tel: (201) 488-5211. Pres.: Johnny Miracle; VP: Frank Joy; Treas.: Warren Payne; Sec'y: Sam Diamond; A&R: Kenny Luv
Labels: (Owned) Banana, Inner C rcle, Joy, Lions Den, Lotus, Lybra, Riot, Stacy-Lee, Vanishing Point.
W. C. Staley & Assocs., PO Box 57 2, High Point, N.C. 27262. Tel: (919) 885-0263.
Labels: Deka, Mecca, Rose.
Standy Recs. Inc., 760 Blandina St., Utica, N.Y. 13501. Tel: (315) 735-6187. Pres.: Stanley Markowski; VP: Ar dy Cittadino; Sales & Mktg.: Joyce Markowski.
Stanyan Rec. Co., 8440 Santa Mor ca Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7311. Owner: Rod Mc Kuen; Pres. & Gen. Mgr.: Wade Alexander; VP Promo.: Pamela Burns.
Labels: (Owned) Discus, Stanya .
Star, see National Music.
Starborne Prod'ns Corp., 4627 Van Nuys Blvd., Sherman Oaks, Calif. 91403. Tel: (213) 995-7832. TWX: (910 495-2019. Pres.: James P. Schlicting; VP: Linda C. Schlicting; Sales D r.: Diane Simmons; Promo. Dir.: Dean Whitney.
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Star City, see Rose Hill.
Starday, see Gusto.
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Labels: (Owned) Cammeron, St r Fires, Star Fox.
Stargem Recs. Inc., 20 Music Squa e W., Suite 200, Nashville, Tenn. 37203. Tel: (615) 244-1025. Pres. & A& R Dir.: Wayne Hodge; Nat'l Promo. Dir.: Chuck Dixon; Video Prod'n Dir. Dan Hodge.
Starglo Music, PO Box 2180, Placer ville, Calif. 95667. Tel: (916) 626-4512. Owners/Gen. Mgrs.: Gil & Sandr a Labrucherie; Sales Mgr./Promos.: Jim McDonald.
Label: (Distributed) Heritage S rgers.
Star Jazz Recs. Inc., 5220 SW Eigh h St., Fort Lauderdale, Fla. 33317. Tel: (305) 581-4310. Pres.: Will Con elly; Exec. VP: Tom Justice; VP Promo.: Jim Farrell; A&R Dir.: S.H.T. Ne son.
Labels: (Owned) Mudflap, Star azz.
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Labels: (Owned) Hello, Pilot, S ark, Sugarbear.
Starlog, see Varese Sarabande.
Starman Recs., PO Box 20604, Zip 95820; 2351 Fourth Ave., Sacramento, Calif. 95818. Tel: (916) 454-452 . Pres.: Almerritt V. Covington; VP: Marsha Ann Covington; Treas.: Viol t A. Covington.
Star People Recs., PO Box 553, C sselberry, Fla. 32707. Tel: (305) 331-4453. Pres.: Terry R. Brooks.
Labels: (Owned) High Frequenc r, Outer Galaxie, Star People.
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Starship, see 50 States.
Star Song of California, see Conso dated Gospel.
Star Song Recs., 2460 Spring Lake Dr., Marietta, Ga. 30062. Tel: (404) 973-1170. Pres.: Tim McCabe.
Labels: (Owned) Atlantis, Star ong.
Star Song Recs., 2223 Strawberry, Pasadena, Tex. 77502. Tel: (713) 472-5563. Exec. Pres.: Wayne Dono ho; Pres./A&R: Darrell A. Harris; Sales Mgr.: Philip Dorflinger; Promo. Toni Thigpen; Prod'n: Joan Tankersley. (Also see Benson)
Labels: Joyeous Garde, Kingsw y Music, Rivendell, Star Song.
Int'l reps.: Australia (Rhema). anada (Praise), New Zealand (Sacred). UK (Kingsway).
Star (Switzerland), see Sonic Arts
Starstream Recs., 4801 Woodway Houston, Tex. 77056. Tel: (713) 961-1975. Pres.: Ken Kramer; VP Gen. Mgr Gary Firth
Starwest Recs., PO Box 21, Longv ew, Wash. 98632. Tel: (206) 423-9085. Gen. Mgr.: Mike Poe.
Stateswood, see Skylite-Sing.
Stax, see Fantasy/Prestige/Milest ne/Stax.
Steady Recs., 846 Seventh Ave., lew York, N.Y. 10019. Tel: (212) 757-3800. Pres.: Art Trefferson.
Labels: (Owned) Casset Maior, Phonosonic, Premier, Steady.
Steamboat Recs. Inc., 3500 N. Cau seway, Suite 1500, Metairie, La. 70002. Tel: (504) 831-9474. Pres.: Re Pearce; Exec. VP: Norris Songe; VP & A&R Dir.: Dale Murray.
SteepleChase Prod'ns Inc., 3943 W Lawrence Ave., Chicago, Ill. 60625. Tel: (312) 463-6146. Pres.: Nils Wi ther; VP/Gen. Mgr.: Charles Nessa.
Home office: Denmark.
Int'l rep.: Canada (Trend).
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Stet, see DRG Recs.
Stiff-America, 157 W. 57 St., New York, N.Y. 10019. Tel. (212) 765-3977. Pres.: Bruce Kirkland; Ass't to res.: Nancy Harrison; Mdsg.: Steve Bonano; Promo.: Roy Rosenberg.
Stiff/Columbia, see CBS.
Stiff/Epic, see CBS.
Stinson Recs., PO Box 3415, Granada Hills, Calif. 91344. Tel: (213) 368-1612. Pres.: Jack M. Kall.
Int'l rep.: Colombia (Ramirez).
Stonedog Recs., 208 Lone Oak R ., Paducah, Ky. 42001. Tel: (502) 444-7658. Pres.: Ed Hannan. (Distr buted by Nationwide Sound)
Branch: Chicago, Ill., 1819 W. Thome Ave. Zip: 60660. Tel: (312) 869-6468. VP: Stoney Phillips.
Stonehedge, see Jersey Coast.
Stone Post Rec. Co., PO Box 2611 San Bernardino, Calif. 92406. Tel: (714) 886-9016. Pres. & A&R Dir.: Richard Bisterfeldt; VP/Dir.: Jacki Bisterfeldt; Sec'y-Mgr.: Jann Joy.
Branch: Emporia, Kan., PO Box 954. Zip: 66801.
Stoneway Recs. Inc., 2817 Laura Koppe, Houston, Tex. 77093. Tel: (713) 697-7867.
Labels: (Owned) Stoneway, Wide-World.
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Storyville, see Moss.
Stradivari, see Everest.
Straight-Face Inc., Box 324, Newark, Del. 19711. Tel: (302) 368-1211. Pres.: Nick Norris; VP: Mike Fisher; A&R: Jim Tassell, J. Julian.
Strata-East Recs. Inc., 156 Fifth Ave., Suite 413, New York, N.Y. 10010. Tel: (212) 691-9294. Cable: SEFONIC. Telex: 234104. Chief Officers: Charles Tolliver, Stanley Cowell. (Distributed by Audiofidelity)
Strate-8, see Fortune.
Straw Hat Recs., 422 S. Calle Encilia, No. 901, Palm Springs, Calif. 92262. Tel: (714) 325-4735. Pres.: Charlie Beal; Pub./Promo.: D. Van Horn.
Labels: (Owned) Straw Hat, Top Hat.
Street Corner Recs., 2801 Middletown Rd., Bronx, N.Y. 10460. Tel: (212) 733-8813. Owner: Thomas Lauria; Mgr.: Ron Blair.
Labels: Chapel Tone, Street Corner.
Street Level, see Consolidated Gospel.
Street Recs. & Tapes Inc., 345 Fullerton Pkwy., Chicago, Ill. 60614. Tel: (312) 784-1583.
Label: (Owned) SRT.
Streke, see Periscope.
String (UK), see Rounder.
Stud Guy, see Old Dominion.
Studio 7, see Vee Jay.
Studio 17, see Revonah.
Styletone Recs., 254 E. 29 St., Suite 7, Los Angeles, Calif. 90011. Tel: (213) 746-6499. Owner & Pres.: Jerry Hooks; Dir./Mgr.: Duffy Hooks III.
Labels: (Owned) Groundhog, Hooks, Hooks Bros., J&J, Shur-Tinga, Styletone.
SuAnn, see HSE.
Suffolk Mktg., 115 E. Main St., Smithtown, N.Y. 11787. Tel: (516) 979-0100. (TV merchandiser)
Sugarbear, see Stark.
Sugarbush, see Reflection Sound.
Sugar Hill Recs. Inc., PO Box 4040, Duke Sta., Durham, N.C. 27706. Tel: (919) 489-4349. Pres.: Barry Poss; Promo.: Penny Parsons.
Branch: Roanoke, Va., PO Box 3057. Zip: 24015. Tel: (703) 343-5355. Mktg.: David Freeman, Chet Rhodes.
Int'l reps.: Australia (Larrikin), Canada (Trend), Italy (IRD), Japan (BOM), Netherlands (American Music), Sweden (Sarec), UK (Making Waves, Mike's Country).
Sugar Hill Recs. Ltd., 96 West St., Englewood, N.J. 07631. Tel: (201) 569-5170. Chairwoman: Sylvia Robinson; Pres.: Joseph Robinson; Exec. VP: Milton Malden; VP: Joey Robinson Jr.; Promo.: Diane Moore; Prod'n: Agnes Pellas; Eng.: Steve Jerome.
Sugarloaf Recs., 750 Las Gallinas Ave., San Rafael, Calif. 94903. Tel: (415) 479-8211. Owner: Bill Hooks.
Sugar Recs. Inc., PO Box 1181, Florissant, Mo. 63031. Tel: (314) 837-4095. Pres.: Glen D. Kirkland; VP: Marie E. Kirkland; A&R Dir.: Russ Kirkland; Promo. Dir.: Dale Kirkland.
Int'l rep.: Canada (Praise).
Sugar-Soul, see Dtoao.
Sugartree Recs., 701 Ninth St. NE, Winter Haven, Fla. 33880. Tel: (813) 293-0846. Pres.: D. Rick Mitchell.
Sugarvine, see ECI.
Sumiko Inc., PO Box 5046, Berkeley, Calif. 94705. Tel: (415) 843-4500. Pres.: Blair Boyd; VP: Sumiko Okimoto; Sec'y-Treas.: Clyde Eagleton; Sales/Technical Dir.: David Fletcher; Chief Eng.: Randy Ballew; Sales Mgr.: Roxanne Schwartz; Prod. Dist'n: Peter Schwartz; Controller: Mark Kelly; Quality Control: Patrick Lim; A&R: Tam Henderson.
Labels: (Distributed) Ambience, Reference.
Summer, see Cord.
Summit, see CMS.
Sunbeam Recs. Inc., 13821 Calvert St., Van Nuys, Calif. 91401. Tel: (213) 994-7791.
Labels: (Owned) Sountrak, Sunbeam.
SunBelt Recs. Inc., 12231 Snow White, Dallas, Tex. 75234. Tel: (214) 243-5792. Pres.: Ralph Hollis; VP: Greg Hollis.
Sunbird, see Capitol & Excelsior.
Sunburst, see Sunset.
Suncoast Recs., PO Box 5208, Clearwater, Fla. 33518. Tel: (813) 446-2914.
Suncountry Prod'ns Inc., 14 E. Second St., Tucson, Ariz. 85705. Tel: (602) 792-3194. Pres.: Fred Knipe; VP: Jim Bastin; A&R Dir.: Steve Chandler.
Label: (Owned) Bandolier.
Sundown Recs., Box 258, Rt. 1, Carriere, Miss. 39426. Tel: (601) 798-7099. Owner: Vern Pullens; Pub. Ed.: Bruce Dixon.
Branch: Nashville, Tenn., 1204 Elmwood Ave. Zip: 37202. Tel: (615) 385-2704. Owner: Joe Gibson.
Sun Dyl Recs., 312 Sharon Ave., Marshalltown, Iowa 50158. Tel: (515) 752-3198. Dir.: Alan Lund.
Sun-Glo Recs. Inc., 12911 SW 82 Terr., Miami, Fla. 33183. Tel: (305) 279-2523. Pres.: Samuel Solomon Jr.; Exec. VP: Willie V. Harvey Jr.; VP/PR: Frank Solomon; Promo. & Sales Dir.: Darnell Johnson.
Labels: (Owned) S&H, Sun-Glo, Tempus.
Sunny Day Prod'ns, 1931 SE Morrison, Portland, Ore. 97214. Tel: (503) 238-4525. Pres.: Russell E. Gorsline.
Label: (Owned) Criket.
Sun-Ray Recs., 1662 Wyatt Pkwy., Lexington, Ky. 40505. Tel: (606) 254-7474. Pres.: James T. Price; VP: Harry Price.
Sun Rize, see Charta.
Sunset Recs. Inc., 1577 Redwood Dr., Harvey, La. 70058. Tel: (504) 367-8501. Pres.: George Leger; Sec'y: Julie Foret; Promos. Dir.: Christi Klein.
Labels: (Owned) Sunburst, Sunset.
Sunshine, S.C., see Herald Ass'n.
Sunshine Country Recs., PO Box 31351, Dallas, Tex. 75231. Tel: (214) 690-4155. Pres.: Bart Barton; VP: B. C. Bramlett; Nat'l Sales: Rusti James.
Labels: (Owned) SCR; (distributed) Branch Int'l, Vertex, Yatahey.
The Sunshine Group Ltd., 800 S. Fourth St., Philadelphia, Pa. 19147. Tel: (215) 755-7000. Pres.: Walter B. Kahn; Ass't to Pres./Pub.: Lisa Sable; Controller: Dee O'Brien; Promo. Dir./A&R: Rick Garson.
Labels: (Owned) Grand Prix, Sunshine.
Sunshine Sound, see TK.
Superba, see Sine Qua Non.
Super Dimension Six, see Sonic Arts.
Superior, see Ansonia.

Superior Sound Studio, Rockland Rd., Hendersonville, Tenn. 37075. Tel: (615) 824-5141.
Labels: (Owned) Message, Rockland Road, Superior.
Super Prod'n, see Album Globe.
Superstar Recs., 726 Coronet, San Antonio, Tex. 78216. Tel: (512) 344-5979. Pres.: Tom R. Parr.
Superstructure Recs Ltd., 546 W. Seventh St., San Pedro, Calif. 90731. Tel: (213) 833-9229. Gen. Mgr.: Louis Martinez.
Supreme Rec. Co., 110 21 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-1050. Owner: Thomas H. Walls; Promo. Mgr.: Allen M. Henson.
Labels: (Owned) Supreme, Timberhill.
Sure Music & Rec. Co. Inc., PO Box 94, 39 N. Sproul Rd., Broomall, Pa. 19008. Tel: (215) 356-2996.
Surf City, see Pop Record Research.
Surfside, see Hula.
Surfside Hawaii Inc., 1365 Colburn St., Honolulu, Hawaii 96817. Tel: (808) 847-0855. Pres.: C.R. Clarke; Controller: Carl Crosier.
Labels: (Owned) Lehua, Mahalo.
P. Suriano Ents., 39 Ledgewood Dr., Smithtown, N.Y. 11787. Tel: (516) 543-3913.
Label: (Owned) Behold.
Survival, see Philly Jazz.
Survivor Recs. Inc., 5934 Buffalo Ave., Suite 105, Van Nuys, Calif. 91401. Tel: (213) 997-8819. Pres.: Jason Schwartz; VP A&R: Sandra Schwartz; VP Pub.: William McCormick; Gen. Mgr.: Richard Schulenberg.
Labels: Rough Diamond, Survivor.
Susan, see Rock-A-Nash-A-Billy.
Sutra, see Buddah.
Svensk-Disk, see Lindberg.
Swallow, see Flat Town.
Swallowtail Recs., Box 843, Ithaca, N.Y. 14850. Tel: (607) 844-4535. Owner & Pres.: Phil Shapiro.
Swan Song, see Atlantic.
Swedish Discophile (Sweden), see Worldtone.
Sweet City, see Belkin & MCA.
Sweetsong Recs., PO Box 2041, Parkersburg, W. Va. 26101. Tel: (304) 489-2911. Owner: Roger L. Hoover; Eng.: Dave Fore; Promo. Dir.: Judy Crites.
Labels: (Owned) Mansion, Sweetsong.
Sweet Stuff, see Express.
Sweet Tooth, see Candy.
Sword Recs., PO Box 8374, Sta. A. Greenville, S.C. 29604. Tel: (803) 271-1104. Pres.: Richard M. Sandidge; VP: Bill Barnes; Sec'y-Treas.: Fran Sandidge.
Sylvania, see Random.
Symposium Recs., 204 Fifth Ave. SE, Minneapolis, Minn. 55414. Tel: (612) 331-5750. Pres.: George Hanson.
Labels: (Owned) Flashlight, Symposium.
Syntonic Research Inc., 175 Fifth Ave., New York, N.Y. 10010. Tel: (212) 243-5434. Pres.: Irv S. Teibel; VP: Michael Kron; Sales Mgr.: R. Patterson; Prod. Mgr.: Kip Kaplan; Research & Development Mgr.: Russ Aarons; Adv. Mgr.: M. Berman.
Int'l reps.: Australia (Laser), Canada (Treble Clef), Japan (Nippon Phonogram), Netherlands (Munich).

T

T B S, see CDE.
T C B, see Rob-Lee.
T-Electric Recs. Co. Inc., 450 W. 54 St., New York, N.Y. 10019. Tel: (212) 977-4500. Pres.: Jim Tyrrell; VP/Creative Dir.: Cheryl Tyrrell.
T H Rec. & Tapes Inc., 10124 NW 80 Ave., Hialeah Gardens, Fla. 33016. Tel: (305) 558-2722.
Labels: (Owned) Color, Lad, TH.
T H S (Turnabout Historical Series), see Moss.
T J Assocs. Inc., 363 Melville Ave., Palo Alto, Calif. 94301. Tel: (415) 327-9094. Pres.: Tom Boyd.
T K Prod'ns, 495 SE 10 Court, Hialeah, Fla. 33010. Tel: (305) 888-1685.
Labels: (Owned) Alston, Amazon, Arth, Blue Candle, Bold, Cat, Clouds, Dash, Drive, Glades, Gospel Roots, Martin, Reid's World, Roots, TK, Weird World, Wolf; (distributed) APA, Inphasion, Kayvette, Sunshine Sound.
T-Neck, see CBS.
T P M, see Loypriquan.
T R C Recs. (div. of TRC Corp.), TRC Mid-America Rec'g Center, 1330 N. Illinois St., Indianapolis, Ind. 46202. Tel: (317) 638-1491.
T S O P, see Philadelphia Int'l & CBS.
T S R, see Third Story.
T 2 Topple, see Old Hat.
T V C (Turnabout Chamber Series), see Moss
T V I Rec. Corp., 211 W. 56 St., Suite 8M, New York, N.Y. 10019. Tel: (212) 246-6400. Pres.: Tony Valor; VP PR: Peter Mallon; VP A&R: Karol Quinn; Ass't Dir. A&R: Joe E. Rome; VP Int'l Mktg.: Joe Mantredi.
T W C Entertainment Corp., GPO Box 2021, New York, N.Y. 10001. Tel: (212) 691-4565. Pres.: Thomas Schroeder; Sec'y & Rock Pop Promo. Mgr.: Jerome Haggart; Treas. & Country Div. Mgr.: Walter Balderson.
Tabu, see CBS.
Tadarab, see Charade.
Taino, see Otoao.
Take Home Tunes! Rec. Co., Box 496, Georgetown, Conn. 068269. Tel: (203) 544-8288; NYC (212) 580-9345. Exec. Prod'rs: Bruce D. & Doris Chu Yeko; Assoc. Prod'r: Robert Sher.
Branch: Englewood Cliffs, N.J., Box 1314. Zip: 07632. Tel: (201) 224-5811, 567-5524.
Labels: (Owned) Broadway Baby, Broadway/Hollywood, Film Score, Original Cast, Take Home Tunes!
Takoma Recs. Corp., 9255 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 550-0171. Pres.: Denny Bruce; Gen. Mgr.: Jon Monday; A&R: John Fahey. (Distributed by Chrysalis)
Talentia Recs. & Tapes, PO Box 371, Mid City Sta., Dayton, Ohio 45402. Tel: (513) 276-2844. Contact: Ken Shapiro.
Tall Man, see Pamlyn.
Talpro Prod'ns Inc., 870 Seventh Ave., Suite 348, New York, N.Y. 10019. Tel: (212) 581-4680. Cable: ARTALMADGE. Pres.: Art Talmadge; Promo. & Sales & Disco Contact: Irwin Rawitz.
Labels: (Owned) Double Feature, Dynamo, Groove Sound, Talpro.
Tamla, see Motown.
Tamm, see La Louisianne.
Tangent Rec. Prod'ns, PO Box 231, Derby, Conn. 06418. Tel: (203) 735-8865. Pres./Dir.: Gene St. Jean.
Tao Recs., PO Box 504, 4290 Acacia Ave., Bonita, Calif. 92002. Tel: (714) 421-0865. Pres. & Gen. Mgr.: Virginia Anderson; Exec. VP: Robert Anderson Sr.
Tara (Ireland), see Rounder & Shanachie.
Tar Heel, see Jim Hall.
Tarheel, see McKinnon.
Taurus, see Audiorama.
Taurus-Astro, see Album Globe.
Tawas Recs., 7511 Farrand Rd., Clio, Mich. 48420. Tel: (313) 639-7685. Pres.: Harry F. Chestler; VP: Kenneth B. Chestler; Sales Mgr.: Cindy Braun; Promo.: Dennis Braun; A&R: Michael K. Chestler.
Branch: Fairbanks, Alaska, Star Rt. 80262. Zip: 99701. Tel: (907) 488-9013.
Taxi Recs. (USA), 5325 Sheridan Dr., No. 801, Williamsville, N.Y. 14221. Tel: (416) 485-1157. Mgr.: Brian Ayres.
Home office: Canada.
Taxi Recs., PO Box 10593, Chicago, Ill. 60610. Tel: (312) 673-4949. Pres.: Alan Krockey.
Creed Taylor Inc., PO Box 705, Old Chelsea Sta., New York, N.Y. 10113. Tel: (212) 674-1111. Bd. Chm.: Creed Taylor.
Labels: (Owned) CTI, Kudu, Salvation.
R. Dean Taylor Prod'ns, c/o RDT Prod'ns Inc., 1574 Crossroads of the World, Los Angeles, Calif. 90028. Tel: (213) 464-8609.
Labels: (Owned) Autumn, Jane, Ragamuffin.
Teen, see Otoao.
Teena Joy Recs., PO Box 302, Wilmington, N.C. 28402. Pres., Mgr. & Co-Owner: Bobby Ray Stanley; Co-Owners: Teena Joy & Virginia D. Stanley.
Telarc Recs., 23307 Commerce Park Rd., Cleveland, Ohio 44122. Tel: (216) 464-2313. Pres. & Chief Eng.: Jack Renner; Prod'r: Robert Woods; Mktg. & Promo. Dir.: Michael Kellman. (Distributed by Audio-Technica)
Telectra, see Penco.
Telefunken, see PolyGram Classics.
Telemark Dance Recs., 6845 Elm St., Suite 502, McLean, Va. 22101. Tel: (703) 356-9113. Pres.: Richard S. Mason.
Int'l branch: England.
Labels: (Owned) Telemark; (distributed) Dansan, Hoctor, Philips (UK), Al Pierson, Pye, Rediffusion, Roper, TM, Tema, Sydney Thompson (dance records only).
Teleson-America, 333 Beacon St., Boston, Mass. 02116. Tel: (617) 353-1664. Dir.: Kenneth Starr.
Labels: Grand Orgue (France), Motette-Ursina (Germany), Solist (Germany).
Telesonic Recs., see Troy Shondell.
Telestar (Sweden), see Worldtone.
Tel-E-Vue, see Revonah.
Tell Int'l Rec'g Co., Box 368-A, Rt. 5, Yakima, Wash. 98903. Tel: (509) 966-6334. Pres.: Jerry Merritt; VP's: Hiram White, Lloyd Jones; Eng.: Larry Merritt.
Temple, see Skylite-Sing.
Tempus, see Sun-Glo.
Tener, see Bee Jay.
Tennessee Country, see Glolite.
Terock, see Rock-A-Nash-A-Billy.
Texas, see Don Schafer.
Texas Re-Cord Co. (div. of Western Head Music Co.), Box 19, Bulverde, Tex. 78163. Tel: (512) 438-2465. Pres.: Augie Meyers.
Labels: (Owned) Texas Re-Cord, Texas Roc Co.; (distributed) Crazy Meskin'.
Texas Roc Co., see Texas Re-Cord.
The Record Co., 6362 Hollywood Blvd., Suite 320, Los Angeles, Calif. 90028. Tel: (213) 462-2038. Pres.: Steve Angelica.
Theresa Recs., PO Box 1267, El Cerrito 94530; 800 The Arlington, Berkeley, Calif. 94707. Tel: (415) 524-4908. Co-Owners: Allen G. Pittman, B. Kazuko Ishida; Raio Promos./Sales: Paul Arscanian.
Branch: New York, N.Y., 100 Charlton St., No. 7. Zip: 10014. Tel: (212) 620-0856. East Coast Rep.: Dale Fitzgerald.
Int'l reps.: Belgium (Flemish Import), Canada (Trend), Hong Kong (Progressive Workshop), Italy (IRD), Sweden (Forsyte).
Third Coast Recs., 1911 Ridge Ave., Evanston, Ill. 60201. Tel: (312) 869-6290. Pres.: Frank Seater; Exec. VP: Sam Lynn; VP Sales/Mktg.: David E. Webb; VP Promo.: Lee Arnold; Nat'l Promo. Mgr.: Rich Piombino; Nat'l Sales Mgr.: Dennis Price; Press Relations Dir.: Cary Baker; Nat'l Mktg. Co-ord.: Chris Lynde; Gen. Mgr.: Larry Savoie; Comptroller: Brian Halonen.
Third Story Recs. Inc., 3436 Sansom St., Philadelphia, Pa. 19104. Tel: (215) 386-5998/5987. Pres.: John O. Wicks III; VP: Scott M. Herzog; Promo.: Rod Burton.
Label: (Owned) TSR.
Third Street Recs., 10 N. Third St., Philadelphia, Pa. 19106. Tel: (215) 627-3366. Pres.: Jerry Gordon.
This is It, see Sid Kleiner.
Thomas, see RCI.
Thoroughbred Recs., 6503 Wolfcreek Pass, Austin, Tex. 78749. Tel: (512) 288-3370. Owner: Rex T. Sherry.
Thoth, see Castalia.
3 G's Inds. Inc., 5500 Troost, Kansas City, Mo. 64110. Tel: (816) 361-8455. Pres.: Eugene Gold; Sec'y-Treas.: Chris King; Chief Eng.: Mike Green; Promo. Dir.: Ken Searcy; A&R Dir.: Dell Rice; Gospel A&R Dir.: Robert Taylor; Nat'l Sales Gospel: Gary Maltbia; Nat'l Sales R&B: Charles Smith; Special Projects: Elmer Overton; A&R/Special Projects: B. Hohmann.
Labels: (Owned) Chris C's, Cory, NMI, 3 G's.
3-J Recs. (div. of Mende Music), PO Box 2776, Long Beach 90801; 9039 E. Los Angeles St., Bellflower, Calif. 90706. Tel: (213) 867-9964. Contact: J.D. Mendenhall. (Also see Nationwide Sound)
Thunderbird, see Olivia & Gemcom.
Thunder Lizzard, see Crimson Dynasty.
Tico, see Musica Latina.
Tiger Lily, see Roulette.
Tight Fit, see Right Note.
Tikal, see Discolando.
Timberhill, see Supreme.
Timeless Entertainment Corp., 160 E. 56 St., New York, N.Y. 10022. Tel: (212) 233-5949. Pres.: Fred Bailin.
Labels: (Owned) Goldisc, Perfect.
Int'l rep.: Austria, Germany & Switzerland (Ariola-Eurodisc).
Timeless-Muse, see Muse.
Times Mgmt. Corp., 1216 Granby St., Norfolk, Va. 23510. Tel: (804) 625-0534. Pres.: D.H. Burlage; VP: Guy A. Burlage; Sec'y-Treas.: Denis J. Burlage. **Local branch:** 107 E. 13 St. Zip: 23510. Tel: 625-0534.
Label: (Owned) Waylon.
Tin Drum Recs., PO Box 2513, Brooklyn, N.Y. 11201. Tel: (212) 855-5540. Owner: Pavlo Vacatatsis; Mgr.: Mary E. Zissel.
Rik Tinory Prod'ns, 180 Pond St., Cohasset, Mass. 02025. Tel: (617) 383-9494. VP: Richard Tinory Jr.; PR: Claire Cohasset, Tinory.
Labels: (Owned) Old Boston, RTP Int'l, Sequel, Venture.
Toll Free Recs. & Tapes, see CDE.
Tomato Music Co. Ltd., GPO 874, Brooklyn, N.Y. 11201. Tel: (212) 875-1313.
Int'l rep.: Japan (Victor).
Tommy Boy Music Inc., 1641 Third Ave., Suite 10-H, New York, N.Y. 10028. Tel: (212) 860-4895. Pres.: Thomas Silverman.
Tom Thumb, see Rhythms Prod'ns.
Top & Bottom, see Jamie/Guyden.
Top Hat, see Straw Hat.
Topic (UK), see Rounder & Shanachie.
Top of the World Recs., 290 Main St., Suite 900, Buffalo, N.Y. 14202. Tel: (716) 856-4162. Partner: Dean Brownrout.
Top Ranking Sounds, 2109 Opa Locka Blvd., Opa Locka, Fla. 33054. Tel: (305) 685-9605.
Top-Star, see Sid Kleiner.
Tornado, see Crimson Dynasty.
Toronto, see Rock-A-Nash-A-Billy.
Toshiba-EMI (Japan), see Audio-Technica.
Total Sound, Calif., see Lawrence Herbst.
Touche Recs., PO Box 96, El Cerrito, Calif. 94530. Contact: Teresa Yuko Doane.
Towerhill Recs. (div. of Towerhill Corp.), 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 467-8849. Pres. & A&R Dir.: Michael Nemo; Mktg. Dir.: Phillip Truckenbrod.
TownHall Recs., PO Box 5332, 1253 Coast Village Rd., Santa Barbara, Calif. 93108. Tel: (805) 969-4744. Pres.: Lincoln Mayorga; Mgr.: Linda Jones.
Toy Recs., PO Box 219, Radio City Sta., Zip: 10101; 400 W. 43 St., Suite 19H, New York, N.Y. 10036. Tel: (212) 695-6995. Pres.: N.L. King; VP: Lawrence Lucie.
Tradition, see Everest.
Transatlantic USA, see Kicking Mule.
Transworld Recs., see Finer Arts.
Trash, see Sound Inc.
Trend Rec. Corp., 117 N. Las Palmas Ave., Los Angeles, Calif. 90004. Tel: (213) 938-5482. Pres.: Albert Marx; Promo.: Pat Nickerson.
Labels: (Owned) Discovery, Musicraft, Renaissance, Trend, Verydisco.
Trend Recs., PO Box 201, Smyrna, Ga. 30081. Tel: (404) 432-2454. Owner & Pres.: Thomas E. Hodges; VP: Frank D. Brannon; Assoc. VP: Jerry Burke.
Labels: (Owned) Allanta, Stepping Stone, Trend, Trendsetter, Trendside; (distributed) Pipe.
Trendsetter, see Trend Recs. in Ga.
Trendside, see Trend Recs. in Ga.
Triad, see RMS Triad.
Triangle Recs. Inc., 824 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 329-1429. Exec. VP & Gen. Mgr.: Elwyn Raymer; Prod Co-ord.: Lynn Phillips; Promo.: Lisa Keelings. (Distributed by Benson Co.)
Labels: (Owned) Caelix, Triangle, Trigon.
Int'l rep.: UK (Marshall, Morgan & Scott).
Tribal, see Tom Bee.
Tribal Jargon/Skids Recs., 129 Grasmere St., Newton, Mass. 02158. Tel: (617) 244-6803. Dir.: Tristram Lozaw. (Licensed to Modern Method)
Tribute, see Master-Trak & Sivatt.
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Trix Recs. Inc., Drawer AB, Rosen lale, N.Y. 12472. Tel: (914) 687-9573.
Pres.: Pete Lowry.
Labels: (Owned) Trix; (distribu ed) Kheba.
Int'l reps.: Canada (Almada), S veden (Smokestack), UK (Swift).
Trod Nossel Artists, Box 9, 10 Ge rge St., Wallingford, Conn. 06492. Tel: (203) 269-4465. Pres.: Thomas avalier; Nat'l Promo. & Mktg. Dir.: Benjamin Gant; A&R: Douglas Sny er; Chief Eng.: Richard Robinson.
Labels: (Owned) Big Sound, M acle, Simple, Trod Nossel.
Int'l reps.: Australia (EMI), Ger ny (Kuckuck), Japan (Decca), Netherlands (Phonogram), UK (Phonc ram/London).
Trojan (UK), see Shanachie.
Tropical Music Inc., PO Box 1494, onolulu, Hawaii 96806. Tel: (808) 521-6256. Pres.: Bill Murata.
Labels: (Owned) Discos Tropic , Poki, Pumehana.
Tropical, N.Y., see Met Richmond
Tropicana, see Gramophone.
True, see World Wide Music Inc. Professional Mktg.
True Love, see Jim Hall.
Trutone Recs., 163 Terrace St., Ha vorth, N.J. 07641. Tel: (201) 385-0940. Pres.: Louis Rowatti; Sec'y-Trea , Chief Eng. & Studio Mgr.: Carl Rowatti; Bus. Mgr. & Adv. Dir.: Adrianne yne Rowatti; Disk Mastering Engs.: Phil Austin, Steve Robb.
Tubby, see Rollin' Rock.
Tulsa Int'l, see Hilding America.
Tunesmith, see Praise.
Tune Town, see Rooster Blues.
Tune Wizard Recs. Inc., 1525 Bat Ave., Brooklyn, N.Y. 11204. Tel: (212) 236-7131. Pres.: John Frisone; P: Celia Montiglio; Sec'y-Treas.: Ronald Annunziata; A&R: Anthony M. I elGatto.
Tuneworks Recs. Co., 15625 Vanc rf Pl., Encino, Calif. 91436. Tel: (213) 278-8970. TWX: (910) 490-25 '. Pres.: Dennis Lambert; VP A&R: Paul Palmer; VP Admin.: Marsha Ingr ham; Artist Relations Dir.: Deena Frank; R&B Dir.: Muff Schauzer; Int'l ir.: Maggie Trejo; Creative Servs.: Jode Allyn; Promo.: G.P. Bird.
Label: (Owned) Haven.
Int'l rep.: Netherlands (Phonog am).
Turnabout, see Moss.
Turn-On, On, see Moss.
Turnrow, see Full Circle.
Turnstyle, see Latin Percussion.
Turtle Pact, see Turtle Recs.
Turtle Recs. Inc., 225 N. Taylor Av ., Oak Park, Ill. 60302. Tel: (312) 383-8595. Pres.: Ronald L. Kirschne ; Sec'y-Treas.: Steve Pastorius.
Labels: (Owned) Turtle, Turtle act.
20th Century-Fox Rec. Corp., 8544 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-8210. Cable: 20t ENREC. Bd. Chm.: Herb Eiseman; Pres.: Neil Portnow; VP Finance & Adm n.: Monty Houdeshell; Nat'l Promo. Dir.: Donny Brooks; Nat'l Secondary Promo. Co-ord.: Wendy Grasberg; A&R Admin. Dir.: Bill Burdsal; A&R A min. Co-ord.: Sharon Beringer; Accounting Dir.: Dianne Leedy; Royalty I gr.: Curtis Yew. (Distributed by RCA)
Labels: (Owned) 20th Century- ox; (distributed) Chi-Sound.
Twinkle, see Rough Trade.
Twister, see Quadraphonic.
2-J, see Ozark Opry.
2-Mac Recs., 2097 Vistadale Court, Tucker, Ga. 30084. Tel: (404) 938-1210.
Owners: Phil McDaniel, Joe Mc amney.
Two-Tone, see Chrysalis.
Typhoon, see Crimson Dynasty.

U

U F O, see Globe.
U G R, see Unlimited Gold.
U K Recs. Inc., 315 W. 57 St., Suit 3H, New York, N.Y. 10019. Tel: (212) 581-7577.
Home office: England.
U S, see SIPRA
U U S, see Utopia.
Ultragroove, see Crystal Clear.
Ultrasonic, see Rooster Blues.
Umpire Enterprizes, 1824 Laney D , Longview, Tex. 75601. Tel: (214) 758-4063. Owner-Pres.: Jerry Haym s; Sec'y: Sandy Wilson; A&R Mgr.: Jeff Johnson.
Branch: Tucson, Ariz., PO Box 364. Zip: 85717.
Label: (Owned) Enterprize.
Uncle Jam, see CBS.
Underground, see Record & Music
Unicorn Recs., 8615 Santa Monic Blvd., Los Angeles, Calif. 90069. Tel: (213) 652-2070. Pres.: Daphna dwards; VP/Mktg.: J.J. Jordan; Bus. Affairs Dir.: Michelle Roth; Nat'l romo.: Debbie Sievert. (Distributed by MCA)
Unidisc (France), see Worldtone.
Unique Jazz (Italy), see Zim.
United, see Cadet Recs.
United Artists, see EMI America/ berty.
Unity, Fla., see Art.
Universal-Athena Recs., PO Box 3 15, Peoria, Ill. 61614. Tel: (309) 673-5755. Owner: Jerry Hanlon.
Universal Sound, see Sound Inc.
Unlimited Gold Recs. Inc. (UGR), 2403 Ventura Court, Studio City, Calif. 91604. Tel: (213) 760-1665, 8 7-0535. Cable: UNLIMGOLD. Bd. Chm.: Barry White; Pres.: Rod McGreg Ass't to Pres.: Jean Johnson; Controller: Laurie Fernandez; Mktg.: Roy orman. (Distributed by CBS)
Uno Melodic Recs., 390 Riverside Dr., No. 1C, New York, N.Y. 10025. Tel: (212) 662-8454. Bd. Chm.: Ro Ayers; Sr. VP/East Coast Promo.: Roy Ayers III; Mktg. Dir./East Coast Promo.: Vesta Maxey; Nat'l Promo. Dir.: Weldon A. McDougal III; PR: L nn Thompson, Judy Wright; West Coast Promo.: Cory Lovitt; Art Dir./A tist Development: Dennis Armstead.
Unregulated Rec. Co. Inc., Box 8 485, College, Alaska 99708. Tel: (907) 456-3419. Pres.: Michael A. St tes; VP: Richard J. Pasillas, Bus. Mgr.: James I. Quinn.
Up-Date Recs., 1902 Marcella Dr. Nashville, Tenn. 37217. Tel: (615) 367-4432. Pres.: Jim W. Rice.
Upstart, Tex., see Pantego.
Up With People, 3103 N. Campb ll Ave., Tucson, Ariz. 85719. Tel: (602) 327-7351.
Urania Classics, see American Th mes & Tapes.
Urania Jazz, see American Themes & Tapes.
Utopian Recs., PO Box 5314, Macon, Ga. 31208. Tel: (912) 477-0415. Pres. & Gen. Mgr.: Randy L. Howard.
Utopia Ultra-Sound, PO Box 718, Newark, Ohio 43055. Tel: (614) 345-9426. Pres.: Robert H. Kirk Jr.
Labels: (Owned) SAM, UUS, Utopia.

V

V A P Recs. Inc., 621 N. Broadway, Amityville, N.Y. 11701. Tel: (516) 598-3970. Pres.: Jonathan L. Floyd; VP/A&R. Stafford M. Floyd; Prod. Development: Michael C. Derrick; Promo.: T. Venlo Odom.
V H F Ents., PO Box 7513, Rochester, N.Y. 14615. Tel: (716) 467-1592. Pres.: Lawrence P. Fritsch; VP's: Stephen A. Fritsch, John Perevich; Sales Dir.: Charles B. Sawyer; Sales: Michael Cidoni; A&R Dir.: Ann E. Fritsch; Prod'n: John M. Fritsch.
Labels: (Owned) Rochester Disc Reviewer, VHF; (distributed) Out of Print.
Vadeca, see Penco.
Thomas J. Valentino Inc., 151 W. 46 St., New York, N.Y. 10036. Tel; (212) 246-4675. Pres.: Thomas J. Valentino Jr.; Exec. VP: Francis T. Valentino; VP: Joanne F. Valentino.
Label: (Owned) Major.
Vamp, see Vample.
Vample Recs. Inc., PO Box 23152, Kansas City, Mo. 64141. Pres.: Jerry Vample; VP: Freddie Bell; Secretariat & Agent: Jeffrey Zimmerman; A&R: Beneta Payne.
Label: (Owned) Vamp Rec'g Co.
VanBees, see Daytwo.
Vanco, see Ripcord.
Vandalia Recs., Box 32, Rt. 2, Quaker St., Vandalia, Mich. 49095. Tel: (616) 476-2110.
Vanguard Rec'g Society Inc., 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Cable: VANMUSICA. Pres. & Classical A&R: Seymour Solomon; Sec'y-Treas.: Maynard Solomon; Pop & Jazz A&R: Danny Weiss; Nat'l Sales Mgr.: Amanda Schuster; Nat'l Promo. & Pub. Dir.: John Boulos; Foreign & Licensing Opns. Dir.: Jo Inguanti; Musicologist: Daniel Nimetz; Chief Eng.: Jeff Zaraya.
Labels: (Owned) Bach Guild, Cardinal, Everyman Classics, Free Style, Historical Anthology of Music, Nomad, Vanguard.
Int'l reps.: Argentina (Microfon), Australia (Astor), Austria (EMI), Belgium (Musidisc in France), Brazil (Som), Burma (King in Japan), Canada (Quality), Central America (Dicesa in El Salvador), Colombia (Fuentes), Denmark (Sonet/Dansk), Ecuador (IFESA), Finland (Sonet in Sweden), France (Musicdisc), Germany (EMI), Greece (CBS), Hong Kong (Shun Cheong), Israel (Eastronics), Italy (Ricordi), Japan (King), Korea–South (King in Japan), Luxembourg (Musidisc in France), Mexico (Discos & Cintas), Netherlands (Pop–Precision, Classical–Musidisc), New Zealand (Ode), Nigeria (P.N. Onyekwelu), Norway (Arne Bendiksen), Philippines (A&W), Portugal (Radio Triunfo), Spain (Hispavox), Sweden (Sonet), Switzerland (Phonag), Taiwan (King in Japan), UK (Precision), Venezuela (El Palacio de la Musica).
Vanishing Point, see Stacy-Lee.
Vantage Rec'g Co., PO Box 212, Pottstown, Pa. 19464. Tel: (215) 323-3336.
Labels: (Owned) Jody, Pic-Vue, Pliant, Reco-Flex, Semaphore, Sound of Money, Vantage, Zouvenir.
Varbee, see McKinnon.
Varese Int'l, see Varese Sarabande.
Varese Sarabande Recs. Inc., 13006 Saticoy St., North Hollywood, Calif. 91605, Tel: (213) 764-1172. Cable: VARSAR. Telex: 194449. Pres.: Chris Kuchler; Exec. VP: Tom Null; VP: John Sievers; A&R/Special Projects: Scot Holton. (Also see Discwasher)
Labels: (Owned) Citadel, Varese Sarabande; (distributed) Chalfont, Klavier, PBR, Starlog, Varese Int'l.
Varulven Recs. & Dist'n, PO Box 2392, Woburn, Mass. 01888, Tel: (617) 935-3560. Pres.: Joseph Allen Count Viglione; VP: Joan McNulty; A&R: Paul B. Lovell, Joe Tortelli; Promo.: Edward J. Sojka, Ray Gianchetti; Mktg.: Jon Goldman, John Visnaskas; Video Dept. Chief: George J. Roewe III; Video: Carolyn Sharp.
Int'l rep.: France (New Rose).
Vaya, see Musica Latina.
Vee Jay Int'l Music, 131 E. Magnolia Blvd., Burbank, Calif. 91502. Tel: (213) 849-2469. Pres.: Betty L. Chiappetta; A&R Dir.: Patrick X. Britt.
Labels: (Owned) Dynasty, Epitaph, Oldies 45, Vee Jay, A World of Jazz; (distributed) Catalyst, Studio 7.
Veevo Rec. Co., 54 W. 74 St., Suite 402, New York, N.Y. 10023. Tel: (212) 362-2259. Pres.: Fredric Vonn.
Vegas Recs., PO Box 80032, Smithfield, Tex. 76180. Tel: (817) 498-3447. Owner-Pres.: D.M. "Doc" Holliday; Sales Mgr. & Promo.: Sandy Sexton.
Velvet, Calif., see SIPRA.
Velvet de Puerto Rico Inc., Calle Cerra 627, Santurce, P.R. 00907. Tel: (809) 722-3191, 723-4640.
Branches: Los Angeles, Calif., 2120 W. Eighth St., Suite 308. Zip: 90057. Tel: (213) 487-3596–**Hialeah Gardens, Fla.,** 10128 NW 80 Ave. Zip: 33016. Tel; (305) 823-0812.
Labels: (Owned) Velvet; (distributed) Atlas, DC, Disco Sur, Mercurio.
Int'l reps.: Germany (Polydor), Netherlands (Phonogram).
Venture, see Rik Tinory.
Venus, see Happy Beat.
Versatile Recs Ltd., 141 E. 63 St., New York, N.Y. 10021. Tel: (212) 838-6565.
Int'l reps.: Brazil (EMI-Odeon), France (Disc'AZ), Venezuela (Velvet).
Vertex, see Sunshine Country.
Verve, see PolyGram & PolyGram Classics.
Verydisco, see Trend in Calif.
Vetco Recs., 5825 Vine St., Cincinnati, Ohio 45216. Tel: (513) 242-8000. Pres.; Lou Ukelson.
Vette Recs., 6262 Hollywood, Hollywood, Calif. 90028. Tel: (213) 462-5466.
Vic, see La Val.
Victor, see RCA.
Victor Musical Inds., 9000 Sunset Blvd., Suite 702, Los Angeles, Calif. 90069. Tel: (213) 274-6219. US Rep.: Takashi Misu
Victrola, see RCA.
Village Recs. Inc., 6325 Guilford Ave., Suite 4, Indianapolis, Ind. 46220. Tel: (317) 255-3116.
Vintage One Recs., Box 576, Libertyville, Ill. 60048. Tel: (312) 367-9390.
Vintage Rec. Co. Inc., 7901 N. Caldwell Ave., Morton Grove, Ill. 60053. Tel: (312) 967-8775.
Virgin, see CBS.
Virginia Rec'g Co., 209 Main St., Fort Lee, N.J. 07024. Tel: (201) 947-3900. Owner: Al Thomas; A&R: Tom Argiro; Pub. & Promo.: Jim McCarty. (Distributed by Johnson Rec. Co.).
Virgo, see Roulette.
Virtue, see Parr-X.
Visconjon, see SIPRA
Vision, see Ozark Opry.
Vision (Brazil), see Brasilia.
Vista, see Disneyland/Vista.
Vista Int'l Recs., PO Box 120223, Nashville, Tenn. 37212. Tel: (615) 361-3756.
Viva Recs., 6255 Sunset Blvd., Suite 1019, Los Angeles, Calif. 90028. Tel: (213) 467-2181. Gen. Mgr.: Don Blocker.
Vocab Inc., 3071 S. Broad St., Chicago, Ill. 60608. Tel: (312) 254-8047.
Labels: (Owned) Vocab, Wordcraft.
Voice, see General Broadcasting.
Voice Box Recs., 3935 Summer Ave., Memphis, Tenn. 38122. Tel: (901) 458-2371. Pres. & A&R Dir.: Mark Blackwood; VP: Cecil Blackwood; Promo. Dir.: Barbara Blackwood; Sales & Dist'n Dir.: Caroline Pearson; Shipping & Mng'g.: Willie Jackson.
Vokes Rec. Co., PO Box 12, New Kensington, Pa. 15068. Tel: (412) 335-2775. Pres.: Howard Vokes.
Labels: (Owned) Country Boy, Vokes
Volare Recs. Inc., PO Box 325, Englewood, N.J. 07631. Tel: (201) 567-7538. Pres.: Clyde Otis; Prod'r: David Wofford.
Volcano, see Crimson Dynasty.
Volcanus, see Crimson Dynasty.
Volunteer, see General Music in Tex.
Vox Box, see Moss
Vox Cum Laude, see Moss.
Vox Singles, see Moss.
Voyager Rec'gs, 3727 Seattle-First Nat'l Bank Bldg., Zip: 98154; 424 35 Ave., Seattle, Wash. 91822. Tel: (206) 623-0110, 323-1112. Owners: Philip L. & Vivian T. Williams; Sales & Mktg.: Vivian T. Williams.

W

W A E, see Fred Weinberg.
W A T T Works Inc., Willow, N.Y. 12495 Tel: (914) 688-5373. Owners: Michael Mantler, Carla Bley.
Int'l rep.: Europe (ECM).
W B E Recs., 4344 Promenade Way, Suite 300, Marina Del Rey, Calif. 90291. Tel: (213) 823-8311. TWX: (910) 343-7403.
Home office: Australia.
W E A (Brazil), see Brasilia.
W E A Int'l Inc., 75 Rockefeller Plaza, New York, N.Y. 10019. Tel: (212) 484-7100. Cable: ATCOMUSIC. Telex: 424602. Pres.: Nesuhi Ertegun; Sr. VP: Fred Haayen; VP Opns.: Jim Caradine; VP Prod. Admin.: Manfred Bormann; East Coast A&R Dir.: Ruby Merjan; Press & Pub. Dir.: Tracy Nicholas Bledsoe; Int'l Prod. Mgr.: Jennifer S. Cohen; Bus Affairs: Virginia Brown; Order Processing Co-ord.: Greta Schickersinsky.
Admin. office: Burbank, Calif., 111 N. Hollywood Way. Zip: 91505. Tel: (213) 843-6311. Cable: WEAINT Telex: 181242. Exec. VP: Phil Rose; VP & Treas.: Ken Cooper; VP Videogram Div.: Lee Mendell; Comptroller: Craig Cox; EDP Dir.: Bob McCormack; Royalties Dir.: Don Phillips; West Coast A&R Dir.: Julie Sayres.
Labels: (see listings for Warner Bros., Elektra & Atlantic).

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Int'l branches: Australia, Austria, Belgium (WEA Recs. & European Coordinating Office), Brazil, Canada, England, France (WEA Filipacchi), Germany, Greece, Hong Kong, Ireland, Italy, Japan (Warner-Pioneer), Malaysia, Mexico, Netherlands, New Zealand, Philippines, Singapore, South Africa, Sweden (WEA Metronome), Switzerland (Int'l European Artists Relations Office).
Int'l reps.: Argentina (EMI-Ddeon), Barbados (Dynamic Sounds in Jamaica), Central America (Dideca in Guatemala), China (Four-Seas), Colombia (Sonolux), Czechoslovakia (Supraphon), Denmark (Metronome), Ecuador (Fediscos), Finland (Scandia), Hungary (singles only—Kultura), India (Gramophone), Israel (Hed Arzi), Kenya (CBS), Korea (Dasis), Lebanon (Les Fils de Georges Haddad), Nigeria (PolyGram), Norway (Polydor), Peru (El Virrey), Portugal (Radio Triunfo), Spain (Hispavox), Switzerland (Musikvertrieb), Thailand (Nite), Turkey (Melodi), Uruguay (Clave), Venezuela (Grabaciones Mundiales), West Indies (Dynamic Sounds in Jamaica), Yugoslavia (Suzy), Zambia (Teal), Zimbabwe (Teal).

W E B C D Recs., 8705 Deanna Dr., Gaithersburg, Md. 20760. Tel: (301) 253-5962. Owner-Pres.: Wayne E. Busbice; VP A&R: John W. Busbice; Sec'y-Treas.: Martha F. Busbice.

W I M, see Crystal.

W M I, see Dale McBride.

W M O T Ents. Inc., 1228 Spruce St., Philadelphia, Pa. 19107. Tel: (215) 985-0606. Telex: 834784. Pres.: Alan Rubens; VP: Steve Bernstein; A&R: Nick Martinelli; Promo: Reggie Barnes (Distributed by CBS)
Branch: Los Angeles, Calif., 8961 Sunset Blvd. Zip: 90069. Tel: (213) 276-9330. Telex: 698557. VP Int'l Dpns. & Gen. Mgr.: Lennie Hodes; Assoc. VP Prod. Development & Pub.: Doreen Ringer.
Int'l reps.: Benelux (Vogue), France (Vogue), Germany (Metronome), Italy (Ricordi), Mexico (Peerless), Scandinavia (K-tel), UK (PRT).

W W A, see Fred Weinberg.

Wagner, see Album Globe.

Wagon Wheel Recs., Box 85, Rt. 1, Georgetown, S.C. 29440. Tel: (803) 546-7139. Pres. & Owner: Jack Redick.

Wahr, see Sounds South.

Bruno Walter Society, see Educational Media & Discocorp.

Waltner Ents., 14702 Canterbury, Tustin, Calif. 92680. Tel: (714) 731-2981. Pres. & A&R Dir.: Steve Waltner; Sales & Mktg.: Sharon Waltner.
Labels: (Owned) Calico, Daisy

War Bride, see Solid Smoke.

Ware, see Holy Spirit.

Warner Bros. Recs. Inc., 3300 Warner Blvd., Burbank, Calif. 91510. Tel: (213) 846-9090. Bd. Chm. & Pres.: Mo Ostin; Exec. VP: Stan Cornyn; Sr. VP A&R: Lenny Waronker; Sr. VP/Treas.: Murray Gitlin; VP Artist Development/Pub.: Bob Regehr; VP Artist Relations: Carl Scott; VP Bus. Affairs: David Berman; VP Nat'l Sales: Lou Dennis; VP Int'l: Tom Ruffino; VP & Exec. Prod'r: Ted Templeman; VP Black Music Mktg.: Tom Draper; VP/Promo. Dir.: Russ Thyret; VP/Prod. Mgmt.: Clyde Bakkemo; VP/A&R-Progressive: Tommy LiPuma; VP/Creative Dir.: Pete Johnson; VP/Creative Servs. & Dpns. Dir.: Adam Somers; Pub. Dir.: Bob Merlis; Progressive Music Dir.: Charlie Lourie; Prod. Mgrs.: Robin Rothman, Benita Brazier, Tim Devine, Veronica Brice; Nat'l Promo. Dirs.: Charlie Lake, Pat McCoy, Robert Richards; Nat'l LP Promo. Dirs.: George Gerrity, Bonnie Simmons.
Branches: New York, N.Y., 3 E. 54 St. Zip: 10022. Tel: (212) 832-0600 (Pub.); 832-0950 (Admin.). Sr. VP: Jerry Wexler; VP/Talent: Bob Krasnow, N.Y. Pub. Dpns. Dir.: Liz Beth Rosenberg—**Nashville, Tenn.,** PO Box 121196, 1706 Grand Ave. Zip: 37212. Tel: (615) 327-4503. VP/Country Music Dir.: Andy Wickham; Country Dir. Gen. Mgr.: Bob Kirsch; Nashville Dpns. Dir.: Frank Jones; Promo. Dir.: Stan Byrd; Artist Relations & Pub. Dir.: Bonnie Rasmussen.
Distribution branches: See Record & Tape Wholesalers section for listings for Warner/Elektra/Atlantic Corp.
Int'l branches: see WEA Int'l.
Labels: (Owned) Reprise, Sire, Warner Bros.; (distributed) Bearsville, Dark Horse, ECM, Geffen, Island, Paradise, Qwest, Warner/Curb, Warner/Viva, Whitfield.
Int'l reps.: See WEA Int'l.

Warner/Curb, see Warner Bros.

Warner/Viva, see Warner Bros.

Warren Rec. Co., 1527 14 St. NW, Washington, D.C. 20005. Tel: (202) 265-2407. Pres.: Dr. C.A. Warren; Exec. VP: Charles H. Montague; VP Sales: Angie M. Bell; Prod'n Mgr.: Rodney Mason; Special Projects Dir.: Betty Wilson, Mae Jackson; A&R: Angus Warren; Promo.: Bertha Rae, M.L. Ruffin; Disco Prod'n: James Davis; Gospel Prod'n: Robert Appletree.
Labels: (Owned) Action, Carwar, Soulin', Warren; (distributed) Bass, Monta, Wet.

Warwick, see East Allegheny.

Washboard, see Sonic Arts.

Waterfall, see Biograph.

Waterhouse Recs., 100 N. Seventh St., Suite 415, Minneapolis, Minn. 55403. Tel: (612) 332-6575. Dpns. Dir.: Gary Marx; Nat'l Pub. Dir.: Wayne Isaak; Nat'l Promos. Dir.: Kevin St. John.
Int'l branch: England.
Int'l reps.: Canada (Attic), Germany (Line, Teldec), Japan (Polydor), UK (BBJ).

Waylon, see Times Mgmt.

Fred Weinberg Prod'ns Inc., 16 Dundee Rd., Stamford, Conn. 06903. Tel: (203) 322-5778. Pres. & Chief A&R: Fred Weinberg; VP: J. R. Weinberg; Classical A&R: David Carey Lehman; Bus. Affairs: M. Moller.
Labels: (Owned) FWP, Frejo, WAE, WWA.

Weird World, see TK.

Welte Legacy of Piano Treasures, see Recorded Treasures.

Wenra Rec. Co., 5729 Bayview Ave., Richmond, Calif. 94804. Tel: (415) 529-1610.

Wergo, see Celestial Harmonies.

Westbound Recs. Inc., 19631 W. Eight Mile Rd., Detroit, Mich. 48219. Tel: (313) 255-7640. Pres.: Armen Boladian; Admin. Ass't to Pres.: Carole Luedeman; A&R: Bernard Mendelson.
Labels: (Owned) Nine, Westbound.

West End Music Inds. Inc., 250 W. 57 St., Suite 1924, New York, N.Y. 10019. Tel: (212) 757-0695. Pres.: Mel Cheren; VP: Edward L. Kushins
Labels: (Owned) Ameraba, Spire, West End.

Western, see Mutual Music.

Western News Recs., 595-C Buck, Vacaville, Calif. 95688. Tel: (707) 446-1316.

Western Sound Archive, see Educational Media & Discocorp.

West 54, see Peters Int'l.

West Recs., PO Box 8875, Universal City, Calif. 91608. Tel: (213) 985-2539. Pres.: George E. Clements; VP: Boots Clements.
Labels: (Owned) Dynasty, E, Lane, West.

Wet, see Warren.

Wham Bam Recs. (Music Expo Inc.), PO Box 333, Narberth, Pa. 19004. Tel: (215) 667-5118. Pres.: Denny Somach; VP: Richard Somach.
Labels: (Owned) Denrich, Wham Bam.

Wheel/Home Cooking Recs., PO Box 66595, 3520 Montrose Blvd., Suite 227, Houston, Tex. 77006. Tel: (713) 785-6670. Contact: Roy C. Ames.
Labels: Airplay, Wheel.

Whiplash Recs. Ltd., 150 Gorman St., Naugatuck, Conn. 06770. Tel: (203) 729-2508. Pres.: George Fedorcik; Treas./Sec'y: Andrew C. Doback.

White Fox/TR Studios, PO Box 1591, Sarasota, Fla. 33578. Tel: (813) 957-0882. Pres.: Anthony R. Rasmus III; A&R: Tarvin D. Rhodes; Sales/Promo. Mgr.: Laura New.

White Rock Recs. Inc., 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Pres.: Phil Ladd.

Whitfield Recs. Inc., 901 Westbourne Dr., Los Angeles, Calif. 90069. Tel: (213) 652-5850. (Distributed by Warner Bros.)

Whizeagle Recs., 308 SW Washington, Portland, Ore. 97204. Tel: (503) 226-0088. Owner/Sales Mgr.: Frederick L. Cole; Sec'y: Kathleen A. Cole.

Who's Who in Jazz, see Gemcom.

Wide-World, see Stoneway.

Wildebeest Recs., PO Box 311, Rt. 19 N., Wexford, Pa. 15090. Tel: (412) 935-1330. Owner: C.W. Abbott.

Wildwood Entertainment, 114 W. Maiden Ln., Monroe, Conn. 06468. Tel: (203) 261-2979. Pres.: Vincent E. Meyer II; VP: Erich C. Bordën.
Branch: Chatham, N.Y., 61 Center St. Zip: 12037. Tel: (518) 434-2014. A&R Dir.: Chuck Winans.

Wildwood Studio & Prod'ns Inc., Box 157, Rt. 1, Pineville, N.C. 28134. Tel: (704) 588-2324. Pres. & Mgr.: John Roger Branch; VP & Ass't Mgr.: Pat Carpenter.
Labels: (Owned) New Dimension, Southern Wing.

Wildwood, see QCA & Wildwood Entertainment.

Wilmac, see Playette.

Marty Wilson Prod'ns Inc., see Made in USA.

Wilwin Recs., PO Box 1669, Carlsbad, Calif. 92008. Tel: (714) 729-8406. Owner: Denny Tymer.

Winchester, see Sounds of Winchester.

Wind, see Celestial Harmonies.

Windfall Recs., 1790 Broadway, New York, N.Y. 10019. Tel: (212) 765-8450.
Labels: (Owned) Phantom, Windfall.

Windham Hill Recs., PO Box 9388, Stamford, Calif. 94305. Tel: (415) 329-0647. Pres.: William Ackerman.
Labels: Lost Lake Arts, Windham Hill.

Windmill, N.Y., see Michele.

Windom Hill, see Moonlight.

Wind Over the Earth Recs. Inc., 1135 Pearl St., Suite 7, Boulder, Colo. 80302. Tel: (303) 443-9822. Pres.: Mickey Houlihan.

Windy Hill Recs., 119 E. Court Square, Suite 207, Decatur, Ga. 30030. Tel: (404) 296-0967. Pres. & Owner: Jim Oliver.
Labels: (Owned) Little Things, Windy Hill.

Winterwood Recs., 33 Highland Ln., Wheeling, W. Va. 26003. Tel: (304) 233-1723. Owner: Don Teachout.

Wizard Prod'ns Inc., 2501 S. Ocean Dr., Hollywood, Fla. 33019. Tel: (305) 925-1799. Pres.: Robert S. Taran; Nat'l Sales Mgr.: Evelyn Geldon; Promo.: Burt Compton; A&R: Mike Lewis.

Wizard Recs., 8913 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 271-0383. Exec. Dir.: Robie Porter.
Int'l branch: Australia.
Int'l rep.: Australia (EMI).

Wizard, Tex., see Colonel Buster Doss.

Wolf, Fla., see TK.

Wooden Nickel Recs. Inc., c/o Cooper, Epstein & Hurewitz, 9465 Wilshire Blvd., Suite 800, Beverly Hills, Calif. 90212. Tel: (213) 550-1010. Chm.: Jerry Weintraub; Co-Pres.: William Trout; Co-Pres./Sec'y: James Golden.

Wordcraft, see Vocab.

Word Inc., 4800 W. Waco Dr., Waco, Tex. 76710. Tel: (817) 772-7650. Pres.: Jarrell McCracken; Sr. VP Recs. & Music: Stan Moser; VP Sales: Roland Lundy; VP A&R: Buddy Huey; VP Mktg. & Promo.: Dan Johnson; Mdsg. Dir.: Rob Dean; PR Dir.: Walt Quinn.
Branches: North Hollywood, Calif., 10000 Riverside Dr., Suite 1, Toluca Lake. Zip: 91602. Tel: (213) 760-0395. A&R Dir.: Gary Whitlock—**Nashville, Tenn.,** 2300 21 Ave. S. Zip: 37203. Tel: (615) 327-1874. A&R Dir.: Ken Harding.
Int'l branches: Australia (Sacred), Canada (Word), England (Word), New Zealand (Sacred).
Labels: (Owned) Canaan, DaySpring, Myrrh, Word; (distributed) Good News, Image 7, Light, Luminar/Lexicon, Maranatha!, Seed, Solid Rock.

World Int'l Group Inc., 2125 Eighth Ave. S., Nashville, Tenn. 37204. Tel: (615) 383-6540. Pres.: Gene Kennedy; Nat'l Promo. Dir.: Bobby Young.
Labels: (Distributed) BMA, Door Knob, 7 Star.

A World of Jazz, see Vee Jay.

World Sound Rec'g Inc., PO Box 37358, Detroit, Mich. 48235. Tel: (313) 478-3048. Pres.: Dennis A. Gannage.
Labels: (Owned) Candy Apple, World Sound.

Worldstar Recs., PO Box 2609, 119½ E. Main St., Lafayette, La. 70502. Tel: (318) 235-3587. Owner/Mgr.: J. Michael Fernandez.

Worldtone Music Inc., 230 Seventh Ave., New York, N.Y. 10011. Tel: (212) 691-1934.
Labels: (Owned) Worldtone; (distributed) Balkanton (Bulgaria), Electrecord (Romania), Eterna (East Germany), Finnlevy (Finland), Helidon (Yugoslavia), Swedish Discophile (Sweden), Telestar (Sweden), Unidisc (France).

World Wide Music Inc., 1300 Division St., Nashville, Tenn. 37203. Tel: (615) 256-7543. Pres.: Calvin H. Everhart.
Label: (Owned) True.

Worldwide Music Servs., PO Box 995, Ansonia Sta., New York, N.Y. 10023.

Wormwood Projects, 1540 Lehigh St., Boulder, Colo. 80303. Tel: (303) 499-1108. Pres.: Michael D. Aisner.
Labels: (Owned) Sealsong, Shire, Wormwood.

Wright Recs., 4123 N. 44 St., Milwaukee, Wis. 53216. Tel: (414) 873-4287. Pres.: Ken Wright; VP: Kurt Jensen.

X

X K R III, see King & Moore Prod'ns.

X L, see Rayner Street.

Xanadu Recs. Ltd., 3242 Irwin Ave., Kingsbridge, N.Y. 10463. Tel: (212) 549-3655. Cable: XANADU. Pres.: Don Schlitten; VP Promo.: Nina Louise Reid Schlitten.
Int'l reps.: Brazil (Musisom), Canada (Almada), Italy (IRD), Japan (Nippon Columbia).

Y

Y T F (Sweden), see SWS.

Yatahey Recs., PO Box 31819, Dallas, Tex. 75231. Tel: (214) 750-0720. Owner: Pat McKool; A&R: Bart Barton; Promo.: Rusti James. (Also see Sunshine Country).
Labels: (Owned) Yatahey; (distributed) Branch Int'l, Lemon Square.

Yazoo Recs. Inc., 245 Waverly Pl., New York, N.Y. 10014. Tel: (212) 255-3698. Pres., Sales & Pub.: Nick Perls; Pop A&R: Steve Calt; Adv.: James Polk; Promo. Dir.: Felix Fernandez; Tape: Bob Hicks; Int'l Rep.: James Soli.
Int'l reps.: Australia (Larrikin), Canada (Almada), Finland (J. Santavouri), France (DAM), Italy (IRD), Japan (Shinsei), Sweden (Amigo), UK (Swift).

Yellow Bee Prod'ns Inc., 245 Waverly Pl., New York, N.Y. 10014. Tel: (212) 255-3698. Pres., A&R & Disco Relations: Nick Perls; VP Int'l Sales: Ben Covington; Pub., Adv. & Promo.: Chris Nelson; Sales & Mktg.: Roosevelt Graves; Adv.: Steve Calt; Tape: Lemon Jefferson.
Label: (Owned) Blue Goose.
Int'l reps.: Australia (Larrikin), Finland (J. Santavouri), France (DAM), Italy (IRD), Japan (Shinsei), Netherlands (Sound Prods.), Sweden (Amigo), UK (Projection, Swift).

Yellow Bird, see Canary.

Young (Brazil), see Fermata.

Youngheart Music Education Serv., PO Box 27784, 2409 Hyperion Ave., Los Angeles, Calif. 90027. Tel: (213) 663-3223.

Yvette's, see Rooster Blues.

Z

Zansabar, see Crimson Dynasty.

Zeida, see Discolando.

Zenith, see Random.

Ze Recs., 154 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-7233. Pres.: Michael Zilkha; Opns. Dir.: Eileen Roaman; Nat'l Promo. Mgr.: Debbie Caponetta.

Zim Recs., PO Box 158, 18 Ivy Dr., Jericho, N.Y. 11753. Tel: (516) 681-7102, 822-7952. Owner: Arthur Zimmerman.
Labels: (Owned) Zim; (distributed) Attlaxeras (Sweden), Dragon (Sweden), Honeydew (USA), Jazz Connoisseur (Italy), No Gap (USA), Raretone (Italy), Unique Jazz (Italy).
Int'l reps.: Germany (International Music Serv.), Italy (Raretone), Switzerland (Plainisphare), UK (Jazz Horizons).

Zipcode, see Ralph's Radio.

Zipp-Zapp Recs. Corp., 1425 Key Hwy., Baltimore, Md. 21230. Tel: (301) 727-5544. Pres. & Promo. Mgr.: Charles P. Guerriero; Treas. & Bus. Mgr.: Ernest W. Cash; Sec'y & Sales Mgr.: John C. Guerriero.

Ziv Int'l Inc., 600 N. Sepulveda Blvd., Bel Air, Calif. 90049. Tel: (213) 476-7345. Cable: ZIVINC. Telex: 698619. Bd. Chm.: Max Ruderian; Pres.: Irv Holender; Projects Dir.: Alan Letz; Prod'n Mgr.: Matt Steinbuch.

Zombee, see Right Note.

Zondervan Recs. (div. of Zondervan Corp.), 1415 Lake Dr. SE, Grand Rapids, Mich. 49506. Tel: (616) 459-6900. Recs. Dir.: Phil Brower.
Labels: (Owned) Milk 'n' Honey, New Dawn.

Zouvenir, see Vantage.

Zynn, see Master-Trak.

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A B I/Alexander Broude Inc., 225 W. 57 St., New York, N.Y. 10019. Tel: (212) 586-1674. Cable: ALBROMUSIC. Pres.: Robert J. Bregman; VP: Dean Streit; Sec'y-Treas.: Michael Lefferts.
Int'l firms represented: Breitkopf & Haertel, J&W Chester (choral works), Composers Library Eds., Continuo Music Press, J.B. Cramer & Co. Ltd., Deutscher Verlag fur Musik, Fentone Music, Fentone Music, Glocken Verlag Ltd. (Lehar works), Friedrich Hofmeister, Leonard, Gould & Bottler, MSM, Mount Tahoma Music (Hovhaness works), Neue Musik Verlag, Pro Musica, Basil Ramsey, Tetra Music Corp., Transcontinental Music Publ'ns (Jewish music catalog).

A B P Publ'g (ASCAP), 240 Central Park S., New York, N.Y. 10019.Tel: (212) 582-7379. Pres.: Allen Abdulezer

A. K. A. Music (ASCAP)—Contact: Ace K. Adler-Rudd—see Snoopy.

A M Gems (BMI), see Bug Music Group.

A/S Prod'ns (ASCAP), 1825 S. Michigan, Chicago, Ill. 60616. Tel: (312) 644-2044. Pres.: Sylvester Ames Jr.; VP: Colette Skinner; VP & A&R Dir.: Jerome Metcalf.

A S C Music Co. Inc., (ASCAP), 168 W ter St., Binghampton, N.Y. 13901. Tel: (607) 722-7259. Pres. & Gen. Mgr.: David J. Lebous.
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Int'l firms represented: ATV Ltd. (UK), McCauley Music Ltd. (Canada).

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Abduction Music (BMI), see Bug Music Group.

Abingdon Press, 201 Eighth Ave. S., Nashville, Tenn. 37202. Tel: (615) 749-6459/6396. Gen. Mgr.: Harold L. Fair; Music Ed.: Robert D. Hoffelt.

Abkco Music Inc. (BMI), 1700 Broadway, New York, N.Y. 10019. Tel: (212) 399-0300. Pres.: Allen Klein; VP: Joel Silver.
Int'l rep.: UK (Essex).

Able Music Inc. (BMI), PO Box 387, Oakwood, Va. 24631. Tel: (703) 498-3337. Pres.: Roy John Fuller; Gen Mgr.: Terry Arrington; Prof. Mgr.: David Stevenson.
Branch: Vansant, Va., PO Box 308 Zip: 24656. Tel: (703) 498-3570. Gen. Mgr.: J. Brown.

Abnak Music Ents. Inc. (BMI), 825 Live at Ross, Dallas, Tex. 75201. Tel: (214) 742-6111.

Accabonac Music (ASCAP), see Chevy Lane.

Accadia Music Co. (ASCAP), 9962½ Durant Dr., Beverly Hills, Calif. 90212. Tel: (213) 277-8383. Pres. & Gen Mgr.: Mary Herscher; VP & Gen. Mgr.: Selma Herscher. (Affiliated with Eddie Weldon Music)
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Accredit Music (BMI), see Annextra

Accretive Copyright Co. (ASCAP), see Solar Recs.

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Acoustic Music Inc. (BMI), PO Box 146, Nashville, Tenn. 37202. Tel: (615) 242-9198. Pres.: Danny Davis. Admin'r: Nancy Dunne.

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Acuff-Rose Publ'ns Inc. (BMI), 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 385-3031. Cable: ACUFROSE. Pres.: Wesley H. Rose; VP & Gen. Mgr.: John R. Brown; VP's: L. Dean May, Mel Foree; Prof. Mgr.: Ronnie Gant.
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Adamo Music Corp. (ASCAP), see Larry Spier.

Adams-Ethridge Publ'g Co. (BMI), Kempner St., Galveston, Tex. 77550. Tel: (713) 763-8344.
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Adaptor Music (BMI), see Bug Music Group.

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A Dish-A-Tunes Ltd. (BMI), 1650 Broadway, No. 1107, New York, N.Y. 10019. Tel: (212) 245-9612. Pres.: Ken Williams; Gen. Mgr.: Mattie Simpkins.

Admiration Music Publ'g (BMI), see Brunswick.

Adonikam Music (BMI), PO Box 834, Sta. A., Greenville, S.C. 29604. Tel: (803) 271-1104. Pres.: Richard H. Sandidge.

Adventure Music Co. (ASCAP), 1201 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 320-7287. Pres.: Charles Chellman; Gen. Mgr.: Georgia Chellman.

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

Agape (ASCAP), see Hope.

Agent Orange Music (ASCAP), see Rokblok.

Ahab Music Co. Inc. (BMI), 1707 Grand Ave., Nashville, Tenn. 37212. Tel: (615) 327-4629. Pres.: Ray Stevens.

Fred Ahlert Music Corp. (ASCAP), 8907 Wilshire Blvd., Suite 102, Beverly Hills, Calif. 90211. Tel: (213) 652-5131. Pres.: Fred E. Ahlert Jr.

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Ala Jamal Music (BMI)—Pres.: John Ford Coley—see Silver Nightingale.

Alamo Village Music (BMI), 50 Music Square W., Suite 401, Nashville, Tenn. 37203. Tel: (615) 242-8774.

Al-Bo Music Co. (ASCAP), 37 Odell Ave., Yonkers, N.Y. 10701. Tel: (914) 969-5673. VP & Gen. Mgr.: Joe Bolton.

Aletha Jane Music (ASCAP), PO Box 4740, Nashville, Tenn. 37216. Pres.: Wade Curtess.

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Ameb Music Co. (BMI)—Pres.: Carl Maduri; Prof. Mgr.: Gary Doberstyn—see Stone-Rap.

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American Composers Ed. (BMI), see American Composers Alliance.

American Cowboy Music Co. (BMI), 14 Music Circle E., Nashville, Tenn. 37203. Tel. (615) 256-8812. Gen. & Prof. Mgr.: William G. Hall. (Administered worldwide excluding US & Canada by Cherry Lane).

American Dream (ASCAP), 1407 Broadway, New York, N.Y. 10018. Tel: (212) 354-1990.

American Heritage Music Corp. (BMI), 1208 Everett St., Caldwell, Idaho 83605. Tel: (208) 459-7382. Pres., Gen. & Prof. Mgr.: Loyd J. Wanzer.

American Pie Music (BMI), 50 Southmont Dr., Tuscaloosa, Ala. 35405. Tel: (205) 345-2162. Pres.: Jim Salem.

American Rainbird Music (ASCAP), c/o Morning Music USA, PO Box 120478, Nashville, Tenn. 37212.
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Int'l firms represented: Barrelhouse, Image, July, Rainbird (all Australia).

Americus Music (ASCAP), PO Box 314, Hendersonville, Tenn. 37075. Tel: (615) 822-5511. Pres.: Donald L. Riis.

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Amestoy Music (BMI), 117 N. Las Palmas Ave., Los Angeles, Calif. 90004. Tel: (213) 938-5482. Pres.: Albert Marx.

Amigo Music Publ'g Co. (ASCAP), 6137 N. Sixth St., Philadelphia, Pa. 19120. Tel: (215) 548-4038. Pres.: Ray Karol.

A-Minor Music (ASCAP), see Universe Communications.

Amiron Music (ASCAP), 20531 Plummer St., Chatsworth, Calif. 91311. Tel: (213) 998-0443. Pres. & Gen. Mgr.: A.E. Sullivan; Prof. Mgr.: Dale Sullivan.

Amore Music (BMI), see Alan Hartwell Music.

Amphora Music Corp. (BMI), 1727 Division St., Davenport, Iowa 52804. Pres.: Frank L. Engel.

Ancora Publ'g, 2439 S. Dorsey, Tempe, Ariz. 85282. Tel: (602) 966-7764. Owner & Mgr.: V. Val Michael.

Andgold Music Publ'g, see OAS Music Publ'g.

Andrade Publ'g Co. (BMI), PO Drawer 520, Stafford, Tex. 77085. Tel: (713) 723-3918. Mgr.: Daniel Andrade.

Andrea Music Co. (SESAC), 925 N. Third St., Philadelphia, Pa. 19123. Tel: (215) 627-2277.

Android Music (BMI), see Bug Music Group.

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Mike Angelo Music (ASCAP), see Iffit Fitz.

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Anteresgeo Music (BMI), see Jamie.

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Ape's Hit (BMI), see Monkey Music.

Apex Music Publ'ns (BMI), 19146 Twig Ln., Cupertino, Calif. 95014. Tel: (408) 252-1580. Pres. & Gen. Mgr.: E.F. Moss; Prof. Mgr.: R. Richards.
Branch: Melbourne, Fla., 4290 Sherwood Blvd. Zip: 32935. Tel: (305) 254-9286. Chief Exec.: Harvey P. Moss

A-Plus Music Inc., see Arista-Interworld.

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Tel (606) 633-9958. Pres. Dee Davis; Gen. Mgr.: Dudley Cocke; Prof. Mgr. Dudley Wilson; Promo. Dir.: Rick Bell.

Mike Appel Prod'ns, 75 E. 55 St., New York, N.Y. 10022. Tel: (212) 759-1610. Pres.: Mike Appel; Opns. Dir.: Robert L. Martin; Admin. Affairs Dir.: Mona Tobin.
Int'l reps.: Australia (Penjane). Belgium (Hans Kusters), France (Intersong-Tutti), Germany (Siegel), Italy (Curci), Mideast (Intersong), Japan (April), Netherlands (New Dayglow), South Africa (Intersong), Sweden (Intersong), UK (Intersong).

Apple Butter Music (ASCAP)—Owner: Danny Morgan—see Sunnyslope.

Apple-Glass Music (BMI), PO Box 168, Madison, Wis. 53701. Tel: (608) 251-2000. Pres.: Daniel W. Miller.

Appropos Music (BMI), see Alan Hartwell Music.

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Arcade Music Co. (ASCAP), see Rex Zario.

Archway Publ'g (BMI), see Marlena Music.

Arc Music Corp. (BMI), see Goodman Group.

Ardavan Music (ASCAP), PO Box 2512, Hollywood, Calif. 90028. Tel: (213) 462-3745. Pres.: Ardie Bryant; Gen. Mgr.: Anne Bryant; Prof. Mgr.: David P. Bryant.

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Argyle Music (ASCAP), see Spina.

Arian Publ'ns (ASCAP), see OAS Music Group.

Arista Music (ASCAP), see Arista-Interworld.

Arista-Interworld Music Group, 8304 Beverly Blvd., Los Angeles, Calif. 90048. Tel: (213) 852-0771. Cable: INMUSIC. Telex: 67499. Pres.: Billy Meshel; Bus. Affairs Dir.: Jeff Brabec; Gen. Prof. Mgr.: Linda Blum; Copyright Mgrs.: Judy Hicks, Theresa Powers.
Branch: New York, N.Y., 6 W. 57 St. Zip: 10019. Tel: (212) 489-7400. Prof. Mgr.: Steve Sussman.

Aristos Music (BMI), PO Box 184, Chapel Hill, N.C. 27514. Tel: (919) 967-6666. Pres.: David L. Robert.

Arkadelphia Music (ASCAP), see Bregar Music.

Ark Of Glenns Music (ASCAP), PO Box 19215A, Los Angeles, Calif. 90019. Tel: (213) 737-6196. Pres.: Tommy Colbert.

Arlo Publ'g/Bearce Publ'g (ASCAP), 7635 Telephone Rd., LeRoy, N.Y. 14482. Tel: (716) 584-3040. Pres.: Kenneth Bearce; Gen. Mgr.: James Bearce; Prof. Mgr.: Jill D. Welzel.
Branch: Rochester, N.Y., 52 Belmont St. Zip: 14620. Tel: (716) 442-9112. Chief Exec.: Jack Bearce.

Armadillo Music (BMI), see Bug Music Group.

Arm Band Music (BMI), see Bug Music Group.

Arnakata Music Inc. (ASCAP), see Cherry Lane.

Arpeil/Pinellas Music Publ'g (ASCAP, BMI) (a Rogue Entertainment Co.), PO Box 568, Woodland Hills, Calif. 91365. Tel: (213) 992-4922. Pres.: Ron Hitchcock; Prof. Mgr.: Ben Rodgers.

Art Audio Publ'g Co. (BMI), 9706 Cameron St., Detroit, Mich. 48211. Tel: (313) 893-3406. Pres.: Albert M. Leigh; Gen. & Prof. Mgr.: Dolores M. Leigh. **Local branch:** 12080 Moenart St. Zip: 48212.

Douglas Arthur Music (BMI), see Larry Spier.

Artrex Corp., 229 Las Vegas Blvd. S., Las Vegas, Nev. 89101. Pres.: Arthur H. Benson.
Branch: Hollywood, Calif., 1560 N. La Brea, Suite M. Zip: 90028. Tel: (213) 467-7644.
Int'l rep.: France (Michel Meyer).

Artsongs Publ'g (ASCAP), PO Box 15032, Fort Lauderdale, Fla. 33318. Tel: (305) 584-1904. Pres.: Harold E. Doane; Exec. VP: Vivian P. Doane.

Ashley Publ'ns Inc. (BMI), 263 Veterans Blvd., Carlstadt, N.J. 07072. Tel: (201) 935-1113.
Int'l reps.: UK (Ashley, Fields).

Ash Valley Music Inc. (ASCAP), 1609 Hawkins St., Nashville, Tenn. 37203. Tel: (615) 244-1060. Pres: Owen Bradley; Gen. Mgr.: Harold Bradley; Prof. Mgr.: Cecile Light.

Asilomar Music (ASCAP) (div. of RBR Communications Inc.), 43 W. 61 St., New York, N.Y. 10023. Tel: (212) 757-8805. Co-Pres.: Richard Bradley, Bill Radics; Prof. & Creative Mgr.: Ron Beigel. (Distributed by Bradley Publ'ns)

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Atlantic Music Corp. (BMI), see Criterion.

Atomic Passion Music (BMI), see Bug Music Group.

Aucoin Mgmt. Inc. (BMI, ASCAP), 645 Madison Ave., New York, N.Y. 10022. Tel: (212) 828-8800. Telex: 236139. Pres.: William Aucoin.

Audible Music Publ'g Co. (ASCAP), 1802 Ocean Pkwy., Suite 2-A, Brooklyn, N.Y. 11223. Tel: (212) 627-8499. Pres. & Gen. Mgr.: Cosmo Dhms; VP & Prof Mgr.: Dosa Tooner.

Audigram Music (BMI) (div. of Audigram Inc.), 3501 Belmont Blvd., Nashville, Tenn. 37215. Tel: (615) 269-4083.

Audio Arts Publ'g Co. (ASCAP), 5617 Melrose Ave., Los Angeles, Calif. 90038. Tel: (213) 461-3507. Owner, Pres., Gen. & Prof. Mgr.: Madelon Baker.
Int'l reps.: Australia (Essex), Germany (Global/Altus), Japan (Toshiba), South America (Ddeon in Argentina), UK (Carlin).

Audios Amigos Music (BMI), see Bug Music Group.

Augsburg Publ'g House (SESAC), Box 1209. Zip: 55440; 426 S. Fifth St., Minneapolis, Minn. 55415. Tel: (612) 330-3300. Pres & Gen. Mgr.: Albert E. Anderson; Music Sales Mgr.: William O. Bliss.
Branches: Los Angeles, Calif., 3224 Beverly Blvd. Zip: 90057. Tel: (213) 386-3722—**Columbus, Ohio,** 57 E. Main St. Zip: 43215. Tel: (614) 221-7411—**Seattle, Wash.,** 2001 Third Ave. Zip: 98121. Tel: (206) 624-0244.
Int'l rep.: Australia & New Zealand (Lutheran Publ'g House).

Aulos Music Publ'rs, PO Box 54, Montgomery, N.Y. 12549. Tel: (914) 692-6270. Ed.: Robert A Carabia; Publ'ns Dir.: Howard M. Feldsher.

Aunt Polly's Publ'g Co. (BMI), PO Box 120657, Nashville, Tenn. 37212. Tel: (615) 385-2555. Owner: Allen Reynolds; Gen. Mgr.: John Donegan.
Int'l reps.: Worldwide (Morning Music).

Aura Love Publ'g (BMI), PO Box 553, Casselberry, Fla. 32707. Tel: (305) 331-4453. Pres.: Terry R. Brooks.

Auspex Music (ASCAP), 12188 Laurel Terrace Dr., Studio City, Calif. 91604 Tel: (213) 877-1078. Owner & Pres.: Jules Chaikin.

Autograph Music (BMI), 601 E. Blackridge Dr., Tucson, Ariz. 85705. Tel: (602) 882-9016. Pres.: Joe Bidwell; Prof. Mgr.: Erin Brooks.

Autumn Leaves Music (ASCAP), 3216 Myra, Farmer's Branch, Tex. 75234. Tel: (214) 241-5105. Pres., Gen. & Prof. Mgr.: Philip Otten. (Administered by United Artists Music)

Avalon Ltd. (BMI), see Cherry Lane.

Robert Allan Ayres (ASCAP), 107 N. Hull, Minden, N.C. 68959. Tel: (308) 832-0941/1380. Owner: Bob Ayres.

Azinda Publ'ns (BMI) (div. of Star Song Recs.), 2460 Spring Lake Dr., Marietta, Ga. 30062. Tel: (404) 973-1170. Pres.: Tim McCabe.

B

B A S Music Publ'g (ASCAP), 5925 Kirby Dr., Suite 226, Houston, Tex. 77005. Tel: (713) 522-2713. Pres., Gen. & Prof. Mgr.: Shelton Bissell.

B C Ents. of Memphis Inc. (BMI), 726 E. McLemore, Memphis, Tenn. 38106. Tel: (901) 947-2553. Pres.: Bob Catron Jr.; VP & Admin. Ass't: Byron Catron; VP: Claudette Catron; Gen. Mgr.: Mary Ann Royston.

B. L. & H. Music Corp. (ASCAP), see H.B. Webman.

B O Cult Songs Inc. (ASCAP), 888 Seventh Ave., New York, N.Y. 10019. Tel: (212) 586-1422. Pres.: Samuel Pearlman; Gen. Mgr.: Bruce Slayton.
Int'l rep.: UK (Carlin).

Baby Tate Music Corp. (BMI), Drawer AB, Rosendale, N.Y. 12472. Tel: (914) 687-9573. Pres.: Peter B. Lowry.

Backbone Publ'g (BMI), See MizMo.

Back to Mono Music Inc. (BMI), see Mother Bertha.

Bad Bird Music Inc. (ASCAP), PO Box 5488, Santa Monica, Calif. 90405. Tel: (213) 871-0538. Pres. & Gen. Mgr.: David R. Norris; Prof. Mgr.: Joe L. Norris Jr.

Baker-Garris Publ'g Co. (BMI), 209 Hickory Hill Dr., Spruce Pine, N.C. 28777. Tel: (704) 765-4834. Pres.: W.W. Garris; Gen. Mgr.: Eugene Baker.
Branch: Coral Gables, Fla., 220 Miracle Mile, Suite 204. Zip: 33134. Tel: (305) 448-5305.

Bakertown Music (BMI), see 20th Century.

Bal & Bal Music Publ'g Co. (ASCAP), 511 Berkshire Ave., La Canada, Calif. 91011. Tel: (213) 790-1242.

Baldursson Music Corp. (ASCAP), see Larry Spier.

Balmac Music (ASCAP), see Bug Music Group.

Band of Angels Inc. (BMI), 1420 K St. NW, Suite 400, Washington, D.C. 20005. Tel: (202) 347-1420. Pres.: Russell Timmons Jr.; Publ'g Admin. Dir.: Yolanda McFarlane.
Int'l rep.: Worldwide excluding USA & Canada (April Music in USA)

Banham Music Inc. (ASCAP), see Reno/Metz.

Banjar Publ'ns Inc. (ASCAP), Box 32164, 7440 University Ave. NE, Minneapolis, Minn. 55433. Tel: (612) 755-9829. Pres.: LeRoy Larson; VP: Bert Wooffrey.

Banjoe Music Inc. (BMI), see Reno/Metz.

Baradat Music (BMI), 1310 E. Kern St., Tulare, Calif. 93274. Tel: (209) 686-2533. Owner & Pres.: Raymond A. Baradat; Gen. Mgr.: Pamela R. Baradat.

Baray Music Inc. (BMI), 49 Music Square E., Nashville, Tenn. 37203. Tel: (615) 329-1323. Pres. & Gen. Mgr.: Ray Baker; VP & Prof. Mgr.: Barbara D. Baker.

Barcam Music (BMI), see Camillo-Barker.

Bar-Cee Music (BMI), see Garrett.

Barchris Music (BMI), see Xanadu.

Barclay Music Corp. (ASCAP), see Shapiro Bernstein.

Barney Music (BMI), see Blanchris.

C. L. Barnhouse Co. (SESAC), 110 B Ave., Oskaloosa, Iowa 52577. Tel: (515) 673-8397. Pres.: C.L. Barnhouse III; Gen. Mgr.: Robert Barnhousé.
Int'l reps.: Austria, Germany & Switzerland (Emil Ruh in Switzerland); France (Henry May), Norway (Schlagerforlaget), Sweden (Trosa).

Barnwood Music (BMI), see Music Publ'g Corp.

M. Baron Co. Inc., PO Box 149, Oyster Bay, N.Y. 11771. Pres.: Virginia Baron.

Denise Barry Music (ASCAP), see Buddy Music & Bug Music Group.

Jock Bartley Music (ASCAP), see Don Williams.

Earl Barton Music Inc. (BMI), 1121 S. Glenstone, Springfield, Mo. 65804. Tel: (417) 869-6379. Pres. & Gen. Mgr.: E.E. Siman Jr.; Prof. Mgr.: Scott F. Siman. (Licensed through Publishers' Licensing Corp.).

Barton Music Corp. (ASCAP), 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-3590. Pres: Paula Sanicola; Gen. & Prof. Mgr.: Eddie Shaw.
Int'l firm represented: Barton Music Co. Ltd. (UK).
Int'l rep.: UK (Barton).

Baruth Music (ASCAP) (div. of Baruth Prod'ns Inc.), 8033 Sunset Blvd., Suite 101, Hollywood, Calif. 90046. Tel: (213) 650-0060. Pres.: Jhon Baruth; Gen. Mgr.: Dan Baruth; Prof. Mgr.: Jain Baruth.
Branch: Cleveland, Ohio, 12501 Madison Ave. Zip: 44107. Tel: (216) 228-8240. Chief Exec.: Sed McGarrett.

Basilone Music Inc. (SESAC), see Reno/Metz.

Abdul Basit Music Co., 152 Roseville Ave., Newark, N.J. 07107. Tel: (215) 236-2150. Pres.: Abdul Basit.

Bass-Goldstein Inc. (BMI), PO Box 497, Yonkers, N.Y. 10702. Pres.: Bruce Bass; VP & Gen. Mgr.: Jay Goldstein; Prof. Mgr.: Sara Dakis. (Administered by Dreena Music).

Batish Rec'g Enterprises, 1310 Mission St., Santa Cruz, Calif. 95060. Tel: (408) 423-1699. VP Mktg.: Ashwin Batish.

David Batteau Music (ASCAP), see MizMo.

Bauhaus Music (BMI), see Bug Music Group.

Mel Bay Publ'ns, 4 Industrial Dr., Pacific, Mo. 63069. Tel: (314) 257-3970. Pres.: Mel Bay.
Int'l reps.: Australia (Castle), Canada (Gordon V. Thompson), Europe (Belwin-Mills).

Beach Bum Music (BMI), see Brother.

Beachcomber Music (BMI)—Pres.: Dave Smith—see Dawn Prod'ns.

Beachtime Music (BMI), see Hilding.

Beadle Music Ltd., see MAM.

Beagle Publ'g Co. (ASCAP), 3486 E. Lake Rd., Canandaigua, N.Y. 14424. Tel. (716) 394-8919. Contact: Craig Dayton.

Bearce Publ'g, see Arlo.

Beautiful Day Music (BMI), 15 Glenby Ln., Brookville, N.Y 11545; 22240 Schoenborn St., Canoga Park, Calif. 91304. Tel. (N.Y.) (516) 626-9504; (Calif.) (213) 883-4865. Co-Pres. Thomas R. Ingegno (N.Y.), Michael H. Frenchik (Calif.). (Administered by Great People Music).

Beautiful Things Unlimited (BMI), see 20th Century.

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

Beckenhorst Press Inc. (ASCAP), PO Box 14273, Columbus, Ohio 43214. Tel: (614) 268-3010. Pres.: John Ness Beck; Exec. Sec'y: John H. Muschick.

Beckie (BMI), 904 Rayner St., Memphis, Tenn. 38114. Tel: (901) 278-1100. Pres.: Ken Visokey.

Bee/Alexander Prod'ns, 1100 Glendon Ave., Los Angeles, Calif 90024 Tel (213) 478-9871. Partners: Jimmy Bee, Morey Alexander.

Bee Cool Music Co. (BMI)—Pres.: Gilda Woods—see Delev.

Beechmont Music Publ'g Corp. (BMI), see H.B. Webman.

Beechwood Music Corp. (BMI), 6255 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 469-8371. Pres.: Lester Sill; VP & Prof. Actrvities Dir.: Paul Tannen.
Branches: New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 489-6740—**Nashville, Tenn.,** 1207 16 Ave. S. Zip: 37212. Tel: (615) 320-7700. Gen. Mgr.: Charlie Feldman.
Int'l branches: Canada, Beechwood Music of Canada

Bee Cool Publ'g Co. (BMI), see Jamie.

Beekman Music Inc. (ASCAP), see Theodore Presser.

Beez Weez Music (BMI), c/o Jones, Michael & Cherot, 888 Seventh Ave., New York, N.Y. 10019. Tel: (212) 541-6900. Pres.: Ben Adkins; Gen. & Prof. Mgr.: Louise West.

Beldock Levine & Hoffman, 565 Fifth Ave., New York, N.Y. 10017. Tel: (212) 490-0400. Cable: TELHOFFLAW. Telex: 422046. Gen. Mgr.: Elliot L. Hoffman; Prof. Mgr.: Peter S. Matorin.
Int'l firm represented: William Tell Music (UK).

Belfast Music (BMI), see Reno/Metz.

Belkin Music (BMI), see Stone-Rap.

Bell Holding Music (ASCAP), Box 143, East Glastonbury, Conn. 06025. Tel: (203) 659-2216. Cable: BELHOP. Pres.: Bruce Lloyd; Gen. Mgr.: Marsha Stone; Prof. Mgr.: Sue Astman.

Rocky Bell Music (BMI), see White Cat.

Belmont Music (BMI), see M.M. Cole.

Belmont Music Publ'rs (ASCAP), PO Box 49961, Los Angeles, Calif. 90049. Tel: (213) 472-2557. Cable: BELMUSIC. Pres.: Lawrence A. Schoenberg; Dir.: Reiko Bissey.
Int'l firms represented: B. Schott Sohne (Germany), Universal (Austria).
Int'l rep.: Austria (Universal).

Belwin-Mills Publ'g Corp. (ASCAP), 1776 Broadway, New York, N.Y 10019. Tel: (212) 245-1100. Cable: BELMILPUB. Telex: 423665. Pres.: Martin Winkler; VP & Gen. Mgr.: Burton L. Litwin.
Branch: Melville, N.Y., Printed Product Sales Div., 25 Deshon Dr Zip: 11747. Tel: (516) 293-3400. Telex: 423665.
Int'l branches: Australia, Brazil, Canada, England, France, Germany, Italy, Mexico, Netherlands, New Zealand, Spain, Sweden.

Bema Music (ASCAP)—Pres.: Carl Maduri; Prof. Mgr.: Gary Doberstyn—see Stone-Rap.

Bendig Music Corp., (BMI), see Fermata Int'l.

Quint Benedetti Music (ASCAP), PO Box 2388, Toluca Lake, Calif. 91602. Tel: (213) 985-8284. Pres. & Prof. Mgr.: Quint Benedetti.

Benfel Music (BMI), 10th & Parker Sts., Berkeley, Calif. 94710. Tel: (415) 549-2500. Mgr.: Paul Zaentz.

Phil Bennett Music Co. (ASCAP), 1 E. 42 St., New York, N.Y. 10017. Tel: (212) 682-2539.

John T. Benson Publ'g Co. Inc. (ASCAP), Metro Center, 1 Vantage Way, Nashville, Tenn. 37228. Tel: (615) 259-9111.
Int'l reps: Australia (Rhema), Benelux (Universal Songs in Netherlands), Canada (Lawson-Falle).

Berdoo Music (BMI), PO Box 8875, Universal City, Calif. 91608. Tel: (213) 985-2539. Pres.: Geroge Clements; Prof. Mgr.: Jim McGuckin.

Berkeley Cooperative Publ'rs, PO Box 158, Alderpoint, Calif. 95411. Tel: (707) 926-5312. Mgr.: E.D. Denson.
Int'l reps.: Scandinavia (Sonet), UK (Sonet).

Hal Bernard Ents. Inc., see listing under "H."

John Bernard Music (BMI), 303 W. 42 St., New York, N.Y. 10036. Tel: (212) 581-3766. Pres. & Prof. Mgr.: John Bernard; Gen. Mgr.: A. Baly.

Berry Lo Music (ASCAP), 7046 Hollywood Blvd., No. 410, Hollywood, Calif. 90028. Tel: (213) 462-0502. Owner, Pres. & Prof. Mgr.: Harry Gordon; Gen. Mgr.: Linda Gordon.

John Berthelot & Assocs. (ASCAP), PO Box 13977, New Orleans, La. 70185. Tel: (504) 482-4211. Pres.: John Berthelot.

Beserkley, 2054 University Ave., Suite 400, Berkeley, Calif. 94704. Tel: (415) 848-6701. Chief Execs.: Mathew King Kaufman, Steve Beserkley.

Beth-Ann Music Co. (ASCAP), 615 Baldwin Ln., Wilmington, Del. 19803. Tel: (302) 762-2410. Pres.: Albert G. Teoli; Prof. Mgr.: Beth Teoli.

Better-Half Music Co. (ASCAP), 1894 N. Stanley Ave., Hollywood, Calif. 90046. Tel: (213) 874-1707.

Beverly Hills Music (BMI), c/o Lawrence Herbst Investment Trust Fund, PO Box 1659, Beverly Hills, Calif. 90213. Pres. & Admin'r: Lawrence Herbst.

Bexley Publ'g Co. (BMI), 3333 Scenic Hwy., Memphis, Tenn. 38128. Tel: (901) 386-8102. Pres.: Cordell Jackson.

Bibo Music Publ'rs Inc. (ASCAP), see Welk Music Group.

The Bicycle Music Co., 8756 Holloway Dr., Los Angeles, Calif. 90069. Tel: (213) 659-6361. Cable: BICYCLE. Pres.: David Rosner.

Johnny Bienstock Music (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 489-8170.

Bifern Music Publ'g (BMI), 3361 S. Blue Ridge Court, Westlake Village, Calif. 91361. Tel: (805) 495-8765. Owner: Bill Doane.

Big Apple Music Co. (BMI), see The Entertainment Co.

Big C Music (ASCAP), see 20th Century.

Big Diamond Publ'g (BMI), PO Box 15018, Tulsa, Okla. 74112. Tel: (918) 939-0641, 324-5553. Owner: Ken Holiday Garton.

Big Gun Music (ASCAP), see Rokblok.

Big Heart Music Inc. (BMI), 9454 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel: (213) 273-7020. Gen. & Prof. Mgr.: Randy Bash.

Big Hurry Music Co. Inc. (ASCAP), 321 Commercial Ave., Palisades Park, N.J. 07650. Tel: (201) 224-8000. Telex: 135384.

Big Kahuna Music (BMI), 663 Watson, Memphis, Tenn. 38111. Tel: (901) 454-9760. Pres.: Philip Rauls.

Big Mike Music (BMI), 408 W. 115 St., Suite 2W, New York, N.Y. 10025. Tel: (212) 222-8715. Cable: RIGHTON. Pres.: William H. Downs; Gen. Mgr.: Dolly Gilmore.
Int'l firm represented: Michel Meyer (France).
Int'l rep.: UK (Martin Coulter).

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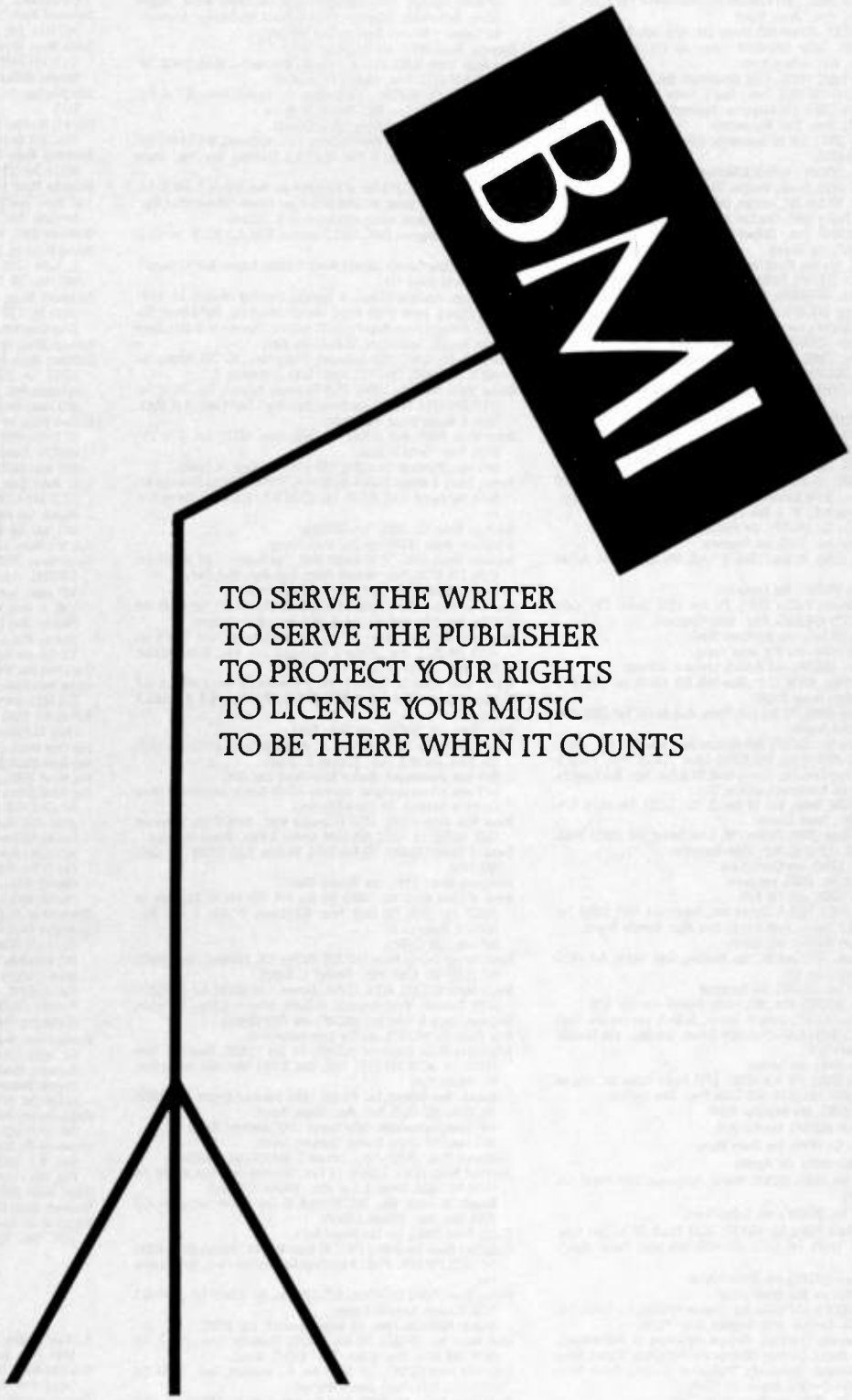

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Int'l rep.: Worldwide excluding USA & Canada (Celestial Harmonies in USA).

Big Seven Music Corp. (BMI), 1790 Broadway, New York, N.Y. 10019. Tel: (212) 582-4267. Cable: ROULREC. Telex: 422573. Pres.: Morris Levy; VP, Gen. & Prof. Mgr.: Phil Kahl.
Int'l branches: Australia (Planetary-Nom), Belgium (Caradam Eds.), France (Caradam Eds.), Germany (Musikverlag Planetary), Netherlands (Caradam Eds.), South Africa (Planetary-Nom), Switzerland (Caradam Eds.), UK (Planetary-Nom).
Int'l reps.: Brazil (Victor), Denmark (Intersong), Finland (Intersong), Greece (Blackwood), Italy (Star), Japan (High Note), Mexico (EMLASA), Norway (Intersong), Portugal (Canciones del Mundo), Spain (Canciones del Mundo), Sweden (Intersong).

Big Shoe Publ'g Co. (BMI), 1011 Fountain Rd., Jacksonville, Fla. 32205. Tel: (904) 781-4311. Pres.: Bruce Beard.

Big Sky Music (ASCAP), PO Box 860, Cooper Sta., New York, N.Y. 10276 Tel: (212) 473-5900. Cable: RAMHORN. Telex: 661139. Admin'r: Naomi Saltzman; Prof. Mgr.: Jeffrey Rosen.

Big State Music Publ'g (BMI), 1311 Candlelight Ave., Duncanville, Tex. 75137. Tel: (214) 298-9576. Pres.: Paul S. Ketter.

Big Swan Publ'g Co. (BMI), 156 Darkes Ln., Summertown, Tenn. 38483. Tel: (615) 964-3571. Pres.: Paul Mendelstein.

Big Swing Publ'g (BMI), 230 W. Commerce, Oklahoma City, Okla. 73109. Tel: (405) 235-3500.

Bijou Ridge Music, PO Box 476, First & Montana Sts., Wakonda, S.D. 57073. Tel: (605) 267-2859. Owner: Douglas Sharples.

Bilkdon Publ'g Co., PO Box 333, Sunland, Calif. 91040. Tel: (213) 899-6062.

BiHetdoux Music Publ'g (BMI), One East Scott, No. 408, Chicago, Ill. 60610. Tel: (312) 266-0040. Pres.: Clifford Rubin.

Billy Music (ASCAP), see Garrett.

Bilt Publ'g (BMI), see Bug Music Group.

Biograph Recs. Inc. (ASCAP), 16 River St., Chatham, N.Y. 12037. Tel: (518) 392-3400. Cable: BIOGRAPH. Pres.: Arnold S. Caplin.

Birdees Music Corp. (ASCAP), see Cream.

Birdwing Music (ASCAP), see Sparrow Recs. & Cherry Lane.

Birthday Boy Music (ASCAP), see Bug Music Group.

Birthday Music Inc. (BMI), see Music Music Music.

Birthright Music (ASCAP), 3101 S. Western Ave., Los Angeles, Calif. 90018. Tel: (213) 731-2460, 258-8011. Pres.: Byron Spears; Prof. Mgr.: Le Roy C. Lovett Jr.

Bisiar Music Publ'g (BMI), PO Box 23261, Nashville, Tenn. 37202. Tel: (615) 361-7058. Pres.: Ed Bisiar III.
Branch: El Sobrante, Calif., 3449 San Pablo Dam Rd. Zip: 94803. Tel: (415) 222-0385. Gen. Mgr.: Dennis DeSilva.

Bivens Music (BMI), PO Box 1628, Elizabeth City, N.C. 27909. Tel: (919) 232-2703. Pres.: Ernie Bivens; Prof. Mgrs.: Ernie Bivens, Vince Chory.
Branch: Moyock, N.C., Rt. 2, Box 236. Zip: 27958.

Biwa Music Publ'rs Inc. (ASCAP), see President.

Black Coffee Music Inc. (BMI), see Prophecy.

Blackheart Music (BMI), PO Box 15856, St. Louis, Mo. 63114. Pres.: Robert Schoenfeld.

Black Note Music (ASCAP), see Funky but.

Black Stallion Country Publ'rs (BMI), PO Box 2250, Culver City, Calif. 90230. Tel: (213) 674-9280. Pres.: Kenn Kingsbury.

Black Sun Music (SESAC), see Mayflower Music.

Black Tent Music (BMI), see Bug Music Group.

Eubie Blake Music (ASCAP), see Beldock Levine & Hoffman.

Blanchris Music (BMI), 160 W. 71 St., New York, N.Y. 10023. Tel: (212) 873-2020. Office Mgr.: Renee Steele.

Blanding Publ'g Co. (BMI), PO Box 162, Provo, Utah 84601. Tel: (801) 224-1775. Pres.: Stan Bronson.

Blendingwell Music Inc. (ASCAP), 488 Madison Ave., New York, N.Y. 10022. Tel: (212) 752-3033. Cable: PHILKURN. Telex: 234128. Pres.: Philip S. Kurnit; VP's: Terry Cashman, Tommy West; VP & Gen. Mgr.: Bob Esposito. (Administered by Publishers Licensing Corp.)
Branch: Nashville, Tenn., 812 19 Ave. S. Zip: 37203. Tel: (615) 329-9282. Prof. Mgr.: Karen Conrad.

Blind Basement Music (BMI), PO Box 288, Silver Spring, Md. 20907. Wash. D.C. Tel: (202) 723-6958. Mgr.: Gene Rosenthal.

Blind Date Music (BMI), see Cherry Lane.

Blockbuster Music Inc. (BMI), see Jamie.

Blue Band Music (BMI), see Ray Griff.

Blue Book Music (BMI), 1225 N. Chester Ave., Bakersfield, Calif. 93308. Tel: (805) 393-1011. Owner: Buck Owens; Gen. Mgr.: Dorothy Owens.

Blue Candle Music (ASCAP), see Gordon.

Blue Canyon Music, 701 Fawn Dr., San Anselmo, Calif. 94960. Tel: (415) 457-1199. Owner: Jim Terr.

Blue Coast Music Inc. (ASCAP), see Fairyland.

Blue Echo Music (ASCAP)—Prof. Mgr.: Jerry Newton—see Ray Griff.

Blue Island Music (ASCAP), 1446 N. Martel, Suite 3, Los Angeles, Calif. 90046. Tel: (213) 851-3161. Pres.: Bob Gilbert; Gen. Mgr.: Bob Fleming; Prof. Mgr.: Linda Dial.

Blue Lake Music (BMI), see Terrace.

Blue Mace Music (BMI), PO Box 62263, 2716 Sandy Valley Rd., Virginia Beach, Va. 23462. Tel: (804) 340-3366. Pres.: Alex Spencer.

Blue Max Music (BMI), see Americus Music.

Blue Melody Music (ASCAP), see Ray Griff.

Blue Menu Music Co. (BMI), see Green Menu.

Blue Monday Music (BMI), see Garrett.

Blue River Music Inc. (BMI), 1626 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 463-7661.

Blue Seas Music Inc. (ASCAP), see Geffen/Kaye.

Blue Umbrella Music Publ'g Co. (ASCAP), 3011 Beach 40 St., Sea Gate, Brooklyn, N.Y. 11224. Tel: (212) 372-6436, 449-5265. Owner: Kadish Millet.

Bobby's Beat Music (SESAC), see Bobby Fischer.

Bobok Music (BMI), see Bug Music Group.

Boca Music Co. (ASCAP), 532 Sylvan Ave., Englewood Cliffs, N.J. 07632. Tel: (201) 567-8100. Co-Pres.: Luigi Creatore, Hugo Peretti.
Int'l reps: Australia (Festival), Belgium (Intersong in Netherlands), France (Radio Music), Germany (Melodie der Welt), Italy (Sugar), Japan (Victor), Netherlands (Intersong), Philippines (Lustre), South Africa (Leeds), Sweden (Sweden Music), UK (Carlin).

Bocephus Music Co. (BMI), see Music Publ'g Corp.

Fred Bock Music Co. (ASCAP), Box 333, Tarzana, Calif. 91356. Tel: (213) 996-6181. Pres.: Fred Bock. (Distributed by Alexandria House).

Bo-Gal Music (BMI), PO Box 6687, Wheeling, W.Va. 26003. Ohio Tel: (614) 758-5812. Pres. & Gen. Mgr.: Robert H. Gallion.

Bohemia Music (BMI), see Bug Music Group.

Bojan Music Corp. (BMI), 38 Music Square E., No. 300, Nashville, Tenn. 37203. Tel: (615) 244-4336. Pres.: Buddy Lee; Gen. Mgr.: Johnny Paycheck.

Gary Bonds Music (BMI), see Extra Money.

Boogie Man Music (ASCAP), see Harrick.

Boosey & Hawkes Inc. (ASCAP), 24 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-3332. Cable: SONOROUS. Pres. & Mng. Dir.: W. Stuart Pope; Copyright & Royalty Dept. Mgr.: Sylvia Goldstein.
Home office: England.
Int'l branches: Australia, Canada, France, Germany, South Africa, Sweden.
Int'l firms represented: Amberson Ents., Artia (Czechoslovakia), Edwin Ashdown Ltd. (UK), Barry (Argentina), Carisch (Italy), Gehrman (Sweden), IMI—Israel Music Institute (Israel), Kultura (Hungary), New Wind Music (UK), Norman Richardson Ltd. (UK), Suvini Zerboni (Italy), Josef Weinberger Ltd. (UK).
Int'l reps.: Argentina (Barry), Austria (Theater-Verlag Eirich), Denmark (Wilhelm Hansen), Italy (Carisch), Japan (Academia Music, Nippon Gakki), Netherlands (Albersen), Norway (Norsk Musikforlag), Spain (Vidal Limona y Boceta), Sweden (Carl Gehrman).

Bopalena Music (BMI), see Bug Music Group.

Boss Apple Tunes (BMI), 1517 W. Lake St., Minneapolis, Minn. 55408. Tel: (612) 827-6111. Pres.: Charles F. Campbell.

Boston Music Co. (ASCAP), 116 Boylston St., Boston, Mass. 02116. Tel: (617) 426-5100. Gen. Mgr.: Warren W. Morris
Int'l reps.: Australia (Allens), UK (Chappell).

Bouldin Music Publ'g Co. (BMI), PO Box 1375, Baltimore, Md. 21203. Tel: (301) 327-8236 Pres. & Prof. Mgr.: Ray Donahoe; Gen. Mgr.: Henry Donahoe.

Bourne Co. (ASCAP), 1212 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 575-1800. Cable: BOURNEMUS. Pres.: Bonnie Bourne; Office Mgr.: Al Tuckman. (Sheet music distributed by G. Schirmer)
Branch: Los Angeles, Calif., 6381 Hollywood Blvd. Zip: 90028. Tel: (213) 469-5101.
Int'l branches: Canada (Bourne Music Canada), France (Bourne-France), UK (Bourne Music Ltd.).
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Bowman Publ'g (BMI), 1530 Dunwoody Village Pkwy., No. 201, Atlanta, Ga. 30338. Tel: (404) 394-7122. Pres.: Hugh E. Bowman II.

Boxcar Music Publ'g Co. (BMI), 6316 Porterway, Houston, Tex. 77084. Tel: (713) 859-0332. Pres.: Peter Breaz; Gen. Mgr.: Paul Eakin; Prof. Mgrs.: Peter & Marcia Breaz, Paul Eakin.

Boxer Music (BMI), Box 120501, Nashville, Tenn. 37212. Tel: (615) 254-9798. Pres.: Curtis L. Allen.
Int'l rep.: Worldwide excluding USA (Morning Music in Canada).

Tommy Boyce & Melvin Powers Music Ents. (ASCAP), 12015 Sherman Rd., North Hollywood, Calif. 91605. Tel: (213) 875-1711. Pres.: Melvin Powers.

Braeburn Music Co. (BMI), see Stoneway.

Brainstorm Music (BMI), see Bug Music Group.

Braintree Music (BMI), 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-4710. Pres.: Richard Perry; Prof. Mgr.: Fred Perry.

Bramsdene Music Corp. (BMI), see Campbell Connelly.

Branch Int'l Music (BMI), PO Box 31819, Dallas, Tex. 75231. Tel: (214) 750-0720. Pres.: Pat McKool; Gen. & Prof. Mgr.: Mike Anthony.

Brandwood Music Inc. (BMI), PO Box 24214, Nashville, Tenn. 37202. Tel: (615) 298-2523. Pres.: Ansley R. Fleetwood; Gen. Mgr.: Robbie Gordon; Prof. Mgr.: Charlie Lamb.

Brandy River Music Co. (ASCAP) (div. of Brandywine Recs.), PO Box 413, Durham, N.H. 03824. Tel: (603) 749-2811. VP's: Richard R. & Ronald B. Shaw.

Brass Music Ltd. (ASCAP), see Brass Press.

Brass Press (BMI), 136 Eighth Ave. N., Nashville, Tenn. 37203. Tel: (615) 254-8969. Owner & Pres.: Stephen L. Glover.
Int'l firm represented: Musica Rara—Brass Eds. (UK).
Int'l reps: France (Arpeges), Germany (Ulrich Koebl), Scandinavia (Brass Center in Sweden), UK (June Emerson).

Brave New Music (BMI), 6253 Hollywood Blvd., Suite 1116, Hollywood, Calif. 90028. Tel: (213) 466-3534. Owner & Pres.: Daniel Friedman.

Bread 'n Honey (ASCAP), PO Box 3391, Ventura, Calif. 93006. Tel: (805) 644-7618.

Breakaway Music (BMI), see Mirsong Music.

Break of Dawn Music Inc. (BMI), PO Box 958, 434 Ave. U, Bogalusa, La. 70427. Tel: (504) 732-2942. Pres.: R.S. Evans; VP, Gen. & Prof. Mgr.: James R. Bateman Jr.
Int'l rep.: UK (Carlin).

Breakthrough Quality Music (ASCAP), PO Box 456, Branford, Conn. 06405. Tel: (203) 488-6166. Pres.: Randall K. Coates.

Bregar Music (ASCAP), 428 E. 11 Ave., Denver, Colo. 80203. Tel: (303) 839-5789. Partners: Merel Bregante, Al Garth; Admin'r: Edward P. Pierson.

Bregman, Vocco & Conn Inc. (ASCAP), see 20th Century.

Brial Music Co. (ASCAP), see The Entertainment Co.

Briarmeade Music Unlimited (ASCAP), PO Box 110830, Nashville, Tenn. 37202. Tel: (615) 242-1037. Pres., Gen. & Prof. Mgr.: Ken Keene; Exec. VP: Frankie Ford.
Branch: New Orleans, La., PO Box 1830, Oakwood Branch. Zip: 70053. Tel: (504) 392-4615. Prof. Mgr.: Wayne Keene.
Int'l firms represented: Baby Snaker (UK), Southern Sound (UK).
Int'l reps.: UK (Baby Snaker, Southern Sound).

Briarpatch Music (BMI)—Pres.: Edward T. Rabbitt—see DebDave.

Brickbert Music (BMI), 6801 W. 76 Terr., Overland Park, Kan. 66204. Tel: (913) 642-9600. Owner & Gen. Mgr.: William E. Gilbert.
Branch: St. Louis, Mo., 1843 Kennett Pl. Zip: 63104. Tel: (314) 772-2894. Gen. Mgr.: William J. Keyes.

Bridge Music (BMI), see The Herald Ass'n.

Bridgeport Music Inc. (BMI), 19631 W. Eight Mile Rd., Detroit, Mich. 48219. Tel: (313) 255-6740. Pres.: Armen Boladian; Ass't to Pres.: Carole Luedeman.

Bridger Music Publ'g Co., PO Box 929, Sikeston, Mo. 63801. Tel: (314) 471-5428. Contact: Kenneth Bridger.
Branch: Nashville, Tenn., 34 Music Square E. Zip: 37203.

Brim Music Inc. (SESAC), PO Box 120591, Nashville, Tenn. 37212. Tel: (615) 269-4410. Pres. & Gen. Mgr.: Gary S. Musick.

Broadman Press (SESAC), 127 Ninth Ave. N., Nashville, Tenn. 37234. Tel: (615) 251-2533. Pres.: Dessel Aderholt.

Broad River Publ'g Co. (BMI), Dyer Rt., Cowen, W. Va. 26206. Tel: (304) 226-3424. Pres.: Ernest H. Spearman; Music Ed.: Gladys Spearman.

Broadway/Hollywood Int'l Music Publ'rs (ASCAP), see Take Home Tunes!

Bro-Bill (ASCAP), see Lowery.

Brodt Music Co. (ASCAP), PO Box 9345. Zip: 28299; 1409 E. Independence Blvd., Charlotte, N.C. 28205. Tel: (704) 332-2177. Owner: Gladys F. Brodt.
Int'l firms represented: Ashdown (UK), Banks (UK), Forsyth (UK), Henle (Germany), Leslie (Canada).
Int'l rep.: Canada (Leslie).

Bronjo Music Publ'g, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Cable: MUSICLEASE. Telex: 668550. Pres.: David Last; Gen. Mgr.: Bea Cohen.
Int'l firm represented: Sparta-Florida (UK).

Brooks Bros. Publ'rs (BMI), 311 Margo Ln., Nashville, Tenn. 37211. Tel: (615) 834-4124. Gen. Mgr.: Jake C. Brooks. (Affiliated with Enchantment Music).

Brookside Music Corp. (ASCAP), 159 W. 53 St., New York, N.Y. 10019. Tel: (212) 541-7761. Pres.: Reid Whitelaw.

Brother Bear Music (BMI)—Pres.: Dean Whitney—see Buckhorn.

Brother Publ'g Co. (BMI), 2910 Lincoln Blvd., Santa Monica, Calif. 90405. Tel: (213) 392-3084. Gen. Mgr.: S.C. Gamble.

Broude Bros. Ltd. (ASCAP), 56 W. 45 St., New York, N.Y. 10036. Cable: BROUDEBRO. Tel: (212) 687-4735.

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

Brown Moon Music (ASCAP), PO Box 19274, Houston, Tex. 77024. Tel: (713) 661-2498. Pres.: Rusty Holster.
Branch: Midland, Tex., PO Box 2661. Zip: 79701.

John Brumage Co., 514 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-6119.

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

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

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

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

Brutunes (BMI), see Bug Music Group.

Bubbly Music Inc. (USA), 1 Century Plaza, North Tower, 2029 Century Park E., Suite 1730, Los Angeles, Calif. 90067.
Int'l rep.: UK (Black Sheep).

Buckboard Music (BMI), 1909 Hood Circle, Carrollton, Tex. 75006. Tel: (214) 242-1762. Pres.: Larry Fargo; Gen. Mgr.: Ann Jones; Prof. Mgr.: Steve Chambless.

Buckeye Music Inc. (ASCAP), see Carlson.

Buckhorn Music Publ'g Co. Inc. (BMI), 1007 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-4590. Pres.: Marijohn Wilkin; Gen. Mgr.: Ann Schuster; Prof. Mgr.: Neil Patton Rogers.
Int'l reps.: Australia (Castle), South Africa (Reveille), UK (Valentine).

Buddah Music Inc. (ASCAP), 1790 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900. Pres.: Art Kass; VP & Gen. Mgr.: Chuck Walz. (Administered by United Artists).
Int'l rep.: Worldwide (United Artists).

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

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

Buddy Music (BMI), 1046 Carol Dr., Los Angeles, Calif. 90069. Tel: (213) 278-2981. (Administered internationally by Bug Music Group)
Int'l reps.: Australia (Warner Bros.), Benelux (EMI Holland), Far East (EMI in Hong Kong), France (Warner Bros.), Germany (Global), Italy (Warner Bros.), Japan (Pacific), Mexico (Beechwood), South Africa (Warner Bros.), South America (Artemis in Netherlands), Sweden (Air), UK (Warner Bros.).

Bud's Red Hot Music (BMI), see Garrett.

Buena Vista Publ'g Co. (BMI), PO Box 28553, Dallas, Tex. 75228. Tel: (214) 270-4887. Owner: B.L. Bollman.

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

Bug Eyes Music (BMI), see Bug Music Group.

Bug Juice Music (ASCAP), see Bug Music Group.

Bug Music (BMI), see Bug Music Group.

Bug Music Group, 6777 Hollywood Blvd., 9th fl., Hollywood, Calif. 90028. Tel: (213) 466-4352. Pres.: Daniel Bourgoise; VP & Gen. Mgr.: Fred Bourgoise; Prof. Mgrs.: Jim Fernald, Gerd Eilers; Copyright Admin'rs: Lydia Frazier, Barbara Kirkner.
Int'l reps.: Australia (Matthews), Belgium (Ardmore & Beechwood), Far East (EMI), France (Warner Bros.), Germany (Roba), Israel (April), Italy (Warner Bros.), Japan (Pacific), Netherlands (EMI-Holland), South Africa (Warner Bros.), Sweden (Air), UK (Warner Bros.).

Bumbershoot Music Inc. (BMI), see Sunnyslope.

Burlington Music Corp. (ASCAP), 539 W. 25 St., New York, N.Y. 10001. Tel: (212) 675-6060. Cable: FULLRANGE.
Int'l branches: Australia (Palace), Canada (Burlington), France & French Union (Palace), Germany (Burlington), Hong Kong (Burlington-Palace), Italy (Palace), Netherlands (Palace), South Africa (Burlington), Spain & Portugal (Burlington), Sweden (Palace), Switzerland (Burlington), UK (Burlington-Palace).

Burriesci Bros. Music Prod'ns (ASCAP), 400 W. 27 St., Richmond, Va. 23225. Tel: (804) 230-0225. Studio Dir.: Richard C. Burriesci; Adv. Dir.: John F. Burriesci; Music Dir.: C.J. Alonzo Leger.
Branch: Bellerose, N.Y., Palminteri Music Prod'ns, 73 Huron Rd. Zip: 11426. Tel: (516) 775-4656. Studio Dir.: William L. Palminteri.

Busch Country Publ'g (SESAC), 1002 W. Busch Blvd., Tampa, Fla. 33612. Tel: (813) 935-6289. Owner: Randall Bethencourt.

Buttermilk Sky Music Publ'g Corp. (BMI), 515 Madison Ave., Suite 808, New York, N.Y. 10022. Tel: (212) 759-2275. Pres.: Murray Deutch; Gen. & Prof. Mgr.: Stuart Cantor; Admin. Ass't: Fran Barber.

Butter Music (BMI), see Cream.

Buzzherb Music (BMI), see Scott Tutt.

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

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

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

Cajun Crawdaddy Music (BMI), see Bug Music Group.

Cajun Music Inc. (BMI), see Cedarwood.

Cakewalk Music (BMI), see 20th Century.

Caliber Music (ASCAP), see Web IV.

California's Blue-Rose (BMI), 629 W. Milwaukee St., Jefferson, Wis. 53549. Tel: (414) 674-5199. Owner: Felix Kubik Sr.; Pres.: Felix Kubik Jr.; Gen. Mgr.: Martha Arentsen.

Caligula Inc. (ASCAP), 60 Pearl St., lew York, N.Y. 10004. Tel: (212) 483-1939. Pres.: David Forman; VP & Gen. Mgr.: Charles Baxter.
Int'l rep.: Asia, Europe & UK (M mory Lane in USA).
Calumet Music (BMI), see M.M. Co e.
Calwest Songs (BMI), c/o Lee Ande son Ents., PO Box 4141, North Hollywood, Calif. 91607. Tel: (213) 7 -6915. Owner & Pres.: Lee Anderson; VP: Bruce Anderson; Pub. Dir.: E eth Anderson.
Branch: Bellingham, Wash., 1509 Broadway. Zip: 98225. Tel: (206) 676-9961. Gen. Mgr.: Bob Wood.
Camelback Mountain Music Corp. (SCAP), see Shapiro Bernstein.
Camerica Music (ASCAP), 489 Fifth ve., New York, N.Y. 10017. Tel: (212) 682-8400. Telex: 236920. Pres.: Vittorio Benedetto.
Cameron Org. Inc., 320 S. Waiola Av , La Grange, Ill. 60525. Tel: (312) 352-2026. Prof. Mgr.: Scott A. Came on.
Camex Music Inc. (BMI), see Came ica.
Camillo-Barker Ents., 121 Meadowb ook Dr., Sommerville, N.J. 08876. Tel: (201) 359-5110. Co-Pres.: Cecile Barker, Tony Camillo; Gen. Mgr.: Alison Ottman; Prof. Mgr.: Carol Lawle
Branch: Los Angeles, Calif., 643 Sunset Blvd., Suite 816. Zip: 90028. Tel: (213) 462-3162.
Camino Real Music (ASCAP), see G rrett.
Campashe Music (BMI), see MizMc
Campbell Connelly & Co. Inc. (ASCA), 271 North Ave., New Rochelle, N.Y. 10802. Treas.: Nathaniel Miller.
Home office: England.
Glen Campbell Music Inc. (BMI), 100 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 271-1162.
Canal Publ'g Inc. (BMI), 6325 Guilf d, Indianapolis, Ind. 46220. Tel: (317) 255-3116. VP & Gen. Mgr.: Terr Barnes.
Candlestick Seven (SESAC), see Jir W. Rice.
Candue Music Inc. (ASCAP), 19 S. B oadway, White Plains, N.Y. 10601. Tel: (914) 682-8069. Pres.: Ron Ca an; VP: Bill Heller. (Administered by Copyright Serv. Bureau)
Can't Stop Music (BMI), 65 E. 55 St , Suite 302, New York, N.Y. 10022. Tel: (212) 751-6177. Telex: 427317. Pres.: Maximilian Dahan-Lavelle; Prof. Mgr.: Roberta Crownover.
Int'l firm represented: Scorpio/ lack Scorpio (France).
Canyon Press Inc., PO Box 1235, (ncinnati, Ohio 45201. Tel: (513) 852-7850. Pres.: G.W. Fahrer Jr.; VP Alison Fahrer.
Can You Hear Me Music (BMI), PO lox 14243, San Francisco, Calif. 94114. Tel: (415) 824-3676. Contact: F obert Hanrahan.
Capano Music (div. of Britone Inc. (ASCAP), 237 Chestnut St., Westville, N.J. 08093. Tel: (609) 456-440 Pres.: Anthony J. Capano; Gen. Mgr.: Patrick Capano; Prof. Mgr.: Bria A. Capano.
Caplin Music (BMI), see Biograph.
Cappy Music Co. (ASCAP), see Che ry Lane.
Captain Nemo Music (ASCAP), 11 00 Mayfield Ave., Los Angeles, Calif. 90049. Tel: (213) 820-5061. Pr s.: Richard Joel Rothstein.
Captain Slick (ASCAP), see Jim W. Rice.
Capri Music Corp. (BMI), see Alfre l.
Cara Publ'ns (ASCAP), 2000 W. D von Rd., Columbus, Ohio 43212. Tel: (614) 486-3334. Owner: John T. tgenhorst. (Administered by C.L. Barnhouse)
Cardio Music (BMI) (div. of Art Atta k Recs. Inc.), 964 W. Grant Rd., Tucson, Ariz. 85705. Tel: (602) 884-906 . Pres.: William Cashman.
Careers Music Inc. (BMI), see Aris a-Interworld.
Carleen Gaetana Music (ASCAP), E. Chestnut, Chicago, Ill. 60611. Tel: (312) 943-0305.
Carlson Music Co. (BMI), 4625 NW 4 St., Fort Lauderdale, Fla. 33319. Tel: (305) 731-4669. Owner: Harry arlson.
Carlyle Music Publ'g Corp. (ASCAF , see H.B. Webman.
Carolights Music (ASCAP), see Pe ceable Kingdom.
Carolina Cowboy Music (BMI), see Mellyric.
Carreau Music (BMI), see Funky t.
Carrhorn Music Inc. (BMI), 809 Wh orwill Dr., Port Orange, Fla. 32019. Tel: (904) 761-9685. Owners: Pete Jo Ann Carr.
Alan Cartee Music (BMI), 22 Musi Square E., Nashville, Tenn. 37203. Tel: (615) 255-7404. Pres.: Alan Ca ee; Gen. Mgr.: Brent Cartee; Prof. Mgr.: Don Cartee; Publ'g Dir.: Ame A lt.
Cartee 3 Music (ASCAP)—Pres.: B ent Cartee—see Alan Cartee Music.
Carwin Country Int'l, 13357 Lorain Ave., Cleveland, Ohio 44111. Tel: (216) 476-2695.
Cary & Mr. Wilson Music Inc. (BMI) PO Box 500. Zip: 37202; 417 Broadway, Nashville, Tenn. 37203. Tel: (61 5) 242-5400. Pres.: Ernest Tubb; Gen. & Prof. Mgr.: Justin Tubb (Admin stered by Window Music)
Casa David, see JAC.
Casa Latina Inc. (ASCAP), see Me ican Music.
Don Casale Music (BMI), 377 Pl infield St., Westbury, N.Y. 11590. Tel: (516) 333-7898. Pres. & Gen. Mgr.: Don Casale.
Cascade Mountain Music (ASCAP), 18039 S. Crenshaw Blvd., Suite 300, Torrance, Calif. 90504. Tel: (213) 538-5476. Pres.: William J. Wickline.
Branch: Fox Island, Wash., 588 North Shore Blvd. Zip: 98333. Tel: (206) 549-2468.
Casserole Music Inc. (BMI), see F SO.
Castalia Music (BMI), PO Box 11 16, Milwaukee, Wis. 53211. Pres.: Jim Spencer; Sales & Promo.: Dave Luhrssen.
Castle Hill Publ'g Ltd. (ASCAP), 92 Fifth Ave., Duplex Suite, New York, N.Y. 10021. Tel: (212) 772-9335. Pres.: Peter Casperson.
Castle Music, Inc., PO Box 7574, Tu sa, Okla. 74105. Tel: (918) 299-1224.
Catalpa Publ'g Co. (BMI), 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Gen. & Prof. Mgr.: Bobby Boyd.
Catchup Music (BMI), PO Box 9 30, 3507 W. Vickery, Fort Worth, Tex. 76107. Tel: (817) 737-9911. P es.: J.P. Kimzey.
Cat Clothes Music (BMI), see Bu Music Group.
Cayton Publ'g, PO Box 367, W. Ma n St., Orwell, Ohio 44076. Tel: (216) 437-8422.
Ceberg Music Corp. (ASCAP)—Pre .: Norman Bergen; Chief Operating Officer: Reid Whitelaw—see Brook ide.
Cedarwood Publ'g Co. Inc. (BMI 39 Music Square E., Nashville, Tenn. 37203. Tel: (615) 255-6535. P es. & Gen. Mgr.: J. William Denny; Prof. Mgr.: John E. Denny.
Int'l rep.: Worldwide (Peer-So thern in USA).
Celedia Music (BMI), see MizMo Ents.
Celesteville Music (ASCAP), see I okblok.
Celestial Harmonies (BMI), see M ayflower Music.
Celta Music Inc. (ASCAP), see Ra lmus.
Celtone Music (ASCAP), see Cam llo-Barker.
Centipede Songs (BMI), see Bug Music Group.
Ce Rock Music, PO Box 77, Cente Square, Pa. 19422. Tel: (212) 438-8228. Owners: A.A. Gravatt, Curtis R ck.
C'est Music (ASCAP), see Quack bush.
Cetra Music Corp. (BMI), 5828 S. University Ave., Chicago, Ill. 60637. Tel: (312) 493-9781. Pres.: Mortor A. Kaplan.
Chain Gang Music (BMI), see 20 n Century.

Chalk Farm Music (BMI), 9570 Wilshire Blvd., No. 290, Beverly Hills, Calif. 90212. Tel: (213) 276-7663. Pres.: Rick Neigher; Gen. Mgr.: Chris Cote; Prof. Mgr.: Peter Ross.
Challove Music (BMI), see Brother Music & MizMo Ents.
Chameleon Music (ASCAP), see Reno/Metz.
Champagne Music Corp. (ASCAP), see Welk Music Group.
Champion Music Corp., see MCA
Chandler Music Co. Inc. (ASCAP), see Loring.
Chanson (Eds.) Co., see Stanyan.
Chantemm Music Inc. (BMI), see Beldock Levine & Hoffman.
Chantry Music Press Inc. (SESAC), PO Box 1101, 32-34 N. Center St., Springfield, Ohio 45501. Tel: (513) 325-9992. Pres. Gen. & Prof. Mgr.: Frederick M. Otto.
Chappell Music Co., 810 Seventh Ave., New York, N.Y. 10019. Tel: (212) 399-7373. Cable: SYMPHONY. (Sheet music distributed by Theodore Presser Co.)
Branches: Hollywood, Calif., 6255 Sunset Blvd. Zip: 90028. Tel: (213) 469-5141—**Nashville, Tenn.,** 11 Music Circle S. Zip: 37203. Tel: (615) 244-3382.
Int'l branches: Australia, Belgium, Canada, England, France, Germany, Italy, Japan, Netherlands, New Zealand, South Africa, Spain, Sweden, Switzerland.
Int'l firm represented: Snowblind Music (Canada).
Chaps Music (ASCAP), see Americus Music.
Char Barb Music (BMI), Rt. 1, Box 120F, Swoope, Va. 24479. Tel: (703) 885-3309. Pres. & Gen. Mgr.: Barbara R. Flowers; Prof. Mgr.: Charles A. Flowers.
Charing Cross Music Inc. (BMI), 36 E. 61 St., New York, N.Y. 10021. Tel: (212) 751-6590. Gen. Mgr.: Ian E. Hoblyn.
Int'l firm represented: Pattern (UK).
Int'l rep.: UK (Pattern).
Char-Liz Music Inc. (BMI), PO Box 705, Old Chelsea Sta., New York, N.Y. 10113. Tel: (212) 674-1111. Chm.: Creed Taylor; Gen. Mgr.: Vic Chirumbolo.
Int'l reps.: Australia (Matthews), Austria (Schmolzi & Slezak), Benelux (Kluger), Colombia (Ivan Mogull), France (Sugarmusic), Germany (Schmolzi & Slezak), Italy (Sugarmusic), Japan (Seven Seas), Mexico (Gamma), Scandinavia (Multitone), South Africa (Gallo), Spain (Hispavox), Switzerland (Schmolzi & Slezak), UK (Heathside).
Charter Publ'ns Inc. (ASCAP) (div. of J.W. Pepper & Son), PO Box 850, Valley Forge, Pa. 19482. Tel: (215) 666-0363.
Stanley Chase Music (BMI), see MizMo.
Chatawa Music (ASCAP), see Malaco.
Chatham Music Corp. (ASCAP), see 20th Century.
Chautauqua Music Publ'g Co. (BMI), 1521 Seventh Ave., Beaver Falls, Pa. 15010. Tel: (412) 846-2225. Pres.: M. David Breit; Gen. Mgr.: Ralph F. Robb.
Cheavoria Music Publ'g Co. (BMI), PO Box 1304, Brewton, Ala. 36426. Tel: (205) 867-2228. Pres.: Roy Edwards; Gen. Mgr.: Bobbie Roberson; Prof. Mgr.: Mike Tracy.
Chenaniah Music (SESAC), 2199 Nolensville Rd., Nashville, Tenn. 37211. Tel: (615) 256-2242. Pres.: Derric Johnson.
Cherie Music (BMI), 3621 Heath Ln., Mesquite, Tex. 75150. Tel: (214) 279-5858. Owners: Jimmy Fields, George McCoy.
Cherio (BMI), c/o Lee Eastman, 39 W. 54 St., New York, N.Y. 10019. Prof. Dept.: Robert Jones.
Cherry Blossom Music Co. (SESAC), see Cherry Lane.
Cherrydale Music (SESAC), see Dale McBride.
Cherry Lane Music Publ'g Co. Inc., (ASCAP), 50 Holly Hill Ln., Greenwich, Conn. 06830. Tel: (203) 661-0707. Telex: 643420. Contact: Jean Dinegar.
Branch: Beverly Hills, Calif., 9744 Wilshire Blvd. Zip: 90212. Tel: (213) 550-7100. Contact: Milton Okun.
Int'l branches: Australia, Japan.
Int'l reps.: Austria (Schmolzi & Slezak in Germany), Belgium (Interworld in Netherlands), Canada (Welbeck), Germany (Schmolzi & Slezak), Greece (Intersong Hellas), Ireland (Winter Hill/Interworld in UK), Italy (Franton), Mexico (EMLASA), Netherlands (Interworld), Portugal (Clipper's Eds.), Scandinavia (Air in Sweden), South Africa (Music Publ'g Co.), South & Central America (Fermata), Spain (Clipper's Eds.), Switzerland (Schmolzi & Slezak in Germany), UK (Winter Hill/Interworld).
Cherry River Music Co. (BMI), see Cherry Lane.
Cherry Wood Music Co. (ASCAP), see Cherry Lane.
Chesley Music Corp. (BMI), see Musicprint.
Jerry Chesnut Music Inc. (BMI), 40 Music Square E., Nashville, Tenn. 37203. Tel: (615) 244-0270. Pres., Gen. & Prof. Mgr.: Jerry Chesnut.
Chess Music Inc. (ASCAP), see Pi-Gem.
Chestler Publ'g Co. (BMI), 7511 Farrand Rd., Clio, Mich. 48420. Tel: (313) 639-7685. Pres.: Harry F. Chestler.
Chestnut Mound Music (BMI), (div. of the Eddie Crook Co.), PO Box 213, Hendersonville, Tenn. 37075. Tel: (615) 822-1360. Owner: Eddie Crook; Office Mgr.: Janice Crook.
Chicago Music Publ'g, c/o Greene & Reynolds, 1900 Ave. Of The Stars, Suite 1424, Los Angeles, Calif. 90067. Tel: (213) 553-5434.
Chicken Key Music (BMI), see Cherry Lane.
Chicorel Music Corp. Inc. (ASCAP, BMI), 4447 N. Oakland Ave., Milwaukee, Wis. 53211. Tel: (414) 964-4888.
Children's Musical Plays (ASCAP), see Popular Music.
Chillywinds Music, 425 Park Ave., New York, N.Y. 10022.
Chinnichap Publ'g Inc. (BMI), 8919 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-8585. Cable: DREAMLAND. Pres.: Mike Chapman; Ass't to Pres.: Dianne O'Brien; Admin'r: Billy Meshel. (Administered by Arista Music).
Chip 'N' Dale Music Publ'g Inc. (ASCAP), see Gene Kennedy.
Choral Press (SESAC), see Shawnee Press.
Chorea Noise (BMI), see Bug Music Group.
Chris Music Publ'g Co. (BMI), PO Box 268, 211 Oak St., Manistique, Mich. 49854. Pres.: Reg B. Christensen.
J. Christopher Music Co. (ASCAP), see Hope.
Chrysalis Music Corp. (ASCAP), see Chrysalis Music Group.
Chrysalis Music Group, 9255 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 550-0171. Pres.: Terry Ellis; VP & Gen. Mgr.: Ann Munday; Prof. Mgrs.: (east) Frank D'Amico, (west) Steve Moir.
John Church Co. (ASCAP), see Theodore Presser.
Churn Music (ASCAP), see Cream.
Chu Yeko Musical Foundation (ASCAP), see Take Home Tunes!.
Clano Publ'g Co. (BMI), PO Box 263, 37 Woodside Ave., Hasbrouck Heights, N.J. 07604. Tel: (201) 288-8935. Pres.: Ron Luciano.
Int'l firm represented: Michel Meyer & Cie. (France).
Cibie Music (ASCAP), see Garrett.
Cifi Publ'g Co. (BMI), 3966 Standish Ave., Cincinnati, Ohio 45213.
Cincinnati Music Co. (BMI), Schwartz Bldg., Suite 405, 906 Main St., Cincinnati, Ohio 45202. Tel: (513) 241-3447. Pres.: Michael S. Schwartz; Gen. Mgr.: Robert L. Schwartz.

Clara Music Publ'g Corp. (ASCAP), 157 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-9660.
Claridge Music (ASCAP) (div. of MPL Communications), 39 W. 54 St., New York, N.Y. 10019. Tel: (212) 581-1330. Prof. Dept.: Robert Jones.
Clarkee Music (BMI) (div. of Contemporary Artist Ents. Inc.), 8817 Rangely Ave., Los Angeles, Calif. 90048. Tel: (213) 273-5687. Pres.: Stanley Clarke; Exec. Dir.: Carolyn Clarke.
Int'l reps.: Europe (Intersong), Japan (Taiyo).
Clark Musical Prod'ns (BMI), PO Box 299, Watseka, Ill. 60970. Tel: (815) 432-4518. Pres.: Dr. Paul E. Clark; Gen. Mgr.: Michael K. Spitler; Prof. Mgr.: Mark Peterson.
Clarus Music Ltd. (ASCAP), 340 Bellevue Ave., Yonkers, N.Y. 10703. Tel: (914) 375-0864. Pres.: Selma Fass; Gen. Mgr.: Bernie Fass.
Clayton-Davis & Assocs. Inc. (BMI), 8229 Maryland, St. Louis, Mo. 63105. Tel: (314) 862-7800. Pres.: Irvin Davis; Gen. & Prof. Mgr.: Adele K. Solit.
Clear Light Inc. (ASCAP), 1500 Gateway Dr., Fort Lauderdale, Fla. 33309. Tel: (305) 973-4900.
Clevetown Music, 6151 Orange St., No. 318, Los Angeles, Calif. 90048. Tel: (213) 931-2662.
Cliff Dweller Music (BMI), see Bug Music Group.
Cling Music Publ'g (ASCAP), see Soprano.
Clock Music (BMI), see Solar Recs.
Clockus Music Co. (BMI), Star Rt., Milford, Calif. 96121. Tel: (916) 253-3689. Owner: Ed Marmor.
Clotho Music Inc. (BMI), see Beldock Levine & Hoffman.
Coal Dust Music Inc. (SESAC), see Coal Miners.
Coal Miners Music Inc. (BMI), 7 Music Circle N., Nashville, Tenn. 37203. Tel: (615) 259-9449. Pres.: O.V. Lynn Jr.; Gen. Mgr.: Meredith Stewart; Prof. Mgr.: Mitch Johnson.
Int'l reps.: Australia (Allans Music), Canada (RCA), France (Frances Day), Germany (Siegel), Netherlands (EMI).
Coast Highway Music (ASCAP), see Open End.
Coast Music (BMI), see Amestoy.
Cochise Publ'g Co. (BMI), PO Box 1415, Athens, Tex. 75751. Tel: (214) 675-5192.
Cockpit Music (ASCAP), see Bug Music Group.
Cogent Music (BMI)—Owner & Pres.: Ron Davies—see Celedia Music & MizMo Ents.
Martin Cohen (Law Offices of), 6430 Sunset Blvd., Suite 1500, Los Angeles, Calif. 90028. Tel: (213) 463-1151. TWX: (910) 321-3738. Cable: COBOLEX. Admin'r: Martin Cohen; Publ'g Admin.: Brenda Theveny.
Bruce Cohn Music, PO Box 359, Sonoma, Calif. 95476. Tel: (707) 938-4060. Admin. Ass't: Kathleen Nelson.
Cold Weather Music (BMI), see Four Aces.
Coleision Music (BMI), see Bug Music Group.
Coleman, Kestin & Smith Ltd. (BMI)—Gen. Mgr.: Linda Lou Kestin—see Keristene.
M. M. Cole Publ'g Co. (BMI), 919 N. Michigan Ave., Suite 1602, Chicago, Ill. 60611. Tel: (312) 787-0804. Cable: MMCOLE. Pres.: Shepard Stern.
Column One Music (ASCAP), PO Box 4086, Springfield, Mo. 65808. Tel: (417) 881-5015. Pres.: James M. Martin.
Int'l rep.: Worldwide excluding US & Canada (Acuff Rose in USA).
Column Two Music (BMI), see Column One.
Combine Music Corp. (BMI) (div. of Monument Rec. Corp.), 35 Music Square E., Nashville, Tenn. 37203. Tel: (615) 255-0624. Pres.: Robert J. Beckham; VP: Johnny MacRae; Gen. Mgr.: Al Cooley; Prof. Mgr.: Alan Rush.
Branch: Hollywood, Calif., 1800 N. Highland Ave. Zip: 90028. Tel: (213) 463-1652. Prof. Mgr.: Bill Anthony.
Int'l reps.: Australia (Festival), France (Rideau Rouge), Germany (Rolf Budde), Italy (G. Ricordi), Japan (Taiyo), Mexico (Latino Americana), Netherlands (Basart), South Africa (Reveille), Sweden (Air Scandinavia), UK (Keith Prowse).
Commodores Entertainment Publ'g Corp. (ASCAP), c/o Benjamin Ashburn Assocs., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 246-0385. Telex: 429420. Pres.: Benjamin Ashburn; Gen. Mgr.: Marilyn Williams. (Administered by Jobete Music).
Commodore Thompson Music Inc. (BMI), see JWT.
Company of the Two P(i)eters Inc. (BMI), see Jamie.
Comreco Music Inc. (ASCAP), 3 Kensington Oval, New Rochelle, N.Y. 10805. Tel: (914) 235-1229. Pres.: Milt Gabler; Gen. Mgr.: David Chase.
Con Brio Music (BMI), PO Box 196, Nashville, Tenn. 37202. Tel: (615) 329-1944. Pres.: Bill Walker; Gen. Mgr.: Jeanine Walker; Prof. Mgr.: Kendal Franceschi.
Int'l rep.: Worldwide excluding USA & Canada (Burlington in UK).
Concert Music Publ'g Co. (ASCAP), see Studio P/R.
Concorde Publ'g Co. (SESAC), see Con Brio.
Concordia Publ'g House (SESAC), 3558 S. Jefferson Ave., St. Louis, Mo. 63118. Tel: (314) 664-7000. Cable: CONPUBCO.
Concord Music Publ'g Co. Inc. (ASCAP), see Henri Elkan.
Conducive Music Inc. (BMI), c/o Shapiro & Steinberg, 315 S. Beverly Dr., No. 210, Beverly Hills, Calif. 90212. Tel: (213) 553-1601.
Cone Music Co. (BMI), see Joe Keene.
Connections Unlimited, Inc., 2817 Parker Court, Wheaton, Md. 20902. Tel: (301) 942-6281. Contact: Margaret Cafarelli.
Mike Conner Music Corp. (BMI), see Loring.
Conrad Music (BMI), see Goodman Group.
Consort Press, see Mark Foster.
Contemporary Music (BMI) (div. of Contemporary Recs. Inc.), PO Box 2628, Los Angeles, Calif. 90028. Tel: (213) 466-1633. Cable: GOODREC. Pres.: John Koenig; VP: Victoria Koenig.
Contention Music (SESAC), PO Box 824, Nashville, Tenn. 37202. Tel: (615) 244-8839. Pres. & Gen. Mgr.: Ted Harris; Prof. Mgr.: Jackie Harris.
Controlled Sheet Music Serv. Inc., 112 Hudson St., Copiague, N.Y. 11726. Tel: (516) 842-8080. Pres.: Ronald Ravitz; Gen. Mgr.: Linda Press.
Convertible Music (BMI), see Bug Music Group.
Conypol Music Inc. (BMI) (div. of BSO Recs.), 2595 Carrell Ln., Willow Grove, Pa. 19090. Tel: (215) 443-0935. Cable: BSOMUSIC. Pres. & Gen. Mgr.: Sal Barbieri; Prof. Mgr.: Ciro Schiano.
Int'l branch: Italy.
Int'l rep.: Canada (Rebera), Italy (Suvini/Zerboni).
Martin Cooper Music (ASCAP), PO Box 3331, Beverly Hills, Calif. 90212. Tel: (213) 275-4508. Owner: Marty Cooper
Int'l rep.: Australia (Jonathan), Germany (Francis Day & Hunter), Scandinavia (Warner Bros.), South Africa (Warner Bros.).
Copper Basin Publ'ns (BMI), see Coal Miners.
Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-5030/1188. Cable: COPYSEB. Chm: Walter Hofer; Pres.: Gitte A. Hofer; VP Admin.: Jeri R. Spencer; VP & Gen. Counsel: Alan Shiena; Int'l Dir.: Lucille Santarelli.
Int'l branches: Argentina (CSB), Australia (Leosong), Belgium (CSB), Brazil (CSB), Denmark (Nordisk), England (Leosong), France (CSB), Germany (CSB Kaminsky), Greece (CSB), Japan (CSB/Mara Int'l), Mexico (CSB), Netherlands (CSB), South Africa (CSB).

Coryell Publ'ns (BMI), see Mayflower Music.
Don Costa Prod'ns Inc. (BMI), 4215 Coldwater Canyon, Studio City, Calif. 91604. Tel: (213) 980-0400. Pres.: Don Costa; VP & Prof. Mgr.: Leo G. Costa.
Cotaba Music Inc. (BMI)—Pres.: David Foster—see Nero Ents.
Cotillion Music Inc. (BMI), 75 Rockefeller Plaza, New York, N.Y. 10019. Tel: (212) 484-8208. Cable: ATCOMUSIC. VP & Gen. Mgr.: Linda Wortman; Prof. Mgr.: Barry Dffitzer.
Int'l reps.: Argentina (Argentine Music), Australia (Warner Bros.), Brazil (Warner Bros.), France (PECF), Germany (Warner Bros.), Italy (Warner Bros.), Jamaica (Sheila), Japan (Taiyo), Mexico (Beechwood), Netherlands (Warner Bros.), South Africa (Warner Bros.), Spain (Armonico-Clipper's), Sweden (Warner Bros.), UK (Warner Bros.).
Cottonblossom Music, Star Rt. 2, Bismarck, N.D. 58501. Tel: (701) 223-7316.
Cotton Pickin' Songs (ASCAP), see Garrett.
Counterpart Music (BMI), 3744 Applegate Ave., Cincinnati, Dhio 45211. Tel: (513) 661-8810. Pres.: Howard Lovdal.
Country Classics Music Publ'g Co. (BMI), 105 Burk Dr., Dklahoma City, Dkla. 73115. Tel: (405) 677-6448. Pres. & Prof. Mgr.: Yvonne DeVaney; Gen. Mgr.: Sonny Lane.
Branch: Nashville, Tenn., 38 Music Square E., Suite 219. Zip: 37203.
Country Legs Music (ASCAP), 1577 Redwood Dr., Harvey, La. 70058. Tel: (504) 367-8501. Pres.: George Leger.
Country Moon Publ'g, 324 S. Crescent Dr., Beverly Hills, Calif. 90212. Tel: (213) 553-8024. Pres.: James R. Halper.
Country Road Music Inc. (BMI), c/o Gelfand, Breslauer, Rennert & Feldman, PO Box 2202, 431 S. Palm Canyon Dr., Palm Springs, Calif. 92262. Tel: (714) 325-5095. Publ'g Admin'r: Stephen D. Chambers.
Country Star Music (ASCAP), 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Pres.: Norman Kelly.
Int'l reps.: Canada (Morning Music), France (Michel Meyer), UK (B. Feldman).
Country Stream Music (BMI), 5053 Tholozan Ave., St. Louis, Mo. 63109. Tel: (314) 481-3916. Pres.: Tony Mazzola; Gen. Mgr.: Sam Mazzola.
Country Sun Publ'g Co. (BMI), 401 Magnolia, Auburndale, Fla. 33823. Tel: (813) 967-3088. Pres.: Leo Gillman; Gen. Mgr.: Len Walls.
County Line Music (ASCAP), see Skinny Zach.
Cousins Music Inc. (BMI), 211 Birchwood Ave., Upper Nyack, N.Y. 10960. Tel: (914) 358-0861. Pres.: Louis E. Cicchetti. (Administered by Copyright Serv. Bureau).
Covina High Music (BMI), see Bug Music Group.
Cowboy Junction Publ'g Co. (BMI), Box 1, Star Rt. 1, Lecanto, Fla. 32661. Tel: (904) 746-2394. Pres.: Boris Pastuch.
Cowboy Kazoo Music (BMI), 5926 El Prado NW, Albuquerque, N.M. 87107. Tel: (505) 345-4835. Pres.: Jeff Burrows.
Coyote Prod'ns Inc., 14002 Palawan Way, Marina del Rey, Calif. 90291. Tel: (213) 823-0171. Pres.: Leonard Sachs.
Int'l reps.: Worldwide excluding US, Canada & Germany (April/Blackwood), Germany (Melodie der Welt).
Crabshaw Music (ASCAP), 5028 Geary Blvd., San Francisco, Calif. 94118. Tel: (415) 221-8550. Pres.: Elvin Bishop. (Administered by Gelfand, Breslauer, Rennert & Feldman.)
Craig-Ellis & Co. Music Publ'rs (ASCAP), see Athon Music.
Crash Course Music (BMI), see Bug Music Group.
Crater Face Music (BMI), see Bug Music Group.
Crazy Cajun Music (BMI), 5626 Brock, Houston, Tex. 77023. Tel: (713) 926-4431. Pres.: Huey P. Meaux; Gen. Mgr.: Beth Thornton.
Crazy Jena's Music Publ'g (BMI)—Owner: Jena T. Johnson—see Keristene.
Cream Publ'g Group, 8025 Melrose Ave., Los Angeles, Calif. 90046. Tel. (213) 655-0944. Cable: BENNCO HOLLYWOOD. Telex: 696182. Pres.: Al Bennett; VP & Publ'g Dir.: Bob Todd; VP & Int'l Dir.: Bobby Weiss; Prof. Mgrs.: Marty Sadler.
Branch: Memphis, Tenn., 1320 S. Lauderdale. Zip: 38106. Tel: (901) 775-3790—**Nashville, Tenn.,** Music Publ'g Corp., 815 18 Ave. S. Zip: 37203. Tel: (615) 327-0518. (see separate listing)
Int'l reps.: Australia (Leeds), Austria (J. Wienberger), Barbados & Caribbean (West Indies), Benelux (Mondio), France (Mondio), Germany (Melodie der Welt), Hong Kong (EMI), Israel (Musicor), Italy (Curci), Japan (Victor), Malaysia (EMI), New Zealand (Leeds), Philippines (World), Scandinavia (Kleinerts), Singapore (EMI), South Africa (Reveille), South Korea (EMI), Switzerland (Libu Eds.), Thailand (EMI), UK (Martin-Coulter); Mexico, Costa Rica, Honduras, Nicaragua & Panama (EMLASA); Argentina, Bolivia, Uruguay, Chile Ecuador, Peru, Paraguay, British Guiana, India, Turkey, Yugoslavia, Portugal, Africa excluding South Africa, Pakistan, Bangladesh, Brunei, Sri Lanka, United Arab Emirates, Cypress, Gibraltar, Grenada, Bermuda, Bahamas & Belize (Chappell Int'l).
Creative Concepts Publ'g Corp., 967 E. Djai Ave., Ojai, Calif. 93023. Tel: (805) 646-4811. Pres.: John L. Haag.
Creative Corps., 6607 W. Sunset, Suite E, Hollywood, Calif. 90028. Tel: (213) 462-6164. Pres.: Kurt Hunter; Prof. Mgr.: Tom Barger.
Creative Light Music (BMI), PO Box 2767, Philadelphia, Pa. 19120. Tel: (215) 745-9616. Exec. Dir.: Richard T. Towey, Sr.
Creative Music Group, 6430 Sunset Blvd., Suite 1502, Hollywood, Calif. 90028. Tel: (213) 467-1135.
CreekSide Music Publ'g Co. (BMI), 100 Labon St., Tabor City, N.C. 28463. Tel: (919) 653-2546. Pres.: Elson H. Stevens; Gen. Mgr.: Ferrell L. Jones; Prof. Mgr.: Retha C. Stevens.
Crescent Moon Music (BMI), see Bug Music Group.
Crimson Dynasty (ASCAP), PO Box 271, Cedar & West Ave., Jenkintown, Pa. 19046. Tel: (215) 757-8022. Pres.: Stan Peahota; Exec. VP: Frank Mulvenna; VP: Alan Meier; Sec'y-Treas.: Kathy Peahota.
Cristeval Music (BMI), 5079 Calatrana Dr., Tarzana, Calif. 91356. Tel: (213) 996-1771.
Criterion Music Corp. (ASCAP), 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-2296. Pres.: Michael H. Goldsen; VP & Prof. Mgr.: Bernard Goldsen. (Sheet music distributed by Joseph Goldfeder).
Int'l rep.: France (Jacques Enoch).
Critique Music Publ'g Co. Inc. (BMI), 100 Main St., Reading, Mass. 01867. Tel: (617) 944-0423. Pres.: Carl Strube.
Croma Music Co. (ASCAP), 37 W. 57 St., New York, N.Y. 10019. Tel: (212) 759-8730.
Int'l branches: England, France, Germany, Italy.
Crook and Flail (BMI), see Bug Music Group.
Crow Jane Alley Music (BMI), see Bug Music Group.
Crown Music Press—Pres.: Charles Stine; Gen. Mgr.: Stephen L. Glover—see Brass Press.
Cruisin' Music (BMI), see Bug Music Group.
The Crystal Jukebox (BMI), c/o CBS Studio Center, 4024 Radford Ave., North Hollywood, Calif. 91604. Tel: (213) 760-5000.
Cubic Music (BMI), see Bug Music Group.
Cude & Pickins Publ'g (BMI), 519 N. Halifax Ave., Daytona Beach, Fla. 32018. Tel: (904) 252-0381. Pres. & Gen. Mgr.: Bobby Lee Cude; Prof. Mgr.: Watie Riley Pickens.

V & M Cutler Music Co. (ASCAP), PO Box 43, Chatsworth, Calif. 91311. Tel: (213) 886-7746. Pres. & Prof. Mgr.: Victoria-Diane Cutler; Gen. Mgr.: Max Cutler.

D

d b Recs. (ASCAP), PO Box 1773, Decatur, Ga. 30031. Tel: (404) 289-9273. Owner: T.M. Brady.
D E W (BMI), see Don White.
D R G Music Inc. (ASCAP), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-3040. Cable: STETRECS. TWX: (710) 581-4825. Pres.: Hugh Fordin.
D R Music (ASCAP), see Lee Magid.
D'abo Songs Inc./Smith Tunes, see Mayflower Music.
Dadico Music (BMI), see Bug Music Group.
Dahlhouse Publ'g (ASCAP), see Blue Island.
Dain & DeJoy (BMI), 6363 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 465-1108. Contact: Bud Dain, Ed DeJoy.
Daksel/Seldak Music Corp. (BMI, ASCAP), 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-2600. Telex: 428161. VP & Mng. Dir.: David Wilkes; Admin.: Pat O'Toole.
Daltoons (BMI), see Bug Music Group.
Damean Music (ASCAP), see Epoch Universal.
Dana Publ'g Co. (BMI), 824 83 St., Miami Beach, Fla. 33141. Tel: (305) 865-8960. Pres.: Walter Dana; VP Promo.: Gus Dana.
Danby Music Co. (BMI), see Fisher Music Corp.
Dandelion Music Co. (BMI), see Jamie.
Danielle Music Co. (ASCAP) (div. of Hilton House Inc.), PD Box 315, Cleveland, Dhio 44127. Tel: (216) 429-1159. Pres.: Donald B. Catalano; Gen. Mgr: Danielle Catalano; Prof. Mgr.: Marian Driscoll
Darak Music (BMI), see Beldock Levine & Hoffman.
Daremoly Music (BMI), see Geffen/Kaye.
Dar-Jen Music Inc. (BMI), see 20th Century.
Darla Music (ASCAP), see 20th Century.
David Music (BMI), 1650 Broadway, New York, N.Y. 10019. Tel. (212) 247-2159.
Davike Music Co. (ASCAP), PO Box 8842, Los Angeles, Calif. 90008. Tel: (213) 292-5138. Owner: Isaiah Jones. (Administered by Creative Music Group)
Dawnbreaker Music Co. (BMI), 216 Chatsworth Dr., San Fernando, Calif. 91340. Tel: (213) 365-9375. (Administered by Manatt, Phelps, Rothenberg & Tunney)
Dawn Prod'ns, Box 300, Mt. Gretna, Pa. 17064. Tel: (717) 964-2222. Cable: URSWEL. Pres.. Joey Welz; Gen. Mgr.: Randy Boykin; Prof. Mgr.: Prof. Mgr.. Roy Smith.
Branch: Belair, Md., Box 535, Main St. Zip: 21014.
Dawn Treader Music (SESAC) (div. of Star Song Recs.), 2223 Strawberry, Pasadena, Tex. 77502. Tel: (713) 472-5563. Exec. Pres.. Wayne Donowho.
Int'l firm represented: Kingsway Music (UK).
Int'l rep.: UK (Kingsway).
Daydan Music Corp. (ASCAP), see Acoustic Music.
Days Of Dld Publ'g Co. (BMI), 3116 Metairie Rd., Metairie, La. 70001. Tel: (504) 834-5711. Pres.. Traci Borges; Gen. & Prof. Mgr.: Philip A. Borges.
Int'l rep.: Europe (Carlin in UK).
D'Azure Music Inc. (ASCAP), see Music Music Music.
Dead Boys Music (ASCAP), see Larry Spier.
Deaf Monkey Music (ASCAP), see Monkey Music.
DebDave Music Inc. (BMI), PO Box 140110, Nashville, Tenn. 37214. Tel: (615) 320-7227. Pres.: James Edward Malloy; Gen. Mgr.: Keni Wehrman.
Debonair Music (BMI), 721 Colman St., Altadena, Calif. 91001. Tel: (213) 794-2673. Pres. & Gen. Mgr.. Tremain Trenair.
Dedication Publ'g (BMI, ASCAP), 629 S. Dale, Anaheim, Calif. 92804. Tel: (714) 527 4319. Pres.: Mike Jacobs; Gen. Mgr.: Dirk Van Tatenhove.
Deejay Music Co. (BMI), 3008 Belden Dr., Los Angeles, Calif. 90068. Tel: (213) 469-2719/8204. Owner: Nick Therry; Gen. Mgr.: Bud Mathis.
DeeJoy Musical Works Publ'g Co. (BMI), 1153 S. Highland Ave., Los Angeles, Calif. 90019. Tel: (213) 930-0930. Pres.: Frank Foulk.
Deerwood Music (BMI), see Cream.
De Gar Music (ASCAP), 665 Harrison, San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka; Exec. VP: Herbert Haas.
Int'l firm represented: Star (Switzerland).
Pietro Deiro Publ'ns (SESAC), 133 Seventh Ave. S., New York, N.Y. 10014. Tel. (212) 675-5460.
Delev Music Co. (BMI), 7231 Mansfield Ave., Philadelphia, Pa. 19138. Tel: (215) 276-8861. Pres.: William L. Lucas; Gen. Mgr.: Adele J. Lucas.
Int'l rep: UK (Chappell).
Delhi Publ'ns Inc. (SESAC), see Willis.
Lou DeLise Prod'ns (BMI), 1230 E. Mermaid Ln., Wyndmoor, Pa. 19118. Tel: (215) 248-1683. Pres.: Lou DeLise; Gen. Mgr. John R. Tschorn.
Delmore Music Co. (ASCAP), PO Box 2324, Menlo Park, Calif. 94025. Tel: (415) 322-2947. Pres.: Cy Coben; Gen. Mgr.. Mykil Nagel.
Del Norte Music (BMI), see Altez.
DeLuxe Music (BMI), see M.M. Cole.
Richard Delvy Ents. Inc. (ASCAP), 8127 Elrita Dr., Los Angeles, Calif. 90046. Tel. (213) 650-4761. Pres.: Richard Delvy; Gen. Mgr.: Ingrid Geyer; Prof. Mgr.: Richard Canada.
Branch: San Francisco, Calif., 480 Melrose. Zip: 94127. Tel: (415) 584-0996. VP: Dennis Geyer.
Aldous Demian Publ'g Ltd., PO Box 1348, New York, N.Y. 10101. Tel: (212) 375-2639. VP: Harold Weber.
Branches: Santa Monica, Calif., 3250 Ocean Park Blvd., Suite 100. Zip: 90405. Contact: James Taylor—**Cleveland, Ohio,** 2255 E. 89 St. Zip: 44106. Tel: (216) 861-2092.
Denny Music Inc. (ASCAP), see Cedarwood.
Denton & Haskins Corp. (ASCAP), PO Box 340, Radio City Sta., New York, N.Y. 10101. Tel: (212) 227-4714. Pres.: Chesley V. Young; VP & Gen. Mgr.. Morris N. Young (Administered by Musicprint Corp.)
Derby Music (SESAC), 3977 Vegas Valley Dr., Las Vegas, Nev. 89121. Tel: (702) 457 4365.
Derry Music Co. (BMI), 601 Montgomery St., Suite 800, San Francisco, Calif. 94111. Tel: (415) 433-1800. Mgr.: Richard Singer.
Desert Door Music (ASCAP), 7614 Fay Ave., Mesa, Ariz. 85208. Tel: (602) 986-4237. Owner: Raymond Cerimeli.
Desert Moon Songs Ltd. (BMI), see Roadshow.
Desert Rain Music Ltd. (ASCAP), see Roadshow.
Destructive World (BMI), see Maynard Ferguson.
Deuel-Hart Publ'g (BMI) (div. of Hartsong Corp.), 5006 Vineland, North Hollywood, Calif. 91601. Tel: (213) 766-5281. Pres. Tony Hart; Exec. VP, Gen. & Prof. Mgr. Kent Washburn.
De Whit Music (ASCAP), 4627 Van Nuys Blvd., Sherman Daks, Calif. 91403. Tel: (213) 995-7832. TWX. (910) 495-2019. Pres.: James P. Schlichting.
Dex Music (BMI), see Mayflower Music
Dexotis Music (BMI), see Band of Angels.

Diagonal Music Inc. (BMI), see Reno/Metz.
Diamondback Music Co. (BMI), see Great Pyramid.
Dijon Music Publ'ns (BMI), 9033 Wilshire Blvd., Beverly Hills, Calif. 90211. Tel (213) 278-8118. Cable: AMERPIX. Pres. Terri Fricon; Gen. Mgr.: Gay Jones; Prof. Mgr.: Richard Clements. (Administered by April/Blackwood).
Ding Dong Music Corp. (BMI), see Barton Music.
Discmakers Publ'g (ASCAP), see Alan Hartwell Music.
Walt Disney Music Co. (ASCAP), 350 S. Buena Vista St., Burbank, Calif 91521 Tel: (213) 840-1000 Cable DISNEY. VP & Gen. Mgr.. Gary Krisel, Music Publ'g Mgr. Thomas Bocci, Prod. Development Mgr.. Jymn Magon; Bus. Affairs Mgr.: Steve DeWindt.
Int'l branches: Canada, France
Int'l reps: Argentina (Korn), Australia (Castle), Brazil (Fermata), Germany (Ufaton), Greece (Intersong), Hong Kong (EMI), Israel (Ilanot), Italy (Suvini Zerboni), Japan (Shinko), Mexico (Gamma), Netherlands (EMI), Scandinavia (Intersong), South Africa (Music Publ'g Co.), Spain (Hispavox), UK (Music Sales, Carlin)
Ditch Road Music Inc. (BMI), see 20th Century
Dliver Ditson Co. (ASCAP), see Theodore Presser.
Dixcotech Music (BMI), see Bug Music Group.
Dixie Melody (ASCAP), see NBC.
Dobro Publ'g Co. (BMI), Box 49, Rt. 1, Utica, N.Y. 13502. Tel: (315) 724-0895. Pres.: Marlo Ketchum; Gen. & Prof. Mgr.: Floyd Ketchum
Doc Dick Ents. (BMI), 16 E. Broad St., Mount Vernon, N.Y. 10552. Tel. (914) 668-4488. Pres.: Richard Rashbaum; Gen. Mgr.: Elizabeth Rashbaum; Prof Mgrs.: Howard Strauss, Jack Uram.
Doc Ron Publ'g (ASCAP), 301 NW Second Ave., Boynton Beach, Fla. 33435 Tel: (305) 732-1145 Pres.: Dr. Ron Stander; VP Prod'ns: Chuck Howard Jr.; VP Sales: Maurice Stander; Sec'y-Treas.: Marianne Stander.
Dr Elizabeth Music (BMI), see Bug Music Group.
Doheny Music (BMI), 8571 Holloway Dr., No. 2, Los Angeles, Calif. 90069. Tel. (213) 659-5479. Pres.: J.W. Alexander.
Dolly Bee Music (BMI), 515 E. Racquet Club Rd., Palm Springs, Calif 92262 Tel: (714) 327-9216. Dwner & Pres.: George R. Brown.
Domestic Music Co. (ASCAP), 850 Seventh Ave., Suite 203, New York, N.Y 10019. Tel (212) 582-7807. Gen. Mgr.: James Alexiou.
Donna-Marie Music Publ'g (ASCAP), c/o American Creative Entertainment, 1616 Pacfic Ave., Suite 817, Atlantic City, N.J. 08401. Tel: (609) 348-1809. Pres.. Danny Luciano.
Donna Music Publ'g Co. (BMI), PD Box 113, Woburn, Mass. 01801. Tel: (617) 933-1474/7651. Pres.: Frank P. Pappalardo, Gen. Mgr.. Frank Paul, Prof. Mgr.: Joseph Pappalardo.
Donna-Tara Music (ASCAP), see Len-Lon.
Don't You Know Music (ASCAP), see Skinny Zach
Dooms Publ'g Co. (BMI), PO Box 2072, Waynesboro, Va. 22980. Tel: (703) 942-0106. Dwners: John H. Major, Margie F. Major.
Door Knob Music Publ'g (BMI), see Gene Kennedy.
Doors Music Co. (ASCAP), c/o Greene & Reynolds, 1900 Ave. of the Stars, Suite 1424, Los Angeles, Calif. 90067. Tel: (213) 553-5434.
Int'l reps.: Africa (Music Publ'g Co. of Africa), Australia (Rondor), Austria (Altus), Brazil (Mundo Musicale), Central America (CBS Int'l), Denmark (Sweden Music in Sweden), Finland (Sweden Music in Sweden), Germany (Altus), Hong Kong (Pathe Far East), Iceland (Sweden Music in Sweden), Ireland (Rondor), Japan (Taiyo), Malaysia (Pathe Far East), Mexico (CBS Int'l), Norway (Sweden Music in Sweden), Singapore (Pathe Far East), South America (CBS Int'l), Spain (Penta/Quiroga), Sweden (Sweden Music), Switzerland (Altus), UK (Rondor)
Doppler Effect Music (ASCAP), 1798 Maplewood NE., Warren, Dhio 44483. Tel: (216) 372-2510. Pres.: Richard Michael Obertots.
Dorstan Music (ASCAP), see MizMo.
Double Diamond Music (BMI), see 20th Century.
Double Jack Publ'g (BMI), see Powahatan.
Doubletree Music (SESAC), see Music Publ'g Corp.
Doulos Publ'g (BMI), see Maranatha !.
Downtown Music Co. (ASCAP), see The Entertainment Co.
Dragon Int'l Inc. (BMI), PO Box 8263, Haledon, N.J. 07508. Tel: (201) 942-6810. Pres.: Samuel Cummings; Gen. Mgr.: Patrick Simpson.
Kelvin Drake Music (BMI), see 20th Century.
Drayeniv Music Publ'g Co. (BMI), PO Box 934, Edgartown, Mass. 02539. Tel (617) 627-4639. Owner: Benjamin L. Hall.
Dream Date Music (BMI), see Bug Music Group.
Dreena Music (BMI), see Asilomar.
Drew Mark Music Inc. (BMI), 3500 N. Causeway, Suite 1500, Metairie, La. 70002. Tel: (504) 831-9474. Pres.: Dale Murray; Gen. & Prof. Mgr.: Rex Pearce.
Drifter Music (BMI), see Bug Music Group.
Driftwood Publ'g Co. Inc. (BMI), see Cedarwood.
Drive-In Music Co. Inc. (BMI), 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 851-2500
Driving Music (ASCAP), see Crealive Corps.
Drop Dead Music (BMI), see Bug Music Group.
Dropkick Music (BMI), see Combine.
Drop Top Music (BMI), 2615 N. Wilton Ave., Chicago, Ill. 60614. Tel: (312) 281-3385. Partners: Jim & Amy O'Neal, Mick & Cilla Huggins.
Int'l branch: England.
Drummer Boy Music Corp. (ASCAP), see The Goodman Group
Dry Clam Music (BMI), see Bug Music Group.
Duane Music Inc. (BMI), 382 Clarence Ave., Sunnyvale, Calif. 94086 Tel: (408) 739-6133. Pres.: Garrie E. Thompson; Gen. Mgr.: Duane N. Thompson.
Branch: Albany, Calif., PD Box 6174. Zip: 94706. Tel: (415) 524-4939.
Duce (ASCAP), c/o TAT Communications Co., 1901 Ave. of the Stars, Los Angeles, Calif. 90067. (Administered by Reno/Metz Music).
Duchess Music Corp. (BMI), see MCA Music
Dum Ditty Music (BMI), see Bug Music Group.
Dunamis Music (ASCAP), see Rubicon.
Dunte Music (BMI), see Xanadu.
Dupuy Publ'g Inc. (ASCAP), 10960 Ventura Blvd., Suite 200, Studio City, Calif. 91604. Tel. (213) 980-6412. Pres. & Prof. Mgr.: Pedro Dupuy; Gen. Mgr.: Gerd S Aschendorf.
Dusksongs Music (BMI) (div. of Dusk Rec'g Studios), 2217-A The Alameda, Santa Clara, Calif. 95050. Tel: (408) 248-3875.
Dusty Roads Music Corp (BMI), see Al Gallico.
Dwarf Music (ASCAP), see Big Sky.
Dy-Cor Inc (BMI), 792 Columbus Ave., Apt. 10A, New York, N.Y. 10025. VP: Harvey Cort
Dynamo Publ'g Co (BMI), PO Box 6, 484 Lake Park Ave., Dakland, Calif 94610. Tel: (415) 482 4854. Contact. Dan Orth.

E

E D M Music Publ'rs (ASCAP), see Clockus.
E M P Co. (BMI), see The Entertainment Co.

E & M Publ'g Co (BMI), 2674 St◦ele, Memphis, Tenn 38127 Tel (901) 357 0064 Owner, Pres. & Gen Mgr Marshall E Ellis
E S P Disk Ltd , Acorn Hill Rd , Kr◦nville, N Y 12447 Pres. Bernard Stollman
Branch: New York, N.Y., 5 Rive side Dr Zip 10023
E V Music Publ g Co (ASCAP), 49 O N Calle Bendita, Tucson, Ariz 85718 Tel (602) 299 4031 Pres Eve Smith, Gen & Prof Mgr Bill Smith
Eagle Rock Music Co. (ASCAP), 14 1 N Belmont, No 308 Glendale, Calif 91206 Tel (213) 243 4109 Pre◦ Mort Katz, Gen Mgr Melody A Katz, Prof Mgr Mati Broydes
Earl Music Co (ASCAP), see Neve land
Early Bird Music (BMI), 14702 Canterbury, Tustin, Calif 92680 Tel (741) 731 2981 Owner & Pres Steve Waltner, Sales, Mktg , & Promo Sharon Waltner
Earthbound Publ'g Co (BMI) 842 Kate St , No 226 Dallas, Tex 75225 Tel (214) 368 1305 Pres., Sam ◦obello III, Gen Mgr Michael Kubiak
Earthling Music (ASCAP), 110 W 8 5 St , New York, N Y 10024 Tel (212) 799 4181. Pres : Bob Sakayama , Prof Mgr Lynne Raymond
Mundo Earwood Music (ASCAP), s e Music West of the Pecos
East Coast Recs. Inc , 6012 Lindbe gh Blvd , Philadelphia, Pa 19142 Tel (215) 726-6049 Pres.◦ A Messi a, Gen Mgr, Steve Levy; Prof Mgr◦ T Roccia.
Eastex Music (BMI) 8537 Sunset Blvd , No 2, Los Angeles, Calif 90069 Tel (213) 657 8852 Owner Tr◦vis Lehman
East Memphis Music Corp. (BMI), see Cream
East West Music Inc (ASCAP), see The Goodman Group
Easy Listening Music Corp (ASCA), see Al Gallico.
Edanmoor Songs (ASCAP), see Cre◦oble Songs
Eden Music Corp /Iza Music Co.◦ (BMI), PO Box 325, Englewood, N J 07631 Tel (201) 567 7538 P.◦s. Clyde Otis, Gen Mgr Janie Washington
Int'l branch: England
Int'l reps.: Australia (Essex), U (Essex)
Don Edgar Music Co (BMI), 2312 J sper, Fort Worth, Tex 76106 Tel (817) 626 3448 Pres & Gen Mgr. Don D Edgar
Edmark Prod'ns (BMI), 20802 Ced r Ln , Tomball, Tex 77375 Tel (713) 351 1807. Pres. Edmond A Ev y
Branch: Aransas Pass, Tex., PO Box 1147 Zip 78336 Tel (512) 758 3271 VP William L Ellis
Edson Publ'g Co (ASCAP), see Mi Mo
Efen Publ'g Co (BMI), see Reno/ Metz
El Bandido Music (ASCAP), see G◦rrett
El Chicano Music (ASCAP), 20531 Plummer St , Chatsworth, Calif 91311 Tel: (213) 998-0443. Pres.: M. ◦espron, Gen. Mgr. A.E Sullivan
Elizabeth Music Publ'g (BMI), 515 E Racquet Club Rd , Palm Springs, Calif 92262. Tel: (714) 327 9216. O◦ner George R Brown.
Henri Elkan Music Inc. (ASCAP), 1 16 Walnut St., Philadelphia, Pa. 19107. Tel: (215) 735-1900. Pres S V◦n Gobes, Gen Mgr. L Nasta, Prof Mgr. L Nivard.
Int'l firms represented: Ed And t-Gervan (Belgium), Ed Musicales Brogneaux (Belgium), CeBeDeM (B◦lgium), Ed A Cranz (Belgium), Islandia Ed. (Iceland), Lindsay Music (UK), Ed. Metropolis (Belgium), Arthur Meulmans-Fonds (Belgium), P◦olenaar (Netherlands), Noga (Israel), Scherzando (Belgium), Tierolof-Rosendaal (Netherlands), J.A.H. Wagenaar (Netherlands), Ed. Ysaye Belgium)
Elkan-Vogel Inc (ASCAP), see Th◦odore Presser
Ellebie Music Publ'g Co (BMI), 410 Union St , Farrell, Pa 16121 Tel: (412) 342 9330. Pres & Prof Mgr Willie James Ellebie, Gen. Mgr Margaret Herrington.
Ellipsis Music Corp (ASCAP), see Jamie
Ellis & Co. Music Publ◦rs (ASCAP), see Athon Music
Herb Ellis Music (ASCAP), see MizMo
Elm Publ'g Co (BMI), PO Box 1100, 14621 Allen St , Westminster, Calif 92683. Tel (714) 898-7317. Pres Edd L McNeely; Gen Mgr, Edd L. McNeely Jr **Local branch:** John Robinson Music, 6461 Walt St. Zip 92683. Tel 893 3637. Chief Exec : John E Robinson.
Int'l reps.: Australia & New Zealand (Woomera Music In Australia), Belgium (Frankie Music/Intermission Music), France (Michel Meyer), Scandinavia (Nordisk Copyright Bureau), Rest of World (London Recs. in USA)
Elvis Music Inc (BMI), 1619 Broadway, New York, N Y 10019 Tel (212) 489-8170 Contact Lester Boles
Emily's Music Co (ASCAP)—Owner Paul Bromwell—see Sunnyslope
Emit Music (BMI), see Solar Recs
Emko Music Corp (BMI) (div. of Emko Talent Assocs Corp), PO Box 176, Monsey, N.Y. 10952. Tel: (914) 425-6040.
Emmanuel Music (ASCAP), see Ben Speer.
Emperor Music Inc (BMI), see H.B Webman
Empire Tunes Inc., 420 E. 80 St., New York, N.Y. 10021 Tel. (212) 628 1381 Pres◦ Michael Friedman, Exec. VP Don Silver **Local branch:** 1 Union Square Zip 10003 Tel: 741-1059
Enchantment Music Co (BMI), PO Box 998, Mesilla Park 88047; 115 E Idaho, Las Cruces, N.M. 88001. Tel: (505) 524-1889. Owner Emmit H. Brooks. (Affiliated with Brooks Bros.)
Enrica Music Inc (BMI), see Rae-Cox & Cooke
The Entertainment Co. Music Group, 40 W. 57 St., Suite 1510, New York, N Y. 10019. Tel◦ (212) 265-2600, 586-3600 Telex: 666140 Principals. Charles Koppelman, Martin Bandier, Publ'g Dir . Joanne Boris, East Coast Prof. Mgr.. Larry Osterman
Epoch Universal Publ'ns (BMI), 10802 N. 23 Ave., Phoenix, Ariz 85029 Tel (602) 864 1980. Pres◦ Ray Bruno.
Epp's Music Co. (BMI) (div. of Epstein Ents.), PO Box 28123, 735 N. Gen McMullen Dr., San Antonio, Tex 78228. Tel◦ (512) 434-7006 Pres A. Epstein
Equa Music (ASCAP), 1800 Mowry Ave , Fremont, Calif 94538 Tel (415) 794 6637. Pres Warren M Johnson, Gen Mgr Sandra Clark, Prof Mgr Robert Jackson. **Local branch:** 43334 Bryant St Zip 94538. Tel: 651 1015
Ere Music, see MCA
Eric Dynamic Co (BMI), 921 William Howard Taft Rd , Cincinnati, Ohio 45214. Tel: (513) 281-8645.
Erikhouse Music (BMI)/House of Erik Music (ASCAP), see MizMo.
Ernkel Music Co. (BMI) (div. of Ernest Kelley Inc), 18329 W. McNichols Rd , Detroit, Mich. 48219 Tel. (313) 533 1550. Pres.: Ernest Kelley; Gen Mgr Irving R Kelley; Prof. Mgr . Jerome Cunningham.
Espionage Lovesongs (BMI), see Bug Music Group.
European American Music Dists. Corp (ASCAP), 11 West End Rd., Totowa, N.J. 07512. Tel: (201) 256-7100. Telex. 252311 Pres. Ronald L. Freed.
Int'l firms represented: Barenreiter—partial catalog (Germany), Ernst Eulenburg Ltd (UK), Moeck—partial catalog (Germany), Schott (Germany, Japan, UK), Unversal (Australia, Austria, Switzerland, UK).
Evansongs (ASCAP), c/o E.S.P. Mgmt , 1790 Broadway, New York, N.Y. 10019 Tel. (212) 765-8450 Pres., E S Prager.
Evanton Music (BMI), PO Box 2217, Inglewood, Calif 90205. Tel: (213) 644 8182. Pres. Leonard S Falconer; Treas. M.P. Falconer.
Evelyn Music Co. Ltd , 1305 North Highland Ave., Hollywood, Calif 90028. Tel. (213) 463-5888.
Even Safer Music (ASCAP), see Bug Music Group.
Exbrook Publ'g Co (BMI), 9110 Sunset Blvd., Suite 120, Los Angeles, Calif. 90069 Tel: (213) 271 1103. Owner. Melville A Shauer
Excellorec Music Co. Inc (BMI), 1011 Woodland St., Nashville, Tenn. 37206. Tel. (615) 226-5660.
Int'l rep: UK (Campbell Connelly)
Existential Music (BMI), 118 Fifth St., Taylorsville, N.C 28681 Tel: (704) 632 4735 Pres & Owner: Harry Deal, Office Mgr.. Shirley Robinette.
Expressson Music Co /CCM, 652 Hilary Dr , Tiburon, Calif 94920 Tel: (415) 435 5223. Contact. Laurie Roberts.
Extra Money Music (ASCAP) (div. of Lambert Apostol Co. Inc.), 1290 Ave of the Americas, Suite 264, New York, N.Y. 10019. Tel (212) 399-0090. Pres Lanny Lambert
Exxtra Foxx Publ'g, PO Box 5430, Vallejo, Calif. 94590. Tel: (707) 644-0971 Contacts: Linda & Louis McCall
Eyeball Music (BMI), PO Box 60234, Chicago, Ill. 60660. Tel: (312) 973 7736. Pres. & Gen Mgr Bruce Iglauer.
Int'l rep.: Europe (Sonet), Japan (Pumpkin)

F

F Publ'g Inc. (BMI), 888 Seventh Ave., New York, N.Y. 10019. Tel: (212) 397-6730.
F E L Publ'ns Ltd. (ASCAP), 1925 S. Pontius Ave , Los Angeles, Calif. 90025. Tel: (213) 478-0053.
F Y O A Q Music (BMI), 240 E. Radcliffe Dr., Claremont, Calif. 91711. Tel: (714) 624-0677 Pres., Gary K. Buckley; Publ'g Rep.; Bob Sheldon.
Faax Music Publ'g (ASCAP)—Gen. Mgr : Linda Lou Kestin—see Keristene.
Factor-Newland Publ'g (ASCAP), see Reno/Metz.
Factory Fresh Music (ASCAP), see Bug Music Group.
Fairchild Music Publ'g Corp. (BMI), PO Box 6495, Buena Park, Calif. 90620 Tel (714) 554 0851 Owner & Gen Mgr.: Jerry Wood.
Fairyland Music Corp (ASCAP), 240 W. 55 St., New York, N Y. 10019. Tel: (212) 246 3000 Cable: BENANTIMUS Pres. Jack Benanty.
Fairystone Publ'g Co. (BMI), PO Box 594, Rocky Mount, Va. 24151. Tel: (703) 483-0689. Pres. & Gen Mgr.: W. Rod Shively
Fallen Angel Publ'g (BMI), Canon Dr., Beverly Hills, Calif. 90211. Tel: (213) 271 1186
Falls City Music (BMI), 9701 Taylorsville Rd , Louisville, Ky 40299. Tel: (502) 267 5466
Fame Publ'g Co. Inc. (BMI), 603 E. Avalon Ave., Muscle Shoals, Ala. 35660. Tel: (205) 381-0801 Gen. Mgr.: Tom Brasfield.
Family Affair Music Co. (ASCAP), see Respect.
Famosonda Music (BMI)—Pres.: Art Stewart—see Baradat.
Famous Music Corp. (ASCAP) (div. of Gulf + Western Inds, Inc.), 1 Gulf + Western Plaza, New York, N.Y. 10023. Tel: (212) 333-3433. Cable: FAMUSIC. Chief Operating Officer: Marvin Cane; VP Admin.: Sidney Herman; Creative Dirs. (R&B) Basil Nias, (Pop) Randy Irwin; Standards Dept.: Dick Milfred

Branches: Hollywood, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 461-3091. VP: Julie Chester; Creative Dir.: Allan McDougall—**Nashville, Tenn.,** 2 Music Circle S. Zip: 37203. Tel. (615) 242-3531. Creative Dir.: Chuck Neese, Dpns. Dir.: Judi Gottier.
Int'l reps.: Austria (Melodie der Welt), Canada (Famous-Chappell), Europe excluding Austria & Germany (Famous-Chappell), Germany (Melodie der Welt), Japan (Nichion), Mexico (Intersong); Philippines (Lustre). (SEE ADVERTISEMENT)
Farce Music (ASCAP), see Terrace.
Fargo House Inc. (ASCAP), see Prima-Donna & Al Gallico.
Farjo Publ'g (BMI), 11257 Blix St., North Hollywood, Calif. 91602. Tel: (213) 508-9865. Pres. Joe Farrell; Gen. & Prof. Mgr.: Ron Moss.
Farmer & Thomas Music (BMI), 327 Upshur St. NW, Washington, D.C 20011. Tel: (202) 882-7339. Pres.: Clifton Thomas; VP & Exec. Sec'y. Charles Farmer.
Faro Music Publ'g (BMI), 255 N. New Hampshire Ave., Los Angeles, Calif 90004. Tel: (213) 384-9586. Owner: Edward L. Davis.
Fate Music (ASCAP), see Buddy Music.
Father Music Group, 7647 Woodrow Wilson Dr , Hollywood, Calif 90046. Tel (213) 462-1922. Exec. VP: Barry Richards.
Int'l rep.: Worldwide (Zebra Discorde in USA).
Feckless (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire Blvd., Los Angeles, Calif. 90048. Tel: (213) 651-1601.
Fee Bee Music Co. (BMI), 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel. (412) 884-4727. Cable: FEBE. Pres.: J.M. Averbach; Gen. Mgr. G. Phillips; Prof. Mgr.: Al Diviert.
Felicity Music Inc., PO Box 5754, Austin, Tex. 78763. Tel: (512) 472-1004 Pres.: Craig D. Hillis.
Fema Music Publ'ns (ASCAP), PO Box 395, 8 Bunting Ln., Naperville, Ill 60566. Tel: (312) 357-0207. Pres. & Gen. Mgr.: Frances Adams; Prof. Mgr.: Ed Adams.
Maynard Ferguson Music USA Inc., PO Box 716, Ojai, Calif. 93023. Tel (805) 646-7242. Pres.: Maynard Ferguson.
Fermata Int'l Melodies Inc. (ASCAP), Sunset-Vine Tower Bldg., Suite 916, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-7473. TWX (910) 321-4063. Cable: FERMATACAL. Pres.: Enrique Lebendiger; Mgr. & Sec'y. Debora Frenkiel.
Home office: Brazil.
Ferndale Music (BMI), see Leson Int'l.
Ferndock Music (ASCAP) (div. of Wormwood Projects), 1540 Lehigh St., Boulder, Colo. 80303. Tel: (303) 499-1108. Gen. Mgr.: Michael D. Aisner.
Ferry Boat Music (ASCAP), 927 United Pacific Bldg., Seattle, Wash. 98104. Tel: (206) 625-9548. Gen. Mgr.: Robert Krinsky
Festive Music (BMI), 15394 Warwick Blvd., Newport News, Va. 23602 Tel (804) 877-6877. Pres. W.H. Smith.
Fiddleback Music Publ'g Co. Inc. (BMI), see Tommy Valando.
Jerry Fielding Music Co. (ASCAP), see Gordon.
Fifty One Publ'g Co. (BMI), PO Box 90698. Zip: 77090, 301 Wells Fargo, Suite 28, Houston, Tex. 77090. Pres.: Stephen F. King; Prof. Mgr.. Steven W. Douglas.
Filmways Music Publ'g Inc. (ASCAP), see Musicways.
Fi Music Inc. (ASCAP), see Cream.
Finchley Music Corp. (ASCAP), c/o Arrow, Edelstein & Gross, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 586-1451.
Finch Rec'g Co., 2430 Spring Grove Ave., Cincinnati, Ohio 45214 Tel (513) 421-0850.
Firecreeke Recs. (div. of MM Recs.), 3659 GlenHaven, Houston, Tex. 77025 Tel: (713) 660-7965.
Firedrum Music Publ'ns (ASCAP), PO Box 8207, Albuquerque, N.M 87198 Tel: (505) 268-6110. Pres. & Gen. Mgr. J Thomas Bee, Prof Mgr.. Isauro Gutierrez.
Branch: Woodland Hills, Calif., 21806 Ybarra Rd. Zip 91364. Tel (213) 883-0159. Telex: 181149.
Int'l reps.: Australia & New Zealand (Associated in Australia), France (Francis Day), Japan (Seven Seas), Netherlands (Ariola).
Firelight Publ'g (ASCAP), 12824 Lorne St., North Hollywood, Calif. 91605. Tel (213) 764-3980. Pres.. Douglas Thiele; Gen. & Prof. Mgr.. Jeni Mitchell.
First Artists Music Co (ASCAP), c/o Management III Music, 9744 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel (213) 550-7100.
First Generation Music Co. (BMI), see Combine.
First Kiss (ASCAP), see Bug Music Group.
Carl Fischer Inc (ASCAP), 62 Cooper Square, New York, N.Y. 10003. Tel (212) 777-0900. Cable: CARFISCHER. Pres.: Walter F Connor; VP Warren G. MacKenzie; Sales Mgr.: Stephen H. Marlatt.
Branches: Los Angeles, Calif., 1101 S. Hope St. Zip: 90015. Tel (213) 749-5227. Mgr : Morton Baumgart—**Chicago, Ill.,** 312 S. Wabash Ave. Zip 60604. Tel: (312) 427-6652. Mgr : Gary Sigurdson—**Boston, Mass.,** 156 Boylston St. Zip: 02116. Tel. (617) 426-0740. Mgr Warren Patterson
Int'l firm represented: Paterson's Publ'ns Ltd. (UK)
Int'l rep.: UK (Boosey & Hawkes). (SEE ADVERTISEMENT)
Bobby Fischer Music (ASCAP), Box 23333, Nashville, Tenn. 37202. Tel: (615) 329-2278. Pres., Gen. & Prof. Mgr.: Bobby Fischer
Doris Fisher Music Corp. (ASCAP), see Fisher Music Corp.
Fisher Music Corp. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel (212) 586-1504. Pres.: Dan Fisher.
Branch: Van Nuys, Calif., 13850 Victory Blvd. Zip: 91408. Tel: (213) 781-3200. Prof. Mgr. Frederic Fisher.
Charlie Fitch Music Co. (BMI), 311 E. Davis, Luling, Tex 78648. Tel (512) 875-3350. Pres. & Gen. Mgr.: Charlie Fitch; Prof. Mgr.: Celeste Fitch.
Fittest Music (BMI), see Scotti Bros.
H. T. FitzSimons Co. Inc. (SESAC), 357 W. Erie St., Chicago, Ill. 60610. Tel: (312) 944-1841. Cable: FITZCO. Pres. & Gen. Mgr.: Ruth E. FitzSimons.
Harold Flammer Inc. (ASCAP), see Shawnee Press.
Flat Town Music (BMI), PO Drawer 10, 434 E. Main, Ville Platte, La. 70586. Tel: (318) 363-2139. Pres.: Floyd Soileau
Fleetwood Mac Music (BMI), c/o Shapiro & Steinberg, 315 S. Beverly Dr., Suite 210, Beverly Hills, Calif. 90212. Tel: (213) 553-1601. (Administered by Warner Bros. Music)
Int'l rep.: Worldwide excluding U.S., U.K. & Canada (Intersong in UK).
Fleetwood/McMillan Music (ASCAP)—Mgr.: Terry McMillan—see Brandwood.
Fleming Music (BMI), see Blue Island
Flin-Flon Music (BMI), PO Box 103, Main St , Mullen, Neb. 69152. Tel (308) 546-2294. Gen. Mgr.: L. Earl Walker; Sales Mgr. David L. Walker
Fling Music Inc. (BMI), see Don Costa.
Florentine Music (BMI)—Pres.: Ray Vernon—see Dawn Prod'ns.
Flowering Stone Music (ASCAP), see Scotti Bros.
Fluffo Tunes (BMI), see Cedarwood.
Fly-By-Night Music Publ'g (BMI), see Hilding.
Flying Fish Music (BMI), 1304 W. Schubert, Chicago, Ill. 60614. Tel: (312) 528-5455. Pres.: Bruce Kaplan; Dir.. William Kubeezko; Prof Mgr. Chris Heim.
Int'l reps: Europe (Sonet), Japan (Pumpkin).
Flynt Music (BMI), see Bug Music Group.
Focal Point Music (BMI), 922 McArthur Blvd., Warner Robins, Ga. 31093 Tel: (912) 923-6533. Pres.: Ray H. Melton; Gen. Mgr.: Jeanette C. Melton; Prof. Mgr. Eugene Hatfield.
Folk-Legacy Recs. Inc. (BMI), Sharon Mountain Rd., Sharon, Conn. 06069. Tel: (203) 364-5661. Pres.. Lee B. Haggerty; Gen. Mgr.. John P. Holland.
Folklore Prod'ns Inc., 1671 Appian Way, Santa Monica, Calif. 90401. Tel: (213) 451-0767. Pres. & Gen. Mgr.: Manuel Greenhill; Prof. Mgr.: Carol Kindt.
Int'l reps.: Argentina (Melograf), Australia (Essex/Cromwell), Austria (Gloria, Rolf Budde in Germany), Benelux (Rolf Budde in Germany), Brazil (Mundo Musical), Central America (Mundo Musical in Costa Rica), Czechoslovakia (Supraphon), Finland (Sweden Music in Sweden), France (Claude Pascal), Germany (Rolf Budde), Greece (CBS), Iceland (Sweden Music in Sweden), Israel (CBS), Italy (G. Ricordi/Fama), Japan (Sunkyo), Mexico (Mundo Musical), Portugal (RCA in Spain), Scandinavia (Sweden Music in Sweden), Spain (RCA), Switzerland (Flora; Rolf Budde in Germany), UK (Carlin).
Folkstone Music Publ'g Co. (BMI), PO Box 638, Franklin, W Va. 26807. Tel: (304) 358-2504. Pres.. I. Lynn Beckman; Gen. & Prof. Mgr.: Mary Virginia Beckman
Fontaine Music Corp., see MCA.
Foolish Child Music (ASCAP), see 20th Century.
Foot Foot Music (ASCAP), see Bug Music Group.
Formula Music Inc. (ASCAP), see Muscle Shoals.
Forrest Hills Music Inc (BMI), see Ash Valley.
Clinton H. Forsman Publ'g Co. (BMI), 210 E. Main, Robstown, Tex. 78380. Tel (512) 387-1615. Pres.: Clinton H. Forsman.
Fort Knox Music Co. (BMI), 1619 Broadway, New York, N.Y. 10019 Tel: (212) 489-8170. Partners: Jerry Leiber, Mike Stoller, Freddy Bienstock.
Fortress Press (ASCAP), 2900 Queen Ln., Philadelphia, Pa. 19129. Tel: (215) 848-6800.
Fort Wayne Music (ASCAP), 4602 Newaygo Rd., Fort Wayne, Ind. 46808. Tel (219) 483-9564. Pres.: Robert A. Foster; Gen. Mgr.: R.L. Cammeron; Prof. Mgr.: Kevin Ferguson.
Fostco Music Press (ASCAP), see Mark Foster
Mark Foster Music Co., 1402 E. Colorado, Urbana, Ill 61801. Tel (217) 367-9932. Pres. Dr. James McKelvy; Gen. Mgr.: Jane Menkhaus; Prof. Mgr. Hal Simmons. **Local branch:** 710 S. Goodwin. Zip: 61801. Tel 367-3939. Chief Exec.. Ira Feldman.
Int'l rep.: France (Bureau de Musique).
Fountain Of Life Music, 5535 25 St. W , Bradenton, Fla. 33507 Tel: (813) 756-7781.
Four Aces Music Inc. (BMI), PO Box 860, Cooper Sta., New York, N.Y. 10276. Tel: (212) 473-5900 Cable: RAMHORN. Telex: 661139 Admin'r & Gen. Mgr. Naomi Saltzman; Prof. Mgr.. Jeffrey Rosen.
Four Buddies (ASCAP) (div. of Ham-Sem Recs. Inc.), 314 W. Sixth St., Suite 305, Los Angeles, Calif. 90014. Tel: (213) 627-0557. Cable: HAMSEM. Pres. William Campbell.
Four Knights Music (BMI), 6000 Sunset Blvd., Hollywood, Calif 90028. Tel (213) 461-3484.
Four Moons Music Publ'g Group (ASCAP), 279 E. 44 St., New York, N.Y 10017. Tel: (212) 288-2446. Pres.: Norman Dolph; Prof. Mgr.: Sharon Swanson.
Four Seasons Music (ASCAP), see Nashville Int'l.
Four Star Int'l Inc., 19770 Bahama St., Northridge, Calif. 91324 Tel (213) 709-1122. Pres.. David B. Charnay; VP Bus. Affairs & Treas.. Hervey Shaw, VP & Sec'y: Martha Arnold; VP Joseph J. Doyle
X I V Music Inc. (SESAC), see Jepalana.
14th Floor Music (BMI), see 20th Century.
Fourth Corner Music (SESAC), see Heartstone.
Fourth Floor Music Inc. (ASCAP), PO Box 135. Bearsville, N.Y. 12409. Tel: (914) 679-7303. TWX: (510) 247-0848. Pres.: Albert Grossman; Gen. Mgr.: Don Schmitzerle.
Four Twenty Music (BMI), see Empire Tunes.
Fox Fanfare Music Inc. (BMI), see 20th Century
Sam Fox Publ'g Co. Inc. (ASCAP), 73-941 Hwy. 111, Suite 11, Palm Desert, Calif. 92260. Tel: (714) 568-4144. Pres.: Frederick Fox; VP & Gen Mgr.: Harry Fox Jr.
Branch: Ft. Lauderdale, Fla., 170 NE 33 St. Zip: 33334. Tel: (305) 563-1844.
Int'l branch: England.
Int'l rep.: Worldwide (United Artists).
Frandoro Music Inc. (BMI), 8 Heather Dr., St. Louis, Mo. 63123. Tel (314) 843-9142. Pres.: Frank Daniels; Prof. Mgr.: Shawn Daniels.
Frank & Nancy Music Inc. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel (212) 489-8170.
Frebar Music Co. (BMI), 5514 Kelly Rd., Brentwood, Tenn. 37027. Tel: (615) 373-4086. Pres. & Gen. Mgr.: Fred Kelly; Prof Mgr.: Barbara Kelly.
Fredola Music Publ'g Co. (BMI), 7-11 E. Genesee St., Auburn, N.Y 13021 Tel: (315) 253-5380. Owner. Frank Mucedola.
French Market Music (BMI), 915 Louisa St., New Orleans, La. 70117 Tel: (504) 949-2911. Partners: Clive Wilson, Paige Van Vorst.
Fresh Memory Music (ASCAP), see Songs for Today.
Frick Music Publ'g Co. (BMI), 404 Bluegrass Ave , Madison, Tenn. 37115. Tel: (615) 865-6380. Pres. & Gen. Mgr.: Robert E. Frick; Prof Mgr.. Ruth Frick.
Fried Kreplach Music (BMI), see Bug Music Group
Fruit Music (BMI), see Boxer.
Fuente Music Co. (BMI), PO Box 1233, Santa Monica, Calif 90406. Tel: (213) 822-9022. Owner Bobby Mannque.
Full Cycle Music (BMI), 80 E. San Francisco St., Santa Fe, N M 87501 Tel (505) 982-2900.
Full House Music (BMI), PO Box 25066, Nashville, Tenn. 37202. Tel (615) 269-0593. Pres.: William Edward Taylor.
Funky Acres Music Co. (ASCAP), 145 W. 55 St., New York, N.Y. 10019. Tel: (212) 245-7179. Pres.: Warren Baker; Gen. Mgr.. Bob Krinsky; Prof. Mgr.: Peter Gorin.
Branch: Seattle, Wash., United Pacific Bldg., Suite 927. Zip: 98104. Tel: (206) 625-9548.
Fun and Profit Music (BMI), see Bug Music Group.
Funky but Music Inc , PO Box 1770, 155 Saunders Ferry Rd., Hendersonville, Tenn. 37075. Tel (615) 824-9439. Pres. Kyle Lehning; Sec'y-Treas.. Tony Gottlieb.

G

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Galanco Music (BMI), 726 Elgin Rd., Newtown Square, Pa. 19073. Tel: (215) 356-0245. Pres.: Ed E. Colletta; VP: Ed Lewis.
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Hot Transistor Tunes Inc (ASCAP), see Iguana
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Int'l reps.: Australia (Chappell), UK (Showcase)
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House of Gold Music Inc (BMI), 1614 16 Ave S , Nashville, Tenn 37212 Tel (615) 383-4667
House of Hi Ho (BMI), PO Box 8135, Chicago Ill. 60680 Tel (312) 254 5612, 787 8220 Exec VP: R C Hillsman
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Human Music (BMI), see Bug Music Group
R L Huntzinger Inc (SESAC), see Willis
Hustlers Inc (BMI), 602 Southern Trust Bldg , Macon, Ga 31201 Tel (912) 745 5391

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Jonah Koslen Music, see Stone-Rap.
Krishane Music Co. (ASCAP) (div. of Kris Stevens Ents. Inc.), 14241 Ventura Blvd., Suite 204, Sherman Oaks, Calif. 91423. Tel: (213) 981-8255. Pres. & Gen. Mgr.: Kris Erik Stevens.
Kropotkin Music (BMI), PO Box 130, Huntington, N.Y. 11743. Tel: (516) 261-1162. Pres.: Tom Pomposello; Gen. Mgr.: Robert D. Witter.
Kyodo Tokyo Inc., c/o Henry Miller Assocs., 9454 Wilshire Blvd., Beverly Hills, Calif. 90028. Tel: (213) 278-9454. Telex: 230691529.
Home office: Japan.

L

L A Boppers Music, see Martin Cohen.
L A M (Latin-American Music Co.) (BMI)—Gen. Mgr.: Dolita Vera—see TIM.
L B C Music (ASCAP), see Reno/Metz.
L F Music Group, c/o Famous Music, 1 Gulf & Western Plaza, New York, N.Y. 10023. Tel: (212) 333-3433. Pres.: Lewis Futterman.
Int'l firm represented: Andover (UK).
Int'l reps.: France (Societe d'Editions Musicales), Germany (J. Michel), Italy (RCA), Sweden (Sweden Music), UK (Andover).
La Bell Music Publ'g (ASCAP), see Brunswick.
Ladd Music Co. (BMI), 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd.
Ladera Music Publ'g (BMI), PO Box 91120, Worldway Postal Center, Los Angeles, Calif. 90009. Tel: (213) 641-0178. Owner: Philip Sonnichsen.
Lady Jane Music (BMI), PO Box 614, Tahoe City, Calif. 95730. Tel: (916) 583-6587. Owner & Pres.: Hoyt Axton; Gen. Mgr.: Marlene Prins; Admin. Asst.: Mark Axton.
Branch: Hendersonville, Tenn., PO Box 1077. Zip: 37075. Tel: (615) 824-9412. VP: Mae B. Axton.
Int'l reps.: Australia (Rondor), France (Marouani), Germany (Global), Ireland (Olofsong in UK), Japan (Pacific), Netherlands (Universal), South Africa (Music Publ'g Co. of Africa), Sweden (Sweden Music), UK (Olofsong).
La Jolla Music Publ'g Co. (BMI), see Neil A. Kjos.
Lake Victoria Music (ASCAP), see Narrow Gate.
La Lou Music (BMI), 711 Stevenson St., Lafayette, La. 70501. Tel: (318) 234-5577.
Lambert & Potter Music Co. (BMI), see Tuneworks.
Cristy Lane Music, c/o LS Rec. Co., 120 Hickory St., Madison, Tenn. 37115. Tel: (615) 868-7171.
Stuart Lanis Music Inc. (BMI), 1273½ N. Crescent Heights Blvd., Los Angeles, Calif. 90046. Tel: (213) 650-6500. Pres.: Stuart Lanis; VP's: Adam, Jason & Nathan Bank.
Lantana Music Inc. (BMI), PO Box 630175, Miami, Fla. 33103. Tel: (305) 472-7757. Pres. & Gen. Mgr.: Jack P. Bluestein; VP: Ethel Kanter; Prof. Mgr.: Kevin McManus.
Int'l reps.: Brazil (Pirate), Canada (CMRRA).
Larball Music, c/o Arrow, Edelstein & Gross, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 586-1451.
Large Music (ASCAP), see Buddy Music.
Lariat Music (ASCAP), see Music Publ'g Corp.
Larkspur Music Publ'g Co. (BMI), PO Box 1001, Soquel, Calif. 95073. Tel: (408) 462-6537. Gen. Mgr.: Jon Hutchings.
La Salle Music Publ'rs Inc. (ASCAP), see Peer-Southern.
David Lasley Music (ASCAP), Taylor Rd., Branch, Mich. 49402. Tel: (616) 245-8097. Pres., Gen. & Prof. Mgr.: David Lasley.
Las Palmas Music (ASCAP), see Amestoy.
Lassen Music (BMI), see Bug Music Group.
Last Colony Music (BMI) (div. of Last Colony Presentations Inc.), PO Box 3253, Washington, D.C. 20010. Tel: (202) 667-2995. Pres.: M. Nicholas Mann Jr. (Administered by Band of Angels).
Latigo Music (ASCAP), see Music Publ'g Corp.
Laughing Bird Songs Publ'g Co. (ASCAP), see Angelo Roman.
Laurel Canyon Music Ltd. (ASCAP), see Mike Appel.
Lauren Kim Music (ASCAP), 16 Dundee Rd., Stamford, Conn. 06903. Tel: (203) 322-5778, 329-9646. Pres.: Joan R. Weinberg; Gen. Mgr.: Fred Weinberg.
Laurie Publ'g Group (ASCAP, BMI), 20-F Robert Pitt Dr., Monsey, N.Y. 10952. Tel: (914) 425-7000. Pres.: Gene Schwartz; Gen. Mgr. & Treas.: Robert Schwartz; Prof. Mgr.: Eddie Maresca.
Lawday Music Corp. (BMI), see Acoustic Music.
Law Publ'g Co. (BMI), PO Box 699, Satsuma, Ala. 36571. Tel: (205) 675-4431/ 0701. Pres.: Lois Anne Whiting; Gen. Mgr.: James A Whiting; Prof. Mgr.: Jamey Whiting.
Layback Music Inc. (BMI), 887 Hedgewood Dr., Baton Rouge, La. 70815. Tel: (504) 766-3233. Pres.: John Fred; Gen. Mgr.: Sandra Bloodworth; Prof. Mgr.: Kevin Gourrier.
Leacom Music (BMI), see Lea Publ'g.
Leaco Music (SESAC), see Lea Publ'g.
Lea Pocket Scores, PO Box 138, Audubon Sta., New York, N.Y. 10025. Tel: (212) 866-4026. Pres.: F. Steinhardt. (Distributed by European-American).
Int'l rep.: Austria & UK (Universal).
Lea Publ'g Co. (ASCAP), 1300 Division St., Suite 204, Nashville, Tenn. 37203. Tel: (615) 254-0572. Pres.: L. C. Anderson.
Lear Music Inc. (ASCAP), 314 Huntley Dr., Los Angeles, Calif. 90048. Tel: (213) 652-2222. Pres.: Jack Rael; Gen. Mgr.: Jude Calkins.
Le Bill Music Inc. (BMI), PO Box 11152, Fort Worth, Tex. 76110. Tel: (817) 738-8843. Pres.: Major Bill Smith.
Int'l branch: UK.
Leeds Music Corp., see MCA.
Legshot Publ'g (BMI), see Bug Music Group.
Legs Music Inc. (ASCAP), see Abkco.
Lehua Music Co. (ASCAP), 1365 Colburn St., Honolulu, Hawaii 96817. Tel: (808) 847-0855. Pres. & Prof. Mgr.: C. Robert Clarke.
Leigh Group Inc., 1650 Oak St., Lakewood, N.J. 08701. Tel: (201) 367-0080. Pres.: Milton Herson; Gen. Mgr.: David Muldowney; Prof. Mgr.: Mitch Leigh.
Lemco Music Publ'g Co. (BMI), PO Box 8013, 2518 Southview Dr., Lexington, Ky. 40503. Tel: (606) 277-1184.
Ty Lemley Music (ASCAP), see Tymena.
Lemon Square (ASCAP)—Owner: Bart Garton—see Branch Int'l.
Len-Lon Music Publ'g Co. (BMI), c/o Sandra R. Newman, 1326 N. Flores St., Los Angeles, Calif. 90069. Tel: (213) 654-4601. Pres.: Leonard C. Williams; Gen. & Prof. Mgr.: Sandra R. Newman.
Int'l rep.: UK (Anchor).
Lenny Publ'g Co. Inc. (ASCAP), see Su-Ma.
Leono Music (BMI), see Geffen/Kaye.
Lenroy Music (BMI), see Tridex.
Hal Leonard Publ'g Corp. (ASCAP, BMI), 8112 W. Bluemound Rd., Milwaukee, Wis. 53213. Tel: (414) 774-3630. Exec. VP & Gen. Mgr.: Keith Mardak.
Admin. & prod'n branch: Winona, Minn., 960 E. Mark St. Zip: 55987. Tel: (507) 454-2920. Dpns. Mgr.: Robert Gilbertson.
Int'l branches: England, Spain. (SEE ADVERTISEMENT)
Leonard Prod'ns Inc. (BMI), PO Box 222, Gainesville, Tex. 76240. Tel: (817) 466-4076. Pres.: Joe M. Leonard Jr.
Leshell Music (SESAC), see Brunswick.
Leson Int'l Inc. (ASCAP), 1006 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 327-4565. Pres.: Kathleen Pynor; Gen. Mgr.: Steve Messer.
Less is More Music (BMI), see Bug Music Group.
Let's Go Music (BMI), see Bug Music Group.
Levan Publ'g (ASCAP), see Inspirational Sounds.
Levine & Brown Music, c/o Arrow, Edelstein & Gross, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 586-1451.
Irwin Levine Music, c/o Arrow, Edelstein & Gross, 1370 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 586-1451.
Lexicon Music Inc. (ASCAP), PO Box 296, Woodland Hills, Calif. 91365. Tel: (213) 884-0333. Pres.: Ralph Carmichael; Exec. VP & Gen. Mgr.: Larry Jordan; VP & Prof. Mgr.: Carl Seal.
Int'l rep.: UK (Word UK).
Licette Music Corp. (BMI), see Fairyland.
Lichelle Music Co. Inc. (ASCAP), 4215 Hood Ave., Burbank, Calif. 91505. Tel: (213) 849-7409. VP: Michelle Kay.
Lido (BMI), c/o Padell, Nadell, Fine, Weinberger & Co., 1775 Broadway, N.Y. 10019.
Life Music Inc. (ASCAP), see Musicprint.
Like A Movie Music (ASCAP), see 20th Century.
Lillenas Publ'g Co. (SESAC), PO Box 527, Kansas City, Mo. 64141. Tel: (816) 931-1900.
Sonny Limbo Music (BMI), PO Box 9869, Atlanta, Ga. 30319. Tel: (404) 633-4659. Pres., Gen. & Prof. Mgr.: Sonny Limbo.
Int'l branch: Denmark.
Lincoln Road Music Co. (BMI), see Joe Keene.
Lineage Publ'g Co. (BMI), PO Box 211, East Prairie, Mo. 63845. Tel: (314) 649-2211. Pres.: Tommy Loomas; Prof. Mgr.: Archie Corlew.
Linesider Prod'ns Ltd. (BMI), see Rohm.
Roger Linn Music (BMI), see Don Williams.
Lion's Gate Films Inc., 1861 S. Bundy Dr., Los Angeles, Calif. 90025. Tel: (213) 820-7751.
Lion's Share (ASCAP), see NBC.
Lipservices (ASCAP, BMI) (a div. of T.S.E.C. Inc.), 263 West End Ave., New York, N.Y. 10023. Tel: (212) 580-3030. Cable: HDTLIPS. Telex: 177857. Pres.: Julie Lipsius.
Lisa Sue Music (ASCAP)—Pres.: Jeff Hest—see Merry Sounds.
Mosie Lister Publ'ns (SESAC), PO Box 270182, Tampa, Fla. 33688. Tel: (813) 935-2988.
Lito Music (BMI), c/o Recorded Treasures Inc., PO Box 1278, North Hollywood, Calif. 91604. Tel: (213) 766-4693, 763-3173. Contact: Walt Heebner.
Little Bird Music (ASCAP), see Bug Music Group.
Little D Music (BMI), see 20th Century.
Little Dove Publ'g Co. (BMI), 1228 Reed St., Philadelphia, Pa. 19147. Owner & Chief Operating Officer: Grace Marchesani.
Little Joe Music (BMI), 604 Broad St., Johnstown, Pa. 15906. Tel: (814) 539-8117. Pres. & Gen. Mgr.: Al Page; Prof. Mgr.: Anthony Page.
Little Otis Music (BMI), 101 Westchester Ave., Port Chester, N.Y. 10573. Tel: (914) 939-1066. Pres.: Carmine Riale.
Little Roger Music (BMI), see Little Things.
Little Things Music (BMI), 119 E. Court Square, Suite 207, Decatur, Ga. 30030. Publ'r: Jim Oliver.
Live Music Publ'g Group, 793 Bingham Rd., Ridgewood, N.J. 07450. Tel: (201) 447-4700.
Mick Lloyd Music (SESAC), see JMR.
Lodestar Music Publ'g (SESAC), see Gene Kennedy.
Loena Music Publ'g Co. (ASCAP), 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200.
Lollipop Music Corp. (BMI), 132 E. 45 St., Penthouse C, New York, N.Y. 10017. Tel: (212) 557-9109, 288-8728. Pres.: Eddie Miller; VP: Trade Martin.
Lombardo Music Inc. (ASCAP), see 20th Century.
Londontown Music (ASCAP), see Garrett.
Lone Lake Songs Inc. (ASCAP), PO Box 126, Elmsford, N.Y. 10523. Tel: (914) 592-7983. Pres.: Ron Carpenter.
Loney Tunes Music/Solid Smoke Songs (ASCAP), see Solid Smoke.
Lookalike Music (BMI), see Bug Music Group.
Look Hear Music (BMI), see Insanity's Music.
Loop Music Publ'g Co. (ASCAP), see Neil A. Kjos.
Lorenz Corp. (ASCAP), 501 E. Third St., Dayton, Ohio 45401. Tel: (513) 228-6118.
Lorenzo Music (BMI), see Bug Music Group.
Loretta Music (BMI), 1116 N. Cory Ave., Los Angeles, Calif. 90069. Tel: (213) 278-5131. Cable: SEGALAW. TWX: (910) 499-2178. Pres.: Lloyd Segal.
Lori-Joy Music (BMI), 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 586-3350. Cable: LLDYDPRICE. Telex: 126655. Gen. Mgr.: Debra Martinez; Prof. Mgr.: Nathaniel Adams Jr.
Loring Music Co. (BMI), 1048 N. Carol Dr., Los Angeles, Calif. 90069. Tel: (213) 276-7103. Pres.: Mike Conner.
Lorville Music (SESAC), see Terrace.
Lou-Lee Music Co. (BMI), see Lee Magid.
Love Blast Music (BMI), see 20th Century.
Love Boat Music (BMI), see Reno/Metz.
Lovelight Music Publ'g, see Sugarvine.
Love Music (ASCAP), see Alan Hartwell Music.
Love's Music (ASCAP), see Trinity Sound.
Love Street Publ'g (BMI), PO Box 2501, Des Moines, Iowa 50315. Tel: (515) 285-6564. Pres.: Art Stenstrom.
Love That Music (BMI), see Bug Music Group.
Lowery Music Co. Inc. (BMI), 3051 Clairmont Rd. NE, Atlanta, Ga. 30329. Tel: (404) 325-0832. Pres.: Bill Lowery.
Lowlands Music (BMI), see Bug Music Group.
Low-Sal Music Inc. (BMI), see Lowery.
Low-Twi Music Inc. (BMI), see Lowery.
Lucky Bull Music, 3645 Midvale Ave., Los Angeles, Calif. 90034. Tel: (213) 204-1954. Partners: James & Nancy Bullock.
Lucky's Kum-Ba-Ya Publ'g Co. (ASCAP), PO Box 6, Brohman, Mich. 49312. Tel: (616) 689-6886. Owner: Ross Fulton.
Luckyu (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire Blvd., Los Angeles, Calif. 90048. Tel: (213) 651-1601.
Lu-Cor Music (ASCAP), 7357 S. Euclid Ave., Chicago, Ill. 60649. Tel: (312) 643-4308.
Lucy's Store Music (BMI), Box 268, Yonkers, N.Y. 10710. Tel: (914) 779-4684. Co-Owners: Guy & Pipp Gillette.
LuduKay Music Publ'rs (BMI), see Sapphire.
Lyn-Lou Music Inc. (BMI), 1518 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 725-1400. Gen. Mgr.: Larry Rogers.
Lynnal Music (BMI), see Buttermilk Sky.
Lynnstorm Publ'g Co. (ASCAP), 408 N. Palm Dr., Beverly Hills, Calif. 90210. Tel: (213) 858-1234. Pres. & Prof. Mgr.: Irving Mills; Gen. Mgr.: Paul Mills.
Lynsey Music Ltd., see MAM.
Lyra Music Co. (ASCAP), 133 W. 69 St., New York, N.Y. 10023. Tel: (212) 874-3360.
Lyresong Inc. (BMI), 1227 Spring St. NW, Atlanta, Ga. 30309. Tel: (404) 873-6425. Pres.: Harry Karras; VP: Robert B. Richardson; Sec'y-Treas.: Babs Richardson.

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M A M Music Publ'g Corp. (ASCAP), 10100 Santa Monica Blvd., Suite 205, Los Angeles, Calif. 90067. Tel: (213) 552-3025. VP: Gordon Mills; VP & Gen. Mgr.: Jon Devirian; Prof. Mgr.: S. Ball.
Int'l branches: Australia, Belgium, Canada, England, France, Germany, Italy, Netherlands, Sweden.
Int'l reps.: Argentina & Brazil (MCA), Japan (Nichion), South Africa (Leeds), Spain (Southern).
M C A Music (ASCAP) (div. of MCA Inc.), 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Cable: MUSICOR. Pres.: Salvatore T. Chiantia; Contacts: Mark Koren, John McKellen, Leeds Levy.

Branches: Universal City, Calif., '0 Universal City Plaza. Zip: 91608. Tel: (213) 508-4550—**Nashville, Tenn.,** 1106 17 Ave. S. Zip: 37212. Tel: (615) 327-4622. Contact: Jerry Crutchfield.
Int'l branches: Australia (Leeds), Belgaum (MCA), Brazil (MCA), Canada (Leeds), France (MCA), Germany (MCA), Italy (MCA), Japan (MCA), Netherlands (MCA), UK (Leeds).
Int'l firms represented: Le Chant du Monde (France), Hans Gerig/Arno Volk (Germany), Sugar Music (Italy), Suvini Zerboni (Italy).
Int'l reps.: Argentina (Korn), Mexico (EMLASA), Spain (Southern Music Espanola), Sweden (Sweden Music).

M C I Music (BMI), 20 E. First St., Yonkers, N.Y. 10550. Tel: (914) 699-4003. Pres.: Frank Rigo; Gen. & Prof. Mgr.: Michael Berman. (Administered by Sugar N' Soul Music)

M-E Music Co. (ASCAP), 1697 Broadway, Suite 1201, New York, N.Y. 10019. Tel: (212) 757-5105. Co-Owner: William H. Borden, Claire R. Olivier.

M F M I (ASCAP), see Maynard Ferguson.

M J Q Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-6667. Pres.: John Lewis; Gen. Mgr.: Paul Schwartz.

M M O Music Group Inc., 423 W. 55 St., New York, N.Y. 10019. Tel: (212) 245-4861. Telex: 427997. Pres.: Irving Kratka; Prof. Mgrs.: Kevin Yatarola, Victor Horowitz.
Branch: North Hollywood, Calif., 13012 Saticoy St. Zip: 91605. Tel: (213) 765-6600. Gen. Mgr.: David Kratka.

M P L Communications Inc. (ASCAP), c/o Lee Eastman, 39 W. 54 St., New York, N.Y. 10019. Prof. Dept.: Robert Jones.

M R I Music (ASCAP) (div. of Music Resources Int'l Corp.), W. 34 St., New York, N.Y. 10019. Tel: (212) 947-2066.
Int'l reps.: Australia, Brazil, England, France, Germany, Japan (all Copyright Serv. Bureau in USA).

M T M Prod'ns (ASCAP), see Rene Metz.

Mabrak Music (BMI), see Bug Music Group.

MacArthur Music (BMI), PO Box 82, 1659 Sweetbrier St., Palmdale, Calif. 93550. Tel: (805) 947-1232. Pres. & Gen. Mgr.: Glen MacArthur.

MacHarmony Music (ASCAP) (div. of Date Line Int'l Recs.), 400 W. 43 St., Suite 5-C, New York, N.Y. 10036. Tel: (212) 244-8148. Pres.: C. Roger Bartlett.

Madder Music (BMI), see Bug Music Group.

Madelon Music (BMI), see Audio Arts.

Madrid Music Co. (ASCAP), PO Box 504, 4290 Acacia Ave., Bonita, Calif. 92002. Tel: (714) 421-0865. Pres. & Gen. Mgr.: Virginia B. Anderson; Exec. VP & Prof. Mgr.: Robert Lee Anderson Sr.

Mad Scientist Music (BMI)—Contact: Lance Ong—see Street City.

Magic Fleet Music Inc. (BMI), see Brookside.

Magic Muffin Music (BMI), see 20th Century.

Lee Magid Inc., PO Box 532, Malibu, Calif. 90265. Tel: (213) 858-7282. Cable: LEEMAG. Pres.: Lee Magid.
Int'l firms represented: Alexis Musikverlag (Germany).

Magnum Music (SESAC), 150 Gorman St., Naugatuck, Conn. 06770. Tel: (203) 729-2508. Pres.: George Fedorcik; Gen. Mgr.: Andrew C. Doback; Prof. Mgr.: George Csanka Jr.

Maiden Music (SESAC), 333 Park St., Upper Montclair, N.J. 07043. Tel: (201) 746-6573.

Mainspring Music Corp. (ASCAP), see Al Gallico.

Mainspring Watchworks Music (ASCAP), PO Box 40133, San Francisco, Calif. 94140. Tel: (415) 626-4467. Gen. Mgr.: H.S. Carr.

Main Stave Music (ASCAP), PO Box 3763, Hollywood, Calif. 90028. Tel: (213) 894-9487. Pres.: Jeff Oxman; VP: Kerry Zirin; Copyright Mgr.: J. Garber; Prof. & Royalty Mgr.: K. Dossat. (Affiliated with Mirsong Music)
Int'l rep.: UK (Sun-Pacific).

Mainstay Music Inc. (BMI), see Al Gallico.

Malaco Music Co. (BMI), 3023 W. Northside Dr., Jackson, Miss. 39213. Tel: (601) 982-4522. Pres.: Tom Couch; VP & Prof. Mgr.: Wolf Stephenson.

Mal-Bren Music Inc. (ASCAP), see 20th Century.

Malcolm Music Ltd. (BMI), see Shawnee Press.

Malison Music (ASCAP), see Garrett.

Malkyle Music (BMI), see Garrett.

Maltone Music (BMI), see Bug Music Group.

Management Agency & Music Publ'g Inc. (BMI), see MAM.

Management III Music (BMI), 9744 Wilshire Blvd., Los Angeles, Calif. 90212. Tel: (213) 550-7100. Music Opns. Dir.: Sandi Beach.

Manatt, Phelps, Rothenberg & Tunney, 1888 Century Park E., No. 2100, Los Angeles, Calif. 90067. Tel: (213) 556-5555.

Mandy Music (ASCAP), see Frank & Nancy.

Manfield Music (BMI), see Holy Spirit.

Manikin Music Co. (ASCAP)—Pres.: Carl Maduri; Prof. Mgr.: Gary Doberstyn—see Stone-Rap & 20th Century.

Man-Ken Music Ltd. (BMI), 34 Pheasant Run, Old Westbury, N.Y. 11568. Tel: (212) 752-1330. Telex: 620400. (Administered by Stevens H. Weiss).
Int'l rep.: UK (St. Annes).

Manna Music Inc., 2111 Kenmere Ave., Burbank, Calif. 91504. Tel: (213) 843-8100.

Mantra Music (BMI), 222 E. Garvey Ave., Monterey Park, Calif. 91754. Tel: (213) 280-8783. Owner & Pres.: Johnny Thompson.

Manwin Music (BMI), c/o Chapman Dist'g Co., 1212 Albany St., Los Angeles, Calif. 90015. Tel: (213) 749-9484. Owner: Al Chapman.

Maple Leaf Music Publ'g (BMI), see H.B. Webman.

Maranatha! Music Inc. (ASCAP), 2902 W. Garry Ave., Santa Ana, Calif. 92704. Tel: (714) 979-8536. Publ'g Dir.: Tom Coomes.

Maraville Music Corp. (ASCAP), see Barton Music.

Marble Music Publ'g (ASCAP), see Brunswick.

Marcella Music (BMI), see Bug Music Group.

Marcia Music Co. (BMI), see Ivan Mogull.

Marcus Music (BMI), see Bug Music Group.

Marcy Music, see Manna Music.

Marfre Music Publ'g Co. (BMI), 118 S. Padre Island Dr., Corpus Christi, Tex. 78412.

Marguerita Music Inc. (ASCAP), see H.B. Webman.

Marielle Music Publ'g Corp. (BMI), PO Box 842, Radio City Sta., New York, N.Y. 10019. Tel: (212) 580-9723. Pres. & Gen. Mgr.: Don Seat; Prof. Mgr.: Amy Cole.
Branch: Chicago, Ill., PO Box 1012. Zip: 60611. Tel: (312) 266-9616.

Mar-Ken Music Co. (BMI), see Cherry Lane.

Jon Mark Music (BMI), see Mayflower Music.

Marko Press (BMI), see Mark Foster.

Edward B. Marks Music Corp. (BMI), 1790 Broadway, New York, N.Y. 10019. Tel: (212) 247-7277. Cable: MARKBRO. Telex: 620960. Pres.: Joseph Auslander; VP & Publ'ns Dir.: Bernard Kalban.

Marlena Music (ASCAP), 101 E. Irving Park Rd., Bensenville, Ill. 60166. Tel: (312) 595-7878. Owner: Archie Drury, Sr.

Marlen Music Co. (ASCAP), see Gordon.

Marmor Music Inc. (BMI), see Cockus.

Marsaint Music Inc. (BMI), 3801 Clematis Ave., New Orleans, La. 70122. Tel: (504) 949-8386. Pres.: Allen Toussaint; Gen. & Prof. Mgr.: Marshall E. Sehorn. (Administered by Warner Bros. Inc.).

Marshall Songs Music (BMI) (div. of Echo Park Recs.), 7985 Santa Monica Blvd., No. 109-68, Los Angeles, Calif. 90046. Tel: (213) 413-2188, 656-0256. Pres.: Marshall Heaney.

Marsmith Music (BMI), see Amestoy.

Marson Inc. (BMI), 817 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 329-0212.

A.W. Marullo Music (BMI), 1121 Market St., Galveston, Tex. 77550. Tel: (713) 762-4590. Pres.: A.W. Marullo Sr.; Gen. Mgr.: A.W. Marullo Jr.

Marvelle Music Co. (BMI), see Lee Magid.

Marvin Gardens (ASCAP), 9884 Santa Monica Blvd., Beverly Hills, Calif. 90212. Tel: (213) 550-6363. Pres.: Neil Bogart.

Marvin Music Co. (ASCAP), see Fisher Music Corp.

Josef Marx Music Co. (ASCAP), see McGinnis & Marx.

Marycords (ASCAP), Box 48, Powers Lake, N.D. 58773.

Marzique Music (BMI), 5752 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 295-0058. Pres.: Harold R. Battiste Jr.; Gen. Mgr.: Alviette M. Battiste.

Masterlease Music Publ'ns (BMI), PO Box 234, St. Louis, Mo. 63166. Tel: (314) 296-9526. Pres.: Bob J. Bax.

Masterview Music Publ'g Corp. (BMI), PO Box 52, Ridge Rd. & Butler Ln., Perkasie, Pa. 18944. Tel: (215) 257-9616. Pres.: John Wolf; Gen. Mgr.: Tom Fausto; Prof. Mgr.: Ann Fausto.

Mathematical Music (ASCAP), see Blue Canyon.

The Mathes Co., PO Box 22653, Nashville, Tenn. 37202. Tel: (615) 868-4835. Pres.: Dave Mathes.

Matrix Publ'g Co. (ASCAP), PO Box 12246, Memphis, Tenn. 38112. Tel: (901) 274-7788. Contacts: Dane & Gala Sullivan.
Int'l rep.: Worldwide except USA & Canada (Ivan Mogull).

Mayflower Music Corp. (ASCAP), 605 Ridgefield Rd., Wilton, Conn. 06897. Tel: (203) 762-0558. Telex: 220883. Pres.: Eckert Rahn.
U.S. firms administered worldwide: Coryell Publ'ns, Dex Music, Geada Music, Jon Mark Music, Phrase Text Music, Shemesh Music, Solar Plexus Music, Tarik Music, Unit Core Corp., Wonderbuns Inc.; **U.S. firms administered outside the U.S.:** Alrac Music, Avid Music, Futures Passed Music, Lauralee Music, Mouzon Music Co., Ondine Music, Real To Real Music, Timtobe Music Ltd., Watt Works Inc.
Int'l reps.: Australasia (Matthews in Australia), Benelux (Ariola in Netherlands), Brazil (ELAM, Gismonti in Switzerland), France (Panache), Italy (Franton), Ireland (Panache), Japan (Sunkyo), Portugal & Spain (Boccaccio), Switzerland (ERP in Germany, Gismonti), UK (Panache).

May 12th Music Inc. (BMI) (div. of Whitfield Recs. Inc.), 901 Westbourne Dr., Los Angeles, Calif. 90069. Tel: (213) 652-5850.

Dale McBride Publ'g Co. (BMI), Farm Road 580 E., Lampasas, Tex. 76550. Tel: (512) 556-6276. Pres.: Dale McBride.

Jim McCoy Music (BMI), PO Box 574, Winchester, Va. 22601. Tel: (703) 667-9379. Pres. & Prof. Mgr.: Jim McCoy; Gen. Mgr.: Bertha McCoy.

McDonald Music Co. (BMI), see Alkatraz Corner.

McGinnis & Marx Music Publ'rs (BMI), PO Box 229, Planetarium Sta., New York, N.Y. 10024. Tel: (212) 799-5214. Owner: Mrs. Josef Marx; Mng. Ed.: Margaret Gresh.
Int'l reps.: Europe excluding UK (Baerenreiter in Germany), UK (Peters).

McHoma Music Inc. (BMI), see Iguana.

Jimmy McHugh Music Inc. (ASCAP), 9301 Wilshire Blvd., Suite 400, Beverly Hills, Calif. 90210. Tel: (213) 271-1967, 272-4871. Pres. & Prof. Mgr.: Lucille Meyers.

McRon Music Co. (ASCAP), 521 Fifth Ave., New York, N.Y. 10017. Tel: (212) 682-5844. Pres.: Tsipora Miron; VP & Prod'n Dir.: Steve Monroe; VP & Int'l Mgr.: Thelma Moore; Pub.: Jon Arthur; Promo.: Marie M. Gadreau.

Meadowee Music (BMI), 1727 Roanoke Ave., Sacramento, Calif. 95838. Tel: (916) 925-4886. Owner: Jerry Parker.

Medbery Music (ASCAP), 8611 Pershing Dr., Playa del Rey, Calif. 90291. Tel: (213) 822-3813. Pres.: Michael L. Sandomeno; Prof. Mgr.: Bev Sandomeno.

Media Interstellar Music (BMI), (div. of Clay Pigeon Int'l), PO Box 20346, Chicago, Ill. 60620. Tel: (312) 778-8760. Pres. & Prof. Mgr.: Vytautas Beleska; Sales: Rudy Markus.

Mega-Star Music (BMI) (div. of Norby Walters Assoc.), 200 W. 51 St., New York, N.Y. 10019. Tel: (212) 245-3939. Gen. Mgr.: Barry Yearwood.

Melanie Music Ltd., see MAM.

Robert Mellin Music Publ'g Corp. (BMI), 1841 Broadway, New York, N.Y. 10023. Tel: (212) 757-3287. Cable: MELLINMUS. Pres.: Robert Mellin; VP: Sanford Green.
Int'l branch: England.

Mellyric Music (ASCAP), PO Box 1077, Cleveland, Tenn. 37311. Tel: (615) 479-1415. Pres.: Donald B. Gibson.

Melody Lane Publ'ns Inc. (BMI), see Peer-Southern.

Melomusic Publ'ns (ASCAP), see Alhon Music.

Melstep Music (BMI)—Contact: Syble C. Richardson—see Woodrich.

Melway Music Inc. (ASCAP), Ala Moana Bldg., Suite 1500, Honolulu, Hawaii 96814. Tel: (808) 946-3244. (Administered by Music of Polynesia Inc.)

Memnon Ltd. (ASCAP), PO Box 98, Forrest Hills, N.Y. 11375. Tel: (212) 261-1111. Cable: MEMNON. Pres.: Krzysztof Z. Purzycki.
Branch: Glen Cove, N.Y., PO Box 98. Zip: 11542. Tel: (516) 676-3960. Gen. Mgr.: Katherine Swier.

Memory Lane Music Corp. (BMI), see Larry Spier.

Memphis Mgmt. Inc. (ASCAP, BMI), Box 17272., Memphis, Tenn. 38117. Tel: (901) 323-9682, 685-8533. Pres.: Ron Blackwood.

Mende Music Publ'g (BMI), PO Box 2776, Long Beach, Calif. 90801. Tel: (213) 867-9964. Pres. & Gen. Mgr.: J.D. Mendenhall.

Mention Music Inc. (BMI), see Music Music Music.

Mentor Music Inc., 18 Broadview Dr., Brookfield, Conn. 06804. Tel: (203) 775-1358. Pres.: Robert Nagel.

Mepro Music (BMI), see Equa.

Mercantile Music (BMI), PO Box 2271, Palm Springs, Calif. 92263. Tel: (714) 320-4848. Owner: Kent Fox.

Mercury Music Corp. (SESAC), see Theodore Presser.

Mercury Shoes Music (BMI), see Great Pyramid.

Meredith Music Inc. (ASCAP)—Pres.: Ron Peterson—see Buckhorn.

Merion Music Inc. (BMI), see Theodore Presser.

Mernee Music (ASCAP), see Woodrich.

Merrimac Music Corp. (BMI), see The Goodman Group.

Merrymount Music Inc. (BMI), see Theodore Presser.

Merry Sounds (ASCAP) (div. of Lisa Sue Music), PO Box 313, Kingsbridge Sta., Bronx, N.Y. 10463. Tel: (212) 543-7770. Pres.: Bruce Hest; Gen. Mgr.: Merry Salos; Prof. Mgr.: Neil Fredman.

Mesa Lane Music (ASCAP), 315 Washington St., Suite 2, Marina del Rey, Calif. 90291. Tel: (213) 306-0100. Pres.: Ron Altbach. (Administered by MizMo Ents.)

Meshugah Music (BMI), see Xanadu.

Meteconk Music Corp. (BMI), see Marielle.

Metorion Music Corp. (ASCAP), 210 Fifth Ave , New York, N.Y 10010. Tel. (212) 679-9312.
Home office: Switzerland.
Int'l rep.: Denmark (Multitone).

Metrolina Publ'g Co. Inc. (BMI), Rt. 1, Box 157, Pineville, N.C. 28134 Tel (704) 588-3998. Pres.: John Roger Branch, Gen. Mgr.: Mike Branch.

Metronome Music Publ'g Co., Collins & Willard Sts , Philadelphia, Pa 19134. Tel: (215) 426-5925. Pres.: Albert Schwab.

Metropolitan Music Co (BMI), 4225 University Blvd , Houston, Tex 77005 Tel: (713) 668-3279 Mgr : J.R. Lee

Mexican Music Centre Inc. (ASCAP), 345 W. 58 St., Suite 2 P, New York, N.Y 10019. Tel: (212) 582-5705 Cable COPYRIGHT. Mng Dir : Gerard de La Chapelle.

Michavin Music (BMI), 1260 N F St , Pensacola, Fla 32501 Owner & Mgr Vincent L Smith III.

Mid-American Music Publ'g (ASCAP) (div of Ozark Opry Inc), PO Box 242, Osage Beach, Mo 65065. Tel (314) 348-3383. Gen Mgr. Lee Mace.

Midnight Gold Publ'g Co. (BMI), PO Box 287, Berwick, La. 70342. Tel: (504) 384-0546, 385-1842. WATS (800) 535-5990 Pres.: Vincent A Guzzetta Jr ; Gen. Mgr : Cindy Reed; Prof. Mgr.: Chet Guzzetta

Mid States Music Publ'g Inc. (BMI), 7710 N. May, Oklahoma City, Okla. 73116. Tel: (405) 848-8346. Pres.: Jim Ross; Gen. Mgr.: Ken Hurst.

Midstream Music Publ'rs (BMI), Box 225A, Mountain Falls Rt , Winchester, Va. 22601 Tel: (703) 877 1820. Pres : Max Mandel; VP: Pete Hand

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

Mietus Copyright Mgmt., 527 Madison Ave., Suite 317, New York, N.Y. 10022. Tel: (212) 371 7950.
Branch: Union, N.J., 2351 Laurana Rd. Zip: 07083 Tel: (201) 686-0716.

Mighty Mathieson Music (BMI)—Pres Greg Mathieson—see Nero Ents.

Mighty Matthew Music (ASCAP), 26111 Brush Ave., Cleveland, Ohio. 44132 Tel: (216) 261-8700. Pres.. Joey Porrello.

Mighty Max Music (ASCAP), c/o Max's Kansas City, 213 Park Ave. S , New York, N.Y 10003. Tel: (212) 777-7870.

Mighty Music (BMI), PO Box 27160, Phoenix, Ariz. 85061 Tel: (602) 276-7116 Pres.: Mike Lenaburg; Gen. Mgr.: Leila Freeman; Prof. Mgr.: Eric Lenaburg

Mighty Three Music Group, 309 S Broad St., Philadelphia, Pa 19107. Tel: (215) 546-3510. TWX: (710) 670-0860. Pres.: Earl Shelton; VP & Gen Mgr.: Constance Heigler; Prof. Mgr.: William Lacy.

Mighty Twinns Music (BMI), 9134 S. Indiana Ave., Chicago, Ill. 60619 Tel: (312) 264-5452. Pres. & Prof. Mgr : Ronald Scott.
Branch: Harvey, Ill., 15646 S. Ashland. Zip: 60426. Gen. Mgr.: Lorrin C. Bates

Tiffanie Miko Music, 9646 Rylie Rd , Dallas, Tex. 75217 Tel: (214) 286-1711. Owner: David A. Coffey.

Mildoba Publ'g Co. Inc. (ASCAP), 1525 Bath Ave., Brooklyn, N.Y. 11204. Tel: (212) 236-7131. Pres.: John Frisone.

Earl Miles Publ'g Co. (BMI), 1704 Wagner Heights Rd., Stockton, Calif. 95209 Owner: Earl Miles.
Int'l rep.: South Africa (RCA-Teal).

Million Ubbem Music (BMI), see Bug Music Group.

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

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

Minniepaul Music Publ'g Co. (BMI), Rt. 1, Box 199-C, Somerset, Wis. 54025. Tel: (715) 247 5192. Pres.: David Anthony; Gen. Mgr.: Patricia Wachter; Prof. Mgr.: Dennis Johnson.
Branch: Minneapolis, Minn., 6724 Camden Ave. N Zip: 55430 Tel: (612) 566-7729.

Minstrel Music (SESAC), see Zaza

Miracle-Joy Publ'ns (BMI), Box 771, Hackensack, N.J 07601. Tel (201) 488-5211 Pres.: Johnny Miracle; VP Frank Joy; Gen Mgr : Kenny Luv, Prof. Mgr.. Sam Diamond.
Branch: Knoxville, Tenn., Rt 2, Ogg Ln Zip: 37918 Tel: (615) 689-5219. Gen. Mgr William Dahse

Jennifer Miro Music (BMI), see Bug Music Group

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

Misirlou Music Inc. (BMI), see Ivan Mogull

Miss Alatex Music (ASCAP), see Garrett

Mississippi River Music Publ'g Co. (ASCAP), see Music River

Mister Moose Music (BMI), see Funky but.

Mr. Mort Music (ASCAP), 44 Music Square E , Nashville, Tenn. 37203. Tel (615) 255-2175. Pres.: Charles Fields, Gen. Mgr.. Bernice Fields

Mr. Music Co (BMI), see Barton Music

Mr. Par Music (BMI), 5143 Goodland Ave , North Hollywood, Calif 91607 Tel (213) 763 1616 Owner: Paul Robin, Prof. Mgr Larry Brunswick.

Miyako Music (BMI), see MizMo.

MizMo Ents., 2512 Chandler Blvd , Burbank, Calif 91505 Tel: (213) 954 9946 Owner & Pres.: Maureen Woods

Mobilized Music (BMI), see Bug Music Group

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

Ivan Mogull Music Corp. (ASCAP), 625 Madison Ave , New York, N.Y 10022 Tel (212) 355-5636. Cable IMOGULL Telex 236973. Pres Ivan Mogull, Prof Mgrs. Lori Guber, Gloria Gottschalk
Int'l branches: Argentina, Australia, Belgium, Brazil, Canada, Colombia, Czechoslovakia, France, Germany, Greece, Israel, Italy, Jamaica, Japan, Mexico, Netherlands, Singapore, South Africa, Spain, Sweden, Switzerland, UK, Venezuela.
Int'l firms represented: Worldwide excluding US & Canada—Athens Music Co (BMI), Bucrenels Music Co (BMI), Bucky Music Co (ASCAP), Rolls Royce Music (ASCAP), Nimandy Music Co. (BMI), Southern Pines Music Publ'g Co. (ASCAP), NFL Films Inc (BMI), Hargrove Music (BMI), Roswell Music Co. (BMI), Mulligan Publ'g Co Inc (ASCAP), Chicken Fried Music (BMI), Dr Livingston I Presume Music (BMI), Groper Music (BMI), Neath Music (BMI), Nunn Publ'g (BMI), Ray Willie Hubbard Music (BMI), Serendipity Publ'g Corp (BMI), 16th Avenue Music Inc (BMI), Big Ten Music Co. (BMI), Peach Music (BMI), Sue Mirl Music (ASCAP), Tomeja Music Inc. (ASCAP), Ozone Music (BMI), Busybody Music (BMI), Gaucho Music (BMI), Possie Music (BMI), Sandbox Music (ASCAP), Elbomo Music Inc (BMI), **Worldwide excluding US, Canada, UK & Australasia**—Django Music Inc. (ASCAP), Lark Music Inc (BMI), Lonport Music Corp (BMI), MEWG Music Inc (BMI), Nevoc Music Corp (BMI), Skyforest Music Co Inc (BMI), Triplot Music Co. Inc (ASCAP), WEMG Music Inc (ASCAP), Windbreez Music Ltd (ASCAP), Glen Campbell Music Inc (BMI), **Latin America**—Belwin Mills Publ'g Corp (ASCAP), Mills Music Inc (ASCAP), American Academy of Music Inc. (BMI), Multimood Music Inc. (BMI), Ramsel Publ'g Co. (BMI), Pamoja Music (ASCAP). Daksel Music Corp. (BMI); **Central America, Spain & Portugal**—Bourne Co ; **Latin America, Spain & Portugal**—Ganga Publ'g BV, Harrisons Ltd , Lady Casey Music Inc. (BMI), Material World Charitable Foundation Ltd., **Latin America, Spain, Portugal, Israel & Rep. of South Africa**—Far Fetched Music; **Latin America & Caribbean**—Velvet Apple Music (BMI), Song Yard Music (ASCAP), Shapiro Bernstein & Co. Inc., Columbia Pictures Music Corp.; **Parts of Africa**—Shapiro Bernstein & Co. Ltd., **Latin America, Israel & Caribbean**—Gold Hill Music Inc. (ASCAP), Stephen Stills Music (BMI); **Latin America, Spain, Rep. of South Africa, Japan, Australia & New Zealand**—Round Wound Sounds Inc. (BMI), Overdrive Music (ASCAP); **Latin America, Japan & Parts of the Orient**—Ben Peters Music (BMI); **Japan**—Mongo Music Inc., **Australasia & Japan**—Salsoul Music Publ'g Corp. (ASCAP), Lucky Three Music Co. (ASCAP), Earl Barton Music, Rose Bridge (BMI), Strawberry Hill Music (ASCAP). **Spain & Portugal**—Kamakazi Music (BMI), Manilow Music (BMI).
Int'l reps.: Argentina (RCA), Belgium (Radio Tele-Music), Brazil (RCA), Canada (Attic), Czechoslovakia (Supraphon), France (Bagatelle), Germany (Rolf Budde), Greece (AEPI), Israel (ACUM), Italy (RCA), Jamaica (Norman E Wright), Mexico, (Edimusa), Netherlands (Universal Songs), Singapore (Burlington Palace), Sweden (Sweden Music), Switzerland (Musikvertrieb). (SEE ADVERTISEMENT)

Mole Hole Music (BMI), see Bug Music Group.

Mollie Music Publ'g Co. (BMI), PO Box 3081, Bridge St. Sta., Pudacah, Ky. 42001 Tel: (502) 898-7206. Owner: Mark Collier.

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

Mom & Dad Music (BMI), see Funky but.

Monkey Music, Box 288, Nashville, Tenn 37221 Tel: (615) 646-3335 Pres. Robert A May; Gen Mgr. Neil A. Signer.

Monkhouse Music (BMI), 5009 Ashby Dr , Brentwood, Tenn 37027 Tel: (615) 255-3500 Pres.: Ann Stuckey.

Monona Music Co. (BMI), see Cameron

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

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

Monsterous Music (ASCAP), 5105 Varna Ave., Sherman Oaks, Calif. 91423 Tel. (213) 467-1135. Pres : John Davis; Admin'r: Jay Warner. (Administered by Dver the Rainbow Music)
Int'l rep.: UK (Creatrve Music)

Montana Mule (BMI), see Bug Music Group.

Montauk Music Inc. (BMI), see H.B. Webman

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

Montgomery Publ'g Co. (BMI), 8914 Georgian Dr., Austin, Tex. 78753. Tel: (512) 836-3201/3194. Pres.: Roy J. Montgomery Sr ; Gen. Mgr.: Shirley A. Montgomery; Prof. Mgr.: Elmer J Montgomery.
Branch: Fort Wayne, Ind., 3408 McKinnie Ave. Zip: 46808. Tel: (219) 743-7561. Gen. Mgr : Charles L. Montgomery.

Montroy Music Co. (BMI), 7210 Roos, Houston, Tex. 77074. Tel: (713) 774-0075/3075. Pres. Dr. John D. Montroy.

Mood Music Co. Inc. (ASCAP), see Shapiro Bernstein

Moogy Music (BMI), 237 W. 54 St., New York, N.Y. 10019 Tel: (212) 582-6414 Pres.: Mark Klingman, VP: G Parker.

Moo Moo Music Corp. (BMI), see Marielle

Moonbow Music Inc (BMI)—Pres.: Charles M. Newell; Gen. Mgr : Pat Martin—see Appalshop.

Moon June Music (BMI), 4233 SW Marigold, Portland, Ore 97219 Tel (503) 777-4622 Pres. & Gen. Mgr.: Bob Stoutenburg. **Local branch:** 5821 SE Powell Blvd. Zip 97206.

Moon Meadow Publ'g Co. (ASCAP), see 20th Century.

Moonridge Music (ASCAP), see Pacific Challenger.

Moore Melodic Music (BMI), see Cherry Lane.

Moorpark Music Corp. (ASCAP), see Marielle.

Mopres (BMI), see Multi. Mill.

Morley Music Co. (ASCAP), c/o Eastman & Eastman, 39 W 54 St., New York, N.Y. 10019 Tel (212) 581 1330. Prof. Dept.. Robert Jones.

Morning Music (USA) Inc. (ASCAP), PO Box 120478, Nashville, Tenn. 37212 Toronto Tel: (416) 625-2676. Telex (06) 960250. Pres. Jury Krytiuk, Mgr. Mark Altman; Ass't Mgr : Anne Fuller; Prof. Mgr.: Avi Altman, Promo.. Peter Krytiuk
Home Office: Canada.
Int'l affiliate: England.
U.S. firms administered worldwide: Joe Allen Music, Aunt Polly's Music, Blue Band Music, Blue Candle Music, Blue Echo Music, Blue Melody Music, Boxer Music, Cornbread Music, Dean's List, Evening Publ'ns, Family of Man, Fruit, Good Music Co., Lloyd Green, House of Cash, Jack Music Inc., Jando Music Inc., Koko, Mountainwood Music, Myownah Music, Owlufus Music, Poet's Publ'g, Pulleybone Music, Shanachie, Sidewalk Publ'ns. Silver Dollar, Song of Cash, Stonehill Music, Don Wayne Music.
Int'l firms represented: Cabot Trail, Canadian Brass, Crown-Vetch, Fogo, Alex Groshak, Ital Roots, Izetta, Jah, Mid-continental, Morning, Skinners Pond, Speckled Bird, Time Being, V Music (all Canada); Weltmusik, Wiener Musikproduktion, Wien Melodie (all Austria), Hans Kusters (Belgium); Opus (Czechoslovakia); Rolf Budde, Cyclus, Radio-Tele, Ring Musik, Tantris (all Germany); Blue Tulip, Pascale, Universal (all Netherlands), Author's Agency (Poland); Land of Song, Octava, Squirrel, Josef Weinberger (all UK).
Int'l reps.: Australia (Image), Austria (Melodie der Welt), Belgium (Hans Kusters), Columbia (Codiscos), Finland (Fazer), Germany (Melodie der Welt), Greece (Grecophon), Israel (April), Italy (RCA, Curci), Japan (Yamaha), Mexico (Edimusa), Netherlands (Universal), New Zealand (Image), Philippines (Bayanihan), South Africa (Laetrec, Reveille, Contagious), Southeast Asia (EMI), Spain (Montserrat), Sweden (Sweden Music, Sonet), Switzerland (Melodie der Welt), Venezuela (Unimusica), West Indies (Gorgong).

Edwin H. Morris & Co. (ASCAP) (div of MPL Communications Inc), 39 W. 54 St., New York, N.Y. 10019 Tel: (212) 581-1330 Cable. EASTMANAID Prof. Mgr.: Robert Jones.
Int'l branches: Argentina, Australia, Canada, England, France, Germany, Italy, South Africa, Sweden.
Int'l reps.: Brazil (Intersong), Japan (Intersong), Mexico (Intersong), Netherlands (Chappell), Spain (Chappell), Switzerland (Chappell).

Morris Music Inc. (BMI), 6255 Sunset Blvd., Suite 1904, Hollywood, Calif 90028 Tel (213) 463 5102 Pres. Steve Morris (Administered by Chappell)

Rick Moses Music Co (BMI), see 20th Century.

Mo-So Music (BMI), see Bug Music Group.

Mother Bertha Music Inc. (BMI), PO Box 69529, Los Angeles, Calif. 90069 Tel (213) 846-9900. Pres.: Phil Spector; Admin Dir. & Gen. Mgr. Donna Sekulidis.

Mother Martha Music (BMI)—Pres.. David Dakil—see Buckhorn.

Mother's Cup Music (ASCAP), see Band of Angels.

Moth Music Ltd. (BMI), see Chrysalis Music Group.

Moulton Music Corp. (ASCAP), see Larry Spier.

Mountain Glory Music (BMI), 52 Werah Pl., Oceanport, N.J. 07757. Tel: (201) 222-4460. Owners: Russell N. Scalzo, Jr., James W. Bova.

Mountain Green Music (BMI), see Ronarte.

Mountain Railroad Music (ASCAP), 3602 Atwood Ave., Madison, Wis. 53714. Tel: (608) 241-2001. Pres.: Stephen Powers.

Mount Laurel Music (BMI), see 20th Century.

Moving World Music (ASCAP), see Soulful Music.

Mozart Eds. Inc. (ASCAP), see President.

M-3 Music Co. (ASCAP), see Cherry Lane.

Mulatto Music (BMI), see MizMo

Mull-Ti Hit Music Co. (BMI), 50 Music Square W., Nashville, Tenn. 37203. Tel: (615) 329-4487. Pres.: Frank Mull.

Multi. Mill. (ASCAP), 31203 Ganado Dr., Rancho Palos Verdes, Calif. 90274. Tel: (213) 541-6710. Pres.: Dean Chambers.

Munchkin Music (ASCAP), see Open End.

Munka Music (BMI), 9315 Carmichael Dr., La Mesa, Calif. 92041. Tel: (714) 464-0910. Pres.: Stephen C. LaVere; Gen. Mgr.: Gloria Askew; Prof. Mgr.: Mimosa LaVere.

Muppet Music Inc. (ASCAP), see Cherry Lane.

Murry-Gage Music (ASCAP), see Brother.

Muscle Shoals Rhythm Section Music Inc. (SESAC), see Muscle Shoals Sound.

Muscle Shoals Sound Publ'g Co. Inc. (BMI), PO Box 915, 1000 Alabama Ave., Sheffield, Ala. 35660. Tel: (205) 381-2060. Pres.: Jimmy R. Johnson; VPs: Roger G. Hawkins, Barry E. Beckett; Sec'y-Treas.: David Hood; Publ'g Admin'r: Diane Butler.

Musedco Publ'g Co. (BMI) (div. of Hsong Recs.), PO Box 5916, Richardson, Tex. 75067. Tel: (214) 783-9925. Owner: Richard A. Shuff; Prom'l Mgr.: R.D. Baker.

Musetta Music Co. Inc. (ASCAP), see Loring.

Music Anno Domini/No Violence Music (SESAC), Box 7452, Grand Rapids, Mich. 49510. Tel: (616) 241-3787. Pres. & Prof. Mgr.: Hans Altena.

Musicanza Corp. (ASCAP), 2878 Bayview Ave., Wantagh, N.Y. 11793. Tel: (516) 826-2735. Pres.: Al Rubin.

Music City Music Inc. (ASCAP), see Combine.

Music Crusaders (BMI), see H.B. Webman.

Music for Percussion (BMI), 170 NE 33 St., Fort Lauderdale, Fla. 33334. Tel: (305) 563-1844. Pres.: F.C. O'Keefe; Gen. Mgr.: Bernard Fisher.

The Music Group, 7278 Hollywood Blvd., Suite 22, Hollywood, Calif. 90046. Tel: (213) 876-2393. Contacts: Danny Sheridan, Richard E. Goss.

Music Management, PO Box 174, Pleasantville, N.Y. 10570. Tel: (914) 769-5580.

Musicmaster Publ'ns Inc. (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 246-3869. Contact: Frank Metis.

Music Music Music Inc. (ASCAP), 157 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-6135. Pres.: Chet Gierlach.

Music of Polynesia Inc., 1441 Kapiolani Blvd., Suite 919, Honolulu, Hawaii 96814. Tel: (808) 946-1677.

Music Press (ASCAP), see Theodore Presser.

Musicprint Corp., Box 767, Radio City Sta., New York, N.Y. 10101. Tel: (212) 582-2642. Pres.: Robert O'Brien; Gen. Mgr.: Barbara Carney.

Music Publ'rs of Hawaii (BMI), PO Box 25141, Honolulu, Hawaii 96825. Tel: (808) 955-4773/7509. Pres.: Gil M. Tanaka.

Music Publishing Corp., 815 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-0518. Pres.: Bob Todd; VP & Gen. Mgr.: Dave Burgess; Prof. Mgr.: Chuck Burgess; Publ'g Admin'r: Lori Todd.
Branch: Los Angeles, Calif., 8025 Melrose Ave. Zip: 90046. Tel: (213) 655-0944.

Music River Publ'g Co. (BMI), Meeman Journalism Bldg., Rm 302, Memphis State University, Memphis, Tenn. 38152. Tel: (901) 454-2350/2892. Pres.: Dr. Thomas Carpenter.

Music Sales Corp. (ASCAP), 33 W. 60 St., New York, N.Y. 10023. Tel: (212) 246-0325. Telex: 236113.
Int'l branches: Japan, UK.
Int'l reps.: France (Caravelle), Germany (Rolf Budde), Japan (Toshiba), Sweden (Reuter & Reuter), UK (Dorsey Bros., Essex).

Musictone Music (BMI), PO Box 343, Santa Monica, Calif. 90406. Tel: (213) 394-5110. Pres.: Irvin A. Brock.

Musicways Inc. (BMI), 9033 Wilshire Blvd., Suite 310-A, Beverly Hills, Calif. 90211. Tel: (213) 278-8118. Pres.: Terri Fricon, Prof. Mgr.: Gay Jones.
Int'l rep.: Australia (Jonathan), Canada (Morning, Skinner's Pond), Germany (Meridian), Netherlands (Step 1), South Africa (Jonathan).

Music West of the Pecos (BMI), PO Box 8545, 3012 N. Main St., Houston, Tex. 77009. Tel: (713) 225-0450. Pres.: Jay Collier; Gen. Mgr.: Bettye Collier; Prof. Mgr.: Mundo Earwood.

Musique de Soleil (ASCAP), 6 Melrose Dr., Livingston, N.J. 07039. Tel: (201) 533-0448. Pres.: Marc Katz; Gen. Mgr.: Michael Asher; Prof. Mgr.: Roy Hodes.

Musrad Publ'g Inc. (BMI), see Radmus.

Mustevic Sound Inc. (BMI), 193-18 120 Ave., New York, N.Y. 11412. Tel: (212) 527-1586. Pres.: Brenda Reid; Gen. Mgr.: Jamaal Kwame; Prof. Mgr.. Steve Reid.

Muyheco Music (BMI), see Bug Music Group.

My Bess Music (BMI), see Bug Music Group.

My Father's Music (BMI), see Ben Speer.

My High's Music (ASCAP)—Pres.: Neil Patton Rogers—see Buckhorn.

Mylnkewicz Music (BMI), see Bug Music Group.

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

Mystery Music Inc. (BMI), 2520 Cedar Elm Ln., Plano, Tex. 75075. Tel: (214) 867-6656. VP Pink L. Murphey.

Mystic Music (BMI), see Solar Recs.

N

N A L R Music Publ'g (BMI), 10802 N. 23 Ave., Phoenix, Ariz 85023. Tel: (602) 943-7229. Pres.: Ray Bruno; VP: David Serey.

N B C Music Inc. (ASCAP), PO Box 392, Brentwood, Tenn. 37027. Tel: (615) 793-7085. Prof. Mgr. Linda Adams.

N M S Publ'g Co. (ASCAP), PO Box 5378, Spokane, Wash. 99205 Tel: (509) 328-4207. WATS (800) 541-1565.

N R P Music Group, 160 E 56 St., 11th fl., New York, N.Y. 10022. Tel: (212) 233 5949. Contact: Fred Bailin.

Norman Nardini Music (BMI), see Roads of Music.

Narrow Gate Music Inc. (ASCAP), PO Box 860, Cooper Sta., New York, N.Y. 10276. Tel: (212) 473-5900. Cable: RAMHORN Telex: 661139 Admin'r & Gen. Mgr.: Naomi Saltzman; Prof. Mgr.: Jeffrey Rosen.

Narwhal Music (BMI), see Skyhill.

Nasetan Publ'g Co (BMI), PO Box 1485, Lake Charles, La. 70602. Pres.: Eddie Shuler.

Nashcal Music (BMI), see Bobby Fischer.

Nashville Int'l Music Group, 20 Music Square W., Suite 202, Nashville, Tenn. 37203. Tel: (615) 373-2575. Pres.: Reggie M. Churchwell; VP & Gen. Mgr.: Ken Little, Prof. Mgr.: Neil Signor.

Natural Songs Inc (ASCAP), see uneworks
Nearysong Publ'g (BMI), see 20t Century
Nearytunes Publ'g Co (ASCAP), ee 20th Century.
Needahit Publ'g Co. Inc. (BMI), 264 Old Hickory Blvd., Madison, Tenn 37115 Tel: (615) 865-6543 F es. Johnnie R Wright; Gen. Mgr John Sturdivant.
Neil Music Inc (BMI), 8400 Sunset Blvd., Suite 4A, Los Angeles, Calif. 90060. Tel: (213) 656-2614. C ble: CRESREC. Pres.. Gene Norman. **Int'l reps.:** Australia (Festival), Benelux (Vogue). Brazil (Gravacoes Electricas). France (Vogue), Germany (Belmont), Italy (Fonit-Cetra), Japan (Seven Seas), Switzerland (Vogue), UK (Sonet).
Nelms Music (BMI), PO Box 12, Rocky Mount, N.C. 27801 Tel (919) 459-4691 Pres., Gen. & Prof Mgr John Nelms
Neostat Music Co. (BMI), 425 Br n Mawr, Birmingham, Mich. 48009. Tel: (313) 647 1662, 538-4444. Pr s. Harvey M Yates.
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Piccasso Publ'g Co. (ASCAP), 5032 Lankershim Blvd., North Hollywood, Calif. 91601. Tel: (213) 766-7142. Dir.: Ken Weiss.

Pickering Music Publ'rs (BMI), see Lynnstorm.

Pickin' Post (BMI), PO Box 51, Lebanon, Tenn. 37087. Tel: (615) 449-1770.

Pick Trick Music, see Stone Rap.

Picture This Music (BMI), see Bug Music Group.

Pi-Gem Music Inc. (BMI), PO Box 40984, Nashville, Tenn. 37204. Tel: (615) 244-8950. Pres.: Tom Collins; Gen. Mgr.: David Conrad; Prof. Mgr.: Gary Harrison.

Pigfoot Music (ASCAP), PO Box 130, Point Reyes Station, Calif. 94956. Tel: (415) 663-1096.

George Pincus & Sons Music Corp. (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 245-0110. Cable: PINCUSGIL. Pres.: George Pincus; Prof. Mgr. & Ass't to Pres.: Amy Javors.
Int'l branches: Australia, Pincus-Gil Music Ltd.; England, Ambassador Music Ltd.

Pinebrook Music Corp. (BMI), see H.B. Webman.

Pine Island Music (BMI), PO Box 630175, Miami, Fla. 33163. Tel: (305) 472-7757. Pres. & Prof. Mgr.: Jack P. Bluestein, VP: Ethel Kanter.
Int'l reps.: Brazil (Pirate), Canada (CMRRA).

Pinellas Music (BMI), see Arpeli/Pinellas.

Pinpoint Music Publ'g (BMI), c/o Little Nashville Recs., Box 212, Rt. 3, Nashville, Ind. 47448. Tel: (812) 988-2000. Owners: Don D. & Marti Mae Sheets.

Pipe Music (BMI), see Mimic.

Plain Great Music Corp. (ASCAP), 6525 Sunset Blvd., 8th fl., Hollywood, Calif. 90028. Tel: (213) 469-3936. TWX: (910) 321-4450. VP & Gen. Mgr.: Ronald S. Henry.

Platinum Music Publ'g (ASCAP) (div. of The Music Factory Inc.), 567 NW 27 St., Miami, Fla. 33127. Tel: (305) 576-2600. Pres.: Bob Archibald; Gen. Mgr.: Florian Raymond.

Platinum Pen Music Publ'g Co. (BMI) (sub. of Cloud Born Prod'ns), 18000 Mack Ave., Grosse Pointe, Mich. 48224. Tel: (313) 882-0566. Pres.: Gary Praeg; Gen. Mgr.: Ken Sands; Prof. Mgr.: Mary Ann Mattiello.

Playground Music (BMI), see Pewter Pal.

Pleiades Music Inc. (BMI)—Pres. & Gen. Mgr.: William H. Schubart—see Other.

Plibby Music (BMI), see Four Moons.

Plum Creek Music (BMI), see Terrace.

Plunge Publ'g Co. (BMI), PO Box 441, Northridge, Calif. 91324. Tel: (213) 780-2288. Pres.: David M. Seiden.

Plus One Music (BMI), see Management III.

Plymouth Music Co. Inc. (ASCAP), see Music for Percussion.

Pocket-Money Music (BMI) (div. of Smudge Recs.), PO Box 29342, Dallas, Tex. 75229. Tel: (214) 243-2933. Pres.: Terry Rose.
Int'l branch: England, Whitsett-Churchill Music.

Poco Loco Music Co. (BMI), see Faro.

Poema Publ'g, 8996 Fruitridge Rd., Sacramento, Calif. 95826. Tel: (916) 383-4387.

Pointless Music (BMI), see JEDO.

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

Pollyday Publ'g Co. Inc. (BMI), see Su-Ma.

Pommard (BMI), c/o Dick K. Withers, Box 53, Nashville, Tenn. 37221. Tel: (615) 352-5684.

Pomona Music Corp. (BMI), see Shapiro Bernstein.

Ponderosa Music Co. Inc. (BMI), see Shapiro Bernstein.

Pondfield Music Inc. (ASCAP), see Reno/Metz.

Popular Music Co. (ASCAP), 49 W. 45 St., New York, N.Y. 10036. Tel: (212) 840-8833. Pres.: Morton Browne; Prof. Mgr.: Addy Browne.

Porpete Music Publ'g Co. (BMI), PO Box 777, Hollywood, Calif. 90028. Tel: (213) 882-1558. Pres. & Gen. Mgr.: Anita Poree.

Porsche Music (SESAC), see Juldane.

Portage Publ'g Co. (BMI), 16634 Gannon W., Rosemount, Minn. 55068. Tel: (612) 432-5737. Pres.: Larry LaPole.

Porter Music Co. (BMI), 811 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 329-2122. Owner: Porter Wagoner; Gen. Mgr.: Carla Scarborough.
Int'l reps.: France (Francis Day), Germany (Siegel), Japan (Taiyo), Netherlands (Intersong-Basart), Scandinavia (April in Sweden), South Africa (EMI-Brigadiers), UK (Carlin).

Positive Prod'ns (BMI), PO Box 1405, Highland Park, N.J. 08904. Tel: (201) 463-8147. Pres.: J.J. Vincenzo.

Pov Music (ASCAP), see Juldane.

Powahatan Music Publ'g (BMI), PO Box 993, 211 E. Fourth St., Salem, Va. 24153. Tel: (703) 389-4829. Pres.: Jack Mullins; Gen. Mgr.: Jim Eanes; Prof. Mgr.: J.R. Mullins.

Powdermill Publ'rs Inc. (BMI), see Window.

Power Play Music (BMI) (div. of Gusto Recs. Inc.), 1900 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 889-8000.

Prairie Wind Music (BMI), PO Box 273, 1011 S. Third, Norfolk, Neb. 68701. Tel: (402) 371-7658. Pres.: Jim Casey; Gen. Mgr.: Beth Holloway; Prof. Mgr.: Bob James.

The Prescription Co. (BMI), 70 Murray Ave., Port Washington, N.Y. 11050. Tel: (516) 767-1929. Owner & Pres.: David F. Gasman.

President Music Corp. (ASCAP), 1785 E. Sahara Ave., Suite 380, Las Vegas, Nev. 89104. Tel: (702) 732-0812. Pres., Gen. & Prof. Mgr.: Joseph E. Zerga.
Int'l branch: Austria.
Int'l firms represented: MMS Musikverlag (Austria); Bronco & Merco Musik, Domo Musikverlag, Selected Sound GmbH, Top Star Musik Prod'ns (all Germany).

Theodore Presser Co. (ASCAP), Presser Pl., Bryn Mawr, Pa. 19010. Tel: (215) 525-3636. Cable: RESSERP. Pres.: Arnold Broido; Educational Dir. & Sales Mgr.: George D. Hotton; Editorial Dir.: Vincent Persichetti; Prod'n Mgr.: Tom McDonough; Performance Dept.: Eugene Moon; Adv. Mgr.: Larry Sandberg; Publ'ns Mgr.: Larry Broido.
Sole selling agent for the following US publishers: Robert Fairfax Birch Publ'ns, Cambium Publ'ns, Cavata Music Publ'rs, Coburn Press, Columbia Music Co., Excelsior Music Publ'g Co., Mowbray Music Publ'rs, Multi-Key Publ'ns, Adolph Sandole Music Publ'g, Surosalida Music Corp., Tenuto Publ'ns, Tritone Press, Universe Publ'rs.
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Int'l sales reps.: Continental Europe, South Africa, Burma, Israel, Hong Kong, Singapore, Maylasia (Kalmus); Japan & South Korea (Ongaku-No-Tomo-Sha), UK & Ireland (Kalmus, United), Scandinavia (Reimers).

Janie Price Music (ASCAP), PO Box 30384, Dallas, Tex. 75230. Tel: (214) 750-9993. Pres., Gen. & Prof. Mgr.: Janie Price.

Jimmy Price Music Publ'r (BMI), 1662 Wyatt Pkwy., Lexington, Ky. 40505. Tel: (606) 254-7474. Owner & Pres.: James T. Price; Gen. Mgr.: Harry P. Price; Prof. Mgrs.: Charles Stephens, Kathleen Parrin; Prod'r: Andy Anderson.

Prima-Donna Music Co. (BMI) (div. of Prima-Donna Ent. Corp.), PO Box 15385, Nashville, Tenn. 37215. Tel: (615) 373-2390. (Administered by Al Gallico)

Primitive West Publ'g (ASCAP), see American Heritage.

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

Pringle Music Publ'rs (BMI), 7021 Hatillo Ave., Canoga Park, Calif. 91306. Tel: (213) 347-3902.

Print Music Co. Inc. (ASCAP), see Jepalana.

Pritchett Publ'ns (BMI), 38603 Sage Tree St., Palmdale, Calif. 93550. Tel: (805) 947-4657. Pres.: L.R. Pritchett.
Branch: Daytona Beach, Fla., 171 Pine Haven. Zip: 32014. Tel: (904) 252-4849. Gen. & Prof. Mgr.: Charles Vickers.

Process Music Publ'ns (BMI), see Country Star.

Proclamation Prod'ns Inc. (ASCAP), Orange Square, Port Jervis, N.Y. 12771. Tel: (914) 856-6686.

Professional Music Prods. Inc. (ASCAP), 14731-E Franklin Ave., Tustin, Calif. 92680. Tel: (714) 838-8421. Pres.: Leon White; VP & Gen. Mgr.: Jeffrey Brown.

Professor Pork Publ'g (ASCAP), see Beldock Levine & Hoffman.

Pronto Music Inc. (BMI), see Cotillion.

Prophecy Publ'g Inc. (ASCAP), 32)1 Guadulupe, Austin, Tex. 78705. Tel: (512) 452-9412. Pres.: Tommy White.
Int'l reps.: Australasia (Festival Austria (ERP), Belgium (New Dayglow), Germany (ERP), Netherlands (lew Dayglow), Scandmavia (Air in Sweden), Switzerland (ERP).
Prop Publ'g (BMI), see Inspiratio al Sounds.
Protone Music (ASCAP) (div. of Pr one Recs.), 970 Bel Air Rd., Los Angeles, Calif. 90024. Tel: (213) 472-5. 44. Dir.: Jane Courtland Welton.
Jeanne Pruett Music Inc. (BMI), 7: 3 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-2165.
Publicare Publ'g (ASCAP), 2510 T rrytown Mall, Houston, Tex. 77057. Tel: (713) 780-4506. Pres.. Jim D. J hnson. (Administered by Copyright Serv. Bureau)
Publishers' Licensing Corp., 488 I adison Ave., New York, N.Y. 10022. Tel (212) 753-1110. Cable: PHILP JRN. Telex 234128. Contact: Philip S. Kurnit; Copyright Mgr.: Joan C letti.
Pullen Pucker Music, PO Box 12(223, Nashville, Tenn. 37202. Tel: (615) 361-3756.
Punaluu Music (ASCAP), PO Box 3 1186, Honolulu, Hawaii 96820. Tel: (808) 293-1800. Contact Rick Asher Keefer.
Gerard W. Purcell Assocs. Ltd. (A CAP), 964 Second Ave., New York, N.Y. 10022. Tel: (212) 421-2670. Cable: PURCELLAS.
Purple Lady Publ'g (BMI), PO Bo x 757, Tiburon, Calif. 94920. Tel: (415) 435-0720. Pres.: Barbara Mes in.
Pzazz Music (BMI)/Adamsongs (A CAP) (divs. of Music Concepts Int'l), 257 Ashdale Pl., Los Angeles, Calif. 10049. Tel: (213) 476-2286. Pres. & Prof. Mgr.: Stephen L. Bedell.

Q

Q C A Music Inc. (ASCAP), 2832 S pring Grove Ave., Cincinnati, Ohio 45225. Tel: (513) 681-8400.
Quackenbush Music Ltd. (ASCAP) PO Box 2202, Palm Springs, Calif. 92263. Tel: (714) 325-5095. Pres.: (arly Simon; Gen. Mgr.: Arlyne Rothberg. (Administered by Gelfand, Bre lauer, Rennert & Feldman)
Quartet Music Inc. (ASCAP), see Trio.
Queen of Hearts Music, 6105A Yo ree Dr., Shreveport, La. 71105. Tel: (318) 861-0569. Owners: George Cl nton, Joe Spivey.
Quickmix Music Inc. (BMI), see ru.
Quinones Music Co. (BMI), 1344 Waldron, St. Louis, Mo. 63130. Tel: (314) 863-3605. Pres.: Eddie L. Joh nson; Gen. Mgr.: Ora Lovings. Prof. Mgr.: Clinton Primm.
Quintet Music Inc. (ASCAP), see Trio.

R

R C S Music Publ'g Inc. (ASCAP), 5220 Essen Ln., Baton Rouge, La. 70808. Tel: (504) 766-3233. TWX: (5 10) 993-3493. Pres.: Cyril E. Vetter; VP, Gen. & Prof. Mgr.: John Fred.
R E M Music Publ'rs, 2118 S. 7(St., Philadelphia, Pa. 19142. Tel: (215) 729-4423. Partners: Russell E & Patricia A. Moore.
R F D Music Publ'g Co. Inc. (AS AP), see Peer-Southern.
R M S Triad Publ'g (ASCAP), 626 ' Potomac Circle, West Bloomfield, Mich. 48033. Tel: (313) 585-8887, 61-5167. Owner: Bob Szajner.
Branch: Madison Heights, Mi n., 30125 John R. Zip: 48071.
R S O (The Robert Stigwood Org , 1775 Broadway, New York, N.Y. 10019. Tel: (212) 975-0700. Telex: 125779. Pres.: Fredric B. Gershon; VP Publ'g: Eileen Rothschild. (Ac ninistered by Chappell Music).
Branch: Los Angeles, Calif., 8 335 Sunset Blvd. Zip: 90069. Tel: (213) 650-1234.
Int'l branch: England.
Int'l firm represented: Numa Music (UK).
Rac Racouillat Music Mgmt. Ents (BMI), 7934 Mission Center Court, Suite B, San Diego, Calif. 92108. Tel (714) 296-9641. Pres.: Robert Racouillat; Prof. Mgr.: Roger Doyle.
Radmus Publ'g Inc. (ASCAP), 15 . 48 St., New York, N.Y. 10017. Tel: (212) 838-8660. Pres.: Hubert Terh ggen; Gen. Mgr.. Martin R. Feely.
Rae-Cox & Cooke Music Corp. (SCAP), 1697 Broadway, Suite 1105, New York, N.Y. 10019. Tel: (212 586-9406. Pres.: Theodore McRae; VP: Fredia Staton.
Ragged Island Music (BMI), 43)7 Saundersville Rd., Old Hickory, Tenn. 37138. Tel: (615) 847-3895. Pres.. Margaret Lewis; Gen. & Prof. Mgr.: Myra Smith.
Int'l rep.: Worldwide (EMI in UK).
Rainbow Road Publ'g, 1212 Bell Grimes, Nashville, Tenn. 37207. Tel: (615) 865-0653. Chm.: Glenn Summers.
Rainlight Music, see MCA.
Rainy Now Music (ASCAP), see Cherry Lane.
Rally Music (BMI), see Ralph's Radio Music.
Ralph's Radio Music (BMI), Hwy 441-23, Demorest, Ga. 30535. Tel (404) 754-6249.
Ramms Music (BMI) (div. of Hou e of Falcon Inc.), 821 N. 23, McAllen, Tex. 78501. Tel: (512) 687-7121. Cable: FALCON. Pres.: A. Ramirez Jr.
Int'l rep.: Mexico & Latin Am erica (Leo Musical in Mexico).
Ram's Horn Music (ASCAP), see Big Sky.
H. & G. Randall Inc. (ASCAP), 9 Elaine Rd., Milford, Conn. 06460. Tel: (203) 878-7383. Pres.: Gera l Randall; VP: Howard Randall; A&R: Bill Bloxsom.
Branches: Middletown, N.Y. 5 Randall Heights. Zip: 10940. Tel: (914) 343-6918—**Syracuse, N.Y.,** 1[illegible]00 W. Genesee St. Zip: 13204. Tel: (315) 468-0161.
Teddy Randazzo Music Inc. (BM , 51 W. 86 St., New York, N.Y. 10024. Tel: (212) 873-1800. Pres.: Teddy Randazzo; Gen. & Prof. Mgr.: Hermi Hanlin.
Ranjack Music (BMI), see 20th Century.
Fred Raphael Music Inc. (ASCAP , 319 Via Don Benito, Cathedral City, Calif. 92234. Tel: (714) 328-0170. Pres.. Hermione Greene.
Rare Blue Music Inc. (ASCAP), ee Chrysalis Music Group.
Bill Rase Prod'ns Inc., 955 Ven ure Court, Sacramento, Calif. 95825. Tel: (916) 929-9181. Pres., Gen. & Prof. Mgr.: Bill Rase.
Rashone Music (BMI), 455 W. H nover St., Trenton, N.J. 08618. Tel: (609) 989-9202. Pres.: Eddie Tone . (Administered by CBS Inc.)
Rathsino Music Co. (BMI), see Cameron.
Raton Songs Inc. (BMI), see Be ta.
Rat Trap Music Publ'g Co. (BM), see 20th Century.
Raven Music (BMI), 4107 Woodl nd Park Ave. N., Seattle, Wash. 98103. Tel (206) 632-0887. Pres.: Rona d W. Ellis.
Rawhide Music Co. (BMI), see Music Publ'g Corp.
Raybird Music Inc. (BMI), 457 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-2299. Pres.: Ray Passm n.
Raydee Music Co. (SESAC), see Glad Music.
Raydiola Music (ASCAP), PO B ox 5270, Beverly Hills, Calif. 90210. Tel. (213) 857-5517. Prof. Mgr.: Fred S. Moultrie.
Razzle Dazzle Music Inc. (BMI), 51 W. 86 St., New York, N.Y. 10024 Tel: (212) 873-1880 Pres.: Hermi Hanlin
Real Fine Songs (BMI), see Musicways & 20th Century.
Rear Window Music (BMI), see Solid Smoke
Rebecca Angeline Music (ASCAP)—Pres: Don Cartee—see Alan Cartee
Rebel Music (BMI), see Bug Music Group.
Reborn Music (SESAC), see Glori Gospel.
Record Junkie (BMI), 9000 Cynthia St., Suite 205, Los Angeles, Calif. 90069. Tel (213) 275-4790. Co-Pres.: Robert Adels, Topper Schroeder.
Red Admiral Music Inc. (BMI), see Chrysalis Music Group.
Red Barn Music Publ'g Co. (BMI), PO Box 84, Strausstown, Pa. 19559 Tel: (215) 488-1782. Pres. Patrick Sickafus; Gen. Mgr: Mark Rake.
Branch: Nashville, Tenn., 2204 Elliston Pl Zip: 37203. Tel (615) 320-7035.
Red Cow Music Inc. (ASCAP), see RSO
Red Dwarf Music (BMI), 13006 Saticoy St., North Hollywood, Calif. 91605. Tel (213) 764-1172 Cable VARSAR. Telex 194449. Pres. Chris Kuchler.
Redhead Music (ASCAP), see MizMo.
Jack Redick Music Publ'g Co. (BMI), Box 85, Rt 1, Georgetown, S C 29440. Tel (803) 546-7139. Owner: Jack Redick.
Red River Songs Inc. (BMI), 1001 N. Lincoln St., Burbank, Calif. 91506. Tel (213) 557-2553. Pres Dorothy L. Bond; Gen Mgr. Sherry Bond; Prof Mgr. Ken Rose.
Red Robin Music Corp. (BMI), see Al Gallico
Red Rock Music Co (BMI), PO Box 2671, Denver, Colo 80201 Tel (303) 572-9099. Pres James C. Scott Sr., Gen. Mgr.. Beatrice James; Prof Mgr: Sherman Johnson.
Red Stripe Music (BMI), see Don Williams.
Red Tennies Music (BMI), 816 N. LaCienega Blvd.. Los Angeles, Calif 90069. Tel: (213) 657-4521 Contacts. Dale Gonyea, Lynette Cimini
Rees Publ'g Group (ASCAP, BMI), PO Box 902, Provo, Utah 84601. Tel. (801) 225-4674. Pres.. R. Rees.
Jim Reeves Ents Inc , PO Drawer 1, 200 Madison St., Madison, Tenn. 37115 Tel. (615) 868 1150
Int'l rep.: Worldwide excluding USA & Canada (Intersong).
Regal Music Publ'ns (ASCAP) (div of Century Recs.), 1429 Hawthorne St., Pittsburgh, Pa. 15201 Tel (412) 781-4557. Pres.. Edward J. Moschetti, Prof. Mgr.. Gail P Gray.
Regeneration Publ'ns (ASCAP), see Chenamiah Music
Regent Music Corp. (BMI), see Goodman Group
Herb Reis Music Corp. (BMI), see Summit Music.
Remembrance Music (ASCAP), see Tiki Ents.
Lloyd Zane Remick, 1529 Walnut St., 6th fl., Philadelphia, Pa 19102. Tel (215) 568-0509. Pres: Lloyd Zane Remick; Admin. Asst. Elyce Carter.
Renda Music Inc. (BMI), 3830 N. Seventh St., Phoenix, Ariz. 85014 Tel (602) 277-1336. Pres. Floyd M. Ramsey.
Leon Rene Publ'ns (ASCAP), 2124 W. 24 St., Los Angeles, Calif 90018. Tel (213) 737-5125.
Renleigh Music Inc. (BMI), see Leigh Group.
Reno/Metz Music Inc. (ASCAP), 9000 Sunset Blvd.. Los Angeles, Calif. 90210. Tel (213) 278-7222. Telex 4720023. Pres. Bob Reno, Gen Mgr.. Paul Brown, Prof. Mgr. Paul di Franco.
Int'l firm represented: RMO Music Ltd (UK)
Int'l rep.: Worldwide (Artemis in Netherlands)
Republic Music Corp. (BMI), see World Music.
Resaca Music Publ'g Co. (BMI), see Combine.
Respect Music Co (BMI), 1159 S. La Jolla Ave., Los Angeles, Calif. 90035. Tel: (213) 938-3531. Pres . Miles Grayson, Gen. Mgr.: Peggy Grayson; Prof Mgr.: Lermon Horton.
Revelation Music Publ'g Corp. (ASCAP), see Tommy Valando.
Revere Beach Music, see Martin Cohen.
Revolver Music (ASCAP), PO Box 11321, St. Petersburg, Fla. 33733. Tel: (813) 576-9118. Gen. Mgr.. Charles R. Klimp.
William Rezey Music Co. (BMI), 815 Central Ave., Albany, N.Y. 12206. Tel: (518) 438-3333.
Rhythm Valley Music (ASCAP), 1304 Blewett St., Graham, Tex. 76046. Tel: (817) 549-1641. Pres. & Prof. Mgr.: Orville Clanda; Gen. Mgr.: Doris Clanda.
Fred Rice Prod'ns Inc., PO Box 643, 48-780 Eisenhower Dr., LaQuinta, Calif. 92253 Tel: (714) 564-4823 Pres.: Fred Rice, Gen. Mgr.: Robert Rice.
Jim W Rice Ents., 1902 Marcella, Nashville, Tenn. 37217. Tel: (615) 367-4432 Pres. Jim W. Rice
Charles Rich Music Inc. (BMI), 8229 Rockcreek Pkwy., Cordova, Tenn. 38018. Tel. (901) 382-2100.
Ricochet Recs., 8 Pasture Ln., Roslyn Heights, N.Y. 11577. Tel: (516) 621-4307, NYC. (212) 788-4007. Partners: Andy Marvel, David Hirsch.
Ridge Runner Publ'g (ASCAP), see Grass Mountain.
Tim Riley Music (BMI), 5324 Timmon, Memphis, Tenn. 38119. Tel: (901) 767 6098. Pres.: Tim P. Riley.
Ripcord Music (BMI), PO Box 2098, Vancouver, Wash. 98668. Tel: (206) 695-2112 Owner & Gen. Mgr.: Blaine H. Allen.
Rising Sons Music Inc. (BMI), see Combine.
Rite Music (BMI), 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533 Pres.: Carl J Burkhardt; VP: Philip Burkhardt.
Tex Ritter Music Publ'g (ASCAP), see Criterion.
Riva Music Inc. (ASCAP), 232 E. 61 St., New York, N.Y. 10021.
Int'l branch: England.
Int'l firms represented: BRM Publ'g Pty. Ltd (Australia), Crezent Music Ltd (UK), Dorissimo Music Ltd., GH Music Ltd. (UK), Tartan Music Ltd. (UK), Y-Not Music Ltd. (UK).
Roadmaster Music Corp. (BMI), see Al Gallico.
Roadshow Music Group, 425 E. 58 St., New York, N.Y. 10022. Tel: (212) 751-7078. Prof. Mgr.: Nancy Ruchs
Roads of Music Publ'g Corp. (BMI), 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 582-1250. Telex: 428131. Pres.: Niko Joel Anducic; Gen. Mgr.: Aliza Anducic; Prof. Mgr.: Tom Bush.
Domestic firms represented outside USA: Accabonac Music (BMI), Stormy Forest Prod'ns (ASCAP) (both Austria, Germany, Switzerland)
Int'l firms represented: Filmkunst Musikverlag GmbH/Intervox Musikverlag GmbH (Germany), Ketchup Music (France).
Robadon Music (BMI), PO Box 2094, Sheffield Lake, Ohio 44054. Tel: (216) 949-2078. Owner: Robert W. Sellers.
Marty Robbins Ents., 713 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-4940/3752. Pres.: Marty Robbins; Gen. Mgr.: James E. Farmer.
Don Robertson Music Corp. (ASCAP), PO Box 4141, Thousand Oaks, Calif. 91359. Tel: (213) 889-0876. Pres.: Don Robertson.
Int'l rep.: Worldwide except USA & Canada (Chappell-Morris).
Robin Hood Music Co. (BMI), 5531 Tuxedo Terr., Hollywood, Calif. 90028. Tel. (213) 465-9758. Pres.: John Marascalco; Office Mgr.: Bill Taylor.
Rob Roy Music Inc. (ASCAP), see President.

Rocket Publ'g, 3459 Cahuenga, Los Angeles, Calif 90068. Tel (213) 851 9845.
Int'l branch: England

Rockmasters Inc (BMI), 317 Granby St., Norfolk, Va. 23510 Tel: (804) 625 3470, 623-5565 Cable: ROCKMASTAS Pres. Frank Guida, Prof. Mgr R Burns.
Int'l branch: Italy, Gargano/Rockmasters.

Rockmore Music (BMI), 1733 Carmona Ave., Los Angeles, Calif 90019 Tel: (213) 933-6521. Owner & Gen. & Prof Mgr.: Willie H Rocquemore; Pres Perry Rocquemore; Sales Mgr.: Jennifer Jayson.

Rockslam Music (BMI), see Bug Music Group

Rocky's Ragdoll Publ'g Co. (BMI), 205-A Television Circle, Savannah, Ga. 31406. Tel. (912) 927-1761 Pres.: David M. Evans.

Rodeheaver Co. (ASCAP) (div. of Word Inc.), 100 Publishers Dr., Winona Lake, Ind. 46590. Tel (219) 267-5116. Pres.: J W. McCracken; VP: N. Bruce Howe Jr.

Roger Music Inc. (ASCAP), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel (213) 553 8787. Pres. Joseph S. Shribman

Lelan Rogers Music Inc (ASCAP), see MizMo

Rohm Music (BMI) (div. of Trod Nossel Artists Inc.), Box 57, 10 George St., Wallingford, Conn 06492 Tel: (203) 265 0010. Pres. Thomas Cavalier; Gen. & Publ'g Mgr.: Edyth L. Mercier.
Int'l rep.: Worldwide excluding US & Canada (Celestial Harmonies)

Rokblok, 203 Louise Ave., Nashville, Tenn. 37203 Tel: (615) 329-9988 Co Pres. Steve Gibson, Bill Martin, Prof Mgr. Mark Scott
Int'l reps.: Australia (Jonathan), Benelux (Co of the Two P(i)eters in Netherlands), France (Francis Day), Germany (Hans Gerig), South Africa (Jonathan), Sweden (Sweden Music), UK (EMI)

Angelo Roman Ents., Box 813, Valinda, Calif. 91744. Tel (213) 464-1112 Pres. Angelo Roman Jr.

Romarey Publ'g Co. (BMI), PO Box 6582, Fort Worth, Tex. 76115. Tel: (817) 924-3413. Pres. Cecil Lopez, Gen. & Prof. Mgr.: Stanley George.

Romona Music (ASCAP), 702 S. 15 St., Newark, N.J. 07013. Pres.: Gloria Black; Gen. Mgr.: Tom Bosco; Prof. Mgr.: Vincent Vallis. (Affiliated with Vado Music).

Ronarte Publ'ns (ASCAP), 46 E. Herbert Ave., Salt Lake City, Utah, 84111 Tel: (801) 355-5327 Pres. & Gen. Mgr.: Ron W. Simpson.

Roncom Music Co. (ASCAP), 305 Northern Blvd. Great Neck, N.Y 11021 Tel: (516) 466-5810.
Int'l branch: England

Rondor Music Inc., 1358 N. La Brea Ave., Hollywood, Calif 90028. Tel: (213) 469-2411. Cable ALPERMDSS. Telex 691282 TWX: (910) 321-3593
Int'l branches: Australia, Canada, England.
US firms represented outside US & Canada: in Australia—Alchemical Music (ASCAP), Assorted Music (BMI), Bellboy Music (BMI), Big Hill Music (ASCAP), Braintree Music (BMI), Charleville Music (BMI), Concourse Music (BMI), Doors Music (ASCAP), Fifth Floor Music (ASCAP), Four Knights Music (BMI), Fourth Floor Music (ASCAP), Gypsy Boy Music (BMI), Hibiscus Music (BMI), Hollenbeck Music (BMI), Hollywood Allstar Music (BMI), Hummit Music (BMI), India Music (ASCAP), Jasperilla Music (BMI), Lady Jane Music (BMI), Mburu Music (ASCAP), Medicine Hat Music (ASCAP), Mighty Three Music (BMI), Miles Ahead Music (ASCAP), Modern American Music (ASCAP), Ninth Music (BMI), Pal Dog Music (ASCAP), Pamjokeen Music (ASCAP), Porchester Music (ASCAP), Saggitire Music (BMI), Boz Scaggs Music (ASCAP), John Sebastian Music (BMI), Shillelagh Music (ASCAP), Three Knights Music (ASCAP), Weather Report Music (BMI), World War Three Music (BMI), **in UK**—Arnas Music Corp. (ASCAP), David Batteau Music (ASCAP), Braintree Music (BMI), Charleville Music (BMI), Clean Sheets Music (BMI), Doors Music Co. (ASCAP), Dovan Music (ASCAP), Frettsongs, Hollenbeck Music (BMI), India Ink Music (ASCAP), Jasperilla Music (BMI), Magic Land Music (ASCAP), Miles Ahead Music (ASCAP), Modern American Music (ASCAP), Rosy Publ'g Inc., Saggitire Music (BMI), Tangerine Music (BMI), Walkin' Fish Music, Weather Report (BMI), X-Ray Music (BMI); **in Hong Kong, Malaysia, Singapore & South Africa**—Magicland Music; **Others**—Bitchin' Guy Music (ASCAP), Catpatch Music (BMI), Crazy Horse Music (BMI), Jowcol Music (BMI), Lost Cabin Music (BMI), Red Setter Music (ASCAP), Sacred Heart Music (BMI).
Int'l firms represented in USA: Bluebeard Music, Budgie Music, Creek Publ'g Ltd., Deptford Songs, Dormant Music Ltd., Ennismore Music, Envoy Music, Fair Music Ltd., Geronimo Music Ltd., Headquarters Artist, Kathbo Ltd., Macaulay Music, Management Ltd., Manthula Music Ltd., Oval Music, Roker Music Ltd., Secret Songs, Signalgrade Ltd., Silver Star Publ'g, Smudge Music, Straitjacket Songs, Tin Lid Music (all (UK).

Rong Music Co. (ASCAP)—Owner: Adrian Belew—see Sunnyslope.

Ron-Ken Music (ASCAP), see Petoskey.

Rontom Music Co. (ASCAP), 110 21 Ave S., Nashville, Tenn 37203 Tel (615) 327-1050. Owner: Tom Walls.

Room 7 Music (BMI) (div. of Seven Arts Press), PO Box 649, Hollywood, Calif. 90028 Pres. Walter E. Hurst.

Roots Music (BMI), PO Box 111, Seabright, N.J 07760. Pres. Jean Schweitzer; VP: Robert N. Bowden.

Brian Ross Music (BMI), 3884 Franklin Ave., Los Angeles, Calif. 90027 Tel (213) 662-3121. Pres.: Brian Ross.

Rothstem Music Ltd., 40 Sutton Pl., New York, N.Y 10022 Tel: (212) 751 8619. Partners: Ellyn & Sharol Rothstern.

Rotten Music (BMI), see Bug Music Group

Rough Rider Music (SESAC), see Annextra.

Rough Trade Inc. (ASCAP), 1412 Grant Ave., San Francisco, Calif. 94133 Tel: (415) 986-3675. Pres.: Alan Sturdy; Gen. Mgrs.: Ray Farrell, Sharon Martinez; Prof. Mgrs: Steve Montgomery, Ann Lehman **Local branch:** 1042 Murray St., Berkeley 94710. Tel: 548-9212
Home office: England.

Rough Trade Music Ltd. (BMI), see Rough Trade Inc.

Round Sound Music (BMI), 1918 Wise Dr., Dothan, Ala. 36303 Tel: (205) 794-9067. Pres. Jerry Wise.

Roundtree Music Publ'g (ASCAP), 5945 Irving St., Philadelphia, Pa. 19139. Tel: (215) 476-8416. Pres.: Allen L Davis; Gen Mgr.: Victor Sokoya; Prof Mgr.: Vince Adams.

Rout Music (BMI), PO Box 246, Seabright, N.J. 07760. Pres Robert N. Bowden.

RowChar Music (ASCAP), 716 W 33 St., San Pedro, Calif. 90731 Tel: (213) 833-1233. Pres.: John Rowin; Gen Mgr. Charlotte Polite

Royal K Music, see Musique de Soleil.

Royal Spin Music Inc. (BMI), 26 Cass Pl., Brooklyn, N.Y 11235 Tel (212) 743-3709. Pres.. Nat Margolis, VP: William Rizzo.

Royal T Music (ASCAP), PO Box 946, Springtown, Tex. 76082 Tel (817) 433-5720. Pres.. James Michael Taylor; Gen. Mgr.. Barbranne Taylor; Prof. Mgr.: Peggy Souix.
Branch: Portland, Ore., 626 NE 109 Ct Zip 97220 Tel: (503) 254-5828 VP: James L. Taylor.

Rubank Inc. (ASCAP), 16215 NW 15 Ave., Miami, Fla 33169 Tel: (305) 625 5323.

Rubicon Music (BMI), 8319 Lankershim Blvd., North Hollywood, Calif 91605 Tel: (213) 875 1775 Pres Freddie Piro, VP & Gen Mgr Ms. Teri Piro, Prof Mgr. Dan Howell.

David Rubinson & Friends Inc., 827 Folsom St., San Francisco, Calif 94107 Tel (415) 777 2930 Telex: 340116 Pres David Rubinson, Prof. Mgr Kathi Horton

Ru-Dot To Music (BMI), see Derby

Rumblin' Songs (BMI), PO Box 84, Peoria, Ill. 61650. Tel (309) 674-5685 Contact. Todd Waddell.

Runaway Inflation Music (BMI), see 20th Century

Frank Russell Music (ASCAP), 170 Linwood Ave., Paterson, N.J 07502. Tel (201) 595-7557 Pres. & Gen. Mgr.. Frank Russell, VP Margaret Rugiero; Prof. Mgr.. Tommy Russell.

Rustron Music Prod'ns (BMI), 200 Westmoreland Ave., White Plainst N Y 10606. Tel: (914) 946-1689. Pres.. Rusty Gordon, Gen Mgr.: Ron Caruso, Prof. Mgrs. Rusty Gordon, Ron Caruso.
Branch: Arcadia, Calif., Rustron Music West, 2804 S. Baldwin Ave Zip 91006. Tel: (213) 446-5855 Gen. & Prof Mgr: Mike Cohen.
Int'l firm represented: Sono Exit Rec. Co (Columbia)
Int'l reps.: Central & South America, Mexico, Spain (Alhambra Int'l in USA).

Charles Ryckman Music Publ'g & Sales Co. (ASCAP, BMI), 7966 SW Seventh Court, North Lauderdale, Fla 33068 Tel (305) 721 7907 Pres Charles G. Ryckman.

S

S & R Music Publ'g Co (ASCAP), 39 Belmont, Rancho Mirage, Calif 92270 Tel (714) 346 0075 Owner Scott B Seely, Promo & Opns. Mgr. Dolores Gulden

S U K I Music (BMI), see JEDO

S V O Music (ASCAP), see Reno/Metz

Sabal (ASCAP), 1722 West End Ave., Nashville, Tenn 37203. Tel: (615) 327 4104 Pres.: Mel Tillis; Prof. Mgr.: Jimmy Darrell.

Saber Tooth Music (BMI), see Scotti Bros.

Saddlebag Music (BMI), see Indian Summer.

Safmar Publ'g Co. (BMI), PO Box 978, Mooresville, N C. 28115. Tel (704) 663-4892. Pres., Gen. & Prof. Mgr.: Jack Safrit.

Sage & Sand Music (SESAC), see Music Publ'g Corp.

St Cecilia Music (BMI) (div. of Parallel Recs. & Tapes), 1414 Summit Ridge Dr., Beverly Hills, Calif. 90210 Tel (213) 858-5913, 477-3651 Pres. Larry A Weir; Gen Mgr. Robert M. Harrison, Prof Mgr Tom W. Weir.

St Francis Music Co (BMI), see Derry

St. Nicholas Music Inc. (ASCAP), 1619 Broadway, New York, N.Y 10019 Tel: (212) 582-0970. Pres.: Johnny Marks

Saka Music Co. (BMI), 5937 Ravenswood Rd., Bldg. H-11, Fort Lauderdale, Fla 33312. Tel: (305) 456-0847 TWX: (510) 954-9798 Pres Eugene Settler; Gen Mgr: Ruth Gamba

Salsoul Music Publ'g Corp. (ASCAP), 401 Fifth Ave., New York, N.Y 10016 Tel (212) 889 7340 Telex: 236464 Pres Joseph Cayre, Admin'r Larry Spier
Int'l reps.: Argentina (Relay), Australia & New Zealand (Ivan Mogull), Belgium (Roba), Canada (Sunbury/Dunbar), France (Belwin Mills), Italy (Pana), Japan (Ivan Mogull), Mexico (EDIM), Netherlands (Roba), Portugal (RCA), Scandinavia (Au), South Africa (Musicpiece), Spain (RCA), UK (ATV)

Same Old Music Publ'g (BMI), PO Box 622, Orangevale, Calif. 95662 Tel: (916) 726-4816. Pres John Roberts; VP: James Chalmers

Sam Vox Music Inc. (ASCAP), see President

Sand Island Music Co (BMI), PO Box 688, Eugene, Ore. 97440 Tel: (503) 686-0779. Pres.: Kathy L. Waisanen; Gen. & Prof. Mgr.: Joel King.

Sandman Music Publ'g Co. (ASCAP), 6 Morris Ave., Montville, N.J 07045 Tel (201) 334-0863. Prof Mgr. Sandy Nelson.

Sands Music Corp. (ASCAP), see Barton Music.

Sandy Springs Music (ASCAP), see Bowman.

Sanga Music Inc. (BMI), 250 W 57 St., Suite 2017, New York, N.Y. 10019 Tel: (212) 586-6553. Cable: LEMANAG Pres.. Harold Leventhal; Gen Mgr.: Joy Graeme

Sangre Prod'ns Inc (ASCAP), 9844 Business Park Dr., Sacramento, Calif 95827. Tel: (916) 361-3652. VP: Mary Neely; Exec. Coord.: Jan Eric Volz.

San Juan Avenue Music, 8909 W Olympic Blvd., Beverly Hills, Calif. 90211 Tel: (213) 657 8795

San-Lyn Music (BMI), Box 46, Colvin Sta., Syracuse, N.Y. 13205. Gen Prof. Mgr.: Jack Swanson

Sanskrit Publ'g Co (ASCAP), 4120 Excelsior Blvd., Minneapolis, Minn 55416. Tel: (612) 920-9590

Santa Gertrudis Music (BMI), see Trinity.

Sapphire Music Publ'g, 2815 Octavia St., New Orleans, La. 70115. Tel: (504) 866 3478, 340-4068. Pres. Lou Welsch Jr.; Prof. Mgr. Sandy Terry.

Sara Lee Music Publ'g Co (BMI), see Chris

Saran Music Co (BMI), PO Box 17667, Dallas, Tex. 75217 Tel: (214) 428-3128. Pres: Dewey Groom

Sashay Music Inc. (ASCAP), see Morris Music & Chappell.

Satchitananda Publ'g (BMI), PO Box 891, Hendersonville, Tenn. 37075. Tel (615) 865 1641. Pres: David A. Hoffman

Satrycon Music (BMI), PO Box 75692, Los Angeles, Calif 90075 Tel: (213) 656-0982. Owner: David Austin.

Satsong Music (ASCAP), PO Box 720636, Atlanta, Ga. 30328 Tel: (404) 393-4640. Contact: Steve Kaye.

Satsuma Music (BMI), see Big Heart.

Saul Avenue Publ'g Co. Inc. (BMI), see Hal-Nat.

Savgos Music (BMI), 342 Westminster Ave., Elizabeth, N.J. 07208. Tel: (201) 351-6800. VP & Gen. Mgr.: Fred Mendelsohn; Office Mgr.: Helen Gottesmann.

Sawgrass Music Publ'rs Inc (BMI), 1722 West End Ave., Nashville, Tenn. 37203. Tel: (615) 327 4104 Pres. & Gen. Mgr.: Lonnie M Tillis, Prof Mgr.: Jimmy Darrell

Scales of Justice Music Inc. (BMI), PO Box 2609, 119½ E Main St., Lafayette, La 70502 Tel: (318) 235 3587 Pres J Michael Fernandez

Scarlet Stallion Music (BMI), see Rees

Schabraf Music (BMI) (div. of Bee Jay Booking Agency & Rec'g Studios Inc.), 5000 Eggleston Ave., Orlando, Fla. 32810 Tel (305) 293 1781. Pres Eric T Schabacker; VP & Gen. Mgr. James A. Katt

Schaum Publ'ns Inc (ASCAP), 2018 E. North Ave., Milwaukee, Wis 53202 Tel (414) 276 9984 Pres John W Schaum; VP & Gen Mgr.: Wesley Schaum.
Int'l rep.: England & Germany (Bosworth).

Schiffman Music Co (BMI), 9200 Sunset Blvd. No. 620, Los Angeles, Calif 90069 Tel: (213) 550-0200.
Int'l reps.: France (Marouani), Germany (Meisel), Japan (Taiyo), Spain (Hispavox)

David Schine & Co Inc., 626 S. Hudson Ave., Los Angeles, Calif. 90005. Tel (213) 937 5000 Pres.: G. David Schine; Gen. Mgr.: Berndt Schine.

E C Schirmer Music Co (ASCAP)/Ione Press Inc (BMI), 112 South St., Boston, Mass 02111 Tel (617) 426 3137 Cable SCHIRMUCO Pres. Robert Mac Williams, Gen Mgr Pauline Delaney
Sole selling agent for: American Musicological Society Eds., American Recorder Society Eds., Columbia Univ Music Press, Galaxy Music Corp., Highgate Press (all USA), Camera Music, London Pro Musica Eds., Nova Music, Stainer & Bell, Yorke Ed (all UK); Edition Delrieu (France), Les Eds. Ouvrieres (France), Edition Foetisch (Switzerland)
Int'l rep.: British Commonwealth excluding Australia, Canada & New Zealand; Europe & South Africa (Richard Schauer in UK).

G Schirmer Inc (ASCAP), 866 Third Ave., New York, N Y 10022 Tel (212) 935 5100 Pres. Edward Murphy; Prof Mgr Howard Scott; Adv Mgr K Handel.
Subsidiary Co.: Associated Music Publ'rs Inc
Int'l firms represented: Anton Benjamin (UK), Bote & Bock (Germany), Breitkopf & Haertel (Germany), J. Curwen & Sons (UK), Ludwig Doblinger (Austria), Enoch & Cie. (France), Eds Max Eschig (France), F.E.C Leuckart (Germany), Faber Music Ltd (UK), Mezhdunarodnaja Kniga (USSR), Musikverlag Zimmermann (Germany), Adolph Nagel (Germany), D. Rahter (UK), G. Ricordi (France, Germany, Italy, South America), Eds Salabert (France), R Schauer (UK), Hans Sikorski (Germany), N. Simrock (UK), Union Musical Espanola (Spain), VAAP (USSR)

Schroder Music Co (ASCAP), 2027 Parker St., Berkeley, Calif 94704 Tel (415) 843-2365 Owner. Nancy Schimmel, Mgr Ruth Burnstein.

A Schroeder Int'l Ltd., 200 W 51 St., New York, N.Y. 10019 Tel (212) 582-8995 VP & Gen Mgr Beldeen Fortunato

Andrew Scott Inc (ASCAP), see Leigh Group

G Scott Music Publ'g Co (ASCAP), 345 S Citrus Ave., Los Angeles, Calif 90036 Tel (213) 939 3630 Owner James T Lester

Scotti Bros Music Publ'g, 2114 Pico Blvd Santa Monica, Calif 90405 Tel (213) 450-3193 TWX (910) 490 2638 Pres Tony Scotti, VP & Gen Mgr. Kim Espy, Admin Dir Carole Standford

Scott Music Publ'ns (ASCAP), PO Box 148, Hollywood, Calif. 90028 Tel (714) 992-1522. Pres: Scott Fredrickson, Gen Mgr Debra Kuehn (Distributed by Alfred Publ'g)

Screen Gems-EMI Music Inc. (BMI), 6255 Sunset Blvd., Hollywood, Calif 90028. Tel (213) 469-8371. Pres Lester Sill, VP Admin: Jack Rosner, VP & Prof Activities Dir Paul Tannen
Branches: New York, N.Y., 1370 Ave of the Americas. Zip 10019 Tel (212) 489-6740—**Nashville, Tenn.,** 1207 16 Ave S Zip 37212 Tel (615) 320 7700.
Int'l branches: England, Germany, Italy, Sweden
Int'l reps.: France (Eco), Japan (Toshiba-EMI)

Screen Test Music Publ'g Co (ASCAP), see Slide

Scribble Music (BMI), see Bug Music Group

Scrunge Music (BMI), 8947 Alton St. Philadelphia, Pa 19115 Tel (215) 671-1590 Pres & Gen Mgr Larry Feldman

Scully Music (ASCAP)/Orange Bear Music (BMI), 800 S Fourth St., Philadelphia, Pa 19147 Tel (215) 755 7000 Pres Walter B Kahn, VP Lisa Sable

Seabreeze Music Co (BMI), see Rex Zario

Seacoast Music Publ'g Co Inc (BMI), 1440 79th St Causeway, Suite 301, Miami Beach, Fla. 33141 Tel (305) 861 2181 Co Pres Hal Fein, Robert Uhlmann, Prof. Mgr Linda Sperber
Int'l rep.: Worldwide (Intersong Int'l)

Seafood Music (BMI), PO Box 42338, San Francisco, Calif 94101 Tel (415) 821-7311 Dir Barry Melton
Int'l reps.: Austria (Rolf Budde), France & SACEM territories (Robinsong), Germany (Rolf Budde), Italy (Suono), Japan (Harry Fox), Netherlands (Anagon), Scandinavia (Sonet), Switzerland (Rolf Budde), UK & Commonwealth (Chrysalis)

Seasun Experience Music Prod'ns (ASCAP), PO Box 1725, Daytona Beach, Fla. 32015 Tel: (904) 255 4891/1401x354 Owner & Prof Mgr Thomas P. Brown.

John Sebastian Music (BMI), c/o Mitchell, Silberberg & Knupp, 1800 Century Park E., Los Angeles, Calif. 90067 Tel (213) 553 5000. Cable SIL MITCH. Telex 691347.

Frank Secich Music (BMI), see Bug Music Group

Second Wind Music (BMI), see Bug Music Group

Sect Music (BMI), see Bug Music Group

Neil Sedaka Music Publ'g, 1370 Ave of the Americas, New York, N Y 10019 Tel (212) 586 5712

See Johnny Run Songs (BMI), see Bug Music Group

Seesaw Music Corp (ASCAP), 2067 Broadway, New York, N Y 10023. Tel (212) 874-1200 Pres & Prof. Mgr Raoul R Ronson, Gen Mgr S.B Kohn.
Int'l firm represented: Tonos (Germany)

Segel & Goldman Inc., 9348 Santa Monica Blvd., 2nd fl., Beverly Hills, Calif 90210 Tel (213) 278 9200 Pres Ralph Goldman, Gen Mgr Paul Ginger

Sidney A. Seidenberg Music Ltd., 1414 Ave of the Americas, New York, N.Y 10019 Tel (212) 421 2021 Cable SAS TALENTS Telex 128285 Pres Sidney A. Seidenberg, Gen Mgr. Floyd Lieberman
Int'l rep.: Worldwide excluding Australasia, Canada, UK & USA (Ivan Mogull).

Ralph L. Seltzer Inc., c/o Great Oak Vineyard, 1751 Draper Valley Rd., Selma, Ore. 97538. Tel (503) 597-2161 Cable MUSICWORLD. Pres Ralph L. Seltzer, Gen Mgr Carla Bartoletti
Int'l branches: Australia, England, Germany, Spain
US firms represented: Barcam, Paddle, Rollin' Rock, Ron Weiser
Int'l firms represented: Budding (UK), Dinsong (UK), Franton (Italy), Matthews Music (Australia & New Zealand), OctoArts (Philippines), Pacifico (Mexico), Quiroga (Spain & Portugal), Regents Park (UK), Reveille (South Africa), STS Music Int'l (Germany, Austria, Switzerland), Shafmere (UK), TC Music (Brazil), Victor (Japan), Virgin (UK)

Semerak Publ'g Co. (BMI), 4327 S Sacramento Ave., Chicago, Ill. 60632 Tel (312) 523 3914 Pres R M Semerak

Senor Music (ASCAP), see Garrett

Seph Music (BMI), see 20th Century

September Music Corp (ASCAP), 250 W 57 St., Suite 1916, New York, N Y 10019 Tel (212) 581 1338 Cable MILLSTAN Pres Stanley Mills
Int'l firms represented: Grenyoco Music (UK), Hush Music Ltd (UK), Robert Kingston (UK)

Serveca Music (BMI)—Owner Cerves T McNeill see Kerstene

Sesco Music (BMI), 1572 Park Crest Court, San Jose, Calif. 95118. Tel (408) 265-2008 Gen. Mgr David Sesnak.

Sesco Songs (ASCAP), see Sesco Music

Seven Figure Music Corp (ASCAP), see Al Gallico

Seven Hills Publ'g Co Inc (BMI), 905 N Main St., Evansville, Ind. 4771 Tel (812) 423-1861 Pres: Ed Krietemeyer, Gen Mgr. P.J. Hayden.

Seven Of Us Music (BMI), 26 Mountain Ave., Dover, N.J 07801. Tel: (201) 361-2084 Pres Michael F Matushin Sr

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

Shade Tree Music Inc. (BMI), PO Box 500, Bella Vista, Calif 96008. Tel:

(916) 241-9020. Pres. & Prof. Mgr.: Merle Haggard; VP: Bob Whitson.
Int'l rep.: Worldwide excludin USA & Canada (Southern).
Shadow Fax Music (BMI), see O/ S Music Group.
Shaftsbury Music Ltd., see MAM.
Shamga Publ'g Co. (BMI), 254 E. 9 St., Suite 7, Los Angeles, Calif. 90011. Tel: (213) 746-6499. Pres.: D ffy Hooks III.
Cyril Shane Music Inc. (ASCAP), 2 922 Killion, Woodland Hills, Calif. 91367 Tel: (213) 340-8016. Pres.: C il Shane.
Int'l branch: England.
Int'l firms represented: Kings e Songs Ltd., Pedro Music Ltd., Supersongs Ltd. (all U.K.).
Int'l reps.: Australasia (Allans Music in Australia), Germany, Austria & Switzerland (Melodie der Wel , South Africa (Gallo).
Shapiro Bernstein & Co. Inc. (AS AP), 10 E. 53 St., New York, N.Y. 10022. Tel: (212) 751-3395. Cable: BI RNSTEIN. Pres.: Richard M. Voltter, Exec. VP: Leon J. Brettler; Prof. Mg .: Casey Del Casino.
Int'l branch: England.
Int'l rep.: Australia (Wallaby).
Eddie Shaw Music Corp. (ASCAP see Barton Music.
Shawnee Press Inc. (ASCAP) (div. f Waring Ents. Inc.), Delaware Water Gap, Pa. 18327. Tel: (717) 476-0 0. Chief Exec. Officer: Fred Waring Jr.; Pres.: Fred Waring; Sales Mgr. Sam DeRenzis; Licenses Dir.: Steve Kanych.
Sheffield Music Corp. (BMI), see Shapiro Bernstein.
Shekere Music (BMI), 2218 Ro ewood Ave., Richmond, Va. 23220. Tel: (804) 355-3586. Pres.: Plunk Nkabinde; VP & Gen. Mgr.: James Gray; Prof. Mgr.: Sylvia Potts.
She-La-La (SESAC), see Derby.
Sheli Music Publ'g Corp. (BMI)- Pres.: James Castor—see Jimpire
Sheljac Music (BMI), see Bug M sic Group.
Shelton Assocs. (BMI), 2250 Bry Mawr Ave., Philadelphia, Pa. 19131. Tel: (215) 477-7122. Pres.: Georg Guess; Gen. Mgr.: Ted Brown; Prof. Mgr.: Richard Jackson.
Shelview Publ'ns Co. (BMI), 414 S. King Dr., Chicago, Ill. 60653. Tel: (312) 624-8060. Pres.: James W. Sl elton Jr.
Shemesh Music (SESAC), see M yflower Music.
Shennandoah Music (ASCAP), s Terrace.
Shepherd's Fold Music (BMI)—F es.: Oarrell Harris—see Oawn Treader.
Sheri Glen Publ'ns Inc. (BMI), 116 Alford Ave., Birmingham, Ala. 35226. Tel: (205) 823-5602. Pres.: B cky Davis; Gen. & Prof. Mgr.: Willum Fowler.
Sherlyn Publ'g Co. (BMI), 495 S 10 Court, Hialeah, Fla. 33010. Tel: (305) 888-1685.
Admin. branch: New York, N. , 65 E. 55 St., Suite 604. Zip: 10022. Tel: (212) 752-0160.
Int'l rep.: Worldwide (CBS In 'l in USA).
Sherman Oaks Music (BMI), se Combine.
Shidel Music (BMI), see Bug M sic Group.
Shindler & Assocs. Inc. (ASCAP) see Shindler Music.
Shindler Music Co. Inc. (BMI), P Box 381585, Memphis, Tenn. 38138. Tel: (901) 685-2321. Pres.: Robe Shindler; Gen. Mgr.: Tom Jones III; Prof. Mgr.: Laura Shindler.
Shoals Music Mill Publ'g Co. (A CAP), see Alan Cartee.
Shoesongs (ASCAP), see Bug M sic Group.
Shoetunes (BMI), see Bug Mus : Group.
Troy Shondell Music (SESAC), P Box 292, 450 Jefferson Park Mall, Huntington, Ind. 46750. Tel: (219 356-3964. Pres.: Troy Shondell; Gen. Mgr.: Carol Schelton; Prof. Mgr.: J mes E. Chovanec.
Short Pump Assocs. (BMI), PO 3ox 11292, 1901-E N. Hamilton St., Richmond, Va. 23230. Tel: (804) 355-4117. Contact: Dennis Huber.
Short Rose (ASCAP), see Songs of the Southland.
Shotgun Music Co. (BMI), 22 Pi e St., Freeport, N.Y. 11520. Tel: (516) 546-8008. Pres.: Anthony Ferran ; Prof. Mgr.: Bill Seabrook.
Int'l rep.: Worldwide excludi g USA & Canada (Burlington in UK).
Show Biz Music Group, 110 21 ve. S., Nashville, Tenn. 37215. Tel: (615) 327-0514. Pres.: Reg Dunla
Shownote Music Co., see Show iece.
Showoff Publ'g Co., see Showp ece.
Showpiece Prod'ns (BMI), PO B x 79, Main Sta., Yonkers, N.Y. 10702. Tel: (914) 965-0801, 968-5949. res.: Robert B. Schoen.
Showtime Publ'g Co. (BMI), P Box 40074, Washington, D.C. 20016. Tel: (202) 397-6952. Pres.: Cha es A. Ables; Gen. Mgr.: Berch L. Salles.
Shtup City Publ'g (ASCAP), 16 eef, Suite 1, Marina Del Rey, Calif. 90291. Tel: (213) 392-2497. Pres.: ebecca Dru.
Sidmal Publ'g (ASCAP), see Til al Publ'g.
Siggy Music (BMI), see 20th C ntury.
Sight & Sound Int'l Inc., PO ox 27, 3200 S. 166 St., New Berlin, Wis. 53151. Tel: (414) 784-5850
Int'l branch: Netherlands.
Jerry Sikorski Music (BMI), se Bug Music Group.
Silhouette Music Corp. (ASCAF , see The Herald Ass'n.
Silicon Music Inc. (BMI), 222 T lane St., Garland, Tex. 75043. Pres. & Gen. Mgr.: Gene & Dea Summer
Int'l reps.: France (Big Beat Netherlands (Collector Recs.), Switzerland (Lake County), UK (Red Ho /Blue Cat).
Silk Purse Music (BMI), 1516 Oak St., Alameda, Calif. 94501. Tel. (415) 865-2040. Owner: Michael ogan.
Silver Blue Music Ltd. (ASCAP) 220 Central Park S., New York, N.Y. 10019. Tel: (212) 586-3535.
Silverhill Music (BMI), PO Box 19439, Los Angeles, Calif. 90039. Tel: (213) 663-8073. Exec. Ass't: Paul F. Wells.
Silver House Music Co. (ASCA), see 20th Century.
Silverline Music Inc. (BMI), 32 Rockland Rd., Hendersonville, Tenn. 37075 Tel: (615) 824-7273. Pres.: Duane Allen; Gen. & Prof. Mgr.. Noel Fox.
Local branch: 1019 17 Ave S. Zip: 37212. Tel: 327-4815.
Silver Music (ASCAP), see Bla chris.
Silver Nightingale Music (ASC P), 2165 Benecia Ave., Los Angeles, Calif. 90025. Tel: (213) 556-172 (714) 436-1051. Pres.: Joan Nemour; Gen. Mgr.: Virginia Healy; Prof. gr.: Sidney Bulkin.
Int'l firm represented: Pet rbilt Music (Canada).
Int'l reps.: Australia & New ealand (Matthews in Australia), Benelux (Intersong Basart), Germany STS), Mexico (Latino Americana), Scandinavia (Air Music in Sweder).
Silver Soul Music (BMI), see ombine.
Silverstone Music (ASCAP), s Heartstone.
George Simon Inc. (ASCAP), 147 Sunshine Circle, Palm Springs, Calif. 92262. Tel: (714) 327-446 . Pres.: George Simon.
Paul Simon (BMI), 36 E. 61 St New York, N.Y. 10021. Tel (212) 751-6590. Gen. Mgr.: Ian Hoblyn.
Simply Great Music (BMI), se : Plain Great.
Singing River Publ'g Co. Inc. (MI), 205 Acacia St., Biloxi, Miss. 39530. Tel: (601) 436-3927. Pres.: Ma on Carpenter; Gen. Mgr.: Winona Carpenter; Prof. Mgr.: Lee Carpenter.
Singin' Suite Music (SESAC)- Neil Patton Rogers—see Buckhorn.

Shelby Singleton Music Inc. (BMI), 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 385-1960. Cable: SHELREC. Pres. Shelby S Singleton Jr.; VP & Gen Mgr.: John A. Singleton; Prof. Mgr.: Sid Singleton.
Int'l reps.: Australia (Festival), Austria (Bellver), Belgium (Basart), France (Pathe-Marconi), Germany (Bellver), Japan (Pacific), Netherlands (Basart), Portugal (Canciones del Mundo), South Africa (Clan), South America (Odeon), Spain (Canciones del Mundo), Sweden (Sweden Music), Switzerland (Bellver), UK (Sonet).
Singletree Music Co. (BMI), see Music Publ'g Corp.
Sing Me Music Inc. (ASCAP), 501 Chesterfield Ave., Nashville, Tenn. 37212. Tel: (615) 297-0024. Pres: Jean Zimmerman; Prof. Mgr.: Mary Louise Smith.
Singspiration Inc. (ASCAP) (div. of The Zondervan Corp.), 1415 Lake Dr. SE, Grand Rapids, Mich. 49506. Tel: (616) 459 6900 Pres.: Peter Kladder Jr.; Exec. VP: John S. Helder.
Branch: Dallas, Tex., Stamps Baxter Music Co., 201 S. Tyler. Zip: 75208. Tel: (214) 943-1155. Gen. Mgr.: Wilford Roach.
Sing Sweeter Music (BMI), see The Mathes Co.
Siren Songs (BMI), c/o Loeb & Loeb, 10100 Santa Monica Blvd., 22nd fl., Los Angeles, Calif. 90067. Tel: (213) 552-7783.
Sirloin Music Publ'g (BMI), 14045 S. Main, Suite 303, Houston, Tex. 77035 Tel: (713) 641-0793. Pres.: Roger L. Cummings; Gen. Mgr.: Steve Cummings; Prof. Mgr.: Robert Jackson.
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Sivatt Music (BMI), PO Box 7172, Greenville, S.C. 29610. Tel: (803) 269-3961. Pres. Jesse Evatte.
Six Continents Music Publ'g Inc. (BMI), see Arista-Interworld
Skafish Music (BMI), see Cameron.
Ski-Cat Music (BMI), see Garrett.
Skidmore Music Co. Inc. (ASCAP), see Shapiro Bernstein.
Jimmie Skinner Music Publ'g (BMI), 5825 Vine St., Cincinnati, Ohio 45216. Tel: (513) 242-8000. Pres.: Lou Ukelson.
Skinny Zach Music Inc. (ASCAP), 6430 Sunset Blvd., Suite 1104, Los Angeles, Calif. 90028. Tel: (213) 461-2988. Pres.: Zach Glickman.
Int'l reps.: France (Criterion), Germany (Toledo), UK (Cyril Shane).
Skip Jack Music (BMI), see Mimic.
Skyhill Publ'g Co. Inc. (BMI), 6525 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1285. TWX: (910) 321-4342. Pres.: Denny Cordell; Gen. Mgr.: Gary Heaton; Dir.: Lionel Conway; Admin.: Pat Shannahan.
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Skyway Music Publ'g (BMI), PO Box 133, Hollywood, Calif. 90028. Owner: Everett L. Whenham.
Slambeat Music (BMI), see Trinity.
Slap Shot Music (BMI), see Don Williams.
Slash Music, 7381 Beverly Blvd., Los Angeles, Calif. 90036. Tel: (213) 937-4660. Pres.: Robert Biggs.
Sleepy Hollow Music Co. (ASCAP), PO Box 7, Swannanoa, N.C. 28778. Tel: (704) 686-3235. Pres.: Billy Edd Wheeler.
Branch: Los Angeles, Calif., c/o Magic Touch Music, 9134 Sunset Blvd. Zip: 90069. Tel: (213) 273-6580—**Nashville, Tenn.,** 508 Whispering Hills. Zip: 37211. Tel: (615) 883-3170. Prof. Mgr.: Linda S. Dotson.
Slide Music Publ'g Co. (ASCAP) (div. of McKinnon Recs. Co.), PO Box 691, Reading, Pa. 19601. Tel: (215) 372-7361. Pres. Leonard McKinnon.
Int'l reps.: Argentina (Julio Korn), Australia (Allans), Austria (Ludmilla), Belgium (Oisco), Brazil (Copacabana), Canada (Jendale), Chile (Fermata), Denmark (Winckler), Finland (Coda), Germany (Paul C Arends), Greece (Arion), Ireland (Segway), Israel (Israeli Music Publ'ns), Japan (Crown), Switzerland (Belmont), Sweden (Globe), UK (Cyril Shane, Soulsational Sounds).
Slimbull Music (BMI), see Brim.
Slingshot Music (BMI) (div. of TRC Corp.) c/o TRC Mid-America Rec'g Center, 1330 N. Illinois St., Indianapolis, Ind. 46202. Tel: (317) 638-1491.
Slippery Jack Song Co. (ASCAP), see Skip Taylor & Bug Music Group.
Slow Dancing Music Inc. (BMI), see Buttermilk Sky.
M. Lynwood Smith Publ'ns (SESAC), Rt. 1, Box 151, Wesson, Miss. 39191. Tel: (601) 833-2560. Owner & Mgr. M. Lynwood Smith.
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Smooth Sailing Music (ASCAP), see NBC.
Smorgaschord Music Co. (ASCAP)—Owners: Rob Fetters, Bob Nyswonger—see Hal Bernard.
Snake Dance Music (BMI), see Bug Music Group.
Snarkey Fred Music (BMI), see Bug Music Group.
Snoopy Music (BMI) (div. of Graveline Ents. Inc.), 1975 NE 149 St., North Miami, Fla. 33181. Tel: (305) 940-6999. Pres.. Dave Graveline; Exec. VP Jim Rudd.
Branch: Coconut Grove, Fla., 3156 Gifford Ln. Zip: 33133. Tel: (305) 448-2735.
Snow Music (BMI), c/o Jess S. Morgan & Co., 6420 Wilshire Blvd., Los Angeles, Calif. 90048.
Society for the Publ'n of American Music (ASCAP), see Theodore Presser
Sokit Music (BMI), 455 N. Snyder Rd., Dayton, Ohio 45427. Tel (513) 854-2797. Pres.: Al Freeders.
Solar Plexus Music (BMI), see Mayflower Music.
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Solar Systems Music (ASCAP), 441 E. 20 St., New York, N.Y. 10010 Tel (212) 674-1143. Pres.: Sheila Davis; Prof. Mgr.: Hal Zachary
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Solid Smoke Songs (ASCAP), PO Box 22372, San Francisco, Calif. 94122. Tel: (415) 731-0500. Contact: Marty Arbunich.
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Something Else Music Co., 917 Silvermine Rd., New Canaan, Conn. 06840. Tel: (203) 966-7078. Pres.. Sture A Linden.
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Songmaster Music (BMI)—VP: Arthur Spivak—see Mirsong Music
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Songs for Today Inc., 50 E. 42 St., Suite 401, New York, N.Y. 10017. Tel. (212) 687-2299. Bd. Chm.: Jeffrey S Kruger, Pres.: Howard Kruger; Creative Affairs Leslie Lewis; VP Copyright & Licensing: Margaret Brace.
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Songs of the Southland (BMI), PO Box 120536, Nashville, Tenn. 37212. Tel. (615) 320-5151. Pres.: James Petrie; Prof. Mgr. David C. Gillon.
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Song Songs (ASCAP), 229 San Vicente, Suite D, Santa Monica, Calif. 90402. Tel. (213) 393-1343. Pres.: Peter Kaye.
Sonlife Music Co. (ASCAP) (div. of Paul Johnson Music Prod'ns Inc.), PO Box 552, Woodland Hills, Calif. 91365. Tel: (213) 703-6707. Pres.: Paul. A. Johnson; Admin. Ass't Cheryl Wilks.
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Sound Corp Music (ASCAP), 907 Main St., Nashville, Tenn. 37206. Tel: (615) 226-0724.
Sound Inc. Music (BMI), 56880 North Ave., New Haven, Mich. 48048. Tel: (313) 749-5184.
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Sounds Music Co. (ASCAP), PO Box 40-2947, Miami Beach, Fla. 33140. Tel: (305) 861-9396. Owner: Stanley Cooper.
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Tandem/TAT Music (ASCAP), see Reno/Metz.
Tangled Web Music Co. (ASCAP), see Cherry Lane.
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Tapier Music (BMI), see MizMo.
Tarik Music Co. (BMI), see Mayflower Music.
Tarka Music (ASCAP), see Skyhill.
Taurus Music Co. (BMI), see Sounds Music.
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Teaspoon (ASCAP), 1438 N. Gower, Hollywood, Calif. 90028. Tel: (213) 469-4100. TWX: (910) 321-3824. Pres.: Paul Drew.
Tektra Publ'g (BMI), 711 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 521-7631. Pres.: Dan R. Holmes; Gen. Mgr.: Sandra Milani.
Tempi Music Co. (BMI), 133 W. 87 St., New York, N.Y. 10024. Tel: (212) 799-5557. Cable: TEMPICO.
Templeton Publ'g Co. Inc. (ASCAP), see Shawnee Press.
Tender Tunes, see Buddah.
Tennessee Swamp Fox Music Co. (ASCAP), see Combine.
Tennessee Valley Music (SESAC), see Woodrich.
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Tequila Music (BMI), see Garrett.
Termyra Music Publ'g Co. (BMI), 909 Keil Rd., Toledo, Ohio 43607. Tel (419) 531-2271. Pres.: Porter Roberts.
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Terrana/Binder Music (ASCAP), 666 N. Robertson Blvd., Los Angeles, Calif. 90066. Tel: (213) 652-4422. Contact: Russ Terrana.
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Thea Music (BMI), see Ferry Boat.
Third Son Music (ASCAP), see Cherry Lane.
Third Story Recs. (ASCAP), 3436 Sansom St., Philadelphia, Pa. 19104. Tel: (215) 386-5998/5987. Pres.: John D. Wicks III.
Third World Music Inc. (BMI), see Cherry Lane.
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Thorkus Publ'g Co. (BMI), see Don Williams.
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Three Crosses Music (BMI), see Little Things.
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Int'l reps.: Europe & UK (Cyril Shane in UK), Italy (Sidet).
Three W Music (BMI), see Bug Music Group.
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Thrush Music Publ'g (BMI), see Brian Ross.
Thunder Music, 451 S. Rexford Dr., Beverly Hills, Calif. 90212. Tel: (213) 556-0061. TWX: (910) 490-5749. Exec. Dir.: Robin Loggie.
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Touch Of Gold Music Inc. (BMI) see Tuneworks
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Tromba Publ'ns—Pres.: Gerald ndsley; Gen. Mgr. Stephen L Glover—see Brass Press.
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United Steel Music Co. Inc. (BMI), see Window.
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Upstart Music, see Pantego Sound
Upstream Music (BMI), see Bug Music Group
Up-Trend Music (BMI), see Jim W. Rice.
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V

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Viper Music (BMI), see Bug Music Group.
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Wedge Music Inc. (BMI), see Skinny Zach.

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Weyman Music (ASCAP), see Amestoy
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Wheen Music (ASCAP) see Four Moons
Whiskey Drinkin' Music (BMI) see Bug Music Group
Ian Whitcomb Songs (BMI), see Bug Music Group
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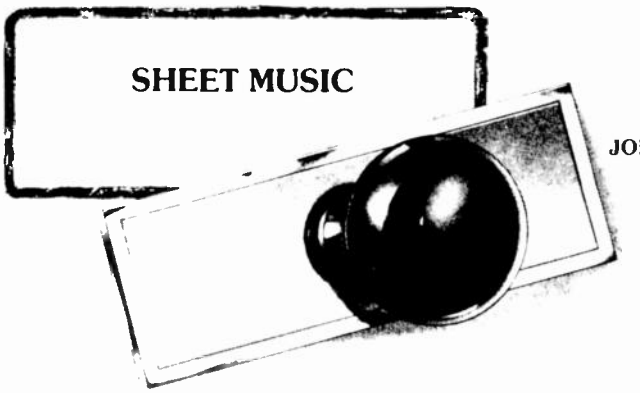

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Chappell Music Co., 11 Music Circle S. Zip: 37203 Tel: 244-3382. Mgr.: Henry Hurt
Home office: New York, N.Y.
M C A Music (div. of MCA Inc.), 1106 17 Ave. S. Zip: 37212. Tel: 327-4622. VP & Gen. Mgr.: Jerry Crutchfield.
Home office: New York, N.Y.
Peer-Southern Org., 7 Music Circle N. Zip: 37203. Tel: 244-6200
Home office: New York, N.Y.

TEXAS

• FORT WORTH (Area Code 817)

Don Edgar Music, 2312 Jasper. Zip: 76106 Tel: 626-3448. Owner & Gen. Mgr.: D.D. Edgar

• SAN ANTONIO (Area Code 512)

Southern Music Co., 1100 Broadway. Zip: 78215 Tel: 226-8167. Pres. & Gen. Mgr.: Arthur Gurwitz.

WASHINGTON

• SEATTLE (Area Code 206)

Capitol Music Co. Inc., PO Box 21906, 1530 Third Ave. Zip: 98111. Tel: 622-4013. Gen. Mgr.: Paul C. Leaf.
Affiliate: Las Vegas, Nev., Hansen House

WISCONSIN

• MILWAUKEE (Area Code 414)

Hal Leonard Publ'g Corp., 8112 W. Bluemound Rd. Zip: 53213 Tel: 774-3630. Telex: 26668. Exec. VP & Gen. Mgr.: Keith Mardak.
Home office: Winona, Minn. (SEE ADVERTISEMENT)

WHOLESALERS

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

ALABAMA

• ATTALLA (Area Code 205)

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

• BIRMINGHAM (Area Code 205)

Music Center Rec Dist Inc 1401 Second Ave N Zip 35203 Tel 251 8252 Owner Virgil C Lugar S Mgr., Albums Singles & Tape Buyer Virgil C Lugar Jr **(Rec. & Tape OS)**

• BREWTON (Area Code 205)

Known Artist Dist., PO Box 1304 Zip 36426 Tel 867 2228 Owner Bobbie Roberson Mgr Singles & Albums Buyer Roy Edwards **(Rec. OS)**
Branch: New York, N Y

ARIZONA

• PHOENIX (Area Code 602)

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

Alta Dist'g Co (div of Aldisco Corp.) Southwest Div., 2950 W Catalina Dr Zip 85017 Tel 269 1411 Ge & RJ Mgr Lee Weimar, D & OS Mgr Rita Powell, Buyers D Singles Albums & Tape Rita Powell RJ Singles Jim Brunner, RJ Albums Dwayne Witten RJ Tape Ken Kayes **(Rec. & Tape D & RJ), (Rec. & Tape OS** as Alta One Stop)
Labels: Abkco, Ala, CMH Caedmon, Chalfont, Chrysalis Denon Disc washer Disney, Excelsior, GNP Crescendo Laff Living Language Origi nal Sounds, Pickwick Pro Arte Quintessence Ranwood Sesame Street Sunbird, Takoma, Varese Sara abande
Accessories: Ampex, Audio Ma netics, Certron, Discwasher Dynasound, Fidelitone Le Bo, Maxell, Mem rex Recoton Savoy Scotch TDK, Tracs

Alta One Stop **(Rec. & Tape OS)** Mgr Rita Powell, Buyers Singles Jim Brunner, Albums, Dwayne Witten Tape Ken Kayes–see Alta Dist g Co

Associated Dists Inc 3803 N 31 Ave Zip 85019 Tel 278 5584 Princi pal Leonard M Singer Sales Mgr Gus Figueroa OS Mgr Angela C Singer Buyers D & OS Single, Cory Sloman D Albums & Tape Kevin Weir OS Albums & Tape, Tom Weber Sandy Gentry **(Rec. & Tape D & OS)**
Labels: Abet Adelphi, Alfa, Alligator, Alston Amberjack Antilles, Ariola Arista Audio Fidelity, Becket, Blind Pig Boardwalk Bomb Brunswick, Buddah, Cat Chalet Chimneyville Citadel Clean Cuts Clouds, Concord Jazz Contemporary Creed DCTL DRG Dakar Dash Delmark Deluxe Devaki, Discovery, Drive, Earwig, Entr'Acte, Epiphany, Ernie's Excello Fantasy 51 West, First American Flying Fish, Folkways Fretless GRP Galaxy Glades Gordy, Gospel Roots, Gospel Truth Grand Great North west Greenhays Hannibal India Navigation, Insight Jazz a la Carte Jewel, Juana, Kaleidoscope Kenwood Kicking Mule Klavier Laurie, Leg Malaco, Mango Mankind Mar n Milestone Monitor, Motown Mountain Railroad Muse Music Is Me icine, Musicraft, Nashboro Natural Re sources, Ode, Olivia, Our Gang, Ovation Paid, Passport, Paula Pausa, Philo, Piccadilly, Posse, Prelude, Prestige, Project 3 RFC, Rare Earth Re bel Request, Ronn, Rounder Savoy, Seeds & Stems Sierra Briar Sonet Soul, Starlog, Stax Stet, Stiff (America), Sugar Hill Sunshine Sound Sutra, TK, Tamla, Taxi, Theres Timeless Tomato Trend Vanguard Va rese Sarabande Vintage Visa Waterhouse Weird World Wheeler Wind ham Hill
Accessories: BASF Discwashe Le Bo TDK

Pickwick Dist n Cos Rack Servs Div., 3118 W Thomas Rd Suite 710 Zip 85017 Tel 272 9343 Sales Mgr Tom Catchings **(Rec. & Tape RJ)**
Home office: Minneapolis Mi n

Smash Rec Dists., 2909 W Fairmount Zip 85017 Tel 264 5659 Owners Jackie & Clarence Elgas, Mgr Jackie Elgas Singles Buyers Jackie Elgas Charlotte Harrington **(Rec. OS)**

• TEMPE (Area Code 602)

Pro One Stop 901 S Hohokam Dr Zip 85281 Owner & Mgr Jim Johnson Tape Export Mgr Francisco Cervantes Buyers Singles Susan Holder Albums Dutch Cramblitt, Tape Carter Frey **(Rec. & Tape OS, RJ & E)**

• TUCSON (Area Code 602)

Cash Sales Co., 2901 E Broadway Blvd Zip 85716 Tel 326 6588 Mgr S R See **(Rec. D)**
Distributes close outs, job lots overstocks

Disk Rec Jobbers Empire Inds 7611 E La Cienega Dr Zip 85715 Owner & Mgr S L Simon **(Rec. OS & RJ)**

ARKANSAS

• LITTLE ROCK (Area Code 501)

Discount Recs Inc., 3400 S University Zip 72204 Tel 565 0304 Owner Jack Garner, Mgr & Buyer Mike Baugh **(Rec. & Tape OS & RJ, also Rec. & Tape OS** as Soul City Recs)

Handleman Co 6301 Forbing Rd Zip 72209 Tel 562 8800 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area) Mich

Soul City Recs **(Rec. & Tape OS)**–Mgr Tom Ed Hockersmith Tel 371 0464–see Discount Recs Inc

• WEST MEMPHIS (Area Code 501)

Boss Ugly Bob Recs & Tapes 2314 E Broadway St Zip 72301 Tel 735 6420 Mgr Brandon Catron **(Rec. & Tape OS)**
Home office: Memphis Tenn

CALIFORNIA

• BUENA PARK (Area Code 714)

Brown Rec Dists Inc., 7342 Melrose St Zip 90621 Tel 522 8351 Telex 685663 Mgr John Olson Buyers Singles Karl Golledge Albums & Tape, Andy Tenzer Craig Doucette Mike McClintock Accessories Dave Guccione **(Rec. OS & E, Tape OS)**
Videocassette lines: CBS, MCA Magnetic Video VCX Warner Bros
Accessories: Ampex Discwasher Glory Le Bo Marsand Maxell Memo rex Pfanstiehl Sound Guard TDK Watts

• FULLERTON (Area Code 714)

Music Operators Serv Inc., 536 W Commonwealth Zip 92632 Tel 879 1771 Owner & Mgr Buddy Robinson Buyers Singles Trudy Crawford Albums David Crawford **(Rec. OS)**

• GARDEN GROVE (Area Code 714)

Largo Music Corp., 7421 Anaconda Ave Zip 92641 Tel 898 0507 Western Div VP Jack Griffith, Opns Mgr Michael Schwarwath, Sales Mgr Tom Smelser **(Rec. & Tape OS & RJ)**
Home office: Columbia (Baltimore Metropolitan Area), Md
Videocassette lines: CBS, Columbia Pictures Disney, MCA, Magnetic Video, Paramount, WEA
Videodisk lines: CBS, MCA, Paramount WEA

• HEALDSBURG (Area Code 707)

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

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Aldisc Int'l **(Rec. & Tape E),** see Record Sales Co Inc

Alhambra Dist g Inc., 2720 W Pico Blvd Zip 90006 Tel 733 0137 Telex 686444 Mgr Antonio Estevez **(Rec. & Tape D & I)**
Home office: Opa Locka (Miami Metropolitan Area), Fla (See for prod distributed)

Alternative Music Dists Inc., 2702 San Fernando Rd Zip 90065 Tel 227 4141 Pres Greg Shaw, Gen Mgr Bo Clifford, Promo Rich Schmidt **(Rec. D, OS, I & E)**
Labels: BOMP, BFD, Baron, Bomb, Clone, Eat, Frontier, Gohog Green Line, Isabelle, Martian, Mohawk, Moxie, Mystery, 9½ x 16, Ostrich, Phan tom, Posh Boy, Quark, Richmond, Rollin' Rock, Sounds Interesting, Stiff, Trash, Voxx What, World

Amcan Music Inc/Luv Music, 1932 Hyperion Ave Zip 90027 Tel 668 1800 Co Owner Len Chapman, Co Owner, Albums & Tape Buyer Lanny Lee, Sales Mgr Bill Sterling, Warehouse Supervisor Dan Devine, Off Mgr Cindy Allen **(Rec. & Tape D**–Cutouts, overstocks, TV packages)

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

American Music Mktg 2952 W Pico Blvd Zip 90006 Tel 734 1996 Pres & Buyer Chet Coplen, VP Rack Servs Joe D'Amore **(Rec. & Tape D, RJ, I & E**–budget lines cutouts) (SEE ADVERTISEMENT)

American Universal, PO Box 8915, 4029 Lankershim, Universal City 91608 Pres Martin Lancaster, Mgr Jerry Lang, Buyers OS Singles, Albums & Tape, Arthur Berchan, RJ Singles & Tape, Arthur Berchan, RJ Albums, Doc Bowie **(Rec. & Tape OS & RJ)**
Videocassette & videodisk lines: All major lines

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

Amigo Recs Dist., 2858 W Pico Blvd Zip 90006 Tel 735 1358 Owner Edmundo Perez Mgr Eduardo Perez, Buyers Singles, Rayda Lazcano, Albums, Yolanda Cisneros Local branch Top Hits Recs., 2854 W Pico Blvd Zip 90006 Tel 731 9650 Mgr Pedro Mares, Buyers Singles Nelly Rodriguez, Albums, Henry Corrales **(Rec. & Tape D, OS, I & E)**
Labels: ALH, ARV, Accion, Arcano Arriba Atlas, Audiomex, Audiorama, Avon, Bonanza, CBS, Caliente, Cara, Carino, Caytronics, Color, Cronos, DLV Dicesa Dimsa, Disco America, Discolando, Disney, Duro, EG, Eco, Epsilon, Falcon, Fama, Fania, Fiesta, Flama, Fonorex Fuentes, Gas Gema Hit, LM Lad, Latin, Llamarada Lorena, Luna, Mar, Melody, Mer curio Microfon, Musart, OB, Olimpico, Orfeon, Otra, Peerless, Profono

Many Services For The

One Stops — Operators
Rack Jobbers — Retail Record Stores

- **Juke Box Title Strips, Printed and Blank**
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Bob Andrews Recs PO Box 7000 115 Redondo Beach 90277 Tel 378 9674 Owner & Albums Buyer Bob Andrews **(Rec. D)**
Labels: Henri Interplay Jazz Chronicles Nortac Outstanding Sea Breeze, Straight Ahead Jazz

Rick Ballard Imports 3634 Tuller Zip 90034 Te 390 6888 Sales Lee Kaplan **(Rec D, I & E)**
Home office: Berkeley (San Francisco & Bay Area) Calif (See for prod distributed)

Baly Rec & Tape Dists 2525 W Pico Blvd Zip 90006 Tel 487 2155 Owner, Mgr & Buyer Isaac Baly **(Rec. D, DS, RJ & I; Tape D & DS** Latin & Spanish prod only)
Labels: Alhambra, Alto Arcano Arriba Atlas Audiomex, Borinquen CBS Caytronics, Discolando Disneylandia Fama Hurricane Melody Mercurio Mericana, Musart, Nova Vox Odeon Orfeon Peerless Pronto Ramex Rio Bravo Romex SB, Sonart Soundmex Viza

Berklay Air Servs., PO Box 91156 World Way Zip 90009 Tel 674 6690 (Overseas transportation servs)
Home office Jamaica (New York Metropolitan Area) N Y

Brilly Corp 155 N San Vicente Blvd Beverly Hills 90211 Tel 658 5304 Pres Laurence Vittes Nat'l Sales Dir G Paul Letherer **(Rec. I)**
Branches: Oakland (San Francisco & Bay Area) Calif New York N Y
Labels: Calliope (France) Camerata (Japan), Chandos (UK) Claves (Switzerland) Dynamic (Italy), Harmonia Mundi (France) Hong Kong (Hong Kong), Hyperion (UK) Intercord (Germany) Merlin (UK) Nimbus (UK) Ricordi (Italy)

C B S Recs 17337 Ventura Blvd Encino 91316 Tel 501 2350 VP Western Div Frank Mooney Reg'l Co ord Mickey Forrester Branch Mgr Dennis Hannon **(Rec. & Tape D** - see New York N Y office for prod distributed)

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

California Rec Dists Inc PO Box 6367, Glendale 91204 1242 Los Angeles St Glendale 91204 Tel 245 6464 246 8228 Owner George Hocutt Sales Mgr Don Davis, Promo Mgr Ted Higashioka Sales Tony Jacobs **(Rec. D)**
Branches: San Francisco Calif Seattle Wash
Labels: AFM, APM Aeco Aircheck, Alligator Amazing Amberjack Angelaco Antilles Arabesque, Arhoolie Aries Audio Fidelity Audio Rarities, Bet Car, Big Band Int'l Bix Lives, Blues Classics Boogie Woogie CMH Caedmon, Cetra Opera, Chiaroscuro Clappers Columbia Special Prods Concert Disc Concord Jazz Contemporary, Cook Counterpoint County Creative World, Criterion Delmark Dixieland Jubilee Eckerworks Everest Fantasy, Fifty One West First American Flying Fish Flying High Folklyric, Fretless GNP Galaxy, Giants of Jazz Glendale Golden Age, Golden Era Good Time Jazz Gospel Truth Granite Grass Mountain Great Northwest Green Hays Greentree Gryphon HDS Hannibal Happy Face, History in Sound Improv Jam Jazz a la Carte Jazz Archives, Jazz Bird Jazz Treasury Jazzworks Kaleidoscope Kicking Mule Knockout, Laurie Legacy Los Angeles Mango Mark 56 Milestone Muse Music Is Medicine Natural Organic North Country, Nutmeg Old Timey, Olympic Original Sound, Paid Pausa Pearl Period Philo Phoenix 10 & 20, Picadilly Polaris Potato Prestige Radiola Ranwood Rattlesnake Razor Rebel Regency Ridge Runner Riverside Rounder Sail, Sandy Hook, Shadow Shamrock Shiloh Solid Smoke Sounds Spokane, Standing Room Only Stax Stony Plain Strata East Sugar Hill, Syntonic Research, Tandem Thunderbird Timeless Total Sound Totem Tradition Transatlantic Trema Vantage Varese War Bride Waterhouse Xanadu
Accessories: Memorex

Cal Mex Int'l One Stop, 5849 E Whittier Blvd Zip 90022 Tel 261 6723 **(Rec. D, DS, I & E; Tape D & DS)**
Labels: ARV, Alhambra Alshire Arcano Badboys Billionaire Cronos Doubleshot, East Side Story, Eco, Falcon Fama Fania, Freddie Fuego Gas, Good Old Gold Hi Oldies Latin Int'l Luna Mares Musart Orfeon Peerless Profono Pronto, Raff, Ramex TH, TR Whiz
Imports Mexican prod
Accessories: AVM BASF, Le Bo Pfantone Scotch, Watts Wel Mac

Canterbury Recs Inc 805 E Colorado Blvd Pasadena 91101 Tel 681 4922 Gen Mgr Charles Gordon Sec'y Treas Leonard Gordon, Buyers Singles Jessi Bruno, Ellen Madison Albums Charles Gordon Tape Jennifer Freedman **(Rec. & Tape OS, RJ & E)**

Capitol Recs 3117 San Fernando Rd Zip 90065 Tel 254 9111 258 3275 **(Rec. & Tape D)**
Other branches: San Francisco, Calif., Littleton (Denver Area) Colo Miami Fla., Atlanta Ga., Niles (Chicago Metropolitan Area) Ill Germantown Md., Westwood (Boston Metropolitan Area), Mass Madison Heights (Detroit Metropolitan Area), Mich South Bloomington (Minneapolis St Paul Area) Minn., New York N Y Cleveland Ohio Bethlehem, Pa., Nashville, Tenn., Dallas Tex
Labels: Accord, Angel, Capitol EMI America Harvest, Liberty, MSS Capitol Melodiya/Angel, Seraphim Spector, Townhouse

Cayre Inds of California Inc., Bonnie Brae Bldg Suite 205 1830 W Olympic Blvd Zip 90006 Tel 383 1386 **(Rec. & Tape D)**
Home office: New York N Y Caytronics Corp **(Rec. & Tape D, DS, RJ, I & E/D**—see for prod distributed)

Celebrity Concert Corp 12225 San Vicente Blvd Zip 90049 Tel 476 2552 Cable CELEBRIA Bd Chm Sidney Justin Pres Bernard Luber Branch 206 Emerald Ave Balboa Island 92662 Tel (714) 675 9382 **(Rec. & Tape D & I)**
Label: Melodiya (USSR)

Chapman Dist'g Co Inc 1212 S Albany St Zip 90015 Tel 749 9484 Owner Al Chapman Mgr & Albums Buyer Herb Chapman Singles Buyer Louis Cortez **(Rec. & Tape D)**
Labels: Alshire Alwin Audio Arts, Birthright Cabot Cada Camden Canaan Capitol Columbia Conversa Phone Cricket Crystal Dictation Disc Disneyland, Disneylandia, 49th State Gateway Glori Good News Heart Warming, Jim Swaggert, Lamb Lamb & Lion Light Living Language, MCA, Malaco Manna, Maranatha Mister Rogers Monitor Motivation, Myrrh New Birth Outstanding RCA Ranwood Sacred Savoy Specialty TCB, Tempo Waikiki Word World Young People's Recs (SEE ADVERTISEMENT)

City Hall Recs 6208 Colfax Ave North Hollywood 91606 Tel 506 4404 District Sales Mgr Tamar Cohn **(Rec. & Tape D, I & E)**
Home office: San Francisco Calif (See for prod distributed)

City One Stop 2551 S Alameda St Zip 90058 Tel 737 7759 Owners David Berkowitz Pat Moreland, Lou Fogelman Mgr Godfrey Kerr Buyers Singles Richard Diamond, Albums & Tape Sam Ginsburg **(Rec. & Tape DS & E)**

Dance It Dists 256 S Robertson Beverly Hills 90211 **(Rec & Tape D, I & E)**
Home office: San Jose, Calif (See for prod distributed)

Discos Latin Int'l Inc 1646 S Vermont Ave Zip 90006 Tel 734 1527 Owner Jose A Garcia, VP Yanet Garcia **(Rec. & Tape D)**
Branch: Chicago Ill Fernando Vian
Labels: Fono Rex, Latin Int'l Microfon Pega

Distribution By Dave 7220 Owensmouth Ave Suite 103 Canoga Park 91303 Tel 887 7930 Mgr & Buyer Dave Peters **(Rec. & Tape D** religious prod only)
Labels: Ala Benson Birdwing Bread N Honey Calvary Capitol Chalice Chico Holiday Columbia Continental Singers Cream Cross Country Day Spring Dynamic Galilee Good News Greentree Heart Warming Hi Hobbs Horizon Impact Jesus People Jimmy Swaggart John Hall Ken Copeland Kirshner, Koala Lamb & Lion Light Lightship MCA Manna Maranatha Mercury Messianic Mighty Wind Millennium Myrrh New Life New Pax New Song New World Paragon Paul Johnson Peaceable Peter Pan Rainbow Ranwood Seed Shalom, Singcord Skylite Solid Rock Sonrise Sparrow Spirit Star Song Sword Takonia Tempo Triangle Tunesmith United Artists Vesper Warner Word World

Donsep Trading Co Inc 8525 Telfair Ave Sun Valley 91352 Tel 767 4645 Owner Fred Sepanlou **(Rec. & Tape E)**

Eastern Pacific Sounds Inc 11012 Ventura Blvd Suite G Studio City 91604 Tel 760 7900 Telex 6831109 Pres Doug Lexa Audiophile & Import Dir Jim Snowden Export & Video Dir Craig Chasen **(Rec. & Tape I & E)**
Imports from Japan (SEE ADVERTISEMENT)

Fermata Int'l Melodies Inc 6290 Sunset Blvd Suite 916 Hollywood 90028 Tel 462 7473 TWX (910) 321 4063 Cable FERMATACAL Owner Enrique Lebendiger Mgr Debora Frenkiel **(Rec. I)**
Labels imported: Discos Premier Fermata, Importa Som Peralta Pick RGE Som Maior Young (all Brazil)

Global Rec Ents PO Box 49345 Zip 90049 Tel 995 8627 Pres Randy Hoffman **(Rec. & Tape D)**
Distributes cutouts close outs, deletions videotape accessories & imports

Greenworld Dist'n 20445 Gramercy Pl Torrance 90501 Tel 533 8075 Telex 5720103 Mng Dirs Steve Boudreau William Hein Mark Wesley Wesley Hein Overseas Purchasing Kathy Boudreau Domestic Purchasing Wesley Hein Sales Mgr Gary Gonsowski Export David Stoltenberg, Adv Mgr Peter Heur **(Rec. & Tape D, I & E)**
Labels: Bomp 415, Frontier Index Interzone Out Music Palace of Lights Posh Boy Ralph Random Radar Red Rough Trade, SST Siren Windspell
Labels imported: Affinity (UK) Albert (Australia) Ambient (UK) Ateni (France), Ballon Noir (France) Barclay (France), Bead (UK) Bocaccio (Spain) Bocquet (France) Bozi Mlyn (Canada) Carrere (France), Champagne (Australia) Chapa (Spain) Charisma (UK), Charly (UK) Cinevox (Italy), Clearlight of Jupiter (Australia) Cramps (Italy) Crypto (France) Cube (UK) Decca (Netherlands), Demos (Denmark), Digit (Finland) Dindisc (UK) Dischi Ricordi (Italy) Divergio (Italy), Dromm (UK) EG (UK) EMI (Australia Finland Netherlands New Zealand, Sweden UK) Egg (France) Electric (UK) Energy Discs (Canada) Ensign (UK), Feeri (France) Fetish (UK) Fontana (France Italy Netherlands UK) Free Bird (France), Golden Hour (UK) Gong (Spain) Gull (UK), Hi Hat (Finland) IC (Germany), It (France) Industrial (UK) Infinity (Australia) Intercord (Germany), Invisible (France) LTM (France) Love (Finland) MNW (Sweden) Manifest (Sweden) Mercury (Australia Netherlands UK) Mistler (Sweden) Movieplay (Spain) Mushroom (Australia) Negrani (Netherlands) Neutron Star (Australia) Numero Uno (Italy) Obscure (UK) PDU (Italy) Pathe Marconi (France) Philips (France Italy Netherlands New Zealand UK) Polydor (Canada France Italy Netherlands New Zealand UK) Pye (UK) RCA (France Italy New Zealand) RSO (UK) Ramses (France) Re (UK) Red (UK) Regular (Australia) Rolling Stones (Netherlands) SFPP (France) Schneeball (Germany) Scopa (France) Silence (Sweden) Sky (Germany) Sonet (Sweden) Sonopresse (France) Sordide Sentimental (France) Spiegelei (Germany) Svenska Love (Sweden) Tapioca (France) Track (UK) Ultima Spiaggia (Italy) Valentim de Carvalho (Portugal) Vertigo (France Netherlands New Zealand UK) Virgin (UK) WEA (Germany New Zealand) WWA (UK) Wizard (Australia) (SEE ADVERTISEMENT)

Handleman Co 1544 N Knowles Ave Zip 90063 Tel 261 0268 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area) Mich

House Dists 1362 Lucile Ave No 1 Zip 90026 Tel 666 6082 Mgr John Ierardi **(Rec. & Tape D)**
Home office: Kansas City Mo (See for prod distributed)

House of Falcon Inc ARV Rec Sales 2722 W Pico Blvd Zip 90006 Tel 731 7247 Mgr Sara Segovia Promo Rafael Vasquez **(Rec. & Tape D)**
Home office: McAllen Tex **(Rec. & Tape D, DS & RJ)**
Labels: ARV Int'l Falcon Ric

Inspirational Music 18108 Parthenia St Northridge 91328 Tel 987 2911 Owner Mgr & Buyer Hugh H Edwards **(Rec. & Tape D)**
Distributes major religious labels

J D C 2737 S Pacific Ave San Pedro 90731 Tel 519 7393 Gen Mgr Jim Callon Co Admin'r Dale Callon **(Rec. D & I)**
Labels: JDC Launch Moby Dick Uniwave

JEM Recs West Inc 18629 Topham Reseda 91335 Tel 996 6754 VP Mark Ferjulian Gen Mgr Bob Say **(Rec. & Tape D & I)**
Home office: South Plainfield, N J JEM Recs Inc (See for prod distributed)

John's Music 11020 S Main St Zip 90061 Tel 755 1165 Owner John L Jackson Mgr Marie Jackson Buyers Singles Marie Jackson Albums & Tape John L Jackson **(Rec. & Tape DS)**

Kandamerica Inc 5134 Walnut Grove Ave San Gabriel 91776 Tel 286 6611 Telex 675337 Pres Toshi Fujimoto VP Birgitta Landmark Mgr Y Ujiie **(Rec. & Tape I & E)**

La Cite 2306 Westwood Blvd Zip 90064 Tel 475 0658 0095 Telex 181210 Owner Lou Plauzoles **(Rec. & Tape I)**
Labels imported: Barclay CBS Carrere Deesse EMI Pathe Marconi Fontana Philips Polydor RCA Vogue (all France)

Luv Music see Amcan

M C A Dist'g Corp 11312 Penrose St Sun Valley 91352 Tel 768 3200 Reg'l Dir Leroy Sather Branch Mgr John Jump **(Rec. & Tape D)**
Other branches: Denver Colo., Miami, Fla Norcross (Atlanta Metropolitan Area), Ga Rosemont (Chicago Metropolitan Area) Ill Columbia (Baltimore Metropoligan Area), Md Woburn (Boston Metropolitan Area), Mass Edina (Minneapolis St Paul Area) Minn St Louis, Mo Collingswood N J New York, N Y Cincinnati Cleveland, Ohio Nashville, Tenn., Dallas, Tex., Seattle, Wash
Labels: Artists House Backstreet, Coral Headfirst MCA Regency Songbird, Sparrow, Unicorn Vocalion
Videocassette & Videodisk lines: MCA

Musica Latina Inc (G&G Rec Dists) 2360 W Pico Blvd Zip 90006 Tel 385 2151 **(Rec. D, DS & RJ; Tape D)**
Labels: Ansonia, Arcano Belter Caytronics Columbia, Discolando Fuentes, Kubaney Latin Int'l Miami Modiner Orion Panart, Parnaso, Regal Remo, Rico Rico Vox, Son Art Sono Lux Sono Mex Sono Radio Top Hits UA Latino Velvet, El Zarape

Musical Recs Co Musical Tapes Inc 2958 W Pico Blvd Zip 90006 Tel 737 0937 Gen Mgr Valentin Velasco **(Rec. & Tape D, DS & RJ)**
Home office: Miami Fla (See for prod distributed)

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

Music Brokers (div of Rainbow Inds Inc) 2651 W Pico Blvd Zip 90006 Tel 386 4937 Owner Webber & Assocs Inc Mgr Hugh M Behr Albums & Tape Buyer Helen Flower **(Rec. & Tape D, DS & E)**
Distributes cut out & overstock albums & tape
Accessories: AVM Gopher Memorex Paramount TDK (SEE ADVERTISEMENT)

Pickwick Dist'n Cos Independent Dist'n Div 9420 Telfair Ave Sun Valley 91352 Tel 875 3960 Branch Mgr Bill Shaler Opns Mgr Dennis Garvey, Sales Mgr Bear Racoff, Buyers Singles, Bob Lampkin Albums, Rich Lockwood **(Rec. & Tape D) (Rec. & Tape RJ as Pickwick Dist'n Cos** Rack Servs Div)
Home office: Minneapolis Minn
Labels: APA, AVI Abkco Ala, Albatros Alfa Alston Ariola, Arista, Arista Novus, Boardwalk Bold Bomb, Buddah, Cat Chalet, Chrysalis, Cloud Credence Dash Devaki, Drive Excelsior Fabulous Flashback Freckle G&P, GRP, Glade, Gordy Granite, Juana Kudu, Laff Lifesong, Maiden Voyage, Malaco, Marlin Motown Muscle, Natural Resources Our Gang, Ovation PPL, Penthouse, Pickwick Plantation, Posse, Prelude, Pro Arte, Project III Quintessence Rare Earth, Robox Savoy, Seeds & Stems, Soul, Stiff Sun Sunbird Sunshine Sound, Sutra, TK Takoma Tamla, Tapestry, Trolley, Vanguard Vintage, Weird World Wheel, Windham Hill
Accessories: Shape

Pickwick Dist'n Cos Rack Servs Div 7100 Tujunga Ave., North Hollywood 91605 Tel 764 5050 Branch Mgr Ken Redemske, Prod Mgr Paul Buetell Sales Mgr Ray Reed **(Rec. & Tape RJ) (Rec. & Tape D as Pickwick** Dist'n Cos., Independent Dist'n Div)
Home office: Minneapolis Minn

Pico Boulevard Rec Sales, 2820 W Pico Blvd Zip 90006 Tel 731 0778 Mgr James Harris Singles, Albums & Tape Buyer A Hinz **(Rec. & Tape DS, I & E)**

PolyGram Dist'n Inc 1930 Century Park West 2d fl Zip 90067 Tel 556 3126 Reg'l VP Emiel Petrone Branch Mgr Kenny Hamlin **(Rec. & Tape D)**
Home office: New York, N Y (See for prod distributed)

Pyramid Dists 527 Hill St Santa Monica 90405 Tel 399 2222 Owner Mike Anderson **(Rec. D)**
Labels: Antilles, Celestial Harmonies Cheops Golden Voyage, Halpern Sound, Heavenly Music, Laurel Pacific Arts, Syntonic Research, Unity Varese Sarabande, Windham Hill, Wind Song Sounds

R C A & A&M & Assoc'd Labels, 6363 Sunset Blvd., Hollywood 90028 Tel 468 4066 Reg'l Sales Dir Bill Graham, Branch Sales Mgr Jim Bego, Sales Mgr Bill Meehan **(Rec. & Tape D**— see New York N Y office for prod distributed)

B Rae Trading Co Ltd 341 N Oak St., Inglewood 90302 Tel 673 7053 Pres Harold Goldman **(Rec. E)**

Record Sales Co Inc 1015 Isabel St., Burbank 91502 Tel 849 4671 WATS (800) 423 2936 TWX (910) 498 2759 Owner Al Sherman, Mgr Dick Ceja **(Rec. D), (Rec. & Tape E as Aldisc** Int'l)

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Pacific Rec & Tape Dists Inc , 7305 Edgewater Dr , Suite E, Oakland 94621 Tel 639 7661 Owners Robert Sarenpa, Michael S Parkos, Sandy Skeie, Mgr Michael S Parkos, Buyer Tom Larson. **(Rec. & Tape D).**
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Home office: Minneapolis, Minn

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Home office: Minneapolis, Minn

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Branch: Beverly Hills (Los Angeles Metropolitan Area), Calif.
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Accessories: Memorex (SEE ADVERTISEMENT)

Luna Recs Corp , 82 S First St Zip 95113 Tel 295 3203 Mgr & Buyer Maria Perez **(Rec. & Tape DS, RJ, I & E)**
Branch: Healdsburg, Calif

• SAN LUIS OBISPO (Area Code 805)

Square Deal Rec. Co., 169 Prado Rd Zip 93401. Tel 543-3636 D & DS Mgr Richard W Ferris, E Mgr Colleen Fitzsimmons, Buyers Albums, Gordy Hall, Tape, Lisa Newbold **(Rec. & Tape D, DS & E)**
Labels: AMBI, Adelphi, Airstrip, Ajax, Ajaz, Alcazar, Alligator, Amazing, American Album & Tape, American Gramophone, April, BFD, Babylon, Baron, Bay, Bee Hive, Behemoth, Blackbird, Blind Pig, Blotto, Bluebeat, Bomp, Briar, CMH, CP, Chalfont, Citadel, Clone, Club of Spade, Columbia, Company Texas, Cowboy Carl, Crystal Clear, Curtain Calls, Dangerhouse, Delta, Drome, Empire, Emus, Endangered Species, Epiphany, Equity, Es cape, Esoteric, Exact, Faulty, First American, 415, Frammis, Freckle, Fret less, Frontier, Gatemouth, Gazebo, Giants of Jazz, Giorno Poetry, Glen dale Green Linnet, Gulcher, Haiku, Harbor, Hearsay, Helios, Honeydew, Hyrax, Infidelity, International Artists, JDC, Jazz Archives, Jazz Connois seur, Jazz Treasury, Joyce, June Appal, Kicking Mule, Kory, Lamb & Lion, Lamon, Lee, Longhorn, Lost Nite, MAO, Manmade, Mark, Mountain Rail road, Mr. Brown, Music Is Medicine, Nautilus, New Clear, Nighthawk, Nine Winds, Oblique, Official, Old Homestead, Optional, Orange, Orinda, PBR Int'l, Peaceable, Pelican, Philo, Piccadilly, Pickwick, Poca River, Pol ish, Poshboy, Quintessence, Ragtime, Rainbow, Rainlight, Ralph, Ram bler, Random Radar, Rebel, Rhino, Richmond, Ridge Runner, Rollin' Rock, Rooster, Rough Trade, Rumble, SST, Shasta, Shiloh, Shoestring, Solid Smoke, Sonet, Sonyatone, Stash, Stiff, Subterranean, Sugar Hill, Texas Re Cord, Titan, Trix, Twin Tone, United, VGM, Varese Sarabande, Wagon Tracks, Wheeler, Windham Hill, Zim.
Accessories: BASF, Maxell, Scotch, TDK, Transcriber (SEE ADVER TISEMENT)

• SANTA ANA (Area Code 714)

Abbey Road Rec Dists., 1516 Edinger St , Bldg A&B Zip 92705 Tel 541 4132 **(Rec. & Tape DS)**

• SUNNYVALE (Area Code 408)

Respond Int'l Recs Inc , PO Box 62015 Zip 94088, Miraloma Business Park, 1190 Suite Y, Miraloma Way Zip 94086 Tel 245-1351 Pres Ron ald L Akin, VP Opns P.A dela Cruz **(Rec. & Tape D, I & E)**
Labels: Blackgold, Jem, Mico, Octoarts, Vicor, Wonderland (all Philip pines), Asahi, Canyon, Disco, King, TV, Tokuma, URC (all Japan)

COLORADO

• DENVER AREA (Area Code 303)

A & N One Stop, PO Box 2671 Zip 80201 Tel 572 9099 Owner James C Scott Sr , Mgr L Dean, Buyers Singles, James C Scott Jr., Albums, M A Scott **(Rec. DS), (Rec. RJ** as James Sales Co)

Alpha & Omega Dists Inc., 7100 Broadway, Bldg 6, Unit H Zip 80221 Tel 429 4046 **(Rec. D, DS & RJ)**
Labels: AB, Alexandria House, Birdwing, Bread 'n Honey, Canaan, Cherry Lane, Chrism, Daysprng, Daystar, Diadem, Fisherfolk, Good Life, Good News, Greentree, Hart Song, Heart Warming, Heritage, Hope, Image VII, Impact, JIM, Jubilation, KCP, Lamb & Lion, Light, Maranatha, Messianic, Mighty Wind, Milk & Honey, Myrrh, New Life, New Pax, New Song, New World, Paragon, Peaceable, Petra, Praise, Rivendell, Seed, Singcord, Singspiration, Solid Rock, Sonrise, Sparrow, Spirit, Starsong, Tempo, Triangle, Tunesmith, Word

Big State Denver, 2186 S Holly, Suite 104 Zip 80222 Tel 759 8500 Sales Roger Christian, Promo Debeye Shell **(Rec. & Tape D)**
Home office: Dallas, Tex , Big State Rec Dist'g. (See for prod. distrib uted)

C B S Recs , 5680 S Syracuse Circle, Suite 418, Englewood 80111 Tel 770 4613 Branch Mgr Mike Waggoner **(Rec. & Tape D**—See New York, N Y , office for prod distributed)

C M D Sales Co , 4085 E Mississippi Ave., Suite E Zip 80224 Tel 692 9565 Owner, Mgr & Singles Buyer Ronald J Staggs. **(Rec. & Tape DS & RJ)**
Phonographs: BSR, Marantz, Sanyo
Playback equip.: Marantz, Sanyo, US Pioneer
Accessories: Maxell, Savoy, Soundsaver, TDK, Tracs, Transcriber

Capitol Recs , 10812 W Powers Pl., Littleton 80123 Tel 979 8607 **(Rec. & Tape D**—see office in Los Angeles, Calif , for prod distributed)

Christy's Rec Sales, PO Box 367, Westminster 80030 Tel 429 2429 Owner, Singles, Albums & Tape Buyer Christina Marquez. **(Rec. & Tape DS)**

D L M Music Dists , 4990 Nome, No 3D Zip 80239 Tel 371 3260 VP Larry Gentry, Mgr Mel Nimon, Albums & Tape Buyer Tom Satriano. **(Rec. & Tape DS)**
Accessories: Discwasher, Le Bo, Maxell, Memorex, TDK

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Oanjay Music Inc., 10625 E. 47 Ave Zip 80239 Tel. 373-1760 Owner Phil Lasky; Pres Evan Lasky, Opns Mgr George Hill, Buyers Len Rokosz, Ric Gourlay **(Rec. & Tape OS)**
Branch: Tukwila (Seattle Area , Wash

Handleman Co., 4860 Nome St Zip 80239 Tel 373 1420 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich

House Dists., 5046 W. 36 Ave Zip 80212 Tel 477-3044. Mgr Tom Eaton **(Rec. & Tape D)**
Home office: Kansas City, Mo (See for prod distributed)

Infal Recs. Inc., 2217 Champa St Zip 80205. Tel 892 7141 Owner & Buyer: Victor M. Hernandez **(Rec. & Tape OS, RJ & I)**

James Sales Co., 2327 E. 28 Ave Zip 80205 Tel 572 9099 Owner C.W. James; Mgr. James C. Scott Sr Buyers Singles, Jim Scott, Albums, M A. Scott **(Rec. RJ), (Rec. OS as J &N One Stop)**

Lieberman Ents Denver, 11000-A E 51 Ave Zip 80239. Tel 371 2190. Mgr. Jack Goodman, Opns Mg Bruce Voigt, OS Mgr. Mike Smith; Buyers. Singles, Cheryl Brungardt, Albums & Tape, Diana Anderson. **(Rec. & Tape OS & RJ)**
Home office: Minneapolis, Minn

Little House Recs Ltd , 602 S. Emerson Zip 80209. Tel 778 7258 Pres Tony Knobel; Opns. Mgr & Albums Buyer Nancy Flanagan. **(Rec. D)**
Labels: American Gramophone Delos, Direct Disk Labs, Nautilus, Real Time.

M C A Dist'g Corp., 288 Clayton St , No. 305 Zip 80206 Tel 320-1919, 333-0059 Branch Mgr John Fne **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distribu ed)**

Mile Hi One Stop Inc , 150 Rio Grande Blvd Zip 80223 Tel 629-1960. Mgr. Bob Jacobs. **(Rec. & Tape OS, RJ & I), (Rec. & Tape D as Pan American Rec. Supply)**
Home office: Skokie (Chicago Metropolitan Area), Ill , Sound Unlimited Inc
Videocassette & Videodisk lines. All lines.
Accessories: Allsop, Amaray, Atari, BASF, Discwasher, Duracell, Fuji, Hagerstown, Le-Bo, Marsand, Maxell, Memorex, Pfanstiehl, Savoy, Sony, Sound Guard, TDK, Tota Video, Video Organizer, Vid-Lid

Mountain Coin Machine Dists., 3C0 W. 53 Pl , Unit B Zip 80216 Tel 629 6804. Mgr. Marty Cerin; Singles & Albums Buyers Clem Diedrich. **(Rec. OS)**

Pan American Rec. Supply, 150 Rio Grande Blvd. Zip 80223 Tel 629 1960. Mgr. Bob Jacobs. **(Rec. & Tape D), (Rec & Tape OS, RJ & I as Mile Hi One Stop)**
Home office: Skokie (Chicago Metropolitan Area), Ill., Sound/Video Unlimited Inc **(Rec. & Tape OS, RJ & I)**
Labels: CTI, Caedmon, Concord Jazz, GNP Crescendo, Impact, Light, Living Language, Mainstream, Monitor, Muse, Pyramid, Roulette, Savoy, Syntonic Research, TK group

Pickwick Dist'n Cos., Rack Servs Div., 11720 E 49 Ave Zip 80239 Tel 371-0900. Mgr. Al Wosk; Buyer Lydia Monchak **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn

R C A & A&M & Assoc'd Labels, 6000 E. Evans Ave., Bldg. No 1, Suite 120. Zip 80222. Tel 759-8181 Mgr Mike Ketchum **(Rec. & Tape D—see New York, N.Y., office for prod distributed)**

Ron's Dists. of Denver, 5201 N. Federal Blvd. Zip 80221 Tel 477 3611 **(Rec. & Tape D & RJ)**
Distributes cutouts, promotional material

W M Dist'g, 4105 Holly St. Zip 80216 Tel 320-4660. Mgr. Bob Krug. D Buyer. Marion Ericson. **(Rec. & Tape D), (Rec. & Tape OS & RJ as Western Mdsrs. Inc.)**
Home office: Amarillo, Tex., Western Mdsrs Inc.
Labels: ASI, AVI, Abkco, Alfa, Americana, Arista, Cachet, Chrysalis, Churchill, Cream, Disneyland, Fantasy, First American, IRDA, Jeremiah, Laff, Mushroom, Nashboro, October, Ovation, PA-USA, PBR, Pacific Arts, Plantation, Prelude, Prism, Ranwood, Romero Brothers, Scorpion, Shelby Singleton, Soul City, TMS, Vanguard.

Warner/Elektra/Atlantic Corp., 1082 S. Parker Rd., No. 204 Zip 80231. Tel: 750-4850. Sales Mgr. Randy Patrick. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Western Mdsrs. Inc **(Rec. & Tape OS & RJ)**, see WM Dist'g

CONNECTICUT

• BRIDGEPORT AREA (Area Code 303)

Nu Music Dist'g, PO Box 1534, Sempmortar Sta., Fairfield 06430. NYC Tel (212) 289-7824. Pres. Scott W Anderson, VP Amy L. Anderson. **(Rec. D)**
Labels: Ambition, DBA, Factory, Firesign, Flowin' 5, Importe/12, JDC, Launch, O, Park Place, Polyester, Ralph, Rhino, Rough Trade, Select.

• GEORGETOWN (Area Code 203)

Take Home Tunes, PO Box 496. Zip 06829 Tel. 544 8288. Mgr. Bruce Yeko. **(Rec. D)**
Home office: Englewood Cliffs, N.J. (See for prod distributed)

• HAMDEN (Area Code 203)

Roger Brousso Phonograph Recs. 24 Scott St Zip 06514 Tel 288-3838. Owner & Buyer: Roger Brousso **(Rec. OS)**

• HARTFORD AREA (Area Code 203)

Aquarius Dists. of New England Inc., 479 Park Ave., East Hartford 06108 Tel 278-4061. Pres., Mgr., Singles & Albums Buyer Marvin Ginsburg, Promo Tracy Garneau. **(Rec. & Tape D)**
Labels: Arola, Arista, Becket, Brunswick, Buddah, Dakar, Disneyland, Europa, GRP, Gusto, K Tel, Mushroom, Nostalgia Lane, Novus, Power Pac, Prism, RFC, Ranwood, Savoy, Starday, Sugar Hill, Superscope, Sutra, Vista, West End.
Accessories: Discwasher, Maxell, Memorex

C B S Recs 60 Washington St., Suite 1004 Zip 06106. Tel 522 7151 Branch Mgr. Phil Balsam. **(Rec. & Tape D—see New York, N.Y., office for prod distributed)**

Central Rec. & Tape Dists Inc., 115 S. Satellite Rd , South Windsor 06704. Tel 528-2171 Owner Edward E Stein, Mgr Robert L Hoyt; Buyers Singles, Amy Holstein, Albums, Robert L. Hoyt. **(Rec. & Tape OS & RJ)**

One-Stop Music Serv Inc , PO Box 321, 24 26 Clark St , East Hartford 06108 Tel. 528-4126. Owner Richard J Godlewski; Singles & Albums Buyer Oot Maurice. **(Rec. D)**
Labels: Advent, Alshire, Audio Fidelity, Bert & I, CMH, Chiaroscuro, Childrens Recs. of America, Claru: Children, Columbia Special Prods., Contemporary, Conversa-Phone, Creative World, Crystal Clear, DRG, Delmark, Denon, Discovery, Dyno, Education Media, Electric Lemon, Environment, Everest, Fiesta, Glendale, Golden Age of Radio, Haydn Society, Improv, JRC, Jazz, Kay, Living Language, MMG, Mark 56, Monitor, Muse, Musicraft, Orion, Peter Pan, Peters Int'l, Rego, Request, 1750 Arch, Sheba, Sound Effects, Stan Kenton, Stanyon, Starr, Storyville, TMI, TRC, Thimble, Tifton, Trend, Turn On, Varese, Vox, World Jazz
Accessories: Allsop, Continental, Memorex, Sony, Sound Guard, TDK, 3M

Tin Pan Recs Inc , 157 Charter Oak Ave. Zip 06106 Tel 278 5222 Owner & Mgr Thomas Markoski **(Rec. & Tape D, OS & RJ)**
Labels: BBC, Brasilia, Cada, Oazz, Oyno, Enjoy, GP, Gateway, Gilette Madison, Juno, Peerless Classics, Peter Pan, Plantation, Rebecca, Release, SoCon, Sun, VAP, Who's Who in Jazz
Accessories: Irish, Memorex, Peerless, Recoton, Shape.

Warner/Elektra/Atlantic Corp., 851 Marshall Phelps Rd , Windsor 06095. Tel 688 7581 Sales Mgr. Mike Fontecchio **(Rec. & Tape D—see office in Los Angeles, Calif., for prod distributed)**

• NEW CANAAN (Area Code 203)

The Musicsmith, 103 Main St Zip 06840 Tel 972 0002 **(Rec. OS, RJ & E; Tape OS & RJ)**

• NOANK (Area Code 203)

Dean Wallace Rec. Dist. Ltd., PO Box 162 Zip 06340 Tel 536-4963. WATS (800) 243-0330 Warehouse 48 Main St Pres. Dean Wallace Jr , Mgr. Jack Hoyle **(Rec. D & I)**
Labels: Adelphi, Alligator, Amazing, Ambi, Arhoolie, Audiophile, Bay, Bert & I, Bee Hive, Biograph, Black Eagle, Blind Pig, Blue Goose, Blues Classics, CMH, Cardinal, Celeste, Clean Cuts, Clearwater, Collegium, County, Delmark, Dobre, Earwig, Everest, Flying Fish, Flying High, Folk Legacy, Folk Lyric, Folkways, Fretless, Front Hall, GHB, Gatemouth, Grass Mountain, Greenhays, Green Linnet, Green Mountain, Herwin, Historical, Improvising Artists, Iron Horse, JCOA, Jay Round, Jazz Archives, Jazz Guild, Jazzology, June Appal, Kaleidoscope, Kicking Mule, Living Folk, Major, Michigan Archives, Mineral River, Minstrel, Muscle, Nessa, Neworld, Old Timey, Olympic, PM, Pearl, Philly Jazz, Philo, Programme Audio, RE/SE, Rebel, Regency, Release, Revonah, Rex, Ridge Runner, Rooster, Rounder, 1750 Arch, Shanachie, Shiloh, Singlebrook, Sierra/Briar, Sonet (USA), Stash, Steeplechase (USA), Stinson, Sugar Hill, Swallowtail, Sweet Earth, Symposium, Syntonic Research, Tifton, Titanic, Tradition, Trix, Troubadour, WATT, Waterhouse, Windham Hill, Yazoo, Yodel-ah-hee
Labels imported: Affinity, BBC, Boot, Dolphin, Dragon, Flyright, Fogerty's Cove, Gael Linn, Generation, Greensleeves, Greenwich Village, Horselips, Inchecronin, Magpie, Micron Mulligan, Oldie Blues, Outlet, Red Lightning, Sky/Attack, Sweet Folk, Tara, Topic, Transatlantic, Trisheil, Trojan, Virgin/Front Line, Xtra

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

African Rec. Centre Dists Ltd. (ARC Rec. Dists.), 1316 U St NW Zip 20009 Tel 462-0659. Mgr. Mark Jackson **(Rec. D & OS)**
Home office: New York, N.Y (See for prod distributed)

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Black Fire Dists., PO Box 38054, Zip 20020, Tel: 397-3572. Owner & Pres.: James B. Gray, VP & Gen. Mgr.: Plunky Nkabinde. Albums Buyer: Jimmy Gray. **(Rec. D)**
Labels: AKBA, Atumpan, Black Fire, Cosmic Fire, Divine Freelance, IPS, SRP, Strata, Third World, Tribe, Trident, Triumph, Ujamaa
Warner/Elektra/Atlantic Corp.—Tel: 475-6505—also see listing in Greenbelt, Md.

FLORIDA

• FORT LAUDEROALE AREA (Area Code 305)

K & S Assocs. Inc., Rack Div., 6412 N. University Dr., Tamarac 33321. Tel: 721-6310. Pres. & Albums Buyer: George Kurtz, VP & Albums Buyer: Bob Sheingold. **(Rec. RJ)**
Sid's Recs. & Tapes Inc., 2900 E. Sunrise Blvd. Zip: 33304. Tel: 563-9278, 565-5855. Owner: Sidney Debin. Mgr. & Buyer: Skip Asbury. **(Rec. DS)**

• GAINESVILLE (Area Code 904)

Raven's Recs., 13 208 Jennings. Zip: 32612. Tel: 392-9531. Pres.: Daryl Toor. **(Rec. D—rare & discontinued titles)**

• JACKSONVILLE (Area Code 904)

Dabill Rec. & Tape Serv., 1988 San Marco Blvd. Zip: 32207. Tel: 398-2297. Pres.: Marjorie C. Livert, Mgr., Singles, Albums & Tape Buyer: William E. Binkley Jr. **(Rec. & Tape OS & RJ)**
Lieberman Ents., Southeast, 9603 N. Main St. Zip: 32218. Tel: 751-2600. Dpns. Mgr.: Jerry Driner. (Warehouse only, also see listing in Atlanta, Ga.)

• MIAMI METROPOLITAN AREA (Area Code 305)

Alhambra Dist'g Inc., 4380 NW 128 St., Dpa Locka 33054. Tel: 885-4298, 685-8396. Telex: 522178. Pres.: Enrique Inurrieta Sr., Exec. VP: Enrique Inurrieta Jr., Gen. Mgr.: Miguel Estivill, Sales Mgr.: Rick Correoso, Promos Mgr.: Betty Diaz. **(Rec. & Tape D & I)**
Branches: Los Angeles, Calif., San Juan, P.R.
Labels: Al, Al Mex, Alhambra, Carnaval, Libra
Labels imported: Belter (Spain), Columbia (Spain), Dita (Guatemala), EMI Int'l (Spain), Gamma (Mexico), Grabaciones Mundiales (Venezuela), Kangaroo (Italy), Movieplay (Spain), RCA Int'l, Sonolux (Colombia), Sonoradio (Peru)
B B Recs., 7317 NW 79 Terr. Zip: 33166. Tel: 887-4259. Pres.: Bernard Binnick. **(Rec. E—closeout singles & albums)**
C B S Recs., Lincoln Square Office Center, South Tower, Suite 100, 18425 NW Second Ave. Zip: 33169. Tel: 653-5760. Branch Mgr.: Larry Golinski. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**
Capitol Recs., Pan American Bldg., 7220 NW 36 St., Suite 245. Zip: 33166. Tel: 592-3810. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**
Cayre Dists. of Florida Inc., 7290 W. Second Way, Hialeah Gardens 33014. Tel: 558-4934. **(Rec. & Tape D)**
Home office: New York, N.Y.: Cayfronics Corp. **(Rec. & Tape D, OS, RJ, I & E—see for prod. distributed)**
Handleman Co., 2346 NW 147 St., Dpa Locka 33054. Tel: 681-4618. **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.
International Music Recs. & Tapes, 7806 NW Seventh Ave. Zip: 33150. Tel: 691-3493. Owner: L.L. Dean. Mgr.: B. Bryant. Buyer: C. Simmons. **(Rec. & Tape RJ), (Rec. D—cutouts)**
M C A Dist'g Corp., 7370 NW 36 St., Suite 133. Zip: 33166. Tel: 592-5140. Branch Mgr.: Larry Glaser. **(Rec. & Tape D—see office in Los Angeles, Calif. for prod. distributed)**
M J S Entertainment of Florida Inc., 8228 NW 56 St. Zip: 33166. Tel: 592-6085. Pres.: Al Zamora. VP Promo.: Bob Perry. D Sales Mgr.: Fred Held. E & DS Sales Mgr.: Cindy Barr. Buyers: Singles, Jeff MacDonald; Albums, Gary Kulla. Dpns. Mgr.: Bill Fradera. **(Rec. & Tape D & OS), (Rec. & Tape E as MJS Int'l Inc.)**
Branches: Atlanta, Ga.; Long Island City (New York Metropolitan Area), N.Y.
Labels: BC, Brunswick, Disneyland, Emergency, Enjoy, 51 West, Groove Time, Importe, Juana Mango, Prism, Sugar Hill, Top Rankin, Vanguard.
Accessories: BASF, Certron, Discwasher, Duotone, Fuji, Le-Bo, Maxell, Memorex, Recoton, Savoy, Sony, TDK. (SEE ADVERTISEMENT)
M & M Recs. Dists. Inc., 501 W. 28 St., Hialeah 33010. Tel: 887-4522. Owner & Buyer: Manuel J. Mato. Mgr.: Mariano Rodriguez. **(Rec. & Tape D, DS & RJ)**
Labels: Atlas, Lad, TH, Velvet
Morbros Inc./Mr. Nostalgia, PO Box 414201, Miami Beach 33141. Tel: 754-9115. Owner: Singles, Albums & Tape Buyer: Charles P. Morrison. **(Rec. & Tape D)**
Labels: Ajaz, CIF, Conversa Phone, Curtain Calls, Fanfare, Giants o' Jazz, Golden Era, Hollywood Sound Stage, Joyce, Monitor, Monmouth Evergreen, Musicraft, Progressive, Radiola, Request, Sountrak, Stage, Stash, Sunbeam
Musical Recs. Co./Musical Tapes Inc., 780 W. 27 St., Hialeah 33010. Tel: 887-2638. Pres.: Elseo Valdes, Gen. Mgr.: Lazaro Fernandez. **(Rec. & Tape D, DS & RJ), (also Rec. D as Sunshine Rec. Dists.)**
Branches: Los Angeles, Calif.; San Antonio, Tex.
Labels: Belter, Bueno, Discuba, Eco, Els, Fuentes, Musart, Peerless.
Musical Tapes Inc., see Musical Recs. Co./Musical Tapes Inc.
D P One Stop, 1543 NW 165 St. Zip: 33169. Tel: 625-3122. Zip: 33169. Mgr. & Singles Buyer: Paul Yoss. **(Rec. DS, I & E)**
Pickwick Dist'n Cos., Independent Dist'n Div., 13145 NW 45 Ave., Dpa Locka 33054. Tel: 685-7601. Mgr.: Bob Wilder. Singles & Albums Buyer: Jerry Coleman. **(Rec. & Tape D)**
Home office: Minneapolis, Minn.
Labels: AVI, Abkco, Arista, Audio-Fidelity, Boardwalk, Buddah, Buena Vista, Camden, Chrysalis, Coco, Concord Jazz, Deluxe, Disney, Fiesta, First American, Flying Fish, GNP Crescendo, GRP, Gordy, Gospel, Greenhays, Hi, Hitsville, Import, International Artists, Jam, Kaleidoscope, Kudu, Lifesong, Living Language, Maiden Voyage, Motown, Mountain Railroad, Muse, Natural Resources, Nessa, Ode, Ovation, Pacific Arts, Passport, Penthouse, Pickwick, Posse, Prodigal, Quintessence, Rare Earth, Regency, Rhino, Robox, Sam, Savoy, Sesame Street, Soul, Spring, Stiff, Sweet City, Takoma, Tamla, Tapestry, Tomato, UK, Visa, Wheel, Zephyr
Accessories: Shape
PolyGram Dist'n Inc., 8400 NW 52 St., Suite 227. Zip: 33166. Tel: 592-7970. Mgr.: Larry Hensley. **(Rec. & Tape D)**
Home office: New York, N.Y. (See for prod. distributed)
R C A & A&M & Assoc'd Labels, 7220 NW 36 St., Suite 103. Zip: 33166. Tel: 592-4646. Mgr.: Jerry Silhan. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**
Recordland Export Inc., 3401 NW Seventh St. Zip: 33125. Tel: 649-2110. Mgr.: Reinaldo Llabona. **(Rec. & Tape E)**
Specialty Dists. Inc., PO Box 4155, Normandy Sta., Miami Beach 33141. Tel: 758-0000. Pres.: W. Jay. **(Rec. & Tape D)**
Distributes all polka labels
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Sunshine Rec. Dists. **(Rec. D)**—Gen. Mgr.: Carlos Gonzalez—see Musical Recs.
Tone Dists., PO Box 1447, Hialeah 33010; 495 SE 10 Court, Hialeah 33010. Tel: 888-1685. Gen. Mgr.: Lynda Stone. (SEE ADVERTISEMENT)
United Rec. & Tape Inds. Inc., 9880 NW 77 Ave., Hialeah Gardens 33016. Tel: 821-3100. Bd. Chm.: Allan Wolk; Pres.: Sydney Silverman, VP: David Jackowitz; Singles & Albums Buyer; Brad Harrison. **(Rec. & Tape RJ)**
Branch: Atlanta, Ga.
Vibrations, 14700 Biscayne Blvd., North Miami 33181. Tel: 944-6952. Pres.: Larry Schaffer. **(Rec. & Tape OS, RJ, I & E)**
Warner/Elektra/Atlantic Corp., 6555 NW 36 St., Virginia Gardens 33166. Tel: 871-2090. Sales Mgr.: Dave Benjamin. **(Rec. & Tape—see office in Los Angeles, Calif., for prod. distributed)**

• ORLANDO AREA (Area Code 305)

Mountaineer Rec. Serv. Inc., 4109 Barwood Dr. Zip: 32805. Tel: 339-4276, 841-4585. Owner: Howard Holliday Jr. **(Rec. OS)**
Southern Music, 30 S. Orange Ave. Zip: 32801. Tel: 422-8671. Owner: Ron Rood. Mgr.: George Brymer. Buyers: Singles, Steve Flesher; Albums, George Brymer. **(Rec. & Tape OS)**
Sunshine Music, 290 Iris Rd., Casselberry 32707. Tel: 830-7410. Owner & Mgr.: Richard Stultz. Buyers: Singles, Chris Lesisko; Albums & Tape, Jim Boylston. **(Rec. & Tape OS & RJ)**
Accessories: Sony

• POMPANO BEACH (Area Code 305)

Music-Town Rec. Dists. & Promo Co., 1841 NE 42 St. Zip: 33064. Tel: 943-8039. **(Rec. D)**
Home office: Nashville, Tenn. (See for prod. distributed)

• SARASOTA (Area Code 813)

Distributors Inc., 210 Ringling Shopping Center. Zip: 33577. Tel: 953-3797. Pres.: Gary Kuban. **(Rec. OS & RJ)**

• TALLAHASSEE (Area Code 904)

Looking Forward Dists. (Community Literature Inc.), 730 W. Gaines St. Zip: 32304. Tel: 224-9490. Mgr.: Peter Le Forge; Albums & Tape Buyer: Andy Downs. **(Rec. & Tape OS)**
Accessories: Maxell, Recoton, TDK.
Mobile Rec. Serv. Co., 5505 Debbie Dr. Zip: 32304. Tel: 575-6653. Mgr.: John Montgomery. **(Rec. OS—singles only)**
Home office: Pittsburgh, Pa.

• TAMPA (Area Code 813)

Tampa Recs., 3608 N. Armenia Ave. Zip: 33607. Tel: 876-5314. Owner, Albums & Tape Buyer: S. Delgado. **(Rec. & Tape OS & RJ—Latin prod. only)**

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GEORGIA

• ALBANY (Area Code 912)

Gwen Rec. Serv., 319 Highland Ave. Zip: 31706. Tel: 436-6508. Owner, Mgr. & Buyer: Jesse Boone. **(Rec. & Tape DS)**

• ATLANTA METROPOLITAN AREA (Area Code 404)

C B S Recs., 18 Executive Park Dr. NE. Zip: 30329. Tel: 321-4553. VP Southeast Region: Roger Metting, Reg'l Co-ord.: Barbara Savage; Branch Mgr.: Ron Peek. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**
Capitol Recs., 1670 NE Freeway Access Rd. Zip: 30329. Tel: 321-5441. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**
Creative Audio Mktg. Inc., 5725 Buford Hwy., Suite 104. Zip: 30340. Tel: 455-0214. Owner, Mgr. & Buyer: Joe A. Hanson. **(Rec. D)**
Label: Direct Disk Labs
Duplex Rec. Dist. of Atlanta, 699 McDaniel St. SW. Zip: 30310. Tel: 524-9174. Pres.: Alex Williams. **(Rec. D)**
Labels: Arno, Dove, Duplex Startown, Esprit, Rocksoul, Sidetrack, Soultrack, Spacetown
Phonographs: Admiral, Magnavox, Masterworks, Morse Electrophonic, Motorola, Panasonic, RCA, Zenith.
Accessories: E-V, Peerless, RCA, Watts.
Georgia Music Supply Inc., PO Box 490331. Zip: 30349. Tel: 996-3385. Owner & Albums Buyer: Richard F. DeCourcy. Mgr.: Linda Galgano. **(Rec. D)**
Labels: American Heritage, Atteiram, Bay, Boot (Canada), Briar, CMH, Columbia Lea, County, Flying Fish, Gusto, June Appal, Kaleidoscope, Kicking Mule, Leather, Old Homestead, Outlet, Puritan, Rebel, Revonah, Ridgerunner, Rounder, Rural Rhythm, Shanachie, Shiloh, Starday-King, Sugar Hill, Thunderhead, Vassari, Vetco
Handleman Co., 1578 Litton Dr., Stone Mountain 30083. Tel: 938-9467. **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.
House Dists., 1325-A N. Cliff Valley Way. Zip: 30319. Tel: 633-1684. Mgr.: Rick Dandes. **(Rec. & Tape D)**
Home office: Kansas City, Mo. (See for prod. distributed)
Jacyn Sales Inc., 7185 Cane Leaf Dr., Fairburn 30213. Tel: 964-3837. Owner, Mgr. & Buyer: James H. Alexander. **(Rec. & Tape D & RJ)**

Labels: Atteiram, Greentree Gusto, Heart Warming, Impact, JIM, King, Starday.

Lieberman Ents Southeast, 2700 Cumberland Pkwy., Suite 260 Zip 30339 Tel 432 0306 Mgr Dennis Nicholls, Buyers, Singles, G Black, Albums, J Scaglione **(Rec. & Tape RJ** sales & purchasing only, also see listing in Jacksonville, Fla.)
Home office: Minneapolis, Minn **(Rec. & Tape OS & RJ)**

M C A Dist'g Corp., 6403 Warren Dr Norcross 30093 Tel 447 6405 Branch Mgr Carl Michelakos **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

M J S Entertainment of Georgia Inc., 2775 E Bankers Industrial Dr Zip 30360 Tel 448 7772 WATS 800) 241 5389 Telex 700598 Pres Christopher Barr, VP Jim D'Rourke, Import Mgr Randy Dickson, Buyers Singles, Fred Harris, Albums, John Norwood **(Rec. & Tape D, OS & I)**
Home office: Miami, Fla
Labels: Canaan, Creed, 51 West, Importe/12, Jewel, Kenwood, Light, Myrrh, Nashboro, Paula, Ronn, Springboard, Trip, Word
Accessories: Classic One Le Bo Maxell, Memorex, Savoy, TDK (SEE ADVERTISEMENT)

Nova Dist'g Corp., 1873 Enterprise Dr., Norcross 30093 Tel 447 1591 Pres Steve Libman, Sales Mgr Stan Kaiser, Dpns Mgr Bud Libman, Singles Albums & Tape Buyer Steve Libman **(Rec. & Tape OS)**
Accessories: Memorex, Savoy, Dust Buster, Recoton

One-Stop Rec House Inc., 1872 Marietta Blvd. Zip 30318 Tel 351 9140 **(Rec. & Tape OS)**
Accessories: BASF, Capitol Magnetic, Le Bo, Memorex, Pfanstiehl

Pickwick Dist'n Cos., Independent Dist'n Div., 2151 Northwest Pkwy., Marietta 30067 Tel 952 3343 Mgr Jack Mesler, Dpns Mgr Lynn Ward, Sales Mgr Tom Beckwith, Buyers Singles, Charles Johnson, Albums, Julian Buckner **(Rec. & Tape D), Rec. & Tape RJ** as Pickwick Dist'n Cos., Rack Servs. Div.)
Home office: Minneapolis, Minn
Labels: APA, AVI, Abet, Abkco, Accent, Ala, Alfa, Alston, Amberjack, Angelaco, Ariola, Arista, B&G, Becket, Benson, Bet Car, Birthright, Black Saint, Blind Pig, Boardwalk, Bold, Bonb, Buddah, CMH, Camden, Cat, Chiaroscuro, Chrysalis, Cloudborn, Clouds, Concord Jazz, Contemporary, Creed, Crystal Clear, Dash, Deluxe, Deraki, Dixie Jubilee, Drive, Entr'Acte, Ernie's, Excelsior, Fabulous, Fantasy, First American, Flying Fish, GNP Crescendo, GRP, Galaxy, Glades, Gordy, Gospel Roots, Gospel Tone, Gospel Truth, Grand, Great Northwest Greenhays, Gryphon, Heart Warming, Heat, Hob, Jam, Jazz Bird, Juana Kaleidoscope, Kenwood, Kudu, Laff, Lamb & Lion, Lifesong, Living Language, Lyons, Maiden Voyage, Malaco, Marlin, Milestone, Milk & Honey, Motown, Muscle, Muse, Music Is Medicine, Nashboro, Natural Resources, New Birth, New Dawn, New Moon, New Pax, North Country, Novus, Nutmeg, Our Gang, Ovation, Paragon, Pausa, Penthouse, Phoenix 10 & 20, Pickwick, Posse, Prestige, Pro Arte, Prodigal, Project 3, Quintessence, Ranwood, Rare Earth, Refuge, Regency, Rhino, Ridgetop, Robox Rounder, SMI, Sam, Savoy, Seeds & Stems, Sesame Street, Solid Stroke, Soul Note, Sound Factory, Sounds South, Spiral, Stax, Stiff, Strata East, Sunbird, Sunshine Sound, Sutra, Syntonic Research, TK, Takoma Tamla, Tapestry, Thunderbird, Tomato, Trolley Car, Vintage, War Bride, Waterhouse, Wheel, Wicked, Weird World, Windham Hill
Accessories: Shape

Pickwick Dist'n Cos., Rack Servs. Div., 2151 Northwest Pkwy., Marietta 30067 Tel 952 3343 Mgr Dennis Hoefer, Sales Mgr Bernie Hoen, Buyer Joe Bucklew **(Rec. & Tape RJ), (Rec. & Tape D** as Pickwick Dist'n Cos., Independent Dist'n Div.)
Home office: Minneapolis, Minn

PolyGram Dist'n Inc., 590 Commerce Park Dr., Suite 175, Marietta 30060 Tel 428-2929 Reg'l VP Herb Heldt, Branch Mgr Tim Monnig **(Rec. & Tape D)**
Home office: New York, N.Y. (See tor prod. distributed)

R C A & A&M & Assoc'd Labels, 3395 Northeast Expwy Zip 30341 Tel 455 3636 Reg'l Sales Dir Charlie Hall, Branch Sales Mgr. Harry Clark, Sales Mgr. George Jackson **(Rec. & Tape O**—see New York, N.Y., office for prod. distributed)

Record Dist'n Amalgamated (div. of The Group Inc.), 1957 Kilburn Dr Zip 30324 Tel 872 6000 Mgr. Art G. Poulos, Buyer Oliver Cooper **(Rec. & Tape D & E)**
Labels: Banned, Dance A Thon, Glamour & Grease, Hottanta, Hottrax, Screaming Grease, Stereo Spectrum, Thevis.

Record Dists Inc., 6427 Warren Dr., Norcross 30093 Tel 449 6085 Pres & Mgr Norm Botteron; Buyers Singles, Spencer Herzog; Albums & Tape, Al Moore; Controller Marian Runger **(Rec. & Tape OS)**
Accessories: Discwasher, Maxell, Savoy.

Tara Rec. & Tape Dist'g Co. Inc., PO Box 13939, 582 Armour Circle NE. Zip 30324 Tel 875 8272. Nationwide WATS (800) 241-5538, Georgia WATS (800) 282-4060. Pres. Gwen M Kesler, Buyers Singles, James Waters; Albums & Tape, Joe Terrebonne; Accessories, George Myers, Promo. Jamie Miller **(Rec. & Tape D & OS)**
Labels: AVI, Adelphi, Airwave, Alligator, Alston, Americom, Antilles, Audio Book, Audio Gospel, Auric, B&C, BSD, Birthright, Brass, Brunswick, Calvary, Camerica, Canaan, Caprice, Cat, Citation, Clean Cuts, Clouds, County, Credence, Creed, DB, DGTL, Dalear, Dash, Dawn, Dayspring, Dazz, Dealer's Choice, Delta, Dictation Disc, Disneyland, Dore, Drive, Emergency, Enjoy, Epiphany, Ernie's, Eternal Gold, Firstline, Footloose, Fountain, Fun City, GHE, G&P, Gateway, Glades, Golden Ear, Gold Sound, Gospel Roots, Groove Time, Gusto, HSE, Hannibal, Heart Warming, Hep Me, IBC, Impact, Import, J&B, Jamie, Jazz a la Carte, Jazzworks, Jeremiah, Jewel, Jim, Juana, Kari, Kayvette, Kent, Kentone, Kenwood, Kid stuff, King, LA, LMS, Lamb & Lion, Landslide, Lifestream, Light, Limelight, Living Language, Luminar, Malaco, Mango, Maranatha, Marlin, Mass, Merry, Messenger, Musique, Myrrh, Nashboro, New Birth, Newman, New Pax, New Song, Newtrot, Ode, One Two Three, PAID, PM, PPL, Palo Alto Jazz, Paragon, Passport, Paula, Plantation, Powerhouse, Prelude, Prism, Q, Rebel, Refuge, Roadshow, Ronn, Roulette, Roy B, SLI, SSS, Sail, San Francisco Sound, Savoy, Snow Star, Sound of Brooklyn, Sound of Gospel, Sounds of New York, Soundtrek, Soundwaves, Specialty, Stanson, Starday, SuAnne, Sue Int'l, Sugar Hill, Sugar Plum, Sun, Sunshine Sounds, TK, TR, TSDB, Tangent, Taystee, Theresa, Uno Melodic, United, Venguard, Venture, Visa, Vista, West End, Who's Who in Jazz, Wicked, Wonderland, Word, World.
Accessories: Allsop, Ampex, Audio Magnetics, Dustbuster, Esmond, Interco, Le Bo, Pfanstiehl, Savoy, TDK, Tracs (SEE ADVERTISEMENT)

Trac Rec Inc., 2070 G Boston Dr., College Park 30337 Tel 997 2263 Gen. Mgr., Albums & Tape Buyer Walt Lumpkin, Singles Buyer Marty Dwens. **(Rec. & Tape OS)**
Playback equip.: JSR, Toshiba
Videocassette lines: CBS/MGM, MCA, Magnetic Video, Paramount, Warner Bros
Accessories: Audio Magnetics, BMI, Dustbuster, EV Game, TDK, Tracs

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United Rec. & Tape Inds. Inc., 4300 B Bankers Circle NE, Atlanta Ind'l Park Zip: 30360. Tel: 448-1500. Branch Mgr.: John Brenner. Singles & Albums Buyer: Jack Roberge. **(Rec. & Tape RJ)**
Home office: Hialeah Gardens (Miami Metropolitan Area), Fla.

Warner/Elektra/Atlantic Corp., 250 Villanova Dr., Atlanta Gateway Park Zip: 30336. Tel: 344 4933. Branch Mgr.: Bill Biggs; Sales Mgr.: Bob Wienstroer. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

• AUGUSTA (Area Code 404)

Pyramid Music & More, 826 Broad St. Zip: 30902. Tel: 724-1508. Owner: Singles, Albums & Tape Buyer: Robert Gordon. Local branch: Flash's Big G Platter Shop, 209 Ninth St. Zip: 30902. Mgr.: Jephrey Gordon. **(Rec. & Tape OS)**

• CLARKESVILLE (Area Code 404)

Clarkesville Rec. Sales Co. Inc., PO Box 198. Zip: 30523. Tel: 754-2152. **(Rec. & Tape OS & RJ)**
Accessories: Audio Vox, Automatic Radio, Conic, Electro Brand, Tenna.

HAWAII

• HONOLULU (Area Code 808)

C B S Recs., 1580 Makaloa St., Suite 840. Zip: 96814. Tel: 955-0774. Sales Rep.: Joseph Victor Crovo Jr. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Eric of Hawaii Inc., 2071 S. Beretania St. Zip: 96826. Tel: 946-6522. Owner, Mgr. & Buyer: Irving Pinensky. **(Rec. & Tape D)**
Labels: Arista, Asylum, Bearsville, Cream, ECM, Elektra, Island, Mele, Paradise, Sire, TK, Trim, Warner Bros.

Island 1 Stop **(Rec. & Tape OS & RJ)**—Buyer: Lowell Tsuchiyama—see Surfside Dist.

Kona-Kai Dist. Co., PO Box 2135. Zip: 96805. Tel: 947-4608. Owner: Donald P. McDiarmid Jr., VP, Mgr. & Buyer: Donald F. McDiarmid III **(Rec. & Tape D, RJ, I & E)**
Rec. labels: Hula, Pualani, Surfside.
Imports from the Philippines.

Major Dists. Inc., 1007 Dillingham Blvd. Zip: 96817. WATS: (800) 845-3884. Mgr.: Scott Ferrand. **(Rec. & Tape RJ)**
Home office: Tukwila (Seattle Area), Wash.

Microphone Music Co., 2077 S. Beretania St. Zip: 96826. Tel: 946-1488. Owner & Mgr.: Ken Kaizawa. Sales & Promo.: Paul Fujii **(Rec. & Tape D, I & E)**
Labels: Atco, Atlantic, Berlitz, Big Tree, Cotillion, Disneyland, Fiesta, Golden, Inner City, Little David, Living Language, Prelude, Ranwood, Rolling Stones, Roulette, Scotti Bros., Swan Song, Vista.
Labels imported: Viking (New Zealand), all Japanese labels.
Accessories: Le-Bo, Royal.

Music Craft Dists. of Hawaii Ltd., 296 Mokauea St. Zip: 96819. Tel: 841-6219. Owner & Mgr.: Walter Y. Kurokawa. **(Rec. & Tape D)**
Labels: AVI, Ansonia, Antilles, Arcano, Audio Fidelity, Brasilia, Brunswick, CTI, Cadet, Caytronics, Coco, Concord Jazz, Contemporary, Discovery, Everest, Fantasy group, 51 West, Flying Fish, Folkways, 49th State, Hannibal, Hawaii Sons, Kicking Mule, Laff, Laurie, Mango, Mark 56, Meridian, Miami, Monitor, Monmouth Evergreen, Muse, Nashboro, Omnisound, Orfeon, Original Sound, Orinda, PBR Int'l, Paradise, Parnaso, Plantation, Poki, Polynesian, Prism, Private Stock, Project 3, Reflection, Request, Roper, Rounder, SSS Int'l, Sam, Sparrow, Sun, Sutra, Tradewinds, Vanguard, Waikiki, Word, Xanadu, Yazoo.

Pickwick Dist'n Cos., Rack Servs. Div., 735 Iwilei Dr. Zip: 96817. Tel: 521-1802. Mgr.: Chuck Gilbertson, Buyer: Sterling Foster. **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn.

R C A & A&M & Assoc'd Labels, 1221 Kapiolani Blvd., Suite 512. Zip: 96814. Tel: 524-3030. Mgr.: Robert Haas. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Rack Serv. Hawaii Inc., 2073 S. Beretania St. Zip: 96826. Tel: 946-7737. **(Rec. & Tape RJ)**

Surfside Dists. Inc., 1365 Colburn St. Zip: 96817. Tel: 841-0414. VP & Gen. Mgr.: Ed Nielsen **(Rec. D), (Rec. & Tape OS & RJ as Island 1 Stop)**
Labels: Alfa, Banyan, Chrysalis, Coco Palms, Creative World, First American, GNP Crescendo, Gryphon, Ho, Lehua, Mahalo, Motown group, Mushroom, Nakahili, Ovation, Pausa, Prism, Pumehana, Sesame Street, Syntonic Research, Takoma, Tomato, Turnabout, Varese Sarabande, Vox.

World Wide Dists. Ltd., 1132 Auahi St. Zip: 96814. Tel: 531-0133. Rec. Div. Mgr.: Harvey Roesler **(Rec. & Tape D)**
Labels: Mountain Apple, Music of Polynesia.

IDAHO

• IDAHO FALLS (Area Code 208)

Slusser Whsle. Co., 920 Lincoln Rd. Zip: 83401. Tel: 523-0775 **(Rec. & Tape RJ)**

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

Antares Dists., 3235 W. Fullerton Ave. Zip: 60647. Tel: 772-9444. Owner, Singles & Albums Buyer: Leon A. Kelert **(Rec. D & I)**
Labels: Affinity, Ajax, Alshire, Amalgamated, Arcadia, Arcane, Aries, Audiophile, Bandstand, Bent, Birch, Bix Lives, Blackbeard, Blackbird, Black Eagle, Blue Flame, Blue Lantern, Boot, Bountiful, Briar, Broadway, CBS (UK), Charly, Claremont, Collector's Classics, Columbia Special Prods., Cook, Curtain Calls, Daffodil, Dirty Shame, Dragon, Dream Street, Epiphany, Eubie Blake Music, Euphonic, Euphoria, Famous Door, First Heard, Flyright, GHB, Gatemouth, Generation, Greensleeves, Harrison, Herwin, Homespun, IAJRC, Jazz Archives, Jazz Guild, Jazzology, Jazz Piano, Jazz Studies, Jazz Unlimited, Jim Taylor Presents, Joyce, Kanawha, Kay Dee, MCA (UK), Magpie, Merry Makers, Mod-Art, Motherlode, Musicraft, Nessa, New Orleans, No/Gap, Old Homestead, Oldie Blues, Origin, Pa Da, Palm Tree, Pelican, Peter Pan, Philips, Power, Progressive, Pumpkin, Puritan, Rarities, Red Lightnin', Red Onion, Retrospect, San Diego Jazz Club, Seabreeze, Shanachie, Sidewalk Hot Jazz, Sky, Smoky Mary, Southland, Spitball, Stash, Stomp Off, Takoma, Trans Sam, Triad, Trojan, Uptown Lowdown, Varese Int'l, Virgin, Xtra, Zim.

Balkan Music Co., 6917 W. Cermak Rd., Berwyn 60402. Tel: 484-6436. Music Mgr.: Louis J. Hlad. **(Rec. & Tape D)**
Branch: Beaver Falls (Pittsburgh Metropolitan Area), Balkan Rec. Dist'g Co.
Labels: Balkan Int'l, Czech, Delta Int'l, Greyko, Marjon, Monitor.

Barney's Recs. Inc., 3400 W. Ogden Ave. Zip: 60623. Tel: 521-6300. Owner: Willie J. Barney, Mgr.: Raymond Barney; Singles & Albums Buyer: Nita Davis. **(Rec. OS)**

C B S Recs., The Tower, Suite 301, 2850 E. Golf Rd., Rolling Meadows 60008. Tel: 640-5900. VP Central Div.: Don Van Gorp; VP Midwest Region: Jim Scully, Reg'l Co-ord.: Kim Brines; Branch Mgr.: John Madison. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

C N S Co. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 375-4052. Owner: Charles N. Stephens. **(Tape RJ)**

Capitol Recs., 6401 Gross Point Rd., Niles 60648. Tel: 647-8338. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Casa Pan-Americana, see Pan American Recs.

Chicago One Stop Inc., 444 N. Lake Shore Dr. Zip: 60611. Tel: 822-9815. Pres.: Howard M. Rosen; Mgr.: Ken Ryan; Buyer: Ron Fischel. **(Rec. & Tape OS)**

Downtown Recs. Mgmt. Corp. **(Rec. & Tape OS), see Mid-America Specialty.**

Fletcher's 1 Stop Recs. & Tapes, 450 E. 75 St. Zip: 60619. Tel: 874-4484. Owner, Singles, Albums & Tape Buyer: Ester Fletcher. **(Rec. & Tape OS)**
Accessories: Capitol Magnetics, Memorex, Scotch, TDK.

Galgano Dist'g Corp., 4147 W. Armitage Ave. Zip: 60639. Tel: 235-3800. Owner: Anthony Galgano; Mgr.: John Galgano. Buyers: Singles, Norma Barazowski; Albums, Joyce Vermilyer, Tape, Gene Gorjeczew. **(Rec. & Tape OS)**
Playback equip. & phonographs: Hitachi, Pioneer
Videocassete & Videodisk lines: All lines
Accessories: GRT, Le-Bo, Maxell, Memorex, Recoton, Scotch, TDK. (SEE ADVERTISEMENT)

Tony Galgano Recs. Inc., 4134 W. Armitage Ave. Zip: 60639. Tel: 278-8300. Pres.: Anthony Galgano; Mgr. & Singles Buyer: Frank Scardino. **(Rec. & Tape OS—jukebox trade)**

Gibson's Town & Country One Stop, 1956 W. 51 St. Zip: 60609. Tel: 776-0700. Owners: Gregory & Kathie Gibson; Mgr. & Buyer: G.G. Gibson **(Rec. & Tape OS)**

H S I Dist'g, 4322 W. Fullerton. Zip: 60639. Tel: 486-1171. Owner: William R. Stocking; Mgr. & Album Buyer: Christopher Miller. **(Rec. D)**
Labels: American Gramophone, CBS Mastersound, Chalfont, Crystal Clear, Delos, Denon, Direct Disk Labs, Discwasher, Nautilus, Nippon Phonogram, Real-Time, Sound 80, Toshiba EMI, Varese/Sarabande, WEA Japan.
Accessories: Audio Aids, Platter Matter, Sumiko.

Handleman Co., 801 Lunt Ave., Elk Grove Village 60007. Tel: 364-0230. **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.

House Dists., 3410 Lake Shore Dr., Suite 7-E. Zip: 60657. Tel: 248-1834. Mgr.: Carole Bernstein. **(Rec. & Tape D)**
Home office: Kansas City, Mo. (See for prod. distributed)

J S J Tape Dists. Inc., 6620 W. Belmont. Zip: 60634. Tel: 286-4444. Owner, Mgr. & Buyer: Joseph Swatek. **(Tape OS—cutouts)** (SEE ADVERTISEMENT)

K R P C O Kiderian Rec. Dists., 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Owner: Raymond Peck; Mgr.: George Peck; Buyers: Singles, Vince Hartnet; Albums, Ray Peck. **(Rec. D)**
Labels: Armenian, Black Beauty, Camels Hair, Chicago Sound Factory (CSF), Centaur Talent, Dick/Hike, Ghetto, Glenoaks, Homestead, Illinois Prod'g Corp., Kid, Kiderian, LRM, Middle Eastern, Newbary, Paw Print, Ray Peck Prod'ns, Recordgraph, Ruby, ST Lewis, Sonic Wave, Trinity, Virgin Vinal, Wind City.

Kiderian Rec. Dists., see KRPCO.

Kinnara Inc., 4323 N. Elston Ave. Zip: 60641. Tel: 588-7735. Pres.: Raeburn Flerlage. Singles, Albums & Tape Buyer: Steven Gusler. **(Rec. D & I, Tape D)**
Labels: Ace of Spades, Adelphi, Adolescent, Advent, Affinity (UK), Airways, Alligator, Amazing, Arabesque, Archive of Folk & Jazz, Archive of Piano, Arhoolie, Aries, Audio Arts, Auricle, Avant, Aviva, BOB, Baobab, Barrelhouse, Bartok, Bash, Bay, Bee Hive, Bet Car, Black Saint (Italy), Blind Pig, Blue Goose, Blue Night, Blue Ridge, Blues Classics, Bornand, Broadside, Bullfrog, CRI, Caedmon, Cambridge, Candy Apple, Carolsdatter, Chalfont, Charly (UK), Chicago Slide, Citadel, Claremont, Clay Pigeon, Clean Cuts, Club of Spade, Column One, Connoisseur Society, Contemporary, Conversa-Phone, Cough Drop, Country Turtle, County, Cowboy Carl, Crazy Cajun, Crystal, ORG, Dictation Disc, Discovery, Ear-

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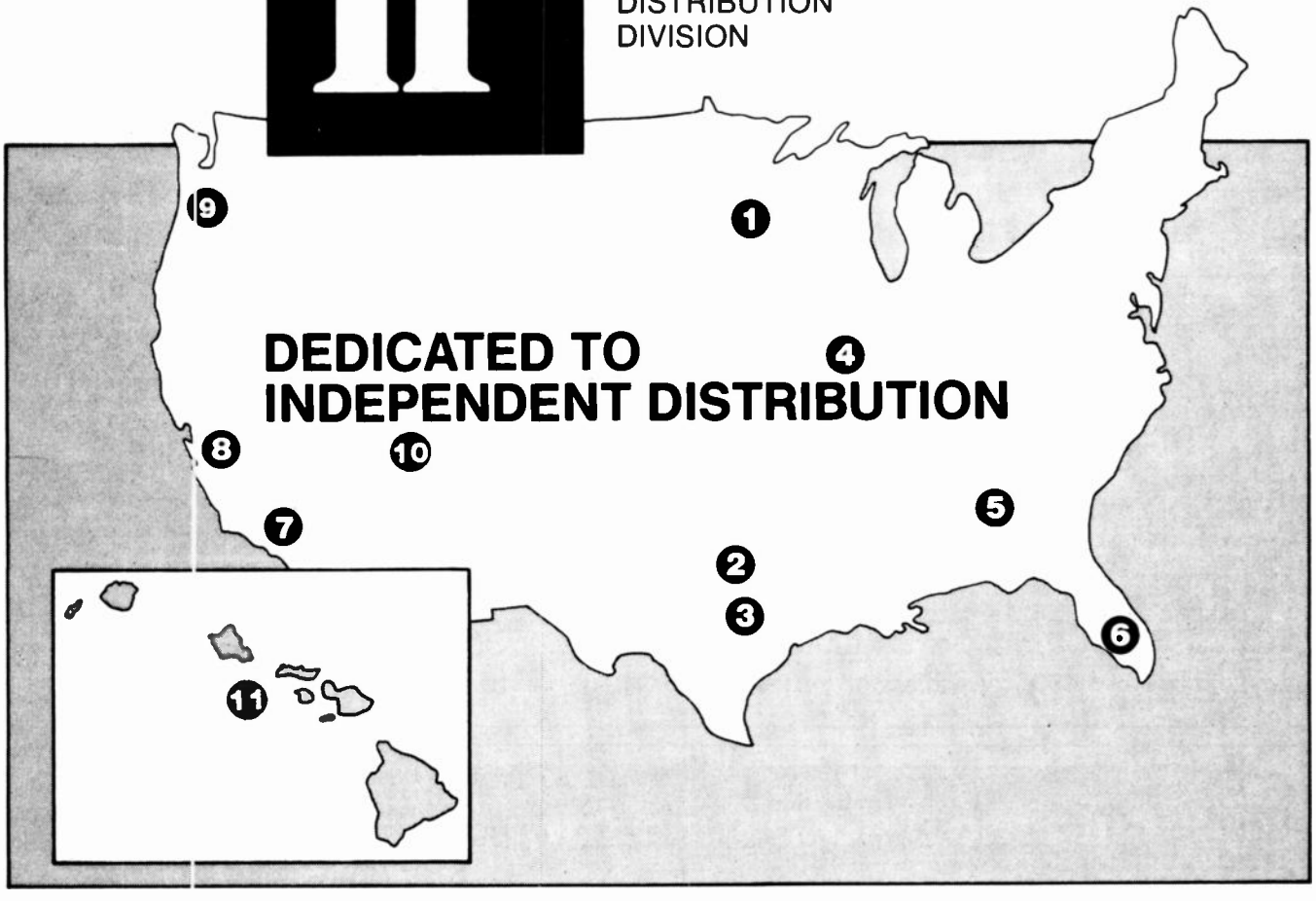

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La Voz Hispana, 1824 W Division St Zip 60622 Tel 252 5135 Owner Mgr & Buyer Nelson A Cruz **(Rec. & Tape OS—Latin prod only)**

Lieberman Ents Inc, 1000 Touhy Ave, Elk Grove Village 60007 Tel 593 2120 Reg'l OS Mgr Bruce Lowry, Branch Mgr Dennis Sinclair, DS Mgr Tom O'Flynn, Opns Mgr Jerry Skillicorn, Sales Mgr Ed Chittim, Reg'l Buyer Wayne Grossman, Singles Buyer Adrian Neuman, Albums Buyer Rob Taylor **(Rec. & Tape OS & RJ)**
Home office: Minneapolis, Minn

Living Blues Mail Order Sales & Dist'n, 2615 N Wilton Ave Zip 60614 Tel 281 3385 Owners Jim & Amy O'Neal, Singles & Albums Buyers Jim O'Neal, Felix Wohrstein **(Rec. D, I & E)**
Labels: Ace, Advent, Airway, Alley Cat, Alligator, Altee, Ashanti, BOB, Baron, Barrelhouse, Bash, BeBe, Big Boy, Big Sam, Big Star, Big Town, Black Magic, Blind Pig, Blue Flame, Blues Alley, Blues Connoisseur, Blue Soul, Bracob, Bullfrog, CJ, Celestial, Cher Kee, Cleartone, Colt, Cynthia, Oarby, Dawn S, Delmark, Earwig, Echo, Enrica, Firma, Flying Fish, 4 Brothers, GAS, Goldband, Golden Africa, Good Time, High Water, ICT, JS, Joliet, Kenneth, Kris, Lunar #2, Mamlish, Melancholy, Mimosa, Mirage, Mr Blues, Mr Bo Weavil, PM, Pearl, Rae Cox, Razor, Rhodes Way, Rooster, Rooster Blues, Rumble, Shama, Simmons, Sirens, Sky Hero, Spivey, Sould Sound, Spoonful, Styletone, TJ, Tomel, WASP, XRT, Yambo.
Labels imported: Blue Angel (Germany), Fleetville (UK), JSP (UK), Wolf (Austria)

M & A Rec Whslers **(Rec. RJ & OS)**, see Surplus Rec & Tapes

M C A Dist'g Corp, 10700 W Higgins Rd Suite 100, Rosemont 60018 Tel 298 6600 Reg'l Dir Ron Warren, Branch Mgr Rod Linnum **(Rec. & Tape D—see office in Los Angeles, Calif, for prod distributed)**

M S Dist'g Co, 7901 N Caldwell Ave Morton Grove 60053 Tel 478 1133 Owners John Salstone, Tony Dalesandro, Sales Mgr Rick Chrzan **(Rec. & Tape O)**

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Mid America Specialty Dist. Inc, 444 N Lake Shore Dr Zip 60611, Tel 822 0822 Pres Howard M Rosen, Gen Mgr., Maurice Rousso, Purchasing Dir Ron Fischel **(Rec. & Tape RJ), (Rec. & Tape OS as Downtown** Recs Mgmt Corp)

Mr T's Volume Rec & Tape Sales, 1728 E 87 St Zip 60617 Tel 375 8445 Owner Max Tannenbaum, Sales Mgr Johnny Johnson **(Rec. & Tape D, OS & RJ)**
Distributes cutouts, overstocks, promotional copies.

Multinational Dists. Inc., 3514 W 26 St Zip 60623 Tel 522-1877 Owners Miguel & Magdiel Remon, Adelqui Boue, Mgrs Miguel Remon, Adelqui Boue, Singles, Albums & Tape Buyer Adelqui Boue, **Local branches:** 1454 N Milwaukee Ave Zip 60622, Tel 235-6900; 8929 S Commercial Ave Zip 60617 Tel 721 6585. **(Rec. & Tape OS & RJ)**

Pan American Recs Inc (Casa Pan Americana), 3751 W 26 St Zip 60623 Tel 521 1100 Pres Gustavo Silva **(Rec. & Tape D, OS & RJ)**
Labels: ARV, Alegre, Alhambra, All Art, Ansonia, Antilla, Arcano, Arriba, Atlas, Audio Latino, Audimex, Audiovox, Azteca, Bego, Bernal, Borinquen, Buena Suerte, CBS de Mexico, CR, Caliente, Capri, Carino, Caytronics, Columbia, Costeno, Cotique, Crazy Cajun, Cri Cri, OLV, Oel Rio, Oel Sol, Del Sur, Oel Topo, Del Valle, Dimsa, Disco Grande, Discolando, Discuba, Disneylandia, Dominante, EGC, East Bend, Eco, Falcon, Fama, Fania Int'l, Flor, Flor Mex, Freddie, Fuentes, GC, Gas Gema, Good Luck, Guti, Ideal, Impacto, Inca, Keylock, Kubaney, Latin Int'l, Latin Soul, Magda, Marsal, Mate, Mercurio, Mericana, Mexico, Mex Melody, Miami, Mister G, Montilla, Musart, Musimex, Neliz, Norteno, Novavox, Nuevo, ORO, Odeon, Orfeon, Pan Americana, Papalote, Parnaso, El Pato, Peerless, Profono, Pronto, Raff, Ramex, Rovi, Safari, Seeco, Sombrero, Son Art, Sonolux, TH, TR, Teardrop, Teca, Tex Mex, Tico, Tikal, Torres, Tropical, UA Latino, Vaya, Velvet, West Side, ZAZ, El Zarape, Zeida

Pickwick Dist'n Cos, Rack Servs Div, 1350 Kirk St, Elk Grove Village 60007 Tel 766 3683 Mgr. Mike Neville, Sales Mgr Bill Siverthorne; Buyer John Costellanos **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn

Polish Rec Center of America, 3069 N Milwaukee Ave Zip 60618, Tel 539-9898 Owner Jan Wojewodka, Mgr Joseph Zielinski **(Rec. & Tape I)**
Imports from Poland

PolyGram Dist'n Inc., 4825 N Scott St, Bldg 2, Suite 206, Schiller Park 60176 Tel 671 5380 Reg'l VP Harry Losk, Branch Mgr Bob Colosi **(Rec. & Tape D)**
Home office: New York, N Y (See for prod distributed)

Progress Rec Dist'g Inc, 930 Lee St, Elk Grove Village 60007 Tel 593 5955 Pres Joe Simone, VP & Gen Mgr Harold Oavis, Buyer Bob Blayney **(Rec. & Tape D)**
Branches: Indianapolis, Ind, Clayton (St Louis Metropolitan Area), Kansas City, Mo—also see listing in Highland Heights (Cleveland Metropolitan Area), Ohio
Labels: Abet, Abkco, Alpha Omega, Antilles, Bainbridge, Clone, Concord Jazz, Cream, Creed, ORG, Delmark, Dimension, Disneyland, Earthtone, Fantasy, 51 West, Firstline, Fischer & Lucas, 415, Frontline, G&P, Galaxy, Gordy, Gospel Truth, Hannibal, Hi, IRS/Faulty, Jazz America, Kenwood, Laurie, Lifesong, Mango, Milestone, Mojo, Motown, Muse, Mutt & Jeff, Nashboro, Natural Resources, PAID, PPL, Penthouse, Plantation, Polish Prelude, Prestige, Project 3, RFC, Ranwood, Rare Earth, Rhino, Ridgetop, Riverside, Sam, Shelby Singleton, Silverstar, Soul, Sound Factory, Sound of Gospel, Stax, Stiff America, Sun, Tamla, Tapestry, Vanguard, Venture, Vista, Waterhouse, Westbound, Wheel

R C A & A&M & Assoc'd Labels, 2809 Butterfield Rd, Suite 180, East Oak Brook 60521 Tel 986 8300 Reg'l Sales Dir. John Rucker, Branch Mgr Tom Potter, Branch Sales Mgr Richard Wilcoxen **(Rec. & Tape D—see** New York, N Y, office for prod distributed)

Rac A Recs., 1801 S Lumber Zip 60616 Tel: 666-3828 Owner, Albums & Tape Buyer William Knapp, Mgr Charles Knapp **(Rec. & Tape RJ & E)** (SEE AOVERTISEMENT)

Re-United Rec. & Tape Dists Inc, 1829 S Michigan Ave Zip 60616 Tel 326 0020 **(Rec. & Tape D)**
Labels: Al & the Kid, Cadet, Capaquarius, Oana, EMT, Echo, Eldee, Fountain, Golden Ear, Good Luck, J&B, Juana, Kan, Magic Disc, Malaco, Prism, Rhetta, Royal Shield, Starvision, Sandpiper, TSOB, Triplett, Vanessa, Yohan

Ruby Sales Co. Inc., 4038 W Armitage Zip 60639 Tel: 276-5484. Owner, Mgr & Buyer R W Lawrence **(Rec. & Tape RJ)** (SEE AOVERTISEMENT)

Chet Schafer Prod'ns, 864 N Ashland Ave Zip 60622 Tel 421 4372 Owner & Buyer Chet Schafer **(Rec. & Tape D)**
Labels: Archer, Bel Ave, Chicago Polkas, Oyno, Gold, Halo, Mint, Owl, Ram, Sound, Starr, Stelio

Seebro Prods Co., 2416 S Michigan Ave Zip 60616 Tel 842-8221. Owner I Siegal, Mgr, Singles & Albums Buyer R Siegal **(Rec. D)**
Labels: Golden, Peter Pan, Power, Superheroes, Tifton, Tinkerbell
Accessories: Fidelitone, Panasonic, Seebro

Sound/Video Unlimited Inc, 5404 W Touhy Ave., Skokie 60077 Tel: 674-0850. Pres: Noel Gimbel, Branch Mgr Stan Meyers. **(Rec. & Tape OS, RJ & I)**
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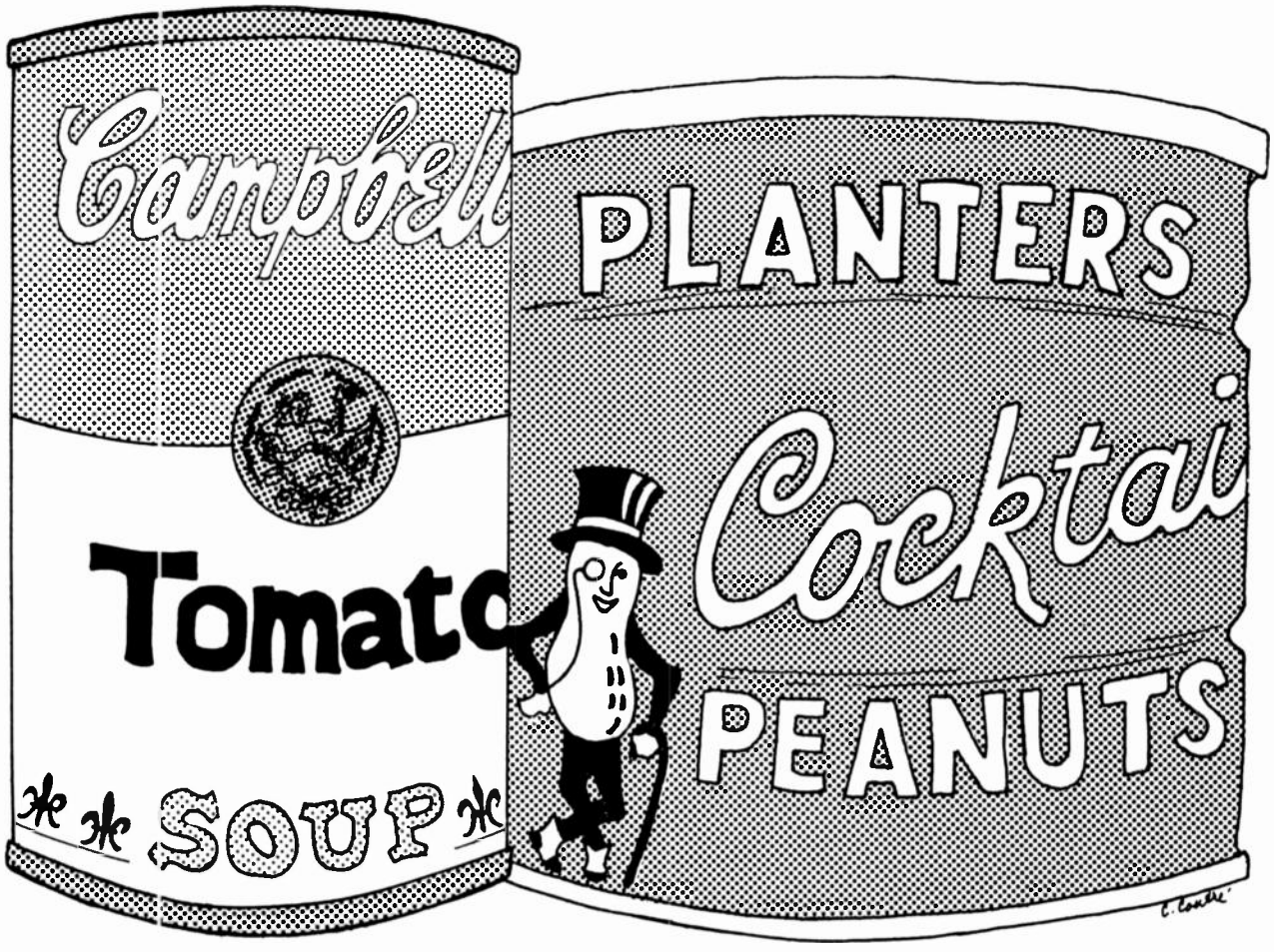

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Surplus Recs. & Tapes, 1120 W. Exchange. Zip: 60609. Tel: 376-8432. Pres.: Merrill Rose; Gen. Mgr. & Buyer: Jack Rose. **(Rec. D), (Rec. RJ & OS as M&A Rec. Whslers.)**
Branch: Passaic, N.J. (Rec. D & E, Tape E)
Distributes cut-outs & surplus. (SEE ADVERTISEMENT)

Fernando Vian, 2151 N. Humboldt Blvd. Zip: 60647. Tel: 278-7613. **(Rec. & Tape D)**
Home office: Los Angeles, Calif., Discos Latin Int'l.
Labels: Fono Rex, Latin Int'l, Microfon, Pega.

Warner/Elektra/Atlantic Corp., 222 W. Sivert Court, Bensenville 60106. Tel: 595-6000. Branch Mgr.: Al Abrams; Sales Mgr.: Rick Cohen. **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

• PEORIA (Area Code 309)

Sound Investment Inc., 1109 W. Main. Zip: 61606. Tel: 673-3887. Owner: William R. Love; Mgr.: Dave Roger; Buyers: Albums, Dave Roger, Sue Anderson; Tape, Jim Gunn. **(Rec. & Tape OS)**

• ROCKFORD (Area Code 815)

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INDIANA

• ANGOLA (Area Code 219)

Gospelrama, PO Box 267. Zip: 46703. Tel: 665-9540; WATS: (800) 348-4677; Indiana WATS: (800) 552-1794. Owner: F. Michael Colacuori. **(Rec. D & OS**—religious prod. only)
Labels: Birdwing, Calvary, Canaan, Chalice, Creative Sound, Foster, Good Life, Green Tree, Heart Warming, Hope, Housetop, Impact, Jews for Jesus, John Hall, Light, Maiden, Manna, Messianic, Myrrh, New Life, RCA, Rainbow Sound, Skylite, Sonrise, Sparrow, Star Song, Tempo, Word, Zondervan

• ELWOOD (Area Code 317)

New Light Dist. Inc., 521 N. Anderson St. Zip: 46036. Tel: 552-9846. Pres. & Buyer: Jim Cochran. **(Rec. D)**
Distributes cut-outs & overstocks. (SEE ADVERTISEMENT)

• EVANSVILLE (Area Code 812)

Mobile Rec. Serv. Co., 2244 E. Virginia St. Zip: 47711. Tel: 477-3927. Mgr.: Mark Dale Schweickart **(Rec. OS**—singles only)
Home office: Pittsburgh, Pa.

• FORT WAYNE (Area Code 219)

Midwest Dists., Exec. Office, 2415 Forest Park Blvd. Zip: 46805. Owner & Mgr.: Walt Ostermeyer. Local branch: 3535 N. Anthony. Zip: 46805. Tel: 483-8230. Mgr. & Buyer: Deanee May. **(Rec. & Tape RJ)**

Mobile Rec. Serv. Co., 5336 Southbrook Rd. Zip: 46815. Tel: 485-9446. Mgr.: Jon R. Didier **(Rec. OS**—singles only)
Home office: Pittsburgh, Pa.

Tallman One Stop, 1023 E. Pontiac St. Zip: 46803. Tel: 456-8422. Owners: Robert & Patricia Hatcher, Singles, Albums & Tape Buyer: Patricia Hatcher. **(Rec. & Tape OS)**

• GARY (Area Code 219)

United Nat'l Rec. Sales, 4393-91 Tri-City Plaza. Zip: 46406. Tel: 949-1208, 949-1378. Owners: Bobby & Maxine Joiner. Local branches: 1650 Broadway. Zip: 46407. Tel: 885-2705—8038 E. Melton Rd. Zip: 46403. Tel: 938-4820—3815 Broadway. Zip: 46409. Tel: 884-7200—4704 Indianapolis Blvd., East Chicago 46312. Tel: 398-7464. **(Rec. OS)**

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Labels: ICOA; also distributes cutouts & overstocks.
Labels imported: ECM (Germany), European rock & jazz labels.
Accessories: Audio Technica, Discwasher, Marsand, Maxell, Memorex, Savoy, Service, Sound Guard, TOK, Watts.

Progress Rec. Dist'g Inc., 6325 Gilford, Suite 3A. Zip: 46208. Tel: 259-4873. **(Rec. & Tape D/O)**
Home office: Elk Grove Village (Chicago Metropolitan Area), Ill.—see for prod. distributed

Scott's One-Stop Rec. & Tape Serv. Inc., 1319 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Pres.: Lew Jones, Opns. Mgr.: Don Gobrecht **(Rec. & Tape OS)**

• MOORESVILLE (Area Code 317)

Golden Memories Recs. Inc., PO Box 217, 136 Maple Ln. Zip: 46158. Tel: 831-5207. Pres.: William J. Haskett. **(Rec. D & E)**
Distributes oldies.

• RICHMOND (Area Code 317)

U.E.S. Dist'g. Corp. (Universal Entertainment), PO Box 938, 814 Promenade. Zip: 47374. Tel: 935-7744. Pres.: Kent J. Henry, VP, Albums & Singles Buyer: Mike Verloop **(Rec. & Tape OS & RJ)**

• VALPARAISO (Area Code 219)

Music Mdsrs. Inc., 2904 E. Cascade Dr. Zip: 46383. Tel: 465-1567. Owners: Michael Quick, Mark Duggleby **(Rec. & Tape OS & RJ)**

IOWA

• DAVENPORT (Area Code 319)

Music Wave Dists. (MWD), PO Box 3013. Zip: 52808. Mgr.: Gary Unger **(Rec. D)**
Labels: AIC, Artistic, Artistville, BCA, ECI, Groove Sound, Groove II, Love Light, Sugar Vine

• DES MOINES (Area Code 515)

Pickwick Dist'n Cos., Rack Servs. Div., 2400 Sunset Rd. Zip: 50321. Tel: 282-8185. Branch Mgr.: Wayne Olson, Sales Mgr.: Jerry Parker, Buyer: Ray Munson **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn.

KANSAS

• KANSAS CITY AREA (Area Code 913)

Hoffman Inds. Inc., 8441 Quivira, Lenexa 66215. Tel: 888-4885. Owner, Albums & Tape Buyer: Arnold J. Hoffman **(Rec. & Tape RJ)**

Sources Co., PO Box 6129, Leawood 66206. Tel: 642-5942. Mgr.: Arthur Elliott **(Rec. D)**
Home office: Minneapolis, Minn. (See for prod. distributed)

Total Sound Dists., 5622 Johnson Dr., Mission 66202. Tel: 384-0300. Owner & Mgr.: Allan Levy **(Rec. & Tape OS)**

• LAWRENCE (Area Code 913)

Kief's Rec. & Stereo Supply Inc., PO Box 2, 2100 A W. 25 St. Zip: 66044. Tel: 842-1544. Owner: John J. Kiefer, Buyer: Steve Wilson **(Rec. & Tape OS & RJ)**

• MANHATTAN (Area Code 913)

Western Mdsrs. Inc., 1562 Hayes Dr. Zip: 66502. Tel: 539-0542. Mgr.: Joel Seamen **(Rec. & Tape RJ)**
Home office: Amarillo, Tex. **(Rec. & Tape OS & RJ)**

KENTUCKY

• CAMPBELLSVILLE (Area Code 502)

Central Electronics, PO Box 340, 108 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron. **(Rec. & Tape D, OS & RJ)**
Labels: Christian Faith, Design, Heart Warming, Hilltop, Little Darlin', Nashboro, Nashville, Paramount, Pickwick, Plantation, Premier, Radiant, SSS Int'l, Scepter, Sing, Skylite, Songs of Faith, Starday-King, Statesmood, Sun, Temple, Up Front, Word
Playback equip.: Arthur Fulmer, Stellasonic
Phonographs: Delmonico, Major, Victor
Accessories: Amberg, BSR, Electro Voice, Transcriber

• FLORENCE (Area Code 606)

Piks Corp., 225 Merravay Dr. Zip: 41042. Tel: 525-9006. **(Rec. & Tape D)**
Home office: Cleveland, Ohio. (See for prod. distributed)

• LOUISVILLE (Area Code 502)

Kentuckiana Rec. Sales (div. of Vine Recs. Inc.), 560 S. Fourth St. Zip: 40202. Tel: 582-3331. **(Rec. & Tape OS)**

Kings Rec. Shop, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Owner & Mgr.: Gene King, Buyers: Singles, Ann King, Albums & Tape, Gene King. **(Rec. & Tape D, OS & I)**
Distributes cutouts, oldies.
Labels imported: RCA (Canada, UK)

Orbit Radio, PO Box 1644, Zip 40211 Tel 584-5535 Owner & Mgr S A Cisler (Rec. & Tape I & E)
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Exports pre-recorded tape, playback equip
Shively One Stop, 4464 Shively Center Zip 40216 Tel 447-4951 Owner & Mgr A R Brown (Rec. & Tape I&S)

• OWENSBORO (Area Code 502)

Wax Works Inc, 325 E Third St Zip 42301 Tel 926 0008 Owner Terry Woodward, Buyer Larry Devuono (Rec. & Tape DS & RJ)
Accessories: Allsop, Ampex, Dicewasher, Le-Bo, Maxell, Memorex, Pfanstiehl, Sound Guard, TDK, Watts
Webster's Inc, PO Box 1916, 1308 W Ninth St Zip 42301 Tel 926 4441 Owner & Mgr Doug Webster (Rec. & Tape RJ)

LOUISIANA

• ALEXANDRIA (Area Code 318)

Gospel Dist Inc., PO Box 1706, 12 2 Main St Zip 71301 Tel 443 2549 Owner & Mgr J D Davis (Rec. D, DS & RJ)
Distributes all gospel labels
Music Racks, 1406 Fourth St Zip 71301 Tel 443 2549 Owner & Mgr J D Davis (Tape OS & RJ)

• BATON ROUGE (Area Code 504)

Centaur Recs Inc, PO Box 23764 Zip 70893 Tel 769 0632 (Rec. I & E)
Labels imported: Meridian (UK), Pavane (Belgium), Saga (UK)
New Generation Inc, 10010 Florida Blvd Zip 70815 Tel 272 1700 Mgr Irwin Shaab. Local branch 3332 Highland Rd Zip 70808 Tel 383-9700 Mgr Joseph Shaab, Buyer David Trivanovich (Rec. & Tape RJ)

• GONZALES (Area Code 504)

Gonzales Music Whsle, PO Box 1153, Southland Dr Zip 70737 Tel 644 2801 Owner, Singles & Albums Buyer Roy J Shaw (Rec. & Tape DS)

• LAFAYETTE (Area Code 318)

Stagg's Music Shoppe, 503 N. University Zip 70501 Tel 232 1575 (Rec. OS)

• LAKE CHARLES (Area Code 318)

Goldband Rec Dist Corp., PO Box 485, 313 Church St Zip 70602 Tel 439 8839 Pres. Eddie Shuler, Buyer Jeff Le June (Rec. & Tape D, I & E)
Labels: Alshire, Americana, Anla, Big D, Bold, Canaan, Discus, Esquire, Farm, Folk Star, Goldband, Gusto, Heart Warming, Impact, Jador, Jin, Lanor, Light, Luffcin, Lyric, Myrth, Pelican, Power Pak, Shannon Soul Unlimited, Sparrow, Starday King, Strobe, Swallow, Tempo, Word

• NEW ORLEANS AREA (Area Code 504)

All South Dist'g Corp., 1924 Lafayette St, Zip 70113 Tel 568 0971 Owner Warren K Hildebrand, Mgr Richard Brown, Buyers Singles, Jeff Fontz, Albums, Warren Hildebrand, Jeff Fontz, Gladin Scott (Rec. & Tape D, OS & RJ)
Labels: ASI, Abet, Abkco, Ala, Alston, American Variety, Antilles, Archives of Jazz, Arhoolie, Ariola, Arista, BC, BTM, Bandy, BeeGee, Biograph, Black Forum, Black Gold, Black Jazz, Blue Canyon, Blues Classics, Blue Star, Boardwalk, Bold, Brunswick, Buddah, CMH, CTI, Cadet, Caedmon, Calla, Canaan, Cat, Checker, Chess, Chimneyville, Chrysalis, Cin/Kay, Commercial, Cream, Creative World, Creed, Dakar, Dash, Daybreak, Dictation Disc, Dimension, Disneyland, Dore, Drive, ESP, Emergency, Excello, Excelsior, Fantasy, Flying Fish, 4 Star, GWP, Gec, Glades, Golden, Gordy, Gospel, Gull, Heart Warming, Hi, IRDA, Impress, JB, Jamie, Jewel, Jim, Jin, Juana, Kayvette, Kent, Kik'r, Koko, Kudu, Laff, Light, Living Language, Magic Disc, Mainstream, Malaco, Mango, Mankind, Mardi Gras, Marlin, Mericana, Milestone, Motown, Muse, Mushroom Music Is Medicine, Nashboro, Natural, Natural Resources, Old Timey, Old Town, Onyx, Original Sounds, Ovation, Passport, Paula, Peter Pan, Phil L.A. of Soul, Pickwick, Platinum, Poppy, Prestige, Prima, Pro Arte, Project 3, Pyramid, Quintessence, Randy, Ranwood, Rare Earth, Respect, Riverside, Ronn, Roulette, Salvation, Savoy, Scepter, Shelter, Soul, Soul Int'l, Sound Bird, Stang, Stax, Stiff, Stone, Stop, Sugar Hill, Sun, Sunbird, Swallow, TK, Takoma, Tamla, Three Brothers, Tomato, Turbo, Vanguard, Venture, Vibration, Viko, Virgo, Visa, Vista, Wand, Weird World, Wet Soul, Wicked, Word
Videocasstte lines: CBS/MGM, Magnetic Video
Accessories: Capitol, Le-Bo, Maxell, Memorex, Professional, Recoton, TDK
Is Music Inc, 8700 W Judge Perez Dr., Chalmette 70043 Tel 279 1120 Mgr & Buyer Gary J Edwards (Rec. & Tape D & E)
Labels: Bourbon 641, Crescent Country, Dulai, Fat Tuesday, Nobility, Second Line, Shalon, Sound of New Orleans (SEE ADVERTISEMENT)
Lean Rec Dist'g Co., 2815 Octavia St Zip 70115 Tel 866 3478 Owner & Buyer Lou Welsch Jr (Rec. & Tape D)
Labels: ABC, All American group, Arch, Audio Treasury, Backbeat, Biograph, Blue Beat, Blue Thumb, Cachet, Con Brio, Coral, Cross Country, Deluxe, Dimension, Dobre, Dot, Duk, Dunhill, Federal, Firecracker First Generation, Folly, GBS, GMC, Golden Moon, Gold Rush, Gusto, Hickory, Hollywood, Hot Pax, Impulse, Infinity, Jam Session, Jeremiah, Just Good, Koala, Lab Jazz, Little Gem, Ludu Kay, MCA, MSK, Milagro, Nationwide Sound group, Ocean City, One Way, Paramount, Peacock, Pilot, Plantation, Platinum Plus, Power Pak, QCA, Rainbow, Rainbow Sound, Regency, Rice, Rising Star, Rob Chris, Ruboca SCR, SSS Int'l, Sapphire, Second Generation, Sounds of Music, South Breeze, Starday/King, Sun, Theresa, True, Unicorn, Westminster, Whiskey River, World Int'l group
Lee Rec Dist, 4546 S Park Dr Metairie 70001 Tel 888-2406 Owner, Mgr & Buyer Paul V Lee Local branch: 122 Focis St (Rec. D)
Labels: Alligator, Benjie, Blue Goose, Delmark, Era, Federal, Fire, Fury, Goldies-45, Riverside, Soultle, Soul Potion, Specialty, Springboard, Starday King, Symposium, Takoma, Trip, Trix, Up Front, Yazoo
One Stop Rec Shop Inc, 1400 N Broad St Zip 70119 Tel 949 5781 Owner & Mgr Joe Assunto, Buyer Lloyd Legendre (Rec. DS)
Record Sales of New Orleans, 1928 Lafayette St Zip 70113 Tel 524 3537 Owner, Warren Hildebrand, Mgr, Singles, Albums & Tape Buyer D Shtrick (Rec. & Tape DS).

Videocassette & Videodisk lines: All lines
Saint Expedite Dist'g Co., PO Box 13977 Zip 70185 Tel 482 4211 Owner & Buyer John Berthelot (Rec. & Tape D)
Labels: Bandy, Delta, GNP Crescendo, Dixieland Jubilee, Great Southern, New Orleans Sound

• SHREVEPORT (Area Code 318)

B & B Sales Inc, PO Box 7038, 1014 Joseph St Zip 71107 Tel 226-0105 (Tape D)
Labels: Adam VIII, Capitol, MCA, Pickwick/Camden, Power Pak, RCA, Starday King, United
Playback equip.: Electra Radio, Arthur Fulmer, Pioneer
Stan's Rec Serv, 728 Texas St Zip 71101 Tel 222-7182 Owner Stanley J Lewis, Mgr Ronnie Lewis, Buyers Singles & Albums, Ronnie Lewis, Jesse Camp, Frankie Spano, Tape, George Willis (Rec. & Tape D, DS & RJ)
Label: AVI, Ace, Ala, Alligator, Alston, Amberjack, Amerama, American, Antilles, Aries, Ariola, Arista, Audio Arts, Audio Fidelity, BC, Baby, Babylon, Beam Junction, Berlitz, Birth Right, Black Label, Bollau, Bomb, Broken Bow, Brunswick, Brut, Bryan, Buddah, Cannon, Celebration, Celestial, Chalet, Challenge, Chanterelle, Charisma, Charsm, Cherry Red, Chrism, Church Door, Churchill, Classic Jazz, Clouds, Cochise, Commercial, Con Brio, Cream, Country, Creed, Crescendo, Cyclone, Dakar, Dana, Dash, Day Spring, Deco, Dharm, Dimension, Disneyland, Door Knob, Drive, Earl Long, Eclipse, Emergency, Enjoy, Ernie, Eternal Gold, Evolution, Family,

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• SULPHUR (Area Code 318)

Keene Cos. Inc., 1625 Arizona St Zip 70663 Tel 527 8609 **(Rec. & Tape OS & RJ)**

• VILLE PLATTE (Area Code 318)

Floyd's Whsle Dist Co., PO Drawer 10, 434 E Main Zip 70586 Tel 363 2184 Owner J Floyd Soileau, Mgr Ray Lafleur, Buyer Terry Lafleur **(Rec. D, OS & E, Tape D, OS & RJ)**
Labels: American Playboy, Arhoolie, Bayou, Bellaire Benson, Boo Ray, Cajun Classics, Cajun Jamboree, Calvary, Canaan, Crazy Cajun D, Dimension, Eric, Goldband, Golden Ear, Heart Warming, Hep Me, Jewel, Jim Jin Joliette Kom a Oay, Lanor, Lyric, Maison de Soul, Mike Adkins, Milk & Honey, Myrrh, NSO, Original Sound, Paula, Rebel Rounder, Showtime Specialty, Starbarn, Starlite, Sugar Hill, Supreme, Swallow, Word
Playback equip.: General Electric, Hitachi, Panasonic
Accessories: GRT, Le Bo, Pfanstiehl, Seebro

MAINE

• PORTLAND (Area Code 207)

Commercial Dist., 8 Somerset St Zip 04101 Tel 774 5362 Owners Jack & Herbert Holmes, Gen Mgr. Tony Arroda, Mdse Mgr Bill Tiffany **(Rec. & Tape D, OS & RJ)**
Labels: CBS, Capitol, London, MCA, MGM, Motown, RCA United Artists WEA group
Accessories: Le Bo, Recoton, Savoy, Sound Guard, Watts

East Coast Dists 200 Anderson St Zip 04101 Tel 772 5665 **(Rec. & Tape RJ)**
Phonographs & Playback equip.: Sony

MARYLAND

• BALTIMORE METROPOLITAN AREA (Area Code 301)

Action Dist'g Co., 3921 Hollins Ferry Rd., Lansdowne 21227 Tel 242 5055 Owners Sam & Mark Anoff, Mgr & Buyer Sam Anoff, Sales Mark Anoff **(Rec. & Tape D)**
labels: ARC, Album Globe, Alshire, Award, Bobco, Boblo, Bomp, Boyd, Brogan, Burgundy, CIE, CJ, Candle, Charta, Cherry Pie, Copper Mountain, Corona, Crescent, Crusader Current, Dale, Dallas, Dar, Darko, Dee Jay, Dee Mora, Denim, Derrick, Dharma, Door Knob, Dooylen, EIO, Eagle, Edge, Emus, Equity, Erin, Exact, F&L, FXL, Farview, Favorite Song, Fifty States, Flick, Four Star, Fretone, From the Country, G Bar, GC, Gemini, Genesis, Gervasi, Gil's, Goddess, Gold Oust, Golden Angel, Golden Eagle, Gracelane, HSE, Heart Warming, Hilltop, Hi Oldies, Impact, Inergi, It's Just Country, Jade, Jim, Kansas City, Kari, Kik, Kings Music City, Koala, LS, Linox Little Nashville, Little Ritchie, Macho, Maverick, Mercantile, Monitor, Music America, NSO, Nashville, Nu Trayl, Orlando, Ortega, Pantheon Desert, Papa Joe's, Plantation, Pot o' Gold, Prairie Dust, Renegade, Resco, Ridgetop, Roundtable, Royal American, Silver Sword, Soul Town, Sound Factory, Sound Waves, South Breeze, Spirit, Spring River, Star Gem, Stoneway, Su Ann, Sun, Sunshine Country, Superior, Super Prod'ns, Tanglewood, Teddy Bear, 3J, Title, Travel, True, Vulcan, Wild, World Independent Group World Wide Sound, Zemo

Ellis Dist'g Corp., 33 New Plant Court, Owings Mill 21117 Tel 363 1212 Owner Edgar H Ellis, Gen Mgr & Buyer Florence Cohen, Warehouse Mgr George Allen **(Rec. & Tape RJ)**

Handleman Co., 8320 Sherwick Court, Washington Ind'l Park, Jessup 20794 Tel 953 1771 **(Rec. & Tape RJ)**
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Largo Music Corp., 9195 Red Branch Rd., Columbia 21045 Tel 995 1776 Pres Lawrence M Goldberg, Sr VP Raymond L Creighton, VP Mdsg Justin Dudley, VP Mktg James E Lara **(Rec. & Tape OS & RJ)**
Branches: Garden Grove, Calif., Arlington (Fort Worth Area), Tex., Virginia Beach, Va
Videocassette lines: CBS, Columbia Pictures, Disney, MCA Magnetic Video, Paramount, WEA
Videodisk lines: CBS, MCA, Paramount, RCA

M C A Dist'g Corp., Standard Courts West, 9160 Red Branch Rd., Columbia 21045 Tel 992 0020 Branch Mgr Ed Keelan **(Rec. & Tape O—see office in Los Angeles, Calif., for prod distributed)**

Mar Matic Sales Co Inc., 1140 E Cold Spring Ln Zip 21239 Tel 435-1477 Owner Maurice Sykes, Mgr Joseph S Barranco, Singles Buyer Phyllis Farinholt **(Rec. OS & E)**

Marshall Mangold Dist g Co Inc., 4805 Nelson Ave Zip 21215 Tel 542 7214 Owner Manny Goldberg, Mgr Sandy Miller **(Rec. D & RJ)**
Labels: Archive of Folk & Jazz, Disneyland, Everest, Pickwick

Musical Sales Mobile Serv **(Rec. & Tape RJ—see Musical Sales One Stop Inc)**

Musical Sales One Stop Inc., 40 S Caroline St Zip 21231 Tel 675 1400 Pres Milton Bereson, Gen Mgr. Mashe Mehlman, Buyers Singles, Walter Meineke, Albums, Elliott Berlin, Tape, Joe Stinett **(Rec. & Tape OS & E), (Rec. & Tape RJ as Music Sales Mobile Serv)**
Videocassette lines: AVC, Arrow, Blue Video, Cal Vista, Limited Edition, Select/Essex, Swedish Erotica, Turn On TV, VC, VCI Video Gems

Pickwick Dist'n Cos., Rack Servs Div., Empire Tower Bldg., 7300 Ritchie Hwy., Glen Burnie 21061 Tel 760-6750. Sales Mgr Dick LeBrun **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn.

Potomac Music (JEK Ents Inc.), 1009 Cathedral St Zip 21201 Tel 837 7726 **(Rec. & Tape OS)**
Accessories: Batteries, blank tape
Branch: Cheverly, Md

Schwartz Bros Inc—Tel 727 4770—see listing under Lanham Md

Transcontinent of Maryland, 7405 Liberty Rd Zip 21207 Tel 944 6911 **(Rec. & Tape OS)**
Home office: Buffalo, N Y., Transcontinent Rec Sales **(Rec. & Tape RJ)**

Zamoiski Co., 1101 De Soto Rd Zip 21223 Tel 644 2900 Pres Calman J Zamoiski Jr., VP Sales & RJ Mgr Irv Gomprecht, D Mgr Joyce L Heider, D Buyer Merle Lucado, RJ Buyers Pip Smith, Diane Featon **(Rec. & Tape D & RJ).**
Labels: AVI, Abkco, Amberjack, Antilles, Arch, Audio Fidelity, Audio Rarities, BBC, BC, Baby O, Becket, Blue Heaven, Boardwalk, Bomb, Braziliа, Brunswick, CTI, Chiaroscuro, Choice, Cream, Creative World, Oazz, Dictation Disc, Discovery, Emergency, Enjoy, Epiphany, Etc, Everest, GNP Crescendo, Gatemouth, Gateway, Gramavision, Grand, Gryphon, Hannibal Image, JEM, Jam, Jazz a la Carte, Jazz Bird, Jazz Works, Kari, LA, LEG, Lyricon, Magic Disc, Mango, Mutt & Jeff, Neuman, Nutmeg, Pausa, Phoenix, Posse, Ronze, Roulette, San Francisco, Stash, Strata East, Sugar Hill, Syntonic Research, Thunderbird, Trolley Car, Uno Melodic, West End, Who's Who in Jazz
Phonographs: Zenith
Accessories: Ampro, Le Bo, Maxell, Memorex, Pacific, Porpatune, Recoton, Service, TDK

• CHEVERLY (Area Code 301)

Potomac Music (JEK Ents Inc.), 4819 Lydell Rd. Zip 20785 Tel 773 4474 **(Rec. & Tape OS)**
Home office: Baltimore, Md
Accessories: Batteries, blank tape

• CHEVY CHASE (Area Code 301)

Rounder Dist'n, 5009 Oalton Zip 20015 Tel 656 5876 Mgr Geoff Edwards **(Rec. & Tape D, I & E)**
Home office: Somerville (Boston Metropolitan Area), Mass (See for prod distributed)

• GERMANTOWN (Area Code 301)

Capitol Recs., Century XXI, 20030 Century Blvd Zip 20767 Tel 428 0790 **(Rec. & Tape D—see office in Los Angeles, Calif. for prod distributed)**

• GREENBELT (Area Code 301)

PolyGram Dist'n Inc., 9111 Edmonston Rd., Suite 201 Zip 20770 Tel 441 1670 Mgr Harvey Rosen **(Rec. & Tape D)**
Home office: New York, N Y (See for prod distributed)

R C A & A&M & Assoc'd Labels, 911 Edmonston Rd Zip 20770 Tel 792 7205 Branch Mgr Jim Grady **(Rec. & Tape D—see New York, N Y., office for prod distributed)**

Warner/Elektra/Atlantic Corp., 9111 Edmonston Rd., Suite 305-306 Zip 20770 Tel 792 7540 Sales Mgr Van Pieter Wyckoff **(Rec. & Tape D—see office in Los Angeles, Calif., for prod distributed)**

• HAGERSTOWN (Area Code 301)

Interstate Rec Dists. Inc., 29 Prospect St Zip 21740 Tel 733 1378 Owners Richard M & Melvin C Greenwald, Mgr Carlton Smith **(Rec. & Tape OS & RJ)**

• HYATTSVILLE AREA (Area Code 301)

C & M One Stop (div of LOS Inc.), 5405 Lafayette Pl Zip 20781 Tel 699 5888 Owner Murray A. Berman, Buyers Singles, Randy Evans, Albums & Tape, Lisa Hunter, Cheri Paxson **(Rec. & Tape OS)**
Videocassette lines: CBS, Warner Bros

Orum Major Music Dist., 5611 Landover Rd Zip 20784 Tel 864-3935 Owner Michael P Mackulics, Mgr., Singles, Albums & Tape Buyer Tom Hodges **(Rec. & Tape OS)**

• LANHAM (Area Code 301)

District Recs. Inc. **(Rec. & Tape RJ)**—Mgr James Schwartz—see Schwartz Bros

S B I Video, 4901 Forbes Blvd Zip 20801 Tel 459 8000 Sales Mgr Don Rosenberg, Buyer Charlie Myers
Videocassette lines: Budget, CBS/MGM, Columbia Pictures, Disney, KVC, KV General, MCA, Magnetic Video, Media, NFL Films, Nostalgia Merchant, Paramount, VCI, Vid-America, Video Gems, WCI, Warner Bros., Wizard
Videodisk lines: Columbia Pictures, Magnetic Video, Paramount

Schwartz Bros Inc., 4901 Forbes Blvd Zip 20801 Tel 459 8000 Owners James, Bertram & Stuart Schwartz, VP Sales Jerry Jacobs, Gen Mdsg Mgr Stephen Schwartz, Sales Mgr Eugene Horn **(Rec. & Tape D), (Rec. & Tape RJ as District Recs Inc)**
Branches: Cherry Hill, N J., Charlotte, N C., Norfolk, Va., Tidewater One Stop **(Rec. & Tape OS)**
Labels: Alfa, Arista, Audio Arts, Audio Gospel, Birth Right, Black Label, Boardwalk, Brothers of Washington DC, CMH, Chrysalis, Church Door, Concord Jazz, Day Star, Disneyland, EGL, Ernie's, Fantasy, 51 West, Flying Fish, Free Spirit, GRP, Gordy, Gospel Roots, Gospel Truth, Greentree, Gusto/Starday/King, HSE, Heart Warming, IBC, Impact, Jeremiah, Jewel/Paula, Jim, Juana, Kenwood, LA, Laff, Laurie, Lifesong, Light, Living Language, Luminar, Malaco, Milestone, Mirus, Motown, Muse, Myrrh, Nashboro, New Birth, Original Sound, Ovation, PAIO, Passport Visa, Pickwick, Praise, Pray, Prelude, Prestige, Pro Arte, Project 3, Quintessence, Rainbow Sound, Ranwood, Rejoice, Sam, Savoy, Sesame Street, Skylite, Sound of Gospel, Specialty, Stiff, Sun, Super Disc, Sutra, TCS, TK, TR, Tamla, Telarc, Vanguard, Venture, Vesper, Vista, Waterhouse, Word

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• SILVER SPRING (Area Code 301)

C B S Recs., 8720 Georgia Ave., Suite 608 Zip 20910 Tel 587-5000 Branch Mgr. Jim Chiado **(Rec. & Tape D—see New York, N.Y. office for prod. distributed)**

Richman Bros., 13301 Rockview Court Zip 20906 Tel 933-6006 Mgr. Howard Rosenthat **(Rec. & Tape D & OS)**
Home office: Pennsauken, N.J. See for prod. distributed)

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Alpha Dist'g Corp., 5 Priscilla Circle Weymouth 02188 Tel 266-0354 Contact Paul Maged **(Rec. & Tape D)**
Home office: New York, N.Y. (See for prod. distributed)

Boston Rec. Dist. Inc., 24 Ashmont Rd., Wellesley 02181 Tel 235-7865. Owner, Mgr. & Buyer Jerry Flatto **(Rec. & Tape OS & RJ)**

C B S Recs., 33 Hayden Ave., Lexington 02174 Tel 861-6180 Branch Mgr. George Ryan **(Rec. & Tape D—see New York, N.Y. office for prod. distributed)**

Capitol Recs., 420 Providence Hwy., Rm. 113, Westwood 02090 Tel 329-5770 **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Dick's Rec. Co. Inc., 890 Providence Hwy., Dedham 02026 Tel 326-8790 Owner Richard Mitchell, Mgr. Richard Peach, Buyers Singles, Richard Peach Albums & Tape, Melvin Robrish **(Rec. & Tape OS)**

Disco Inc., 651 Washington St., Brookline 02146 Tel 734-1900 VP & Buyer G. Margolis **(Rec. & Tape OS & RJ)**

E Z One Stop Rec. Serv. Inc., 92 Sagamore St., North Quincy 02171 Tel 328-7900. Owner & Mgr. Aaron H. Gross, Buyer Robert Levin **(Rec. & Tape OS), (Rec. & Tape D & RJ as Royal Dists.)**

Federated Rec. Co. Inc., 24 Munroe St., Newtonville 02160 Tel 969-1773. **(Rec. & Tape OS, RJ & E)**

Hot Cakes Music Inc., 24 Munroe St., Newtonville 02160 Tel 969-1773. **(Rec. & Tape D, OS, RJ&I)**
Distributes cutouts, budget labels.

M C A Dist'g Corp., 20 Cummings Park, Woburn 01801 Tel 933-9290. Branch Mgr. Jim LaFrance **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Malco Inds. (div. of Malden Mop & Brush Co.), 266 Broad St., Lynn 01901. Tel 595-7500. Gen. Mgr. A.T. Goldstein. **(Rec. RJ)**

Malverne Dists. Inc. of Boston, 77 Summer St. Zip 02110 Tel 423-3820 Mgr. Stan Goodman **(Rec & Tape D)**
Home office: Long Island City (New York Metropolitan Area), N.Y. Malverne Dists. Inc.
Labels: AVI, Abet, Alfa, Alston, Bicket, Cat, Chrysalis, Concord Jazz, Contemporary, Creed, Dash, Drive, Fantasy, 51 West, Galaxy, Glade, Gryphon, Jazz American, Juana, Kavette, Kenwood, Laff, Laurie, Lifesong, Light, Malaco, Marlin, Mileston·, Mirus, Muse, Myrrh, Nashboro, New Birth, Dvation, PAUSA, Prelude, Prestige, Project 3, Pyramid, Ranwood, Riverside, Roulette, Savoy, Specialty, Stax, Sunshine Sound, Sutra, TK, Takoma, Waterhouse, Wolf, Worl

Music Sales Inc., Bldg. 8, 6 Gill St., Woburn 01801 Tel: 935-7500. Mgr.: Howard Ring, Buyers: Singles, Jack Marshall; Albums, Rich Marcus **(Rec. OS)**

Music Suppliers Inc., 77 Wexford St., Needham Heights 02194. Tel: 444-9310. Owner: Gordon Dinerstein Mgr.: Ed Calmus, Buyers: Singles & Albums, Vahan Aghajanian, Tape, Ben Handelman **(Rec. & Tape OS & RJ)**

Peter's Rec. One-Stop Inc. (PROS), 880 Providence Hwy., Dedham 02026. Tel: 329-5210. Owner, Mgr., Singles & Tape Buyer: Peter McDermott. Albums Buyer: Donald Moscatelli. **(Rec. & Tape OS)**

PolyGram Dist'n Inc., 200 W. Cummings Park, Suite M-50, Woburn 01801. Tel: 933-8155. Mgr.: Paul Wenner **(Rec. & Tape D)**
Home office: New York, N.Y. (See for prod. distributed)

R C A & A&M & Assoc'd Labels, 38 Elliot St., Newton Upper Falls 02164. Tel: 964-4955 Mgr.: Rich Attinson. **(Rec. & Tape D—see New York, N.Y. office for prod. distributed)**

Rounder Recs. Corp., 186 Willow Ave., Somerville 02144. Tel. 354-0700. Owners: Marian Leighton, Ken Irwin, Bill Nowlin; Mgr.: Duncan Browne, Singles & Albums Buyer: Glenn K. Jones. **(Rec. & Tape D, I & E)**
Branches: Chevy Chase, Md.; Brooklyn (New York Metropolitan Area), N.Y.
Labels: About Time, Ace of Hearts, Adelphi, Advent, Alcazar, Alligator, Amazing, Ambition, American Heritage, Apguga, Archive of Folk & Jazz, Arhoolie, Armageddon, Artificial Intelligence, Astro Jet, Audiophile, Autobahn, BBC, BFD, Bandy, Baobab, Baron, Barrelhouse, Bay, Beehive, Beet, Bent Reed, Bert & I, Bet Car, Big Daddy, Biograph, Black Eagle, Blast, Blind Pig, Blue Angel, Blue Goose, Blues Classics, Bomp, Briar, Broadway, Bullfrog, CFH, CMH, Cabbage, Cachalot, Caution, Celeste, Chalfont, Chlorinated, Circle, Citadel, Clanka Lanka, Clappers, Classics Int'l, Clean Cuts, Club of Spade Collector, Columbia, Columbia Special Prods., Commodore, Contemporary, Cottey Light, Country Life, Country Turtle, County, Cowboy Carl, Creative World, Cynda, Delmark, Dirty Shame, Discovery, Domain, Dreamstreet, ESCA, Earwig, Eat, Elephant's Graveyard, El Saturn, Ember, Emily, Encounter, Entr'Acte, Essene, Eubie Blake, Euphonic, Everest, Factory, Factus, Fate 1, Fiddlin' Whale, Flying Crow, Flying Fish, Flying High, Flyright, Folk Legacy, Folk Lyric, Folkways, Fretless, Front Hall, GHB, GNP Crescendo, Gatemouth, Gateway, Glendale, Golden Age, Good Time Jazz, Grass Mountain, Greenhays, Greenline, Green Linnet, Ground Zero, HDS, Harbor, Heartbreak Hits, Herald, Herwin, Historical, Hollywood Soundstage, Homestead, Honeydew, Imagination, Improvising Artists, Indra Navigation, Interplay, Interzone, Isabelle, JCOA, JCDA WATT, JEMF, Jazz Archives, Joe-Tel, Jump, June Appal, Kaleidoscope, Kicking Mule, Lanthall, Legacy, Leviathan, Library of Congress, Likeable, Lion, Longdivity, Longhorn, Longview, Lovely Music, Lust/Unlust, Lyrichord, Mamlish, Mardi Gras, Mark 56, Matrix, Melodeon, Michael's Pub, Mineral River, Mr. Blues, Modern Method, Monitor, Monmouth/Evergreen, Mornings ar, Musicraft, Muskadine, NRG, Nessa, Neworld, New World, Nighthawk, North Country, Old Homestead, Old Timey, Olympic, Dmac, Omnisound, Onari, Origin Jazz Library, Outline, Outrageous, PM, P&P, Paredon, Pearl, Philly Jazz, Philo, Philomel, Phoenix Jazz, Plantation, Plant Life, Polisar, Progressive, Pumpkin, Pure & Easy, Puritan, Quark, Radiola, Ralph, Rambler, Ramblin', Random Radar, Rattlesnake, Razor, Rebel, Red, Red Goose, Red Sweater, Regency, Release, Relic, Revel, Rhino, Ridge Runner, Rollin' Rock, Rooster, Rose, Rosetta, Rough Trade, Rounder, Sackville, Safco, Sail, Sandy Hook, Sea Breeze, 1750 Arch, Shake, Shanachie, Shasta, Shiah, Shiloh, Sierra, Silver Sphinx, Singlebrook, Solid Smoke, Sonet, Specialty, Spivey, Spring, Starday/Gusto, Starday/Powerpak, Starday/King, Starlog, Starlog/Varese, Star Rhythm, Stash, Steeplechase, Straight Ahead, Streetsong, Sugar Hill, Sun, Swallow, Sweet Earth, Syntonic Research, TRC, Take Two, Theresa, Totem, Tradition, Traditional, Trash, Trix, Trod Nossel, Troubador, Vandan, Varese Sarabande, Varulven, Vetco, Voxx, Voyager, Vu, Wagon Tracks, War Bride, Waterhouse, Western, Wildebeest, Windham Hill, Wins, Word of Mouth, XRT, Xanadu, Yazoo, Zim.
Labels imported: Agram, Amigo, Appaloosa, Armageddon, Attack, Attic, Azul, Blackbird, Black Saint, Blues Boy, Boa, Boot, Bunny Lee, Burning Sounds, CBS, Carib Gems, Cash & Carry, Celluloid, Cha Cha, Charly, Chrysalis, Chyme, Clock Tower, Collector, Conflict, Crest, Daddy Kool, Deb, Dingle's, Dire, Dischi della Quercia, Dragon, Edizioni, Free Reed, Gael Linn, Generation, Greensleeves, Hammer, Hit Run, Icuts, Id, Invisible, Iona, Ital, JSP, Jazz Live, LTM, MCA, Magpie, Meteor, Micron, Dats Moo, Oldie Blues, Dval, Pioneer Int'l, Plant Life, Quango, RCA, Red, Red Lightnin', Red Rag, Rock & Country, Route 66, Rubber, Sarge, Silver Hill, Sky, Sonet, Soul Note, Specialty, Spotlite, Springthyme, Star Light, String, Tara, Temple, Third World, Topic, Treasure, Trojan, Virgin, WF, Waterland. (SEE ADVERTISEMENT)

Royal Dists., 96 Sagamore St., North Quincy 02171. Tel: 328-1822 Owner & Mgr. Aaron H. Gross **(Rec. & Tape D & RJ), (Rec. & Tape OS as E Z One Stop Rec. Serv. Inc.)**
Labels: Contessa, Crown, Custom, Mother Goose; overstock, oldie 45's
Accessories: Recoton.

Sound Sellers Inc., 80 Independence Ave., Quincy 02169. Tel: 472-3660 Owner James Lawson, Mgr., Singles & Albums Buyer Arthur Rich; Tape Buyer Brian Rohan. **(Rec. & Tape OS & RJ)**

Warner/Elektra/Atlantic Corp., PO Box 4016, 200 Unicorn Park Dr., Woburn 01888 Tel: 935-5170 Branch Mgr.: Don Dumont; Sales Mgr. Fran Alberte. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Women's Music Dist'n Co., 33 Richdale Ave., No. 211, Cambridge 02140 Tel: 661-0554 Mgr.: Trish Karlinski. **(Rec. & Tape DS)**
Home office: Glendale (Los Angeles Metropolitan Area), Calif.

• LAWRENCE (Area Code 617)

N E R T of New England, PO Box 268, Zip 01842, 641 Haverhill St. Zip 01841. Tel: 686-4293. Owner, Mgr., Singles, Albums & Tape Buyer: Jerry P. Marcus. **(Rec. & Tape OS & E)**
Accessories: Ampex, BASF, Black Diamond, Fuji, Le Bo, Maxell, Memorex, Nortronics, Recoton, Savoy, Scotch, Sound Guard, TDK, Watts

• NEW BEDFORD (Area Code 617)

Penco Rec. Co., 428 Wood St. Zip 02745. Tel: 995-0595 Owner: Francisco A. Penha. **(Rec. & Tape I & E)**
Labels imported: Alvorada, Belter, Clave, Coimbra, Estudio, Interdisco, Lisboa, Dfir, Onda, Orfeu, Rapsodia, Roda, Telectra (all Portugal).
Exports pre-recorded tapes.

• SHREWSBURY (Area Code 617)

Music Machine, PO Box 262 Zip 01545. Owner: Paul Brough; Mgr. & Buyer M. Faddoul. **(Rec. & Tape DS)**

• SOMERSET (Area Code 617)

Pickwick Dist'n Cos., Rack Servs. Div., 185 Riverside Ave. Zip 02725. Tel: 676-3061 Div. VP: Herb Dorfman; Branch Mgr.: Jim Curci; Sales Mgr.: Richard Berube. Buyer: Gerri Chase. **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn.

MICHIGAN

• ANN ARBOR (Area Code 313)

Spring Arbor Dist., PO Box 985 Zip 48106 Tel: (313) 994-4053 Pres.: Jim Carlson, Buyer: Gerald Blalock. **(Rec. & Tape D)**
Labels: Alexandria House, Ariel, Aslan, Avant Garde, Benson, Bread 'n' Honey, CBS, Caedmon, Calvary, Canaan, Country Dak, Dawn, Dayspring, Fisher Folk, Good Life, Good News, Gospel Media, Gospelrama, Gotz, Greentree, Heaven & Earth, Image VII, Impact, Jim, John Hall, K&R, Lamb & Lion, Lexicon, Light, MCA, Maiden, Maranatha, Milk & Honey, Myrrh, NALR, New Born, New Dawn, New Life, Newpax, New Song, Paragon, Peaceable, Pilgrim, Polygram, Praise, RCA, Rainbow, Savoy, Seed, Servant, Singspiration, Skylite, Solid Rock, Songbird, Sonrise, Sparrow, Spirit, Starsong, Takoma, Triangle, Tunesmith, WEA, Weston Priory, Word

• AUBURN HEIGHTS (Area Code 313)

J's Dist'n Serv. Inc., 2163 Avon Industrial Dr. Zip 48057 Tel: 852-5707 Owner: Vincent H. Jaeger, Singles, Albums & Tape Buyer: Pat Jaeger **(Rec. & Tape OS & RJ)**

• BRIGHTON (Area Code 313)

Arc Jay-Kay Dist'g Co. (div. of Handleman Co.), 1289 Rickett Rd. Zip 48116. Tel: 227-2231 Gen. Mgr.: Tom Schlesinger; Sales Mgr.: Mike McKenzie; Sales Admin.: Pauline Fras. **(Rec. & Tape D)**
Labels: AVI, Abkco, All Platinum, Alston, Amazon, Apa, Aries II, Ariola, Arista, Arth, At Home, Bach Guild, Big Town, Birthright, Blue Candle, Bold, Bomp, Buddah, Cadet, Cadet Concept, Cardinal, Cat, Checker, Chess, Chrysalis, Churchill, Circa, Clouds, Cream, Creative World, Crescendo, Dash, Dial, Dixieland Jubilee, Dore, Drive, Era, Everyman, Fabulous, Fantasy, Flashback, GNP, GRP, Galaxy, Generation Int'l, Glades, Good Sounds, Gordy, Gospel Roots, Gusto, HDM, Hi, Hollywood, IBC, IRDA, Import, Inphasion, JEM, JRC, Jay Jay, Jewel, Juana, Kayvette, Kent, King, Konduko, Kudu, LRC, Largo, Laurie, Malaco, Malcolm X, Marlin, Metric, Milestone, Motown, Mountain Railroad, Mushroom, NSD, Natural Resources, Novus, Original Sound, Dvation, PVC, Passport, Paula, Plantation, Platinum, Prestige, Prodigal, Pyramid, Ranwood, Rare Earth, Rat City, Reid's World, Rice, Ronn, Roots, Roulette, Rounder, Royal Flush,

Savoy, Seeds & Stems, Seventy-First Street, Shield, Silverblue, Simtone, Sketches in Black, Soul, Soul Power, Stang, Starday, Stax, Stone Dogg, Sugar Hill, Sun, Sunbird, Sunshine Sound, TK, Takoma, Tamla, Tiger Lily, Turbo, Vanguard, Versatile, Vesper, Vibration, Vintage, Visa, Wanderick, Weird World, Wolf.

• CADILLAC (Area Code 616)

B & R Music, 2400 E. 30 Rd. Zip: 49601. Tel: 775-3145. Owner, Mgr. & Buyer: Roy Newland. **(Rec. & Tape RJ)**

• CHARLOTTE (Area Code 517)

State-Wide Dist'g, 2370 Brookmead Way. Zip: 48813. Tel. 543-0097. Owner: Norman E. Martens; Mgr.: Mark A. Martens. **(Rec. & Tape OS & RJ)**
Accessories: Le-Bo, Memorex, Service, TDK.

• DETROIT METROPOLITAN AREA (Area Code 313)

A T C Music Dist'g Inc., 104 W. Fourth St., Royal Oak 48067. Tel: 545-8888. Mgr., Singles & Albums Buyer: Bob Zilli. **(Rec. OS)**

Ami Dist. Corp., 34411 Industrial Rd., Livonia 48150. Tel: 525-7600. Owners & Buyers: Harry Manoogian, Carl Mooradian, Bernard Schwarz. **(Rec. & Tape D)**
Labels: Ala, Ariola, Arista, Boardwalk, Brunswick, Buddah, Conversa-Phone, Dana, Fantasy, Fiesta, Golden, Gospel Truth, Laff, Living Language, MSK, Malaco, Milestone, Monitor, Ode, Prestige, Riverside, Savoy, Stax.
Accessories: Audio Magnetics, Duracell, Fuji, Memorex, Panasonic, Sony, TDK, Toshiba.

Angott Rec. & Tape Sales, 2616 Puritan St. Zip: 48238. Tel: 341-7053. Owners: Ron Rogers, Allen Walker; Rec. Mgr. & Buyer: Ron Rogers. **(Rec. & Tape, OS & RJ)**
Accessories: Le-Bo, Maxell, Memorex, TDK.

C B S Recs., 24681 Northwestern Hwy., Suite 32, Southfield 48075. Tel: 354-0470. Branch Mgr.: John Farr. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Cadet Dist. Co. Inc., 13380 Capitol Ave., Oak Park 48237. Tel: 548-3171. Owners: Harry & Isadore Levin; Buyer: Leo Cheslak. **(Rec. & Tape OS), (Rec. & Tape RJ** as Cornell Recs. Inc.)
Accessories: Intermagnetics, Memorex, Recoton

Capitol Recs., 550 E. Mandoline St., Madison Heights 48071. Tel: 583-9600. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Cornell Recs. Inc. **(Rec. & Tape RJ—see Cadet Dist. Co. Inc.)**

Gospel Int'l Inc., 18945 Livernois. Zip: 48221. Tel: 345-4915. Pres.: Larry T. Robinson. **(Rec. OS)**

Gransin Dists., 13731 Woodward Ave., Highland Park 48203. Tel: 867-4500. **(Rec. & Tape OS—gospel prod. only)**

Handleman Co., 1055 W. Maple Rd., Clawson 48017. Tel: 435-3100. (Corporate Headquarters). **(Rec & Tape RJ)**
Dist'n branches: Little Rock, Ark.; Los Angeles, Calif.; Denver, Colo.; Opa Locka (Miami Metropolitan Area), Fla.; Stone Mountain (Atlanta Metropolitan Area), Ga.; Elk Grove Village (Chicago Metropolitan Area), Ill.; Jessup (Baltimore Metropolitan Area), Md.; North Kansas City (Kansas City Area), Mo.; Latham (Albany Area), N.Y.; Charlotte, N.C.; Blue Ash (Cincinnati Area), Ohio; Youngstown, Ohio; Oklahoma City, Okla.; Memphis, Tenn.; Dallas, Tex.; Tukwila (Seattle Area), Wash.
Int'l branches: Canada—Calgary, Alta.; Moncton, N.B.; Toronto, Ont.; St. Laurent (Montreal Metropolitan Area), P.Q.

Inter/Soul Rec. Dists. (div. of Inter/Soul Ents. Inc.), 18329 W. McNichols. Zip: 48219. Tel: 533-1550. **(Rec. D)**
Labels: Big Hit, Booman, Capsoul, Geneva, Great Joy, Grill, Inter/Soul, Sunburst, Underground.

Len's One Stop, 3415 Chrysler. Zip: 48201. Tel: 833-5299. **(Rec. & Tape OS & E)**

M & H Dist'g Inc., 14500 W. Eight Mile Rd., Oak Park 48237. Tel: 968-4560. Opns. Mgr.: Jack Millman; Sales Mgr.: John Hudson. **(Rec. D)**
Labels: Albradella, BCN, Bano, Biljuma, Blue Rose, Groove Rime, Importe/12, Juana, LCA, Marathon, Moby Dick, Nacnudah Int'l, Setting Sun, Sounds of New York, Uno Melodic, VIP Int'l, Watchman.

Martin & Snyder One Stop, 8880 Hubbell Ave. Zip: 48228. Tel: 272-7800. **(Rec. OS & RJ, Tape OS)**

Music Peddlers Inc., 1755 E. Maple, Troy 48084. Tel: 524-2800. Pres.: Carl Thom; Gen. Mgr.: Jerry Adams; Buyers: Singles Albums & Tape, Linda Powers, Fred De Coopman, Tom Henderson, Roy Burkhert; Classical Albums, Bill Close, Accessories, John Beers. **(Rec & Tape OS)**
Accessories: Allsop, Discwasher, Fuji, Maxell, Memorex, Pfanstiehl, Savoy, Service, TDK.

Piks Corp., Mark Plaza, 21411 Civic Center Dr., Suite 108, Southfield 48076. Tel: 353-3230. **(Rec. & Tape D)**
Home office: Cleveland, Ohio. (See for prod. distributed)

PolyGram Dist'n Inc., 755 W. Big Beaver, Suite 2213, Troy 48084. Tel: 362-4420. Mgr.: Bill Schulte. **(Rec. & Tape D)**
Home office: New York, N.Y. (See for prod. distributed)

Prime Whsle. Ltd., 15018 Grand River. Zip: 48227. Tel: 838-3422. Owner: Gerald L. Morris; Mgr.: Veronica McMillen; Singles, Albums & Tape Buyer: Kenneth Morris. **(Rec. & Tape OS)**

Progress Rec. Dist'g Inc., 19025 W. Ten Mile Rd. Southfield 48075. Tel. 358-3132. Mgr.: Bill Allen. **(Rec. & Tape D)**
Home office: Highland Heights (Cleveland Metropolitan Area), Ohio. (See for prod. distributed)

R C A & A&M & Assoc'd Labels, 22255 Greenfield, Suite 140, Southfield 48075. Tel: 569-5980. Mgr.: Joe Wallace. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Simpson's Whsle. Inc., 16540 James Couzens Hwy. Zip: 48221. Tel: 341-1885. Mgr.: Liz Adanandus. Office: 845 Livernois, Ferndale 48220. Tel: 544-9252. **(Rec. & Tape OS)**
Accessories: BASF, Bib, Le-Bo, Maxell, Memorex, Pfanstiehl, Recoton, Sony, TDK.

Warner/Elektra/Atlantic Corp., 17500 Northland Park Court, No. 2, Southfield 48075. Tel: 569-4822. Sales Mgr.: Gil Roberts. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

• EAST LANSING (Area Code 517)

Old Fogey Dist'g, PO Box 1795, 541 E. Grand River. Zip: 48823. Tel: 337-7503. Owner & Mgr.: Stanley Werbin; Singles & Albums Buyer: Bob Blackman. **(Rec. D)**
Labels: Abraham, Ace of Spades, Adelphi, Affinity, Alligator, Amazing, American Heritage, Appaloosa, Arhoolie, Aviva, ERI, Banff, Banshee, Bay, BetCar, Biograph, Blackbird, Black Saint, Blind Pig, Blue Goose, Blue Horizon, Blue Labor, Blue Night, Blue Ridge, Blues Classics, Bookay, Boot, Briar, Bunny Lee, Burning Sounds, Bushays, CBS imports, CCE, CMH, Cabbage, Carib Gems, Celeste, Celluloid, Celtic, Cha Cha, Charly, Charmers, Chicago Slide, Chyme, Claddagh, Clean Cuts, Clocktower, Conflict, Corridor, Country Turtle, County, Crest, Del Grosso, Dimension, Disc Pressers, Douglas imports, Dreamstreet, Ekapa, Embassy, Epic, Everest, Fiddler, First Heard, Flying Crow, Flying Fish, Flying High, Flyright, Fogarty's Cove, Folk Legacy, Folklyric, Folkways, Form, Fretless, Front Hall, Gael-Linn, Gateway, Generation, Golden Age, Golden Classics, Grass Mountain, Greenhays, Green Linnet, Greensleeves, Guitar World, Gusto, Hammer, Hawk, Hen Cackle, Heritage, Herwin, Highway, Historical, Houndstooth, Id, Inchecronin, Interplay, Juke Joint, June Appal, Kaleidoscope, Kanawha, Kicking Mule, King, Leader/Trailer, Leather, Le Roi du Blues, Leviathan, Library of Congress, Longview, MCA imports, Magi, Magpie, Mamlish, Matra, Melodeon, Michigan Archives, Micron, Midwest Coast, Minstrel, Mint Julep, Monument, Morning Star, Mountain, Mulligan, Music Minus One, NM, Nighthawk, Nine Winds, North Country, North Track, Oats, Ogham, Old Homestead, Oldie Blues, Old Timey, Omni Network, Origin Jazz Library, Outlet (Ireland), Outrageous, Ozark, Palm Tree, Park Street, Philo, Poca River, Polydor, Power Pak, Prismatic, Ra, Ram, Rambler, Ramblin', Rebel, Redbud, Red Clay, Red Goose, Red Lightnin', Regency, Ridge Runner, Rosetta, Rossendale, Rounder, Ruba, Rural Rhythm, Sail, Sarge, Scruggs, Shamrock, Shanachie, Shaskeen, Shiloh, Sierra, Sierra Wave, Silver Hill, Snowflake, Solid Smoke, Sonet, Sonyatone, Soul Note, Special Rider, Spirit, Starday/King, Starlight, Stash, Stoof, Straight Ahead, Strata, String, Sugar Hill, Sunny Mountain, Swallowtail, Sweet Earth, Syndicate Chapter, Take Two, Tara, Topic, Totem, Traditional, Transatlantic, Traveler, Treasure Isle, Trident, Trojan, Troubadour, Union Pacific, Vetco, Vineyard, Virgin, WF, War Bride, Watt, Webco, Weiser, Wenha, Western, Westwood, Wheatland, Wildebeest, Xtra, Yazoo.

• GRAND HAVEN (Area Code 616)

Tant Ents. Inc., 205 Washington St. Zip: 49417. Tel. 846-6930. Owners: Billie & Ellen Thomas; Mgr. & Albums Buyer: Billie Thomas. **(Rec. D, I & E)**
Labels: Ace of Spades, Adelphi, Advent, Aeco, Airborne, Aircheck, Ajax, Alligator, Aragorn, Arcadia, Arhoolie, Audiofidelity, Aviva, BOB, Bandstand, Barrelhouse, Bay, Bee Hive, Big Band Archives, Big Band Landmark, Big Star, Bija, Birch, Biscuit City, Bix Lives, Blackbird, Black Fire, Black Saint, Blind Pig, Blue Angel Jazz Club, Blue Canyon, Blues Classics, Blue Goose, Blue Labor, Blue Lantern, Blue Night, Bountiful, Briar, Broadway, Bullfrog, Celeste, Charlie, Chiaroscuro, Chicago Slide, Choice, Cinema, Cine Sound, Clanco, Claremont, Columbia Special Prod., Command Performance, County, Cowboy Carl, Crown, Curtain Calls, DRG, Delmark, Dirty Shame, Discovery, Discovery/Trend, El Camino, Electric Lemon, Emanon, Empire, Enja, Entr' Acte, Esca, Eubie Blake, Euphonic, Eurodisc, Everest, Extreme Rarities, F&W, Fanfare, Fat Cat Jazz, Feathers, Fiddledeedoo, Fiddlers Wynn, Finite, First Heard, Flying Fish, Folk Legacy, Folkways, Freckle, Fretless, Friends Club, Front Hall, Gatemouth, Genesis, Giants of Jazz, Glendale, Golden Era, Great Dane, Halcyon, Herwin, High Street Station, History, Holy Spirit, Homespun, IAJRC, Improvising Artists, India Navigation, Innisfree/Green Linnet, Interplay, JCOA/ Watt, JRC, Jazz Archives, Jazz Classics, Jazz Giants, Jazz Guild, Jazz Showcase, Jazz Studies, Jazz Treasury, Jim Taylor Presents, Joker, Joliet, Joyce, Jump, June Appal, Kaleidoscope, Kicking Mule, Klavier, Kneedeep, Labor, Legends, Log Cabin, Long Neck, Lunar, Mamlish, Mark 56, Mary, Merry Makers, Michigan Archives, Mill City, Mr. Blues, Motherlode, Mountain Railroad, Mozown, Mug Time, Mulligan, Muskadine, Music Liberata, Music Works, Natural Organic, Nessa, New Orleans, Nighthawk, Old Homestead, Oldie Blues, Old Timey, Onari, Origin Jazz Library, PM, Packo, Pearl, Pelican, Philo, Philomel, Phoenix, Piedmont, Premier, Progressive, Pumpkin, Puritan, Queen Disc, Radio Archives, Radiola, Rebel, Red Goose, Red Onion, Retrospect, Revelation, Ridgerunner, Rounder, Sackville, Sail, Seabreeze, 1750 Arch, Shanachie, Shih, Shiloh, Sierra, Sierra Wave, Solid Smoke, Sonet, Sounds of Swing, Spittune, Spokane, Spotlight, Standing Room Only, Startone, Stash, Steeplechase, Stiff, Straight Ahead, Sugar Hill, Sunbeam, Swing Era, Symposium, Take Two, Takoma, Tangent, Third Street, Titanic, Topic, Totem, University of Michigan Bands, Vetco, Voyager, Wolverine, World Jazz, Yazoo, Yorkshire, Zim.

• GRAND RAPIDS (Area Code 616)

Kent One-Stop Inc., 41 S. Division Ave. Zip: 49503. Tel: 459-2670. **(Rec. & Tape OS & RJ)**

• KALAMAZOO (Area Code 616)

La Val Rec. Dist., 1327 Cobb St. Zip: 49007. Tel. 342-5328. Owner: Vic La Val; Mgr. & Buyer: Vincent Taylor; Promo.: Harry Whited, Val Taylor. **(Rec. D)**
Labels: Ball, Bay Tone, Boss, Comedian, Dooto, Funky Finger, Funny, La Val, Luck, Partee, Soul Set, T&L, Trash, Vic, Weird World.

Vinyl Vendors Inc., 7870 Sprinkle Rd. Zip: 49002. Tel. 323-0131. WATS (800) 632-0870. Owner & Sales Mgr.: Jeff Boyd; Owner, Opns. Mgr. & Accessories Buyer: Craig Hedeen; Owner & Mktg. Mgr.: Teri Broerse; Buyer: Don Stickroe; Rack Servs.: Allan Witte. **(Rec. & Tape OS & RJ)**
Accessories: Allsop, Bokor, Merzon, Discwasher, Duracell, Maxell, Pfanstiehl, Robins, Service, Sound Guard, Savoy, TDK, Watts. (SEE ADVERTISEMENT)

• OWOSSO (Area Code 313)

Rock-A-Rolla Recs. Inc., 200 W. Main. Zip: 48867. Tel: 723-5145, Saginaw Tel: (517) 752-8379, Flint Tel: (313) 767-5891. Owners: Thomas E. & Edwin T. Dews; Gen. Mgr.: Thomas E. Dews; Singles, Albums & Tape Buyer: Doug Earp; Accessories Buyer: Sharon Shea. **(Rec. & Tape OS & RJ)**
Phonographs: Craig.
Accessories: Discwasher, Electro-Voice, Le-Bo, Maxell, Memorex, Savoy, Sony, Sound Guard, TDK.

MINNESOTA

• MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Brown Bros. Inc., 3346 Washington Ave. N., Minneapolis 55412. Tel: 522-6648. Pres.: Raymond W. Brown. **(Rec. OS)**

C B S Recs., 6600 France Ave. S., Suite 160, Minneapolis 55435. Tel: 929-4604. Branch Mgr.: Bob Ewald. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Calico, 1733 Selby Ave., St. Paul 55104. Tel: 644-4155. Owner & Albums Buyer: Sherry Longseth. **(Rec. D)**
Labels: Carolsdatter, Cassandra, Galaxia, Lima Bean, Olivia, Open Door, Pleiades, Redwood, Riverbear, Sea Friends, Terrapin, Urana, Windbag.

Capitol Recs., 10800 Lyndale Ave., South Bloomington 55420. Tel: 884-0444. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Dart Recs. Inc., 1815 W. River Rd. N., Minneapolis 55411. Tel: 529-9571. Pres.: Dick Daly, Buyers: Singles, Irv Gorsen; Albums & Tape, Joel Coryell. **(Rec. & Tape OS & RJ)**

Dominion Music Corp., 7681 Washington Ave. S., Minneapolis 55435. Tel 941-9600. Sales Dir.: Joe Cerami, Mdsg. Dir.: Steve Prust. **(Rec. D)**
Labels: Arrival, Commonwealth, Dominion Music, Era, K-tel.

Gamco, 858 Decatur Ave. N., Minneapolis 55427. Tel: 545-0129. Owner: Ira Heilicher, Gen. Mgr.: Jan Jordon; Buyer: Melodye Sweetin. **(Rec. & Tape RJ) (Rec & Tape OS** as Vinyl Solution)

Jim's Rec. Shop, 1724 University Ave., St. Paul 55104. Tel: 646-3357. Owner & Buyer: James Christensen. **(Rec. OS)**

Lieberman Ents. Inc., 9549 Penn Ave. S., Minneapolis 55431. Tel: 887-5300. Bd. Chm.: David Lieberman; Pres.: Harold Okinow; VP Opns.: Dick Moerbitz; Nat'l OS Mgr.: Dennis Price; Nat'l Buyers: Singles, Wayne Grossman; Albums & Tape, Sylvester Vanyo. **Local branch:** Opns. Mgr.: Dianne Rasmussen; Buyers: Singles, Sherry Williams; Albums, Pat Weiser. **(Rec. & Tape OS & RJ)**
Branches: Denver, Colo. **(Rec. & Tape OS & RJ)**; Jacksonville, Fla./Atlanta, Ga. **(Rec. & Tape RJ)**; Elk Grove Village (Chicago Metropolitan Area), Ill. **(Rec. & Tape OS & RJ)**; Kansas City, Mo. **(Rec. & Tape OS & RJ)**; Mount Laurel, N.J. **(Rec. & Tape RJ)**; Cleveland, Ohio **(Rec. & Tape RJ)**; Portland, Ore. **(Rec. & Tape OS & RJ)**; Dallas, Tex. **(Rec. & Tape OS & RJ)**

M C A Dist'g Corp., 4530 W. 77 St., Suite 199, Edina 55435. Tel: 835-6020. Branch Mgr.: Bill Pierce. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Pickwick Dist'n Cos., Independent Dist'n Div., 7500 Excelsior Blvd., Minneapolis 55426. Tel: 932-7595. VP & Gen. Mgr.: Jack Bernstein (see Fort Worth, Tex., branch). **Local branch:** Mgr.: Michael Meyer. **(Rec. & Tape D), (Rec. & Tape RJ** as Pickwick Dist'n Cos., Rack Servs. Div.)
Branches: San Francisco, Sun Valley (Los Angeles Metropolitan Area), Calif; Opa Locka (Miami Metropolitan Area), Fla.; Atlanta, Ga.; Nashville, Tenn.; Arlington (Fort Worth Area), Houston, Tex.
Labels: APA, AVI, Abkco, Accent, Ala, Alfa, Alligator, Alston, Amberjack, Angelaco, Ariola, Arista, Audio Fidelity, Bach Guild, Becket, BetCar, Blind Pig, Boardwalk, Bold, Bomb, Brunswick, Buddah, Burdette, CMH, Cat, Chalet, Chiaroscuro, Chrysalis, Clouds, Cognito, Concord Jazz, Contemporary, Dash, Deluxe, Devaki, Dore, Drive, Entr' Acte, Excelsior, Fabulous, Fantasy, Fat City, First American, Flame, Flying Fish, GNP, G&P, GRP, Galaxy, Glades, Good Sound, Gordy, Gospel Truth, Grand, Great Northwest, Greenhays, Gryphon, Hindsight, IBC, Image, Inphasion, Insight, Jam, Jazz Bird, Jeremiah, Juana, Kaleidoscope, Karate, Kudu, LRC, Laff, Life Song, Living Language, MF, Malaco, Marlin, Milestone, Motown, Muse, Mushroom, Music Is Medicine, Neva, North Country, Ode, Olle, Our Gang, Ovation, PA-USA, Pacific Arts, Paid, Panaural, Passport, Penthouse, Phoenix, Piccadilly, Pickwick, Plantation, Prelude, Prestige, Prism, Pro Arte, Prodigal, Project 3, Quintessence, Ranwood, Rare Earth, Rattlesnake, Reflection, Regency, Request, Rhino, Riverside, Robox, Roulette, Rounder, Sail, Sapodilla, Savoy, Seeds & Stems, Shadow, Shield, Solid Smoke, Soma, Soul, Spiffola, Stax, Stiff, Stony Plain, Strata East, Sugar Hill, Sun, Sunbird, Sunshine Sound, Sutra, Sweet City, Syntonic Research, TK, Takoma, Tamla, Tapestry, Tiger Lily, Tomato, Twin Tone, Vanguard, Vintage, Virgo, Visa, War Bride, Waterhouse, Weird World, Windham Hill, Wolf. (SEE ADVERTISEMENT)

Pickwick Dist'n Cos., Rack Servs. Div., 7500 Excelsior Blvd., Minneapolis 55426. Tel: 932-7600. Sr. VP: Eric Paulson, Div. VP: Arnie Gross. **Local branch:** Mgr.: Larry Johnson; **Sales Mgr.:** Duane Wachholz. Prod. Mgr.: Ken Faulkner, Opns. Mgr.: Skip Abel. **(Rec. & Tape RJ), (Rec. & Tape D** as Pickwick Dist'n Cos., Independent Dist'n Div.)
Branches: Phoenix, Ariz.; Burlingame (San Francisco & Bay Area), North Hollywood (Los Angeles Metropolitan Area), Calif.; Denver, Colo.; Atlanta, Ga.; Honolulu, Hawaii; Elmhurst (Chicago Metropolitan Area), Ill.; Des Moines, Iowa; Glen Burnie (Baltimore Metropolitan Area), Md.; Somerset, Mass.; St. Louis, Mo.; Arlington (Fort Worth Area), Houston, Tex.; Seattle, Wash.

Re-Mark-Co., 2444 Cavell Ave. S., Minneapolis 55426. Tel: 545-1211. Owner & Mgr.: J.L. Goldstein, Mail Order: Mark Goldstein, Buyer, Joan Y. Dstrin **(Rec. & Tape D, OS, RJ & E)**
Distributes & exports cutouts, overstocks & promotional material.

Scoot Around Rec. Dist'n, 2448 34 Ave. S., Minneapolis 55406. Tel. 722-7049, 489-8288. Owners: Melissa Miller, Susan Horns; Buyer: Susan Horns. **(Rec. D)**
Labels: Augsburg, Banjar, Bay, Cornbelt, Family Owl, Folk Legacy, Fretless, Green Linnet, Housedog, Jeffrey David, June Appal, Likeable, Mineral River, Mirth, Mountain Railroad, Panaural, Philo, Port of Dixie, Progressive, Rooster, Rooster Blues, Rose Alley, Swallowtail, Train on the Island, Traveller, Waterfront, Wheatland, Windham Hill.

Sources Co., 254 First Ave. N., Minneapolis 55401. Tel: 374-2832. Owners: Steven Teachout, Arthur Elliott; Mgr., Singles & Albums Buyer: Steven Teachout. **(Rec. D)**
Branch: Leawood (Kansas City Area), Kan.
Labels: ASI, American Gramophone, Audio Directions, Audio Encores, Audio Technica, Chalfont, Clean Cuts, Crystal Clear, Delos, Direct Disc Labs, Discwasher, East Wind, East World, Gale, In Sync, Levinson, Lyricon, Miller & Kreisel, Nautilus, Opus, Orinda, Philips/Mercury, Proprius, RCA (Japan), Sarastro, Sheffield, Sound Environment, Telarc, Three Blind Mice, Toshiba, Umbrella, Varese Sarabande.

Vinyl Solution **(Rec. & Tape OS)**—Sales Mgr.: Rick Shedd—see Gamco.

Warner/Elektra/Atlantic Corp., 4930 W. 77 St., Suite 235, Edina 55435. Tel 835-7255. Sales Mgr.: Rick Cohen. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

MISSISSIPPI

• JACKSON (Area Code 601)

Bennett's Rec. Dists. Inc., 3109 Delta Dr. Zip: 39213. Tel. 981-4328. Owner & Mgr.: James Bennett; Buyers: Sheila Bryant, James Bennett. **(Rec. & Tape OS)**
Playback equip.: Craig
Accessories: Capitol, Finetone, Pfanstiehl

MISSOURI

• JOPLIN (Area Code 417)

Legg Supply Co., PO Box 2368, 3403 Schifferdecker. Zip: 64801. Tel: 781-3327. Owner: Gene Legg; Mgr: Nona Legg; Buyer: Gary McBride. **(Tape RJ)**

• KANSAS CITY AREA (Area Code 816)

C B S Recs., 2460 Pershing Rd., Suite 200. Zip: 64108. Tel: 842-9898. Branch Mgr.: Bryan Martinovich. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Davidson's One Stop Phono Recs., 321 Southwest Blvd. Zip: 64108. Tel: 842-5220. Owner: Mildred S. Davidson; Mgr.: Velma Gobble; Buyers: Singles, Harold Hassler; Albums, M.S. Davidson; Tape, Velma Gobble. **(Rec. & Tape OS)**

Eklund Ents. Inc., 1915 Truman Rd. Zip: 64127. Tel: 474-7628. Owners: Lee & Jean Eklund; Mgr.: Lee Eklund; Singles, Albums & Tape Buyer: Clifford Moore. **(Rec. & Tape OS & RJ)**

Handleman Co., 1137 Saline St., North Kansas City 64116. Tel: 421-0135. **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.

House Dists., 4128 Broadway. Zip: 64111. Tel: 561-2744. Owner: Harold S. Brody; Gen. Mgr.: Kevin Papugi; Buyer: Lane Turner; Dpns Mgr.: Dave Conn. **(Rec. & Tape D)**
Branches: Los Angeles, Calif.; Denver, Colo.; Atlanta, Ga.; Chicago, Ill.; Driftwood, Tex.
Labels: AEI, Abbey, Accent, Advent, Aeco, Airborne, Aircheck, Ajax, Ajaz, Alligator, Alternate Energy, Amazing, American Gramophone, American Heritage, Arabesque, Archive of Folk & Jazz, Archive of Piano, Arhoolie, Armadillo, Attack, Audio Directions, Aviva, BBC, B&C, Bach Guild, Bandstand, Baobab, Bee Hive, Bet-Car, Biograph, Black Saint, Blind Pig, Blue Goose, Blue Night, Blue Rhythm, Blues Classics, Boa, Bob, Boot, Brandywine, Briar, Bullfrog, Bunny Lee, Burning Sounds, CBS (Imports), CMH, CRI, Caedmon, Candy Apple, Cardinal, Carib, Center, Cerebus, Chalfont, Charmers, Chicago Slide, Chyme, Citadel, Classic Int'l Filmusicals, Clock Tower, Club of Spade, Columbia Special Prod., Concord Jazz, Conflict, Contemporary, Corinthian, Country, Cowboy Carl, Creative World, Croaker, Curtain Calls, Cynda, Dance Aerobics, Delmark, Delos, Direct Disc, Dirty Shame, Discovery, Disc Presser, Dolphin, Dragon, Dreamstreet, El Camino, Epiphany, Everest, Everyman, Exact, Fanfare, Fantasy, Flying Fish, Flying High, Flyright, Folk Legacy, Folklyric, Folkways, Fox, Freckle, Fretless, Front Hall, Full Circle, GHE, GNP Crescendo, Gael Linn, Galaxy, Gatemouth, Gateway, Generation, Giants of Jazz, Glendale, Golden Age, Good Time Jazz, Gospel Truth, Gramavision, Gramercy 5, Grapevine, Grass Mountain, Greenhays, Green Linnet, Greensleeves, Grenadilla, Gusto, Halcyon, Hammer, Hannah, Helios, High Note, Historical, Hit & Run, Hollywood Soundtage, Horseydew, Horseltips, Improvising Artists, India Navigation, Interplay, JB, Jazz a la Carte, Jazz Archives, Jazz Classics, Jazz Works, Joyce, June Appal, Kaleidoscope, Kaya, Kaycee Jazz, Kaydee, Kicking Mule, King, Klavier, Leather, Legacy, Le Roi du Blues, Longhorn, Lost, Lyrichord, MCA (Imports), M&K Real Time, Magi, Magpie, Mamlish, Manmade, Matrix, Medallion, Melodeon, Micron, Milestone, Mr. Blues, Mission Music, Mobile Fidelity, Monitor, Mooncrest, Moonlight, Morning Star, Mountain Railroad, Mulligan (Imports), Musicraft, Musicworks, Muskadine, Natural Organic, Nessa, Neworld, Night Hawk, No Big Deal, Nomad, North Country, Oblique, Official, Oldie Blues, Old Timey, Olympic, Omnisound, Onari, Origin Jazz Library, Oval, Palo Alto, Pandora, Pausa, Payola, Pearl, Philo, Phoenix Jazz, Pioneer, Powerpak, Prestige, Professional Music Prod'ns, Pumpkin, Rabbit, Radiola, Ramblin', Razor, Reality, Rebel, Red Lightning, Regency, Release, Rhino, Ridge Runner, Riverside, Rooster, Rosetta, Rounder, Russell, Sackville, Sail, Sandy Hook, Sarge, Senta, 1750 Arch, Shadow, Shanachie, Shasta, Sheffield, Shiloh, Shoestring, Simmons, Singlebrook, Sirens, Sky, Solid Smoke, Sonet, Soulnote, Soundtrack, Spivey, Spokane, Starday, Starlight, Starlog, Stash, Stax, Steeplechase, Stiff, String, Sugar Hill, Sunbeam, Symphonica, Syndicate Chapter, Systonic Research, T-Shirts, TRC, Tara, Taxi, Tee Vee, Telarc, Texas Re-Cord, Theresa, Topic (Imports), Totem, Tradition, Train on the Island, Transatlantic, Treasure Isle, Trend, Trident, Trix, Trojan, Troubadour, Union Pacific, VGM, Vanguard, Varese Int'l, Violet, Virgin, Voyager, Wagon Tracks, War Bride, Waterhouse, Who's Who, Windham Hill, Windswept, Xanadu, Yazoo (SEE ADVERTISEMENT)

Lieberman Ents. Inc., 6131 Deramus Rd. Zip: 64120. Tel: 231-2470. Mgr.: Bob Pockrandt; Dpns. Mgr.: Tony Burasco; DS Mgr.: Mike Clark; Buyers: Singles, Carolyn Brooks; Albums, Steve Miller. **(Rec. & Tape OS & RJ)**
Home office: Minneapolis, Minn.

Progress Rec. Dist'g Inc., 4340 Rockhill Rd. Zip: 64110. Tel: 531-1048. **(Rec. & Tape D)**
Home office: Elk Grove Village (Chicago Metropolitan Area), Ill.—see for prod. distributed.

Warner/Elektra/Atlantic Corp., Plaza Center Bldg., Suite 323, 800 W. 47 St. Zip: 64112. Tel: 561-5623. Sales Mgr.: Dennis Schone. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Windy Dist. Co. Inc., 13624 E. 50 Hwy. Zip: 64138. Tel: 524-8766. **(Rec. D)**
Labels: Aslan, Birdwing, Bread N Honey, Calvary, Canaan, Dayspring, Good News, Great Circle, Greentree, Heart Warming, Lamb & Lion, Light, Maranatha, Messianic, Milk & Honey, Myrrh, New Leaf, Newpax, New Song, Paragon, Peaceable, Seed, Singcord, Solid Rock, Sparrow, Star song, Word.

• ST. LOUIS METROPOLITAN AREA (Area Code 314)

Great Atlantic & Pacific Music Co., 3310 Lucas Ave. Zip: 63103. Tel: 531-4644. TWX: (910) 761-0487. Pres.: Norman Hausfater; Mgr.: Lester Neal. **(Rec. & Tapes I & E) (SEE ADVERTISEMENT)**

L & R Dist'g Inc., 1901-05 Delmar Blvd. Zip: 63103. Tel: 421-3622. Pres.: Lewis Ruben; Singles Buyer: Robert Love. **(Rec. OS)**

M C A Dist'g Corp., 9666 Olive St., Suite 100. Zip: 63132. Tel: 991-3015. Branch Mgr.: Mike Smith. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

M S Dist'g Co., 200 S. Hanley, Clayton 63105. Tel: 862-7575. Mgr.: Terry Pasquale. **(Rec. & Tape D)**
Home office: Morton Grove (Chicago Metropolitan Area), Ill. (See for prod. distributed)

Middlewest Rec. Dist. Co., 1911 Washington. Zip: 63103. Tel: 621-8350. **(Rec. D)**
Labels: BC, Brunswick, Cadet, Century 21, Churchill, DK, Dana, Diversified, Emergency, Enjoy, Gil's Funny, Gold Band, Gusto, ICA, Jewel, K

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P-B One Stop Rec. Serv Inc., 1919 21 Washington St Zip 63103 Tel 231-2074 **(Rec. & Tape OS & RJ)**
Playback equip. & phonographs: Rotel of America
Accessories: Audio Magnetics, Le-Bo, Memorex, Pfanstiehl, Savoy

Pickwick Dist'n Cos., Rack Servs Div., 1600 Heritage Landing, Suite 212 C, St Charles 63301 Tel 441 1351 Sales Mgr John Rabe **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn

Progress Rec Dist'g Inc., 200 S Hanley Rd, Suite 517 Clayton 63105 Tel 727 3886 **(Rec. & Tape D)**
Home office: Elk Grove Village (Chicago Metropolitan Area), Ill —see for prod distributed

R C A & A&M & Assoc'd Labels, 2086 Craigshire, Suite Q Zip 63141 Tel 878 5454 Mgr Fred Love **(Rec. & Tape D—see New York, N Y, office for prod. distributed)**

Record-Wide Dist. Inc., 1755 Chase Dr, Fenton 63026 Tel 343 7100 **(Rec. & Tape D & RJ)**
Distributes cutouts, surplus, major & budget lines, mid-lines

Sound Disk tributors Inc., 8006 Dale Zip 63117 Tel 781 9270 Pres John Mandelker; VP Steve Ferzacca, Video Sales Mgr Dan Thompson, Warehouse Mgr. Randy Shure, Buyers Singles, Tom Lunt, Albums, Terry Perkins, Tape, Rick Sanford, Accessories, Rick Pingley, Advertising Co-ord **John DeRoy (Rec. & Tape DS)**
Videocassette lines: CBS-MGM, Columbia Pictures, MCA, Magnetic Video, Nostalgia Merchant, Paramount, Video Gems, Warner Bros

Top Notch Rec Co., 20 Country Fair, Zip 6314 Tel 991 0909 **(Rec. & Tape RJ)**

Uptown Music Inc., 4703 McPherson Zip 63108 Tel 367 2602 Owner & Singles Buyer Betty Dorrin, Mgr., Albums & Tape Buyer Mike Dorrin **(Rec. & Tape DS)**

• SPRINGFIELD (Area Code 417)

Journeyman Ents., 1447 E. Kearney Zip 65803 Tel (417) 866-5715. Pres Thurman Aldridge, Mgr Morene Thomas
Labels: Calvary, Canaan, DIP, Dayspring, Everlasting, Good Life, Good News, Greentree, Heart Warming, Image VII, Impact, Lamb & Lion, Light, Maranatha, Milk & Honey, Myrrh, New Dawn, Newpax, New Song, Paragon, Rainbow, Seed, Singcord, Singspiration, Skylite, Solid Rock, Supreme, Word

MONTANA

• BUTTE (Area Code 406)

C J Co., 1006 S Montana St Zip 59701 Tel 792-0747 Owner Craig Foley, Mgr. Albums & Tape Buyer Joe Barger **(Rec. & Tape DS & RJ)**
Accessories: Le Bo, Majestic, Memorex

• GREAT FALLS (Area Code 406)

Holm-James Dists Inc., Fourth Ave & Sixth St S Zip 59401 Tel 761 2420 Owner R E Holm, Buyer J E Holm **(Rec. & Tape D & RJ)**
Labels: Capitol, Columbia group, Disneyland, London, MCA group, Mercury, RCA, Ranwood, United Artists, WEA
Playback equip.: Akai, Emerson, Hitachi Motorola
Phonographs: Hitachi
Accessories: Fidelitone, Koss, Le-Bo, Scotch

NEBRASKA

• OMAHA (Area Code 402)

Northwest One Stop, 8461 Lake Zip 68134 Tel 391 4922 **(Rec. & Tape DS)**

Records & Tapes Inc., 13533 I Circle Zip 68137 Tel 344 3344 Mgr Brian Harden; Buyers Curt McKean, Bill Shearer; Accessories, Dave McKee **(Rec. & Tape DS & RJ)**
Accessories: Audio Technica, Certron, Discwasher, Empire, Fuji, Maxell, Memorex, Nortronics, Savoy, Service, TDK, Thunderfoot

Research Servs Inc., PO Box 31110 Zip 68131 Tel 393 0265 Owner C.L Wintz; Mgr R P Wintz, Buyer Daniel J Wintz **(Rec. & Tape RJ)**

NEVADA

• LAS VEGAS (Area Code 702)

International Music Prod'n & Publ'g, 714 E Sahara Ave, Suite 201 Zip 89104 Tel 457 0812/2775 Owner Joseph E Zerga **(Tape I & E)**
Imports pre-recorded tape from Austria, Germany, Italy, Switzerland, UK

NEW HAMPSHIRE

• LEBANON (Area Code 603)

World Wide Whsle Dist., 15 Parkhurst, Zip 03766 Tel 298 7953. Owner, Mgr & Buyer Earl Heath **(Rec. & Tape D & RJ)**
Labels: American Heritage, Country, Jessup, Melody, Pine Tree, Rebel, Revonah, Rounder, Stoneway
Playback equip.: AITC, AR, Acmiral, Aiko, BSR, Craig, Electrophonic, Emerson, JVC, Juliette, Magnus Morse, Panasonic RCA, Sankyo, Sanyo, Solar, Sony, Sylvania

• NASHUA (Area Code 603)

R M E Inc., Simoneau Plaza, 300 Main St Zip 03060 Tel 883 2454 Owner Tom Plaut **(Rec. & Tape RJ)**

NEW JERSEY

• AVENEL (Area Code 201)

Sutton Rec. Co., 22 G Craigwood Rd Zip 07001 Tel 382 7770 Owners James & David Sutton; Mgr & Buyer Jeff Sturman **(Rec. & Tape RJ, I & E)**
Imports & exports cutouts, over runs, special prods

• CHERRY HILL (Area Code 609)

R C A & A&M & Assoc'd Labels, 1101 Kings Hwy N, Suite G-102, Zip 08002 Tel 779 0920 Mgr Art Weissman **(Rec. & Tape D—see New York, N Y office for prod distributed)**

Schwartz Bros Inc., 1101 Kings Hwy N, Suite 104 Zip 08002 Tel 482 2130, Philadelphia Tel (215) 923-1271 Mgr Richie Salvador **(Rec. & Tape D)**
Home office: Lanham, Md
Labels: Abet, Airwaves, Alfa, American Gramophone, Ariola, Arista, Audio Arts, Benson, Birthright, Black Label, Buddah, Canaan, Chalet, Chris, Church Door, Concord Jazz, Creed, DRG, Dayspring, Day Star, Dealer's Choice, Devaki, Direct Disc, Dore, EGL, Ernie's, Exact, Excello, Excelsior, GHE, GRP, Good News, Gordy, Greentree, HSE, Heart Warming, Hindsight, Impact, Insight, JAM, Jeremiah, Jewel/Jim, Juana, Juldane, Kenwood, Kudu/Motown, Lamb & Lion, Language 30, Lifesong, Light, Locus, Luminar, Malaco, Mirus, Motown, Myrrh, NRG, Nashboro, National Resources, New Birth, New Pax, New Song, Novus, Original Sound, Our Gang, Dvation, PAID, Paragon, Paula, Pickwick, Plantation, Polish, Praise, Pray, Prelude, Prism, Pro Arte, Prodigal, Project 3, Quintessence, Rainbow Sound, Rare Earth, Reflection, Ronn, SSS Int'l, Sam, Savoy, Seed, Seeds & Stems, Sesame Street, Short Pump, Skylite, Solid Rock, Soul, Sound of Gospel, Specialty, Stet, Stiff, Sun, Sunbird/Pickwick, Sunshine, Super Disc, Sutra, TK, TR, Tamla, Telarc, Tomato, Triangle, Vesper, Vintage, Wheel, Word
Accessories: Allsop, Ampex, Audio-Technica, BASF, Duracell, Empire, Maxell, Memorex, Pickering, Recoton, Scotch, Shure, Sony, Sound Guard, TDK

• CINNAMINSON (Area Code 609)

Alex Araco Co Inc., 835 Industrial Hwy Zip 08077 Tel 829 4813 Owner Alex Araco, VP Vincent Dattilo, Sales Mgr Fred Edwards, Dpns Mgr Eddy Garrow **(Rec. & Tape D, DS & RJ)**
Distributes cutout albums & tapes

• COLLINGSWOOD (Area Code 609)

M C A Dist'g Corp., 900 Haddon Ave, Suite 206 Zip 08108 Tel 854 5810, Philadelphia Tel (215) 922 5659 Reg'l Dir Ron DeMarino, Branch Mgr Bob Speca **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

• EAST BRUNSWICK (Area Code 201)

P R D B Dists. Inc., 742 Hwy 18 Zip 08816 Tel 257-3336. Owners Powell Gary Saks, Joseph P Ingegno; Mgr. Joseph P Ingegno, Buyer Powell Gary Saks **(Rec. & Tape D, OS & RJ)**
Labels: Arabesque, CMS, Caedmon, Cambridge, Camden, Candide, Chalfont, Citadel, Columbia Special Prods., Delos, Desmar, Desto, Disneyland, Educational Activities, Folkways, Gateway, Golden, MMG, Newbery Award, Pathways of Sound, Peter Pan, Pickwick, Quintessence, RCA Educational, RCA/RVC (Japan), Scholastic, Simon Says, Spoken Arts, Telarc, Titanic, Turnabout, Turn Dn, Unicorn (Imports), Varese Sarabande, Viking Press, Vox
Accessories: Maxell, Memorex, Recoton, TDK

• ENGLEWOOD CLIFFS (Area Code 201)

G L P Int'l (div of German Language Publ'ns Inc.), 560 Sylvan Ave Zip 07632 Tel 871 1010, NYC Tel (212) 736 7455 Pres Peter J Perske, Rec. Div. Mgr. C. Victoria Gavalas, Sales & Mktg Dir James C Banthos **(Rec. & Tape D, I & E)**
Labels imported: Ariola, EMI-Electrola, Eurodisc, Europa, Europa-Klassik, Fontana, Hansa, Jupiter, Maritim, Metronome, Philips, Polydor, RCA, Sonic (all Germany).

Take Home Tunes, PO Box 1314 Zip 07632 Tel 224 5811 Mgr. & Buyer Doris Yeko **(Rec. D)**
Branch: Georgetown, Conn
Labels: Broadway Baby, Chu-Yeko Musical Foundation, Film Score, Original Cast, Painted Smiles, Take Home Tunes.

• FORT LEE (Area Code 201)

Bonded Servs., 2050 Center Ave Zip 07024 Tel 592 7868, NYC (212) 695 2034 (Tape & Film Storage) (SEE ADVERTISEMENT)

• HILLSIDE (Area Code 201)

Apex Martin Rec Sales Inc., 467 Mundet Pl. Zip 07205 Tel 964-5960. Owner Sam Weiss, Pres Sol Gleit, Buyers, Singles, Janie Forland, Albums & Tape, Joe Martinez. **(Rec. & Tape DS & RJ)**
Accessories: Maxell, Memorex, Walco

• HO HO KUS (Area Code 201)

Shanachie Recs Corp., Dalebrook Park 07423 Tel 445 5561 Pres Richard Nevins **(Rec. D & I)**
Labels: Herwin, Morning Star, Rockers, Shanachie
Labels imported: Affinity (UK), Boot (Canada), CBS Int'l, Charly, Cladagh (Ireland), Flyright (UK), Gael Linn (Ireland), Generation (Canada), Greensleeves (UK), MCA (UK), Red Lightnin' (UK), Tara (Ireland), Topic (UK), Trojan (UK), Virgin (UK)

• IRVINGTON (Area Code 201)

Dierickx Vending Co Inc., 1316 Springfield Ave Zip 07111 Tel 371-0777 **(Rec. & Tape OS & RJ)**

Elmar Assocs., PO Box 301, 45 Oakland St Zip 07111 Tel 399 0119 Principal: Victor Kaplif **(Rec. D)**
Labels: Distinct, Dove, Input, Iskra, Ruta

• MARLTON (Area Code 609)

Warner/Elektra/Atlantic Corp., PO Box 966, 500 Lincoln Dr Zip 08053 Tel 596 1200, Philadelphia Tel (215) 923 2700 Branch Mgr. Pete Stocke, Sales Mgr Rich Cervino **(Rec. & Tape D—see office in Los Angeles, Calif., for prod distributed)**

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Home office: Minneapolis, Minn **(Rec. & Tape OS & RJ)**

• NEWARK (Area Code 201)

Folkraft/Dance Rec Dists (div o Folkraft Publ'g Co Inc), 10 Fenwick St Zip 07114 Tel 243 8700 **(Rec. D, I & E; Tape E)**
Labels: Belco, Blue Star, Boger, Folkraft, Grenn, Hi Hat, Hoctor, J Bar K, Jewel, Kalox, Kismet, Kolo Festival, MacGregor, Old Timey, Pilgrim, Pulse, Scope, Sets in Order, Square L, Tikva, Top, Wagon Wheel, Windsor, Xopo, Young People's Recs
Rec. labels imported: Tanz (Germany) Jugoton RTB (Yugoslavia)
Exports pre recorded tape & playback equip
In A Spin Rec. Corp, 204 Vanderpool St Zip 07114 Tel 243-0518 Owner, Singles, Albums & Tape Buyer Raymond Springer **(Rec. & Tape I & E)**

• NEW BRUNSWICK (Area Code 201)

Performance Rec & Tape Dists, 382 George St Zip 08901 Tel 545 3004 **(Rec. & Tape I & E—cutouts, overstocks, promos)** (SEE ADVERTISEMENT)

• NORTH BERGEN (Area Code 201)

West Side Sound Dist Inc, 1405 2 St Zip 07047 Tel 866 5188 **(Rec. & Tape D)**
Home office: New York, N Y (See for prod distributed)

• OAK RIDGE (Area Code 201)

R N S Inc, 7 Manor Dr Zip 07438 Tel 697 2212 Owner & Albums Buyer Robert N Schwartz, Mgr Gary Pranckritas **(Rec. D, OS, RJ & E)**
Labels: Century, Crystal Clear, Direct Disk Labs, M&K, Nautilus, Orinda, Sound 80
Accessories: Metrosound

• PASSAIC (Area Code 201)

New York Rec & Tape Dists Inc **(Rec. D & E, Tape E)**, see Surplus Rec & Tape Dist
Surplus Rec & Tape Dist /New York Rec & Tape Dists Inc 84 184 Dayton Ave, Bldg 5A Zip 07055 Tel 778 0877, NYC Tel (212) 695 6117 Owners Manny G Wells, Merril Rose, Buyers Jack Rose Pete Hyman **(Rec. D & E, Tape E)**
Home office: Chicago, Ill
Distributes cutouts (SEE ADVERTISEMENT)

• PATERSON (Area Code 201)

Promo Rec Dist'g Co Inc, 160 E Fifth St Zip 07524 Tel 279 2010 Contacts Carl Post, Max Goldstein **(Rec. & Tape D)**
Labels: Emus, Ghent, also distributes overstocks, cutouts, TV prod (SEE ADVERTISEMENT)

• PENNSAUKEN (Area Code 609)

Bandstand Rec Serv, 9242 Commerce Hwy Zip 08110 Tel 665 8200 Pres & Gen Mgr Ernie Santore, Sales Mgr Mario Daulerio **(Rec. & Tape DS & RJ)**
Richman Bros Recs Inc, 6935 Airport Hwy Ln Zip 08109 Tel 665 8085 Philadelphia Tel (215) 477 1742 Owners Jerold, Alan & Richard Richman, Gen Mgr Jerold Richman, Buyers Singles, Woody Oyer, Albums, Tim Comerford, Ted Neumann Mike Ferguson, Tape, Sam Cass **(Rec. & Tape D & DS)**
Branch: Silver Spring, Md
Labels: Adelphi, Alligator, Amazing, Ambition, Archive of Folk & Jazz, Arhoolie, BFO, Back Door, Bay, Beehive, BetCar, Biograph, Blind Pig, Blue Goose, Blues Classic, Bomp, Catch, Clean Cuts, Concert Disc, Conga, Contemporary, Counterpoint, County, Courtisane, Creative World, Delmark, Discovery, Dreamstreet, Dutch Treat, Encore, Entr' Acte, Everest, F&W, Fiesta, Flying Fish, Flying High, Folk Legacy, Folklyric, Folkways, Freckle, Fretless, Front Hall, GNP Crescendo, Gatemouth, Grass Mountain, Green Dolphin, Greenhays, Green Linnet, HOS, Hannibal, Herwin, Hindsight, India Navigation, Interplay, Iron Horse, JCOA, Jazzworks, June Appal, Kaleidoscope, Kent, Kicking Mule, Leather, Legacy, Likeable, Lynn, Midnight, Monitor, Monmouth/Evergreen Mulligan, Music Craft, Nessa, Nine Winds, Official, Omni Jazz, PM, Palo Alto, Philo, Pot Luck, Radiola, Rebel, Rhino, Ridge Runner, Rollin' Rock, Rough Trade, Rounder, Sail, Shanachie, Sierra Briar, Solid Smoke, Stash, Steeplechase Sugar Hill, Swallowtail, Theresa, Very Disco, Vetco, Watt, Windham Hill, Yazoo Zim
Videocassette lines: MCA, Warner Bros
Accessories: BASF, Bowers, Dishwasher, Dynasound, Fidelitone, Gopher, Maxell, Memex, Memorex, Norelco, Peerless, Pfanstiehl, Savoy, Sound Guard, Stak-It, TDK, Tempo, Vanco, Watts
Shulman Rec Co Inc 7030 Colonial Hwy Zip 08109 Tel 662 8870 Owners Jerome Shulman, Lee Swedo, Mgr Manny Orucker, Buyers Singles, Gary Shulman, Albums & Tape Manny Orucker **(Rec. & Tape RJ)**

• PRINCETON (Area Code 609)

Princeton Rec Exchange, 20 Nassau St Zip 08540 Tel 921 0881 Owner Barry Weisfeld **(Rec. D—new, used, discontinued prod)**

• RAHWAY (Area Code 201)

A B A Rec Dist Inc, 1467 Pinewood St Zip 07065 Tel 574 0900 Owner & Albums Buyer Al Bitensky **(Rec. & Tape D, I & E)**
Labels: Bethlehem, Bright Orange, Everest, Jazz Bird, Kent, Nutmeg, Olympic, Phoenix 10/20, United, also distributes cutouts (SEE ADVERTISEMENT)

• SOMERVILLE (Area Code 201)

Polka Hits, 331 Triangle Rd Zip 08876 Tel 359 5520 Owner & Buyer B L Goydish, Mgr C Goydish **(Rec. & Tape D, DS & RJ)**
Labels: Alshire, Ampol, Bayway Bel Aire, Chicago Sound, Oata, Oyno, Eastwind, Fantastik, Garden State, Goodwill, Ha Lo, Jay Jay, Jody, Kerebo, L Kay, Le Mans, MGM, Maxim, Rave, Rex, Ridge, Rim, Rola, Starr, Stelio, Stella, Tip, Usana, Wan

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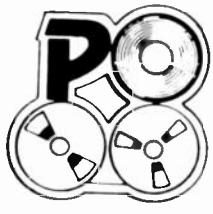

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Branch: Reseda (Los Angeles Metropolitan Area), Calif., JEM Recs West Inc
Int'l branch: England, Pacific Recs
Labels: Bomp, OB, Clone, EG, Fetish, 415, 99 PVC, Passport, Poshboy, Ralph, Rat City, Red Star, Rhino, Slash, Twin Tone, Virgin Int'l, Visa
Labels imported: A&M (Canada, UK), Aquarius (Canada), Arista (UK), Armageddon (UK), Atlantic (France, Germany, UK), Attic (Canada), Barclay (France), Beggars Banquet, Brain (Germany), CBS (Canada, Denmark, France, Germany, Netherlands, UK), Charisma (UK), Charly (UK), Chiswick (UK), Chrysalis (UK), Contour (UK), Decca (Germany, UK), Deram (UK), Dindisc, EMI (France, Germany, UK), Egg (France), Electra (France, UK), Electric (UK), Ember (UK), Epic (UK), F Beat, Factory, 4 AD, (UK), Fresh (UK), Go Feet, Golden Hour (UK), Gull (UK), Harvest (UK), Island (UK), Korova, Laser, MCA (UK), M&P (UK), Metronome (Germany), Nems (UK), Object, Obscure (UK), Phonogram (France, Germany, Italy, UK), Polydor (France, UK), Purple (UK), Pye (UK), RAK (UK), RCA (France, Germany, UK), Real, Rocket (UK), Rough Trade, Sire, Sky (Germany), Sonet (UK), Stiff (UK), Sunset (UK), Threshold (UK), Transatlantic (UK), Trojan (UK), 2 Tone, United Artists (Canada, UK), Vertigo (Germany, UK), Virgin (UK), Warner Bros (Germany UK), Zoo (SEE ADVERTISEMENT)

• SPRINGFIELD (Area Code 201)

Prime Dist., 155 US 22 E Zip 07081 Tel 379 9642 Dwners Dave Casey, Ralph Schechtman **(Rec. OS)**
Profit Sales Dist Inc., PO Box 176 Zip 07081 Tel 379 9640 Dwners Ralph Schechtman, Dave Casey **(Rec. D & RJ)**
Labels: Audio Arts, Creed, Glori, HSE, Inspirational Sounds, Jam Sessions, Jewel, Kenwood, Nashboro, Paula, Pegasus, Reborn

• TEANECK (Area Code 201)

Hungaria Recs Inc., PO Box 2073, Zip 07666 Tel 343 5240, Exec. Dir Kalman Magyar, Prod Mgr Samuel Jackendoff **(Rec. D, I & E)**
Labels: Hazam, Hungaria, Hungaroton, Magyar, Pepita, Qualiton, Saban, Supraphon

• UNION (Area Code 201)

All Service One Stop Inc., 950 Greeley Ave Zip 07083 Tel 686 3500 Pres Frank Di Marsico, Treas Edward Frederick, Opns Mgr John MacGregor
One Way of New Jersey, 1080 Garden State Rd Zip 07083 Tel 964 6222 VP & Gen Mgr George Zaremba. **(Rec. OS & Tape E)**
Branch: Cleveland, Ohio
Transcontinent of New Jersey, PO Box 405, 1080 Garden State Rd Zip 07083 Tel 964 6222 **(Rec. & Tape OS & RJ)**
Home office: Buffalo, N Y., Transcontinent Rec. Sales

• WESTVILLE (Area Code 609)

American Rec Sales Inc., 1120 Crown Point Rd Zip 08093 Tel 848 1900 Pres & Buyer Bill Buster; VP Antony W Colombet, Mgr Bill Carlin, Singles Buyer Bill Buster **(Rec. OS–45-rpm oldies)** (SEE AD VERTISEMENT)

NEW MEXICO

• ALBUQUERQUE (Area Code 505)

Del Norte Rec Dists., 1930 Gun Club SW Zip 87105 Tel 877 2070 Dwner & Buyer Bennie Martinez, Mgr Margaret Martinez **(Rec. & Tape D & OS–Spanish & Indian prod.)**
Labels: Alta Vista, Apache, Apache Spirit, Buena Suerte, DLB, Del Norte, Hacienda, Hermanos, JBO, Navajo Sundowners, Sunrise
Hurricane Rec Dists., PO Box 3547, 1927 San Mateo NE Zip 87110 Tel 265 4039/3049 Owners Al, Morrie & B Sanchez, Mgr Al Sanchez, Buyer Morrie Sanchez **(Rec. & Tape D & RJ)**
Labels: Alegre, Arcano, Buena Suerte, Casanova, Caytronics, Columbia, Cristy, DLV, Dimsa, Discuba, Disneylandia, Dominante, Eco, Falcon, Fredie, Gas, Good Luck, Hurricane, Keyloc, Magda, Marsol, Mex Melody, Miami, More, Mother Lode, Musart, Musimex, Orfeon, Papalote, Parnaso, El Pato, Peerless, RJG, Rovi, Sonido Int'l, Sunglow, Teardrop, Tex Mex, Tico, Torres, Tuna, UA Latino, El Zarape, Zaz, Zeida & most labels from Mexico, New Mexico & Texas
Linden Dists., 7400 Osuna Rd NE Zip 87109 Tel 884-8103 Mgr., Singles & Albums Buyer L Blaschke. **(Rec. & Tape OS)**
Tocino Music Ents., 900 Fourth St SW Zip 87102 Tel 247 8051 **(Rec. & Tape D & OS)**
Labels: Casanova, Cristy, Del Norte, Hurricane, Kiva, Mother Lode
Accessories: Recoton

NEW YORK

• ALBANY AREA (Area Code 518)

Albany One Stop, 1241 Broadway Zip 12204 Tel 434-8396 **(Rec. & Tape OS)**
Home office: Buffalo, N Y., Transcontinent Rec Sales **(Rec. & Tape RJ)**
Bee Gee Dist'g Corp., Shaker Park, Latham 12110 Tel 785 1122 Pres Lawrence Smith, Exec Gen Mgr Richard A Margolis, Mdse Mgr Joe Yanulavich **(Rec. & Tape D & RJ), (Rec. & Tape OS as Leonard Smith Inc.)**
Labels: Alshire, Arabesque, Audio Fidelity, Bert & I, CMS, Cadet, Caedmon, Canaan, Connoisseur Society, Dana, Disney, Dyno, Everest, Fiesta, First Component, Golden, Greene Mountain, Gusto, Jay Jay, K Tel Dominion, Light, Music Minus One, Myrrh, Original Sound, Peter Pan, Pickwick, Plantation, Project 3, Ranwood, Ronco, Starday, Starr, Turnabout, Vox, Word
Accessories: E V Game, Hartzell, Le Bo, Maxell, Memorex, Peerless, Recoton, Savoy, Scotch
Handleman Co., 8 Northway Ln., Latham 12110. Tel 783-5436 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.
Mobile Rec Serv. Co., 21-27 Leisureville, Watervliet 12189 Tel 785-7662 Mgr Joseph McNally. **(Rec. OS–singles only)**
Home office: Pittsburgh, Pa.
One-Way Recs Inc., 12 Commercial Rd Zip 12205 Tel 489-3288, Owner & D Mgr David Schlang; OS Mgr., Joe Paone; Tape & I & E Mgr.: Gerald McCarthy; Buyers: Cutout & Overstock Albums, David Schlang; OS Albums & Tapes, Joe Paone. **(Rec. & Tape D, I & E–cutouts, overstocks), (Rec. & Tape OS & E)** (SEE ADVERTISEMENT)
Accessories: Discwasher, Maxell, Memorex, TDK
Leonard Smith Inc. **(Rec. & Tape OS)**, see Bee Gee Dist'g. Corp.
Trans World Music Corp., PO Box 11580, Zip: 12211; 874 Albany-Shaker Rd., Latham 12110. Tel: 783-5152. Owner & Pres., Robert J. Higgins, Gen. Mgr. Frank Griffin, Buyers Singles, David Roy; Albums, Bob Langford, Dennis Centofranchi. **(Rec. D & RJ), (Rec. OS as Upstate Music)**
Labels: AA, Amberjack, Audio Fidelity, Bert & I, CMS, Caedmon, Chiaroscuro, Column One, Dana, Desto, Disneyland, Dyno, Everest, Fiesta, First Component, Folkways, GNP, Gateway, Golden, Grecophon, Inner City, Lyrichord, MMG, Monitor, Monmouth-Evergreen, Music Minus One, Nautilus, Olympic, Oryx, Peter Pan, Philo, Phoenix 10, Phoenix 20, Qualiton,

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Upstate Music **(Rec. OS)**—Mgr., Singles & Albums Buyer: Dennis Centofranchi—see Trans World Music.

• AMSTERDAM (Area Code 518)

Almor Playtime Co. Inc., 140 Guy Park Ave. Zip: 12010. Tel: 843-3801. Pres.: Albert A. Hyman; Singles, Albums & Tape Buyer: Linda Austin. **(Rec. & Tape D, OS & RJ)**
Labels: Disneyland, Pickwick Int'l.
Accessories: Le-Bo, Maxell, Memorex, Recoton, TDK.

• BEDFORD HILLS (Area Code 914)

Polyphon Rec. Co., PO Box 124. Zip: 10507. Tel: 666-5287. Owner: Olga Jirakova; Mgr.: Karel B. Weiss. **(Rec. D & I)**
Labels: Polyphon, Qualiton, Ultraphon.
Labels imported: Supraphon (Czechoslovakia).

• BUFFALO AREA (Area Code 716)

Agape Dist'n, 1685 Elmwood Ave., No 208-C. Zip: 14207. Tel: 874-6050; WATS: (800) 828-7471. Owners: John Lilley, John Narraway; Sales Mgr.: Mark Sparks; Albums Buyer: John Narraway. **(Rec. D & RJ, Tape D**—gospel prod. only)
Labels: AB, Airborn, Asian, Broadwing, Bread & Honey, Canaan, Chrism, Dayspring, Fisher Folk, Good News, Gotz, Greentree, Heartsong, Heart Warming, Impact, Jim, John Hall, Lamb & Lion, Maranatha, Mars Hill, Messianic, Mighty Wind, New Life, New Pax, New Song, New World, Paragon, Pax, Petra, Rainbow, Rock, Sangre, Scripture in Song, Seed, Solid Rock, Sonrise, Sparrow, Spirit Starsong, Tempo, Tunesmith, Word, Word of God.
Alices One Stop, 110 McKesson Pkwy., Cheektowaga 14225. Tel: 685-2405. **(Rec. & Tape OS), (Rec. RJ, I & E as Buffalo Ents. Inc.)**
Best Recs., 355 Harlem Rd. Zip: 14224. Tel: 826-9560. Mgr.: Paul Bapst; Buyers: Singles & Disco LP's, Larry Ver Hagen; Albums & Tape, Jim Primerano. **(Rec. & Tape D,** also see Transcontinent Rec. Sales)
Labels: Antilles, Ariola, Arista, Audio Sources, Becket, Bell Gold, Blind Pig, Buddah, Dealer's Choice, DRG, DRG Archive, Dyno, Entr'Acte, 51 West, Flashback, Flying Fish, Gateway, Gemcom, Great American Music, GRP, IBC, ICA, Importe, Jeremiah, Kaleidoscope, Laff, Mango, Muse, Ode, Park Lane, Passport, Personal Choice, Posse, Prelude, Project 3, Ranwood, Rat City, Reflections, Regency, Rhino, Roulette, Savoy, Stash, Stet, Sugar Hill, Sierra Briar, Sunshine, Sutra, Theresa, Timeless Muse, Versatile, Virgo, Visa, Waterhouse, Who's Who in Jazz.
Buffalo Ents. Inc. **(Rec. RJ, I & E)**—Tel: 685-2400—see Alice's One Stop.
Buffalo One Stop, 1790 Main St. Zip: 14208. Tel: 882-0427. Mgr. & Buyer: Larry Ver Hagen. **(Rec. & Tape OS), (Rec. & Tape RJ** as Transcontinent Rec. Sales)
Piks Corp., 182 Ashland. Zip: 14222. **(Rec. & Tape D)**
Home office: Cleveland, Ohio (See for prod. distributed)
Progress Rec. Dist'g Inc., 261 Elackstone Blvd., Tonawanda 14150. Sales Mgr.: Jim McGowan. **(Rec. & Tape D)**
Home office: Highland Heights (Cleveland Metropolitan Area), Ohio. (See for prod. distributed)
Ruda's Dist'g Co., 915 Broadway. Zip: 14212. Tel: 852-3121. Owner: Don Ruda; Buyers: Singles, Dennis Ruda; Albums, Dave Ruda. **(Rec. & Tape OS**—polka prod.)
Soul Recs. One Stop Inc., 350 Broadway. Zip: 14204. Tel: 856-3051. Pres.: Del Broward; Mgr. & Buyer: Audrey A. Broward. **(Rec. & Tape OS & RJ)**
Transcontinent Rec. Sales Inc., 355 Harlem Rd. Zip: 14224. Tel: 826-9560. Owner: Leonard Silver; VP & Opns. Mgr.: Tom Colson; VP & Nat'l Buyer: David Colson; Singles Buyer: Larry Ver Hagen; Albums & Tape Buyer: Jim Primerano. **(Rec. & Tape RJ), (Rec. & Tape OS** as Buffalo One Stop), **(Rec. & Tape D** as Best Recs.)
Branches: North Hollywood (Los Angeles Metropolitan Area), Calif. **(Rec. & Tape RJ);** Baltimore, Md., Transcontinent of Maryland **(Rec. & Tape OS);** Union, N.J., Transcontinent of New Jersey **(Rec & Tape OS & RJ);** Albany, N.Y., Albany One Stop **(Rec. & Tape OS);** Rochester, N.Y., Rochester One Stop **(Rec. & Tape OS & RJ);** Syracuse, N.Y., Syracuse One Stop **(Rec. & Tape OS & RJ);** Cincinnati, Ohio, Ambat Recs. **(Rec. & Tape OS & RJ);** Cleveland, Ohio, Northern Rec. Sales **(Rec. & Tape OS & RJ)**

• CARLE PLACE (Area Code 516)

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

• FARMINGDALE (Area Code 516)

Record Guild of America, 144 Milbar Blvd. Zip: 11735. Tel: 293-5858. Owner: David Schichman. **(Rec. & Tape D)**
Labels: Deutsche Klassische, Deutschmark.
Variety Audio (div. of Phoenix Inds. Corp.), 144 Milbar Blvd. Zip: 11735. Tel: 293-5858. Owner: David Shichman; Buyer: Bill Kobrin. **(Rec. & Tape RJ)**

• FREEPORT (Area Code 516)

Candy Stripe Recs., 371 S. Main St. Zip: 11520. Tel: 379-5151/5760; NYC Tel: (212) 895-3930; WATS Outside NY State: (800) 645-3747. Telex: 126851. Owner & Bd. Chm.: Bernard Keil; Pres.: Stan Gecht; VP Int'l Sales: Larry Sonin; Mgr.: Errol Murad; Sales Mgr.: Michael Schlackman; Buyers: Singles, Albums & Tape, Louis Labrecosa; Accessories, Irving Glasser. **(Rec. & Tape D, OS, I & E)**
Labels: ABC, A&M, AVI, Alston, Angel, Apple, Ariola, Arista, Asylum, Atco, Atlantic, Bearsville, Blue Note, Blue Thumb, Buddah, Butterfly, CTI, Capitol, Capricorn, Casablanca, Columbia, Dash, De-Lite, Deram, Dot, Drive, Dunhill, ECM, EMI, Elektra, Epic, Fantasy, Fiesta, Goldmine, Harvest, Hi, Impulse, Infinity, Island, Janus, LRC, Laff, London, London Int'l, MCA, Mainstream, Mango, Marlin, Mercury, Midsong, Milestone, Monument, Motown, Mushroom, Nashboro, Oasis, Odyssey, Parachute, Parrot, Peacock, Polydor, Prelude, Prestige, Prism, RCA, RSO, Ranwood, Red Greg, Reprise, Rolling Stones, Rounder, Salsoul, Savoy, Seraphim, Sesame Street, Sire, Superscope Tele-Story, Swan Song, TK, Takoma, Tamla, Threshold, Tomato, 20th Century, United Artists, Vanguard, Victrola, Warner Bros., Westbound.
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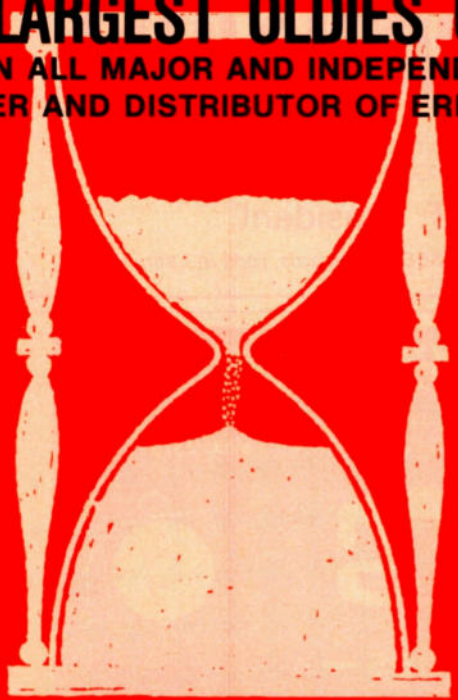

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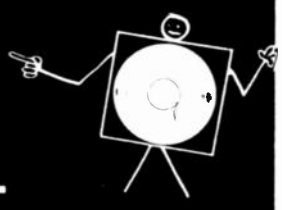

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• GARDEN CITY (Area Code 516)

Rego Irish Recs. & Tapes Inc., 64 New Hyde Park Rd. Zip: 11530. Tel: 328-7800. Owner Paddy Noonan **(Rec. & Tape DS & I)**
Labels: Columbia, Irish Party Series, MCA, Tifton, Irish imports

• GREAT NECK (Area Code 516)

Playette Corp., 301 East Shore Rd. Zip 11023 Tel 487-3064. Owner, Sidney A. Evans **(Rec. & Tape I)**
Labels imported: Ades (France), Cetra (Italy), Chant du Monde (France), DG (Germany), Festival (France), GMS Disc, Hachette, Hispavox (Spain), Lumen (France), Omnivox (France), Pleiade (France), Visaphon (Germany)

• HAUPPAUGE (Area Code 516)

Big Red Ents., 40 Oser Ave. Zip 11788. Tel 231-7300. Pres. Lou Sebok; Sales Mgr., Roger Weinand. **(Rec. & Tape D)**
Labels: Stereo Gold; also distributes promotional materials.

• HUNTINGTON (Area Code 516)

Cut Rite Recs., 310 New York Ave. Zip 11743. Tel 427-7893. Owner, B.K. Land; Mgr., Nick Lohri. Buyers: Singles, Rick Ras; Albums, Kim Land. **(Rec. & Tape OS)**

• HUNTINGTON STATION (Area Code 516)

R & S Rec. Dists., 129 E. 12 St. Zip: 11746. Tel. 271-0416. Owner & Buyer Scott Sheryll **(Rec. & Tape D—cutouts, promotional prod.)**

• ISLAND PARK (Area Code 516)

Scott Dist'g Corp., PO Box 280, 4217 Austin Blvd. Zip: 11558. Tel. 432-1234. Telex 221508. Owner Sidney Kruglick. **(Rec. & Tape D, I & E)**
Branch: Norfolk, Va
Distributes promotional recs. & tapes

• ITHACA (Area Code 607)

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

• JERICHO (Area Code 516)

Countrywide Tape & Rec. Dists. Inc., 200 Robbins Ln. Zip 11753. Tel: 433-9550 NYC Tel (212) 380-3900. Telex 126316 **(Rec. & Tape D, I & E).**
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Intercontinental Recs. & Cassettes Inc., 200 Robbins Ln. Zip 11753. Tel. 938-9610. Telex 126316 **(Rec. & Tape DS)** (SEE ADVERTISEMENT)

Unique Recs. **(Rec. E)**, see Zim Recs.

Zim Recs., PO Box 158, 18 Ivy Dr. Zip 11753. Tel. 681-7102. Owner, Arthur Zimmerman. **(Rec. I & E)** (also **Rec. E** as Unique Recs.)
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• NEW YORK METROPOLITAN AREA (Area Code 212)

A A A Rec. Hunter Dist'g Co., 507 Fifth Ave. Zip: 10017. Tel: 986-6077. Pres.: Jay Sonin. **(Rec. & Tape OS & RJ), (Rec. & Tape E** as All Brands Rec. & Tape Export Corp., 507 Export Corp.)

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

African Rec. Centre Dists. Ltd. (ARC Dists.), 1194 Nostrand Ave., Brooklyn 11225. Tel: 493-4500. Pres.: R. Francis; VP: Roland Francis; Mgr.: Robert Thomas; Buyers: Singles, Tevor Davis; Albums, Ralph Johnson **(Rec. D & OS), (Rec. I & E** as Egbe Omo Nago African Mkt. & Imports)
Branch: Washington, D.C.
Labels: African Music Explosion, Jumbo Caribbean Disco, Kola, Makossa, Makossa Int'l, Makossa Tropical Disco. (SEE ADVERTISEMENT)

All Brands Rec. & Tape Export Corp. **(Rec. & Tape E)**, see AAA Rec. Hunter Dist'g Co.

Alpha Dist'g Corp., 20 West End Ave. Zip: 10023. Tel: 397-1920. Owner: Harry N. Apostoleris; Mgr. & Buyer: Murray Viscoso; Sales Mgr.: Nick Campanella. **(Rec. & Tape D)**
Branch: Weymouth (Boston Metropolitan Area), Mass.
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American Album & Tape Dists./Hope Int'l, 850 Seventh Ave. Zip: 10019. Tel: 247-3188. Pres.: David King; VP: Hope King, Int'l VP: Warren Ashley; Gen. Mgr.: George Curtis. **(Rec. & Tape D, I & E**—cutouts, close-outs, overstocks) (SEE ADVERTISEMENT)

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Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City 11103. Tel: 721-5599. Pres.: Andrej M. Poncic; Sales Mgr.: Donald M. Zemann. **(Rec. & Tape I)**
Labels imported: Amadeo (Austria), Angelicum (Italy), Christophorus (Germany), Harmonia Mundi (Germany), Jugoton (Yugoslavia), Opus (Czechoslovakia), Panton (Czechoslovakia), Polyphon (Austria).

Archer Int'l, 205 Lexington Ave. Zip: 10016. Tel: 532-2323. VP Sales: Irwin Eisen. **(Rec. & Tape I & E)**

Argus Rec. Dist. Inc., 160 W. 46 St., Rm. 506. Zip: 10036. Tel: 799-7458. Mgr.: Rose Saggio. **(Rec. D)**
Labels: Aries, August, Criterion, GP, Indian House, Juno, Mounted, Paoik, Rex, Riccio, Spiral.

Arovox Rec. Corp. **(Rec. & Tape RJ)**, see Olympia Rec. Ind. Inc.

Audio Dist. Inc., 1182 Broadway. Zip: 10001. Tel: 725-4570. Pres.: Al Antebi; VP: Buddy Antebi. **(Rec. & Tape D)**
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Audiorama Recs. Corp., 658 10 Ave. Zip: 10036. Tel: 246-9858. Owner: Rafael Diaz Gutierrez; Mgr.: Hilda Diaz Gutierrez. **(Rec. D)**
Labels: Accion, Atlas, Audiorama, CBS Int'l, Color, DC, Disco Sur, Duro, Fabuloso, Lad, Legal, Madely, Mercurio, Palante, Preludio, Sono Max, Taurus, Top-Hit, Velvet, Virtuoso.

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Bonaparte Recs., 118 W. 3 St. Zip: 10012. Tel: 420-0580. Owner: Guy Melhuish. **(Rec. D & I)**
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Brasilia Recs. & Tapes Corp., 29 W. 38 St. Zip: 10018. Tel: 354-5613. Telex: WUI 666794. Pres.: Herbert Csasznik; Nat'l Sales Mgr.: Chris Scott. **(Rec. & Tape D, I & E)**
Labels: Brasilia, Brass, Emergency, Roy B.
Labels imported: AMC, Beverly, Building, Copacabana, EMI/Odeon, Fontana, Marcus Pereira, Philips, Phonogram, Polydor, Polygram, RCA, RGE/Fermata, Sabia, Som, Vision, WEA (all Brazil), Movie-Play, Polygram (both Portugal).

Brilly Corp., 509 W. 112, Suite 2W. Zip: 10025. Tel: (212) 662-4338. East Coast Rep.: Dennis Miller. **(Rec. I)**
Home office: Beverly Hills (Los Angeles Metropolitan Area), Calif.—see for prod. imported)

C B S Recs., 95-25 Queens Blvd., Rego Park 11374. Tel: 830-3600. VP Eastern Div.: John Koteckl, Reg'l Co-ord.: Karen Padgett; Branch Mgr.: Jim Urie. **(Rec. & Tape D)**
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Labels: BID, Bang, Barking Pumpkin, Blue Sky, Caribou, Coast to Coast, Columbia, Curb, Gold Coast, Hammond, Handshake, Jet, Johnston, KAT, Kirshner, LAX, Lynx, Nemperor, PIR, Pasha, Pavillion, Phase II, Precision, T-Neck, Tabu, Uncle Jam, Unlimited Gold, WMOT.

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Caytronics Corp., 401 Fifth Ave. Zip: 10016. Tel: 889-7340. **(Rec. & Tape D, I & E). Local branch:** Cayre Dists., 653 10 Ave. Zip: 10036. Tel: 541-4090. **(Rec. & Tape OS & RJ)**
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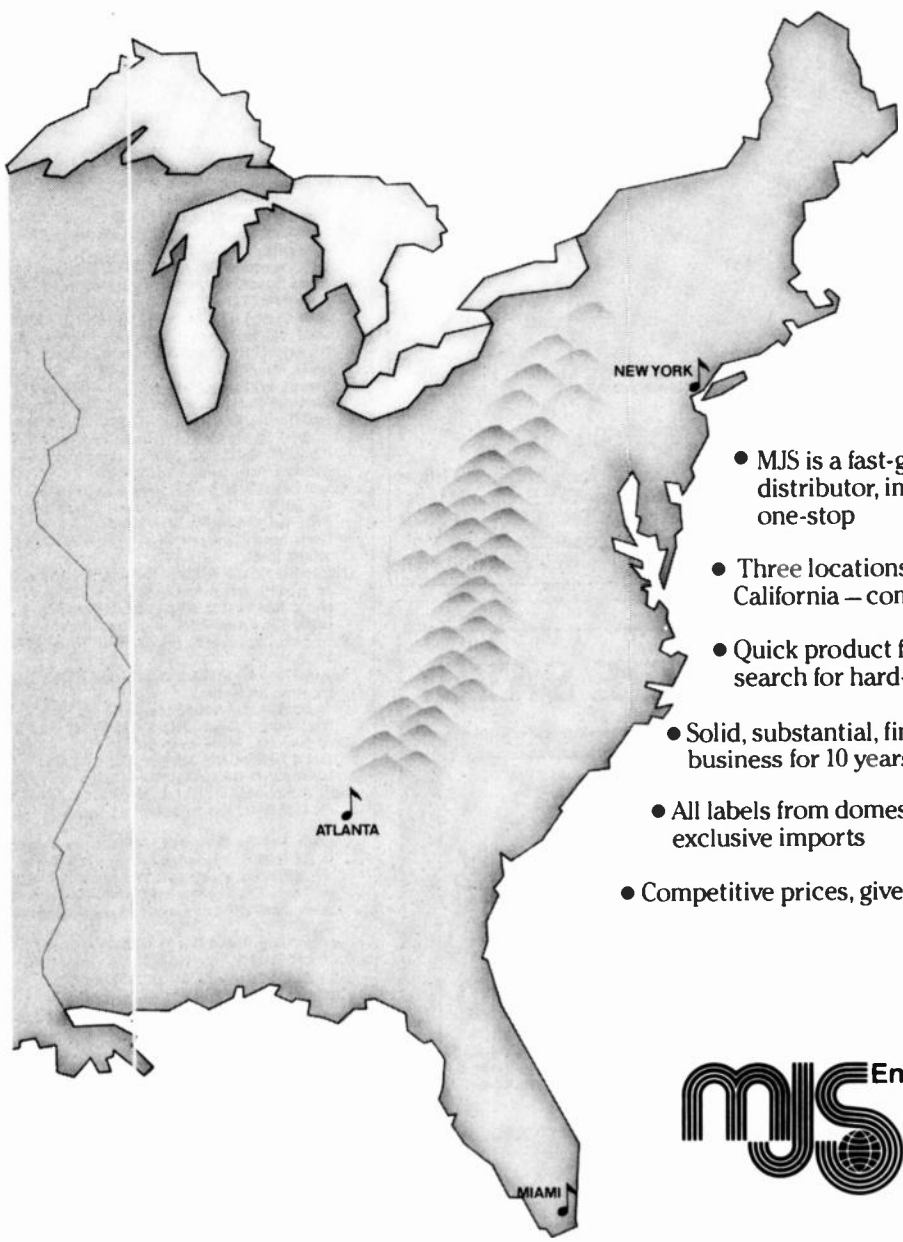

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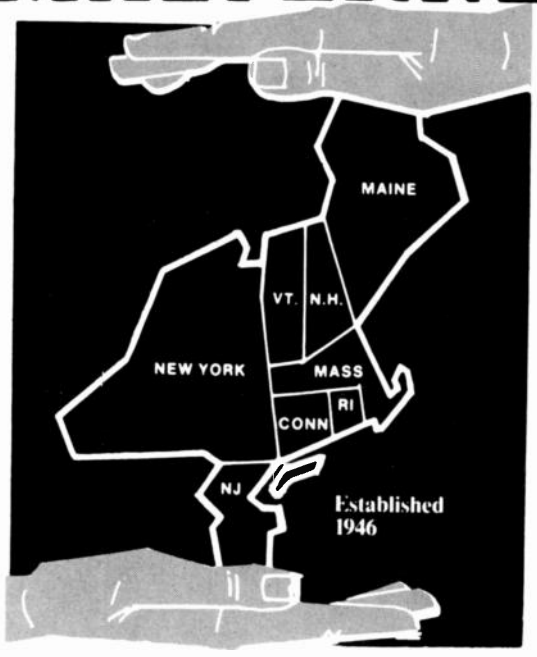

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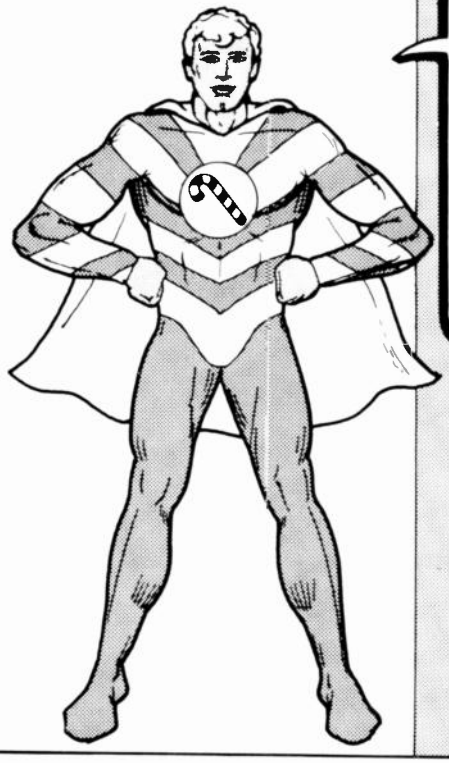

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M J S Entertainment of New York Inc , 47 31 35 St , Long Island City 11101 Tel 784 0360 WATS (800) 221 1552 Telex 422479 Pres Joe Stanzione, VP Int'l Sales M Schlessinger, Int'l Sales Mgr A Bravo, Buying Mgr Johnny Espinal **(Rec. & Tape D, DS, I & E)**
Home office: Miami, Fla (SEE ADVERTISEMENT)

Malverne Dists Inc , 35 35 35 St , Long Island City 11106 Tel 392 5700 Pres Jerry Winston, VP, Mgr , Singles & Albums Buyer Joe Grippo. **(Rec. & Tape D)**
Branch: Boston, Mass , Malverne Dists Inc of Boston
Labels: AVI, Abet, Alfa, Alston, Becket, Chrysalis, Concord Jazz, Contemporary, Creed, Dash, Drive, Excello, Fantasy, 51 West, Galaxy, Glade, Gryphon, Jazz American, Juana, Kayvette, Kenwood, Laff, Laurie, Lifesong, Light, Malaco, Marlin, Milestone, Mirus, Muse, Myrrh, Nashboro, New Birth Ovation, PAUSA, Prelude, Prestige, Project 3, Pyramid, Ranwood, Riverside, Roulette, Savoy, Specialty, Stax, Sunshine Sound, Sutra, TK, Takoma, Waterhouse, Wolf, Word (SEE ADVERTISEMENT)

Met Richmond Latin Rec Racks, 1637 Utica Ave., Brooklyn 11234 Tel 253-4600 Telex 668550 Cable SEECODISC Owner D Last, Mgr Alberto Velez, Buyers Singles, B Cohen, Albums, Don Erlichman, Tape, Eolides Cornel **(Rec. & Tape RJ), (Rec. & Tape E as Met Richmond Latin Rec Sales)** (SEE ADVERTISEMENT)

Met Richmond Latin Rec Sales **(Rec. & Tape E)**—Mgr Bob Stack—see Met Richmond Latin Rec Racks

Musicrama Recs & Tapes, 164 Driggs Ave , Brooklyn 11222 Tel 389 7818. Telex 225587 Sales Mgr Charles Jarzabek, Sales Rep Gabriele Burarowitz **(Rec. & Tape I)**
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Music Town Rec Dists & Promo Co , 28 11 Murray St , Flushing 11354 Tel 461-3308 **(Rec. D)**
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Otoao Recs Co Int'l Ltd., 214 W 96 St Zip 10025 Tel 866 2469 Owner L.R Bernard, Mgr O Vera **(Rec. & Tape I & E), (Rec. & Tape D as Distribudora Nacional de Discos de New York)**
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Labels: Arion, Aris, Berlitz, Kronos, Peters Int'l, West 54
Labels imported: Arion (France), Ariston (Italy), Barclay (France), CBS Int'l, CGD (Italy), EMI Int'l, Fonit Cetra (Italy), IPG (France), Minos Matsas (Greece), Music Box (Greece), Opus (Czechoslovakia), Phonogram Int'l, Polydor Int'l, RCA Int'l, Turicaphon group. (SEE ADVERTISEMENT)

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Procanyn's Polka Palace, 40 22 61 St., Woodside 11377 Tel 898 9346 Owner & Buyer Walter Procanyn **(Rec. & Tape D)**
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R C A & A&M & Assoc'd Labels, 1133 Ave. of the Americas Zip: 10036 Tel: 930-4606. Reg'l Sales Dir.: Bob Heatherly; Branch Sales Mgr.: Bob Rifici; Sales Mgr.: Mary Beth Connors. **(Rec. & Tape D)**
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R & J Recs. Inc., 108 Sherman Ave. Zip: 10034. Tel: 942-8185. **(Rec. & Tape D & OS).**
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Random Dist'n Group, 11 Dellwood Rd., Staten Island 10304. Tel.: 979-5945. (SEE ADVERTISEMENT)

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Record Shack of New York City Inc., 72-02 51 Ave., Woodside 11377. Tel: 899-0200. Telex: 62632. Owner & Pres.: Edward A. Portnoy; Mgr.: Gene Fink. **(Rec. & Tape OS, I & E)**
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Alex S. Roberts Assocs. Inc., 28-20 41 Ave., Long Island City 11101. Tel: 786-8264. Pres.: Edward B. Thom. **Rec. & Tape E)**

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Top Ten Hits Recs. Dists., 641 10 Ave. Zip: 10036. Tel: 489-9428. Owner & Tape Buyer: Anibal Torres; Mgr. & Albums Buyer: Ana T. Torres. **(Rec. D, Tape OS)**
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Warner/Elektra/Atlantic Corp., 1700 Broadway. Zip: 10019. Tel: 757-3939. Branch Mgr.: Mike Holzman; Sales Mgr.: Paul DeGennaro. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

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

Worldwide Music Dists., PO Box 995. Zip 10023. Pres.: Eric Fletcher. **(Rec. & Tape I & E)**
Labels imported: Abbey (UK), CRD (UK), GFH (UK), Guild (UK), Meridian (UK), Pye (UK), Viking (UK), Wealden (UK).

Zemeron Trading Inc., 114 E. 25 St. Zip. 10010. Tel: 673-2430. **(Rec. & Tape I).**
Labels: Gal-Ton, Hataklit, Hed Arzi, Isradisc (all Israel).

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Cut Corners Rec. Dist. of New York, 430 Falmouth Rd. Zip. 11704. Tel: 587 7722. Pres. & Buyer: Karl Groeger. **(Rec. & Tape D, OS, I & E)**
Labels: Rhino; also distributes cutouts & overstocks. (SEE ADVERTISEMENT)

• NYACK (Area Code 914)

Harry Warriner, 101 Gedney St. Zip. 10960. Tel: 358 5086. Owner: Harry Warriner. **(Rec. & Tape D)**
Distributes cutouts, premiums.

• PLAINVIEW (Area Code 516)

Import-D Disc Corp., 40 South Mall. Zip. 11803. Tel: 694-4545. Owner: Bob Miller. Mgr.: Kenneth Shunkman. (Rec. OS, I & E) (SEE AD)
Imports from Canada, France, Germany, Italy, Mexico, Netherlands, UK.

Paramount Recs. Inc., 81 Sheer Plaza. Zip 11803. Tel: 249 1990. Pres.: Herb Shenkman; Mgr., Singles & Albums Buyer: Andrew Shenkman. **(Rec. OS, RJ & E)**

Skydisc Inc., 101-32 Dupont St. Zip. 11803. Tel: 349-0900. Owners: Tim & Kerri Kelly, Neil Smilowitz, Steve Melhuish. **(Rec. I & E)** (SEE ADVERTISEMENT)

• POUGHKEEPSIE (Area Code 914)

Toy House of Hudson Valley (div. of Kustas Bros. Inc.), Manchester Rd. Zip. 12603. Tel. 471 2740. Pres. & Mgr.: Louis J. Kustas. **(Rec. & Tape OS & RJ)**
Accessories: Hagerstown, Le Bo, Recoton, Savoy.

• REOWOOO (Area Code 315)

North Country Dists., Cadence Bldg., 345 Rt. One. Zip. 13679. Tel. 287 2852. Albums Buyer: Larry Raye. **(Rec. D, RJ, I & E)**
Labels: Adelphi, Birth, Cadence, Clean Cuts, Daffodil, Daget, Denon, Fanfare, Halcyon, Hat Hut, India Navigation, JSP, Jazz, Jazz Chronicles, Joyce, Meltalanguage, Nimbus, Ozone, Pumpkin, Revelation, Sahara, Session, Spitball, Spring.

• ROCHESTER AREA (Area Code 716)

House of Guitars Inc., 645 Titus Ave. Zip. 14617. Tel. 544 3500. Owner: Armand Schaubroeck; Mgrs.: Jim Degman, John Fritch; Buyers: Singles, Mike Snowcone, Albums, Jim Degman. **Local branch:** 1 Grange Pl., Irondequoit 14617. Tel. 266-9584 **(Rec. RJ & E), (Rec. D & OS as Kack Klick Inc.), (Rec. & Tape I & E as Mirror Inc.)**
Labels: Blank, CBS/Sony (Japan), Capitol (France), GRT (Canada), House of Guitars, Mirror, Ozark, Polydor (Canada), Ralph, Sky Dog (France), Stiff (UK)
Phonographs: Craig, Kenwood, Sony
Accessories: Memorex, RCA, Sony, Sound Guard, TDK.

Kack Klick Inc. **(Rec. D & OS)**—D Mgr.: Bruce Schaubroeck; DS Mgr.: Kim Simons; Buyers: D Singles, Greg Prevost; DS Singles, Mike Snowcone, Albums, Kim Simons—see House of Guitars Inc.

Mirror Inc. **(Rec. & Tape I & E)**—Owner & Mgr.: Bruce Schaubroeck—see House of Guitars Inc.

Rochester One Stop, 2527 W. Henrietta Rd. Zip. 14623. Tel. 424 2002. **(Rec. & Tape OS & RJ)**
Home office: Buffalo, N.Y.; Transcontinent Rec. Sales **(Rec. & Tape RJ)**

• SYOSSET (Area Code 516)

Larry Sockell Inc., 100 Colony Ln. Zip. 11791. Tel. 921-2821. Owner, Mgr. & Buyer: Larry Sockell. **(Rec. sales rep., D, I & E)**
Labels: Big Band Era, Brasilia imports, Bruno Walter Soc., Choice, Composer's Rec'gs Inc., Conversa-Phone, Everest, Folkways, GNP Crescendo, Givelo imports, Hindsight, Klavier, Louisville Symph., Lyrichord, Monitor, Monmouth-Evergreen, Olympic, Radiola, Roper, Simon Says, Town Hall
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Mage Serv. Mdsg. Inc., 112 Ronnell Dr. Zip. 13219. Tel. 488-2512. Pres.: A. Orlando, Mgr., Singles, Albums & Tape Buyer: Gerry Orlando **(Rec. & Tape OS & RJ)**

Morris Dist'g Co. Inc., 1153 W. Fayette St. Zip. 13204. Tel. 475-6531 **(Rec. & Tape D & OS)**
Labels: Pickwick, RCA, Vox.
Accessories: Le-Bo, Memorex, Recoton, Scotch, Watts

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

• WANTAGH (Area Code 516)

Dutch East India Trading, 3341 Beltagh Ave. Zip. 11793. Tel. 679-8700. Telex 4758099. **(Rec. I & E)**

Musicanza Corp., 2878 Bayview Ave. Zip. 11793. Tel. 826-2735. Owner, Mgr. & Albums Buyer: Al Rubin. **(Rec. & Tape D—children's prod. only)**
Labels: CMS, Caedmon, Camden, Disneyland, Disneylandia (Spanish

prod) Folkways, Peter Pan, Pickwick, Sesame Street, Superscope (English, French, Italian, Portuguese & Spanish prod), Ultra Sound, Wonderland
Playback equip.: Superscope (SEE ADVERTISEMENT)

• WESTBURY (Area Code 516)

All Rec Dists Inc , 44 Bond St Zip 11590 Tel 997 7160 Owners Charles Nero, Michael Cono, Mgr Stan Schneider, Buyers Singles, Cliff Fenster Albums, Michael Mangiacapre, Tape, Jerry Mercorella **(Rec. & Tape OS & E)**
Accessories: Le Bo, Maxell, TDK

Polka Towne Music, 211 Post Ave Zip 11590 Tel 334 6228 Owner & Buyer Teresa Zapolska **(Rec. & Tape D & OS)**
Labels: Adena, Alshire, Amerpol, Amigo Ampol Ardene, Bayway Bel Aire Chalet, Chicago, Cuca, D, Oana, Data, Dearborn, Delta Int'l, Don Joe, Dyno, Eastwind Int'l, Elgin, Eurotone, Fantastik, Fiesta, Garden State, Gold, Goral Halo, Happy Times, IRM, Imperial Sound, JBL, Jay Jay, Jody, K&B, Kay, Kerebo, L Kay, Le Mans Li Dar Studio, Maxim, Melodia, Micro, Monitor, Muza, Polish Song, Polka Towne, Pronit, Rave, Ray, Request Resound, Rex, Ridge, Ridgemoor, Rim, Rol, Rola S&S, Select, Silverbell, Sound, Spectrum, Spotlite, Stamco, Starr, Stelio, Stella, Studio 5, Sure, Tifton, Trash, Usana, Veriton, Vicrom, Vista, Wam, Yar

• WOODMERE (Area Code 516)

Leonard Finkel Assocs , PO Box 39, 574 Lehelgh Ln Zip 11598 Tel 374 3221 Pres Leonard Finkel **(Rec. D)**
Playback equip.: Audiovox, Lloyds, Sanyo, Teletone, Vanity Fair
Accessories: Allsop, Ampex, Arista, BASF BMI, Discwasher, Duracell, Empire, Eveready Fuji Irish, Koss, Le Bo, Maxell, Memorex, Mura, Pfanstiehl, Pickering, Pickwick Recoton, Rembrandt, Scotch, Shure, Sony, Sound Guard, Stak It, Stanton, TAE, TDK, Walco, Watts

NORTH CAROLINA

• ASHEBORO (Area Code 919)

Kenway Sales, PO Box 1553 Zip 27203 Tel 625 6354 Owner H Wayne McDowell, Mgr Laurenda McDowell **(Rec. & Tape OS & RJ)**
Accessories Blank Tape

• BREVARD (Area Code 704)

Omega Music Inc 105 E Main St Zip 28712 Tel 884 2320 Bus Mgr & Buyer Linda B Zuch **(Rec. & Tape D, OS & E)**
Labels: Alexandria House, Benson, Calvary, Christian World, Columbia, Copeland Creative Sound, Discovery, Edify, Good Life Hope, Intervarsity, Lillenas, MCA, Manna, Maranatha, New Life, North American Lit urgy, Rainbow Sound, Savoy, Servant, Singspiration, Sparrow, Spirit Star Song, Supreme, Takoma, Triune Triangle, Weston Priory, Word, Word of God, Zondervan

• CARRBORO (Area Code 919)

Disc Trading Co , PO Box 606 Zip 27510 Tel 942 3142 Pres Jim Enright VP Robert O'Reilly Export Mgr Chris Davis **(Rec. I & E)**
Imports from Australia Europe, Japan, Mexico, Scandinavia UK Uruguay (SEE ADVERTISEMENT)

• CHARLOTTE (Area Code 704)

Bib Dist'g Co , 101 Yorkmont Rd Zip 28210 Tel 527 0440 Pres & Singles Buyer Joe Voynow, Mgr & Albums Buyer Bill Norman **(Rec. & Tape D, OS & RJ)**
Labels: Alarm Alston, Boardwalk, Canaan, Cat, Chimneyville Creed Dash, Drive, Glade Gordy, Gusto, HSE, Heart Warming, Juana, Light, Malaco, Milestone, Motown Nashboro, Prodigal, Rare Earth, Su Ann, TK, TMS, Tamla, Weird World, Word

Dixie Tape & Rec Co , 900 Atando Ave Zip 28206 Tel 376 0140 Owners Othel Brown, Tim Braswell, Mgr , Singles & Albums Buyer John Towles **(Rec. & Tape RJ)**

General Music Corp , 1720 Toal St Zip 28206 Tel 377 5623 **(Rec. & Tape D—budget prod)**

Handleman Co 11626 F Wilmar Blvd Zip 28210 Tel 588 3432 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich

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

Schwartz Bros Inc , 5501 Executive Center Dr , Suite 101 Zip 28212 Tel 536 9390 Mgr Otis Henry **(Rec. & Tape D)**
Home office: Lanham, Md
Labels: Arista, Benson, Birthright, Buddah, Concord Jazz Fantasy, 51 West GRP, Galaxy, Gospel Truth, Jewel/Paula, Laff, Laurie, Milestone, Novus, Praise, Pray, Prestige, Project 3, Rainbow Sound, Riverside Savoy, Sesame Street, Sound of Gospel, Stax, Stiff TR

Warner/Elektra/Atlantic Corp , 5105 Monroe Dr Zip 28212 Tel 568 0482 Sales Mgr Roger Helms **(Rec. & Tape D—see office in Los Angeles Calif for prod distributed)**

• DURHAM (Area Code 919)

Ladyslipper Inc , PO Box 3124 Zip 27705 Tel 596 0717 Mgrs & Albums Buyers Laurie Fuchs, Elizabeth Snow **(Rec. D)**
Labels: Aeolus, Affinity, Ars Pro Femina BetCar, Bloodleaf Carolsdatter, Cassandra, Deep River, Dream Machine, Even Keel, Galaxia, Gemini Hall, Leonarda, Lima Bean, Lucy, Mary, Mother of Pearl, Old Lady Blue Jeans, Olivia, Open Door, Origami, Pleiades Redwood, Riverbear, Rosetta, Schnarf, Sea Friends, Sea Wave Sisters Unlimited Spaniel, Terrapin, Urana Windbag, Women's Wax Works

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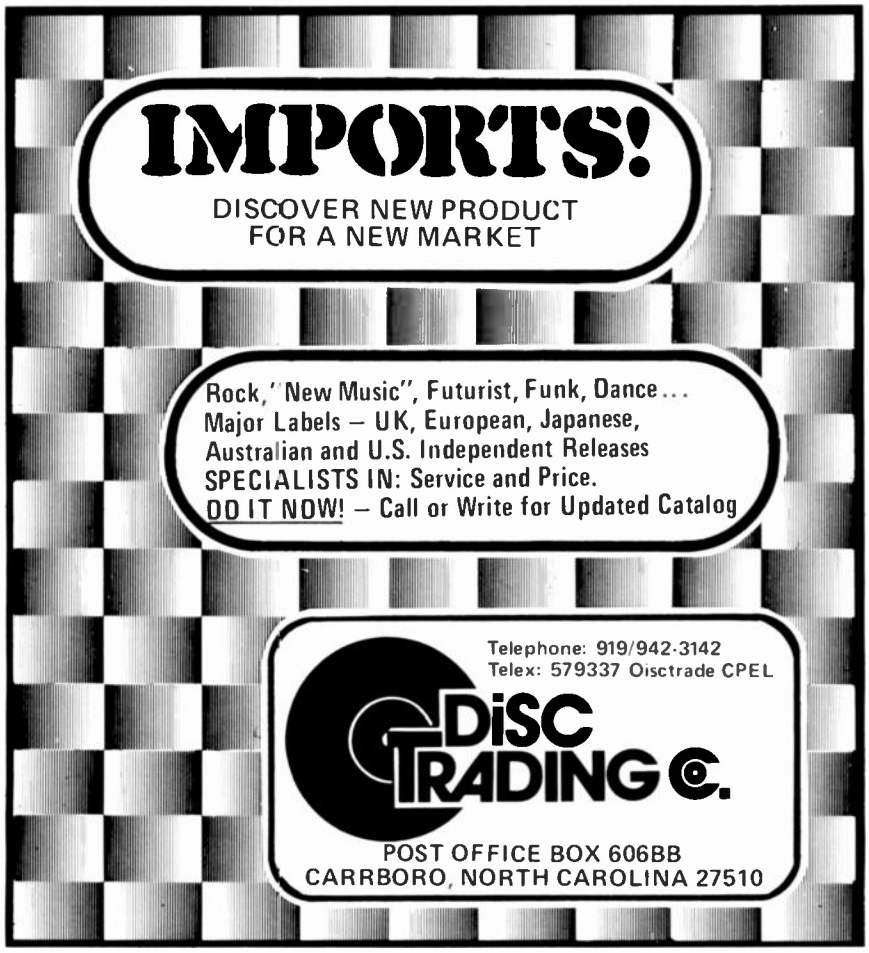

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Label: Telarc
Labels imported: RCA/RVC (Japan), Toshiba EMI

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

• ATHENS (Area Code 614)

Audio Buff Co Inc., 315 W Union St Zip 45701 Tel 593 3014 **(Rec. & Tape OS)**

• CANTON AREA (Area Code 216)

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

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

• CINCINNATI AREA (Area Code 513)

Ambat Recs., 2350 Gilbert Ave Zip 45206 Tel 751 5071 **(Rec. & Tape OS & RJ)**
Home office: Buffalo, N.Y., Transcontinent Rec Sales **(Rec. & Tape RJ)**

C B S Recs., Tri County Office Park, 1313 E. Kemper Rd., Suite 302 Zip 45246 Tel 671 0310 Branch Mgr Nate Wolk **(Rec. & Tape D–see New York, N.Y., office for prod. distributed)**

Halper's One Stop, PO Box 37156 Zip 45222 Mgr Saul Halper

Handleman Co., 4550 Cornell Rd., Blue Ash 45241 Tel 891 9633 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich

M C A Dist'g Corp., Bldg 2, 11750 Chesterdale Rd Zip 45246 Tel 771 4870 Branch Mgr Roger Harris **(Rec. & Tape D–see office in Los Angeles, Calif., for prod. distributed)**

Mobile Rec Serv Co., 3623 Edwards Rd., No 2 Zip 45208 Tel 871 8215 Mgr Frederick R. Siegel **(Rec. OS–singles only)**
Home office: Pittsburgh, Pa

P & G Rec Co., 1667 Central Pkwy Zip 45214 Tel 381 2233 Owner & Mgr Paul Smith, Buyers Singles, Jon Palmer, Albums, Larry Jacobson **(Rec. & Tape OS)**
Branch: Columbus, Ohio

Progress Rec Dist'g Inc., 230 Northland Blvd., Suite 117 Zip 45246 Tel 771 4190 Sales Mgr Dale Putteet **(Rec. & Tape D)**
Home office: Highland Heights (Cleveland Metropolitan Area), Ohio (See for prod. distributed)

Jimmie Skinner Music, 5825 Vine St Zip 45216 Tel 242 8000 Owner Lou Ukelson, Buyers Singles, Laurie Ukelson, Albums & Tape, Lou Ukelson **(Rec. & Tape D & E)**
Labels: Atteiram, Birch, Cook, County, Gateway, IRMA, Jalyn, Jewel, Jordan, Kanawha, Log Cabin, Melody, Outhouse, Pine Tree, Puritan, Rebel, Revonah, Ridge Runner, Sugar, Sugar Hill, Vetco, Zap

Supreme Dist'g Co Inc., 1000 Broadway Zip 45202 Tel 421 0747 Owners Al Klayman, Bob Giglio, Mgr., Singles, Albums & Tape Buyer Al Klayman **(Rec. & Tape D)**
Labels: Audio Arts, BBC, Blind Pig, Boot, CMH, Candide, County, Creed Discovery, Disneyland, Fantasy, Flying Fish, Fretless, Galaxy, Gateway, Gemcom, Green Hays, Improvising Artists, Kaleidoscope, Kenwood, MMG, Milestone, Muse, Music Craft, NSD, Nashboro, Nessa, Omni Sound, Original Sound, Philo, Plantation, Prestige, Progressive, Rainbow Sounds, Rebel, Riverside, Rounder, SSS Int'l, Sail, 1750 Arch, Shanachie, Sierra/Briar, Solid Smoke, Stax, Storyville, Sugar Hill, Sun, Sunshine Sound, Sutra, Takoma, Timeless, Trend, Turnabout, Use, Vetco, Vista, Vox, Vox Boxes, War Bride, Who's Who, Zoom
Accessories: Ampro Dustbuster, Fidelitone

Warner/Elektra/Atlantic Corp., 34 Triangular Park Dr., No 3403 Zip 45246 Tel 772 5800 Sales Mgr Terry Cox **(Rec. & Tape D–see office in Los Angeles, Calif., for prod. distributed)**

• CLEVELAND METROPOLITAN AREA (Area Code 216)

Action Music Sales Inc., 6541 Eastland Rd., Hayes Industrial Park Zip 44142 Tel 243 0300 VP & Mgr Dennis Baker; Buyer Clay Pasternack **(Rec. & Tape D)**
Labels: AVI, Abet, Abkco, Accent, Adelphi, Ala, Amberjack, Ameraba, Angelaco, Appaloosa, Archives of Jazz, Ariel, Ashtree, Audio Arts, Audio Fidelity, Audio Int'l, Audio Rarities, B C, Bach Guild, Bainbridge, Baron, BetCar, Bethlehem, Big Town, Birthright, Black Label, Black Saint, Blues Spectrum, Bomp, Boogie Woogie, Brasilia, Brunswick, CMH, CRA, CRC, Canaan, Cardinal, Challont, Chiaroscuro, Church Door, Churchill, Citadel, Clean Cuts, Coby, Concord Jazz, Contemporary, Cook, Corinthian, County, Creative World, Creed, Dakar, Dayspring, Dingo, Disneyland, Dore, Eagle Int'l, Electric Lemon, Emergency, Ernie's, Eternal Gold, Everyman, Excello, Fantasy, First Component, First Line, Fona, Fretless, GNP Crescendo, GP, Galaxy, Giants of Jazz, Glendale, Golden, Goldisc, Good

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Accessories: Audio Technica, Bib, Maxell, Memorex, Scotch, Sound Guard, TDK, Tracs

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C B S Recs., 23215 Commerce Park Dr., Suite 316, Beachwood 44122 Tel 464 7020 Reg'l VP Rich Kudolla, Branch Mgr Jim Hawn **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Capitol Recs., Commerce Place, 7123 Pearl Rd., Suite 105 Tel 888 8575 **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Cleveland One Stop Inc., 3822 Prospect Ave Zip 44115 Tel 881 4393 Mgr Singles, Albums & Tape Buyer Charles Young. **(Rec. & Tape OS).**

Lieberman Ents Inc., 5613 Cloverleaf Pkwy Zip 44125 Tel 524 9750 Mgr. Darrell Creekmur, Opns Mgr Mike McGowan, Reg'l & Albums Buyer Dusty Bowling, Singles Buyer Hugh Washeim **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn **(Rec. & Tape OS & RJ)**

Sherman Lieberman, 5923 Cantwell Dr., Mayfield Heights 44124 Tel 461 3342 Owner & Mgr Sherman Lieberman. **(Rec. D—also represents House Dists., Kansas City, Mo., see for prod. distributed)**
Labels: Conversa-Phone, Everest, Fiesta, Qualitone imports
Accessories: Pfanstiehl, Savoy, video software.

M C A Dist'g Corp., 1721 Superior Ave E Zip 44115 Tel 621 9770. Branch Mgr. Lew Zellman **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Northern Rec Sales, 1811 E 40 St. Zip 44103 Tel 361 2650 **(Rec. & Tape OS & RJ)**
Home office: Buffalo, N.Y., Transcontinent Rec Sales **(Rec. & Tape RJ)**

One Way Recs of Ohio, 1801 E 40 Zip 44103 Tel 391 9250 Branch Mgr William O Spaulding **(Rec. OS & Tape E)**
Branch: Union, N.J. **(SEE ADVERTISEMENT)**

Piks Corp., 2140 50 Hamilton Ave Zip 44114. Tel 696 3155. Owners Ron Schafer, Harvey Korman; VP & Gen Mgr Harvey Korman, VP Sales John Horn, Singles, Albums & Tape Buyer Ken Antonelli. **(Rec. & Tape D)**
Branches: Florence, Ky., Southfield (Detroit Metropolitan Area), Mich., Buffalo, N.Y., Columbus, Ohio, Pittsburgh, Pa
Labels: APA, Air Wave, Ala, Al & the Kidd, Alanna, Alligator, Alfa, Alston, American Gramophone, Americom, Antilles, Ariola, Arista, Arista Freedom, Arista Novus, Audio Directions, Audio Source, Axe, BBP, BMA, Becket, Blind Pig, Blue Candle, Blue Heaven, Blues Spectrum, Boardwalk, Bold, Bomb, Breakthrough, Briar, Buddah, CTI, Candy Apple, Chatagoogie, Chopper, Chrysalis, Chute, Classical Excellence, Clouds, Coherent Sound, Connection, Country Porn, Crystal Clear, Dash, Dawn Lite, Dealers Choice, Decco, Dee Jay, Delmark, Delos, Delux, Demand, Demon, Devaki, Dial, Direct Disc Labs, Disciple, Dream Machine, Drive, Earth, Eastwind, Emus, End Gee, Enjoy, Entr'Acte, Excelsior, Fabulous, Fiddlers Wynd, Fifty States, First American, Fizz, Flying Fish, Foggy Bottom, GHE, GRP, Gee, Glades, Good Sound, Gospel Roots, Gospel Tone, Grand, Green Hays, Great Northwest, Hannibal, Heat, Hindsight, Hob, House of Cash, Import, Inphasion, Insight, Jaybird, Jazz a la Carte, Jazz Archives, Jazz Works, Jazz World, Jefferson Boulevard, Jeremiah, Juana, Judah, Jukebox, Kaleidoscope, Kari, Kayvette, Konduko, LA, LRC, Laff, Language 30, Leg, Los Angeles, Mainstream, Mango, Marlin, Maze, Messenger Gospel, Moseka, Mountain Railroad, Muscle, Muse, Music America, Nationwide Sound, Nautilus, New Moon/Cloudborn, Nostalgia Lane, Nu Music, Obelisk, Ode, Official, Olivia, Olympia, Our Gang, Ovation, Owl, Passport, Pickwick, Pizzaz, Posse, Prairie Dust, Praise, Prism, Project III, Pyramid, Q, Quintessence, Ranwood, Request, Rhino, Ridgetop, Robox, Rojac & Tayster, Rooster, Roots, Roulette, Royal Flush, Savoy, Seeds & Stems, Shadow, Sheffield Lab, Shield, Silverblue, Slash, Sound Factory, Soundwaves, Standing Stone, Stonedog, Sugar Hill, Sunbird, Sunshine, Sunshine Sound, Sutra, Syntaur, TK, Takoma, Tanglewood, Third Coast, Thoroughbred, Timeless, Transport, Trolleycar, VAP, Vee Jay, Vintage, Virgin Int'l, Virgo, Visa, Wanderick, Wanna, Waterhouse, Weird World, Wenha, Western Hemisphere, Wheeler, Wolf, XRT

PolyGram Dist'n Inc., 14600 Detroit Ave., Suite 450, Lakewood 44107 Tel 228 6412 Reg'l VP Frank Peters **(Rec. & Tape D)**
Home office: New York, N.Y. (See for prod. distributed)

Progress Rec. Dist'g Inc., 190 Alpha Park, Highland Heights 44143 Tel 461 7880 Pres Joe Simone; Gen Mgr Brent Marcoguiseppe, Buyer Noble Clark **(Rec. & Tape D)**
Branches: Southfield (Detroit Metropolitan Area), Mich., Tonawanda (Buffalo Area), N.Y., Cincinnati, Ohio—also see listing in Elk Grove Village (Chicago Metropolitan Area), Ill
Labels: Chalet, Clone, Cream, DRG, Dimension, Earthtone, 51 West, Fountain, 415, GMI, G&P, Gordy, Gramavision, Hi, IRS/Faulty, Jazz America Mktg., Lifesong, Maiden Voyage, Natural Resources, Overture, Paid, Penthouse, Polish, Prelude, Prodigal, RFC, Rare Earth, Sam, Soul, Stiff/America, Sunshine, Tamla, Tapestry, Tetrachord, Venture, Venus, Wheel

R C A & A&M & Assoc'd Labels, 5000 Rockside Rd., Independence 44131 Tel 447 1400 Mgr Dom Violini **(Rec. & Tape D—see New York, N.Y. office for prod. distributed)**

S & M Sales, 4353 Cranwood Court, Warrensville Heights 44128 Tel 662 6153 Owner Ernest Furst, Gen. Mgr. Mark Abram, Buyers Singles, Mark Abram, Albums & Tape, Ernest Furst. **(Rec. & Tape OS & RJ)**

Superior Recs. Inc., 11202 Superior Ave Zip 44106 Tel 421 6770. **(Rec. & Tape OS)**

Warner/Elektra/Atlantic Corp., 4560 Willow Pkwy Zip 44125. Tel 271 3900. Branch Mgr., Mike Spence, Sales Mgr Fred Katz. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

• COLUMBUS (Area Code 614)

P & G Recs., 1195 N. High St. Zip 43201. Tel 291 3141 Mgr & Buyer Russ Milner. **(Rec. & Tape OS)**
Home office: Cincinnati, Ohio.

Piks Corp., 4314 Astor Ave. Zip 43227 Tel 237 7148. **(Rec. & Tape D)**
Home office: Cleveland, Ohio. (See for prod. distributed)

Robert & Co., 1910 Lockbourne Rd. Zip 43207 Tel 444 9842 Owner & Buyer Robert M. Benjamin **(Rec. & Tape OS, including oldies)**

• DAYTON AREA (Area Code 513)

A & B Rec Co. Inc., 40 Heid Ave. Zip 45404. Tel: 236 4808 Pres Larry Frisby, VP & Buyer Tom Weiser. **(Rec. & Tape RJ)**

Ohio Rec Rack Dists., 72 S Main St., Miamisburg 45342. Tel 866-3629. Owner, Mgr & Buyer Chris Kondoff. **(Rec. & Tape D, OS, RJ, I & E)**
Distributes overstocks, auction close-outs, cutouts, pre-packs

• NEW ALBANY (Area Code 614)

Mobile Rec. Serv. Co., 7809 Walnut St. Zip 43054. Tel 855-7970. Mgr Craig S Gallagher. **(Rec. OS—singles only)**
Home office: Pittsburgh, Pa.

• NEWARK (Area Code 614)

Utopia Ultra-Sound, 38 & 40 S First St. Zip 43055 Tel: 345-9426. Pres. & Tape Buyer Robert H. Kirk Jr., Mgr Don Shannon **(Rec. & Tape D & RJ)**
Labels: CSP, Capitol SM, Gusto, Jessup, Mac, Pickwick, Promo, SAM, UUS, Warner SP

• PORTSMOUTH (Area Code 614)

Dayton Rec. Serv. Inc., 1020 Seventh St. Zip. 45662. Tel: 353-2115 Pres W A Carrington; VP, Mgr. & Buyer Joe Taylor **(Rec. & Tape RJ)**

• SANDUSKY (Area Code 419)

M. R Sand & Co., PO Box 2255, 209 W. Water St. Zip 44870. Tel: 625-0028 Owner, Mgr. & Buyer Joseph F. Yost III. **(Rec. & Tape OS & RJ).**

• SOLON (Area Code 216)

Allied Rec. Sales, 34240 Aurora Rd. Zip: 44139. Tel 248 3090. Pres R.A Burke. **(Rec. OS & RJ)**

• STEUBENVILLE (Area Code 614)

Honeycomb Recs., 507 Cedar Ave. Zip 43952. Tel: 283-1959 Owner, Singles, Albums & Tape Buyer Jeff Johnson **(Rec. & Tape RJ)**

• TOLEDO (Area Code 419)

Northwestern Dists. Inc., 4318 Monroe St. Zip: 43606. Tel 474-7114. Pres., Mgr & Buyer George A. LaCourse. **(Rec. & Tape RJ)**

• YOUNGSTOWN (Area Code 216)

Discount Recs & Tapes, 545 Market St. Zip: 44502. Tel: 744 7787 Owner & Buyer Tony March. **(Rec. OS & RJ; Tape OS)**

Handleman Co., 625 Bev Rd Zip: 44512. Tel: 726-8121. **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.

OKLAHOMA

• BROKEN ARROW (Area Code 918)

Crossroads Dist'g Co., PO Box 283, 1008 N. Hickory Zip 74012 Tel. 251 6212. Mgr. & Buyer John R. Lepper **(Rec. & Tape D)**
Labels: Benson, Calvary, Canaan, Dip, Good News, Greentree, Heart Warming, Image VII, Impact, Jim, Jubilation, KCP, Lamb & Lion, Light, MCA, Maranatha, Milk & Honey, Myrrh, New Life, PTL, Paragon/Newpax, Refuge, Sparrow, Starsong, Takoma, Triangle, Word.

• NORMAN (Area Code 405)

Oklahoma Tapes & Recs. Inc., PO Box 946. Zip. 73070 Tel 364 5034 Owner Bill Bodin. **(Tape D—Spanish prod. & budget lines)**

• OKLAHOMA CITY (Area Code 405)

All Recs. Inc., 520 Classen Blvd Zip 73106. Tel: 235-3381. Mgr. & Buyer Bill Hill. **(Rec. & Tape OS)**

Bromo Dists. Inc., PO Box 60709, 2500 N. Walker. Zip 73146 Tel 521 0301 Buyer Buster Bassett. **(Rec. & Tape OS & RJ)**
Videocassette lines: Disney, Magnetic Video, Media, Nostalgia, Sportsworld

Handleman Co., 4118 Will Rogers Pkwy. Zip 73108 Tel 946 1410 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich

Phil's One Stop Recs., PO Box 60349, 1736 Linwood Blvd. Zip 73106. Tel. 235-9671. **(Rec. OS)**

• TULSA (Area Code 918)

Bill's T Recs., 19 N Harvard. Zip 74145. Tel 939-6305. Owner John Rogers **(Rec. OS)**

Ooc's One Stop, 820 E 36 St. N Zip 74106 Tel 425-2643. Owner, Singles & Albums Buyer Larry Eck, Mgr. Rose Foster. **(Rec. & Tape OS)**

OREGON

• EUGENE (Area Code 503)

Middle Man Dists., 4232 W Seventh Ave Zip 97402 Tel 484-0434 Co-owner & Mgr.: Karl Manseth, Co owner & Buyer John Marshall. **(Rec. & Tape D)**
Distributes cutouts.

Precision Sound Mktg Ltd., 1420 Amberland Zip 97401 Tel 686-8439 Mgr Chuck Usedom. **(Rec. D & E)**
Home office: Bothell (Seattle Area), Wash. (See for prod. distributed)

• PORTLAND (Area Code 503)

Lieberman Ents. Inc., 3014 N. Wygant. Zip 97217 Tel: 283-1293. Mgr.: Ron Peterson; Opns. Mgr. Lee Sherry; OS Mgr.: Joe Maita; Singles, Albums & Tape Buyer: Bob O'Neil. **(Rec. & Tape OS & RJ)**
Home office: Minneapolis, Minn.

Sea-Port Rec. One Stop Inc., 7911 NE 33 Dr., Suite 120 Zip 97211 Tel 287 0868. Owner: Tom Choate; Buyers Singles, Gina Esmino; Albums, Marge Bond, Vicki Stephenson **(Rec. & Tape OS)**
Branch: Tukwila (Seattle Area), Wash.

PENNSYLVANIA

• BETHLEHEM (Area Code 215)

Capitol Recs., 2980 Ave. B, Lehigh Valley Ind'l Park, No. 1. Zip: 18017. Tel 868 1401. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Rave, 415 Buchanan St. Zip. 18015. Tel 865-1941. Owner & Mgr. Joe Timmer **(Rec. & Tape D)**
Labels: Czech, Fiesta, Haller, LeMans, Rave, Ray, Rex, Stella & all polka recs

• ERIE (Area Code 814)

Mobile Rec. Serv. Co., PO Box 3513. Tel. 866-0002. Mgr.: Mayer W. Gold **(Rec. OS—singles only)**
Home office: Pittsburgh, Pa

• HARMONY (Area Code 412)

Jesus Music Dists., Box 218, RR 2 Zip 16037. Tel 452-5556. Owner Louis P Hancherick. **(Rec. & Tape D—contemporary Christian prod.)**
Labels: AB, Airborne, Dharma, Good News, Greentree, Lamb & Lion, Loverock, MCA Songbird, Mars Hill, Messianic, Myrrh, New Song, Solid Rock, Sonrise, Sparrow, Spirit, Star Song, White Horse

• HARRISBURG (Area Code 717)

A I M Dists. Inc., 4911 Jonestown Rd. (Rear). Zip 17109. Tel 652-8097. Owner & Buyer: Endo Corsetti. **(Rec. & Tape RJ)**

O & H Dist'g Co., 2525 N. Seventh St. Zip: 17105. Tel: 236-8001 Mgr Don Levine; Buyers: Singles, Rick Prayer; Albums & Tape, Ginny Fry. **(Rec. & Tape OS & RJ)**

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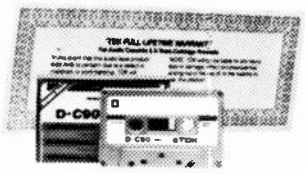

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Page Rec'g Co., 604 Broad St. Zip: 15906. Tel: 539-8117. Owner & Mgr.: Al Page. **(Rec. & Tape D & RJ)**
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Playback equip.: Granada, Sharp.

• LEHIGHTON (Area Code 717)

Barnes Rec. Dists., Box 103, RD 2. Zip: 18235. Tel: 645-2321. Owner & Mgr.: William H. Barnes. **(Rec. & Tape OS & RJ)**

• LEWISTOWN (Area Code 717)

Mobile Rec. Serv. Co., 104 Logan St. Zip: 17044. Tel: 248-6442. Mgr.: John Houser. **(Rec. OS**—singles only)
Home office: Pittsburgh, Pa.

• MILTON (Area Code 717)

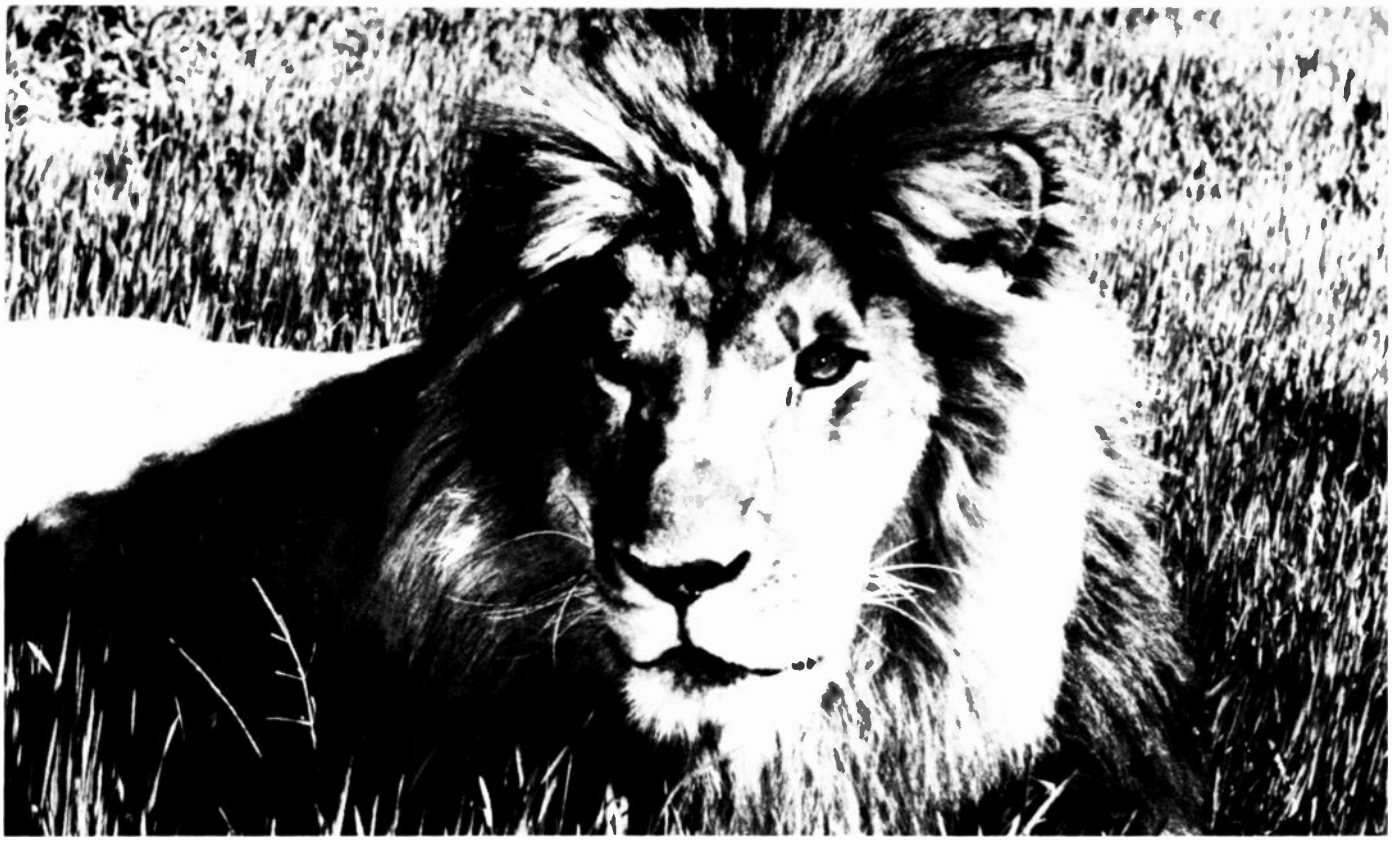
Music Box, 205 Broadway. Zip: 17847. Tel: 742-7101. Owner: Dale L. Reedy. **(Rec. & Tape D)**

• PHILADELPHIA METROPOLITAN AREA (Area Code 215)

(Also see New Jersey listings)

Almacenes Asturias **(Rec. & Tape D)**, see Villanueva Asturias Corp.
Asturias **(Rec. & Tape OS)**, see Villanuevas Asturias Corp.
Bandstand Rec. Serv., see Pennsauken, N.J., listing.
C B S Recs., 2 Bala Cynwyd Plaza, Bala Cynwyd 19004. Tel: 839-0246. Branch Mgr.: Irv Medway. **(Rec. & Tape D**—see New York, N.Y., office for prod. distributed)
Coliseum Recs. & Tape Ltd., 134 S. 20 St. Zip: 19103. Tel: 698-7710. Pres.: Robert Morton. **(Rec. & Tape E)**
Exports cutouts, surplus, deletions.
Norman D. Cooper Inc., Presidential Apts. Complex, 1 Winding Dr. Zip: 19131. Tel: 878-9591. Pres.: Norman D. Cooper; Buyers: Singles, David Brown; Albums & Tape, Joe Alteari. **(Rec. & Tape OS, RJ & E)**
Videocassette lines: MCA, Magnetic Video, Swedish Erotica, WCI.
Heller's Rec. Buyer-Exporter, 3149 Kensington. Zip: 19134. Tel: 634-5663. Owner: Robert Heller. (Dealer in rec. collections)
Richard Kastner Co. Inc., PO Box 168, 1100 Virginia Dr., Fort Washington 19034. Tel: 628-4111. Pres.: Richard Kastner; Sales Mgr.: Michael Mosko. **(Rec. & Tape D & E**—cutouts)
M C A Dist'g Corp.—Tel: 922-5659—also see Collingswood, N.J., listing.
National Rec. & Tape Co. Inc., see Serv-Rite.
Record Rendezvous Inc., 134 S. 20 St. Zip: 19103. Tel: 561-7340. **(Rec. D, OS, RJ, I & E; Tape OS & RJ)**
Labels: Cinwitch, MVH, Oldies But Goodies, Pet-Rat, Psychephonic, Rendezvous, Rockin' Richie; sub-distributes: Montgomerys, Scorpio, Tasty Licks, Times Square.
Richman Bros.—Tel. 477-1742—also see Pennsauken, N.J., listing.

A. I. Rosenthal Assocs. Inc., 1035 Louis Dr., Warminster 18974. Tel: 441-8900. Pres.: Alfred Rosenthal; Sales Mgr.: Hugh Boyle; Dpns. Mgr.: James Eldridge III.
Accessories: Audio (Audio Technica, Recoton), batteries (Duracell, Eveready), blank tape (Ampex, Audio Magnetics, Fuji, Maxell, Memorex, Recoton, Sony, TDK, 3M), cartridges & styli (Audio Technica, Pickering, Shure), headsets (Audio Technica, Pickering, Power Drive), needles (Recoton), rec. care prods. (Audio Technica, Black Magic, Clean Sound, Discwasher, Memorex, Sound Guard, Watts), tape cases (Amaray, Dynasound, Innovative Concepts, Savoy, Shape). (SEE ADVERTISEMENT)
Schwartz Bros. Inc.—Tel: 923-1271—also see Cherry Hill, N.J., listing.
Scorpio Music Dists. Inc., PO Box 391, Cornwells Heights; 2933 River Rd., Croydon 19020. Tel: 698-7707, 785-1541. Telex: 843366. Pres.: Michael Adler; VP: John T. Gervasoni; Gen. Mgr.: Steve Parelman. **(Rec. D, OS, RJ & E)**
Distributes overstocks, close-outs, promotional materials. (SEE ADVERTISEMENT)
Serv-Rite Rec. & Tape Co./National Rec. & Tape Co. Inc., 515 Andrews Rd., Trevose 19047. Tel: 364-1370. Mgr.: Sylvan Gross; Albums & Tape Buyers: Sylvan Gross, Steve Weed. **(Rec. & Tape RJ**—cutouts)
Slotkin Recs., 111 Forrest Ave., Narberth 19072. Tel: 667-1870. Owner, Singles, Albums & Tape Buyer: Herbert Slotkin. **(Rec. & Tape OS)**
Smith Rec. Sales Inc., 1904 W. Columbia Ave. Zip: 19121. Tel: 232-1054. Sales Mgr.: Bill Scott. **(Rec. & Tape OS**—gospel prod.)
Third Street Jazz & Rock, 10 N. Third St. Zip: 19106. Tel: 627-3366. Owner, Singles & Albums Buyer: Jerry Gordon. **(Rec. RJ**—cutout & overstock)
Universal Rec. Dist'g Corp., 919 N. Broad St. Zip: 19123. Tel: 232-3333. Owner: Harold Lipsius; Mgr.: Len Rakliff; Buyers: Singles, Kathy Walsh; Albums, Len Rakliff. **(Rec. & Tape D & OS)**
Labels: ABKCD, AVI, Ala, Antilles, Audio Fidelity, Boardwalk, Brunswick, CMH, CTI, Chiaroscuro, Chrysalis, Disneyland, Emergency, End, Fantasy, 51 West, First American, Galaxy, Gone, Grand, Hannibal, IRS, Impact, Import, Jamie, Laff, Laurie, Living Language, Mango, Milestone, Muse, Ode, Passport, Pausa, Posse, Prestige, Ranwood, Riverside, Roulette, Specialty, Stax, Sugar Hill, Sun, Takoma, Tapestry, Tomato, Vanguard, Visa, Vista, Waterhouse.
Accessories: Le-Bo. (SEE ADVERTISEMENT)
V A C Dial **(Rec. & Tape E)**, see Villanuevas Asturias Corp.
Villanueva Asturias Corp., 401 W. Girard Ave. Zip: 19123. Tel: 236-4544. Mgr. & Buyer: Jack Villanueva **(Rec. & Tape D), (Rec. & Tape E** as VAC Dial). Local branches: Almacenes Asturias, 2331 N. Front St. Zip: 19133. Tel: 426-9810. Mgr. & Buyer: Maria Villanueva. **(Rec. & Tape D)**—Asturias, 1200 N. Fourth St. Zip: 19123. Tel: 236-4545. Mgr.: Carlos Villanueva; Buyer. J. Villanueva. **(Rec. & Tape OS)**
Labels: Alma Hispana, Clubman Dial, VA.
Accessories: EV Game.
Vintage Recs. Inc., PO Box 251, Quarry & Hamilton Sts., Darby 19023. Tel: 586-5200. Pres.: Murray Graber. **(Rec. & Tape D & E)**
Labels: Arctic, Audicon, Big Town, Bright Orange, Collectables, Columbia Special Prods., Commodore, Cook, Crown, Dionn, Emus, Encore, Ghent, Impact, Jamie/Guyden, Kent, Laurie, Legrand, Lost Nite, MAC, MSL, Modern, Mohawk, Montel, Mother Goose, Palomino, Peter Pan, Phil-LA of Soul, Radiola, Relic, Rust, Sandy Hook, Sundi, Superscope, Teardrop, Top & Bottom, Truckstop, Tru-Gems, United, Wins; cutout singles, albums & tapes.
Accessories: Blank tape & tape accessories (Audio Magnetics, Columbia Magnatone, Memorex); carrying cases (Hartzell, Savoy); catalogs (Record Research); needles (E-V Game, Rivertone); spindles & stereos



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Warner/Elektra/Atlantic Corp.—Tel: 923-2700—also see Marlton, N.J., listing.
William's One Stop, 817 N. Broad St. Zip: 19123. Tel: 232-2020. Owner: Sid Williams. **(Rec. OS)**

• PITTSBURGH METROPOLITAN AREA (Area Code 412)

A & C Recs. & Tapes Inc., 1031 Forbes Ave. Zip: 15219. Tel: 391-4676. Owners: Eugene T. Jakiela, John R. Hoebler; Buyers: Singles, Norm Kirsh, Albums & Tape, Anthony Piotrowski. **(Rec. & Tape OS & RJ)**
Videocassette lines: MCA, Warner Bros.
Balkan Rec. Dist'g Co., RD 2, Concord Church Rd., Beaver Falls 15010. Tel: 843-1962. **(Rec. & Tape D)**
Home office: Berwyn (Chicago Metropolitan Area), Ill.
Labels: Balkan Int'l, Czech, Delta Int'l, Greyko, Marjon, Monitor
East Coast Dists., 633 Liberty Ave. Zip: 15222. Tel: 281-6344. Owner & Mgr.: Nick Lomakin. **(Rec. D, OS & RJ; Tape OS & RJ)**
Labels: Argos, Audiotape, Borderline, Contemporary, Dial, Dictation Disc, Dooto, Evergreen, GNP Crescendo, GTJ, Golden Crest, Humorsonic, K&H, Mardi Gras, Music Minus One, Russell Dance, Spotlite, Switchcraft
Mobile Rec. Serv. Co., PO Box 2879. Zip: 15230; 2716 Penn Ave. Zip: 15222. Tel: 391-8182. Pres.: Maurice F. Dseroff; VP: Harvey Campbell; Sound Specialists: Jim Dseroff, Marianne Smith; Sales Mgr.: Ted Howell; Sales Programming: Don Bray. **(Rec. OS—singles only)**
Branches: Tallahassee, Fla., Evansville, Fort Wayne, Ind., Watervliet (Albany Area), N.Y., Cincinnati, New Albany, Ohio, Erie, Lewistown, Pa.
One Stop Inc., 518 Chartiers Ave., McKees Rocks 15136. Tel: 771-0700. Pres.: Bill Lawrence; VP: William Blair; Buyer: Michael Fortunato, Div. Mgr.: Chris Lawrence. **(Rec. & Tape OS & RJ).**
Piks Corp., 354 Cherrydell Dr. Zip: 15220. Tel: 341-4801. **(Rec. & Tape O)**
Home office: Cleveland, Ohio (See for prod. distributed)
Record World-One Stop, 1332 Fifth Ave. Zip: 15219. Tel: 391-7429. Owner: Barney Stein; Buyers: Singles & Tape, Barney Stein, Albums, Evelyn Stein. **(Rec. & Tape OS & RJ)**
Sounds Dist'g Corp., 3701 Bigelow Blvd. Zip: 15213. Tel: 681-7611. Pres.: Norton L. Kalinsky; VP: Richard Zimmer; Buyers: George Kalinsky, Rich Thomas. **(Rec. & Tape OS & RJ)**

• WEXFORD (Area Code 412)

North Country Music, PO Box 311, Rt. 19 N. Zip: 15090. Tel: 935-1330. Owner, Mgr. & Buyer: C. W. Abbott. **(Rec. D & RJ)**
Labels: Adelphi, American Heritage, Biscuit City, Blind Pig, CMH, County, Delmark, Flying Fish, Folk Legacy, Folkways, Front Hall, Green Linnet, June Appal, Kaleidoscope, Nessa, Philo, Rebel, Regency, Rounder, Shanachie, Sierra/Briar, Sugar Hill, Wildebeest

• WILKES-BARRE (Area Code 717)

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

PUERTO RICO

• HATO REY (Area Code 809)

Carrillo Dists. **(Tape D & I)**—Tel: 763-4595—see San Francisco Dists. Inc.
Caytronics of Puerto Rico, 252 F.D. Roosevelt Ave., Esq. Antonin Lin. Zip: 00919. Tel: 767-4313. Owner & Mgr.: Sergio Ballesteros. **(Rec. & Tape D)**
Labels: Arcano, Bethlehem, Caliente, Carino, Caytronics, Charro, Melody, Mericana, Nor-Mex, Otra, Pronto, Salsoul, Salsoul Salsa.
San Francisco Dists. Inc., 340 Barbosa St. Zip: 00919. Tel: 764-3481. Cable: SAFRA. **(Tape D & I)**, (also **Tape D & I** as Carrillo Dists.)

• SAN JUAN (Area Code 809)

Alhambra Dist'g Inc., GPD Box 2702. Zip: 00936. Tel: 724-0465. Telex: 385859. Mgr.: Ricardo Fabregues. **(Rec. & Tape D & I)**
Home office: Opa Locka (Miami Metropolitan Area), Fla. (See for prod. distributed)
Caribe Audio Dist. Inc., PO Box 5833. Zip: 00906, 70 Condado. Zip: 00907. Tel: 725-1650, 722-0219. Pres.: Fernando Gallardo, Mgr.: Francisco Alonso; Buyers: Singles & Albums, Francisco Alonso; Tape, Lilliam Alvarez. **(Rec. D & I, Tape D)**
Labels: Arista, Audio-Technica, Capitol, Direct to Disk, Sheffield Labs.
Labels imported: Crocos (France), Deutsche Grammophon (Germany), Telefunken (Germany)
Phonographs: Marantz, Technics, Yamaha
Playback equip.: Bose, JBL, Marantz, Teac, Technics, Yamaha.
Accessories: Audio-Technica, Discwasher, Fidelitone, Maxell.
Casa Fragoso Inc., PO Box 2774. Zip: 00903. Tel: 725-8842, 723-0504. **(RJ)**
Distribuidora Nacional de Discos Inc., 606 Calle Cerra, Pda. 15. Zip: 00907. Tel: 724-4964. Pres.: Gilberto Gonzalez Arenas; VP & Sales Mgr.: Aida N. Gonzales; Gen. Mgr.: Juan Guzon. **(Rec. & Tape OS & RJ)**
Int'l branch: Dominican Republic, Distribuidora Dominicana de Discos.
Mena Ents. Inc., 606 Hipodromo Ave., Santurce 00909. Tel: 723-1764/2300. Owner: Ignacio Mena, Mgr.: Singles, Albums & Tape Buyer: Daniel Mena. **(Rec. & Tape D)**
Labels: Chembo, Discuba, Disneyland Vista, Fuentes, Musart, Peerless, Promus.
San Francisco Discount Inc., 302 San Francisco St., Old San Juan 00901. Tel: 725-4661. **(Rec. & Tape OS)**
Top Ten Hits Recs. Dists., 622 Calle Cerra, Pda. 15, Santurce 00907. Tel: 724-6891. Mgr.: Singles & Albums Buyer: Pedro Merced. **(Rec. D)**
Labels: Cesta, Citation, Dino, Fonseca, Hacienda, Kim, La Cole, Lassisi, Marvela, New Generation, Rana, Suave, TR, TTH, US

RHODE ISLAND

• PROVIDENCE (Area Code 401)

Beacon Shops Inc., 821 N. Main St. Zip: 02904. Tel: 861-7500. **(Rec. & Tape OS)**

• SMITHFIELD (Area Code 401)

New England Rec. & Tape Dist. Inc., 10 Industrial Dr. Zip: 02917. Tel: 231-0485. Owner: Angelo G. De Pardo; Singles, Albums & Tape Buyer: Robert Beneduce. **(Rec. & Tape RJ)**

• WARWICK (Area Code 401)

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

SOUTH CAROLINA

• MYRTLE BEACH (Area Code 803)

Myrtle Beach Stereo Tape Center, 6203 N. Kings Hwy. Zip: 29577. Tel: 449-3056. **(Tape RJ)**

• PIEDMONT (Area Code 803)

Cooper's One Stop, Rt. 1, Hwy. 86. Zip: 29673. Tel: 845-6862. Owner: George Cooper, Mgr. & Buyer: George Cooper III. **(Tape RJ)**

TENNESSEE

• COOKEVILLE (Area Code 615)

Rack Ents. Inc., PO Box 3066, 1570 Brown Ave. Zip: 38501. Tel: 526-9709. Owner & Buyer: Bill Amonette. **(Rec. & Tape RJ)**

• KNOXVILLE AREA (Area Code 615)

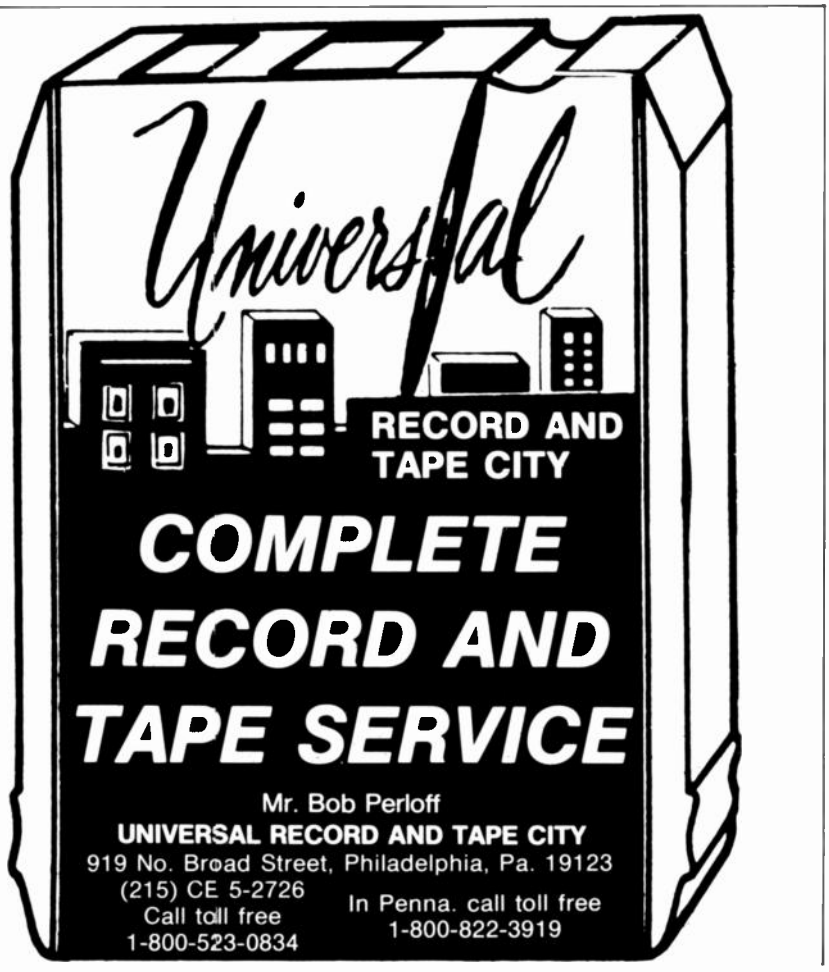
A & R Dist'g Co. Inc., 1301 Prosser Rd. Zip: 37914. Tel: 546-7881. Owner: Tommy Ayres; Mgr.: Larry Long; Singles, Albums & Tape Buyer: Albert W. Smith. **(Rec. & Tape OS & RJ)**
Accessories: Ampex, Audio Magnetics, Le-Bo, Pfanstiehl
Knox Rec. Rack Co., PO Box 11167, 1539 Amherst Rd. Zip: 37919. Tel: 584-8531. **(Rec. RJ, Tape OS & RJ)**
Accessories: Ampex, Memorex, Recoton, TDK.
Smoky Mountain Rec. Co., PO Box 208, Concord 37720. Tel: 691-2269. Owner & Singles Buyer: David M. Mize. **(Rec. RJ)**
Tucker's Rec. Shop Inc., 25 Market Square Mall. Zip: 37902. Tel: 522-9300. Pres., Singles & Albums Buyer: Martin Tucker Robertson. **(Rec. & Tape OS)**

• MARYVILLE (Area Code 615)

Michael Ginsburg Dist'n, 908 Montgomery Ln. Zip: 37801. Owner: Michael Ginsburg. **(Rec. D, OS & I)**
Labels: Adelphia, Blind Pig, County, Flying Fish, Front Hall, Greenhays, Green Linnet, June Appal, Kaleidoscope, Kicking Mule, Rambler, Rebel, Rounder, Shanachie, Sierra/Briar, Sugar Hill, Windham Hill
Labels imported: Gael-Linn, Tara, Topic.

• MEMPHIS (Area Code 901)

Audio Rack Serv. Inc., 3305 Fontaine Rd. Zip: 38116. Tel: 345-5706. Pres.: James Hurley; Mgr., Singles, Albums & Tape Buyer: Bob Hurley. **(Rec. & Tape RJ)**
Boss Ugly Bob Recs. & Tapes (BC Ents. of Memphis Inc.), 726 E. McLemore. Zip: 38106. Tel: 947-2553. Pres.: Bob Catron Jr., VP: Claudette Catron; Buyers: Singles, Byron Catron, Albums & Tape, Claudette & Bob Catron. **Local branches:** 2440 Chelsea. Zip: 38108. Tel: 458-7230—1416 Airways. Zip: 38114. Tel: 323-7289—4234 S. Third. Zip: 38109. Tel: 785-5151—47 S. Main. Zip: 38101. Tel: 527-8492—167 N. Tillman. Zip: 38114. Tel: 327-2740—3206 N. Thomas. Zip: 38127. Tel: 357-1598. **(Rec. & Tape OS)**
Branch: West Memphis, Ark.
Accessories: Duotone, Fidelitone, Arthur Fullmer, Le-Bo, Shure.
C B S Recs., 755 Crossover Ln., Suite 126-128. Zip: 38117. Tel: 761-3381. Branch Mgr.: Barry Mog. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**
Handleman Co., 3412 Jackson Ave. Zip: 38122. Tel: 324-6686. **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metroplitan Area), Mich.
Hot Line Rec. Dist. Inc., PO Box 3351, 421 S. Main St. Zip: 38103. Tel: 525-0756. **(Rec. & Tape D & OS), (Rec. & Tape RJ as Record Dept. Mdsrs.)**
Labels: AJ, AVI, Abet, Ace, Ala, Alarm, Alston, Antique, BTM, Barnaby, Birthright, Blue Candle, Blues Spectrum, Bold, Bright Orange, Cadet, Cadet/Concept, Cat, Checker, Chess, Chimneyville, Clouds, Comedian Int'l, Country Soul, Courage, Cream, Creed, DJM, Dash, Dictation Disc, Dingo, Drive, Ernie's, Excello, Fantasy, Fretone, GRT, Galaxy, Generation Int'l, Glades, Gospel Corner, Gospel Truth, Hi, Juana, Kayvette, Kent, Kenwood, Ko Ko, Laff, Laurie, MD, Malaco, Mankind, Marlin, Messenger, Milestone, Montuno, Nashboro, Nationwide Sound, October, Plantation, Prelude, Prestige, Randy's Spiritual, Ranwood, Republic, Roots, SDH, SSS Int'l, Shadybrook, Sound Bird, Specialty, Spire, Stax, Stone Dogg, Sun, TK, Tomato, United, Weird World, West End, Wicked, Wolf.
Accessories: Capitol, Fidelitone, Gemco, Le-Bo, Memorex
Poplar Tunes One-Stop, 308 Poplar Ave. Zip: 38122. Tel: 525-6348. **Local branches:** Pop Tunes-East, 4195 Summer Ave. Zip: 38122. Tel: 324-3855—Pop Tunes-South, 4622 Faronia. Zip: 38116. Tel: 346-7172. **(Rec. & Tape OS)**
Pop Tunes, see Poplar Tunes.
Record Dept. Mdsrs. Inc., 511 S. Main St. Zip: 38103. Tel: 526-0567. **(Rec. & Tape RJ), (Rec. & Tape D & OS as Hot Line Rec. Dist. Inc.)**
Select D-Hit Recs., 605 Chelsea Ave. Zip: 38107. Tel: 523-1190. **(Rec. & Tape D & OS)**
Labels: AVI, Audio Arts, Audio Fidelity, Black, Brunswick, Church Door, Creed, DK, GME, Golden Ear, Groove Time, HSE, J&B, Jewel, Kent, Lyon, Modern, Nashboro, Posse, Randy, Sam, Scorpio, Sounds of Gospel, Sparrow, Specialty, Sugar Hill, Tempo, United
Accessories: Audio Magnetics, BASF, Fidelitone, Recoton, Rivertone, Robbins
Six Sisters Dist., 1899 S. Third. Zip: 38109. Tel: 774-5689. Owners: Michal, Bobby & Myrna Cole. Mgr.: Dorothy McGowan; Buyers: Dorothy



McGowan, Bobby & Michal Cole. **(Rec. & Tape D), (Rec. & Tape OS as** Michal's DS Rec.)
Labels: Beantown, CRS, Crossfire, Crusade, D-Vine, Fame, Folkway, Gospel Express, Hub City, Michal, Phila Sounds, Retta's, Sendus, Soul Beat, Soul Town, Toxsan.
Accessories: Transcriber.

• NASHVILLE (Area Code 615)

Benson Co., 365 Great Circle Rd. Zip 37228. Tel 259-9111. **(Rec. D)**
Labels: Ariel, Benson, Greentree, Heart Warming, Impact, Jim, Lamb & Lion, Milk & Honey, New Dawn, Newpax, Paragon, Pilgrim America, Refuge, Starsong, Triangle.

Capitol Recs., 29 Music Square E. Zip 37203 Tel 244-7770. **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

Central South Music Sales Inc., 3730 Vulcan Dr. Zip 37211 Tel 833-5960. Owner & Mgr.: Randall Davidson; Buyers: Singles, Jack Flippen; Albums, **Mark Maynard. (Rec. & Tape OS)**

Fischer & Lucus Inc., 50 Music Square W. Zip 37203 Tel 329-2278. Owner **Joe O. Lucus. (Rec. & Tape D)**
Labels: F&L, Ridgetop, Sound Factory, Tanglewood

Jimmy's One Stop, 113 17 Ave. S. Zip 37203 Tel 256-1604. Owner: Larry Blackwell Sr.; Singles, Albums & Tape Buyer: Larry Blackwell Jr **(Rec. & Tape OS)**

M C A Dist'g Corp., 50 Music Square W., Suite 205. Zip 37203 Tel 327-3466. Branch Mgr.: Barry Yarbrough. **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

Music City Rec. Dists. Inc., 25 Lincoln St. Zip 37202 Tel 255-7315. Pres.: Hutch Carlock, Mgr.: Ted Adams; Sales Mgr.: Mike Wise, Buyers: Singles, Ted Adams; Albums, Ted Adams, Hayes Carlock, Bruce Carlock, Tape, Ted **Adams. (Rec. & Tape D, OS, RJ & E)**
Labels: Abet, Alarm, Alston, Camden, Cat, Chimneyville, County, Creed, Dore, Drive, Excello, Flying Fish, Glades, Gusto, HSE, Heart Warming, Impact, Jewel, Kayvette, Kenwood, Malaco, Mankind, Nasco, Nashboro, Old Homestead, Paula, Rebel, Ronn, Rounder, Rural Road, Sound City, Specialty, Starday, Su-Ann, TK, TMS, Vanguard, Vetco, Vista, Wicked.
Accessories: Discwasher, Empire, Hagerstown, Maxell, Memorex, Peerless, Pfanstiehl, Savoy, Sound Guard, TDK, Tracs, Watts

Music Town Rec. Dists. & Promo Co., 62 Music Square W. Zip 37203 Tel 327-4538. Pres.: Cliff Ayers Ostermeyer; VP: Connie L. Wright; Buyers: Singles, Chris Ostermeyer; Albums, Clark Ostermeyer **(Rec. D)**
Branches: Martinez (San Francisco & Bay Area), Calif., Pompano Beach, Fla., Flushing (New York Metropolitan Area), N.Y.
Labels: Accent, Advance, All Star, Alto, American Sound, Angeltone, Archway, Arrawak, Art, Arvee, Atlas, Audio Arts, Avenue, Ballad, Bandbox, Baton, Bay Lke, Bee, Beltone, Big Mama, Big Sound, Blackbird, Black Gold, Blue Chip, Bolwa, Boxer, Breeze, Bronze, Buddy, Bullseye, Buzz, C&M, Campus, Canary, Canyon Country Boys, Capa, CapCity, Cardinal, Carrie, Cavern, Celebrity Circle, Century City, Chante, Chattahoochie, Chroma, Chytown, Cimmaron, Clare, Cloud 9, Colt, Commerce, Conclave, Confederate, Contour, Country World, Creation Sound, Crest, Crossfire, D J, Daltona, Daran, Dart, Debby, Delden, De-Lite, Del Mar, Desert, De Venus, Dome, Domino, Dot-Mar, Double Eagle, E&B, Ebb, Electra, Emerald, Empire, Endeavor, Enterprise, Errol, Evelyn, Event, Fabbri, Fax, Film City, Five-D Flick, Flo-Jo, Ford, GCM, GRT, Gass, General American, Genesis, Glenolden, Golden World, Gordy, Gusman, H&L, Hacienda, Hallmark, Harvard, High Country, Hit, Hitsville, Hudson, Hugo, Injun, Insco, Insight, Jalap, Jamie, Jazz, Jemkl, Jemkl-Soul, Jeree, Jessup, Jofu, Jule, Julmar, KEF, K-W, Kangaroo, Kanwisk, Kasmo, Keen, Kenco, Kid Cuz'n, Luv, La Salle, Las Vegas, Lincoln, Linjo, Lucky Four, M-Arts, MRC, Mars, Major, Malinda, Map City, Marvello, Mayhams, Mayland, Meadowlark, Mecca, Median, Mickey, Millage, Miracle, Molly, Moon, Mosrite, Motif, Motown, Mule Kick, Murray-Covert, Music Creek, Music Factory, Music Town, My Goodness, Neptune, New England, Nu Joy, OL, Orbit, Patelle, Peacock, Petal, Pinpoint, Pirouge, Plato, Pony, Prestal, Prodigal, Public, RPR, RSVP, Rae-Cox, Ram, Ranwood, Raydar, Rebel, Red Wing, Rena, Reno Smiley, Rev, Rimrock, Riparia d'Oro, Road, Roadrunner, Ro Ark, Robbins, Rondolett, Rush Street, Sabine, Sable, Sabre, Sage, Sand, Scoloron, Scram, Serand, Shalomar, Shee, Shirley, Silver Pelican, Silver Seal, Sims, Sir, Smog City, Sollie Sunshine, Soultrack, Sprint, Starday, Steady, Sur Speed, Sylvania, Tamla, Tampa, Tapw, Taylor, Tempo, Three Hills, Tiara, Tidenote, Tip Toe, Trek, Trode, Twilight, Twi-Lite, United, VDC, Valco, Vanity, Variety, Vesuvius, Vida, Vita, Wagner, Wagon Tracks, Way-Out, Wayside, Wedge, Wells-Desett, Westport, Zodiac

Pickwick Dist'n Cos., Independent Dist'n Div., 42 Music Square W., Suite B. Zip 37203. Tel 256-2647 **(Rec. & Tape D**—sales only, see Atlanta, Ga., listing for prod. distributed)
Home office: Minneapolis, Minn.

Ernest Tubb Dist., 417 Broadway. Zip 37203. Tel 255-7503. Owner: Ernest Tubb, Mgr.: Singles & Albums Buyer: David McCormick **(Rec. & Tape D, I & E**—country prod.)

TEXAS

• AMARILLO (Area Code 806)

Western Mdsrs Inc., PO Box 32270. 421 E. 34 St. Zip 79120 Tel 376-6251. Pres.: Sam Marmaduke, Sr. VP: R. H. Williamson; Exec. VP: Bob Schneider; Retail VP: John Marmaduke, Buyer: Steve Marmaduke **(Rec. & Tape OS & RJ)**
Branches: Denver, Colo. **(Rec. & Tape OS & RJ), (Rec. & Tape D as WM** Dist'g); Manhattan, Kan. **(Rec. & Tape RJ); Houston (Rec. & Tape OS & RJ),** Irving (Dallas Area), Tex. **(Rec. & Tape RJ).**

• AUSTIN (Area Code 512)

Austin Rec. Dist., PO Box 312. Zip 78767 Tel: 321-6271. Owner: Susan **Jarrett (Rec. & Tape D)**
Labels: Amazing, Arhoolie, Armadillo, Bellaire, CBS imports, Charly imports, County, Crazy Cajun, Delta, Fable, Fate, Folklyric, Jackalope, Lisa, Longhorn, Longneck, MCA imports, Old Timey, Rainlight, Rat Race, Red Lightnin' imports, Rinconada, Roy, Shasta, Stiff, Texas Re Cord, Texas Soul, WWB.

Tom Bishop Co., 6144 Hwy. 290 W. Zip 78735 Tel 892-1570. Owner, Mgr. & Buyer: Tom Bishop. **(Rec. & Tape OS & RJ)**

• CONROE (Area Code 713)

Marketing Professionals, 144 Melmont. Zip 77302 Tel 273-3356. Owner & Mgr.: George B. Reed. **(Rec. D)**
Labels: Audio Source, Delos, RealTime, Rec Mktg., Sheffield Lab.
Accessories: Aspen

• CORPUS CHRISTI (Area Code 512)

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

• DALLAS AREA (Area Code 214)

(Also see listings under Fort Worth)

Big State Dist'g Corp., 4830 Lakawana, Suite 121. Zip 75247 Tel: 631-1100. Owners: H.W. & Don Darley, Billy Emerson; Mgr.: Billy Emerson; Buyer: Mike Emerson. **(Rec. & Tape D), (Rec. & Tape OS as** Big State One Stop), **(Rec. & Tape RJ as** Records of Dallas)
Branch: Denver, Colo., Big State Denver
Labels: AJ, APA, Ala, Abet, Adelphi, Alfa, Alithia, Alligator, Amberjack, Angelaco, Antilles, Arth, Astro, At Home, Audio Fidelity, BC, Becket, Bellaire, Big Town, Blue Candle, Blues Spectrum, Bold, Brighter Day, Brunswick, CTI, Canaan, Casino, Cat, Chimneyville, Clean Cuts, Clouds, Cochise, Column One, Contemporary, Coyote, Creed, D, Dash, Dealers Choice, Delta, Dictation Disc, Dimension, Dooto, Dore, Drive, Emergency, Excello, Fantasy, Galaxy, Glades, Glori, Golden Ear, Good Sounds, Gordy, Gospel Roots, Gospel Truth, Groove Time, Gryphon, Hannibal, Hillside, JEM, Jazz Bird, Jeremiah, Juana, Ju Par, Kayvette, Kent, Kenwood, Kik-R, Kimbo, King, LRC, Laff, Lamb & Lion, Lifesong, Light, Living Language, Malaco, Mango, Mankind, Maranatha, Marlin, Milestone, Mistletoe, Monitor, Motown, Myrrh, Nashboro, Natural Resources, Newpax, New song, Old Town, Paid, Phoenix, Plantation, Prestige, Prodigal, Pyramid, Rare Earth, Riverside, Roots, Roulette, Rounder, Russell, Sam, San Francisco Sounds, Scorpion, Solid Smoke, Soul, Soul Country, Sound Waves, Spire, Starday, Stoneway, Strata East, Sugar Hill, Sun, Sunshine Sound, Sutra, TK, Tamla, Thunderbird, Vanguard, Venture, Virgo, War Bride, Weird World, Word, XRT.

Bromo Dist. of Dallas Inc., 3373 Garden Brook. Zip 75234. Tel 247-7302. **(Rec. OS)**

C B S Recs., 8700 Stemmons Fwy., Suite 309. Zip 75247 Tel 634-1700. VP Southwest Region: Jack Chase, Reg'l Co-ord.: Sherry Turnage; Branch Mgr.: Danny Yarbrough. **(Rec. & Tape D**—see New York, N.Y., office for prod. distributed)

Capitol Recs., 6730 Oakbrook Blvd. Zip 75235 Tel: 637-1890. **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

H & W One Stop Recs. Inc., 3109 Grand Ave. Zip 75215 Tel 421-7396. **(Rec. & Tape OS)**

Handleman Co., 2931 Irving Blvd., No. 106. Zip 75247 Tel 631-2943 **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.

Lieberman Ents. Inc., 9801 Chartwell Dr. Zip 75231 Tel 349-2520. Mgr.: Jim Sinclair; Dpns. Mgr.: Robert Smith; OS Mgr.: David Nichols; Buyers: Singles, Susan Elder; Albums & Tape, Jim Coffin **(Rec. & Tape OS & RJ)**
Home office: Minneapolis, Minn.

M C A Dist'g Corp., 11212 Gemini St. Zip 75229 Tel 241-8646. Reg'l Dir.: Rod Tremblay, Branch Mgr.: Dan Purcell **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

PolyGram Dist'n Inc., 14200 Midway Plaza, Suite 125. Zip 75240 Tel 387-2797. Reg'l VP: Paul Lucks **(Rec. & Tape D)**
Home office: New York, N.Y. (See for prod. distributed)

R C A & A&M & Assoc'd Labels, 4232 Spring Valley Rd. Zip 75234 Tel 661-3739. Branch Sales Mgr.: Jim Yates. **(Rec. & Tape D**—see New York, N.Y. office for prod. distributed)

Records of Dallas **(Rec. & Tape RJ),** see Big State

Sonido Int'l Rec. & Tape Dist., 4504 Lake Ave. Zip 75219 Tel 528-3813, 521-3904. **(Rec. D)**
Labels: Arcano, CBS Int'l, Caliente, Capri, Carino, Caytronics, Del Valle, El Zarape, Gas, Orleon, Pronto, Soni, Sonido, Star Ship, Vencedor, Visa
Accessories: Ampex, Rivertone.

Sound City Dists., 4647 Mint Way. Zip 75236. Tel. 330-6893/7786. Pres.: Thomas P. Sims, Exec. VP: Owaine Niemeyer, Dpns. Mgr.: Walter Hanna **(Rec. & Tape OS**—cutouts, overruns)

Triple S One Stop Recs., 320 S. Lancaster, Kiest Shopping Center. Zip 75216. Tel 375-1111. Buyer: Jim Sanders **(Rec. & Tape OS)**

Warner/Elektra/Atlantic Corp., PO Box 3567, 1909 Hereford Dr., Irving 75061. Tel: 255-2141. Branch Mgr.: Paul Sheffield, Sales Mgr.: Jim McAuliffe **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

Western Mdsrs. Inc., PO Box 470286, 2200 Regency Dr., Irving 75247. Tel 438-8112. Mgr.: P. Pagliara **(Rec. & Tape RJ)**
Home office: Amarillo, Tex. **(Rec. & Tape OS & RJ)**

Westex Recs. & Reels, 3151 Commonwealth. Zip 75247. Tel 637-1810. Owner: Eddie Childres, Buyers, Debbie & Eddie Childres. **(Rec. & Tape OS & RJ)**

• DRIFTWOOD (Area Code 512)

House Dists., Box 14-W, Rt. 1. Zip: 78619. Tel: 858-7409. Mgr.: Charlie **Wrobbel (Rec. & Tape D)**
Home office: Kansas City, Mo. (See for prod. distributed)

• EL PASO (Area Code 915)

Krupp Dist'g Co., 311 S. Santa Fe St. Zip 79901 Tel 532-4961 (Rec. & **Tape OS)**

• FORT WORTH AREA (Area Code 817)

Victor Hotho & Co., PO Box 9738. Zip 76107 Tel 335-1833. **(Rec. & Tape RJ)**

Landmark Dist. Inc., 2020 E. Randol Mill Rd., Arlington 76011 Tel 469-1071. WATS: (Texas) (800) 792-1039 (Other states) (800) 433-1624. Mgr.: Jay Griffin, Buyer: Rusty Matz. **(Rec. & Tape D, RJ & E**—religious prod. only)
Labels: Birdwing, Bread & Honey, Cachet, Calvary, Canaan, Capitol, Cross Country, Crescendo, Dayspring, Good News, Greentree, Heart Warming, Housetop, Image VII, Impact, Jim, Jubilation group, Lamb & Lion, Light, Maranatha, Mercury, Messianic, Myrrh, New Life, New Pax, New World, Paragon, PolyGram, Praise, QCA, RCA, Ranwood, Sacred, Singspiration, Skylite Sing, Solid Rock, Sparrow, Starsong, Tempo, Triune, Windchime, Word.

Largo Music Corp., 803 Ave. E, Suite 307, Arlington 76011. Tel 640-8991. **Contact: Henry Moeller (Rec. & Tape OS & RJ)**
Home office: Columbia (Baltimore Metropolitan Area), Md.
Videocassette lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, WEA.
Videodisk lines: CBS, MCA, Paramount, RCA

Pickwick Dist'n Cos., Independent Dist'n Div., 2200 E. Randol Mill Rd., Arlington 76011. Tel: 261-4281. Nat'l Dist'n Div.: VP & Gen. Mgr.: Jack Bernstein; Nat'l Dpns. Mgr.: Allan Roller; Branch Mgr.: Don Gillespie; **Buyer: Bebe Pulliam. (Rec. & Tape D), (Rec & Tape RJ as** Pickwick Dist'n Cos., Rack Servs. Div.)
Home office: Minneapolis, Minn.
Labels: AVI, Abkco, Ariola, Arista, Armadillo, Aural Explorer, Boardwalk, Bomb, Buddah, CMH, Camden, Choice, Chrysalis, City Lights, Classic Jazz, Concord Jazz, Devaki, Entr' Acte, Excelsior, First American, Fizz, GNP Crescendo, G&P, GRP, Grand, Great Northwest, Hob, House of Cash, Inner City, Jam, Jewel, Maiden Voyage, Mirus, Muse, Muscle, Music Is Medicine, New Birth, Ode, Our Gang, Ovation, PVC, Passport, Paula, Pausa, Picadilly, Pickwick, Prelude, Prism, Pro Arte, Project 3, Quintessence, Ranwood, Reflection, Regency, Rhino, Rollin' Rock, Ronn, SMI, Savoy, Seeds & Stems, Sesame Street, Sink, Skylite, Slash, Stiff, Stony Plain, Sunbird, Syntonic Research, Takoma, Trolleycar, Vintage, Visa, Waterhouse, Wheel.

Pickwick Dist'n Cos., Rack Servs. Div., 2200 E. Randol Mill Rd., Arlington 76011 Tel 261-4281. Mgr.: Ray Chambers, Buyer: Jim Newhouse. **(Rec. & Tape RJ), (Rec. & Tape D as** Pickwick Dist'n Cos., Independent Dist'n Div.)

Richey Recs., 7121 W. Vickery, Unit 118. Zip 76116. Tel: 731-7375. Owner & Mgr.: Slim Richey; Buyers: Singles, Jim Colegrove, Albums, Bob Jones. **(Rec. & Tape D), (Rec. I & E as** Sell 'Dem Recs.)
Labels: Alligator, American Heritage, Broadway Intermission, County, Delmark, Flying Fish, Flying High, Grass Mountain, HDS, Kaleidoscope, King, Old Homestead, Outlet, Physical, Plantation, Power Pak, Priority, Puritan, Ramblin', Rebel, Revonah, Ridge Runner, Rounder, Rural Rhythm, SSS Int'l, Sonyatone, Starday, Sun, Texas Re Cord, Vetco.

Sell 'Dem Recs **(Rec. I & E)**—see Richey Recs.

• FRANKSTON (Area Code 214)

Mills Specialty Whsle., 4-2 Three Points Ext. Zip 75763. Tel 876-3816. Owner, Mgr. & Buyer: E. A. Mills. **(Rec. OS & RJ)**

• GRAHAM (Area Code 817)

Boase Dist'g Inc., 1317 Edgewood. Zip 76046. Owner: Jim Boase; Mgr. & Buyer: Janice Boase. **(Tape RJ)**

• HOUSTON AREA (Area Code 713)

Acme Dist'g Co., 3743 University Blvd. Zip 77005. Tel: 665-0741. Owner, Singles, Albums & Tape Buyer: Kenneth Parrish. **(Rec. & Tape RJ)**

Alamo Rec. Dist. Inc., PO Box 9627. Zip 77013. Tel 453-7128 **(Rec. & Tape** RJ—Spanish prod.)
Home office: San Antonio, Tex.

C B S Recs., 2190 North Loop W., Suite 100. Zip 77018. Tel 680-8900. Branch Mgr.: Luke Lewis. **(Rec. & Tape D**—see New York, N.Y., office for prod. distributed)

H W Daily, 3409 Brinkman. Zip 77018. Tel: 861-9251. Owners: H.W. & Don Daily, Mgr.: Wes Daily; Sales: Becky Bransfield; Promo.: Mike Hicks; Buyers: Singles, Mary Roberts, Albums & Tape, David Bennett **(Rec. & Tape OS)**
Accessories: Fuji, Maxell, Memorex, Scotch, TDK.

G P Recs. & Tapes Dist., PO Box 21100, 2124 N. Main St. Zip 77026. Tel: 223-9293. Owner: Gaston C. Ponce. **(Rec. D)**
Labels: Bonito, Exito Regional, Firmamento, Gapoca, Hit, Novavox, Sabroso.

Lotassco, PO Box 10860, 1634 Wakefield Dr. Zip 77018. Tel 686-1155. Owner: Maxine Eickenhorst, Albums & Tape Buyer: A.H. Eickenhorst. **(Rec. & Tape D, OS & RJ)**
Labels: AOLT, Alshire, Camden, Pickwick Int'l, Stoneway, United; also distributes cutouts & close outs.

Merrbach Rec. Serv., 323 W. 14 St. Zip 77008. Tel: 862-7077. Owner: N.F. **Merrbach (Rec. D)**
Labels: Bee Sharp, Blue Star, Bogan, Dance Ranch, E-Z, Lore, Rockin (A), Swinging Square. (All square dance labels)

Music Serv. Co., 5631 Old Clinton Rd. Zip: 77020. Tel: 675-7581. Owner & Mgr.: Harry Rosmarin, Buyer: Tom Meyer **(Rec. & Tape RJ)**

Pickwick Dist'n Cos., Independent Dist'n Div., 6400 W. Park, Suite 465. Zip: 77057. Tel: 780-7650. **(Rec. & Tape D**—see Fort Worth listing for prod. distributed)
Home office: Minneapolis, Minn.

Record Dist'g Serv. Inc., 2039 Antoine. Zip 77055. Tel: 683-7171 **(Rec. D & OS)**
Labels: Acetone, Astro, Bandana, Bandolero, Buzz-Bee, Crazy Cajun, Dapro, GMC, Gusto, Hep Me, Hillside, Jin, Mesquite, Music America, Nationwide Sound, Plantation, RDS, Rock N Saddle, Silver Moon, South Breeze, Sun, Sunbird, T.

Record Specialty's Co., 14528-A Hempstead Hwy. Zip 77040. Tel: 939-1031. Owner, Singles & Albums Buyer: Harvey V. Hood. **(Rec. & Tape RJ)**

South Texas Whsle. Recs. & Tapes Inc., 8566 Katy Fwy., No. 123. Zip: 77024. Tel 464-6507. Mgr. & Buyer: R.G. Guillerman **(Rec. & Tape OS, RJ & E)**
Home office: San Antonio, Tex.

United Rec. Dist., 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Owner: Jack Kirby, Mgr.: Gee Saldana; Buyers: Singles, Terri Lopez, Albums & Tape, Jerry Wilkie **(Rec. & Tape OS)**

Warner/Elektra/Atlantic Corp., 5750 Bentliff, Suite 200. Zip: 77036. Tel: 789-5920. Sales Mgr.: John Quinn. **(Rec. & Tape D**—see office in Los Angeles, Calif., for prod. distributed)

Western Mdsrs. Inc., PO Box 2384. Zip 77001, 520 W. 38 St. Zip: 77018. Tel: 688-7783. Mgr.: John Sobieski, Buyer: Pat C. Deckard **(Rec. & Tape OS & RJ)**
Home office: Amarillo, Tex.

• LUBBOCK (Area Code 806)

Recordland USA Inc., PO Box 10112. Zip 79408, 3111 34 St. Zip 79410. Tel 792-3277. Owner: Allan Rosen, Buyer: Carl Keel. **(Rec. & Tape OS)**

• McALLEN (Area Code 512)

Alamo Rec. Dist. Inc., 1412 Beaumont. Zip 78501. Tel: 687-4282 **(Rec. & Tape RJ**—Spanish prod.)
Home office: San Antonio, Tex.

House of Falcon Inc./ARV Rec. Sales, 821 N. 23. Zip 78501. Tel 686-5851. Mgr. & Buyer: Ramiro Perez. **(Rec. & Tape D, OS & RJ)**
Branch: Los Angeles, Calif. **(Rec. & Tape D).**
Labels: ARV Int'l, Falcon, Ric

• SAN ANTONIO (Area Code 512)

Alamo Rec. Dist. Inc., 5707 Grey Rock. Zip: 78228. Tel: 436-1166. (Rec. & Tape RJ—Spanish prod.)
Branches: Houston, McAllen, Tex.

Cayre Dists. of Texas Inc., 722 San Pedro. Zip: 78212. Tel: 222-0106. (Rec. & Tape D)
Home office: New York, N.Y., Caytronics Corp. **(Rec. & Tape D, OS, RJ, I & E—see for prod. distributed)**

E & R One Stop, 301 S. Main Ave. Zip: 78204. Tel: 222-0911. Owner: Ethel Schram; Mgr. & Buyer: Pete Bustamante. **(Rec. & Tape OS)**

Musical Recs. Co./Musical Tapes Inc., 135 Branff Dr. Zip: 78216. Tel: 349-1433. Mgr.: Ruben Espinosa. **(Rec. & Tape D, CS & RJ)**
Home office: Miami, Fla. (See for prod. distributed)

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

Music Merchants Inc., 310 W. Nakoma Dr. Zip: 78216. Tel: 349-1267. Owners: Bill McGehee, John Gonzales; Albums & Tape Buyer: Larry Langford **(Rec. & Tape OS)**

Rangel Music Co. Inc., PO Box 5524, 809 Fredericksburg Rd. Zip: 78201. Tel: 735-6111. Mgr.: Manuel E. Rangel. **(Rec. D, OS & RJ; Tape D)**
Labels: ARV, Big Star, Cara, Falcon, Fama, Fireball, Nuevo, Profano, SRP

South Texas Whsle. Recs. & Tapes Inc., 724 Lexington. Zip: 78212. Tel: 224-0754. Mgr. & Buyer: R.W. Powers. **(Rec. & Tape OS, RJ & E)**
Branch: Houston, Tex.
Accessories: Le Bo

U.S. Sound Dist. Inc., 1924 Fredericksburg Rd. Zip: 78201. Tel: 733-6377. Pres.: Alvaro Fajardo. Mgr.: Rey Gonzales. **(Rec. & Tape RJ & E)**

• SAN BENITO (Area Code 512)

Rio Grande Music Co., PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Mgr. & Buyer: John F. Phillips. **(Rec. & Tape D & OS)**
Labels: ARV, Akron, Alfa, Alhambra, Arcano, BCM, Bego, Bernal, Bronco, Buena Suerte, CBS Latin, CR, CRC, Caliente, Carrasta, Capri, Carino, Caytronics, Chemiro, Chico, Coast, Cobra, Colonial, Columbia, Corona, Cu Cuy, DLB, DLV, De La Rosa, Del Rio, Del Sur, Del Valle, Del West, Discolando, Dominante, Do-Re-Mi, E.Z. East Band, Escorpion, Falcon, Fama, Fireball, Firma, Flecha, Freddie, Fuego, GC, GCP, Gabe, Gapoca, Gas, Hacienda, Hino, Hurricane, Ideal, Impacto, JC, Jilguero, Joey, Jovi, Keyloc, Latino Int'l, Latin Soul, Lira, Magda, Marsal, Mex Melody, Miami, Mister G, Musart, Musi Mex, Norco, Norteno, Nova Vox, Nuevo, Orleon, Oro, Parnaso, El Pato, Peerless, Popular, Primero, Prontex, RCA, RN, Raff, Ramex, Real, Relampago, Reloj, Ric, Roca, Rosina, Rovi, Sombrero, Sonido Int'l, Starflite, Sunglow, Super Mex, Teardrop, Tex Mex, Torres, UA Latino, Unico, Valmon, West Mex, ZAAD, El Zarape.
Playback equip.: Marantz, Pioneer, RCA, Sony, Zenith
Accessories: BASF, Scotch

UTAH

• LAYTON (Area Code 801)

K S G Dist'g., 330 N. Main. Zip: 84041. Tel: 376-0861. Owner: Kevin Garn; Mgr.: Greg Sanders; Albums & Tape Buyer: Kevin Garn **(Rec. & Tape RJ)**

• SALT LAKE CITY (Area Code 801)

Alta Dist'g Co., Intermountain Div., PO Box 26856, 2270 Bridger Rd. Zip: 84126. Tel: 972-3800. VP & Gen. Mgr.: Joe Sasich; Ass't Gen. Mgr. & Sales & Mktg. Mgr.: Winston G. Jones Jr.; Retail Div. Gen. Mgr.: Nick Sasich; OS Mgr.: Gene Stevens; Buyers: Singles, Alice Hale; Albums, Layne Kresser; Tape, Ron Nicks; Accessories, Gene Stevens **(Rec. & Tape D, OS & RJ)**
Labels: Abkco, Ala, CMH, Caedmon, Chalfont, Chrysalis, Denon, Discwasher, Disney, Excelsior, GNP Crescendo, Laff, Living Language, Original Sounds, Pickwick, Pro Arte, Quintessence, Ranwood, Sesame Street, Sunbird, Takoma, Varese Sarabande.
Accessories: Ampex, Audio Magnetics, Certron, Discwasher, Dynasound, Fidelitone, Le Bo, Maxell, Memorex, Recoton, Savoy, Scotch, TDK, Tracs

Cordova's Importers & Dists., PO Box 16065, 543 W. 400 North. Zip: 84116. Tel: 355-1914. Owner & Mgr.: Carl C. Cordova **(Rec. & Tape D & I)**
Labels: Alhambra, Arcano, Arriba, Bonanza, CEC, Caliente, Carino, Caytronics, Comex, Cronos, DLB, De La Rosa, Ecos, Falcon, Fama, Freddie, Gas, Hurricane, Joey, Jovi, Keylock, Lorena, Melody, Mericana, Musart, Nova Vox, Orleon, Peerless, Pronto, RJG, Reyna, Roybal, Sound Mex, Viza

Western Toy & Hobby Inc., 327 W. Second South. Zip: 84101. Tel: 364-6593. **(Rec. D & RJ)**
Rec. labels: Disneyland, Gusto-Alto, Pickwick.
Phonographs: LJN.

VERMONT

• BURLINGTON AREA (Area Code 802)

Altec Dist'g Co. Inc., 36 Church St. Zip: 05401. Tel: 864-5777. Pres.: Martin F. Gold; Treas.: Howard Goldberg; Opns. Mgr.: Paul Schulman; Buyer: Ken Freestone; Sales Mgr.: Billy Northup; Mktg. Co ord.: Bill Perrault. **(Rec. & Tape OS, RJ, & E)**
Videocassette & videodisk lines: CBS Video, Columbia Pictures, Karl, MCA, Magnetic Video, NFL, Nostalgia Merchant, Paramount, Quality X, VCI, VC2, VCX, VXP, Vid America, Vintage Video, Walt Disney, Warner, Wizard.
Accessories: Fuji, Memorex, TDK.

• WATERBURY (Area Code 802)

Silo Inc., Box 82, RD2. Zip: 05676. Tel: 244-8657. Owner, Mgr., Singles, Albums & Tape Buyer: Joan Pelton. **(Rec. D, OS & I; Tape D)**
Labels: Adelphi, Arhoolie, Arion, Avoca, Banjar, Bard, Bay, Bert & I, Biograph, Blackbird, Blind Pig, Blue Goose, Blues Classics, CDIC, COS, CMH, Cabbage, Caedmon, Cassandra, Celeste, Celestial, Claddagh, Clairsearch, Clearwater, County, Crest, Droll Yankee, Everest, F&W, Flying Fish, Flying High, Folk Legacy, Folklyric, Folkways, Freckle, Fretless, Front Hall, Full Circle, Gael-Linn, Galaxia, Gateway, Gramavision, Grass Mountain, Green Hays, Green Linnet, Green Mountain, Greenwich Village, Harmonies, Helios, Herwin, Jeremiah, June Appal, Kaleidoscope, Kicking Mule, Lima Bean, Lincoln House, Living Folk, Mineral River, Minstrel, Monks of the Weston Priory, Morning Star, Mountain Railroad, Neworld, New World, Ogham, Old Timey, Origami, PP1, Pacific Cascade, Personal Choice, Peters, Philo, Physical, Pleiades, Rainbow Morning, Rainbow Snake, Rebel, Red Squirrel, Revels, Revonah, Ridge Runner, Riverbear, Rooster, Rosenshantz, Rosetta, Rounder, Sail, Sea Friends, Shanachie, Sierra Briar, Soap, Sonet, Stash, String, Sugar Hill, Swallowtail, Tangent, Terrapin, Titanic, Topic, Traditional, Troubadour, Voyager, Waylon, Wheatland, Windham Hill, Wise Women, Women's Wax Works, Yazoo.
Labels imported: Ayre (Canada), Big Foot Betty (Canada), Boot (Canada), CCBP (Canada), Celtic (Canada, UK), Dance Craft (Canada), Dingle (UK), Doctor Charlie (Canada), Ducktail (Canada), Elephant (Canada), Fogarty's Cave (Canada), Free Reed (UK), Glencoe (Canada), Highway (UK), Leader/Trailer (UK), Leapfrog (Canada), Lismor (UK), Mariposa (Canada), Mulligan (Ireland), Owen Sound (Canada), Plant Life (UK), Rubber (UK), Temple (UK)

VIRGINIA

• McLEAN (Area Code 703)

Telemark Dance Recs., PO Box 55. Zip: 22101. Tel: 356-9113. Owners & Mgrs.: Dick & Sheila Mason. **(Rec. & Tape D, I & E)**
Labels: Dance Along, Grenn, Hi Hat, Hoctor, Al Pierson, Roper, Telemark
Labels imported: Ariola (Germany), Dansan, Europa (Germany), IDTA, Ioys, Manibelle, Philips, Polydor, Rediffusion (UK), Sydney Thompson, Telemark (UK), Tema (UK)

• NORFOLK (Area Code 804)

Eurpac East, 961 Norfolk Square. Zip: 23502. Tel: 857-0131. Music Div. Mgr.: Jim Ramsey
Accessories: Ampex.

Scott Dist'g Corp., 3418 Azalea Garden Rd. Zip: 23513. Tel: 855-0188. Buyer: Robert Kruglick. **(Rec. & Tape D—military sales, promotional recs & tapes for civilian dist'n)**
Home office: Island Park, N.Y.
Accessories: Blank tape.

Tidewater One Stop, 1910 Granby St. Zip: 23517. Tel: 622-8663. Mgr.: Charles Faison. **(Rec. & Tape OS)**
Home office: Lanham, Md., Schwartz Bros. Inc. **(Rec. & Tape D).**

• RICHMOND (Area Code 804)

Dean's One Stop Ltd., PO Box 26205. Zip: 23260. Tel: 321-7515. Pres.: Dean Hogue; VP: Robert Marshall; Buyers: Dean Hogue, Robert Marshall. **(Rec. & Tape OS & RJ)**

• ROANOKE (Area Code 703)

Record Depot Dists., PO Box 3057. Zip: 24015. Tel: 343-5355. Owner: David Freeman; Mgr.: Chet Rhodes; Buyers: Albums, Barry Poss; Tape, David Freeman. **(Rec. & Tape D)**
Labels: Adelphi, Alligator, American Heritage, Atteiram, CMH, County, Flying Fish, Front Hall, Grassound, Green Linnet, June Appal, Kicking Mule, Leather, Mountain, Old Homestead, Outlet, Philo, Puritan, Rebel, Revonah, Ridge Runner, Rounder, Shanachie, Shiloh, Sierra/Briar, Sonyatone, Starday/King, Sugar Hill, Troubadour, Vetco, Wango.

Turner Candy Co., 516 Rorer Ave. SW. Zip: 24008. Tel: 342-0500. Owner, Mgr. & Buyer: A.L. Turner Jr. **(Rec. & Tape RJ)**

• ROCKY MOUNT (Area Code 703)

Outlet Rec. Dists., Box 594, 118 Main St. Zip: 24151. Tel: 483-0689. Owner: Rod Shively. **(Rec. & Tape D)**
Labels: American Heritage, CMH, County, Goldtone, Heritage, Leather, Mount, Mountain, Old Homestead, Outlet, Power Pak, Prime Time, Rebel, Revonah, Ridge Runner, Rounder, Starday/King, Sugar Hill.

• VIRGINIA BEACH (Area Code 804)

Largo Music Corp., 3472 Glen Arden Rd. Zip: 23464. Tel: 427-7327. Contact: Louis Rice. **(Rec. & Tape OS & RJ)**
Home office: Columbia (Baltimore Metropolitan Area), Md.
Videocassette lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, WEA.
Videodisk lines: CBS, MCA, Paramount, RCA.

WASHINGTON

• BELLINGHAM (Area Code 206)

Praise Inds. Corp., 1308 Meador St., Unit C5. Zip: 98225. Tel: 671-9562. **(Rec. & Tape D)**
Labels: Country Oak, Faith, Fisher Folk, Herald, Horizon, Little People, New Born, Praise, Starsong, Tunesmith.

• SEATTLE AREA (Area Code 206)

Rick Ballard Imports, 252 Fulton. Zip: 98109. Tel: 283-7134. Sales: Gary Bannister. **(Rec. D, I & E)**
Home office: Berkeley (San Francisco & Bay Area), Calif. (See for prod. distributed)

C B S Recs., 1051 Andover Park E., Tukwila 98188. Tel: 575-0931. Branch Mgr.: Joe Yoppolo **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

California Rec. Dists. Inc., 6011 S. Roxbury. Zip: 98118. Tel: 723-0900. Sales Mgr.: George Bigley, Promo. Mgr.: Ted Higashioka. **(Rec. D)**
Home office: Glendale (Los Angeles Metropolitan Area), Calif.
Labels: AFM, APM, Aeco, Alligator, Amazing, Amberjack, Angelaco, Arabesque, Arhoolie, Aries, Audio Fidelity, Audio Rarities, Bach Guild, Bet Car, Big Band Int'l, Bix Lives, Blues Classics, Boogie Woogie, Broadway, CMH, Caedmon, Cetra-Opera, Chiaroscuro, Clappers, Clearing House, Columbia Special Prods., Concert Disc, Concord Jazz, Contemporary, Cook, Counterpoint, County, Creative World, Criterion, Delmark, Dixieland Jubilee, Eckerworks, Everest, Fantasy, Fifty-One West, First American, Flying Fish, Flying High, Folklyric, Fretless, Galaxy, Giants of Jazz, Glendale, Golden Age, Golden Era, Good Time Jazz, Gospel Truth, Granite, Gryphon, Happy Face, History in Sound, Improv, Jazz Archives, Jazz Bird, Jazz Treasury, Kaleidoscope, Kicking Mule, Laurie, Legacy, Los Angeles, Mark 56, Milestone, Muse, Music Is Medicine, Musicworks, Natural Organic, Nutmeg, Old Timey, Olympic, Original Sound, Pausa, Pearl, Period, Philo, Phoenix 10 & 20, Picadilly, Polaris, Potato, Prestige, Radiola, Razor, Rebel, Regency, Ridge Runner, Riverside, Rounder, Sail, Sandy Hook, Shadow, Shamrock, Shiloh, Sounds, Standing Room Only, Stax, Strata-East, Sugar Hill, Syntonic Research, Tahiti, Tandem, Thunderbird, Timeless, Total Sound, Tradition, Transatlantic, Trema, Varese, Waterhouse, Xanadu
Accessories: Memorex

City Hall Recs., 46 W. Etrusa, Apt. D. Zip: 98119. Tel: 282-4820. Reg'l Sales Mgr.: George Romansic. **(Rec. & Tape D, I & E)**
Home office: San Francisco, Calif. (See for prod. distributed)

Danjay Music Inc., 1041 Industry Dr., Tukwila 98188. Tel: 575-0675. Mgr.: Mike Boyle; Buyer: Bill Green. **(Rec. & Tape OS)**
Home office: Denver, Colo.

Disc City One Stop (Record Sales & Serv. Inc.), PO Box 24701, Zip: 98124. 1540 Fourth Ave. S. Zip: 98134. Tel: 622-4005. Owner: Larry Dolgoff; Singles Buyer: Bill Dolgoff. **(Rec. & Tape OS)**

General Rec. Serv. Inc., 6565 Seventh Ave. S. Zip: 98108. Tel: 767-7444. Pres. & Gen. Mgr.: Paul H. Portteus; Mgr., Singles, Albums & Tape Buyer: Russ Portteus; Sales Mgr.: Tom Tomlin. **(Rec. & Tape RJ)**

Handleman Co., 1207 Andover Park W., Tukwila 98188. Tel: 575-0400. **(Rec. & Tape RJ)**
Home office: Clawson (Detroit Metropolitan Area), Mich.

Kiner Dist'g Co., PO Box 724, Redmond 98052. Owner & Buyer: Larry F. Kiner. **(Rec. I)**
Labels imported: Aircheck, Radio Archives, Spokane, Totem.

M C A Dist'g Corp., 2633 Eastlake Ave. E., No. 301. Zip: 98102. Tel: 322-3100. Branch Mgr.: Dan Wedlock. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

Major Dists. Inc., 18292 Andover Park W., Tukwila 98188. Tel: 575-0081. Owner: R.G. Anderson; VP Rec. Div.: Gary Clark; Buyers: Singles, Inge Wood; Albums, Jim Nickle, Monica Moore; Tape, Gary Davis; CE Sales Mgr.: Mike Ellis. **(Rec. & Tape RJ)**
Branches: Livermore (San Francisco & Bay Area), Calif., Honolulu, Hawaii.

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Accessories: BASF, Duracell, Le-Bo, Maxell, Memorex, Recoton, Transcriber.

Pacific Rec. & Tape Dists. Inc., 5612 Sixth Ave. S. Zip: 98108. Tel: 762-1056. **(Rec. & Tape D)**
Home office: Oakland (San Francisco & Bay Area), Calif. (See for prod. distributed)

Pacific Rec. Serv., 678 Industry Dr., Tukwila 98188. Tel: 575-3110. Pres.: Jim Huffine. Sales: Denny Vaughn. **(Rec. & Tape D)**
Labels: Disneyland, Excelsior, Living Language, Peter Pan, Pickwick, Pro Arte, Quintessence, Sesame Street, Telarc, also distributes cutouts.
Accessories: Rec., tape & video.

Pickwick Dist'n Cos., Independent Dist'n Div., 573 Industry Dr., Tukwila 98188. Tel: 575-0470. Field Sales Mgr.: Maury King. **(Rec. & Tape D—sales only, see Los Angeles, Calif., office for prod. distributed). (Rec. & Tape OS & RJ as Pickwick Dist'n Cos., Rack Servs. Div.)**
Home office: Minneapolis, Minn.

Pickwick Dist'n Cos., Rack Servs. Div., 9860 40 Ave. S. Zip: 98118. Tel: 725-2500. Mgr.: Al Zangrillo; Buyer: Fred Stewart. **(Rec. & Tape RJ)**
Home office: Minneapolis, Minn.

PolyGram Dist'n Inc., 1018 Industry Dr. Zip: 98188. Tel: 575-3830. Mgr.: Gerry Kopecky. **(Rec. & Tape D)**
Home office: New York, N.Y. (See for prod. distributed)

Precision Sound Mktg. Ltd., 24310 Second Pl. W., Bothell 98011. Tel: 483-1222. Mgr., Singles & Albums Buyer: Frank Klammer. **(Rec. D & E)**
Branch: Eugene, Ore.
Labels: ASI, Accent (Belgium), American Gramaphone, Audio Directions, Audio Encore, Audio Source, Century, Chalfont, Concord Jazz, Delos, Denon (Japan), Direct Disk Lab, Discwasher, Firstline, JVC (Japan), Kiras (Canada), Mark Levinson, Mobile Fidelity, Nautilus, Orinda, Philips (Japan), Proprius (Sweden), RCA (Japan), Realtime, Sound 80, Starlog, Telarc, Trend, Varese Sarabande, Waikiki.
Accessories: BASF, Decca, Jac-it, Permastat.

R C A & A&M & Assoc'd Labels, 925 Industry Dr., Tukwila 98188. Tel: 575-1410. Mgr.: Bonnie McCassy. **(Rec. & Tape D—see New York, N.Y., office for prod. distributed)**

Roundup Music Dists., 18300 Midvale Ave. N. Zip: 98133. Tel: 542-7551. **(Rec. & Tape RJ)**

Sea-Port Rec. One Stop Inc., 582 Industry Dr., Tukwila 98188. Tel: 575-3131. Sales: Bob Hanft, Edie Mitchell. **(Rec. & Tape OS)**
Home office: Portland, Ore.

Warner/Elektra/Atlantic Corp., 1156 Industry Dr., Tukwila 98188. Tel: 575-0190. Sales Mgr.: Jack Shue. **(Rec. & Tape D—see office in Los Angeles, Calif., for prod. distributed)**

• VANCOUVER (Area Code 206)

Crown Prods. Inc., 1405 NE 88 St. Zip: 98665. Tel: 574-5331. Owner, Mgr. & Buyer: Vernon H. Haas. **(Rec. & Tape D)**
Labels: Avant Garde, Benson, Bread N Honey, Calvary, Columbia, Hope, KCP, Lillenas, Manna, New Life, Pickwick, RCA, Rainbow Sound, Ranwood, Singcord, Skylite, Sparrow, Star Song, Tempo, Word.

WEST VIRGINIA

• CHARLESTON (Area Code 304)

Elkins Rec. Shop, 1127 Central Ave. Zip: 25302. Tel: 343-7833. **(Rec. OS)**

3-D Electronics Inc., 1541 W. Washington St. Zip: 25312. Tel: 345-6829. Pres.: Dave Ferrell; Mgr.: Roger Fields; Buyers: Singles, Tanus McClanahan; Albums & Tape, Richard Fisher. **(Rec. & Tape D & RJ)**
Labels: A&M, CMH, Capitol, Capricorn, Casablanca, Columbia, Country, GRT, Heart Warming, Jm, King Bluegrass, MCA, Mercury, Pickwick, Polygram, RCA, RSO, Rebel, Salsoul, Sire, 20th Century, WEA, Word.
Phonographs: BSR, Garrard, Marantz.
Playback equip.: Emerson, Marantz, Pioneer of America, Superscope.
Accessories: Arista, Le-Bo, Memorex, Philmore.

• HUNTINGTON AREA (Area Code 304)

Music Man Inc., 2519 Fourth Ave. Zip: 25703. Tel: 522-7551. **(Rec. & Tape OS)**

WISCONSIN

• BURLINGTON (Area Code 414)

Music Mart, 164 E. Washington. Zip: 53105. Tel: 763-3361. Owner: Rollin J. Ruedebusch; Mgr.: Lucille Waardenburg; Singles, Albums & Tape Buyer: Jeanette Brandes. **(Rec. & Tape OS)**
Videodisk lines: RCA.

• MADISON (Area Code 608)

Rapid Sales Co. Inc., 1019 Jonathan Dr. Zip: 53713. Tel: 271-2551. Pres.: Rolf V. Voegelin, Buyers: Singles, Lowell Grass; Albums & Tape, Donald Smith; Budget Lines & Accessories, Robert Obbink, D Labels, Lois Lawrence. **(Rec. & Tape D & RJ)**
Labels: Disneyland, GNP Crescendo, Golden, Peter Pan, Ranwood, SQN, Tell, Vox.

• MILWAUKEE (Area Code 414)

Audie's One-Stop, 2204 W. North Ave. Zip: 53205. Tel: 342-4636, 931-8015. Owner & Mgr.: Autacruga Dotson; Singles, Albums & Tape Buyer: John Reed. **Local branch:** Audie's Recs., 2239 W. Capitol Dr. Zip: 53206. Tel: 445-2420. Mgr. & Buyer: George Johnson. **(Rec. & Tape OS)**

Mean Mountain Music, 926 W. Oklahoma Ave. Zip: 53215. Tel: 483-6500. Owner: M.J. Muskovitz. **(Rec. OS, I & E—50's & 60's prod.)**

Northwest Territory, 630 N. Broadway. Zip: 53202. Tel: 271-2805. **(Rec. D)**
Labels: Adelphi, Philo, Ramblin', Rounder, Tool Room.

Radio Doctors & Recs. Ltd., 240 W. Wells St. Zip: 53203. Tel: 276-6422. Pres.: Stuart Glassman; Mgr.: Michael Mowers. Buyers: Singles, Annette & John Jankowski; Albums, Thomas Jacobson; Tape, Randy Hauser. **(Rec. & Tape OS)**

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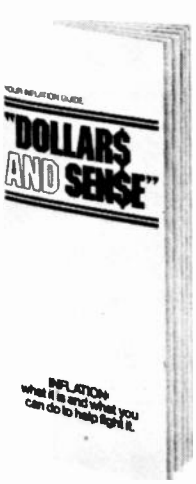

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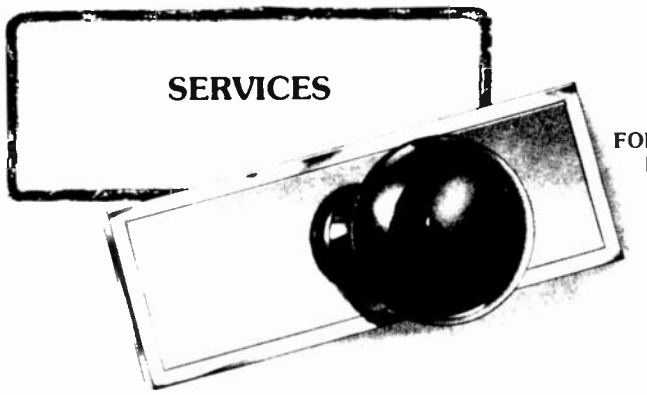

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A E S, see Audio Eng'g Society
A F M, see American Federation of Musicians
A F T R A, see American Federation of Television & Radio Artists
A G A C, see American Guild of Authors & Composers
A G V A, see American Guild of Variety Artists
A M U, see American Musicians Union

Academy of Country Music, PO Box 508, 6255 Sunset Blvd, Suite 915 Hollywood, Calif 90028 Tel (213) 462 2351 Exec Sec'y Fran Boyd

Affiliate Artists Inc 155 W 68 St, Suite 35 F, New York, N Y 10023 Tel (212) 580 2000 Pres Richard C Clark, Communications Dir Janet K Sanders

Afro American Music Opportunities Ass'n Inc, 2409 Wayzata Blvd Minneapolis, Minn 55405 Tel (612) 377 3730 Exec Dir C Edward Thomas

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American Music Conference 1000 Skokie Blvd, Wilmette, Ill 60091 Tel (312) 251 1200 Pres Gene C Wenner

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American Recorder Society, 13 E 16 St 7th fl New York N Y 10003 Tel (212) 675 9042 Pres Shelley Gruskin, Office Mgr Mary Ann Fleming

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American Theatre Ass'n 1000 Vermont Ave NW Washington, D C 20005 Tel (202) 628 4634

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B M A, see Black Music Ass'n

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George Alexander Group Inc., 1063 Post Rd. Zip: 06820. Tel: 655-7791; NYC (212) 886-5600. (DES, PRT)

• SOUTHPORT (Area Code 203)

Sound Innovations, 290 Bronson Rd. Zip: 06490. Tel: 259-0467. Owner & Eng.: John Arcotta, Gen. Mgr.: Frank Baldissero; Sales Mgr.: Steve Krutelne (DES, PRT—tape only)

• TRUMBULL (Area Code 203)

J & D Litho Serv., 9 Sally Ann Dr. Zip: 06611. Tel: 261-3366. (PRT)

• UNION CITY (Area Code 203)

A.C. Hampson Printing Co. Inc., 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: Augustus D. Hampson; Sales Mgr.: John W. Berry. (DES, PRT—tape only)

DELAWARE

• BEAR (Area Code 302)

Factors Etc. Inc., Geissler Park. Zip: 19701. Tel: 834-1625. Pres.: H. Lee Geissler; Sales Mgr.: Laurence H. Seeney. (DES, PRT—customized tee shirts only)

• WILMINGTON AREA (Area Code 302)

Ken Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. (DES, PRT)
National Tape Dupl'rs, see Ken Del

FLORIDA

• FORT LAUDERDALE AREA (Area Code 305)

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313. Tel: 587-6011. (DES, PRT)

• MIAMI METROPOLITAN AREA (Area Code 305)

Allison Alhambra Recs. Inc., 4380 NW 128 St. Zip: 33054. Tel: 685-8396. Telex: 522178. (PRT)
Central Lithographers Inc., 1900 W. Fourth Ave., Hialeah 33010. Tel: 888-6728. (PRT)
Image Devices Inc., 1825 NE 149 St. Zip: 33181. Tel: 945-1111. Telex: 519348. TWX (810) 845-4242. Sales Mgr.: Bill Reiter. (PRT)
Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211. (PRT)
Musical Tapes Inc., 770 W. 27 St., Hialeah 33010. Tel: 885-9156. Pres.: Eliseo C. Valdes. (DES—tape only, PRT—record & tape)
Tropical Paper Box Co., 7000 NW 25 St. Zip: 33122. Tel: 592-5520. (PRT)

• ORLANDO AREA (Area Code 305)

Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory. (PRT)

GEORGIA

• ATLANTA METROPOLITAN AREA (Area Code 404)

Linear Prods. Inc., 4507-K Mills Pl. SW, College Park 30366. Tel: 761-5432. (DES, PRT)
Home office: New York, N.Y.
Matthews Int'l Corp., 1303 Logan Circle NW. Zip: 30318. Tel: 355-3255. Mgr.: D. Barley (PRT—film masters, symbol consultation & testing)
Home office: Pittsburgh, Pa.
Project 70 Audio Servs. Inc., 1127 Spring St. NW. Zip: 30309. Tel: 875-7008. (PRT—tape only)
Ryco, 794 Ralph McGill Blvd., Zip: 30301. Tel: 522-9726. Pres.: Herb Haralson. (PRT)
The T Shirtery Inc., 1200 Menlo Dr. NW. Zip: 30377. Tel: 351-9850; WATS (800) 241-1052. Pres.: Jay J. Cohen; VP Sales: Paul I. Katz. (DES, PRT—customized tee-shirts only)
Wonder Graphics Inc., 983 Waverly Way. Zip: 30307. Tel: 524-1200. (DES)

• COLUMBUS (Area Code 404)

Capricorn Sales, 4018 Buena Vista Rd. Zip: 31907. Tel: 563-5353. (DES & PRT—customized tee-shirts only)

• LA GRANGE (Area Code 404)

S.P.C. Co. (div. of Shorewood Packaging Corp.), 1707 Shorewood Dr. Zip: 30240. WATS Tel: (800) 241-0186. Plant Mgr.: Ken McCabe. (DES, PRT)
Home office: New York, N.Y., Shorewood Packaging Corp.

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

A.G.I. (Album Graphics Inc.) 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. TWX (910) 226-0417. Pres.: Donald W. Kosterka; Sales Mgr.: Kevin McKenna. (DES, PRT)
Sales offices: Los Angeles, Calif.; New York, N.Y.
Acrylic Design & Fabrication Co., 1147 W. Ohio. Zip: 60622. Tel: 226-4222. (DES)
Ad-Vertising Unlimited, PO Box 8135. Zip: 60680. Tel: 787-8220. Pres.: R.C. Hillsman; Sales Mgr.: Frank Howard Jr.; Adv. Mgr.: Howard Pittman. (DES)
Album Graphics Inc., see AGI
Armageddon Talent Assocs., 1604 W. Juneway Terr. Zip: 60626. Tel: 465-3373. Mgr.: Fred Tieken. (DES)
Audio Accessories Co., 38 W. 515 Deerpath Rd., Batavia 60510. Tel: 879-5998. Sales Mgr.: John S. Maloney. (DES—tape only)
Audio Artists Ltd., PO Box 7, Wheaton 60187. Tel: 668-6682. (DES)
Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie 60076. Tel: 583-2818. Pres.: Joseph Halpern. (DES)
M. M. Cole Music Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip: 60611. Tel: 787-0804. Cable: MMCDLE. Pres.: Shepard Stern; Sales Mgr.: J.C. Cole; Adv. Mgr.: Mike Stern. (DES, PRT)
Fort Dearborn Lithograph Co., 6035 W. Gross Point Rd., Niles 60648. Tel: 647-8730. (DES, PRT)
Higgins, Hegner, & Genovese Int'l, 510 N. Dearborn. Zip: 60610. Tel: 644-1882. (DES)
Kiderian Recs. Prod'ns, 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Pres.: Raymond Peck, Gen. & Sales Mgr.: George Peck. (DES—record only)
Matthews Int'l Corp., 3435 N. Kimball Ave. Zip: 60618. Tel: 539-7000. Mgr.: J. Bluemling. (PRT—film masters, symbol consultation & testing)
Home office: Pittsburgh, Pa.
Media Int'l Inc., 425 N. Michigan. Zip: 60611. Tel: 467-5430. Pres.: Duane Lundeen; VP: Margaret Lundeen; Gen. Mgr.: Al Masters. (DES—record & tape, PRT—tape only)
Planet Communications (div. of Clay Pigeon Int'l), PO Box 20346. Zip: 60620. Tel: 778-8760. Pres. & Gen. Mgr.: Vytautas Beleska. Sales Mgr.: Rudy Markus, Special Projects Mgr.: D. Jaras. (DES)
Poly Com Group, 201 E. Ohio St. Zip: 60611. Tel: 222-9480. Gen. Mgr.: Richard Jablonski. Sales Mgr.: Dave Bertz; Prod'n Mgr.: Carmen Trombetta. (DES)
Pro I Audio-Visual Inc., PD Box 33, Highland Park 60035. Tel: 433-4575. Pres.: R.L. Pink; VP: J. Pink; Sales Mgr.: M.M. Pink; Adv. Mgr.: D.D. Pink. (DES, PRT)
Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Ron Schwartz. (DES)
Rooster Blues Recs., 2615 N. Wilton Ave. Zip: 60614. Tel: 281-3385. (DES, PRT)
Trackdown Rec. Dist. & Rec. Promo Co., 542 S. Dearborn, Suite 1102. Zip: 60605. Chm.: Hank Williams; Pres.: T.J. Wocker; Adv. Mgr.: J.V. Seldon. (DES, PRT)
Vinylweld, 2011 W. Hastings. Zip: 60608. Tel: 243-0606. (PRT—tape only)

• ROCKFORD (Area Code 815)

Carter Corp., 1916 11 St. Zip: 61101. Tel: 397-3200. Cable: CARTERCDRP. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Plant Mgr.: W. Skip Kruger. (DES, PRT)

INDIANA

• INDIANAPOLIS (Area Code 317)

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46220. Tel: 251-3918. Pres.: James E. Bowers; VP: Thomas R. Bowers. (DES & PRT)
Infitheatre Inc., 4990 Massachusetts. Zip: 46218. Tel: 545-2001. (DES)
Reco-Sleeve Packaging, 620 S. Belmont. Zip: 46221. Tel: 635-7777. Pres.: Leonard Verebay; Sales & Adv. Mgr.: Leonard Dimond. (PRT)
Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. TWX (810) 341-3457/3400. Pres.: Abe Garde, Record Sales: Len Dimond. (DES, PRT)
Home office: Long Island City (New York Metropolitan Area), N.Y., Queens Lithographing Corp.

• RICHMOND (Area Code 317)

P.R.C. Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511. (PRT)
Home office: New York, N.Y.

• TERRE HAUTE (Area Code 812)

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47803. Tel: 466-9851. (PRT)
Home office: Great Neck, N.Y.
Modern Album of Indiana Inc., 1299 Voorhees St. Zip: 47808. Tel: 235-6001. (PRT)
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.
Woodburn Printing Co., 25 S. Sixth St. Zip: 47808. Tel: 466-6822. Pres.: Donald P. Pendergast, Sales Mgr.: Ed Schulz; Adv. Mgr.: John Crippen. (PRT)

IOWA

• CARLISLE (Area Code 515)

Harold Luick & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact: Harold L. Luick. (DES, PRT)

• CORALVILLE (Area Code 319)

Safeguard Co., PD Box 5555, 108 Second Ave. Zip: 52241. Tel: 351-7830. Gen. Mgr. (Audio-Visual Prod'ns): Ben Ploof. (DES—tape only)
Home office: Brookfield (Milwaukee Metropolitan Area), Wis.

• DES MOINES (Area Code 515)

Stenco Graphics, PO Box 2501, 5311 SW Ninth. Zip: 50315. Tel: 285-6564. (DES & PRT—customized tee-shirts only)

KENTUCKY

• LOUISVILLE (Area Code 502)

Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658. (DES)

LOUISIANA

• BATON ROUGE (Area Code 504)

Record Co. of the South (RCS), 5220 Essen Ln. Zip: 70808. Tel: 766-3233. Pres.: Cyril E. Vetter; Gen. Mgr.: John Fred; Sales Mgr.: Ronnie Schaab, Art Dir.: Ed Lakin. (DES, PRT)

• 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. (DES & PRT—record only)

MARYLAND

• BALTIMORE AREA (Area Code 301)

The Record Factory, 10120 Marble Court, Cockeysville 21030. Tel: 628-2920. (DES)

• HYATTSVILLE (Area Code 301)

The Shirt Xplosion Co. Inc., 5618 Lafayette Pl. Zip: 20781. Tel: 277-4400. (DES & PRT—customized tee-shirts only)

• KENSINGTON (Area Code 301)

Dmega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. Owner & Chief Eng.: W. Robert Yesbek. (DES)

• **WHEATON (Area Code 301)**

Big Ed's Unlimited 11141 Georgia Ave., Suite A 1 Silver Springs Zip 20902 Tel 949 9500 **(DES & PRT**–customized tee shirts only)

MASSACHUSETTS

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

Fleetwood Communications Co Inc., 321 Revere St. Revere 02151 Tel 289-6800. Pres V P Giarrusso, Gen Mgr Raymond G Samora, Sales Mgr Victor Mancini, Adv Mgr Robin Samora **(DES, PRT)**

Matthews Int'l Corp., 3 Brooks Dr., Braintree 02184 Tel 848 8220 Mgr R Deats (**PRT**–film masters, symbol consultation & testing)
Home office: Pittsburgh, Pa

Rik Tinory Prod'ns, 180 Pond St., Cohasset 02025 Tel 383 9494 Pres Richard F Tinory, Artist Relations Claire L Babcock **(DES, PRT)**

• **CHICOPEE (Area Code 413)**

Dielectrics Inc., 300 Burnett Rd Zip 01020 Tel 598 8308 **(DES, PRT)**

Just For the Record, 40 Marion St Zip 01013 Tel 592 0457 Pres Robert S Bator, Adv Mgr Celine St. Laurent Bator **(DES)**

• **TURNERS FALLS (Area Code 413)**

Silver Screen Design, 88 Third St Zip 01376 Tel. 863 4496 **(DES**–customized silk screened tee shirts only)

MICHIGAN

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

Graphic Design Inc., 23800 Amber, Warren 48089 Tel 758 0480 **(DES, PRT)**

Tape-Tronics Inc., 750 E Mandoline, Madison Heights 48071 Tel 588 8281 TWX (810) 232-1524. **(DES)**

MINNESOTA

• **MINNEAPOLIS-ST. PAUL METROPOLITAN AREA (Area Code 612)**

Ark Rec'g Co (div of Fulton Electronics), 4208 Brunswick Ave N Minneapolis 55422 Tel 537 7076 Pres Robert W Fulton, Sales Mgr. Robert W Frederc **(DES)**

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis 55438 Tel 944 2121 Cable BETHANY Pres T A Hegre, Gen Mgr M.F Johnson, Sales Mgr Bill Linder **(DES**–tape only)

Communication Arts Inc., 2526 27 Ave S Minneapolis 55406 Tel 721 5357 **(DES)**

E M C Corp., 180 E Sixth St., St Paul 55101 Tel 227 7366 Pres David E Feinberg, VP Richard T. Stevens; Customer Sales Dir C Carter **(PRT)**

Esco Artist, 2613 NE Garfield St Minneapolis 55418 Tel 789-5650 Owner Jo Esco **(DES)**

MISSOURI

• **KANSAS CITY (Area Code 816)**

Stage 3 Sound Prod'ns Inc., 12 E 39 St Zip 64111 Tel 531 1375 **(DES)**

• **ST. LOUIS METROPOLITAN AREA (Area Code 314)**

Matthews Int'l Corp., 10866 Indian Head Ind'l Blvd Zip 63132 Tel 423 9800 Mgr C Gilbert (**PRT**–film masters, symbol consultation & testing)
Home office: Pittsburgh, Pa

• **SPRINGFIELD (Area Code 417)**

Collette Studios, 200 E Commercial St Zip 65801 Tel 864 7015

MONTANA

• **MISSOULA (Area Code 406)**

Meadowlark Ventures–Graphic Design by Dolack, PO Box 7218 Zip 59807 Tel 728 2180.

NEW JERSEY

• **ASBURY PARK (Area Code 201)**

Sound Arts Co Inc., 5 Cindy Ln Zip 07712. Tel 493-8666 Pres Charles J Gspann, VP Francis M. Gspann **(DES)**

• **CAMDEN (Area Code 609)**

Recorded Publ'ns Labs (div of Recorded Publ'ns Mfg Co Inc.), 1100 State St Zip 08105 Tel 963 3000, Phila (215) 922 8558 Pres David H Goodman, Sales Mgr Pat Landon, Adv Mgr Edward J Goodman **(DES).**
Sales office: New York, N.Y

• **CARLSTADT (Area Code 201)**

Q A I Inc., 640 Dell Rd. Zip 07072 Tel 460-0060, NYC (212) 964 1714 Pres. Steve Dauman, Sales Mgr George Ratowsky **(PRT).**

• **CLIFTON (Area Code 201)**

Matthews Int'l Corp., 1151 Bloomfield Ave Zip 07012 Tel 473 7330 Mgr W Hammond (**PRT**–film masters, symbol consultation & testing)
Home office: Pittsburgh, Pa

• **COLLINGSWOOD (Area Code 609)**

Pauli Prods., PO Box 29 Zip 08108 Tel 547 8925 Pres Joseph A. Pauli; VP Zara May Pauli. (**PRT**–tape only) (SEE ADVERTISEMENT)

• **FARMINGDALE (Area Code 201)**

Charlie Roberts Advertising & Promos Inc., Vat 69 Zip 07727 Tel 938-4351 Pres. Robert Schumann, Gen Mgr Charlie Roberts, Sales Mgr Linda Chiaramonte **(DES)**

• **GLENDORA (Area Code 609)**

Record Room, 308 E Evesham Rd Zip 08029 Tel 939 0034 **(DES)**

• **HAWORTH (Area Code 201)**

Trutone Recs., 163 Terrace St Zip 07641 Tel 385 0940 **(DES, PRT)**

• **LYNDHURST (Area Code 201)**

Color Seps-Litho Preps Serv., PO Box 151 Zip 07071 Tel 438-6729 Pres. J.G Principato **(DES)**

• **MONTCLAIR (Area Code 201)**

Linear Sound Rec'g, 211 Glenridge Ave Zip 07042 Tel 744 0686 Pres M Kroll, Sales Mgr T Steinmann **(DES)**

• **PARK RIDGE (Area Code 201)**

Cadet Recs. Inc., 12 Maple Leaf Dr Zip 07656 Tel 391 3676 VP Sales & Mktg Robert K Herrington (Sales office only) **(DES, PRT)**
Home office & plant: Los Angeles, Calif

• **PENNSAUKEN (Area Code 609)**

Rand El Advertising, 7249 A Browning Rd Zip 08109 Tel 665-8611 **(DES)**

NEW YORK

• **BOHEMIA (Area Code 516)**

R H M Inds Ltd., 180 Orville Dr Zip 11716 Tel 567 7222, NYC (212) 895 9344 **(PRT)**

• **CLARENCE (Area Code 716)**

Mark Custom Rec'g Serv 10815 Bodine Rd Zip 14031 Tel 759 2600 Pres & Sales Mgr Vincent S Morette **(DES)**

• **FARMINGDALE (Area Code 516)**

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd Zip 11735 Tel 293 7300 **(DES, PRT**–tape only)

Shorewood Packaging Corp., 55 Engineers Ln., Zip 11735 Tel 694 8230 **(DES, PRT)**
Home office: New York, N Y

• **GREAT NECK (Area Code 516)**

Ivy Hill Communications Inc., Community Dr Zip 11022 Tel 487 0200 Pres Ellis Kern. **(PRT)**
Branches: Los Angeles, Calif., Terre Haute, Ind

• **HAUPPAUGE (Area Code 516)**

Disc Graphics (div of Pickwick Int'l Inc.), 10 Gilpin Ave Zip 11787 Tel 234 1400 **(PRT)**

Modern Album & Finishing Co Inc., Cardinal Ind'l Park, Gilpin Ave Zip 11787 Tel 234-1100, NYC (212) 291 7600 Pres G D Thomas, Sales Mgr R A. Froehlig **(PRT)**
Branches: Burbank (Los Angeles Metropolitan Area), Calif., Modern Album of California Inc., Terre Haute, Ind., Modern Album of Indiana Inc., Nashville, Tenn., Modern Album of Tennessee Inc

Prestige Label Corp., 255 Oser Ave Zip 11787 Tel 273 0020 **(PRT)**

• **HOLBROOK (Area Code 516)**

Electrosound Group Inc., 725 Broadway Ave Zip 11741 Tel 567 3700 Corporate Pres. Richard H Burkett, Pres., Rec Pressing Div Dick Meixner, Sales Mgr (east) Ron Roberto **Local plant:** Goldisc Rec'gs Inc., Veterans Hwy & Broadway Zip 11741 Tel 589 0462, NYC (212) 895 6575 Pres. Richard Meixner, Sales Mgr John Finnegan, Adv Mgr Rich Renda (**PRT**–record only)
Plants: Sun Valley (Los Angeles Metropolitan Area), Monarch Rec Mfg Co., Shelbyville, Ind., Allentown, Pa., Allentown Rec Co Inc

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

Shelley Prods Ltd., 220 Broadway Zip 11746 Tel 423 7090 **(DES, PRT)**

• **LINDENHURST (Area Code 516)**

Coastal Specialty Tapes Inc., 274 Bangor St Zip 11757. Tel 226 5900 Opns Head & Sales Mgr Dan Dobbs **(DES, PRT**–tape only)

• **MELVILLE (Area Code 516)**

Sound by Blachly, 69 Old East Neck Rd Zip 11747 Tel 673 0330 Contact Bill Blachly **(DES)**

• **NEW ROCHELLE (Area Code 914)**

Westchester Int'l Prod'ns Inc., 41 Rosedale Ave Zip 10801 Tel 664 3099 NYC (212) 724 2880 Pres Jon H Starke, Gen Mgr William Starke, Sales Mgr Gloria Finigan **(DES, PRT)**

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

A G I (Album Graphics Inc.), 125 W 55 St Zip 10019 Tel 489 0793 TWX (710) 581 5597 VP Mktg Richard Block (Sales office only) **(DES)**
Home office: Melrose Park (Chicago Metropolitan Area), Ill

A D Adams Advertising Inc., 145 E 52 St Zip 10022 Tel 755 0845 Pres A D Adams **(DES)**
Branch: Woodbury, N Y

Album Graphics Inc., see AGI

Ampro Prod'ns Inc., 150 Fifth Ave Zip 10011. Tel 243 7726 Cable TA PEXXRON Telex 425233 **(DES)**

Apon Rec Co Inc., PO Box 3082, Steinway Sta., 44 16 Broadway, Long Island City 11103 Tel 721 5599 Pres Andrew M. Poncic, Sales Mgr Roman Krawciw, Adv Mgr Don Zemann **(DES)**

Atwater Press Inc., 207 W 25 St Zip 10001 Tel 675 2710 **(DES, PRT)**

James Bell Graphic Design Inc., 119 W 23 St Zip 10011 Tel 929-8855. Pres James Bell, VP S Campbell, Sales Mgr. Jane Sapiro **(DES)**

G Benson & Co Printers Inc., 75 Spring St Zip 10012 Tel 925 7100 Contact Gerald J Benson **(DES, PRT)**

Bert Co Ents Inc (div of the Walter Reade Org Inc.), 241 E 34 St Zip 10016. Tel 683-6300 Cable WALREAD Telex 12227 Pres Sheldon Gunsberg, Exec VP, VP Finance & Treas. Christopher W Preuster (Sales office only) **(DES, PRT)**
Branch: Los Angeles, Calif

Ely Besalel Ltd., 235 E 49 St Zip 10017 Tel 759 7820 Pres Ely Besalel. **(DES)**

Leo Bliok Advertising, 24 W 57 St Zip 10019 Tel 245 8938 Owner Leo Bliok **(DES**–record only)

Creative Media Agency, 227 E 69 St Zip 10021 Tel 472 0100 Pres & Creative Dir Arthur Krieger, Prod'n Mgr. Al Douglas **(DES)**

D R G Recs Inc., 200 W 57 St Zip 10019 Tel 582 3040 Cable STETRECS TWX (710) 581 4825 Pres. Hugh Fordin, Mng. Dir.; Rick Winter, Nat'l Sales & Mktg Dir Ted Wolff **(DES)**

Disc Communications Ltd., 743 Fifth Ave Zip 10023 Tel 371 0390. **(DES, PRT)**

Orate Design, 145 E 52 St., Rm. 403 Zip 10022 Tel 751 2031 Pres & Art Dir Spencer Drate **(DES**–record only)

E R H Sales Corp., 221 W 57 St. Zip 10019 Tel 582 4200 Pres.: Lee Halpern, Gen Mgr Michael Halpern, Sales Mgr Robert Shavelson **(DES, PRT)** (SEE ADVERTISEMENT)

Electrosound Group Inc., 1290 Ave of the Americas Zip 10019 Tel 581 5641 (**PRT**–record only)
Home office: Holbrook, N Y

Farmlett & Barsanti, 1123 Broadway Zip. 10010 Tel 691 9398 **(DES)**

Great American Screen Designs Ltd., 230 Fifth Ave Zip 10001 Tel 683 4077 **(DES, PRT)**

Guaranteed Printing Serv Co., 119 W 23 St Zip 10011 Tel 929-2410 **(DES, PRT)**

Stephen P. Haas Advertising Art, 24 W 57 St Zip 10019 Tel 581 8442. Pres Stephen Haas. **(DES)**

Image Creators Inc., 310 E. 65 St Zip 10021 Tel 535 0257 **(DES).**

Jewelite Signs & Letters, 13 E 31 St., New York, N Y 10016 Tel 473 1169.

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683-4474. Design & Lettering Dir.: William Bark; Artwork Dir.: F. Frank. **(DES)**

Lee-Myles Assocs. Inc., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Cable LEEMYLES. Pres. Robert M. Miller; VP: Howard Roseff. **(DES, PRT).** (SEE ADVERTISEMENT)

M B S Love Unlimited, 15-32 127 St., College Point 11356. Tel: 359-8500. WATS: (800) 221-0474. Pres.: Barry Kaminsky; VP: Sally Kaminsky; Gen. Mgr.: Alan Kaminsky; Sales Mgr.: Barbara Masri. **(DES, PRT**—customized T-shirts & iron-ons only)

Mac Murray Press Inc., 230 W. 17 St. Zip: 10011. Tel: 924-1530. Pres.: Bernard Leman; Sales Mgr.: Arnold Kohn. **(DES, PRT)** (SEE ADVERTISEMENT)

Olympic Litho Corp., 116 Nassau St., Brooklyn 11201. Tel: 522-2400. Pres.: Marvin D. Frankel; Gen. Mgr.: Herbert Farber. **(PRT**—color separations).

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1 85 Ave. of the Americas. Zip: 10036. Tel: 997-1250. Pres.: Hugh Landy. VP & Sales Mgr.: David Grant. **(PRT)**
Plants: Compton (Los Angeles Metropolitan Area), Calif., Richmond, Ind.

Charlie Passantino Inc., 311 W. 43 St., 5th fl. Zip: 10036. Tel: 586-1469.

Pilgrim Press Corp., 36-01 43 Ave., Long Island City 11101. Tel: 937-9515. **(PRT)**

Daniel H. Price Inc., 15 E. 48 St. Zip: 10017. Tel: 755-1982. Acct. Exec.: Mitchell Price. **(DES, PRT)**

Progressive Label & Litho Co., 286 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres.: Jerome J. Rood; Gen. Mgr.: Bernie Stein. **(DES, PRT)**

Promedeus Arts Inc., 1776 Broadway. Zip: 10019. Tel: 586-3770. Pres.: Lew Morris; Sales Mgr.: Jerry Present; Adv. Mgr.: Fon Parisi. **(DES)**

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Chief Exec. Officer: Eric Kaltman; Pres.: Leonard Verebay, Sr. VP Sales: Richard Roth. **(DES, PRT)**
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind., Rutgers Packaging Corp. (SEE ADVERTISEMENT)

Randee Int'l Prod'ns Inc., Sheraton Hotel, Suite 3e8, 870 Seventh Ave. Zip: 10019. Tel: 586-0631. **(DES, PRT)**

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500. Zip: 10001. Tel: 868-3115. Eastern Reg'l Sales Mgr.: Lee Kallett. (Sales office only) **(DES, PRT)**
Home office: Camden, N.J.

Roman & Smith Assocs., 401 E. 89 St. Zip: 10028. Tel: 348-2852. Contacts: Johanna Roman, Roscoe Smith. **(DES, PRT)**

Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel. **(DES)**

Shepard Printing Corp., 111 Eighth Ave. Zip: 10011. Tel: 255-1930. **(DES, PRT)**

Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; Exec. VP: Floyd S. Glimert; VP Special Projects: Marc Shore, VP Nat'l Sales: Ken Rosenblum; VP West Coast Sales: Jim Palmer. **(DES, PRT)**
Branches: Los Angeles, Calif., La Grange, Ga., Farmingdale, N.Y.

Silk Stocking Prod'ns Ltd., 216 W. 18 St., 10th fl. Zip: 10024. Tel: 255-4424. Chm.: Lloyd Ribner Jr.; Pres.: Elliot J. Galdy. **(PRT)**

Tri-Lon Color Lithographers Ltd., 54 W. 21 St. Zip: 10010. Tel: 255-6140. Pres.: Morris Strickler; VP: David Strickler. **(PRT)**

Video Corp. of America, 231 E. 55 St. Zip: 10022. Tel: 355-1600. **(DES)**

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Warjo Promos., 145 W. 55 St., Suite 2E. Zip: 10019. Tel: 245-7179. **(DES, PRT)**

Morton D. Wax & Assocs., 1650 Broadway. Zip: 10019. Tel: 247-2159. Pres.: Morton D. Wax. Local branch: 200 W. 51 St. Zip: 10019. **(DES)** (SEE ADVERTISEMENT)

• ROCHESTER (Area Code 716)

Visual Horizons, 208 Westfall Rd. Zip: 14623. Tel: 424-5300. **(DES)**

Wakeup Promos., 194 Ripplewood Dr. Zip: 14616. Tel: 865-2307. **(DES, PRT)**

• RONKONKOMA (Area Code 516)

Andrews-Nunnery Envelope & Paper Co., 2175 Fifth Ave. Zip: 11779. Tel: 467-2000. TWX: (510) 228-1095. Pres.: Stuart M. Andrews Jr.; Sales Mgr.: John F. Muller Jr., Ass't Plant Mgr.: Robert J. Andrews. **(DES, PRT)**
Home office: Holbrook, N.Y., Electrosound Group Inc.
Sales offices: Sun Valley (Los Angeles Metro Area), Calif., Monarch Rec. Mfg. Inc.; New York, N.Y., Electrosound Group Inc.

• SPRING VALLEY (Area Code 914)

Pro/Creatives Corp., 25 W. Burda Ln. Zip: 10977. Pres., Sales & Adv. Mgr.: David Rapp. **(DES**—record only)

• TROY (Area Code 518)

Wildwood Entertainment, 276 Fourth St. Zip: 12180. Tel: 273-7660. VP: Erich Borden. **(DES)**

• UTICA (Area Code 315)

Oneida Video Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski. **(DES & PRT**—record only)

NORTH CAROLINA

• CANTON (Area Code 704)

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr.; VP: Kay Evans. **(DES, PRT)**

• THOMASVILLE (Area Code 919)

Adtees Corp., PO Box 608, Stanley Ave. Zip: 27360. Tel: 475-0111. **(DES & PRT**—customized tee-shirts only)

OHIO

• AKRON (Area Code 216)

Yoe-Yoe Studios, 174 Portage Dr. Zip: 44303. Tel: 836-2497. Contacts: Craig & Janet Yoe. **(DES)**

• CINCINNATI (Area Code 513)

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. **(DES)**

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. **(PRT)**

Alex Gellen Design, 405 Executive Bldg. Zip: 45202. Tel: 651-1308. Pres.: Alex Gellen. **(DES)**

Jewel Rec'g Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres.: Rusty York; Gen. Mgr.: Linda York; Sales Mgr.: Rollin Bennett Jr. **(DES**—record only)

Q C A Custom Pressing, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP & Sales Mgr.: Keith Myers; Plant Mgr.: Ken Martin. **(DES & PRT**—record only). (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Mangham Dr. Zip: 45215. Tel: 733-5533. Owner: Carl J. Burkhardt, Pres.: Philip M. Burkhardt; VP Prod'n: Lan A. Ackley; VP Graphics: Kenneth D. Keith Jr., Sales Mgr.: Dan Burton. **(DES, PRT)**

Studio Pressing Serv., 320 Mill St. Zip: 45215. Tel: 761-8294. Pres.: B. Hyrne; Sales Mgr.: M. Tye. **(DES, PRT)**

• CLEVELAND METROPOLITAN AREA (Area Code 216)

Storycratt Inc., 18630 Detroit Ave., Lakewood 44107. Tel: 221-4722. **(DES)**

• COLUMBUS (Area Code 614)

Graphics of Columbus Inc., 5211 N. High St. Zip: 43214. Tel: 846-6126. **(PRT)**

Hillside Recs., 948 Studer Ave. Zip: 43206. Tel: 252-7116. Owner & Pres.: Larry McKenzie. **(DES)**

Roach Inc., PO Box 16548, 2255 Westbelt Dr. Zip: 43216. Tel: 876-9951. WATS (800) 848-7970 (outside Ohio). **(DES & PRT**—customized tee-shirts only)
Branch: Sun Valley (Los Angeles Metropolitan Area), Calif.

• NEWARK (Area Code 614)

Utopia Ultra-Sound, 38-40 S. First St. Zip: 43055. Tel: 345-9426. Pres.: Robert H. Kirk Jr.; VP: Don Shannon; Gen. Mgr.: Robert H. Kirk Sr., Sales Mgr.: Rose Shannon. **(DES)**

• YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 5947 Stillson Pl. Zip: 44512. Tel: 758-5463. Pres.: William Warner, Gen. & Sales Mgr.: Ray Nevel. **(DES)**

OKLAHOMA

• TULSA (Area Code 918)

C E S Rec'g Inc., 2500 N. Hemloc Circle, Broken Arrow 74012. Tel: 627-8474. Pres.: Basil W. Thomas; Gen. Mgr.: Judy McAlister; Mktg. Mgr.: Walter J. McKee Jr. **(DES & PRT**—tape only)

I T T I Studios (International Teaching Tapes), 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. Pres.: Meridith R. Gray; Sales Mgr.: Sonny Gray. **(DES, PRT)**

The Master Sound Inc., 8137 E. 46 St. Zip: 74145. Tel: 663-7186. Pres.: Donald Boshears; Gen. Mgr.: Peter Enns, Sales Mgr.: Louis Threeton. **(DES)**

OREGON

• PORTLAND (Area Code 503)

Northwestern Inc., Motion Pictures & Rec'g, 1224 SW Broadway. Zip: 97205. Tel: 226-0170. Pres.: Robert M. Lindahl; Sales Mgr.: Paul A. Buescher. **(PRT)**

PENNSYLVANIA

• ALLENTOWN (Area Code 215)

Allentown Rec. Co. Inc. (sub. of Electrosound Group Inc.), 1002-10 Walnut St. Zip: 18102. Tel: 433-7405. **(PRT**—record only)
Home office: Holbrook, N.Y., Electrosound Group Inc.
Sales office: New York, N.Y., Electrosound Group Inc.

• BETHLEHEM (Area Code 215)

Mystic Oak Recs., 1 E. Church St. Zip: 18018. Tel: 867-4300. **(DES)**

• CARLISLE (Area Code 717)

Inside Art, 80 York Rd. Zip: 17013. Tel: 243-1082. Chief Exec.: Gail S. Gordens. **(DES)**

• MECHANICSBURG (Area Code 717)

H R C Printing, PO Box 1152, 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0943. Gen. Mgr.: Donald E. Baldwin. **(DES, PRT)** (SEE ADVERTISEMENT)

• PHILADELPHIA METROPOLITAN AREA (Area Code 215)

Community Press, 6047-49 Woodland Ave. Zip: 19142. Tel: 729-4655. **(DES & PRT**—record only)

Kalstein Graphics, 6128 York Rd. Zip: 19141. Tel: 549-5085. **(DES)**

Matthews Int'l Corp., 3780 Main St. Zip: 19127. Tel: 483-6200. Mgr.: R. McCann. **(PRT**—film masters, symbol consultation & testing)
Home office: Pittsburgh, Pa.

UniComm Inc., 414 Swedeland Rd., King of Prussia 19406. Tel: 275-7100. Pres.: J.L.C. Ulrich Jr.; Gen. Mgr.: Robert G. Rowe Jr. **(PRT**—tape only)

• PITTSBURGH (Area Code 412)

George Heid Prod'ns & AV Prods., 701 Washington Rd. Zip: 15228. Tel: 561-3399. **(DES)**

Matthews Int'l Corp., 1575 McFarland Rd. Zip: 15216. Tel: 341-4464. Chm. & Pres.: T.F. Purner Jr.; Symbol Mgr.: M. Field. **Local branch:** 1211 W. Liberty Ave. Zip: 15226. Tel: 561-5120. Mgr.: G. Barefoot. **(PRT**—film masters, symbol consultation & testing)
Branches: La Palma, Calif.; Atlanta, Ga.; Chicago, Ill.; Braintree (Boston Metropolitan Area), Mass., St. Louis, Mo., Clifton, N.J.; Philadelphia, Pa.; Dallas, Tex.
Int'l branch: Canada, Bernard-Matthews Ltd.

• SCRANTON (Area Code 717)

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761. Pres.: M.C. Fischer; Sales & Adv. Mgr.: Martin C. Fischer. **(DES, PRT)** (SEE ADVERTISEMENT)

• SHARON (Area Code 412)

Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146. Tel: 347-4726. Pres.: John T. Krizancic; Sales Mgr.: Martha Krizancic; Adv. Mgr.: Ruth Toth. **(DES, PRT)**

PUERTO RICO

• CIDRA (Area Code 809)

Linear Prods. of Puerto Rico, PO Box AB. Zip: 00639. Tel: (809) 739-8435. **(DES, PRT)**

RHODE ISLAND

• WARWICK (Area Code 401)

Great Graphics!, PO Box 3, Zip: 02887; 151 Keeley Ave. Zip: 02886. Tel: 738-8877. Owner & Pres.: Bill Montella Jr. **(DES, PRT)**

SOUTH CAROLINA

• COLUMBIA (Area Code 803)

Howard Knight Ents. Inc., 2424 Pleasant Ridge. Zip: 29209. Tel: 783-0325. **(DES, PRT)**

TENNESSEE

• FAYETTEVILLE (Area Code 615)

Kim-Pat Ents., PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323/5661. **(DES)**

• MEMPHIS (Area Code 901)

T-Shirts Int'l, 239 S. Cooper St. Zip: 38104. Tel: 522-8383. **(DES, PRT)**

• NASHVILLE METROPOLITAN AREA (Area Code 615)

Album Globe Dist'n Co. Inc., City Square, 260 W. Main, Suite 107, Hendersonville 37075. Tel: 824-9100. Pres.: Mike Shepherd; Adv. Mgr.: Keith Stewart. **(DES, PRT)**

American Sound Recs./Emerald Recs., 62 Music Square W. Zip: 37203. Tel: 327-4538. Pres.: Cliff Ayers Ostermeyer; Sales Mgr.: Chris Ostermeyer; Gen. & Adv. Mgr.: Connie L. Wright; PR: Alma Lee Combs. **(DES)**

Chumley Prod'ns, PO Box 100823, 2802 Foster Ave. Zip: 37210. Tel: 833-6184. Pres.: P.E. Chumley. **(PRT**—record only)

Color Graphics Inc., 305 Church St., Goodlettsville 37072. Tel: 859-4001. **(DES, PRT)**

Creative Concepts, Faron Young Exec. Bldg., 1300 Division St., Suite 106. Zip: 37203. Tel: 259-3790. Partners: Jim Kent, Vernell Hackett. **(DES, PRT)**

Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip: 37210. Tel: 256-1728. Pres.: L.C. Tant; Sales Mgr.: Mike Tant. **(DES, PRT**—tape only)

Gusto Recs. & Tapes, 220 Boscobel St. Zip: 37213. Tel: 256-1656. TWX: (810) 371-1055. Pres. & Sales Mgr.: Moe Lytle; Gen. Mgr.: Steve Kountzman. **(DES, PRT)**

M F P Inc., 453 Chestnut St. Zip: 37203. Tel: 256-6161. **(PRT**—record only)

Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: 255-7461. **(PRT)**
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.

Nashville Album Prod'ns Inc., 1114 Gallatin Rd. N., Madison 37115. Tel: 883-2153. Pres.: Steve Botts; Art Dir.: Gregg Spickard. **(DES, PRT)** (SEE ADVERTISEMENT)

Pinwheel Art & Photography Studios Inc., 1211 16 Ave. S. Zip: 37212. Tel: 327-9125. **(DES)**

Professional Mktg. Serv. Inc., 50 Music Square W., Suite 907, Nashville, Tenn. 37203. Pres.: Dee Mullins. **(DES)**

Sea Cruise Prod'ns, PO Box 110830. Zip: 37211. Tel: 834-1856. Pres. & Adv. Mgr.: Ken Keene; VP & Gen. Mgr.: F.V. Guzzo; VP & Sales Mgr.: Gene Miller. **(DES)**

Superior Sound Studios, 329 Rockland Rd., Hendersonville 37075. Tel: 824-5141. **(DES)**

Harrison Tyner Int'l Inc., 38 Music Square E., Suite 115. Zip: 37203. Tel: 244-4224. Owner & Pres.: Harrison Tyner; Sales Mgr.: Dallas Laird; Adv. Mgr.: Kevin McMaster. **(DES)**

United Rec. Pressing Inc., 453 Chestnut. Zip: 37122. Tel: 259-9396. **(DES, PRT**—record only).

Williams Printing Co., 417 Commerce St. Zip: 37219. Tel: 256-7125. VP Sales: Dudley Fortner. **(PRT)**

TEXAS

• DALLAS (Area Code 214)

Electronic Technological Inds. of America Inc., PO Box 1580. Zip: 75221.

Tel: 827-8002. Bd. Chm.: John Kanter; Gen. Mgr.: David Coleman, Sales Mgr.: Larry Pearson. **(DES, PRT)**

Matthews Int'l Corp., 7715 Sovereign Row. Zip: 75247. Tel: 631-8240. Mgr.: G. Motley. **(PRT—film masters, symbol consultation & testing)**
Home office: Pittsburgh, Pa.

Rainbow Sound Inc., 1322 Inwood Rd. Zip: 75247. Tel: 638-7712. Pres.: Bob Cline; Exec. VP: Jack Whitt. **(DES—record only)**

• FORT WORTH AREA (Area Code 817)

Ink Inc., PO Box 946, Springtown. 76082. Tel: 433-5720. Pres.: James Michael Taylor; Sales Mgr.: Charles Bowles; Adv. Mgr.: Barbara Anne Taylor. **(DES)**

• HOUSTON (Area Code 713)

Riverside Albums, 7400 Pinemont. Zip: 77040. Tel: 462-2700. VP: Earl Thomas; Sales Mgr.: Brenda Cox. **(DES, PRT)**

• SAN ANTONIO (Area Code 512)

Joey Recs. Mfg., 6703 W. Commerce. Zip: 78227. Tel: 432-7893. **(DES)**

Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee; Gen. Mgr.: Jimmy Burton; Sales Mgr.: Jeannie Hill. **(DES, PRT)**

• SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Sales Mgr.: John F. Phillips. **(DES—record only)**

• WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 918 N. Valley Mills. Zip: 76710. Tel: 776-6553. **(DES)**

Mike's Print Shop, 2507 Grim. Zip: 76707. Tel: 752-2321. Owner: Mike Stanley. **(PRT)**

Charles Wallis Inc., 4700 W. Waco Dr. Zip: 76710. Tel: 776-5113. Pres.: Charles Wallis; Gen. Mgr.: Roger Lindstrom. **(DES)**

UTAH

• SALT LAKE CITY (Area Code 801)

Covenant Rec'gs Inc., PO Box 26817, 1345 Major St. Zip: 84126. Tel: 487-1096. Pres.: V. Lewis Kofford; Adv. Mgr.: Jeff Lund. **(DES)**

VIRGINIA

• ALOIE (Area Code 703)

Solar Sound Prod'ns (div. of VEE Corp.), Box 98. Zip: 22001. Tel: 471-5359. Bus. Mgr.: Frank Adair. **(PRT)**

WISCONSIN

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Sohn Mfg. Inc., Box X. Zip: 53020. Tel: 876-3361. **(DES, PRT)**

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Audio Cassette Dupl'rs of Wisconsin, 159 E. Silver Spring Dr. Zip: 53217. Tel: 961-1635. Pres.: J. Shutter; Gen. Mgr.: G. Miller, Sales Mgr.: J. Stoecker. **(DES)**

Holoubek Studios Inc., 4712 N. 125 St., Butler. 53007. Tel: 781-4800, WATS (800) 558-0566. Telex: 269472. Nat'l Sales Mgr.: David W. Bruns. **(DES & PRT—iron-on transfers & customized tee-shirts only)**

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82001. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander. **(DES, PRT)**

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A S C A P (American Society of Composers, Authors & Publ'rs), ASCAP Bldg., 1 Lincoln Plaza, New York, N.Y. 10023. Tel: (212) 595-3050. Pres.: Hal David. (Performing rights only)
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Licensing offices: San Francisco, Calif., Equitable Life Bldg., Rm. 1020, 120 Montgomery St. Zip: 94104. Tel: (415) 781-2141—**North Miami,** Fla., 1065 NE 125 St. Zip: 33161. Tel: (305) 895-6390—**Atlanta,** Ga., 1 Perimeter Way NW, Suite 415. Zip: 30339. Tel: (404) 952-8843—**Rosemont,** Ill., 10400 W. Higgins Rd., Suite 235. Zip: 60618. Tel: (312) 827-6810—**New Orleans,** La., International Trade Mart Bldg., Suite 1322. Zip: 70130. Tel: (504) 524-7701—**Framingham,** Mass., 10 Speen St. Zip: 01701. Tel: (617) 873-3515—**Troy,** Mich., 755 W. Big Beaver Rd., Suite 306. Zip: 48084. Tel: (313) 362-2444—**Minneapolis,** Minn., 7850 Metro Pkwy., Suite 106. Zip: 55402. Tel: (612) 854-0763—**Cleveland,** Ohio, 772 Hanna Bldg., Playhouse Square. Zip: 44115. Tel: (216) 771-6722—**Allison Park,** Pa., 4084 Mount Royal Blvd. Zip: 15101. Tel: (412) 486-2625—**Jenkintown,** Pa., Benjamin Fox Pavilion, Suite 807, Old York Rd. Zip: 19046. Tel: (215) 885-2510—**Santurce,** P.R., SPACEM (Society of Puerto Rican Authors, Composers & Editors of Music), PO Box 9692. Zip: 00908. Tel: (809) 722-0495—**Houston,** Tex., Communications Center, Suite 340, 3901 Westheimer. Zip: 77027. Tel: (713) 621-5692—**Seattle,** Wash., 444 NE Ravenna Blvd., Suite 306. Zip: 98115. Tel: (206) 524-8185.
Int'l membership office: England

B M I (Broadcast Music Inc.), 320 W. 57 St., New York, N.Y. 10019. Tel: (212) 586-2000. Cable: BROCASTMUS. Telex: 127823. Pres.: Edward M. Cramer; Sr. VP: Theodora Zavin; VP PR: Russ Sanjek. (Performing rights only)
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S P A C E M (Society of Puerto Rican Authors, Composers & Editors of Music), see ASCAP

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Ampro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXXRON. Telex: 425233.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City, N.Y. 11103. Tel: (212) 721-5599. Pres.: Andrew M. Poncic; Sales Mgr.: Roman Krawciw; Adv. Mgr.: Don Zemann. (Classical music only)

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Peter Pan Inds., 145 Komorn St., Newark, N.J. 07105. Tel: (201) 344-4214. Pres.: Martin Kasen, Sr. VP: Donald Kasen, Nat'l Sales Mgr.: James Monaghan; Sales Admin'r: Dee Stempler. **Local branch:** 88 St. Francis St. Zip: 07105. Tel: 344-4214.

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Transpac Int'l, 1088 Woodside Rd , Berkeley Calif 94708 Tel (415) 548 7102 TWX (910) 366 7930 Cable BERKEX Owner Ian G Brown

PLATING, PROCESSING & PRESSING PLANTS

ARIZONA

• PHOENIX (Area Code 602)

Universal Audio Corp , 6540 E Lafayette Blvd , Scottsdale 85217 Tel 949 7577 (Plating & processing only)

Wakefield Mfg, Inc , PO Box 6037, 1745 W Linden Zip 85005 Tel 252 5644 TWX (910) 951 1340 Pres Richard A Wakefield VP J A Monahan, Quality & Research Eng'g Mgr Kent Smithiger, Mktg & Admin Mgr Nancy Stringer (SEE ADVERTISEMENT)

• TEMPE (Area Code 602)

Superior Rec Pressing Corp West, 802 W 24 St Zip 85282 Tel 894-1687 Pres J H Dunn

CALIFORNIA

• ANAHEIM (Area Code 714)

Chateau East Mfg , 1040-R N Grove St Zip 92806 Tel 630 0145 Pres J Truxaw, VP Sales S Hager, Gen Mgr W Younger (Pressing only)

• CAMARILLO (Area Code 805)

Record Technology Inc , 486 Dawson Dr Zip 93010 Tel 484 2747 Pres W D Bauer.

• FULLERTON (Area Code 714)

B A M C D Recs , 1106 West Ave Zip 92633 Tel 738 4259 (Pressing only)

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Alberti Rec Mfg Co , 312 Monterey Pass Rd , Monterey Park 91754 Tel 282 5181, 283 5446 Pres & Adv Mgr. S.J. Alberti, Sales Mgr John J Alberti.

Alco Research & Eng'g Inc , 6201 Santa Monica Blvd , Hollywood 90038 Tel 466 1101 (Pressing only) (SEE ADVERTISEMENT)

Allied Rec. Co , 6110 Peachtree St Zip 90040 Tel 725 6900 Exec VP David L Brown, Sales & Customer Serv Mgr Stephen R Broadhead (Pressing only) (SEE ADVERTISEMENT)

Alshire Int'l Inc., 1015 Isabel St , Burbank 91510 Tel 849 4671 WATS (800) 423 2936 Cable BUDSDUND TWX (910) 498 2759 Pres Al Sherman, Gen Mgr Dick Ceja

American Metropolitan Communications Inc , 8640 Hillside Ave , Hollywood 90069 Tel 654 9515 Pres M R F Hanau, Exec VP T Randolph (Custom "decorative" record pressing)
Admin. branch: Miami, Fla., 777 Brickell Ave , Suite 702 Zip 33131
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Int'l branches: England, France, Netherlands

Award Rec Mfg Inc , 11016 S. La Cienega Blvd , Inglewood 90304 Tel 645 2281 Pres & Sales Mgr Martin Ansoorian, Gen Mgr George Abajian

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

Columbia Rec Prod'ns, 1801 Century Park W , Century City 90067 Tel 556 4700 (Sales office only)
Plants: Santa Maria, Calif., Terre Haute, Ind , Pitman, N J , CBS Recs Inc

Custom Rec Mfg Co , 5810 S Normandie Ave Zip 90044 Tel 753 5121 Pres. Jules Bihari, VP Don Macmillan

Fidelatone Mfg. Co Inc , 12848 Weber Way, Hawthorne 90250 Tel 678 4346 Pres Richard L Artz, Sales Mgr. Rosemary Harrison

Finebilt Mfg Co Inc , 931 N Citrus Ave , Hollywood 90038 Tel 466 9511 Cable COEXPORT. Telex 698393 Pres Alwin P Schmid, VP & Tape Sales Mgr Joseph Bouzaglou, Sales Mgr Manuel Munoz (Plating & pressing only)

J V C Cutting Center Inc (div of Victor Co of Japan), 6363 Sunset Blvd , Suite 500, Hollywood 90028 Tel 467 1166 Studio Mgr Larry Boden (disk mastering only) (SEE ADVERTISEMENT)

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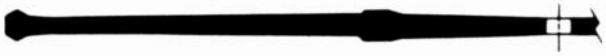
Cross section of a conventional disc



Cross section of a U.H.Q.R. disc center hole

- U H Q R discs are thicker and heavier than conventional discs so they lay flat and are less likely to warp. Channel separation is significantly improved, and harmonic distortion sharply reduced due to our flat, custom polished stampers and extra long pressing cycle. It's the same process we use for the JVC technical record series, the standard for professional mono, stereo and CD-4 phono equipment calibration.

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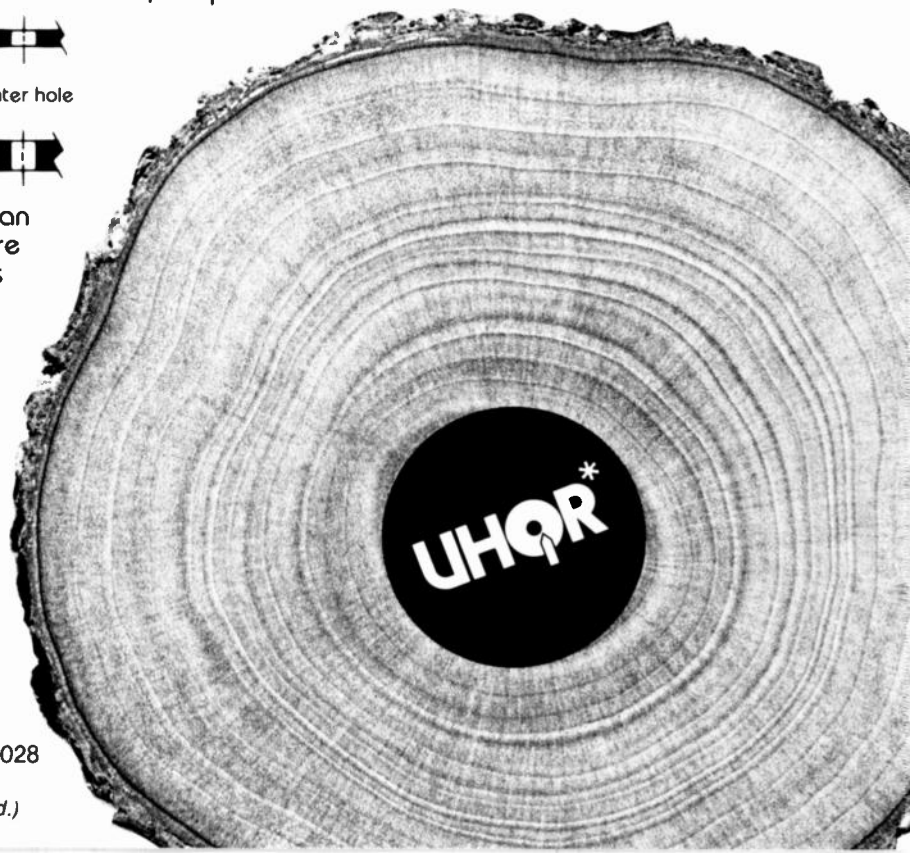
*U.H.Q.R. is JVC's trademark for our proprietary process of manufacturing "Ultra High-Performance Quality Records."



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Plant: Saugus, Calif. (SEE ADVERTISEMENT)
Koretich Eng'g & Mfg Co., 6331 Santa Monica Blvd., Hollywood 90038 Tel: 462-2545. (Pressing only)
James G. Lee Rec. Processing Inc., 145 W. 154 St., Gardena 90247 Tel: 321-2187. Pres.: James G. Lee; Gen. Mgr.: Edward Tobin Jr. (Plating & processing only.)
Monarch Rec. Mfg. Corp. (sub. of Electrosound Group Inc.), 9545 San Fernando Rd., Sun Valley 91352 Tel: 767-8833. Pres.: Nate DuRoff, VP & Gen. Mgr.: Bob Barone
Home office: Holbrook, N.Y., Electrosound Group Inc.
P.R.C. Rec'g Co. (div. of Richmond Rec'g Corp.), 18700 Laurel Park Rd., Compton 90220. Tel: 979-8545. Plant Mgr.: Chic Groves
Home office: New York, N.Y.
R.C.A. Recs., 6363 Sunset Blvd., Hollywood 90028. Tel: 468-4000. (Sales office only)
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Rainbo Rec. Mfg. Corp., 1738 Berkeley St., Santa Monica 90404. Tel: 829-3476. TWX: (910) 343-7420. Pres.: Jack G. Brown; VP & Gen. Mgr.: Jim Doyle, Prod'n Supervisor: Steve Sheldon. (SEE ADVERTISEMENT)
Tembo Mfg. Co., 139 Maryland St., El Segundo 90245. Tel: 322-8077. (Pressing only)
Virco Rec'g Inc., 700 S. Date Ave., Alhambra 91803. Tel: 283-1888. Mktg. Dir.: Nyall R. London

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Kdisc (sub. of Keysor Century Corp.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Pres.: Eugene R. Schutz; Gen. Mgr.: Bill Lightner.
Office: Hollywood (Los Angeles Metropolitan Area), Calif.

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- **HAMDEN (Area Code 203)**

Record Prods. of America Inc., 700 Sherman Ave. Zip: 06514. Tel: 248-6371. Pres.: Stanley Roczynski; VP & Sales Mgr.: Steve Suzanski. (Plating & processing only)

- **NORWALK AREA (Area Code 203)**

Cook Labs. Inc., 375 Ely Ave., South Norwalk 06854. Tel: 853-3641. Pres.: Emory Cook; Adv. Mgr.: Frank Stall

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Eva-Tone Soundsheets Inc., 4801 Ulmerton Rd. Zip: 33520. Tel: 577-7000. TWX: (810) 863-0394. Pres.: R. Evan Evans; Mktg. Mgr.: Laurance Johnson; Adv. Mgr.: Mel Ardelean (Flexible disk pressing only) (SEE ADVERTISEMENT)

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

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313. Tel: 587-6011

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Allison-Alhambra Recs. Inc., 4380 NW 128 St., Opa Locka 33054. Tel: 685-8396. Telex: 522178
Caribbean Recs. Mfg. Corp., 3081 NW 24 St. Zip: 33142. Tel: 633-4322/9963. Telex: 441453. (Pressing only)
Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211. (Plating & processing only)

- **ORLANDO (Area Code 305)**

Magnetix Disc Corp., 700 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory

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- **ATLANTA METROPOLITAN AREA (Area Code 404)**

King-Pin Rec. Pressing Co., 212 Roswell St., Marietta 30061. Tel: 428-5336. Pres.: David E. Forrester; VP: Shirley Queen; Prod. Mgr.: Michael Floyd

ILLINOIS

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

Columbia Rec. Prod'ns, 630 N. McClurg Court. Zip: 60611. Tel: 944-6000. Midwest Reg'l Sales Mgr.: Dick Hutter (Sales office only) (Pressing only)
Plants: Santa Maria, Calif.; Terre Haute, Ind.; Pitman, N.J.
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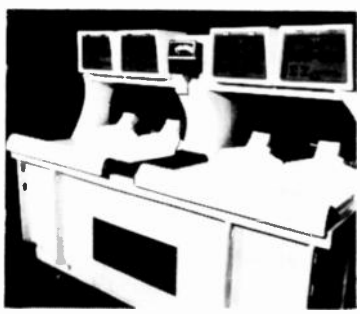

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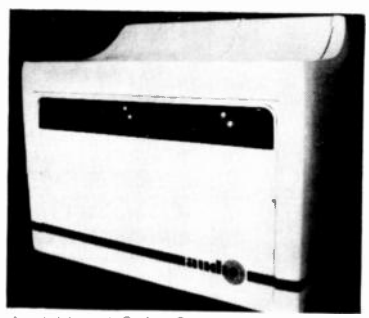

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Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117.
Sound Studios, 230 N. Michigan Ave. Zip: 60601. Tel: 236-4814. Pres.: Jerry Markham; VP & Gen. Mgr.: Dan Tynus. (Pressing only)
Trackdown Rec. Dist. & Promo Co., 542 S. Dearborn, Suite 1102. Zip: 60605. Nat'l Dir. & Bd. Chm.: Hank Williams; Pres.: T.J. Wocker; Adv. Mgr.: J.V. Seldon.

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Home office: New York, N.Y.

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P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511.
Home office: New York, N.Y.

• TERRE HAUTE (Area Code 812)

Columbia Rec. Prod'ns, 1400 Fruitridge Ave. Zip: 47805. Tel: 466-8111. VP Mfg., Disk & Tape: Ken Lemry. (Pressing only)
Sales offices: Century City (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn.

LOUISIANA

• VILLE PLATTE (Area Code 318)

Ville Platte Rec. Mfg. Co., 120 E. Cypress St. Zip: 70586. Tel: 363-2104. Pres.: J. Floyd Soileau; Sales Mgr.: Ronnie Soileau.

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• BALTIMORE AREA (Area Code 301)

The Record Factory, 10120 Marble Court, Cockeysville 21030. Tel: 628-2920. (Pressing only)

MICHIGAN

• DETROIT (Area Code 313)

Archer Rec. Pressing Co., 7401 E. Davison. Zip: 48212. Tel: 365-9545. Pres.: R.J. Archer; VP: J.M. Archer; Sec'y-Treas.: M. Archer.

MISSISSIPPI

• JACKSON (Area Code 601)

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522. (Pressing only)

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• ST. LOUIS METROPOLITAN AREA (Area Code 314)

Technisonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63131. Tel: 727-1055. Pres.: Edward H. Canter.

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• ANCORA (Area Code 609)

Presswell Recs. Mfg. Co., White Horse Pike & Ehrke Rd. Zip: 08037. Tel: 561-5250.

• CRANBURY (Area Code 609)

Hub-Servall Rec. Mfg. Corp., Cranbury Rd. Zip: 08512. Tel: 655-2166. Sales Mgr.: Barry Ruegg. (Pressing only)

• ELIZABETH (Area Code 201)

Lened Int'l Corp., 489 Henry St. Zip: 07201. Tel: 354-5205. Telex: 138767. Owners: Leonard Palmer, Joseph Flusfeder. (SEE ADVERTISEMENT)

• HAWORTH (Area Code 201)

Trutone Recs., 163 Terrace St. Zip: 07641. Tel: 385-0940.

• MOUNTAINSIDE (Area Code 201)

Bestway Prods. Inc., 1105 Globe Ave. Zip: 07092. Tel: 232-8383. Pres.: Howard Massler; Gen. Mgr.: Benjamin Williams; Prod'n Mgr.: Paul Stevens. (Pressing only) (SEE ADVERTISEMENT)

• NEWARK (Area Code 201)

Dynamic LP Stereo Rec. Pressing Co. Inc., see Sun Plastics.
Peter Pan Inds., 145 Komorn St. Zip: 07105. Tel: 344-4214. Pres.: Martin Kasen; Sr. VP: Donald Kasen; Nat'l Sales Mgr.: James Monaghan; Sales Admin'r: Dee Stempler. **Local branch:** 88 St. Francis St. Zip: 07105. Tel: 344-4214. (Pressing only)
Sun Plastics Co. Inc./Dynamic LP Stereo Rec. Pressing Co. Inc., 900 Passaic Ave., East Newark 07029. Tel: 482-6749; NYC (212) 349-0977. Pres.: Jerry Salerno; Sales Mgr.: Rocco Salerno. (SEE ADVERTISEMENT)

• PARK RIDGE (Area Code 201)

Cadet Recs., 12 Maple Leaf Dr. Zip: 07656. Tel: 391-3676. VP Sales & Mktg.: R. K. Herrington. (Sales office only)
Home office & plant: Los Angeles, Calif.

• PITMAN (Area Code 609)

C B S Recs. Inc., Woodbury-Glassboro Rd. Zip: 08071. Tel: 589-8000. (Pressing only).
Sales offices: Century City (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn.

• SOMERDALE (Area Code 609)

Superior Rec. Pressing Corp., 900 Kennedy Blvd. Zip: 08083. Tel: 784-6600.
Tracy-Val Corp., Somerdale Ind'l Park, 201 Linden Ave. Zip: 08083. Tel: 627-3000. Pres.: James A. Miller. (Plating only) (SEE ADVERTISEMENT)

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- **HOLTSVILLE (Area Code 516)**

Donora Mfg. Co. Inc., 658 Blue Point Rd. Zip 11742 Tel: 654-1110, NYC (212) 895-1955. Pres.: Ray Kissel

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Shelley Prods. Ltd., 220 Broadway. Zip 11746. Tel 423-7090

- **NEWBURGH (Area Code 914)**

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

Apexton Rec. Pressing, 44-27 Purves St., Long Island City 11101. Tel: 937 4038. Mgr.: Darek Ropiak.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City 11103. Tel: 721 5599. Pres.: Andrew M. Poncic, Sales Mgr. Roman Krawciw, Adv. Mgr.: Don Zemann. (Pressing only)

Audio Matrix Inc., 915 Westchester Ave., Bronx 10459. Tel: 589 3500. **Local sales office:** 1290 Ave. of the Americas, Rm. 3737 Zip 10019. Tel: 247-8289. (Plating & processing only)

Columbia Rec. Prod'ns, 49 E. 52 St. Zip 10022. Tel: 975 4321. (Sales office only).
Plants: Santa Maria, Calif., Terre Haute, Ind., Pitman, N.J., CBS Recs. Inc.

Delta Rec'g Corp., 16 W. 46 St. Zip: 10036. Tel: 840 1350. (Plating & processing only)

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390

E. R. H. Sales Corp., 221 W. 57 St. Zip: 10019. Tel: 582 4200. Pres.: Lee Halpern; Gen. Mgr.: Michael Halpern, Sales Mgr.: Robert Shavelson. (SEE ADVERTISEMENT)

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Europadisk Ltd., 75 Varick St. Zip 10013. Tel: 226-4401. Cable: EUROPADISK. TWX (710) 581-2034. Pres.: James P. Shelton. VP: Christian S. Lach, Prod'n. Mgr.: (Ms) Pat Rosiello (Audiophile Rec. Plating & Pressing)

Mastercraft Rec. Plating Inc., 609 W. 51 St. Zip 10019. Tel: 265-6040. (Plating & processing only)

P. R. C. Rec'g. Co. (div. of Richmond Rec'g. Corp.), 1185 Ave. of the Americas. Zip 10036. Tel: 997 1250. Pres.: Hugh Landy, VP & Sales Mgr.: David Grant.
Plants: Compton (Los Angeles Metropolitan Area), Calif., Richmond, Ind.

R. C. A. Recs., 1133 Ave. of the Americas. Zip 10036. Tel: 930-4000. (Sales office only)
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- **WYANDANCH (Area Code 516)**

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Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip 45211. Tel: 661-8810. (Plating & processing only)

Q. C. A. Custom Pressing, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken, VP & Sales Mgr.: Keith Myers, Plant Mgr.: Ken Martin. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Mangham Dr. Zip 45215. Tel: 733-5533. Owner: Carl J. Burkhardt; Pres.: Philip M. Burkhardt, VP Prod'n.: Lan A. Ackley, VP Graphics: Kenneth O. Keith Jr.; Sales Mgr.: Dan Burton.

Studio Pressing Serv., 320 Mill St. Zip 45215. Tel: 761-8294. Pres.: B. Hyrne; Sales Mgr.: M. Tye

- **COLUMBUS (Area Code 614)**

Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Owners: John W. Hull, Boyd P. Niederlander. (Pressing only)

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- **ALLENTOWN (Area Code 215)**

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Home office: Holbrook, N.Y., Electrosound Group Inc.
Sales office: New York, N.Y., Electrosound Group Inc.

- **MECHANICSBURG (Area Code 717)**

Baldwin Sound Prod'ns Inc., 5252 E. Trindle Rd. Zip 17055. Tel: 766-0787. (Pressing only) (SEE ADVERTISEMENT)

- **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

Diskmakers Inc., 925 N. Third St. Zip 19123. Tel: 627-2277, NYC (212) 966-3185. Pres.: Morris Ballen, VP: Larry Ballen. (Pressing only) (SEE ADVERTISEMENT)

Hodge Rec. Mfg. Co., 1314-24 S. Howard St. Zip 19147. Tel: 334-5662. (Pressing only)

Plastic Ents. Corp., 1360 Industrial Hwy., Southampton 18966. Tel: 355-7555. Pres.: Joe Stewart.

Valley Exports Int'l Inc., PO Box 8, Merion Sta. Zip: 19066. Tel: 473-0108. Contact: Larry Ballen. (Designer & builder of pressing plants)

- **SCRANTON AREA (Area Code 717)**

Specialty Recs. Corp., 210 N. Valley Ave., Olyphant 18447. Tel: 383-2471. TWX: (510) 671-4580. Pres.: Richard C. Marquardt, VP Sales: John R. Williams. (SEE ADVERTISEMENT)

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- **SAN JUAN (Area Code 809)**

Rio Piedras Recs. & Discos Borinquen, GPO Box 4785. Zip 00936. Tel: 790-2188/2186/2142. Pres.: Dario Gonzalez, Gen. & Sales Mgr.: Benito Valdes. (Pressing only)

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- **MEMPHIS (Area Code 901)**

Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108. Tel: 276-7160. (Pressing only)

- **NASHVILLE (Area Code 615)**

Chumley Prod'ns, PO Box 100823, 2802 Foster Ave. Zip: 37210. tel: 833-6184. Pres.: P.E. Chumley.

Columbia Rec. Prod'ns, 34 Music Square E. Zip: 37203. Tel: 259-4321. (Sales office only) (Pressing only)
Plants: Santa Maria, Calif.; Terre Haute, Ind.; Pitman, N.J., CBS Recs. Inc.

Dixie Rec. Pressing Inc., 631 Hamilton Ave. Zip: 37203. Tel: 256-0922. (Pressing only)

M. F. P. Inc., 453 Chestnut. Zip 37203. Tel: 259-9396. (Plating & processing only)

Nashville Album Prod'ns Inc., 1114 Gallatin Rd. N., Madison 37115. Tel: 883-2153. Pres.: Steve Botts, Art Dir.: Gregg Spickard. (Pressing only) (SEE ADVERTISEMENT)

Nashville Phono Matrix Inc., 310 Chestnut St. Zip. 37210. Tel: 244-2405. Pres.: Betty J. Kemp; Gen. Mgr.: Michael Kemp; Sales Mgr.: Thomas E. Kemp. (Plating & processing only)

Nashville Rec. Prod'ns, 469 Chestnut St. Zip 37203. Tel: 259-4200. (SEE ADVERTISEMENT)

Precision Rec. Pressing Inc., 70 Visco Court. Zip 37210. Tel: 256-8978. VP: Ronnie Yearwood. (Pressing only)

R. C. A. Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880. VP: Jerry Bradley.
Home office: New York, N.Y.
Plant: Indianapolis, Ind.

Sound of Nashville Inc., 305 11 Ave S. Zip 37203. Tel: 244-1124. Pres.: John Ivanits, Sales Mgr.: Allen Morel.

Southern American Rec. Pressing Co. Inc.—Tel: 256-2521—see Sound of Nashville.

Joe Talbot & Assocs., 2 Music Circle S. Zip 37203. Tel: 244-7954. (SEE ADVERTISEMENT)

United Rec. Pressing Inc., 453 Chestnut St. Zip 37203. Tel: 259-9396. (Pressing only)

TEXAS

- **AUSTIN (Area Code 512)**

M. B. A. Prod'ns, 8914 Georgian Dr. Zip 78753. Tel: 836-3201/3194. Pres.: Roy J. Montgomery Sr., VP: Shirley A. Montgomery

P. S. G. Rec'g. Studio, PO Box 1482, 4322A N. Lamar Blvd. Zip: 78767. Tel: 454-5653. Pres.: Pedro S. Gutierrez. (Pressing only)

- **DALLAS (Area Code 214)**

Rainbow Rec. Pressing, 2721 Irving Blvd. Zip 75207. Tel: 630-6401. VP: Phil Kalan. (Pressing only)

- **HOUSTON (Area Code 713)**

Houston Recs. Ltd., 3300 Jensen Dr. Zip 77026. Tel: 223-5961.

- **SAN ANTONIO (Area Code 512)**

Joey Recs., 6703 W. Commerce. Zip: 78227. Tel: (512) 432-7893.

Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee; Gen. Mgr.: Jimmy Burton; Sales Mgr.: Jeannie Hill.

- **SAN BENITO (Area Code 512)**

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Sales Mgr.: John F. Phillips. (Pressing only)

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- **ALDIE (Area Code 703)**

Solar Sound Prod'ns (div. of VEE Corp.), Box 98. Zip: 22001. Tel: 471-5359. Bus. Mgr.: Frank Adair. (Pressing only)

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- **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g., 8305 Christensen Rd. Zip: 82001. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander

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Alfie Recs. (div. of Sound Syndicate), 7769 Melrose Ave. Zip 90046 Tel 653-4818. Pres.: Al Durand, Sales Mgr.: Dick Gordon, Adv. Mgr.: Donna Durand.
Alshire Int'l Inc., 1015 Isabel St., Burbank 91510 Tel 849-4671 WATS (800) 423-2936. Cable BUD SOUND TWX (910) 498-2759. Pres.: Al Sherman, Gen. Mgr.: Dick Ceja
Apple Juice Prod'ns, 6381 Hollywood Blvd., Suite 604, Hollywood 90028 Tel 464-2482
Art Benson Promos /Creative Minds, 1560 N. La Brea, Suite M, Hollywood 90028. Pres.: Arthur H. Benson; Sales Mgr.: Howard Wormser.
Fred Benson Promo., PO Box 14856, Long Beach 90803 Tel 433-5735, 463-9311. Pres.: Fred Benson.
Bly/Hakim Org., 12457 Ventura Blvd., Studio City 91604. Tel 760-0280 Contacts: Stan Bly, Jack Hakim.
Carman Prod'ns, 15456 Cabrito Rd., Van Nuys 91406 Tel 873-7370 Pres.: T.R. Skeeter; Mgr.: J. Eddy; Sales Mgr.: W. Trowbridge
Larry Cohen Mktg. Inc., 6671 Sunset Blvd. Zip: 90028. Tel 466-6484.
Creative Minds Inc., see Art Benson.
Endless Music Promos, 12854 Landale St., Studio City 91604. Tel: (213) 760-1979. Pres.: Rusty Garner.
The Entertainment Group, 1626 N. Wilcox, No. 704, Zip 90028 Tel 467-5689. Chief Execs.: Thad Anders, Dean Cloud. (Public Relations)
Lu Fields Promos Inc., PO Box 4200, Hollywood 90028. Tel 469-7101 Owner & Pres.: Lu Fields; Gen. Mgr.: Vicki Rappee
Don Graham Promos. Ltd., 6255 Sunset Blvd., Suite 1911, Hollywood 90028. Tel 461-3686. Pres.: Don Graham.
Hinton & Svendson Promos, 6255 Sunset Blvd., Suite 603, Hollywood 90028. Tel 462-6808. Contacts: Bruce Hinton, Peter Svendsen.
Branch: Cleburne, Tex.
Image Mktg. & Media, 6525 Sunset Blvd., Suite 8, Hollywood 90028 Tel 464-8341 Co-Pres.: Leanne Meyers, Shelly Heber.
Kosh & Co., 1584 Crossroads of the World, Hollywood 90028. Tel: 466-9755
Lancelot Promos., 1240 N. Flores, West Hollywood 90048. Tel: 650-0017
Ray Lawrence Ltd., PO Box 1987, Studio City 91604. Tel: 552-1000
Levinson Assocs Inc., 927 N. La Cienega Blvd. Zip 90069. Tel: 657-8800. Pres.: Bob Levinson.
Branch: New York, N.Y.
Mahoney/Wasserman & Assocs Inc., 117 N. Robertson Blvd. Zip: 90025 Tel: 550-3922. Pres.: Jim Mahoney, VP: Paul Wasserman. (Public Relations)
Branch: New York, N.Y.
Musicsearch, 9000 Cynthia St., Suite 205. Zip: 90069. Tel: 275-4790. VP Admin.: Robert Greenfield; VP Creative Servs.: Topper Schroeder
Parallel Promos, 6253 Hollywood Blvd., Suite 612, Hollywood 90028. Tel 463-9500
Tony Richland Promo., 1680 N. Vine St., Hollywood 90028. Tel: 467-2151. Pres.: Tony Richland, VP: Tom Richland; Sales Mgr.: Jo-Jo Richland; Adv. Mgr.: Lizzie Richland
Solters/Roskin/Friedman Inc., 9255 Sunset Blvd. Zip: 90069. Tel: 278-5692
Home office: New York, N.Y.
Stardust Prod'ns, 8033 Sunset Blvd. Zip: 90046. Tel: 874-2617. Pres.: Philip Cutler
Surf City Recs., PO Box 14, Hollywood 90028. Tel: 349-9099. Pres.: Gary M. Theroux. Admin. Ass't: Russell Bidwell; Sales Mgr.: Mark Charger; Adv. Mgr.: Peter Roberts.
Tar Prod'n Co. Inc., 12029 Ventura Blvd., Studio City 91604. Tel: 985-3560
Nick Therry Rec. Promo., 3008 Belden Dr. Zip: 90068. Tel: 469-2719. Pres.: Nick Therry
3 J Recs. (div. of Mende Music), PO Box 2776, Long Beach 90801. Tel: 867-9964. Contact: J.O. Mendenhall
Whittemore Corp., 21608 Arcos Dr., Woodland Hills 91364. Tel: 657-2327. Pres.: Don Whittemore.
Norman Winter & Assocs., 6255 Sunset Blvd., Suite 714, Hollywood 90028 Tel: 462-7453. Pres.: Norman Winter. (Public Relations & Publicity)

• SAN FRANCISCO & BAY AREA (Area Code 415)

Ken Baker Publicity Servs., 4034 20 St. Zip: 94114. Tel: 864-2333. (Public Relations)
Augie Blume & Assocs., PO Box 190, San Anselmo 94960. Tel: 457-0215. Pres.: August G. Blume; VP: Nancy O. Blume; Northern Calif. Promo Mgr.: John Tobin.
Fred Foxx Music Co., 406 Kehoe Ave., Half Moon Bay 94019. Tel: 726-3725. Gen. Mgr.: F.H. Nesbitt Jr.; Sales Mgr.: V.A. Nesbitt
Cathy Furniss & Assocs., 680 Beach St., Suite 445. Zip 94109. Tel: 885-2807. Pres.: Cathy Furniss; Adv. Mgr.: Isabelle Aggson.
Sylvia White, 2383 Union St., No. 4. Zip: 94123. Tel: 567-6935.

• SANTA ROSA (Area Code 707)

Making Tracks Promos., 5170 Pressley Rd. Zip: 95404. Tel: 585-2105. Principals: Eddie Humber, Oede Whiteside. (AOR only)

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• BOULOER (Area Code 303)

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

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• GEORGETOWN (Area Code 203)

Broadway Baby Recs., PO Box 496. Zip: 06829. Tel: 544-8288. Gen. Mgr.: Bruce Yeko; Mgr.: Doris Chu Yeko.
Affiliated company: Englewood Cliffs, N.J., Broadway/Hollywood Prod'ns

• GREENWICH (Area Code 203)

Hallahan Communications (Halcom), 35 Greenwich Hills Dr. Zip: 06830. Pres.: Gene Hallahan.

• WILTON (Area Code 203)

Paradiso Inc., PO Box X. Zip: 06897. Tel: 762-5188. Cable: INTERPARADISO. Telex: 965940. Pres.: L. von Kleydorff, Gen. Mgr.: Iris A. Thomas

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

Carwar Rec. Promo. Inc. (sub. of Carwar Co. Corp.), 1527 14 St. NW. Zip:

20005. Tel: 265-2407. Pres.: C.A.Warren; VP: Charles H. Montague. Dir. & Gen. Mgr.: Angie Bell.
Solar Sound Prod'ns, see listing under Aldie, Virginia.

FLORIDA

• MIAMI METROPOLITAN AREA (Area Code 305)

Eddie Lambert, 985 NE 149 St. Zip: 33161. Tel: 947-8140.
MusicBank, PO Box 016722. Zip: 33101. Tel: 445-0382. Promo Mgr.: A. Arias.

• TAMPA-ST. PETERSBURG AREA (Area Code 813)

Mike Douglas & Assocs., 333-31 St. N., Suite 20, St. Petersburg 33713. Tel: 896-5151. Pres.: Mike Douglas.
Suncoast Promos, 411 Belle Isle Ave., Belleaire Beach 33535. Tel: 596-3603, 595-7144. Contacts: Perry Stevens, Neil McIntyre.

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• ATLANTA (Area Code 404)

Atteiram Prod'ns Inc., 212 Roswell Rd. NE, Marietta 30305. Tel: 428-5336.
C D E Promos, PO Box 41551. Zip: 30331. Tel: 231-9290. Pres.: Charles Edwards.
Duplex Rec. Dist. & Rec. Promos., 699 McDaniel St. Zip: 30341. Tel: 523-4261.
Stan Green & Assocs., 110 Spring St. Zip: 30303. Tel: 233-1333. Pres.: Stan Green; Gen. Mgr.: Keith Winslow; Sales Mgr.: Roger Harris.
Nationwide Music-Rec. Inds., PO Box 41551. Zip: 30331. Pres.: Charles Edwards.
Wade Pepper Promos., 1195 Mount Paran Rd. NW. Zip: 30327. Tel: 233-5167.
Pro-Talent Consultants, PO Box 29543. Zip: 30359. Tel: 424-1684. Co-ord.: J. Richard Eckert; Prod. Mgr.: Glen Elliott.
Startown Ents. of Atlanta, 699 McDaniel St. SW. Zip: 30310. Tel: 523-4261/1113. VP: Alex Williams.
Home office: Columbus, Miss.

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• HONOLULU (Area Code 808)

Gabco of Hawaii, PO Box 27371. Zip: 96827. Tel: 524-3455. Cable: BEZOLD. Telex: 633103. Chm.: Philip C.M. Seow; Mgr.: Leilani Frank.
Home office: Singapore.

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area code 312)

Ad-Vertising Unlimited, PO Box 8135. Zip: 60680. Tel: 787-8220. Pres.: R.C. Hillsman; Sales Mgr.: Frank Howard Jr., Adv. Mgr.: Howard Pittman.
Howard Bedno & Assocs. Inc., 549 W. Fullerton Pkwy. Zip: 60614. Tel: 883-0100. Pres.: Howard Bedno; Promo: Cy Gold; Adv. Mgr.: Peter Wright.
Chicago Ink, 520 N. Michigan Ave., No. 610. Zip: 60611. Tel: 661-1616. (Rec. Promo. & Public Relations).
M. M. Cole Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip: 60611. Tel: 787-0804. Cable: MMCOLE. Pres.: Shepard Stern; Sales Mgr.: J.C. Cole. Adv. Mgr.: Mike Stern.
Paul Gallis, 1801 Cree Ln., Mount Prospect 60056. Tel: 827-6414.
Tony Gideon Promos., PO Box 21413, 7150 S. Yates Blvd. Zip: 60649. Tel: 643-4117.
Kiderian Recs. Prod'ns, 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Pres.: Raymond Peck; Gen. & Sales Mgr.: George Peck.
Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117.
National Radiophone, PO Box 235, Highland Park 60035. Tel: 432-0116. Pres.: David J. Dahl.
Planet Communications (div. of Clay Pigeon Int'l), PO Box 20346. Zip: 60620. Tel: 778-8760. Pres. & Gen. Mgr.: Vytautas Beleska; Sales Mgr.: Rudy Markus, Special Projects Mgr.: D. Jaras.
Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Ron Schwartz.
Trackdown Rec. Dist. & Promo Co., 542 S. Dearborn, Suite 1102. Zip: 60605. Nat'l Dir. & Bd. Chm.: Hank Williams; Pres.: T.J. Wocker; Adv. Mgr.: J.V. Seldon.

• COLLINSVILLE (Area Code 618)

Mar-Kay Rec. Co., 1 Scotch Pine Dr. Zip: 62234. Tel: 344-4443. Pres.: Hubert Joyce; VP & Sales Mgr.: Ron Allen; Gen. Mgr.: Phyllis Neely.

• ROBINSON (Area Code 618)

Ron Wheeler Ents., 202 W. Plum. Zip: 62454. Tel: 544-7898. Pres.: Ronald E. Wheeler.

INDIANA

• INDIANAPOLIS (Area Code 317)

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46220. Tel: 251-3918. Pres.: James E. Bowers; VP: Thomas R. Bowers.

• SOUTH BEND (Area Code 219)

Disco Party Prod'ns Inc., PO Box 905. Zip: 46624. Tel: 234-9104. Owner & Sales Mgr.: Jim Van Zant; Adv. Mgr.: Drew Leach.

IOWA

• CARLISLE (Area Code 515)

Iowa Sound Promos. & Advertising (div. of Harold Luick & Assocs.), 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact: Harold L. Luick.

• DAVENPORT (Area Code 319)

Top Sound Promos., PO Box 3013. Zip: 52808. Contact: Gary Unger.

• OTTUMWA (Area Code 515)

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

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• NEW ORLEANS (Area Code 504)

Sapphire Promos, 2815 Octavia St. Zip: 70115. Tel: 340-4068. Pres.: Lou Welsh; Prom'l Dir.: Sandy Terry.

Sunset Rec. Promos., 3512 Purdue Dr., Metairie 70003. Tel: 887-5677. Dir.: Christi Klein.

• SHREVEPORT (Area Code 318)

Stan's Rec. Dist., 728 Texas St. Zip: 71102. Tel: 222-7182. Pres.: Stanley J. Lewis, VP & Sales Mgr.: Ronnie Lewis; Adv. Mgr.: Ann Mimms.

MARYLAND

• KENSINGTON (Area Code 301)

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. Owner & Chief Eng.: W. Robert Yesbek.

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Fleetwood Communications, 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: Vincent Giarrusso, Gen. Mgr. & Treas.: Faymond G. Samora; Sales Mgr.: Victor Mancini; Adv. Mgr.: Robin Samora.

Ed Hurvitz Music Promos., 129 Bishop St., Brockton 02402. Tel: 588-6348. Pres. & Adv. Mgr.: Edward M. Hurvitz; Sales Mgr.: Linda Berman.

Charles Martignette Mgmt., PO Box 9295. Zip: 02114. Tel: 734-5400. Pres.: Charles Martignette Jr.; Adv. Mgr.: Dudley Wmchester.

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• DETROIT METROPOLITAN AREA (Area Code 313)

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Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480.

R.M.S. Triad Prod'ns, 30125 John R., Madison Heights 48071. Tel: 585-8887.

Saul Star Promos Unlimited, 6940 Carriage Hills Dr., Plymouth 48170. Tel: 525-7600. Pres.: Saul Star.

Kelvyn Ventour Promos. Inc., 14234 Grandmont. Zip: 48227. Tel: 493-0210. Pres.: Kelvyn Ventour.

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Discover Division Inc., 5198 W. 76 St. Zip: 55435. Tel: 831-5338. Pres.: Paul W. Smith, VP: Les Boelter.

Doug Lee Midwest Promo. Inc., 810 First St. S., No. 210, Hopkins 55343. Tel: 938-7020. Owner: Doug Lee.

Edwin Neuger & Assocs. Inc., 800 Baker Bldg. Zip: 55402. Tel: 335-6621. Pres.: Edwin Neuger.

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• COLUMBUS (Area Code 601)

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• ST. LOUIS (Area Code 314)

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Home office: Little Rock, Ark.

NEVADA

• CARSON CITY (Area Code 702)

Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way. Zip: 89701. Tel: 882-9333. WATS: (800) 648-0958. Pres.: Warren Perkins. (SEE ADVERTISEMENT)

• LAS VEGAS (Area Code 702)

50 State Dist'g Co. Inc., 3052 S. Highland. Zip: 89109. Tel: 732-0333.
Branch: Dallas, Tex.
Int'l branch: Canada, 7 Province Dist'g.

NEW JERSEY

• CHERRY HILL (Area Code 609)

Fred DiSipio Assocs., 1101 King's Hwy. N., Suite 107. Zip: 08034. Tel: 482-2183, 424-3633.

• EAST ORANGE (Area Code 201)

E-MC Rhythm Ltd. Inc., PO Box 369, 56 S. Munn Ave., No. 4-K. Zip: 07018. Tel: 676-1375, 673-5632. Pres.: Eric R. McPherson Jr.

• ENGLEWOOD CLIFFS (Area Code 201)

Broadway/Hollywood Prod'ns, Box 1314. Zip: 07632. Tel: 224-5811 (Tues. & Fri.), 567-5524 (Messages).
Affiliated company: Georgetown, Conn., Broadway Baby Recs.

• FAIRVIEW (Area Code 201)

Platinum Promos. Inc., PO Box 276. Zip: 07022. Tel: 943-6438. Pres.: Jerry Lembo.

• FARMINGDALE (Area Code 201)

Charlie Roberts Advertising & Promo Inc., Rt. 69. Zip: 07727. Tel: 938-4351. Pres.: Robert Schumann; Gen. Mgr.: Charlie Roberts, Sales Mgr.: Linda Chiaramonte.

• GLENDORA (Area Code 609)

Record Room, 308 E. Evesham Rd. Zip: 08029. Tel: 939-0034.

• MONTCLAIR (Area Code 201)

Linear Sound Rec'g, 211 Glenridge Ave. Zip: 07042. Tel: 744-0686. Pres.: M. Kroll; Sales Mgr.: T. Steinmann.

• NEWARK (Area Code 201)

Sterling Title Strip Co. Inc., 1175 Broad St. Zip: 07114. Tel: 243-0222. Pres.: Dick Steinberg; Sales Mgr.: William Thomas.

• NEW MILFORD (Area Code 201)

Sol Abrams Assocs. Inc., 331 Webster Dr. Zip: 07646. Tel: 262-4111. Pres.: Sol Abrams. (Publicity, Public Relations)

• PENNSAUKEN (Area Code 609)

Rand El Advertising, 7249-A Browning Rd. Zip: 08109. Tel: 665-8611.

NEW MEXICO

• ALBUQUERQUE (Area Code 505)

Bill Hunter's Rec'g Serv., 118 Alcazar NE. Zip: 87108. Tel: 268-8442. Gen. Mgr.: Bill Hunter.

• BELEN (Area Code 505)

Little Richie Johnson Agency, 610 Oalies Ave. Zip: 87002. Tel: 864-7441. Pres.: Little Richie Johnson.

NEW YORK

• AROSLEY (Area Code 914)

Blue Chek Music Inc., PO Box 74. Zip: 10502. Tel: 592-3479.

• BINGHAMTON (Area Code 607)

American Renaissance Music Int'l Consultants (ARM), PO Box 1124. Zip: 13902. Tel: 754-5748. Pres.: A.R. Moss.

• BUFFALO (Area Code 716)

Top of the World Recs., 290 Main St., Suite 900. Zip: 14202. Tel: 856-4162. Contact: Dean Brownrout. (Rec. Promo, Public Relations)

• CLARENCE (Area Code 716)

Mark Custom Rec'g Inc., 10815 Bodine Rd. Zip: 14031. Tel: 759-2600. Pres. & Sales Mgr.: Vincent S. Morette.

• EASTCHESTER (Area Code 914)

Park Ave. Prod'ns, 72 Tuckahoe Ave. Zip: 10707.
Branch: Brockton, Mass.

• LARCHMONT (Area Code 914)

Tea Pot Prod'ns, 1416 Boston Post Rd. Zip: 10538. Tel: 834-2145. Pres.: Kal Fagan.

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A. O. Adams Advertising Inc., 145 E. 52 St. Zip: 10022. Tel: 755-0845. Pres.: A.O. Adams.
Branch: Woodbury, N.Y.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., 44-16 Broadway, Long Island City 11103. Tel: 721-5599. Pres.: Andrew M. Poncic; Sales Mgr.: Roman Krawciw; Adv. Mgr.: Don Zemann. (Classical music only).

Atwater Press Litho Corp., 207 W. 25 St. Zip: 10001. Tel: 675-2710.

B B Publicity, 3025 Ocean Ave., Brooklyn 11235. Tel: 646-0352. Pres.: Bob Bank; Sales Mgr.: Ellen Lerner; Promo Dir.: Ron Michaels.
Int'l branch: Canada.

James Bell Graphic Design Inc., 119 W. 23 St. Zip: 10011. Tel: 929-8855. Pres.: James Bell, VP: S. Campbell; Sales Mgr.: Jane Sapiro.

J. Bingo Prod'ns Inc., 1456 Ohm Ave., Bronx 10465. Tel: 829-9117. Pres.: Joe Bingo.

Bert Bogash & Assocs., 322 W. 57 St. Zip: 10019. Tel: 397-0989. (Public Relations & Marketing)

Paul Brown, 36-10 47 Ave., Long Island City 11101. Tel: 392-5100. (College only)

Budd Prod'ns, 157 W. 57 St. Zip: 10019. Tel: 247-4896. Pres.: Budd Hellawell. (Public Relations & Rec. Promo.)

Lee Canaan Assoc. Ltd., 51 E. 42 St. Zip: 10017. Tel: 682-4155. Pres.: Lee Canaan; Promo Dir.: Ruth Schechter. (Public Relations)

Contact Publicity, 1904 Glenwood Rd., Brooklyn 11230. Tel: 434-6301/8881. Pres.: Jo Ann Abrams.

Copy Art Photographers (div. of James J. Kriegsmann Inc.), 165 W. 46 St. Zip: 10036. Tel: 757-0233.

D I S Co., 1641 Third Ave., Suite 10-H. Zip: 10028. Tel: 860-4895. Pres.: Thomas Silverman. (Public Relations & Publicity)

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390.

Morninglight Prod'ns, 145 E. 52 St., Rm. 403. Zip: 10022. Tel: 751-2031. Pres. & Art Dir.: Spencer Orate.

Juggy Gayles Inc., 67-45 E. 190 Ln., Fresh Meadows 11365. Tel: 454-6593. Pres.: Juggy Gayles.

Richard Gersh Assocs. Inc., 200 W. 57 St. Zip: 10019. Tel: 757-1101. (Public Relations)

Glenn Prod'ns & Promos., 157 W. 57 St. Zip: 10019. Tel: 265-6585. Pres.: Ben Arrigo.

Great American Screen Designs, 230 Fifth Ave. Zip: 10001. Tel: 683-4077.

Ren Grevatt Assocs. Ltd., 200 W. 57 St., Suite 907. Zip: 10019. Tel: 582-0252. Pres.: Ren Grevatt.

Bernie Ilson Inc., 65 W. 55 St. Zip: 10019. Tel: 245-7950.

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Ketchum MacLeod & Grove Public Relations, 90 Park Ave. Zip: 10016. Tel: 983-8000. Cable: KETCHUMAOS. VP & Dir.: Lou Capozzi; Entertainment Div. Acct. Supervisor: Len Salidor. (Public Relations)

Steven Leeds Promos., 130 W. 57 St., Suite 12B. Zip: 10019. Tel: 765-8553.

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Home office: Los Angeles, Calif.

Mahoney/Wasserman & Assocs. Inc., 110 E. 59 St. Zip: 10022. Tel: 751-2060. VP: Larry Eisenberg. (Public Relations)
Home office: Los Angeles, Calif.

Music Resources Int'l Corp., 110 W. 34 St., Suite 806. Zip: 10001. Tel: 947-2066.

Nostalgia Lane Inc., 200 W. 57 St. Zip: 10019. Tel: 582-5390.

Nouveau Monde Promos, see Record Logic.

Myrna Post Assocs., 145 E. 49 St. Zip: 10017. Tel: 935-7122.

Daniel H. Price Inc., 15 E. 48 St., Zip: 10017. Tel: 755-1982. Acct. Exec.: Mitchell Price.

Programming Aids For Progressive Radio, 80-24 257 St., Floral Park 11004. Tel: 347-1208. Pres.: Jay Rosen. Adv. Mgr.: Jim Cohn.

Promedeus Arts Inc., 1776 Broadway. Zip: 10019. Tel: 586-3770. Pres.: Lew Morris; Sales Mgr.: Jerry Present, Adv. Mgr.: Ron Parisi.

Rave, 134 E. 70 St. Zip: 10021. Tel: 734-4000. (Demo Placement) (SEE ADVERTISEMENT)

Record Logic Corp./Nouveau Monde Promos, 1500 Broadway. Zip: 10036. Tel: 398-0511.

Rockbill Inc., 130 W. 57 St. Zip: 10019. Tel: 977-9680. Pres.: Jay I. Coleman; Talent Coord.: Janet Fialkoff.

Richard H. Roffman Assocs., 697 West End Ave. Zip: 10025. Tel: 749-3647. Bd. Chm.: Richard Roffman; Gen. Mgr.: John Bowman; Sales Mgr.: Malvina Cohn; Ass't Sales Mgr.: Louise Sanders.

Roman & Smith Assocs., 401 E. 89 St. Zip: 10028. Tel: 348-2852. Contacts: Johanna Roman, Roscoe Smith.

Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel.

Janis Schacht Public Relations, Little Theater, 240 W. 44 St. Zip: 10036. Tel: 869-3459. (SEE ADVERTISEMENT)

Howard Sherman Public Relations, 682 Broadway. Zip: 10012. Tel: 777-4711. Pres.: Howard Sherman. (Publicity)

Billy Smith Public Relations, PO Box 130. Zip: 10024. Tel: 787-8111. Pres.: Billy Smith.

Solters/Roskin/Friedman Inc., 45 W. 34 St. Zip: 10001. Tel: 947-0515. Cable: SHELEE. Telex: 125291.
Branch: Los Angeles, Calif.

Fred Stuart Assocs., 45 E. 66 St. Zip: 10021. Tel: 988-4619. Pres.: Fredric R. Stuart, VP: Nancy Sanderson.

Tomorrow Today Public Relations Agency, 405 E. 54 St., Suite 13-D. Zip: 10022. Tel: 832-3150. Dir.: Candy Leigh; Creative Dir.: Dee Breland. (Publicity & Public Relations)

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- **UTICA (Area Code 315)**

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Jewel Rec'g. Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres.: Rusty York, Gen. Mgr.: Linda York; Sales Mgr.: Rollin Bennett Jr.

Roosevelt Lee Int'l, 3966 Standish Ave. Zip: 45213. Tel: 793-8191. Pres.: Roosevelt Lee, Sales Mgr.: Robert Williams, Adv. Mgr.: Ronald Lee.

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Dave Segel Promos. of Ohio, 1304 Cranwood Square S. Zip: 43229. Tel: 885-2789. Owner: Dave Segel.

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Southern Rec. Promo. Inc., 5324 Timmons. Zip: 38119. Tel: 767-6098. Pres.: Tim Riley.

Startown Ents. of Memphis, 1037 E. Parkway S. Zip: 38104. Tel: 725-7019. Sales: James Mack, Booking Agent: James Stout.
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American Sound Recs./Emerald Recs., 62 Music Square W. Zip: 37203. Tel: 327-4538. Pres.: Cliff Ayers Ostermeyer, Sales Mgr.: Chris Ostermeyer, Gen. & Adv. Mgr.: Connie L. Wright, PR: Alma Lee Combs.

Mike Borchetta Rec. Promo., PO Box 23308. Zip: 37202. Tel: 255-6471, 758-2995. Pres.: Mike Borchetta; Gen. Mgr.: Scott Borchetta; Sales Mgr.: Mark Borchetta.

Chuck Chellman Co. Inc., 1201 16 Ave. S. Zip: 37212. Tel: 320-7287.

Cookie Crumbles Promos, PO Box 120891. Zip: 37212. Tel: 244-7443. Contact: Johnny Koval.

Creative Concepts (div. of Specialized Office Servs.), 1300 Division St., Suite 106. Zip: 37203. Tel: 259-3790. Partners: Jim Kent, Vernell Hackett.

Disc-Play Promos, PO Box 60443. Zip: 37206. Tel: 226-2991.

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Kathy's Kountry Promos., PO Box 24407. Zip: 37202. Tel: 834-4789.

Keeley/Pride Promo. & Mktg., 5156 Ashley Dr. Zip: 37211. Tel: 331-1705, 646-9999.

Mike Kelly Org., 44 Music Square E. Zip: 37203. Tel: 256-6453.

Gene Kennedy Ents., 2125 Eighth Ave. S. Zip: 37204. Tel: 383-6002.

Mull Ti Hit Promos, 50 Music Square W., Suite 604. Zip: 37203. Tel: 329-4487.

Music City Mktg. Co., PO Box 40483, 2608 Westwood Dr. Zip: 37204. Tel: 292-5555. Owner: W. Lee Trimble.

Nashville Album Prod'ns Inc., 101 Music City Circle. Zip: 37203. Tel: 883-2153.

Nationwide Sound Dists., PO Box 23262. Zip: 37202. Tel: 385-2704. Pres.: Joe F. Gibson, Sales Mgr. & Nat'l Promo. Dir.: Betty Gibson.

Professional Mktg. Serv. Inc., 50 Music Square W., Suite 907. Zip: 37203. Tel: 327-0571. Pres.: Dee Mullins.

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Jan Rhees Mktg., PO Box 74. Zip: 37221. Tel: 329-1325. Pres., Gen. & Sales Mgr.: Jan Rhees.

Bob Saporiti Promos., 260 W. Main St., Suite 107, Hendersonville 37075.

Sea Cruise Prod'ns, PO Box 110830. Zip: 37211. Tel: 834-1856. Pres. & Adv. Mgr.: Ken Keene; VP & Gen. Mgr.: F.V. Guzzo, VP & Sales Mgr.: Gene Miller.

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Album Graphics Inc., see AGI.

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Audio: 8-tr., cassette, open reel.
Video: ½" Beta & VHS cassette.

North American Tape Dupl'g Co., 15414 Cabrito Rd., Van Nuys 91406. Tel: 781-7650. VP & Gen. Mgr.: Norm Teter; Mktg. Dir.: Larry Stagnaro. (PKG)
Audio: 8-tr., cassette.

Professional Cassette Equip., 2909 Ocean Park Blvd., Santa Monica 90405. Tel: 829-4077. Owner: G.D. Theodos; Gen. Mgr.: D. Capener. (PKG)
Audio: Cassette.

R C A Recs., 6363 Sunset Blvd., Hollywood 90028. Tel: 468-4000 (Sales office only)
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Audio: 8-tr., cassette.

Radio Central, 427 W. Fifth St., Suite 611. Zip: 90013. Tel: 626-9891. (PKG)
Audio: Cassette, open reel.

Martin Roberts & Assocs. Inc., 270 N. Canon Dr., Suite 103, Beverly Hills 90210. Tel: 273-0381. (PKG)
Audio: Cassette

See Hear Inds. (div. of RJA Inc.), 120 W. 155 St., Gardena 90248. Tel: 516-0315. Pres.: Ray Jacobs; Dupl'n Sales Mgr.: Stan Gerstein. (PKG—audio only)
Audio: 8-tr., cassette, open reel
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

Shorewood Packaging Corp., 1830 Glendale Blvd. Zip: 90026. Tel: 660-3043. VP Sales: Jim Palmer (PKG only—audio & video)
Home office: New York, N.Y.

Sound/Pro Inds. Inc., 7529 Trasic Ave., Playa del Rey 90291. Tel: 822-0510. Pres.: Donald K.M. Rothgery; Nat'l Mgkt. Dir.: Don Millard; Sales Mgr.: Tom Reed; Adv. Mgr.: Linda Newton. (PKG)
Audio: 8-tr., cassette.

Studer Revox America Inc., 14046 Burbank Blvd., Van Nuys 91401. Tel: 780-4234. Contact: Bill Van Doren.
Home office: Nashville, Tenn.
Audio: Open reel

Superscope Inc., 22459 Paul Revere Dr., Woodland Hills 91364. Tel: 998-9333 x 2090. Pres.: Joseph Tushinsky; Mktg. & Sales Mgr.: Bill Rosen. (PKG)
Audio: Cassette

Tape-A-Thon Corp./Cavox Stereo Prod'ns, 502 S. Isis Ave., Inglewood 90301. Tel: 776-6933. WATS: (800) 421-1029. Pres.: Lee Tate; Sales Dir.: Robert Mayfield. PKG)
Audio: Cassette, open reel, NAB cartridge.

Tape Specialty Inc., 13411 Saticoy St., North Hollywood 91605. Tel: 786-6111. Pres.: Steve Feldman; Gen. Mgr.: Len Feldman; Chief Eng.: Stu Feldman.
Audio: 8-tr., cassette
Video: ½" Beta cassette

Trans-American Video Inc., 1541 N. Vine St., Hollywood 90028. Tel: 466-2141. (PKG)
Video: 2" quad.

U S Video, 1136 N. Highland Ave., Hollywood 90038. Tel: 464-7579. Exec. VP: Dave Hancock; VP Sales: Robert Creamer.
Video: 2" quad, 1" type C, open reel, ¾" U-matic cassette, ½" Beta & VHS cassette

Valley Video, 4209 W. Burbank Blvd., Burbank 91505. Tel: 841-2387. Owner & Chief Eng.: Robert Simonton; Sales Mgr.: Mary Simonton.
Video: ½" EIAJ open reel, ¾" U-matic cassette, ½" Beta & VHS cassette

Video Rec. Albums of America/Vine Street Video Centre, 8471 Universal Plaza, Universal City 91608. Tel: 462-1099. Pres.: Troy Cory; Gen. Mgr.: Baines Prescott; PR Sales: Lynn Mann.
Audio: Cassette.
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette.

Vidtronics, Video Cassette Div., 855 N. Cahuenga Blvd., Hollywood 90038. Tel: 856-8200.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette, ¼" Technicolor cassette.

Virco Rec'g Inc., 700 S. Date Ave., Alhambra 91803. Tel: 283-1888. Mktg. Dir.: Nyall R. London
Audio: Cassette, open reel.

West American Sound, 8120 Webb Ave., North Hollywood 91605. Tel: 768-6100. Pres.: Frank Day; VP: Paul Hayes; VP Mktg.: Paul Adams; Reg'l Sales Mgr.: Robert Sheehy. (PKG)
Home office: Warren (Detroit Metropolitan Area), Mich., American Sound Corp.
Branches: Atlanta, Ga., American Sound-Atlanta; Closter, N.J., American Sound
Audio: 8-tr., cassette, open reel.

• **MONTCLAIR (Area Code 714)**

Phylco Audio, 4709 Brooks St. Zip: 91763. Tel: 621-9561. Owner: Robert Deates; Gen. Mgr.: Rick Deates.
Audio: Cassette, open reel.

• **OCEANSIDE (Area Code 714)**

Exxel Co., 1907 Apple St. Zip: 92054. Tel: 439-3020. Pres.: J. Richard Lee; Gen. Mgr.: Bill Kottcamp. (PKG)
Audio: Cassette, open reel.

• **SACRAMENTO (Area Code 916)**

Bill Rase Prod'ns Inc., 955 Venture Court. Zip: 95825. Tel: 929-9181. Owner & Pres.: Bill Rase. (PKG)
Audio: Cassette, open reel.
Video: ½" EIAJ open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

• **SAN DIEGO (Area Code 714)**

Studio West, 5042 Ruffner St. Zip: 92111. Tel: 277-4714
Audio: Cassette.

• **SAN FRANCISCO & BAY AREA (Area Code 415)**

Kenneth A. Bacon Assocs., 216 Montego Key, Novato 94947. Tel: 883-5041. Owner: Kenneth A. Bacon; Prod'n Mgr.: Rick Bacon
Audio: Cassette, open reel.

Coast Rec'rs, 1340 Mission St. Zip: 94103. Tel: 864-5200. (PKG)
Audio: Cassette, open reel.

Command Prod'ns, PD Box 26348. Zip: 94126. Tel: 332-3161. Pres.: Warren Weagant; VP: Kitt Weagant; Sales Mgr.: John Edwards.
Audio: Cassette, open reel.

Cory Sound Co., 310 Townsend. Zip: 94107. Tel: 543-0440. Contact: Phillip Markinson. (PKG)
Audio: Cassette, open reel

Fred Foxx Music Co., 406 Kehoe Ave., Half Moon Bay 94019. Tel: 726-3725. Pres.: F.H. Nesbitt; Sales Mgr.: V.A. Nesbitt.
Audio: 8-tr., cassette, open reel.
Video: ½" Beta & VHS cassette.

Cathy Furniss & Assocs., 680 Beach St., Suite 445. Zip: 94109. Tel: 885-2807. Pres.: Cathy Furniss; Adv. Mgr.: Isabelle Aggson.
Audio: Cassette.

The Gate, 351 G St., San Rafael 94901 Tel: 777-2700 Pres: Don Geis; Gen. Mgr.: Mary Geis, Sales Mgr.: Pattie Geis; Chief Eng.: John Geis.
Audio: Open reel.

Highland Labs., 840 Battery St. Zip 94111 Tel: 981-5010. **(PKG)**
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette.

Mann Endless Cassette Inds. Corp., PO Box 1347 Zip 94101 Tel 221-2000. Pres.: Donald Mann; Sales Mgr.: Robert Wells, Adv. Mgr.: Bob Kline.
Audio: Cassette (standard & "endless" types)

Harry McCune Sound Serv Inc., 951 Howard St Zip 94103 Tel 777 2700. **(PKG)**
Branch: Anaheim, Calif.
Audio: Cassette, open reel
Video: 1" open reel, ½" EIAJ open reel, ¾" U-matic cassette

Pacific Int'l Magnetics Inc., 185 Berry St Zip 94107 Tel 495-8830 (Sales office only) **(PKG—audio & video)**
Home office: Richmond, B.C., Canada
Audio: Cassette, open reel

Recortec Inc., 475 Ellis St., Mountain View 94043 Tel: 962 0220 TWX (910) 379-5022 Pres. Dr Lester H Lee, Sales Mgr.: Ron R Troxell
Audio: Cassette, open reel

Sonic Arts Corp., 665 Harrison St Zip 94107 Tel 781 6307 Pres: Leo de Gar Kulka; Gen Mgr Herbert P. Haas **(PKG)**
Audio: Cassette

Stanford Int'l, PO Box 609, 569 Laurel St, San Carlos 94070 Tel 592-5958 Pres.: Fred Dobbs, Opns. Mgr.: Jan Dillard **(PKG)**
Audio: Cassette

Mark Starr Corp., 1609 64 St, Emeryville 94608 Tel: 658 0109 Pres: Gary W. Wood **(PKG)**
Audio: Cassette

Television Assocs Inc., 2410 Charleston Rd., Mountain View 94043 Tel 967-6040. Pres: Ed Carlstone. **(PKG)**
Video: 2" quad, 1" type C open reel, ½" EIAJ open reel, ¾" U-matic cassette, ½" Beta & VHS cassette

• SAN JOSE (Area Code 408)

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

M J S, 2514 Seaboard Ave Zip 95131 Tel 262 8793 Owner: Michael Steiner
Audio: Cassette

• SANTA CLARA (Area Code 408)

Shur Sound & Sight Inc., 3350 Scott Blvd., Bldg. No. 5 Zip: 95051. Tel: 727 7620. VP & Gen. Mgr.: Glenn Cardon; VP Sales: Lonnie Cory **(PKG)**
Audio: 8-tr., cassette, open reel

• SANTA CRUZ (Area Code 408)

Batish Rec'g Ents., 1310 Mission St Zip 95060. Tel: 423 1699 VP Mktg & Sales: Ashwin Batish, Gen. Mgr.: Ravi Batish
Audio: Cassette

• SUNNYVALE (Area Code 408)

Respond Int'l Recs Inc., 1190 Miraloma Way, Suite Y Zip: 94086 Tel: 245 1351 Cable: RESPOND TWX (910) 339 9317 Pres.: Ronald L. Akin
Audio: 8-tr., cassette
Video: ½" Beta & VHS cassette

COLORADO

• DENVER AREA (Area Code 303)

Aspen Ltd., 77 E. Floyd Ave., Englewood 80110 Tel: 789 2239 Pres: Sid Laks, Sales Mgr.: Bill Bystrom; Adv. Mgr.: K. Davis
Audio: 8-tr.

Soundmark Corp., 4950 Nome St., Unit C Zip 80239 Tel: 371 3076 **(PKG)**
Audio: Cassette, open reel

CONNECTICUT

• DARIEN (Area Code 203)

George Alexander Group Inc., 1063 Post Rd. Zip: 06820 Tel: 655 7791, NYC (212) 886-5600. **(PKG—audio only)**

• NORWALK AREA (Area Code 203)

Cook Labs. Inc., 375 Ely Ave., South Norwalk 06854 Tel: 853 3641 Pres: Emory Cook, Adv. Mgr.: Frank Stall. **(PKG)**
Audio: Cassette

• SOUTHPORT (Area Code 203)

Sound Innovations, 290 Bronson Rd Zip 06490 Tel: 259-0467 Owner & Eng.: John Arcotta, Gen. Mgr.: Frank Baldissero; Sales Mgr.: Steve Krutelne. **(PKG)**
Audio: Cassette, open reel
Video: ¾" U-matic cassette, ½" Beta & VHS cassette

• STAMFORD (Area Code 203)

P & P Studios Inc., 17 Viaduct Rd Zip 06907. Tel: 327 9204 Bd. Chm.: Terry L. Puffer, Pres.: John R. Fishback. **(PKG)**
Audio: Cassette, open reel

Tapecom Inc., 45 Jefferson St Zip 06902 Tel: 325-1541 TWX (710) 474-3334 Pres: Gene Tornatore, VP: Fred Luminoso **(PKG)**
Audio: 8-tr., cassette, open reel. (SEE ADVERTISEMENT)

• UNION CITY (Area Code 203)

A. C. Hampson Printing Co. Inc., PO Box 97 Zip 06770 Tel. 729-2294 Pres: Augustus D. Hampson, Sales Mgr.: John W. Berry **(PKG only—audio)**

DELAWARE

• WILMINGTON AREA (Area Code 302)

E. I. du Pont de Nemours & Co. Inc., Magnetic Prods. Div., Photo Prods. Dept., du Pont Airport, Bldg. 1 Zip 19898 Tel: 774-1000 **(PKG only)**

Ken Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804 Tel: 655 7488. **(PKG)**
Audio: 8-tr., cassette, open reel
Video: ¾" U-matic cassette, ½" Beta & VHS cassette

National Tape Dupl'rs, see Ken Del

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE Zip 20002 Tel: 832 7883 Pres.: Harold H. Lion, Sales & Adv. Mgr.: Jim Fox **(PKG)**
Audio: Cassedte, open reel

Vidcom Corp./Ari-Gem Dupl'ns, 1101 15 Ave NW Zip 20005 Tel: 223-2986.
Video: ½" EIAJ open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

FLORIDA

• MIAMI METROPOLITAN AREA (Area Code 305)

Allison-Alhambra Recs. Inc., 4380 NW 128 St. Zip 33054 Tel 658-8396 Telex: 522178.
Audio: 8-tr., cassette, open reel

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015 Tel: 558 9211 **(PKG)**
Audio: 8-tr., cassette

Musical Tapes Inc., 770 W. 27 St., Hialeah 33010. Tel: 885 9156. Pres: Eliseo C. Valdes.
Audio: 8-tr., cassette

Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah 33014 Tel: 822-7585 **(PKG)**
Audio: 8-tr., cassette.

• ORLANDO AREA (Area Code 305)

Christian Dupl'ns Inc., 1710 Lee Rd. Zip 32810 Tel: 299-7363 **(PKG)**
Audio: Cassette.

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

• POMPANO BEACH (Area Code 305)

Trackmaster Inc., 1310 S. Dixie Hwy. W. Zip 33060 Tel: 943-2334 Pres: Roy Parsons, Sec'y-Treas.: Lupe Parsons.
Audio: 8-tr., cassette

GEORGIA

• ATLANTA (Area Code 404)

American Sound-Atlanta Corp., 2091 Faulkner Rd. NE Zip: 30324. Tel: 633-4577 Gen. Mgr.: Matt Polakoff, Sales Mgr.: Peter Thomason.
Home office: Warren (Detroit Metro Area), Mich., American Sound Corp.
Audio: 8-tr., cassette (audio & computer)

Atteram Prod'ns Inc., 212 Roswell Rd. NE, Marietta 30305 Tel: 428-5336 **(PKG)**
Audio: Cassette

Doppler Studios Inc., 1922 Piedmont Circle NE. Zip: 30324 Tel: 873-6941
Audio: Cassette, open reel

Falcone Int'l Inc., 404 Clay St., Marietta 30060. Tel: 427 9496
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette

Project 70 Audio Servs. Inc., 1127 Spring St. NW Zip: 30309 Tel: 875 7008 **(PKG)**
Audio: Cassette, open reel.

• LA GRANGE (Area Code 404)

S P C Co. (div. of Shorewood Packaging Corp.), 1707 Shorewood Dr. Zip 30240. WATS Tel: (800) 241 0186. Plant Mgr.: Ken McCabe. **(PKG only—audio & video)**
Home office: New York, N.Y., Shorewood Packaging Corp.

HAWAII

• HONOLULU (Area Code 808)

Musicassette Dupl'rs of Hawaii, PO Box 22190 Zip: 96822. Tel: 533-4165. **(PKG)**
Audio: Cassette, open reel

P S C Prod'ns, 985 Waimanu St. Zip: 96814. Tel: 537-5695. Pres.: Michael Tanaka. **(PKG)**
Audio: Cassette, open reel

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. TWX (910) 226-0417. Pres.: Donald W. Kosterka; Sales Mgr.: Kevin McKenna. **(PKG only)**
Sales offices: Los Angeles, Calif., New York, N.Y.

Album Graphics Inc., see AGI

Audio Accessories Co., 38 W 515 Deerpath Rd., Batavia 60510 Tel: 879-5998 Sales Mgr.: John S. Maloney. **(PKG)**
Audio: 8-tr., cassette, open reel.

Audio Artists Ltd., PO Box 7, Wheaton 60187, 429 St. Charles Rd., Carol Streams 60187. Tel: 668-6682. **(PKG)**
Audio: Cassette, open reelk

Bell & Howell Video Div., 720 Landwehr Rd., Northbrook 60062. Tel: 291-1150. Pres.: T.J. Wheeler; Nat'l Sales Mgr.: John Borger. **(PKG)**
Video: 2" quad, 1" open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

Boulevard Rec'g Studios Inc., 641 Madison St., Oak Park 60302 Tel. 386-5388. Pres.: Hal Kaitchuck.
Audio: Cassette, open reel.

Cassette Servs., 815 N. Douglas St., Arlington Heights 60004. Tel: 398-8403. Owner & Pres.: Willis J. Connor; Sales Mgr.: Michael Connor. **(PKG)**
Audio: Cassette, open reel

Century Audio & Development Inc., 1018 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) 696-0675 **(PKG)**
Audio: Cassette

Columbia Pictures Videocassette Servs., 1501 Landmeier Rd., Elk Grove Village 60007. Tel: 640 2350 Telex: 206923 Exec. VP: George M. Ricci. Bus. Mgr.: T. Martin Rennels
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette

Columbia Rec. Prod'ns, 630 N. McClurg Court Zip 60611. Tel: 944-6000 Midwest Reg'l Sales Mgr.: Dick Hutter. (Sales office only)
Plants: Santa Maria, Calif., Terre Haute, Ind.; Pitman, N.J.
Audio: 8-tr., cassette, open reel.

Industrial Audio-Film Servs. Inc., 6228 Oakton St., Morton Grove 60053 Tel: 965 8400. **(PKG)**
Audio: 8-tr., cassette, open reel

International Audio Inc., 2934 Malmo Dr. Arlington Heights 60005 Tel: 956-6030. **(PKG)**
Audio: 8-tr., cassette, open reel

International Rec'g Co., 1649 W. Evergreen Ave. Zip: 60622 Tel: 227-2000. Pres.: Leonard March
Audio: Cassette, open reel

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Kiderian Recs. Prod'ns, 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Pres.: Raymond Peck; Gen. & Sales Mgr.: George Peck.
Audio: 8-tr., cassette.

M B S Rec'g Studio, 232 E. Ohio. Zip: 60611. Tel: 828-0225
Audio: 8-tr., cassette, open reel.

Media Int'l Inc., 425 N. Michigan. Zip: 60611. Tel: 467-5430. Pres.: Duane Lundeen; VP: Margaret Lundeen; Gen. Mgr.: Al Masters. **(PKG)**
Audio: 8-tr., cassette, open reel.

Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117. **(PKG)**
Audio: 8-tr., cassette, open reel.

Poly Com Group, 201 E. Ohio St. Zip: 60611. Tel: 222-9480. Gen. Mgr.: Richard Jablonski; Sales Mgr.: Dave Bertz; Prod'n Mgr.: Carmen Trombetta
Video: 2" quad., 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette

Programming Technologies Inc., 6666 N. Lincoln Ave., Lincolnwood 60645. Tel: 676-9400. Sales Mgr.: Steven Sorkin. **(PKG)**
Audio: Cassette.

Pro I Audio-Visual Inc., PO Box 33, Highland Park 60035. Tel: 433-4575. Pres.: R.L. Pink; VP: J. Pink; Sales Mgr.: M.M. Pink; Adv. Mgr.: D.D. Pink **(PKG)**
Audio: Cassette.
Video: ½" Beta & VHS cassette.

Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Ron Schwartz.
Audio: Cassette, open reel.

Sound Studios, 230 N. Michigan Ave. Zip: 60601. Tel: 236-4814. Pres.: Jerry Markham; VP & Gen. Mgr.: Dan Tynus. **(PKG)**
Audio: 8-tr., cassette, open reel.

Tono-Tapes Inc., 5932 N. Northwest Hwy. Zip: 60631. Tel: 763-0980 **(PKG)**
Audio: Cassette, open reel.

Vinylweld, 2011 W. Hastings. Zip: 60608. Tel: 243-0606. **(PKG only—audio & video)**

• KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp., PO Box 548. Zip: 60901. Tel: 933-7735. Chief Exec.: Spencer Barnard; Gen. Mgr.: F.R. Ringfelt.
Audio: Cassette, open reel.

• SPRINGFIELD (Area Code 217)

TeleVisual Prod'ns, 1414 S. Fifth. Zip: 62703. Tel: 525-1238
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, ¾" U-matic cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" Beta & VHS Cassette.

INDIANA

• GOSHEN (Area Code 219)

Precision Audio Inc., 16722 County Rd. 40. Zip: 46526. Tel: 642-3852. Pres.: Sanford Swartzendruber; Gen. Mgr.: Jim Clymer Jr. **(PKG)**
Audio: Cassette, open reel.

• INDIANAPOLIS (Area Code 317)

Commercial Features Inc., 2330 N. Yandes. Zip: 46205. Tel: 926-4585
Audio: Cassette, open reel.

R C A Recs., 6550 E. 30 St. Zip: 46219. Tel: 267-5000
Home office: New York, N.Y.
Audio: 8-tr., cassette.

• MICHIGAN CITY (Area Code 219)

Infonics Inc., PO Box 1111, 238 Hwy. 212. Zip: 46350. Tel: 879-3381. Telex: 233111.
Audio: 8-tr., cassette, open reel. (SEE ADVERTISEMENT)

• RICHMOND (Area Code 317)

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1100 Rich Rd. Zip: 47374. Tel: 962-9511. **(PKG)**
Home office: New York, N.Y.
Audio: 8-tr., cassette.

• TERRE HAUTE (Area Code 812)

Columbia Rec. Prod'ns, 1400 N. Fruitridge Ave. Zip: 47805. Tel: 466-8111.
Sales offices: Century City (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn.
Audio: 8-tr., cassette, open reel.

Modern Album of Indiana Inc., 1299 Voorhees St. Zip: 47808. Tel: 235-6001. **(PKG only—audio & video)**
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.

IOWA

• CARLISLE (Area Code 515)

Harold Luick & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact: Harold L. Luick.
Audio: 8-tr.

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Safeguard Co., PO Box 5555, 108 Second Ave. Zip: 52241. Tel: 351-7830. Gen. Mgr.: (Audio Visual Prod'ns): Ben Ploof
Home office: Brookfield (Milwaukee Metropolitan Area), Wis.
Audio: 8-tr., cassette, open reel

• COUNCIL BLUFFS (Area Code 712)

Moss Rec'g Serv., PO Box 417, 708 W. Broadway. Zip: 51502. Tel: 322-4513 **(PKG)**

• DES MOINES (Area Code 515)

Studio 2000 Ltd., 515 28 St. Zip: 50312. Tel: 282-8306. Studio Dir.: James Shelby; Dupl'n Mgr.: Bryan Jolliffe
Audio: Cassette, open reel

Triad Prod'ns Inc., 1910 Ingersoll. Zip: 50309. Tel: 243-2125. Pres.: Richard Trump; Sales Eng.: William Syrhorst.
Audio: Cassette, open reel

KANSAS

• WICHITA (Area Code 316)

High Fidelity Rec'g Inc., 1059 Porter. Zip: 67203. Tel: 262-6456. Pres.: James Strattan **(PKG)**
Audio: 8-tr., cassette, open reel
Video: ¾" U-matic cassette, ½" Beta & VHS cassette

KENTUCKY

• LEXINGTON (Area Code 606)

Lemco Custom Rec'g, 2518 Southview Dr. Zip: 40503. Tel: 277-1184
Audio: Cassette, open reel.

• LOUISVILLE (Area Code 502)

Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658.
Audio: Cassette

MARYLAND

• KENSINGTON (Area Code 301)

Dmega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 946-4686. Owner & Chief Eng.: W. Robert Yesbek.
Audio: 8-tr., cassette, open reel.

• TIMONIUM (Area Code 301)

Bradley Ents. Inc., 108 Galewood Rd. Zip: 21093. Tel: 252-8520. Pres.: Joe Bradley; Exec. Ass't: Stephen J. Rosasco.
Audio: Cassette.

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Continental Rec'gs Inc., 210 South St. Zip: 02111. Tel: 426-3131. Pres.: L. Daniel Flynn, Mktg. Dir.: Stan M. Silverman. **(PKG)**
Audio: 8-tr., cassette, open reel

Data Packaging Corp., 205 Broadway, Cambridge 02139. Tel: 868-6200. Pres.: Otto Morningstar; Exec. VP: Greg Mathus; VP Mktg.: Jere R. Hill; Sales & Mktg. Mgrs.: (audio video) Gene Hull, (consumer) Peggy Harmatz. **(PKG only—audio)**

Fleetwood Communications Co. Inc., 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: V.P. Giarrusso; Sales Mgr.: Victor Mancini; Adv. Mgr.: Robin Samora.
Audio: 8-tr., cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette

Rik Tinory Prod'ns, 180 Pond Rd., Cohasset 02025. Tel: 383-9494. Pres.: Richard F. Tinory; Artist Relations: Claire L. Babcock.
Audio: 8-tr., cassette, open reel.

• CHICOPEE (Area Code 413)

Dielectrics Inc., 300 Burnett Rd. Zip: 01020. Tel: 598-8308 **(PKG only)**

MICHIGAN

• 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; VP & Sales Mgr.: Paul E. Adams. **(PKG)**
Branches: North Hollywood (Los Angeles Metropolitan Area), Calif., West American Sound; Atlanta, Ga., American Sound-Atlanta Corp., Closter, N.J., American Sound
Audio: 8-tr., cassette, open reel

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

General Television Network, 13225 Capital Ave., Oak Park 48237. Tel: 548-2500. Pres.: R. Randolph Hippler. **(PKG)**
Video: 2" quad., 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette

Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills 48024. Tel: 476-2250. Pres.: Andre A. Blay, VP & Gen. Mgr., Consumer Prods.: Jack K. Dreyer, VP Commercial Prods.: Al Eicher; VP Admin.: Robert J. Vandegrift; VP Mfg.: Larry E. Bennett. **(PKG)**
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette.

Sound Patterns DXM, 38180 Grand River, Farmington Hills 48018. Tel: 477-6444.
Audio: Cassette, open reel

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48071. Tel: 588-8281. TWX: (810) 232-1524.
Audio: 8-tr., cassette.

• MOUNT CLEMENS (Area Code 313)

Bazzy Electronics Corp., 39 N. Rose. Zip: 48043. Tel: 463-2592. **(PKG)**
Audio: 8-tr., cassette.

MINNESOTA

• MINNEAPOLIS-ST. PAUL METROPOLITAN AREA (Area Code 612)

A S I (Audiotek Systems Inc.), 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Pres.: Dan R. Holmes; Sales Mgr.: Wes Hayne, Adv. Mgr.: Sandra Milani
Audio: Cassette, open reel.

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis 55438. Tel: 944-2121. Cable: BETHANY. Pres.: T.A. Hegre; Gen. Mgr.: M.F. Johnson, Sales Mgr.: Bill Linder. **(PKG)**
Audio: Cassette

Communication Arts Inc., 2526 27 Ave. S., Minneapolis 55406. Tel: 721-5357
Audio: Cassette

E M C Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg; VP: Richard T. Stevens. Custom Sales Dir.: C. Carter. **(PKG)**
Sales office: Hollywood (Los Angeles Metropolitan Area), Calif.
Audio: Cassette, open reel.

Metacom Inc., 1401-B W. River Rd. N., Minneapolis 55411. Tel: 588-2781. Pres.: James I. McCann; Sales Mgr.: Phillip T. Levin, Adv. Mgr.: Timothy Devilbliss. **(PKG)**
Audio: Cassette, open reel.

MISSISSIPPI

• JACKSON (Area Code 601)

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522
Audio: 8-tr., cassette, open reel

MISSOURI

• KANSAS CITY (Area Code 816)

Acme Dists., PO Box 8123, 5644 Holmes. Zip: 64112. Tel: 444-8123. Pres.: Shirley Black; Sales Mgr.: Ward Black
Audio: Cassette.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette

Recording Studios 55 (div. of 3'G Inds.), 5500 Troost. Zip: 64110. Tel: 361-8455. Chief Eng.: Mike Green, Gen. Mgr.: Eugene Gold; Sales Mgr.: C. King.
Audio: 8-tr., cassette, open reel

Stage 3 Sound Prod'ns Inc., 12 E. 39 St. Zip: 64111. Tel: 531-1375 **(PKG)**
Audio: Cassette, open reel.

• ST. LOUIS METROPOLITAN AREA (Area Code 314)

Technisonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63131. Tel: 727-1055. Pres.: Edward H. Canter
Audio: Cassette, open reel.

• SPRINGFIELD (Area Code 417)

Aard-Vark Rec'g Inc., 335 S. Jefferson. Zip: 65806. Tel: 866-4104. Pres.: John Jacobsen
Audio: Cassette

National Audio Co. Inc., Box 3657 GS. Zip: 65804. Tel: 883-5377
Audio: Cassette, open reel

MONTANA

• HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Pres. & Adv. Mgr.: Lester Liedle; Sales Mgr.: Sandy Liedle.
Audio: Cassette, open reel

NEW JERSEY

• ASBURY PARK (Area Code 201)

Sound-Arts Co. Inc., 5 Cindy Ln. Zip: 07712. Tel: 493-8666. Pres.: Charles J. Gspann; VP: Francis M. Gspann. **(PKG)**
Audio: Cassette, open reel.

• CAMDEN (Area Code 609)

Recorded Publ'ns Labs (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St. Zip: 08105. Tel: 963-3000, Phila. (215) 922-8558. Pres.: David H. Goodman; Sales Mgr.: Pat Landon; Adv. Mgr.: Edward J. Goodman. **(PKG)**
Sales office: New York, N.Y.
Audio: 8-tr., cassette, open reel, special cartridges for background music & audio/visual

• CHERRY HILL (Area Code 609)

Tape Servs., Inc., 1 Keystone Ave. Zip: 08003. Tel: 424-9450. Sales Mgr.: Michael T. Mulcahy. **(PKG only—audio only)**

• CLOSTER (Area Code 201)

American Sound Corp., 317 Harrington Ave. Zip: 07624. Tel: 767-9033. VP Mktg.: Paul E. Adams. (Sales office only)
Home office: Warren (Detroit Metropolitan Area), Mich.
Audio: 8-tr., cassette, open reel.

• CRESSKILL (Area Code 201)

Unaworld Corp., 210 Knickerbocker Rd. Zip: 07626. Tel: 871-0555. Pres.: Fred Cooper.
Audio: 8-tr., cassette.

• GLEN ROCK (Area Code 201)

A S R Rec'g Servs. Inc., 21 Harristown Rd. Zip: 07452. Tel: 652-5600. TWX: (710) 988-5625. **(PKG)**
Branches: Canoga Park (Los Angeles Metropolitan Area), Calif.; Dallas, Tex.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

• LEONIA (Area Code 201)

S/T Videocassette Dupl'g Corp., 500 Willow Tree Rd. Zip: 07605. Tel: 947-6450; NYC (212) 239-4653. Gen. Mgr.: Stephan J. Ladden; Mktg. & Sales Dir.: William R. Hitchcock.
Home office: New York, N.Y., Video Corp. of America.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette, ½" EIAJ open reel.

• MAPLE SHADE (Area Code 609)

A M P Rec'gs (div. of Intensive Programs Int'l), PO Box 14, 307 W. Main St. Zip: 08052. Tel: 667-1667. Pres.: Donald R. Marsh, Gen. Mgr.: Gerald Tyson.
Audio: Cassette, open reel

• MONTCLAIR (Area Code 201)

Linear Sound Rec'g, 211 Glenridge Ave. Zip: 07042. Tel: 744-0686. Pres.: M. Kroll; Sales Mgr.: Tom Steinmann. **(PKG)**
Audio: 8-tr., cassette, open reel
Video: Open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

• NORTHVALE (Area Code 201)

Preferred Sounds Inc., 135 Ludlow Ave. Zip: 07647. Tel: 768-8007. Pres.: Sal Nastro; VP Opns & Admin.: Dave Goldstein; Exec. VP Sales: Al Santoro, VP Sales, Eastern Div.: Bob Schultz; VP Mfg.: Baron Lee. **(PKG)**
Audio: 8-tr., cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta & VHS Cassette.

• PARK RIDGE (Area Code 201)

Cadet Recs., 12 Maple Leaf Dr. Zip: 07656. Tel: 391-3676. VP Sales & Mktg.:

R.K. Herrington. (Sales office only) **(PKG)**
Home office & plant: Los Angeles, Calif.
Audio: 8-tr., cassette, open reel.

• PITMAN (Area Code 609)

C B S Recs. Inc., Lambs & Woodbury Rds. Zip: 08071. Tel: 589-8000.
Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn.
Audio: 8-tr., cassette, open reel.

• RIDGEFIELD (Area Code 201)

American Tape Corp. (div. of VideoVision Inc.), 1116 Edgewater Ave. Zip: 07657. Tel: 943-7860. VP Sales: Gerry Gottlieb; VP Admin.: Kathelyn Marani-Mendenhall; Plant Mgr.: Francis A. Dermody. **(PKG)**
Audio: 8-tr., cassette.

• SCOTCH PLAINS (Area Code 201)

H M R Prod'ns Inc., 574 W. Court. Zip: 07076. Tel: 889-1767. Owner: Harry M. Randel; Pres.: Lillian M. Randel.
Audio: Cassette.

• UPPER SADDLE RIVER (Area Code 201)

Cassette Prod'ns Inc., 118 Rt. 17. Zip: 07458. Tel: 327-1707. **(PKG)**
Audio: Cassette. (SEE ADVERTISEMENT)

• WEST CALDWELL (Area Code 201)

R K O Tape Corp., 3 Fairfield Crescent. Zip: 07006. Tel: 575-8484. VP & Gen. Mgr.: Hugh Wallace; Sales Mgr.: Lee Gray. **(PKG)**
Audio: Cassette, open reel.

• WEST ORANGE (Area Code 201)

House of Music, 1400 Pleasant Valley Way. Zip: 07052. Tel: 736-3062, NYC (212) 964-7444. Pres.: C.E. Conrad.
Audio: 8-tr., cassette, open reel.

NEW MEXICO

• ALBUQUERQUE (Area Code 505)

Bill Hunter's Rec'g Serv., 118 Alcazar NE. Zip: 87108. Tel: 268-8442. Gen. Mgr.: Bill Hunter.
Audio: 8-tr., cassette, open reel.

NEW YORK

• CLARENCE (Area Code 716)

Mark Custom Rec'g Serv., 10815 Bodine Rd. Zip: 14031. Tel: 759-2600. Pres. & Sales Mgr.: Vincent S. Morette.
Audio: Cassette.

• FARMINGDALE (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300. **(PKG only**—video)
Shorewood Packaging Corp., 55 Engineers Ln. Zip: 11735. Tel: 694-8230. **(PKG only**—audio & video)
Home office: New York, N.Y.

• FRANKLIN SQUARE (Area Code 516)

Master Sound Prod'ns Inc., 921 Hempstead Tnpk. Zip: 11010. Tel: 354-3374. Owners: Ben Rizzi, Maxine Chrein.
Audio: Cassette.
Video: ¾" U-matic cassette, ½" VHS cassette.

• HAUPPAUGE (Area Code 516)

Allison Audio Prods. Inc., 1290 Motor Pkwy. Zip: 11787. Tel: 234-2010, NYC (212) 953-1124. Bd. Chm.: Louis Ligator; Pres.: Abraham Chayet.
Audio: 8-tr., cassette.
Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 234-1100, NYC (212) 291-7600. Pres.: G.D. Thomas; Sales Mgr.: R.A. Froehlig. **(PKG only**—audio & video)
Branches: Burbank (Los Angeles Metro Area), Calif.; Modern Album of California Inc.; Terre Haute, Ind.; Modern Album of Indiana Inc.; Nashville, Tenn.; Modern Album of Tennessee Inc.
Prestige Label Corp., 255 Dser Ave. Zip: 11787. Tel: 273-0020. **(PKG**—audio only)

• HOLTSVILLE (Area Code 516)

Studio Magnetics Co. Inc., 12 Long Island Ave. Zip: 11742. Tel: 289-3400. Pres.: George Clahane; VP: Craig M. Balaban. **(PKG only)**

• HUNTINGTON STATION (Area Code 516)

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090.
Audio: 8-tr., cassette, open reel.

• LE ROY (Area Code 716)

Arlo Recs. Inc., 7635 Telephone Rd. Zip: 14482. Tel: 584-3040. Pres.: Kenneth Bearce; Gen. Mgr.: James Bearce; Sales Mgr.: Jill Welzel.
Audio: Open reel.

• LINDENHURST (Area Code 516)

Coastal Specialty Tapes Inc. (formerly Pratt-Spector Corp.), 274 Bangor St. Zip: 11757. Tel: 226-5900. Opns. Head & Sales Mgr.: Dan Dobbs. **(PKG only**—audio)

• MAMARONECK (Area Code 914)

Cine Magnetics Video, 650 Halstead Ave. Zip: 10543. Tel: 698-3434; NYC (212) 542-0700, WATS (800) 431-1102. Contacts: Bob Orzack, June Johnston.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

• MASSENA (Area Code 315)

Michele Audio Corp., Andrew Street Rd. Zip: 13662. Tel: 769-2448. Pres.: Ginette Cormier; Sales Mgr.: Harold Friedman; Adv. Mgr.: Jack Daniels. **(PKG)**
Audio: 8-tr., cassette.

• MOUNT VERNON (Area Code 914)

Sentry Inds. Inc., 221 N. MacQuesten Pkwy. Zip: 10550. Tel: 664-2909. Cable: SENTIND. Pres.: Harold Rosen; VP: Barry Rosen. **(PKG)**
Video: ½" cassette.

• NEW YORK METROPOLITAN AREA (Area Code 212)

A G I (Album Graphics Inc.), 125 W. 55 St. Zip: 10019. Tel: 489-0793. TWX: (710) 581-5597. VP Mktg.: Richard Block. (Sales office only) **(PKG only**—audio & video).
Adwar Video Corp., 100 Fifth Ave. Zip: 10011. Tel: 691-0976. Telex: 420801. Pres.: Samuel Adwar; Sales Mgr.: Mike McKenna; Chief Eng.: William Claghor.
Video: ½" EIAJ open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
Album Graphics Inc., see AGI.
Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn 11219. Tel: 435-7322. Pres.: Anthony A. Maniere; Sales Mgr.: Rocco Salvatore; Adv. Mgr.: Domenick Salvatore **(PKG)**
Audio: 8-tr., cassette.
Audio-Tech Labs., 2819 Newkirk Ave., Brooklyn 11226. Tel: 469-7134.
Audio: Cassette.
Bert-Co Ents. Inc. (div. of the Walter Reade Org. Inc.), 241 E. 34 St. Zip: 10016. Tel: 683-6300. Pres.: Sheldon Gunsberg; Exec. VP, VP Finance & Treas.: Christopher W. Preuster. (Sales office only) **(PKG only)**
Branch: Los Angeles, Calif.
Broadcasting Foundation of America, 52 Vanderbilt Ave., Suite 1810. Zip: 10017. Tel: 986-6448. Acting Exec. Dir.: Calvin W. Stillman; Program Dir.: Catherine Probst. **(PKG)**
Audio: Open reel.
Cassette Rec'g Corp., see National Rec'g Studios.
Columbia Rec. Prod'ns, 51 W. 52 St. Zip: 10022. Tel: 975-4321 (Sales office only)
Plants: Santa Maria, Calif., Terre Haute, Ind., Pitman, N.J., CBS Recs. Inc.
Audio: 8-tr., cassette, open reel.
Cue Rec'gs, 1156 Ave. of the Americas. Zip: 10036. Tel: 757-3641.
Audio: 8-tr., cassette, open reel.
Delta Rec'g Corp., 16 W. 46 St. Zip: 10036. Tel: 840-1350.
Audio: 8-tr., cassette, open reel.
Devlin Prod'ns Inc., 150 W. 55 St. Zip: 10019. Tel: 582-5572. Pres.: Sandra Devlin; VP &e Eng'g Dir.: Roman Cutka; Gen. Mgr.: Tom McCormick; Sales Rep.: Cecelia Lazarescu.
Video: 2" quad, 1" open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
Note: Video duplication done in all TV modes (NTSC, PAL, SECAM, PAL-M).
Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 759-7979. **(PKG)**
Audio: Cassette, open reel.
Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. **(PKG)**
Audio: 8-tr., open reel.
E R H Sales Corp., 221 W. 57 St. Zip: 10019. Tel: 582-4200. Pres.: Lee Halpern; Gen. Mgr.: Michael Halpern; Sales Mgr.: Robert Shavelson. **(PKG)**
Audio: 8-tr., cassette, open reel.
Video: ¾" U-matic cassette, ½" VHS cassette. (SEE ADVERTISEMENT)
E U E/Screen Gems (div. of Columbia Pictures Inds. Inc.), 222 E. 44 St. Zip: 10019. Tel: 867-4030.
Video: 2" quad, ¾" U-matic cassette.
Intercontinental Televideo Corp., 10 W. 66 St., Suite 11-F. Zip: 10023. Tel: 595-9454. Pres.: Gerald Citron; VP: Nigel Toovey.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.
M T I., see Modern Telecommunications Inc.
Marvell Packaging Co., 230 W. 17 St. Zip: 10011. Tel: 929-8435. VP: Barry Berman; Sales Mgr.: Scott Teich. **(PKG only**—audio & video)
Modern Telecommunications Inc. (MTI), 885 Second Ave. Zip: 10017. Tel: 355-0510. **(PKG)**
Video: All formats.
National Rec'g Studios Inc. & National Video Center, 730 Fifth Ave. Zip: 10019. Tel: 757-6440.
Audio: 8-tr., cassette, open reel.
Video: 2" quad, 1" open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
National Video Center, see National Rec'g Studios.
Nostalgia Lane Inc., 200 W. 57 St. Zip: 10019. Tel: 582-5390.
Audio: 8-tr., cassette.
P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1185 Ave. of the Americas. Zip: 10036. Tel: 997-1250. Pres.: Hugh Landy; VP & Sales Mgr.: David Grant. **(PKG)**
Plants: Compton (Los Angeles Metropolitan Area), Calif.; Richmond, Ind.
Audio: 8-tr., cassette.
Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Chief Exec. Officer: Eric Kaltman; Pres.: Leonard Verebay, Sr. VP Sales: Richard Roth. **(PKG only**—audio & video)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind., Rutgers Packaging Corp. (SEE ADVERTISEMENT)
R C A Recs., 1133 Ave. of the Americas. Zip: 10036. Tel: 930-4000. (Sales office only)
Sales offices: Los Angeles, Calif., Indianapolis, Ind., Nashville, Tenn.
Plant: Indianapolis, Ind.
Audio: 8-tr., cassette, open reel.
Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500. Zip: 10001. Tel: 868-3115. Eastern Reg'l Sales Mgr.: Lee Kallett. (Sales office only) **(PKG)**
Home office: Camden, N.J.
Audio: 8-tr., cassette, open reel, special cartridges for background music & audiovisual.
Reel Dupl'rs Inc., 723 Seventh Ave. Zip: 10019. Tel: 944-8977.
Audio: Cassette, open reel.
Regent Sound Studios Inc., 25 W. 56 St. Zip: 10019. Tel: 245-2630. Pres.: Robert Liftin; Gen. Mgr.: Elissa Kline.
Audio: Cassette, open reel.
Video: 2" quad, 1" type C open reel, ¾" U-matic cassette.
Reliance Audio Visual Corp., 550 W. 43 St. Zip: 10036. Tel: 736-0700. Pres.: Gil M. Meyer; Gen. Mgr.: Marilyn Peysach; Tech. Dir.: John Peirplow.
Audio: Cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta cassette.
Rombex Prod'ns Corp., 245 W. 55 St. Zip: 10019. Tel: 757-3681. Gen. Mgr.: Lucina Hahn; Mktg. Dir.: Joel Willis.
Video: 2" quad, 2" helical (IVC), 1" open reel, ¾" U-matic cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" Beta & VHS cassette.
Sadler Rec'g, 118 E. 28 St. Zip: 10016. Tel: 684-0960. Pres.: John Sadler.
Audio: Cassette, open reel.
Video: ¾" U-matic, ½" Beta & VHS cassette.
Jasper Samuel Advertising & Recs. Inc., 60 E. 42 St., Suite 541. Zip: 10017. Tel: 490-2787. Pres.: Jasper Samuel. **(PKG only**—audio & video)
ServiSound Inc., 35 W. 45 St. Zip: 10036. Tel: 921-0555. Pres.: Nat Levy, Gen. & Sales Mgr.: Mike Shapiro. **(PKG)**
Audio: Cassette, open reel.
Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore, Exec. VP: Floyd S. Glmert; VP Special Projects: Marc Shore; VP Nat'l Sales: Ken Rosenblum; VP West Coast Sales: Jim Palmer. **(PKG only)**

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T V-R Inc., 333 W. 52 St. Zip: 10019. Tel: 541-4030. VP Mktg: Allen Schulman. Dpns. Mgr: James C. Mahoney
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette

United Research Lab Corp., 681 Fifth Ave. Zip: 10022. Tel: 751-4663. TWX: (710) 581-3622. Pres.: George Adams; Gen. Mgr.: Anita Adams; Sales Mgr: Lee Rand; Chief Eng.: Jim Lee.
Audio: Cassette, open reel.
Video: ½" Beta cassette.

Video Corp. of America, 231 E. 55 St. Zip: 10022. Tel: 355-1600.
Branch: Leonia, N.J., S/T Videocassette Dupl'g Corp.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

Visual Information Systems, 15 Columbus Circle. Zip: 10023. Tel: 541-8080. Pres.: Jay Raeben; VP Prod'n & Programming: David Barnhizer; Gen Mgr.: Paul Gersh; Sales Mgr.: Joe Scozzari. **(PKG**—audio & video)
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette.

Windsor Total Video, 565 Fifth Ave. Zip: 10017. Tel: 725-8080. Bd. Chm.: Bob Henderson; Pres.: Bert Goodman; VP Prod'n & Sales: Bert Saperstein; Dpns. Mgr.: Nancy Squire.
Video: 2" quad, 1" type C, ¾" U-matic cassette, ½" Beta & VHS cassette.

• NORTH BELLMORE (Area Code 516)

Telephone Dynamics Corp., 2473-A Jerusalem Ave. Zip: 11710. Tel: 221-9870.
Audio: Cassette.

• OCEANSIDE (Area Code 516)

Burlington Audio Tapes Inc., 106 Mott St. Zip: 11572. Tel: (516) 678-4414. Pres.: Ruth Schwartz, VP: Rudy Schwartz
Audio: In-cassette dupl'g. (SEE ADVERTISEMENT)

• PORT CHESTER (Area Code 914)

Associated Audio Servs. Inc., 181 Westchester Ave. Zip: 10573. Tel: 937-5129. Pres.: D. Richard Kraus; VP: Allan Johnson. **(PKG)**
Audio: 8-tr., cassette, open reel.

• ROCHESTER (Area Code 716)

Visual Horizons, 180 Metro Park. Zip: 14623. Tel: 424-5300.
Audio: Cassette.

• TROY (Area Code 518)

Wildwood Entertainment, 276 Fourth St. Zip: 12180. Tel: 273-7660. VP: Erich Borden.
Audio: Cassette.

• UTICA (Area Code 315)

Oneida Video-Audio Tape Cassette Corp., 760 Biandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski.
Audio: Cassette.

• YONKERS (Area Code 914)

Video Software & Prod'n Center Inc. (VSP), 380 Walnut St. Zip: 10701. Tel: 423-4400. Pres.: Kenneth Wise; Sales Mgr.: John San Pietro; Client Servs. Mgr.: Dee Martin.
Video: 2" quad, 1" types A & C open reel, ½" EIAJ open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

NORTH CAROLINA

• CANTON (Area Code 704)

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr.; VP: Kay Evans.
Audio: 8-tr. cassette, open reel.

• CHARLOTTE (Area Code 704)

Arthur Smith Studios, PO Box 220551, 5457 Monroe Rd. Zip: 28222. Tel: 536-0424. Pres.: Arthur Smith; Sales Mgr.: Clay Smith; Sales Mgr.: Wiley Brown **(PKG)**
Audio: Open reel.

OHIO

• CINCINNATI (Area Code 513)

Audiocraft Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres.: Earl T. Herzog Jr. **(PKG)**
Audio: 8-tr., cassette, open reel.
Video: ¾" U-Matic cassette, ½" Beta & VHS cassette.

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. **(PKG)**
Audio: 8-tr., cassette, open reel.

Rite Rec. Prod'ns Inc., 9745 Mangham Dr. Zip: 45215. Tel: 733-5533. Owner: Carl J. Burkhardt; Pres.: VP: Philip M. Burkhardt; VP Prod'n: Lan A. Ackley; VP Graphics: Kenneth D. Keith Jr.; Sales Mgr.: Dan Burton. **(PKG)**
Audio: 8-tr., cassette, open reel.

• CLEVELAND METROPOLITAN AREA (Area Code 216)

Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres.: Thomas R. Boddie; Sales Mgr.: Dennis R. Boddie. **(PKG)**
Audio: 8-tr., cassette, open reel.

The Little Warehouse Inc., 4906 Van Epps Rd. Zip: 44131. Tel: 398-0022 **(PKG)**
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Storycraft Inc., 18630 Detroit Ave., Lakewood 44107. Tel: 221-4722. **(PKG)**
Audio: Cassette.

• COLUMBUS (Area Code 614)

Magnetic Studios, 4784 N. High St. Zip: 43214. Tel: 262-8607.
Audio: Cassette, open reel.

Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Owners: John W. Hull, Boyd P. Niederlander.
Audio: 8-tr., cassette, open reel.

• NEWARK (Area Code 614)

Utopia Ultra-Sound, 38-40 S. First St. Zip: 43055. Tel: 345-9426. Owner: Robert H. Kirk Jr., VP: Don Shannon; Gen. Mgr.: Robert H. Kirk Sr., Sales Mgr.: Rose Shannon. **(PKG)**
Audio: 8-tr., cassette.

• YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 5947 Stillson Pl. Zip: 44512. Tel: 758-5463. Pres.: William Warner; Gen. & Sales Mgr.: Ray Nevel.
Audio: 8-tr., cassette, open reel.

OKLAHOMA

• OKLAHOMA CITY (Area Code 405)

Video One Inc., 1216 N. Blackwelder. Zip: 73106. Tel: 524-2111. Pres.: Robert M. Howard; Prod'n Mgr.: Rick A. Lippert.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

• TULSA (Area Code 918)

C E S Rec'g Inc., 2500 N. Hemloc Circle, Broken Arrow 74012. Tel: 627-8474. Pres.: Basil W. Thomas; Gen. Mgr.: Judy McAlister; Mktg. Mgr.: Walter J. McKee Jr. **(PKG**—audio only)
Audio: 8-tr., cassette
Video: ½" Beta & VHS.

I T T I Studios (International Teaching Tapes): 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. Pres.: Meridith R. Gray; Sales Mgr.: Sonny Gray. **(PKG)**
Audio: 8-tr., cassette, open reel.

The Master Sound Inc., 8137 E. 46 St. Zip: 74145. Tel: 663-7186. Pres.: Donald Boshears; Gen. Mgr.: Peter Enns; Sales Mgr.: Louis Threeton. **(PKG)**
Audio: Cassette
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

OREGON

• PORTLAND (Area Code 503)

Northwestern Inc., Motion Pictures & Rec'g, 1224 SW Broadway. Zip: 97205. Tel: 226-0170. Pres.: Robert M. Lindahl; Sales Mgr.: Paul A. Buescher **(PKG)**.
Audio: Cassette, open reel.

PENNSYLVANIA

• LANCASTER (Area Code 717)

Spectrum Fidelity Magnetics, 49 Glenwood Ave. Zip: 17602. Tel: 295-9275. **(PKG)**
Audio: 8-tr., cassette.

• PHILADELPHIA METROPOLITAN AREA (Area Code 215)

AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia 19406. Tel: 272-8500. Pres.: John Ballantyne; VP Sales: John Butterworth. **(PKG)**
Audio: Cassette, open reel.

Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277, NYC Tel: (212) 966-3185. Pres.: Morris Ballen; VP: Larry Ballen.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

MarketDyne Int'l, 1600 Arch St. Zip: 19101. Tel: 241-2935. **(PKG)**
Video: 1" open reel, ¾" U-matic cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

UniComm Inc., 414 Swedeland Rd., King of Prussia 19406. Tel: 275-7100. Pres.: J.L.C. Ulrich Jr.; Gen. Mgr.: Robert G. Rowe Jr. **(PKG)**
Audio: Cassette, open reel.

• PITTSBURGH (Area Code 412)

Audio Innovators Inc., 216 Blvd. of the Allies. Zip: 15222. Tel: 471-6220. Pres.: Norman J. Cleary; Gen. Mgr.: Martha J. Wilson.
Audio: Cassette, open reel

George Heid Prod'ns & AV Prods., 701 Washington Rd. Zip: 15228. Tel: 561-3399. **(PKG**—audio & video)
Audio: Cassette, open reel.

• PRIMOS (Area Code 215)

E. J. Stewart Inc., 525 Mildred Ave. Zip: 19018. Tel: 626-6500. Pres.: Eric R. Address; Gen. & Adv. Mgr.: Howard S. Lipman; Sales Mgr.: Andy Kienzle. **(PKG)**
Video: 2" quad broadcast, 1" type C, ¾" U-matic cassette.

• SCRANTON (Area Code 717)

Specialty Recs. Corp., 210 N. Valley Ave., Olyphant 18447. Tel: 383-2471. TWX: (510) 671-4580. Pres.: Richard C. Marquardt; VP Sales: John R. Williams.
Audio: 8-tr., cassette.

• WARREN (Area Code 814)

Loranger Mfg. Corp., Entertainment Prods. Div., 10-48 Clark St. Zip: 16365. Tel: 723-8600. VP: Robert Loranger. **(PKG only**—audio) (SEE ADVERTISEMENT)

SOUTH CAROLINA

• GREENVILLE (Area Code 803)

Duplication Serv. (div. of Custom Rec'g & Sound Inc.), PO Box 7647, 1225 Pendleton St. Zip: 29611. Tel: 269-5018. Pres.: Robert W. Edwards. **(PKG)**
Audio: 8-tr., cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

• MYRTLE BEACH (Area Code 803)

Dee-Bee Rec'g Serv., 704 Ninth Ave. S. Zip: 29577. Tel: 448-8091. Pres.: Stan Deppen Jr.; Sales Mgr.: Kenneth Deppen; Adv. Mgr.: Pat Gerrick. **(PKG)**
Audio: Cassette, open reel.

TENNESSEE

• FAYETTEVILLE (Area Code 615)

Kim-Pat Ents., PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323/5661. **(PKG)**
Audio: 8-tr., cassette, open reel.

• MEMPHIS (Area Code 901)

Shoe Prod'ns Inc., PO Box 12025, 485 N. Hollywood. Zip: 38112. Tel: 458-4496. Pres.: Warren E. Wagner; VP & Music Dir.: Wayne Crook. **(PKG)**
Audio: Open reel.
Video: ¾" U-matic cassette, ½" VHS cassette.

• NASHVILLE AREA (Area Code 615)

American Sound Recs./Emerald Recs., 62 Music Square W. Zip: 37203. Tel: 327-4538. Pres.: Cliff Ayers Dstermeyer; Gen. Mgr.: Connie Lynne Wright; Sales Mgr.: Chris Dstermeyer; PR: Alma Lee Combs.
Audio: 8-tr.

Columbia Rec. Prod'ns, 34 Music Square E. Zip: 37203. Tel: 259-4321. (Sales office only)
Plants: Terre Haute, Ind.; Pitman, N.J., CBS Recs. Inc.
Audio: Cassette, open reel.

Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip: 37210. Tel: 256-1728. Pres.: L.C. Tant; Sales Mgr.: Mike Tant. **(PKG)**
Audio: 8-tr., cassette.

Fanta Professional Servs., 1213 16 Ave. S. Zip: 37212. Tel: 327-1731. Pres.: Johnny Rosen.
Audio: 8-tr., cassette, open reel.
Video: 2" quad, 1" helical "C" format, ¾" U-matic cassette, ½" Beta & VHS cassette.

Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip: 37207. Tel: 226-0811. Owner & Mgr.: Jim Maxwell; Sec'y-Treas.: Glenna Maxwell.
Audio: Cassette, open reel.

Gusto Recs. & Tapes, 22D Boscobel St. Zip: 37213. Tel: 256-1656. TWX: (810) 371-1D55. Pres. & Sales Mgr.: Moe Lytle; Gen. Mgr.: Steve Kountzman.
Audio: 8-tr., cassette.

Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: 255-7461. **(PKG only**—audio & video)
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc.

Nashville Album Prod'ns Inc., 101 Music City Circle. Zip: 37203. Tel: 883-2153. **(PKG)**
Audio: 8-tr., cassette.

R C A Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880. VP: Jerry Bradley.
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Audio: 8-tr., cassette, open reel.

Sound of Nashville Inc., 305 11 Ave. S. Zip: 37203. Tel: 244-1124. Pres.: John Ivanits; Sales Mgr.: Allen Morel.
Audio: 8-tr., cassette.

Southern American Rec. Pressing—Tel: 256-2521—see Sound of Nashville.

Stargem Recs. Inc., 20 Music Square W., Suite 200. Zip: 37203. Tel: 244-1025. **(PKG only**—video)

Studer Revox America Inc., 1425 Elm Hill Pike. Zip: 37210. Tel: 254-5651. Pres.: Bruno Hochstrasser; Gen. Mgr.: Bill R. Muggler; Nat'l Sales Mgr.: Barry D. Evans, Technical Mgrs. (Studer) Doug Beard, (Revox) Renaud Delapraz.
Branches: Van Nuys (Los Angeles Metropolitan Area), Calif.; New York, N.Y.
Audio: Open reel.

TEXAS

• AUSTIN (Area Code 512)

P S G Rec'g Studio, PO Box 1482, 4322-A N. Lamar Blvd. Zip: 78767. Tel: 454-5653. Pres.: Pedro S. Gutierrez
Audio: 8-tr., cassette, open reel.

• DALLAS (Area Code 214)

A S R Rec'g Servs., 13101 Preston Rd., Suite 300, Zip: 75240. Tel: 239-7171. Home office: Glen Rock, N.J.
Audio: 8-tr., cassette.

At The Top Cassette Dupl'rs, 13640 Dmega. Zip: 75234. Tel: 980-7671. Gen. Mgr.: Chad Witmeyer
Audio: Cassette.

Electronic Technological Inds. of America Inc., PO Box 1580. Zip: 75221. Tel: 827-8002. Bd. Chm.: John Kanter; Gen. Mgr.: David Coleman; Sales Mgr.: Larry Pearson. **(PKG)**
Audio: 8-tr., cassette, open reel.

Tapemasters Inc., PO Box 38651. Zip: 75238. Tel: 349-0081. **(PKG)**
Audio: 8-tr., cassette, open reel.

• FORT WORTH AREA (Area Code 817)

Dakridge Music Rec'g Studio, 2001 Elton Rd., Haltom City 76117. Tel: 838-8001. Eng.: Homer Lee Sewell.
Audio: Cassette, open reel.

• SAN ANTONIO (Area Code 512)

A S I (Abadon/Sun Inc.), PO Box 6520, 10330 Kotzebue. Zip: 78209. Tel: 824-8781. Pres.: Galen Carol.
Audio: Cassette.

Marsal Prod'ns, Inc., 1735 Castroville Rd. Zip: 78237. Tel: 433-9351. Pres.: Antonio J. Menendez; Gen. Mgr.: Pat Alvarado; Sales Mgr.: Felix Elizondo
Audio: 8-tr., cassette.

Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee; Gen. Mgr.: Jimmy Burton; Sales Mgr.: Jeannie Hill. **(PKG)**
Audio: 8-tr.

• SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Sales Mgr.: John F. Phillips.
Audio: 8-tr., cassette.

• WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills. Zip: 76710. Tel: 776-6553. **(PKG)**
Audio: Cassette.

UTAH

• PROVO (Area Code 801)

Sound Concepts, PO Box 299, 108 W. Center. Zip: 84601. Tel: 375-7333. Owner: Michael Jensen. **(PKG)**
Audio: Cassette.

• SALT LAKE CITY (Area Code 801)

Bonneville Prod'ns, 130 Social Hall Ave. Zip: 84111. Tel: 237-2400. TWX (910) 925-5266.
Audio: Cassette, open reel.

Chase Media Inc., Busch Park, 5284 S. 320 W., Suite C-166. Zip: 84107. Tel: 261-1383. Pres. & Gen. Mgr.: Randal S. Chase; Sales Mgr.: Irel Chase.
Audio: 8-tr., cassette, open reel.

Covenant Rec'gs Inc., PO Box 26817, 1345 Major St. Zip: 84126. Tel: 487-1096. Pres.: V. Lewis Kofford; Adv. Mgr.: Jeff Lund. **(PKG)**
Audio: Cassette.

VIRGINIA

• MANASSAS (Area Code 703)

Memory Makers, 9202 Amelia Court. Zip: 22110. Tel: 631-9465. Pres.: Jim Corrado; VP: Donna Corrado. **(PKG**—audio & video)
Audio: 8-tr., cassette, open reel.

WASHINGTON

• OLYMPIA (Area Code 206)

Sound Preservers Co., 911 E. Fourth Ave. Zip: 98506. Tel: 352-9097. Owner: Allen P. Giles.
Audio: 8-tr., cassette, open reel.

• SEATTLE (Area Code 206)

Cinema Sound Corp., see Investment Technology.

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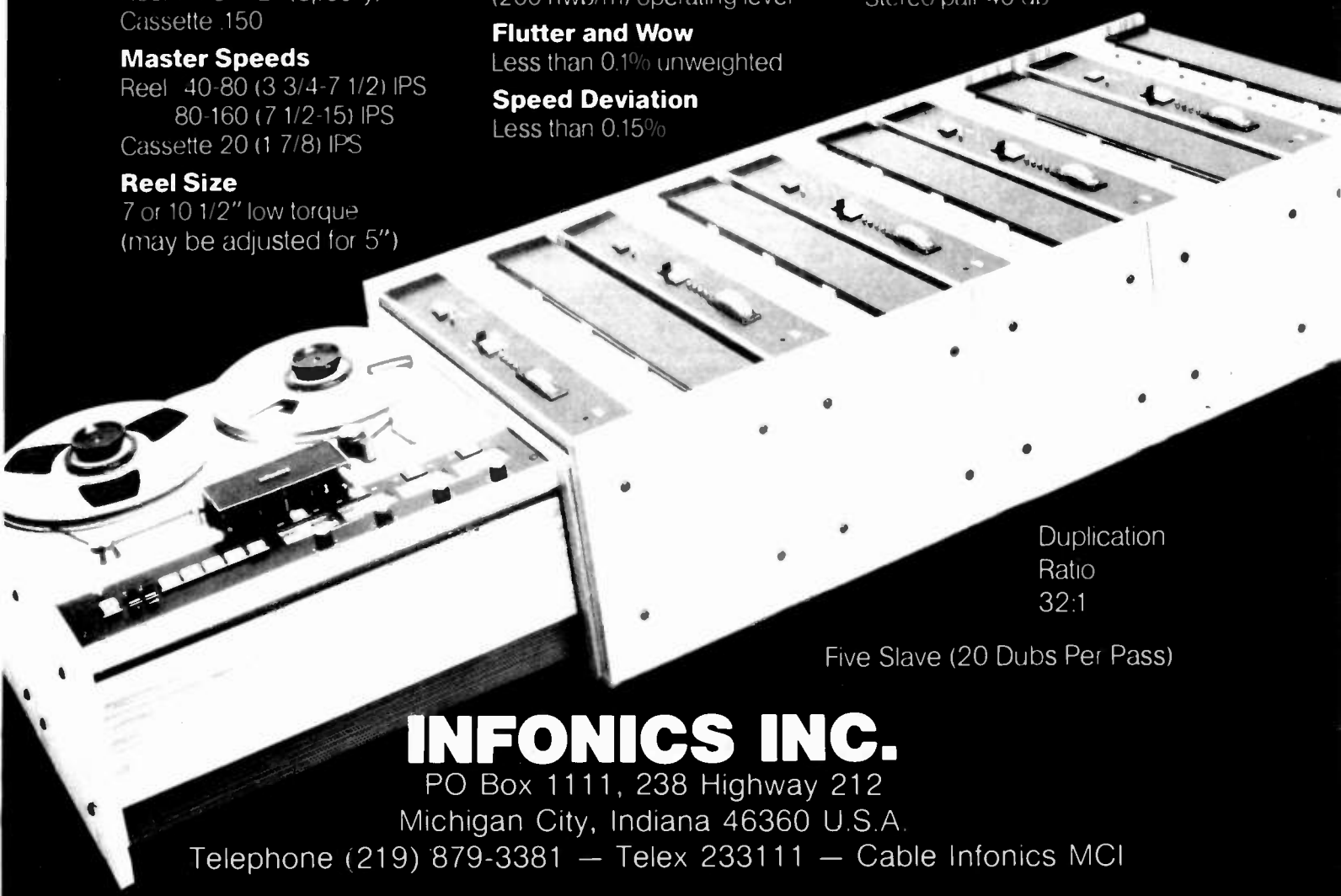

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Audio: Cassette

Audio Cassette Dupl'rs of Wisconsin, 159 E Silver Spring Dr. Zip 53217 Tel 961-1635 Pres J Shutter, Gen. Mgr. G. Miller, Sales Mgr J Stoecker **(PKG)**
Audio: Cassette, open reel
Video: ¾" U-matic cassette, ½" Beta & VHS cassette

Dave Kennedy Rec'g Studios, 231 W Wisconsin Ave Zip 53203 Tel 273 5720. Pres. Dave Kennedy, Chief Eng Larry Drydyk. **(PKG**—labeling service only)
Audio: 8-tr, cassette, open reel

Orange Prod'n House, 6055 W Fond du Lac Zip 53218 Tel 461 3600 Pres Larry Lee Hansen, Gen. Mgr Jack Shaw, Sales Mgr Cindy Gould **(PKG)**
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Arrow, Edelstein, Gross & Margolis, 9200 Sunset Blvd., Suite 1210. Zip: 90069 Tel 274-6184.
Donald B. Bachrach, see Iglow & Bachrach.
Ball, Hunt, Hart, Brown & Baerwitz, 120 Linden Ave, Long Beach 90802 Tel 435-5631.
Barger & Wolen, Security Pacific Plaza, 333 S. Hope St, 38th ff Zip: 90071. Tel 680-2800. Cable: BARWOL Telex: 181074.
Stephen M. Baron, 10100 Santa Monica Blvd., 25th fl. Zip. 90067. Tel: 553 8200.
Barovick, Konecky, Braun, Schwartz & Kay, 9665 Wilshire Blvd., Suite 300, Beverly Hills 90212 Tel: 278 2752. Cable HARBARKOG. Telex 69-8656.
Beehler, Mockabee, Arant & Jagger, 3435 Wilshire Blvd., Suite 1100. Zip 90010. Tel: 385-7087.
Belcher, Henzie & Biegenzahn, PC, 333 S Hope St., Suite 3650. Zip 90071 Tel 624-8293
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Irwin & Rowan Law Office, 2029 Century Park E., Suite 1690. Zip: 90067. Tel: 553-2526.
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Charles Krohn, 1680 Vine St. Zip: 90028. Tel: 460-4730.
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Levine, Gorman & Levine, 1900 Ave. of the Stars. Zip: 90067. Tel: 553-2400.
Levine, Krom & Unger, 404 N. Roxbury Dr., Suite 600, Beverly Hills 90210. Tel: 273-3555. Cable: LEVKRO.
Levinson, Rowen, Miller, Jacobs & Kabrins, 2 Century Plaza, 2049 Century Park E. Zip: 90067. Tel: 557-2455, 879-2515.
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Ed Morris, 6430 Sunset Blvd. Zip: 90028. Tel: 467-1431.
Nilsson, Robbins, Dalgarn & Berliner, 707 Wilshire Blvd., Suite 4750. Zip: 90017. Tel: 620-0600. Cable: LAPAT.
Milton E. Olin Jr., see Mitchell, Silberberg & Knupp.
O'Melveny & Meyers, Crocker Citizens Nat'l Bank Bldg., 611 W. Sixth St. Zip: 90017. Tel: 620-1120. Cable: MOMS.
Oppenheim, Appel & Dixon, 2029 Century Park E. Zip: 90067. Tel: 277-0400.
Randrew A Outlaw, 2049 Century Park E., Suite 1800. Zip: 90067. Tel: 552-9337.
Pacht, Ross, Warne, Bernhard & Sears Inc., 1800 Ave. of the Stars, Suite 500. Zip: 90067. Tel: 277-1000. Cable: PAWARB. TWX: (910) 490-2597.
Padel, Kaden & Nadel, 8600 Melrose Ave. Zip: 90069. Tel: 652-8150.
Averill C. Pasarow, 6380 Wilshire Blvd. Zip: 90048. Tel: 653-2321.
Donald Passman, see Gang, Tyre & Brown.
Lee Phillips, see Manatt, Phelps, Rothenberg & Tunney.
Pollock, Bloom & Dekom, 9255 Sunset Blvd., Suite 1011. Zip: 90069. Tel: 278-8622.
Pollock, Pollock & Fay, PC, 1888 Century Park E., Suite 1520. Zip; 90067. Tel: 879-0111.
Poms, Smith, Lande & Rose, PC, 1888 Century Park E., Suite 1000. Zip: 90067. Tel: 277-4181. Cable: POMPAT. Telex: 698271.
Joseph E. Porter III, 9465 Wilshire Blvd., Suite 730, Beverly Hills 90212. Tel: 278-4782. Telex: 696191.
Peter Priamus, 707 Wilshire Blvd. Zip: 90017. Tel: 628-9152.
Reed & Shaw, Broadway Plaza Bldg., 700 S. Flower St. Zip: 90017. Tel: 622-1100.
Regan, Goldfarb, Heller, Wetzler & Quinn, 9601 Wilshire Blvd., Beverly Hills 90210. Tel: 273-3737.
Mitchell N. Reinis, 3550 Wilshire Blvd., Suite 1720. Zip: 90010. Tel: 386-1300.
Irwin Rennert, 1880 Century Park E. Zip: 90067. Tel: 553-1707.
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Rogers & Harris, 9200 Sunset Blvd., Suite 404. Zip: 90069. Tel: 272-8489.
Romney, Schaap, Golant, Disner & Ashen, 9720 Wilshire Blvd., 6th fl., Beverly Hills 90212. Tel: 550-7121.
Michael Rosenfeld, see Rosenfeld, Kassoy & Kraus.
Rosenfeld, Kassoy & Kraus, 270 N. Canon Dr., Suite 300, Beverly Hills 90210. Tel: 858-7788. TWX: (910) 490-5929.
Rosenfeld, Meyer & Susman, 9601 Wilshire Blvd., 4th fl., Beverly Hills 90210. Tel: 858-7700. Cable: ROMERSU.
Roston & Schwartz, PC, 5900 Wilshire Blvd., Suite 1430. Zip: 90036. Tel: 938-3658. Cable: ROSCHPAT.
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David Rudich, 9255 Sunset Blvd., Suite 414. Zip: 90069. Tel: 550-8020. Cable: CABLELAW.
Rudin, Perlstein & Chieffo, 9601 Wilshire Blvd., Suite 526, Beverly Hills 90210. Tel: 278-6060. Cable: RUDLAW.
Rutter & Ebbert, 1900 Ave. of the Stars, Suite 2200. Zip: 90067. Tel: 879-9494.
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Schlesinger & Guggenheim, 6255 Sunset Blvd., Suite 1214, Hollywood 90028. Tel: 462-6011. Telex: 181398.
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Schulenberg & Warren, PC, 10100 Santa Monica Blvd., 25th fl. Zip: 90067. Tel: 553-8200.
Schurmer, Drane, Bullis & McCarthy, 10880 Wilshire Blvd., Suite 1000. Zip: 90024. Tel: 879-1428.
K. Schwartz, see Oppenheim, Appel & Dixon.
Ross Schwartz, see Cooper, Epstein & Hurewitz.
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Sélan & Schaeffer, 2029 Century Park E. Zip: 90067. Tel: 553-5301.
Selvin & Weiner, PC, 1900 Ave. of the Stars, Suite 2400. Zip: 90067. Tel: 277-1555, 879-1555. Cable: SELCOLAW.
Alan M. Shafer, see Fine, Armstrong, Perzik & Friedman.
Shahin & Wawro, A Law Corp., 1801 Century Park E. Zip: 90067. Tel: 879-1500.
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Shearer, Fields & Shearer, 9255 Sunset Blvd., Suite 616. Zip: 90069. Tel: 272-8252, 274-5434.
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Simon & Sheridan, 2404 Wilshire Blvd., Suite 400. Zip: 90057. Tel: 380-3330.
Sklar, Coben & Stashower Inc., 6399 Wilshire Blvd. Zip: 90048. Tel: 651-2333.
Staff, Mosk & Rudman, 9200 Sunset Blvd., Suite 825. Zip: 90069. Tel: 275-5351. Cable: SEMINAR. Telex: 69-8309.
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Smaltz & Neelley, 530 W. Sixth St. Zip: 90014. Tel: 625-1666.
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Spensley, Horn, Jubas & Lubitz, 1880 Century Park E., Suite 500. Zip: 90067. Tel: 553-5050. Cable: TECHLAW.
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Stephens, Martin, Berg & Lasater, PC, 555 S. Flower St., Suite 2020. Zip: 90071. Tel: 629-3111.
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Stern & Stambul, PC, 11661 San Vicente Blvd., Suite 1010. Zip: 90049. Tel: 272-9216.
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Whann & McManigal, 315 W. Ninth St., Suite 920. Zip: 90015. Tel: 622-7163.
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Werner Wolfen, see Irell & Manella.
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Youngman, Hungate & Leopold, 2049 Century Park E., 31st fl. Zip: 90067. Tel: 277-3333.
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Ziffren, Brittenham & Gullen, 2049 Century Park E. Zip: 90067. Tel: 552-3388, 879-2813.

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Buchanan & Wagner, 3320 Bank of America Center. Zip: 94104. Tel: 391-1510.
Cadwalader & Black, 155 Montgomery St., 15th fl. Zip: 94104. Tel: 989-1221.
Canady & Pollack, Hartford Bldg., 650 California. Zip: 94108. Tel: 434-1600.
Ferguson, Hoffman, Henn, Mandel & Heil Inc., 1365 Columbus Ave. Zip: 94133. Tel: 673-8300.
Fitch, Even, Tabin & Luedeka, 605 Market St. Zip: 94105. Tel: 777-4690.
Erwin Fredrich, 3025 Fillmore. Zip: 94123. Tel: 563-8870.
Gordon & Hodge, 544 Pacific Ave. Zip: 94133. Tel: 391-4550.
Robert E. Gordon, see Gordon & Hodge.
Jeff Graubert, Ghirardelli Square, Chocolate Bldg., 4th fl., 900 North Point. Zip: 94109. Tel: 441-1211.
Harrison & Hearn, 425 California St., Suite 2501. Zip: 94104. Tel: 956-6431. **Branch: San Jose, Calif.,** Crocker Plaza, 84 W. Santa Clara St., Suite 600. Zip: 95113. Tel: (408) 298-7565.
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Richard A. Hodge, see Gordon & Hodge.
Jacobs, Sills & Coblentz, Bank of America Center, 555 California St. Zip: 94104. Tel: 391-4800.
Michael Krassner, see Rohan & Stepanian.
Lillick, McHose & Charles, 2 Embarcadero Center, 26th fl. Tel: 421-4600.
Howard Prim, see Canady & Pollack.
Brian Rohan, see Rohan & Stepanian.
Rohan & Stepanian, 819 Eddy St. Zip: 94109. Tel: 771-6174. Telex: 340224.
Rudy, Rapoport & Holden, Russ Bldg., 22nd fl., 235 Montgomery St. Zip: 94104. Tel: 981-4850.
Sedgwick, Detert, Moran & Arnold, 111 Pine St., 11th fl. Zip: 94111. Tel: 982-0303.
Richard K. Thompson, 860 Corbett Ave. Zip: 94131. Tel: 285-8070.
Winchell & Winchell, 22 Battery St. Zip: 94111. Tel: 956-5700.

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Berl Bernhard, 1660 L St. NW. Zip: 20036. Tel: 452-7424.
Burns, Jackson, Miller, Summit & Jacoby, 1025 15 St. NW. Zip: 20005. Tel: 659-3300.
Robert Delson, 1900 L St. NW. Zip: 20036. Tel: 833-9540.
Dressler, Goldsmith, Clement, Gordon & Shore Ltd., 609 Crystal Plaza 1, Arlington, Va. 22202. Tel: (703) 521-1880.
Michael C. Elmer, see Finnegan, Henderson, Farabow & Garrett.
Finnegan, Henderson, Farabow & Garrett, 1775 K St. NW. Zip: 20006. Tel: 293-6850.
Gibson, Dunn & Crutcher, 1776 G St. NW. Zip: 20006. Tel: 789-8500.
Jones, Day, Reavis & Pogue, 1735 I St. NW. Zip: 20006. Tel: 861-3939. Cable: REPLAW.
Lillick, McHose & Charles, 1333 New Hampshire NW. Zip: 20036. Tel: 785-3288.
Rogers & Wells, 1666 K St. NW. Zip: 20002. Tel: 331-7760. Cable: WALAW. Telex: 248439.
Charles B. Ruttenberg Esq., see Arent, Fox, Kintner, Plotkin & Kahn.
Robert M. Scrier, see J.E. Wingfield Law Offices.
Troy, Malin & Pottinger, 1300 19 St. NW. Zip: 20036. Tel: 828-1900.
William Utz, 1320 19 St., 4th fl. Zip: 20036. Tel: 785-2130.
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GEORGIA

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Kneller & Sanders, Peachtree Summit, Suite 1948, 401 W. Peachtree St. NW. Zip: 30308. Tel: 523-2322.
Macey & Zusmann, 1795 Peachtree Rd. NE. Zip: 30309. Tel: 897-7200.
Scott Sanders, see Kneller & Sanders.
Mark Edward Sheplock, Equitable Bldg., 97 Peachtree Park Dr. Zip: 30309. Tel: 522-2260.
Trauner, King & Cohen, 38 Old Ivy Rd. NE. Zip: 30342. Tel: 233-1900.

ILLINOIS

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Richard E. Alexander Ltd., 33 N. Dearborn St. Zip: 60602. Tel: 726-7800.
Allegretti, Newitt, Witcoff & McAndrews, 125 S. Wacker Dr. Zip: 60606. Tel: 372-2160. TWX: (910) 221-5317.
Alter & Weiss, 208 S. LaSalle St., Suite 510. Zip: 60604. Tel: 337-2100. Cable: ALT.
Arvey, Hodes, Costello & Burman, 180 N. La Salle St. Zip: 60601. Tel: 855-5000.
Marshall Burmeister, see Burmeister, York, Palmatier, Hamby & Jones.
Burmeister, York, Palmatier, Hamby & Jones, 135 S. La Salle St., Suite 1046. Zip: 60603. Tel: 782-6663.
Jerome Butler, 69 W. Washington. Zip: 60602. Tel: 263-4882.
Charles B. Cannon, 135 S. La Salle St., Suite 640. Zip: 60603. Tel: 236-1585. Cable: CANPAT Chicago.
Joel M. Carlins, see Carlins & Marrinson.
Carlins & Kamensky, 120 S. La Salle St. Zip: 60601. Tel: 368-1666.
Carlins & Marrinson Ltd., 180 N. LaSalle St., Suite 1810. Zip: 60601. Tel: 726-9710.
Cook, Wetzel & Egan Ltd., PC, 135 S. La Salle St. Zip: 60603. Tel: 236-8500.
Joseph M. Crispino, 6914 W. North Ave. Zip: 60635. Tel: 622-4800.
Dressler, Goldsmith, Clement, Gordon & Shore Ltd., 1825 Prudential Plaza. Zip: 60601. Tel: 527-4025. Cable: SCHNEIDRES.
Fitch, Even, Tabin & Luedeka, 135 S. La Salle St. Zip: 60603. Tel: 372-7842. Cable: PATLAW.
Gary, Juettner & Pyle, 33 N. Dearborn St., Suite 2301. Zip: 60602. Tel: 236-8123. Cable: FRANBEL.
John B. Hirsch, 33 N. Dearborn St. Zip: 60602. Tel: 372-3276.
Hosier, Niro & Daleiden Ltd., 135 S. La Salle St. Zip: 60603. Tel: 236-0733.
Hume, Clement, Brinks, William & Olds Ltd., PC, 1 IBM Plaza, Suite 4100. Zip: 60611. Tel: 822-9800. Cable: JUDICATURE CHICAGO. Telex: 25-4300.
Kegan, Kegan & Berkman, 79 W. Monroe St. Zip: 60603. Tel: 782-6495. Cable: JADEF.
Keil & Witherspoon, 135 S. La Salle St., Suite 1260. Zip: 60603. Tel: 236-5030. Cable: COUNSEL-CHICAGO. Telex: 25-3862.
Kinzer, Plyer, Dorn & McEachran, 55 E. Monroe St. Zip: 60603. Tel: 236-1112. Cable: ELECTRIFY.
Robert Knechtel, 20 W. Wacker Dr., Suite 4020. Zip: 60606. Tel: 726-5342.
Laff, Whitesel & Rockman, John Hancock Center, 875 N. Michigan Ave. Zip: 60611. Tel: 649-0200. Cable: LAWHRO.
Tom Leavens, 875 N. Michigan Ave. Zip: 60611. Tel: 664-3620.
Lee & Smith, 10 S. Riverside Plaza, Suite 330. Zip: 60603. Tel: 726-1982.
Lettvin & Geren, 135 S. La Salle St., Suite 1400. Zip: 60603. Tel: 641-3320.
Levenfeld & Kanter, 10 S. La Salle St., 8th fl. Zip: 60603. Tel: 346-8380.

Leydig, Voit, Osann, Mayer & Holt Ltd., 1 IBM Plaza, Suite 4600. Zip: 60611. Tel: 822-9666. Cable: WOLFEHUB.
Lockwood, Dewey, Alex & Cummings, 1 First Nat'l Plaza, Suite 3030. Zip: 60670. Tel: 782-4860. Telex: 25-3631.
Mason, Kolehmainen, Rathburn & Wyss, 20 N. Wacker Dr. Zip: 60606. Tel.: 621-1300. Cable: MAKRAW. TWX: (910) 221-5312.
Lewis F. Matuszewich & Assocs., 33 N. Dearborn. Zip 60602. Tel: 726-8787.
Dennis M. McWilliams, 53 W. Jackson Blvd., Suite 1215. Zip: 60604. Tel: 427-1351. Cable: MANBRO.
Linda Mensch, see Shelton, Kalcheim & Cotnoir.
Merriam, Marshall & Bicknell, 2 First Nat'l Plaza, Suite 2100. Zip: 60603. Tel: 346-5750. Telex: 25-3856.
Neuman, Williams, Anderson & Olson, 77 W. Washington St. Zip: 60602. Tel: 346-1200. Cable: JONAD TW. TWX: (910) 221-5530.
Olson, Trexler, Wolters, Bushnell & Fosse Ltd., 141 W. Jackson Blvd. Zip: 60604. Tel: 427-8082.
Claudia Oney, 1 N. La Salle St. Zip: 60602. Tel: 782-1964.
John L. Parker & Assocs., 39 S. La Salle St. Zip: 60603. Tel: 263-6560.
Pattishall, McAuliffe & Hofstetter, Prudential Plaza. Zip: 60601. Tel: 642-9518. Cable: ROWOOD. Telex: 254473.
Piggott & Gerstman Ltd., 2 N. La Salle St. Zip: 60602. Tel: 263-4350.
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Schulman, Silverman & Kreiter, 180 N. La Salle St. Zip: 60601. Tel: 332-7400.
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Shelton, Kalcheim & Cotnoir, 79 W. Monroe St., Suite 1305. Zip: 60603. Tel. 782-8854.
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Silverman, Cass & Singer Ltd., 105 W. Adams St. Zip: 60603. Tel: 726-6006. Cable: SILCAS. Telex: 25-4359.
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Tilton, Fallon, Lungmus & Chestnut, 209 S. La Salle St. Zip: 60604. Tel: 263-1841. Cable: PATRAC.
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MASSACHUSETTS

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NEW YORK

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Amster, Rothstein & Engleberg, 90 Park Ave. Zip: 10016. Tel: 697-5995. Cable: AMROTHPAT. TWX: (710) 581-4766.
Anderson & Goldman, 295 Madison Ave. Zip: 10017. Tel: 679-2400. Cable: ANGOATTY. Telex: 236-402.
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Arrow, Edelstein, Gross & Margolis, PC, 1370 Ave. of the Americas. Zip. 10019. Tel: 586-1451. Telex: 224-600.
Arum, Friedman & Katz, 450 Park Ave. Zip: 10022. Tel: 644-9800.
Austrian, Lance & Stewart, PC, 630 Fifth Ave. Zip: 10020. Tel: 489-9500. Cable: AUSTRIANCE.
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Becker & London, 15 Columbus Circle. Zip: 10023. Tel: 541-7070. Cable: BECLOND.
Beldock, Levine & Hoffman, 565 Fifth Ave. Zip. 10017. Tel: 490-0400. Cable: TELHOFFLAW. Telex: 42-2046.
Myron Beldock, see Beldock, Levine & Hoffman.
Alan S. Bergman, see Zissu, Stein, Bergman, Couture & Mosher.
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Bobrow, Greenapple, Burton, Distler & Midler, 919 Third Ave. Zip: 10022. Tel: 752-2604.
Brooks, Haidt, Haffner & Delahunty, 99 Park Ave. Zip: 10016. Tel: 697-3355. Cable: BROHAD. Telex: 236306.
Brumbaugh, Graves, Donohue & Raymond, 30 Rockefeller Plaza. Zip: 10020. Tel: 489-3300. Cable: CAMBRUFREE. Telex: 238555.
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Burgoyne, Rose & Bohmart, 551 Fifth Ave. Zip: 10017. Tel: 986-0060.
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Burns, Jackson, Miller, Summit & Jacoby, 445 Park Ave. Zip: 10022. Tel: 980-3200. Cable: BURNLEX. Telex: 74-8376.
Burns, Lobato & Adams, PC, 71 Broadway. Zip: 10006. Tel: 742-0760. Cable: BURNSLAW. ITT Telex: 421-487; RCA Telex: 235-451.
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Cohn, Glickstein, Lurie, Ostrin & Lubell, 1370 Ave. of the Americas. Zip: 10019. Tel: 757-4000. Cable: COHGLICK.
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Colton, Weissberg, Hartnick & Yamin, 505 Park Ave. Zip: 10022. Tel: 371-4350. Cable: EDECOLT.
Connor & Chopnick, 9 E. 46 St. Zip: 10017. Tel: 697-8130. Cable: LACONIC.
Cooper, Dunham, Clark, Griffin & Moran, 30 Rockefeller Plaza. Zip: 10020. Tel: 977-9550. Cable: KERCURTIS. Telex: 422-523.
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Cowan, Leibowitz & Latman, PC, 200 E. 42 St. Zip: 10017. Tel: 986-6272. Cable: COWLIELAT. Telex: 428143.
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Curtis, Morris & Safford, PC, 530 Fifth Ave. Zip: 10036. Tel: 840-3333. Cable: CUMOSAT. Telex: 222517.
Darby & Darby, PC, 405 Lexington Ave. Zip: 10017. Tel: 697-7660. Cable: YBRAD.
Davis & Gilbert, 850 Third Ave. Zip: 10022. Tel: 593-0707.
Davis, Hoxie, Faithfull & Hapgood, 45 Rockefeller Plaza. Zip: 10020. Tel: 757-2200. Cable: EXPLICIT. Telex: 12-8162; Int'l Telex: 42-1236.
Delson & Gordon, 230 Park Ave. Zip: 10017. Tel: 661-9800. Cable: DELEGOR. Telex: 23-6153. TWX: (710) 581-4437.
Alvin Deutsch, see Linden & Deutsch.
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Egon Dumler, 575 Madison Ave. Zip: 10022. Tel: 759-4580.
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Owen Epstein, see Levine & Thall.
Robert Epstein, see Casper & Epstein.
Eyre, Mann, Lucas & Just, 155 E. 44 St. Zip: 10017. Tel: 682-4980. Cable: ANMANN.
Seymour Feig, see Feig & Taubman.
Feig & Taubman, 159 W. 53 St. Zip: 10019. Tel: 586-6380.
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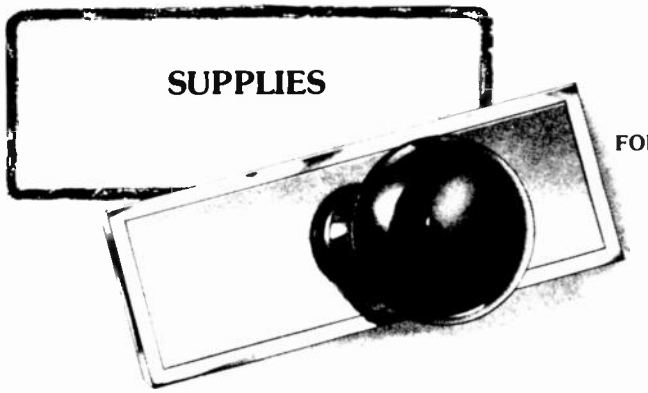

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Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 6902 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-2701. Pres.: Edward C. Khoury; VP Mktg. Admin.: John Apsitis; VP Domestic Sales: Larry Hockemeyer; VP Int'l Sales: Bud Jackson; Mktg. Coord.: Natalie Goss.
Sales offices: 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.—**New York, N.Y.,** 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470.
Int'l branch: Singapore
Audio: 8-tr. parts.
Brand name: Audio Pak.

Custom Cartridge Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668. Pres.: Clif Tant.
Audio: 8-tr.

D A K Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: 984-1559; WATS (800) 423 2636. Cable: DAKENT. Telex: 651396. Pres.: Drew Alan Kaplan.
Audio: Cassette liners, hubs, housings, pins, rollers & pressure pads.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. TWX: (710) 320-0885. Pres.: Otto Morningstar; Exec. VP: Greg Mathus; VP Mktg.: Jere Hill; Sales & Mktg. Mgrs.: (audio-video) Gene Hull, (consumer) Peggy Harmatz.
Audio: 8-tr. & cassette parts. (SEE ADVERTISEMENT)

Delta Magnetics Corp., 1901 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 627-6556. Telex: 642271.
Branch: Edison, N.J., PO Box 494. Zip: 08817. Tel: (201) 287-8907.
Audio: Graphite coated cassette shims & roll stock.

Dixon Inds. Corp. (a Bundy Co.), 386 Metacom Ave., Bristol, R.I. 02809. Tel: (401) 253-2000. Telex: 92-7706. Pres.: Bert Katzanek; Sales Mgr.: John F. McCurdy Jr.
Audio: Cassette shims, acetal post rollers, cartridge top rings & teflon thrust washers.
Video: U-matic, Beta & VHS cassette tabs, guides & teflon thrust pads.

Donnak Inds., PO Box 422, Ridgefield, N.J. 07657. Tel: (201) 945-6820.
Audio: Cassette hubs, flanged rollers, slip sheets, stainless steel pins, spring pads, shields, sonic & screw-type shells & windows. (SEE ADVERTISEMENT)

Chet Dunn Assocs. Mfg. Rep., 20 Locke Rd., Billerica, Mass. 01821. Tel: (617) 663-2000. Telex: 947429. Pres.: Chet Dunn.
Audio: Staking rods, leader locks. (SEE ADVERTISEMENT)

Dyna/Day Plastics Inc. (sub. of American Sound), 6270 S. Country Club Rd., Tucson, Ariz. 85706. Tel: (602) 746-1001. Pres.: Frank S. Day; VP & Gen. Mgr.: Larry Rossier; Sales: Leslie Day.
Sales offices: North Hollywood, Calif., 8120 Webb Ave. Zip: 91605. Tel: (213) 768-6100. Sales Dir.: Bill Dawson—**Closter, N.J.,** 317 Harrington Ave. Zip: 07624. Tel: (201) 767-9033. VP Mktg.: Paul Adams.
Audio: Cassette hubs, rollers & shells.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Cable: ELMAR. TWX: (910) 346-6940. Pres.: Allen Schor.
Audio: 8-tr. & cassette parts. (SEE ADVERTISEMENT)

Filam Nat'l Plastics Inc., 13984 S. Orange Ave., Paramount, Calif. 90723 Tel: (213) 630-2500.
Audio: Hub locks. (SEE ADVERTISEMENT)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Ed Gabriel, VP: Richard Gabriel, Gen. Mgr.: Vin Tullo; Adv. Mgr.: Ellen Gabriel.
Audio: Hubs, pins, rollers, shells.

Hi-Flex Corp., 404 Artillery Rd., Taylors, S.C. 29687 Tel: (803) 268-2363.
Audio: Cassette shims ("punched out" & continuous), pressure pads.

Horian Eng'g Inc., 600 Lake Emma Rd., Lake Mary, Fla. 32746. Tel: (305) 323-2400. TWX: (810) 856-0300. Pres.: Richard C. Horian; Gen. Mgr.: James Horian; Sales Mgr.: Robert L. Horian; Adv. Mgr.: Sue Coleman.
Audio: 8-tr. & cassette shells.

Imco Inc., PO Box 444, Huntington, Ind. 46750. Tel: (219) 356-4810.
Audio: Elastomeric pinch rollers.

Joyce Molding Corp., 501 Division St., Boonton, N.J. 07005. Tel: (201) 334-2020.
Audio: pinch rollers, pressure pads.
Brand name: Max Sound. (SEE ADVERTISEMENT)

Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85719. Tel: (602) 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian.
Audio: All cassette parts.

L J S Corp., 1225 Broadway, Main Floor, New York, N.Y. 10001. Tel: (212) 725-0290. Pres.: George T. Saddler, Gen. Mgr.: H. Johnson, Sales Mgr.: Elias Smyrnakis.
Audio: All components.

Lenco Co., PO Box 160, 10240 Deerpark Rd., Waverly, Neb. 68462. Tel: (402) 786-7488. Pres.: Don Leonhardt; Mktg. Dir.: Brad Harse; Sales Mgr.: Daryl Chapelle.
Audio: Cassette hubs, rollers, tab inserts, hub locks. (SEE ADVERTISEMENT)

Loranger Mfg. Corp., Entertainment Prods. Div., 10-48 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. VP: Robert Loranger.
Audio: 8-tr. & cassette parts. (SEE ADVERTISEMENT)

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri.
Audio: Cassette guide rollers, keyhole hubs.

Max Sound, see Joyce Molding.

Minnesota Rubber Co., 3630 Wooddale Ave. S., Minneapolis, Minn. 55416. Tel: (612) 927-1400.
Audio: 8-tr. pinch & drive rollers.

Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5668.
Factory: Jackson, Tenn., 74 Mission Dr. Zip: 38301. Tel: (901) 423-0810.
Audio: Cassette parts. (SEE ADVERTISEMENT)

Mr. Cassette Video Corp., 234 Fifth Ave., No. 304, New York, N.Y. 10001. Tel: (212) 689-9332. Pres.: George T. Saddler; Gen. Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Video: All videocassette parts.

Overland Prods. Co. Inc., PO Box 567, 515 N. Pierce St., Fremont, Neb. 68025. Tel: (402) 721-7270. Pres. & Sales Mgr.: Howard J. Pearson.
Audio: 8-tr. & cassette pressure pads, pins & shields. (SEE ADVERTISEMENT)

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865, San Francisco, Calif. 94107. Tel: (415) 495-8830.
Home office: Canada.

Audio: Cassette components.
Brand name: Analyst.

Respond Int'l Elecs. Inc., 1190 Miraloma Way, Suite Y, Sunnyvale, Calif. 94086. Tel: (408) 245-1351. Cable: RESPOND. TWX: (910) 339-9317. Pres.: Ronald L. Akin.

Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888.
Audio & Video: Plastic & rubber injection molding machines for tape parts.

Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080. Tel: (201) 757-7330. Pres.: Edward Monett, VP: Jack E. Monett.
Audio: 8-tr. pinch rollers.

Shape Inc., PO Box 366, Biddeford Int'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Telex: 944325.
Audio: Cassette hubs, pins, pressure pads, rollers, shells, shields (SEE ADVERTISEMENT)

Specialty Composites Corp., Delaware Int'l Park, Newark, Del. 19713. Tel: (30) 738-6800. Sales Mgr.: R. Prybutok; Adv. Mgr.: J. Welsh.
Audio: Pressure pads.

Taperponents Inc., see J.C. Anglum.

Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000.
Audio: Cassette hubs, double flanged rollers, slip sheets, stainless steel pins, tabs. (SEE ADVERTISEMENT)

Unique Prods. Inc., 2501 W. 237 St., Torrance, Calif. 90505. Tel: (213) 530-7500. TWX: (910) 347-6236. Pres.: George Lusko.
Audio: Cassette pressure pads, pins, shields & windows, screws, digital pressure pads, continuous reels.

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.
Audio: 8-tr.—snap & screw-type halves, bronze & foam type pressure pads, platforms; cassette—sonic, screw & snap type halves, stainless steel pins, pressure pads, mu-metal shields, hubs, double flanged idler rollers, window, teflon, graphite & polyester shield gaskets & liners & stainless steel pins.

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Video: ¾" U-matic cassette, ½" VHS cassette.

A/V Paragon, see Universal Tape.

Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Telex: 348464. TWX: (910) 378-5920.
Sales Offices: Birmingham, Ala. PO Box 845. Zip: 35205. Tel: (205) 823-6132—**Glendale, Calif.,** 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—**San Diego, Calif.,** PO Box 99847. Zip: 92109. Tel: (714) 272-8337—**Denver, Colo.,** 2124 S. Birch. Zip: 80222. Tel: (303) 757-1829/6491—**Orlando, Fla.,** PO Box 15008-B. Zip: 32808. Tel: (305) 423-2962—**Atlanta,**

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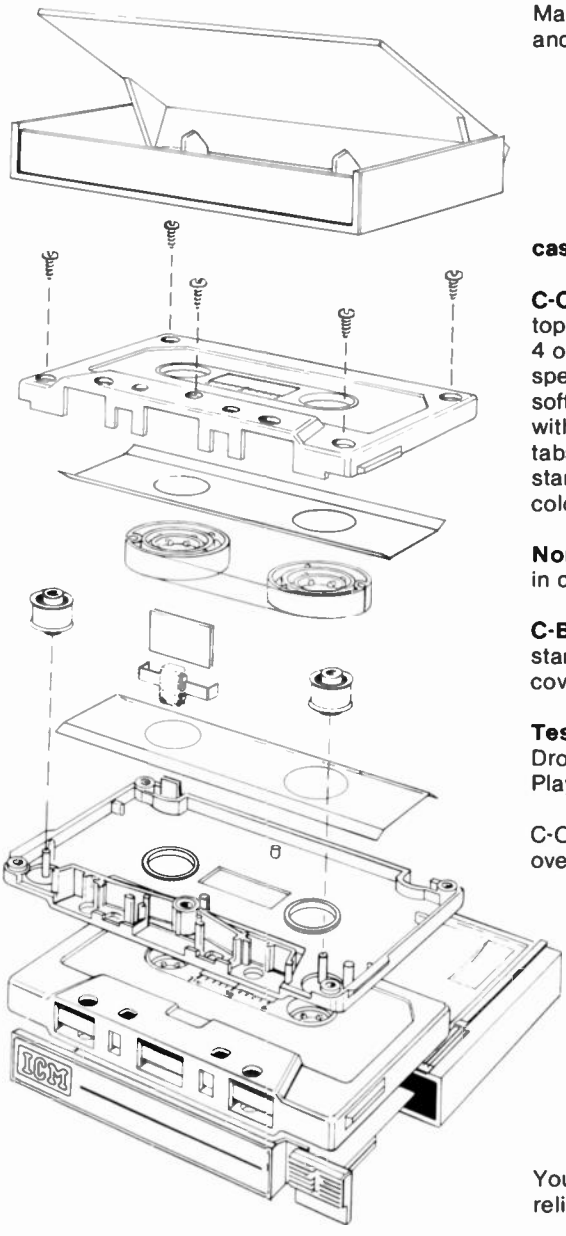

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Ampro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXXRON. Telex: 425233.
Audio: 8-tr., cassette.

Analyst, see Pacific Int'l

J.C. Anglum Co. Inc./Tapeponents Inc., Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263-1442. Pres.: J. Clifford Anglum.
Audio: 8-tr., cassette.

Athenia Inds. Inc., 2200 Industrial Way S., Toms River, N.J. 08753. Tel: (201) 244-8500. Pres.: Louis Ligator; Sales Mgr.: Mark Chayet.
Corp. office: Hauppauge, N.Y., 1290 Motor Pkwy. Zip: 11787. Tel. (516) 234-2010.
Audio: Cassette & sub-assemblies of cassette parts.

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Burlington Audio Tapes Inc., 106 Mott St., Oceanside, N.Y. 11572. Tel. (516) 678-4414. Pres.: Ruth Schwartz; VP: Rudy Schwartz.
Audio: Reels.
Brand name: Olympic. (SEE ADVERTISEMENT)

Cadet Recs. Inc., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Mgr.: Don Macmillan.
Branch: Park Ridge, N.Y., 12 Maple Leaf Dr. Zip: 07656. Tel. (201) 391-3676. VP Sales & Mktg.: Robert K. Herrington.
Audio: 8-tr.

Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel: (815) 397-3200. Cable: CARTERCORP. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming, Plant Mgr.: W. Skip Kruger.
Audio: Reels.

Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel. (914) 968-1605. Pres.: Leonard Ripley.
Audio: Screw-type cassettes, mini-cassettes.

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel. (714) 634-4280; WATS (800) 854-3943. TWX: (901) 593-1611. Pres.: Edwin Gamson; VP Mktg.: Ray Allen; Adv. Mgr.: Hal Wilde.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

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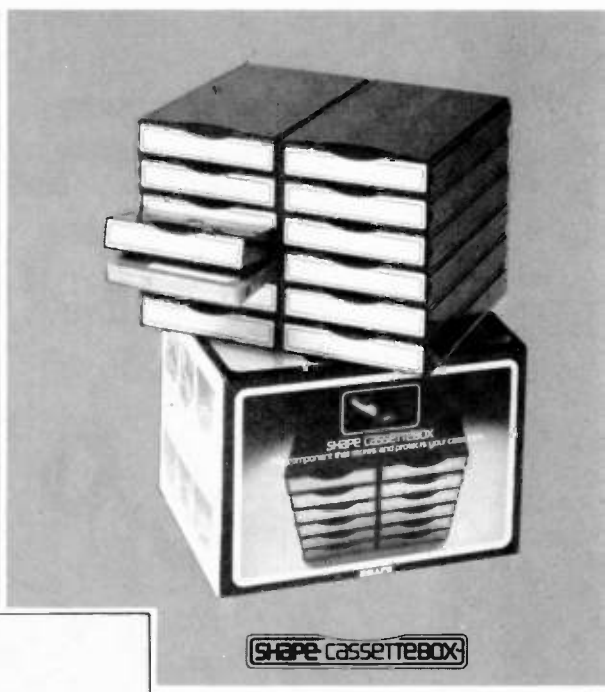

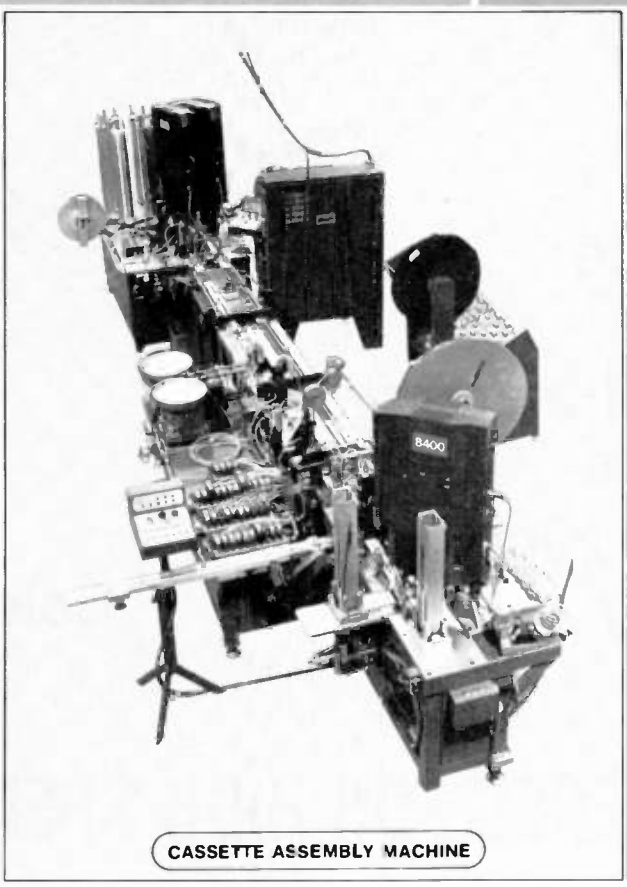

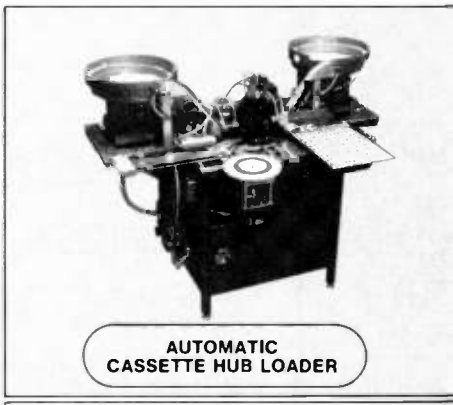

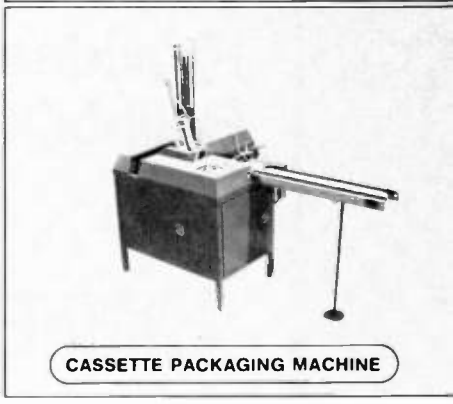

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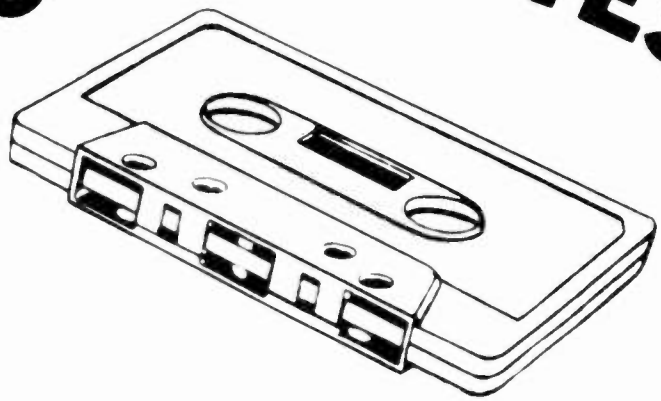

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Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Dyna/Day Plastics Inc. (sub. of American Sound), 6270 S. Country Club Rd., Tucson, Ariz. 85706. Tel: (602) 746-1001. Pres.: Frank S. Day; VP & Gen. Mgr.: Larry Rossier; Sales: Leslie Day.
Sales offices: North Hollywood, Calif., 8120 Webb Ave. Zip: 91604. Tel: (213) 768-6100. Sales Dir.: Bill Dawson—**Closter, N.J.,** 317 Harrington Ave. Zip: 07624. Tel: (201) 767-9033. VP Mktg.: Paul Adams.
Audio: 8 tr., cassette.

E H C, see Electronic Homes.

Electronic Homes Co., 1225 Broadway, Main Floor, New York, N.Y. 10001. Tel: (212) 725-0290. Bd. Chm.: George T. Saddler; Sales Mgr.: Elias Smyrnakis; Adv. Mgr.: Joe Gary.
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Brand name: EHC.

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Audio: NAB cartridges (A, AA, B & C sizes).
Brand names: Fidelipac, Master Cart.

Filam Nat'l Plastics Inc., 13984 S. Orange Ave., Paramount, Calif. 90723. Tel: (213) 630-2500.
Audio: 8 tr., cassette. (SEE ADVERTISEMENT)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Ed Gabriel; VP: Richard Gabriel; Gen. Mgr.: Vin Tullo; Adv. Mgr.: Ellen Gabriel.
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Brand name: ITI.

Joyce Molding Corp., 501 Division St., Boonton, N.J. 07005. Tel: (201) 334-2020.
Audio: 8-tr., cassette.
Brand name: Max Sound. (SEE ADVERTISEMENT)

Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85719. Tel: (602) 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian.
Audio: Cassette.

L J S Corp., 1225 Broadway, Main Floor, New York, N.Y. 10001. Tel: (212) 725-0290. Pres.: George T. Saddler; Gen. Mgr.: H. Johnson; Sales Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Audio: 8-tr., cassette.

Lenco Co., PO Box 160, 10240 Deerpark Rd., Waverly, Neb. 68462. Tel: (402) 786-7488. Pres.: Don Leonhardt; Mktg. Dir.: Brad Harse; Sales Mgr.: Daryl Chapelle.
Audio: 8-tr., cassette, reels. (SEE ADVERTISEMENT)

Loranger Mfg. Corp., Entertainment Prods. Div., 10-48 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. VP: Robert Loranger.
Audio: 8 tr., cassette. (SEE ADVERTISEMENT)

M I P, see Molded Ind'l Plastics.

M J S, 2514 Seaboard Ave., San Jose, Calif. 95131. Tel: (408) 262-8793. Owner: Michael Steiner.
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M M C, see Magnetic Mktg.

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3502. Telex: 138558. Pres.: Thomas J. Hofbauer; Sales Mgr.: Brendan F. Browne; Adv. Mgr.: M. Judge.
Audio: 8 tr., cassette.
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Audio: Cassette. (SEE ADVERTISEMENT)

Marmac, see Mastro.

Master Cart, see Fidelipac.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri.
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Factory: Jackson, Tenn., 74 Mission Dr. Zip: 38301. Tel: (901) 423-0810.
Audio: 8 tr., cassette. (SEE ADVERTISEMENT)

Mr. Cassette Inds. Inc., 234 Fifth Ave., No. 304, New York, N.Y. 10001. Tel: (212) 689-9332. Bd. Chm.: George T. Saddler; Pres.: Joseph Gary; Gen. Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Audio: Cassette.

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That little piece of staking rod is the big difference in the quality of your cassette.

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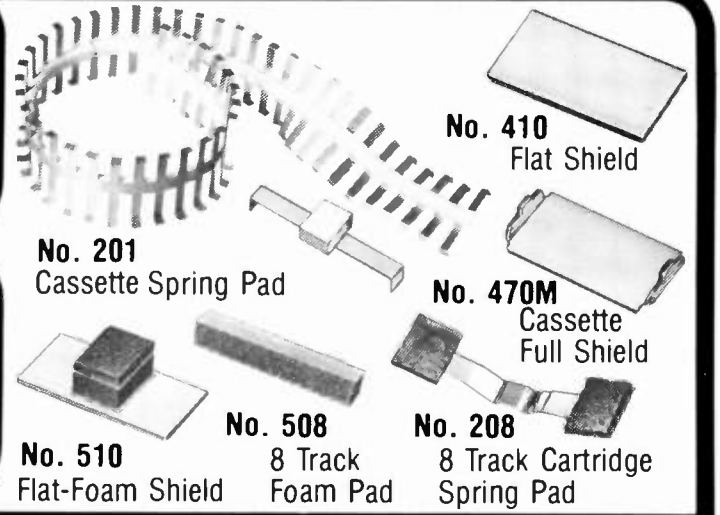

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Mr. Cassette Video Corp., 234 Fifth Ave., No. 304, New York, N.Y. 10001. Tel: (212) 689-9332. Pres.: George T. Saddler; Gen. Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Video: Cassette.

Molded Ind'l Plastics Inc., 151 Wakelee Ave., Ansonia, Conn. 06401. Tel: (203) 735-2331.
Audio & Video: Reels.
Brand name: MIP.

Olimpic, see Burlington.

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1185 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 997-1250. Pres.: Hugh T. Landy; VP Sales: David Grant.
Plants: Compton, Calif., 18700 Laurelpark Rd. Zip: 90220. Tel: (213) 979-8545. Plant Mgr.: Dan Huber—**Richmond, Ind.,** 1600 Rich Rd. Zip: 47374. Tel: (317) 962-9511. Plant Mgr.: George Douglas.
Audio: Cassette.

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865, San Francisco, Calif. 94107. Tel: (415) 495-8830.
Home office: Canada.
Audio: Cassette.
Brand name: Analyst.

Plastic Reel Corp. of America, 46 Passaic St., Wood Ridge, N.J. 07075. Tel: (201) 933-9125. Pres.: F. Giglio; VP & Gen. Mgr.: Robert A. Miller; Sales Mgr.: Pat Baccarella.
Audio: 2⅝", 7" reels, hubs.
Video: Reels for ½", 1" & 2" tape.
Brand name: Plio Magic.

Plio-Magic, see Plastic Reel.

Polyline Corp., 1233 Rand Rd., Des Plaines, Ill. 60016. Tel: (312) 298-5300. Pres.: John Kaiser.
Audio: Plastic reels. (SEE ADVERTISEMENT)

Pro 1 Audio-Visual Inc., PO Box 33, Highland Park, Ill. 60035. Tel: (312) 433-4575. Pres.: R.L. Pink; VP: J. Pink; Sales Mgr.: M.M. Pink; Adv. Mgr.: D.D. Pink.
Audio: Cassette.
Video: Beta & VHS cassette.

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Ray Abrams Jr.
Audio: 8 tr.

Review Ents. (USA) Inc., 54 W. 39 St., New York, N.Y. 10018. Tel: (212) 840-2780. Contacts: Mike Thaler, Paul Smith.
Audio: Cassette.
Video: Cassette (VHS & Beta.) (SEE ADVERTISEMENT)

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post; VP Sales: Stu Caine.
Audio: Cassette.
Brand name: Brand 5.

Scotch, see 3M.

Seca, see Dalsung.

See Hear Inds. (div. of RJA Inc.), 120 W. 155 St., Gardena, Calif. 90248. Tel: (213) 516-0315. Pres.: Ray Jacobs; Sales Mgr.: Bernadette McNulty.
Audio: 8 tr., cassette.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Pres.: Harold Rosen; VP: Barry Rosen.
Audio: 8-tr., cassette.

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155.
Audio: 8 tr., cassette.
Video: VHS cassette. (SEE ADVERTISEMENT)

Solfa, see Dalsung.

Studio Magnetics Co. Inc., 12 Long Island Ave., Holtsville, N.Y. 11742. Tel: (516) 289-3400. Pres.: George Clahane; VP: Craig M. Balaban.
Audio: Screw-type cassette.

Studio Quality, see Ultra Specialty.

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. Telex: 144535. VP & Gen. Mgr.: Ken Kohda; Sales Mgr.: John Schattin; Video Prod. Mgr.: Ed Pessara.
Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Div. Mgr.: Lee Adams—**Marietta, Ga.** 4062 Kingston Court. Zip: 30067. Tel: 952-4600. Reg'l Mgr.: George Casteel—**Des Plaines, Ill.,** 1011 E. Touhy Ave., Suite 165. Zip: 60018. Tel: 297-1341. WATS: (800) 323-5956. Reg'l Mgr.: Jack Pender.
Audio: 7" & 10" metal reels. (SEE ADVERTISEMENT)

Tape-A-Thon Corp./CaVox Stereo Prod'ns, 502 S. Isis Ave., Inglewood, Calif. 90301. Tel: (213) 776-7933. WATS: (800) 421-1029. Pres.: Lee Tate; Sales Dir.: Robert Mayfield.
Audio: Cassette, open reel, NAB cartridge.

Tapemaker Sales Co., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700. Pres.: Arthur Brandwein; Office Mgr.: Karen Sitkoff.
Video: Beta & VHS cassette.

Tapeponents Inc., see J.C. Anglum.

Thalco Audio Inc., 2 Dickens Ave., Dix Hills, N.Y. 11746. Tel: (516) 667-1616. Chief Exec.: Michael Thaler.
Audio: 8 tr., cassette.
Video: Beta & VHS cassette.

3 M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55144. Tel: (612) 733-1466. Corp. VP: D.E. Denham; Div. VP: J.E. Povolny; Mktg. Dir.: W.J. Madden; Nat'l Sales Mgr.: J.L. Leon; Mkt. Opns. Mgr.: J.B. Hanks; Mkt. Communications Mgr.: D.J. Linehan.
Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip: 99502. Tel: (907) 276-2363—**Burbank, Calif.,** 126 W. Elm Court. Zip: 91502. Tel: (213) 848-5534—**Los Angeles, Calif.,** 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-6300—**South San Francisco, Calif.,** 320 Shaw Rd. Zip: 94080. Tel: (415) 589-2663—**Washington, D.C.,** 1101 15 St. NW. Zip: 20005. Tel: (202) 331-6900—**Atlanta, Ga.,** 2860 Bankers Ind'l Dr. Zip: 30360. Tel: (404) 447-7000—**Honolulu, Hawaii,** PO Box 30048, 4443 Malaas St. Zip: 96818—**Argo, Ill.,** 6850 S. Harlem Ave. Zip: 60501. Tel: (312) 496-6500—**Needham Heights, Mass.,** 155 Fourth Ave. Zip: 02194. Tel: (617) 449-0300—**Farmington, Mich.,** 23923 Research Dr. Zip: 48024. Tel: (313) 477-5000—**Eagan, Minn.,** PO Box 33211, St. Paul 55133. 3130 Lexington Ave. S. Zip: 55121. Tel: (612) 733-3300—**St. Louis, Mo.,** PO Box 510, 10725 Baur Blvd. Zip: 63166. Tel: (314) 997-8500—**West Caldwell, N.J.,** PO Box 76, 15 Henderson Dr. Zip: 07006. Tel: (201) 575-2000—**Cincinnati, Ohio,** 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—**Cleveland, Ohio,** 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—**Philadelphia, Pa.,** 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 728-5300—**Dallas, Tex.,** 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 324-8100—**Seattle, Wash.,** Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel: (206) 244-7200.
Audio: Reels (¼", ½", 1", 2"x5", 7", 10½", 14").

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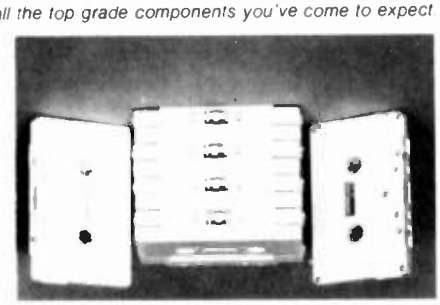

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Manufacturer of quality C-O cassettes, cassette boxes, tape accessories and ¼" tape reels.

Video: Reels (2", 1")
Brand name: Scotch.

Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000.
Audio: Sonic & Screw-type cassette. (SEE ADVERTISEMENT)

U.T.C. see Universal Tape

Ultra Specialty Inc., 20700 S. Belshaw Ave., Carson, Calif. 90746. Tel: (213) 537-8850. Cable: ULTRASPEC. Telex: 194566. Pres.: Don Wong. Pres. Ultraspec Int'l: Gary Lyle
Audio: Cassette
Video: ½" Beta & VHS cassette
Brand names: Hi-Energy, Studio Quality, Ultra

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward D. Praeger
Audio: 8-tr., cassette, open reel.
Brand name: A/V Paragon, UTC, Universal.

ENVELOPES & MAILERS

The key to the abbreviations following the listing is: (M) Manufacturer, (D) Distributor, (I) Importer.

CALIFORNIA

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Alshire Int'l Inc., 1015 Isabel St., Burbank 91510. Tel: 849-4671. WATS (800) 423-2936. Cable: BUDSCUND. TWX (910) 498-2759. Pres.: Al Sherman; Gen. Mgr.: Dick Ceja. (M)

Award Rec. Mfg. Inc., 11016 La Cienega Blvd., Inglewood 90304. Tel: 645-2281. Pres. & Sales Mgr.: Martin Ansoorian; Gen. Mgr.: George Abajian (LP mailers only)

Bert Co. Ents. Inc. (div. of the Walter Reade Org. Inc.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. (M)
Home office: New York, N.Y.

Container Kraft Inc., 8321 De Celis Pl., Sepulveda 91343. Tel: 893-9721. (M)

Gilmore Envelope Corp., 4540 Worth St. Zip: 90063. Tel: 268-3401. (M)

Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton, Sales Mgr.: Arthur Kern. (M)
Home office: Great Neck, N.Y.

• SAN FRANCISCO (Area Code 415)

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865. Zip: 94107. Tel: 495-8830.
Home office: Canada

FLORIDA

• MIAMI (Area Code 305)

Duotone Co. Inc., P.O. Box 1168. Zip: 33143. Tel: 665-1121. Pres.: Stephen Nester Sr., Sales & Adv. Mgr.: Stephen Gibson Nester (SEE ADVERTISEMENT)

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ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie 60076. Tel: 583-2818. Pres.: Joseph Halperin (M)

M. M. Cole Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave. Zip 60611. Tel: 787-0804. Cable: MMCDLE. Pres.: Sheperd Stern; Sales Mgr.: J.C. Cole, Adv. Mgr.: Mike Stern (7" & 12" mailers) (MD)

Forest Packaging Corp., 542 Factory Rd., Addison 60101. Tel: 543-7035. Pres.: John R. Kissock, VP Sales: R.H. Napp (Mailers only)

Pro 1 Audio Visual Inc., PO Box 33, Highland Park 60035. Tel: 433 4575. Pres.: R.L. Pink, VP: J. Pink; Sales Mgr.: M.M. Pink, Adv. Mgr.: D.D. Pink (MD)

Vinylweld, 2011 W. Hastings. Zip: 60608. Tel: 243-0606.

• ROCKFORD (Area Code 815)

Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel: (815) 397-3200. Cable: CARTERCORP. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming, Plant Mgr.: W. Skip Kruger
Product: "Soft side" plastic mailers

INDIANA

• INDIANAPOLIS (Area Code 317)

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46220. Tel: 251-3918. Pres.: James E. Bowers, VP: Thomas R. Bowers (MD)

• TERRE HAUTE (Area Code 812)

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47803. Tel: 466-9851.
Home office: Great Neck, N.Y.

IOWA

• CARLISLE (Area Code 515)

Harold Luick & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact: Harold Luick

MASSACHUSETTS

• CHICOPEE (Area Code 413)

Dielectrics Inc., 300 Burnett Rd. Zip: 01020. Tel: 598-8308

MINNESOTA

• MINNEAPOLIS (Area Code 612)

Discover Division Inc., 5198 W. 76 St. Zip: 55435. Tel: 831-5338. Pres.: Paul W. Smith, VP: Les Boelter

NEVADA

• CARSON CITY (Area Code 702)

Gopher Prods. Corp., Box 1812, 2201 Lockheed Way. Zip: 89701. Tel: 882-9333, WATS (800) 648-0958. Pres.: Warren Perkins (M) (SEE ADVERTISEMENT)

NEW JERSEY

• BLOOMFIELD (Area Code 201)

Reliance Plastics & Packaging (div. of Reliance Folding Carton Corp.), 225 Belleville Ave. Zip: 07003. Tel: 748-2222. (Audio Visual mailers)

• ELIZABETH (Area Code 201)

Lened Int'l Corp., 489 Henry St. Zip: 07201. Tel: 354-5205. Telex: 138767. Owners: Leonard Palmer, Joseph Flusfeder (M) (SEE ADVERTISEMENT)

NEW YORK

• ALBANY (Area Code 518)

Pak Wik Corp., 128 Tivoli St. Zip: 12207. Tel: 465-4556. Pres.: Samuel A. Strasser, Sales Mgr.: Myron S. Strasser Jr. (Mailers only)

• GREAT NECK (Area Code 516)

Ivy Hill Communications Inc., Community Dr. Zip: 11022. Tel: 487-0200. Pres.: Ellis Kern (M)
Branches: Los Angeles, Calif., Terre Haute, Ind.

• HAUPPAUGE (Area Code 516)

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 234-1100, NYC (212) 291-7600. Pres.: G.D. Thomas, Sales Mgr.: R.A. Froehlig
Branches: Burbank (Los Angeles Metropolitan Area), Calif., Modern Album of California Inc.; Terre Haute, Ind., Modern Album of Indiana Inc., Nashville, Tenn., Modern Album of Tennessee Inc.

• LINDENHURST (Area Code 516)

Coastal Specialty Tapes Inc., 274 Bangor St. Zip: 11757. Tel: 226-5900. Dpns. Head & Sales Mgr.: Dan Dobbs (M)

• NEW YORK METROPOLITAN AREA (Area Code 212)

A.G.I. (Album Graphics Inc.), 125 W. 55 St. Zip: 10019. Tel: 489-0793. TWX (710) 581-5597. VP Mktg.: Richard Block. (Sales office only) (M)
Home office: Melrose Park (Chicago Metropolitan Area), Ill.

G. Benson & Co. Printers Inc., 75 Spring St. Zip: 10012. Tel: 925-7100. Contact: Gerald J. Benson (M)

Bert Co. Ents. Inc. (div. of Walter Reade Org. Inc.), 241 E. 34 St. Zip: 10016. Tel: 683-6300. Cable: WALREAD. Pres.: Sheldon Gunsberg, Exec. VP, VP Finance & Treas.: Christopher W. Preuster (M)
Branch: Los Angeles, Calif.

Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 925-8833. (SEE ADVERTISEMENT)

Canover Inds., 48 St. & Maspeth Ave., Maspeth 11378. Tel: 456-8900

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. Telex: 666669

E.R.H. Sales Corp., 221 W. 57 St. Zip: 10019. Tel: 582-4200. Pres.: Lee Halpern, Gen. Mgr.: Michael Halpern, Sales Mgr.: Robert Shavelson (M) (SEE ADVERTISEMENT)

Gem Built Container Corp., 48-20 50 Ave., Woodside 11377. Tel: 784-8800. (M)

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. (M)

Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212. Tel: 346-6100. TWX: (710) 584-2386. Pres.: L. Sukoff. (Videodisk packaging)
Branches: Los Angeles, Calif., Imperial Pacific Sales Corp., Indianapolis, Ind., Imperial Packaging Co. Inc.

Charlie Passantino Inc., 311 W. 43 St. Zip: 10036. Tel: 586-1469

Silk Stocking Prod'ns Ltd., 216 W. 18 St., 10th fl. Zip: 10024. Tel: 255-4424. Chm.: Lloyd Ribner Jr.; Pres.: Elliot J. Galdy.

Edward R. White Inc., 18 E. 41 St. Zip: 10017. Tel: 687-2167. Pres. & Sales Mgr.: Lawrence Goldstein. (7" & 12" record mailers) (MO)

• RONKONKOMA (Area Code 516)

Andrews Nunnery Envelope & Paper Co. (sub. of Electrosound Group Inc.), 2175 Fifth Ave. Zip: 11779. Tel: 467-2000. TWX: (510) 228-1095. Pres.: Stuart M. Andrews Jr.; Sales Mgr.: John F. Muller Jr.; Ass't Plant Mgr.: Robert J. Andrews. (M)
Home office: Holbrook, N.Y., Electrosound Group Inc.
Sales offices: Sun Valley (Los Angeles Metro Area), Calif., Monarch Rec. Mfg. Inc.; New York, N.Y., Electrosound Group Inc.

OHIO

• TOLEDO (Area Code 419)

Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Mgr.: Lowell P. Amos.
Chief products: Envelopes, mailers, backer boards, mailer cartons.

TENNESSEE

• NASHVILLE (Area Code 615)

Super Prod'ns, PO Box 1569, 31 Industrial Park, Hendersonville 37075. Tel: 822-5080. Pres.: Gordon Cash.

TEXAS

• DALLAS (Area Code 214)

Electronic Technological Inds. of America Inc., PO Box 1580. Zip: 75221. Tel: 827-8002. Bd. Chm.: John Kanter; Gen. Mgr.: David Coleman; Sales Mgr.: Larry Pearson.

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82001. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander. (MD)

JACKETS & SLEEVES (LP & VIDEODISK)

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CALIFORNIA

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

A G I (Album Graphics Inc.), 424 N. Larchmont Blvd. Zip: 90004. Tel: 462-0821. (Sales office only) (M)
Home office: Melrose Park (Chicago Metropolitan Area), Ill.

Album Graphics Inc., see AGI

Alshire Int'l Inc., 1015 Isabel St., Burbank 91510 Tel 849-4671 WATS (800) 423-2936. Cable: BUDSOUND TWX (9 0) 498-2759 Pres Al Sherman; Gen. Mgr. Dick Ceja (LP only) (M)

Bert-Co Ents. Inc. (div. of the Walter Reade Org. Inc.), 1855 Glendale Blvd Zip 90026 Tel 665-5137 (LP only) (M)
Home office: New York, N.Y.

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

Computer Color Corp., 3711 Cahuenga Blvd W., Studio City 91604. Tel 877-2326. (Jackets only)

Custom Rec. Mfg. Co., 5810 S. Normandie Ave Zip 90044 Tel 753 5121 Pres. Jules Bihari, VP: Don Macmillan (LP only) (Jackets only)

Gilmore Envelope Corp., 4540 Worth St. Zip 90063 Tel 268 3401 (M)

Imperial Pacific Sales Corp., 4528 Brazil St Zip 90039. Tel 245-8583 Gen Mgr. Lincoln Stegman (Jackets only–LP only) (M)
Home office: Brooklyn (New York Metropolitan Area), N.Y., Imperial Paper Box Corp.

Ivy Hill Graphics & Packaging (div of Ivy Hill Communications Inc., 4800 S Santa Fe Ave. Zip 90058. Tel 587 3131 Exec VP Russell Muir, Gen Mgr. Del Eaton, Sales Mgr. Arthur Kern (LP only) (M)
Home office: Great Neck, N.Y.

K M Recs Inc., 2980 N. Ontario St., Burbank 91504 Tel 841-3400 Pres Glade Merkley, VP Custom Servs. Jim Auchterlonie, VP Audiophile Sales Mike Malan; Mktg & Adv Mgr. Bruce Leek. (Jackets only)

Kdisc (sub. of Keysor Century Corp.), 6550 Sunset Blvd., Hollywood 90028. Tel: 466-1323 Pres Eugene R. Schutz; Gen. Mgr Bill Lightner (Jackets only–LP only).
Plant: Saugus, Calif. (SEE ADVERTISEMENT)

Modern Album of California Inc., 3116 Vanowen St., Burbank 91505 Tel 845-7655. Pres.: William S. Pine, Gen Mgr. Raymond Gardocki. (Jackets only)
Home office: Hauppauge, N.Y., Modern Album & Finishing Co Inc

Monarch Rec. Mfg. Inc. (sub. of Electrosound Group Inc.), 9545 San Fernando Rd., Sun Valley 91352 Tel 767-8833 (Sales office only) (Sleeves only) (M)
Home office: Holbrook, N.Y., Electrosound Group Inc
Plant: Hicksville, N.Y., Andrews-Nunnery Envelope & Paper Corp

Pedersen Label Printing Co., 11152 Fleetwood St., Sun Valley 91352 Tel 768-3122 Pres. Herman A. Fredriksz, Prod. Mgr S Kadonaga. (M)

Queens Lithographing Corp., 6290 Sunset Blvd., Suite 304, Hollywood 90028. Tel 464-7700. (M)
Home office: Long Island City (New York Metrooolitan Area), N.Y.
Plant: Indianapolis, Ind., Rutgers Packaging Corp

Raynor Sales Co Inc., 2698 W. Pico Blvd Zip 90005 Tel: (213) 737 3737 Pres. & Adv. Mgr. Ray Abrams Sr.; Sales Mgr Ray Abrams Jr (Gift sleeves only)

Shorewood Packaging Corp., 1830 Glendale Blvd Zip 90026 Tel. 660-3043. VP Sales Jim Palmer (M)
Home office: New York, N.Y.

Stoughton Printing Co., 130 N. Sunset Ave., City of Industry 91744 Tel 961-3678, 686-2753 Pres & Gen Mgr Jack W. Stoughton; Sales Mgr Jack Stoughton Jr. (Jackets only–LP only) (M)

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• SAN JOSE (Area Code 408)

M J S, 2514 Seaboard Ave Zip 95131 Tel 262 8793 Owner Michael Steiner (Jackets only) (M)

• SAUGUS (Area Code 805)

Kdisc (sub. of Keysor Century Corp.), 26000 Springbrook Ave Zip 91350 Tel 259 2360 Pres.: Eugene R Schutz, Gen Mgr Bill Lightner. (Jackets only–LP only) (M)
Office: Hollywood (Los Angeles Metropolitan Area), Calif

CONNECTICUT

• UNION CITY (Area Code 203)

A.C. Hampson Printing Co., 168 City Hill St Zip 06770 Tel 729-2294 Pres Augustus D. Hampson, Sales Mgr John W Berry (Jackets only–LP only)

DELAWARE

• WILMINGTON AREA (Area Code 302)

Ken Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804 Tel 655 7488. (Jackets only–LP only) (M)
National Tape Dupl'rs, see Ken Del

FLORIDA

• FORT LAUDEROALE AREA (Area Code 305)

Alpha Recs Inc., 1400 NW 65 Ave., Plantation 33313 Tel 587 6011. (Jackets only–LP only)

• MIAMI (Area Code 305)

Duotone Co. Inc., PD Box 1168, Zip 33143 Tel 665-1121. Pres Stephen Nester Sr., Sales & Adv Mgr Stephen Gibson Nester (Sleeves only–LP only) (SEE ADVERTISEMENT)

Tropical Paper Box Co., 7000 NW 25 St Zip 33122. Tel 592 5520. (Jackets only)

• ORLANOO AREA (Area Code 305)

Horian Eng'g Inc., 600 Lake Emma Rd., Lake Mary 32746. Tel: 323 2400 TWX (810) 856 0300 Pres Richard C. Horian; Gen Mgr James Horian; Sales Mgr Robert L Horian, Adv Mgr Sue Coleman (Sleeves only–LP only)

• POMPANO BEACH (Area Code 305)

Trackmaster Inc., 1310 S. Dixie Hwy W Zip 33060. Tel 943 2334. Pres. Roy Parsons, Sec'y Treas Lupe Parsons. (Sleeves only)

GEORGIA

• LA GRANGE (Area Code 404)

S P C Co (div. of Shorewood Packaging Corp.), 1707 Shorewood Dr Zip 30240 Tel 884 3036 WATS (800) 241-0186. Plant Mgr Ken McCabe (Videodisk only)
Home office: New York, N.Y., Shorewood Packaging Corp.

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. TWX (910) 226 0417 Pres Donald W. Kosterka, Sales Mgr Kevin McKenna (LP only) (M)
Sales offices: Los Angeles, Calif.; New York, N.Y.

M. M. Cole Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave Zip 60611 Tel 787 0804. Pres Sheperd Stern, Sales Mgr. J.C. Cole; Adv Mgr. Mike Stern (Standard 7" & 12" sleeves, 7" "color coded" sleeves)

Fine Design Prods. Inc., 1830 S. Clinton Zip 60616 Tel 939-5420 Pres Harvey Fine, Gen. Mgr.: Dorothy Dlson, Sales Mgr. Richard Doherty

Musical Prods Inc., 521 W 26 St. Zip 60616. Tel 225 9117 (Jackets only) (M)

Pro I Audio Visual Inc., PD Box 33, Highland Park 60035. Tel 433-4575 Pres R.L. Pink, VP J. Pink, Sales Mgr M.M. Pink, Adv Mgr D.D Pink (LP only)

INDIANA

• INDIANAPOLIS (Area Code 317)

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip 46220 Tel 251 3918 Pres James E. Bowers, VP Thomas R. Bowers (Sleeves only) (MD)

Imperial Packaging Co. Inc., 7800 Records St. Zip 46226 Tel 545-7476. (Jackets only)
Home office: Brooklyn (New York Metropolitan Area), N.Y., Imperial Paper Box Corp

Reco Sleeve Packaging, 620 S. Belmont Zip 46221. Tel 635 7777 Pres. Leonard Verebay, Sales & Adv. Mgr. Len Diamond

Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave Zip 46221 Tel 635-7777 TWX (810) 341-3457, 341 3400 Pres Abe Garde, Sales & Adv. Mgr. Len Diamond (Videodisk only) (M)
Home office: Long Island City (New York Metropolitan Area), N.Y., Queens Lithographing Corp

• TERRE HAUTE (Area Code 812)

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip 47803 Tel 466-9851. (M)
Home office: Great Neck, N.Y.

Modern Album of Indiana Inc., 1299 Voorhees St Zip 47808. Tel 235-6001. TWX (810) 356 2116. (Jackets only)
Home office: Hauppauge, N.Y., Modern Album & Finishing Co. Inc

Woodburn Printing Co., 25 S. Sixth St Zip 47808. Tel 466 6822 Pres. Donald P. Pendergast; Sales Mgr. Ed Schulz, Adv Mgr John Crippen. (Jackets only) (M)

IOWA

• CARLISLE (Area Code 515)

Harold Luick & Assocs., 110 Garfield St. Zip 50047 Tel 989-3679 Contact Harold Luick

LOUISIANA

• VILLE PLATTE (Area Code 318)

Ville Platte Rec Mfg Co., 120 E Cypress St. Zip 60586 Tel 363 2104. Pres.: J. Floyd Soileau, Sales Mgr.: Ronnie Soileau. (LP only) (M)

MASSACHUSETTS

• CHICOPEE (Area Code 413)

Dielectrics Inc., 300 Barnett Rd. Zip: 01020 Tel 598-8308.

MICHIGAN

• DETROIT (Area Code 313)

Archer Rec. Pressing Co., 7401 E. Davison Zip 48212. Tel: 365-9545. Pres. R. J. Archer, VP Jim Archer, Sec'y-Treas M. Archer. (Jackets only–LP only) (M)

NEVADA

• CARSON CITY (Area Code 702)

Gopher Prods. Corp., Box 1812, 2201 Lockheed Way. Zip 89701. Tel 882-9333, WATS (800) 648 0958 Pres. Warren Perkins. (Sleeves only–LP only) (M) (SEE ADVERTISEMENT)

NEW JERSEY

• ELIZABETH (Area Code 201)

Lened Int'l Corp., 489 Henry St Zip 07201 Tel: 354-5205 Telex 138767. Owners Leonard Palmer, Joseph Flusfeder (M) (SEE ADVERTISEMENT)

• LYNDHURST (Area Code 201)

Colorseps Lithopreps Serv., PD Box 151 Zip 07071. Tel 438-6729. Pres.: J.G. Principato. (LP only) (M)

• MOUNTAINSIDE (Area Code 201)

Bestway Prods. Inc., 1105 Globe Ave. Zip: 07092 Tel: 232-8383 Pres. Howard Massler; Gen. Mgr. Benjamin Williams, Prod'n Mgr.: Paul Stevens. (SEE ADVERTISEMENT)

• PARK RIOGE (Area Code 201)

Cadet Recs Inc., 12 Maple Leaf Dr. Zip 07656. Tel 391-3676. VP Sales & Mktg. Robert K. Herrington. (Sales office only) (Jackets only–LP only)
Home office & plant: Los Angeles, Calif

NEW YORK

• BOHEMIA (Area Code 516)

R H M Inds. Ltd., 180 Orville Dr. Zip 11716. Tel 567-7222, NYC (212) 895-9344. (Jackets only–LP & Videodisk)

• COMMACK (Area Code 516)

Robins Inds Corp., 75 Austin Blvd. Zip 11725 Tel 543-5200. Pres.: Herman Post, VP Sales Stu Caine (M)

• FARMINGDALE (Area Code 516)

Shorewood Packaging Corp., 55 Engineers Ln Zip 11735 Tel 694-8230. (Videodisk only)
Home office: New York, N.Y.

• GREAT NECK (Area Code 516)

Ivy Hill Communications Inc., Community Dr. Zip 11022 Tel 487-0200. Pres. Ellis Kern (LP only) (M)
Branches: Los Angeles, Calif., Terre Haute, Ind.

• HAUPPAUGE (Area Code 516)

Disc Graphics (div. of Pickwick Int'l Inc.), 10 Gilpin Ave. Zip 11787. Tel 234 1400. (Jackets only–LP only) (M)

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip 11787. Tel: 234-1100; NYC (212) 291-7600. Pres G.D. Thomas; Sales Mgr R.A. Froehlig (LP & Videodisk)
Branches: Burbank (Los Angeles Metropolitan Area), Calif., Modern Album of California Inc., Terre Haute, Ind., Modern Album of Indiana Inc., Nashville, Tenn., Modern Album of Tennessee

• HOLBROOK (Area Code 516)

Electrosound Group Inc., 725 Broadway Ave. Zip 11741. Tel 567-3700. Corp Sales Mgr (east) Ron Roberto. **Local plant:** Goldisc Rec'gs Inc., Veterans Hwy & Broadway Zip 11741 Tel: 589-0462; NYC (212) 895-6575 Pres.: Richard Meixner, Sales Mgr.: John Finnegan; Adv. Mgr.: Rich Renda. (Sleeves only–LP only)
Plant: Hicksville, N.Y., Andrews-Nunnery Envelope & Paper Corp.

• MOUNT VERNON (Area Code 914)

Sentry Inds. Inc., 221 N. MacQueston Pkwy. Zip 10550. Tel. 664-2909 Cable SENTIND. Pres.: Harold Rosen, VP: Barry Rosen (Sleeves only)

• NEW YORK METROPOLITAN AREA (Area Code 212)

A G I (Album Graphics Inc.), 125 W. 55 St. Zip 10019. Tel 489-0793 TWX: (710) 581-5597. VP Mktg.: Richard Block. (Sales office only) (M)
Home office: Melrose Park (Chicago Metropolitan Area), Ill.

Album Graphics Inc., see AGI

G. Benson & Co. Printers Inc., 75 Spring St. Zip 10012. Tel. 925-7100. Contact Gerald J. Benson. (LP only) (M)

Bert-Co Ents. Inc. (div. of the Walter Reade Org. Inc.), 241 E. 34 St. Zip 10016 Tel: 683-6300. Cable WALREAD. Telex: 12227. Pres. Sheldon Gunsberg, Exec. VP, VP Finance & Treas. Christopher W. Preuster. (M)
Branch: Los Angeles, Calif.

Brown Paper Co., PO Box 591, Van Brunt Sta., Brooklyn 11215. Tel: 925-8833 (SEE ADVERTISEMENT)

D R G Recs. Inc., 200 W. 57 St. Zip 10019. Tel: 265-4050 Cable STETRECS. TWX (710) 581-4825. Pres.: Hugh Fordin; Mng. Dir Rick Winter; Nat'l Sales & Mktg. Dir. Ted Wolff. (LP only)

Disc Communications Ltd., 743 Fifth Ave. Zip: 10023. Tel: 371-0390. (M)

E R H Sales Corp., 221 W. 57 St. Zip: 10019. Tel: 582-4200. Pres.: Lee Halpern; Gen. Mgr.: Michael Halpern; Sales Mgr. Robert Shavelson. (LP only) (M) (SEE ADVERTISEMENT)

Electrosound Group Inc., 1290 Ave. of the Americas Zip 10019. Tel: 581-5641. (Sales office only) (Sleeves only) (M)
Home office: Holbrook, N.Y.
Plant: Hicksville, N.Y., Andrews-Nunnery Envelope & Paper Corp.

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip 10011. Tel 929-2410. (M)

Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212. Tel 346-6100. TWX (710) 584 2386 Pres. L. Sukoff (Jackets only)
Branches: Los Angeles, Calif., Imperial Pacific Sales Corp.; Indianapolis, Ind., Imperial Packaging Co. Inc.

Le Bo Prods. Co. Inc. (div of Peerless Vid Tronic Corp.), 58-60 Grand Ave., Maspeth 11378 Tel: 894-5155 Cable LEBDPRDDUX Telex: 424790. Pres. P. Dayton. (Sleeves only) (M) (SEE ADVERTISEMENT)

Lee Mytes Assocs. Inc., 160 E. 56 St. Zip 10022 Tel: 758-3232. Cable LEEMYLES Pres. Robert M. Miller; VP: Howard Roseff. (LP & Videodisk) (M) (SEE ADVERTISEMENT)

Mac Murray Press Inc., 230 W. 17 St. Zip: 10011. Tel: 924-1530. Pres.: Bernard Lerman; Sales Mgr.: Arnold Kohn. (LP only) (M) (SEE ADVERTISEMENT)
Charlie Passantino Inc., 311 W. 43 St. Zip: 10036. Tel: 586-1469.
Pilgrim Press Corp., 36-01 43 Ave., Long Island City 11101. Tel: 937-9515. (Jackets only) (M)
Progressive Label & Litho Co., 286 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres.: Jerome J. Rood; Gen. Mgr.: Bernie Stein. (Jackets only) (M) (SEE ADVERTISEMENT)
Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Chief Exec. Officer: Eric Kaltman; Pres.: Leonard Verebay, Sr. VP Sales: Richard Roth. (Jackets—LP & Videodisk, Sleeves—LP only) (M)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind., Rutgers Packaging Corp. (SEE ADVERTISEMENT)
Shepard Printing Corp., 111 Eighth Ave. Zip: 10011. Tel: (212) 255-1930. Pres.: Philip M. Rosenbloom. (Jackets only) (M)
Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; Exec. VP: Floyd S. Glinert; VP Special Projects: Marc Shore, VP Nat'l Sales: Ken Rosenblum. (Videodisk only) (M)
Branches: Los Angeles, Calif., LaGrange, Ga., Farmingdale, N.Y. (SEE ADVERTISEMENT)
Silk Stocking Prod'ns Ltd., 216 W. 18 St., 10th fl. Zip: 10024. Tel: 255-4424. Chm.: Lloyd Ribner Jr.; Pres.: Elliot J. Galdy.

• PLAINVIEW (Area Code 516)

Delrama Int'l, 37 Newtown Rd. Zip: 11803. Tel: 293-8740. Telex: 127262. (Sleeves only)

• RONKONKOMA (Area Code 516)

Andrews-Nunnery Envelope & Paper Co. (sub. of Electrosound Group Inc.), 2175 Fifth Ave. Zip: 11779. Tel: 467-2000. TWX: (510) 228-1095. Pres.: Stuart M. Andrews Jr.; Sales Mgr.: John F. Muller Jr. Ass't Plant Mgr.: Robert J. Andrews. (Sleeves only—LP only) (M)
Home office: Holbrook, N.Y.; Electrosound Group, Inc.
Sales offices: Sun Valley (Los Angeles Metropolitan Area), Calif.; Monarch Rec. Mfg. Inc., New York, N.Y.; Electrosound Group Inc.

• UTICA (Area Code 315)

Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Stanley Markowski.

NORTH CAROLINA

• CANTON (Area Code 704)

Recording Servs. of Western North Carolina Inc., 10 Penland St. Zip: 28716. Tel: 648-6012. Owner: J. Ted Evans Jr.; VP: Kay Evans. (LP only)

OHIO

• CINCINNATI (Area Code 513)

Artists Rec'g Co. Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. (Jackets only) (M)
Jewel Rec'g Co., 1594 Kinney Ave. Zip: 45231. Tel: 522-9336. Pres.: Rusty York; Gen. Mgr.: Linda York; Sales Mgr.: Rollin Bennett Jr. (Jacket fabrication)
Q C A Custom Pressing, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP & Sales Mgr.: Keith Myers; Plant Mgr.: Ken Martin. (M) (SEE ADVERTISEMENT)
Studio Pressing Serv., 320 Mill St. Zip: 45215. Tel: 761-8294. Pres.: B. Hyrne; Sales Mgr.: M. Tye. (Jackets only—LP only) (M)

PENNSYLVANIA

• MECHANICSBURG (Area Code 717)

H R C Printing, Box 1152, 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0943. Gen. Mgr.: Donald E. Baldwin. (LP only) (M) (SEE ADVERTISEMENT)

• PHILADELPHIA (Area Code 215)

Community Press, 6047-49 Woodland Ave. Zip: 19142. Tel: 729-4655.
Hodge Rec. Mfg. Co., 1314-24 S. Howard St. Zip: 19147. Tel: 334-5662. (Sleeves only) (MD)

• PITTSBURGH AREA (Area Code 412)

Record-Rama, Rt. 8, Hampton Plaza, 4706 William Flynn Hwy., Allison Park 15101. Tel: 486-2100. (Jackets—D; 45 rpm record history sleeves—M)

• SCRANTON (Area Code 717)

Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761. Pres.: M.C. Fischer; Sales Mgr.: Martin C. Fischer. (LP & Videodisk) (M) (SEE ADVERTISEMENT)

• SHARON (Area Code 412)

Marjon Recs. Inc., 159 Easton Rd., Hermitage 16146. Tel: 347-4726. Pres.: John T. Knizancic; Sales Mgr.: Martha Knizancic; Adv. Mgr.: Ruth Toth. (Jackets only) (M)

PUERTO RICO

• SAN JUAN (Area Code 809)

Rio Piedras Recs. & Discos Borinquen, GPO Box 4785. Zip: 00936. Tel: 790-2188/2186/2142. Pres.: Dario Gonzalez; Gen. & Sales Mgr.: Benito Valdes.

TENNESSEE

• NASHVILLE (Area Code 615)

Color Graphics Inc., 305 Church St., Goodlettsville 37072. Tel: 859-4001. (M)
Nashville Album Prod'ns Inc., 1114 Gallatin Rd. N., Madison 37115. Tel: 883-2153. Pres.: Steve Botts; Art Dir.: Gregg Spickard. (SEE ADVERTISEMENT)
Sea Cruise Prod'ns, PO Box 110830. Zip: 37211. Tel: 834-1856. Pres. & Adv. Mgr.: Ken Keene; VP: F.V. Guzzo; VP & Sales Mgr.: Gene Miller.
Super Prod'ns, PO Box 1569, 31 Industrial Park, Hendersonville 37075. Tel: 822-5080. Pres.: Gordon Cash. (LP only)
Williams Printing Co., 417 Commerce St. Zip: 37219. Tel: 256-7125. VP Sales: Dudley Fortner. (M)

TEXAS

• DALLAS (Area Code 214)

Electronic Technological Inds. of America Inc., PO Box 1580. Zip: 75221. Tel: 827-8002. Bd. Chm.: John Kanter; Gen. Mgr.: David Coleman. Sales Mgr.: Larry Pearson.

• FORT WORTH METROPOLITAN AREA (Area Code 817)

Wills Printing Co., PO Box 211, Arlington 76010. Tel: 572-1414. Pres.: Calvin Wills. (Jackets only—LP only) (M)

• HOUSTON (Area Code 713)

Riverside Albums, 7400 Pinemont. Zip: 77040. Tel: 462-2700. VP: Earl Thomas; Sales Mgr.: Brenda Cox. (Stock & custom jackets only)

• SAN ANTONIO (Area Code 512)

Texas Rec. Mfg. Inc., 1422 W. Poplar. Zip: 78207. Tel: 733-6138. Pres.: C. Foy Lee; Gen. Mgr.: Jimmy Burton; Sales Mgr.: Jeannie Hill. (Jackets only) (M)

UTAH

• SALT LAKE CITY (Area Code 801)

Chase Media Inc., Busch Park, 5284 S. 320 W., Suite C-166. Zip: 84107. Tel: 261-1383. Pres. & Gen. Mgr.: Randal S. Chase; Sales Mgr.: Irel Chase. (MD)

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, 8305 Christensen Rd. Zip: 82001. Tel: 638-8733. Pres.: Ray Alexander; Sales & Adv. Mgr.: Georgia Alexander. (Jackets only)

LABELS, DISK

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer. For tape labels please refer to Professional Tape Supplies.

CALIFORNIA

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Alshire Int'l Inc., 1015 Isabel St., Burbank 91510. Tel: 849-4671. WATS: (800) 423-2936. Cable: BUDSOUND. TWX: (910) 498-2759. Pres.: Al Sherman; Gen. Mgr.: Dick Ceja. (M)
Award Rec. Mfg. Inc., 11016 La Cienega Blvd., Inglewood 90304. Tel: 645-2281. Pres. & Sales Mgr.: Martin Ansoorian; Gen. Mgr.: George Abajian. (45 & LP)
Bert Co. Ents. Inc. (div. of Walter Reade Org. Inc.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. (M)
Home office: New York, N.Y.
Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; VP: Don Macmillan. (45 & LP)
Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave. Zip: 90058. Tel: 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern. (M)
Home office: Great Neck, N.Y.
K-M Recs. Inc., 2980 N. Ontario St., Burbank 91504. Tel: 841-3400. Pres.: Glade Merkley; VP Custom Servs.: Jim Auchterlonie; VP Audiophile Sales: Mike Malan; Mktg. & Adv. Mgr.: Bruce Leek.
Kdisc (sub. of Keysor Century Corp.), 6550 Sunset Blvd., Hollywood 90028. Tel: 466-1323. Pres.: Eugene R. Schutz; Gen. Mgr.: Bill Lightner. (M)
Plant: Saugus, Calif. (SEE ADVERTISEMENT)
Queens Lithographing Corp., 6290 Sunset Blvd., Suite 304, Hollywood 90028. Tel: 464-7700. (M)
Stoughton Printing Co., 130 N. Sunset Ave., City of Industry 91744. Tel: 961-3678, 686-2753. Pres. & Gen. Mgr.: Jack W. Stoughton; Sales Mgr.: Jack Stoughton Jr. (45 & LP) (M)

• SAN FRANCISCO & BAY AREA (Area Code 415)

Conlan/Golden Inc., 501 Forbes Blvd., Suite 106, South San Francisco 94080. Tel: 761-7617. (M)

• SAUGUS (Area Code 805)

Kdisc (sub. of Keysor Century Corp.), 26000 Springbrook Ave. Zip: 91350. Tel: 259-2360. Pres.: Eugene R. Schutz; Gen. Mgr.: Bill Lightner. (45 & LP) (M)
Office: Hollywood (Los Angeles Metropolitan Area), Calif.

DELAWARE

• WILMINGTON AREA (Area Code 302)

Ken Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. (45 & LP) (M)
National Tape Dupl'rs, see Ken Del

FLORIDA

• FORT LAUDERDALE AREA (Area Code 305)

Alpha Recs. Inc., 1400 NW 65 Ave., Plantation 33313. Tel: 587-6011. (LP & 45)

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

A G I (Album Graphics Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. Pres.: Donald W. Kosterka; Sales Mgr.: Kevin McKenna. (M)
Sales offices: Los Angeles, Calif., New York, N.Y.
Fort Dearborn Lithograph Co., 6035 W. Gross Point Rd., Niles 60648. Tel: 647-8730.
Media Int'l Inc., 425 N. Michigan. Zip: 60611. Tel: 467-5430. Pres.: Duane Lundeen, VP: Margaret Lundeen; Gen. Mgr.: Al Masters. (45 & LP)
Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117. (M)

• ROCKFORD (Area Code 815)

Carter Corp., 1916 11 St. Zip: 61101. Tel: 397-3200. Cable: CARTERCORP. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Plant Mgr.: W. Skip Kruger.

INDIANA

• TERRE HAUTE (Area Code 812)

Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Fruitridge Ave. Zip: 47803. Tel: 466-9851. (M)
Home office: Great Neck, N.Y.
Woodburn Printing Co., 25 S. Sixth St. Zip: 47808. Tel: 466-6822. Pres.: Donald P. Pendergast; Sales Mgr.: Ed Schulz; Adv. Mgr.: John Crippen. (M)

IOWA

• CARLISLE (Area Code 515)

Harold Luick & Assocs., 110 Garfield St. Zip: 50047. Tel: 989-3679. Contact: Harold L. Luick. (45 & LP)

LOUISIANA

• VILLE PLATTE (Area Code 318)

Ville Platte Rec. Mfg. Co., 120 E. Cypress St. Zip: 70586. Tel: 363-2104. Pres.: J. Floyd Soileau; Sales Mgr.: Ronnie Soileau. (45 & LP) (M)

MASSACHUSETTS

• CHICOPEE (Area Code 413)

Dielectrics Inc., 300 Burnett Rd. Zip: 01020. Tel: 598-8308.

MICHIGAN

• DETROIT (Area Code 313)

Archer Rec. Pressing Co., 7401 E. Davison. Zip: 48212. Tel: 365-9545. Pres.: R.J. Archer; VP: J.M. Archer. Sec'y-Treas.: M. Archer. (45 & LP) (M)

NEW JERSEY

• CARLSTADT (Area Code 201)

Q A I Inc., 640 Dell Rd. Zip: 07072. Tel: 460-0060, NYC (212) 964-1714. Pres.: Steven Dauman; Sales Mgr.: George Ratowsky. (LP only) (M)

• LYNDHURST (Area Code 201)

Colorseps-Lithopreps Serv., PO Box 151. Zip: 07071. Tel: 438-6729. Pres.: J.G. Principato. (M)

NEW YORK

• BOHEMIA (Area Code 516)

R H M Inds. Ltd., 180 Orville Dr. Zip: 11716. Tel: 567-7222. NYC: (212) 895-9344. (45 & LP)

• GREAT NECK (Area Code 516)

Ivy Hill Communications Inc., Community Dr. Zip: 11022. Tel: 487-0200. Pres.: Ellis Kern. (M)
Branches: Los Angeles, Calif.; Terre Haute, Ind.

• HAUPPAUGE (Area Code 516)

Disc Graphics (div. of Pickwick Int'l Inc.), 10 Gilpin Ave. Zip: 11787. Tel: 234-1400. (45 & LP) (M)
Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 234-1100; NYC (212) 291-7600. Pres.: G. D. Thomas; Sales Mgr.: R.A. Froehlig. (45 & LP)
Branches: Burbank (Los Angeles Metropolitan Area), Calif., Modern Album of California Inc., Terre Haute, Ind., Modern Album of Indiana Inc.; Nashville, Tenn., Modern Album of Tennessee.

• NEW YORK METROPOLITAN AREA (Area Code 212)

A G I (Album Graphics Inc) 125 W 55 St Zip 10019 Tel 489 0793 TWX (710) 581 5597 VP Mktg Richard Block (Sales office only) (M)
Home office: Melrose Park (Chicago Metropolitan Area) Ill

G Benson & Co Printers Inc , 75 Spring St Zip 10012 Tel 925 7100 Con tact Gerald J Benson (M)

Bert Co Ents Inc (div of Walter Reade Org Inc) 241 E 34 St Zip 10016 Tel 683 6300 Cable WALREAD Telex 12227 Pres Sheldon Gunsberg Exec VP, VP Finance & Treas Christopher W Preuster (M)
Branch: Los Angeles, Calif

Brown Paper Co , PO Box 591, Van Brunt Sta , Brooklyn 11215 Tel 925 8833 (SEE ADVERTISEMENT)

Disc Communications Ltd 743 Fifth Ave Zip 10023 Tel 371 0390 Telex 666669 (M)

E R H Sales Corp , 221 W 57 St Zip 10019 Tel 582 4200 Pres Lee Hal pern, Gen Mgr Michael Halpern, Sales Mg Robert Shavelson (M) (SEE ADVERTISEMENT)

Guaranteed Printing Serv Co Inc , 119 W 23 St Zip 10011 Tel 929 2410 (M)

Lee Myles Assocs Inc. 160 E 56 St Zip 10022 Tel 758 3232 Cable LEEMYLES Pres Robert M Miller VP Howard Roseff (45 & LP) (SEE ADVERTISEMENT)

Mac Murray Press Inc 230 W 17 St Zip 10011 Tel 924 1530 Pres Ber nard Lerman, Sales Mgr Arnold Kohn (45 & LP) (M) (SEE ADVERTISE MENT)

Charlie Passantino Inc , 311 W. 43 St Zip 10036 Tel 586 1469

Progressive Label & Litho Co , 286 Stanhope St , Brooklyn 11237 Tel 497 2320 Pres Jerome J Rood, Gen Mgr Bernie Stein (M) (SEE ADVER TISEMENT)

Silk Stocking Prod'ns Ltd , 216 W 18 St 10th fl Zip 10024 Tel 255 4424 Chm Lloyd Ribner Jr , Pres Elliot J Galdy

• UTICA (Area Code 315)

Oneida Video Audio Tape Cassette Corp , 760 Blandina St Zip 13501 Tel 735 6187 Pres Stanley Markowski (45 & LP) (M)

NORTH CAROLINA

• CANTON (Area Code 704)

Recording Servs of Western North Carolina Inc 10 Penland St Zip 28716 Tel 648 6012 Owner J Ted Evans Jr VP Kay Evans (45 & LP)

OHIO

• CINCINNATI (Area Code 513)

Artists Rec'g Co Inc , 320 Mill St Zip 45215 Tel 761 0011 (M)

Q C A Custom Pressing, 2832 Spring Grove Ave Zip 45225 Tel 681 8400 Pres Edward R Bosken, VP & Sales Mgr Keith Myers, Plant Mgr Ken Martin (M) (SEE ADVERTISEMENT)

Studio Pressing Serv , 320 Mill St Zip 45215 Tel 761 8294 Pres B Hyrne, Sales Mgr M Tye (45 & LP)

PENNSYLVANIA

• MECHANICSBURG (Area Code 717)

H R C Printing, Box 1152, 5252 E Trindle Rd Zip 17055 Tel 766 0943 Gen Mgr Donald E Baldwin (45 & LP) (M) (SEE ADVERTISEMENT)

• PHILADELPHIA (Area Code 215)

Fenton Label Co , Coral & Buckius Sts Zip 19124 Tel 288 2910

• SCRANTON (Area Code 717)

Keystone Printed Specialties Co Inc 321 Pear St Zip 18505 Tel 346 1761 Pres M C Fischer, Sales Mgr Martin C Fischer (45 & LP) (M) (SEE ADVERTISEMENT)

• SHARON (Area Code 412)

Marjon Recs Inc , 159 Easton Rd , Hermitage 16146 Tel 347 4726 Pres John T Krizancic, Sales Mgr Martha Krizancic, Adv Mgr Ruth Toth (M)

PUERTO RICO

• CIORA (Area Code 809)

Linear Prods. of Puerto Rico Inc , PO Box AB Zip 00639 Tel 739 8435

• SAN JUAN (Area Code 809)

Rio Piedras Recs & Discos Borinquen GPO Box 4185 Zip 00936 Tel 790 2188/2186/2142 Pres Dario Gonzalez, Gen & Sales Mgr Benito Val des

TENNESSEE

• NASHVILLE (Area Code 615)

Color Graphics Inc , 305 Church St., Goodlettsville 37072 Tel 859 4001

M F P Inc 453 Chestnut St Zip 37203 Tel 256 6161

Nashville Album Prod'ns Inc , 1114 Gallatin Rd N , Madison 37115 Tel 883 2153 Pres Steve Botts, Art Dir Gregg Spickard (SEE ADVERTISE MENT)

Super Prod'ns, PO Box 1569 31 Industrial Park, Hendersonville 37075 Tel 822 5080 Pres Gordon Cash (45 & LP)

United Rec Pressing Inc , 453 Chestnut St Zip 37203 Tel 259 9396 (M)

Williams Printing Co , 417 Commerce St Zip 37219 Tel 256 7125 VP Sales Dudley Fortner (M)

TEXAS

• DALLAS (Area Code 214)

Electronic Technological Inds of America Inc PO Box 1580 Zip 75221 Tel 827 8002 Bd Chm John Kanter Gen Mgr David Coleman Sales Mgr Larry Pearson

• SAN ANTONIO (Area Code 512)

Texas Rec Mfg Inc , 1422 W Poplar Zip 78207 Tel 733 6138 Pres C Foy Lee, Gen Mgr Jimmy Burton, Sales Mgr Jeannie Hill (M)

• WACO (Area Code 817)

Mike's Print Shop, 2507 Grim Zip 76707 Tel 752 2321 Owner Mike Stanley

UTAH

• SALT LAKE CITY (Area Code 801)

Chase Media Inc Busch Park, 5284 S 320 W Suite C 166 Zip 84107 Tel 261 1383 Pres & Gen Mgr Randal S Chase, Sales Mgr Irel Chase (MD)

WISCONSIN

• ELKHART LAKE (Area Code 414)

Sohn Mfg Inc , Box X Zip 53020 Tel 876 3361

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, 8305 Christensen Rd Zip 82001 Tel 638 8733 Pres Ray Alexander Sales & Adv Mgr Georgia Alexander (45 & LP) (MD)

POLYETHYLENE BAG & SHRINKWRAP SUPPLIERS

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CALIFORNIA

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Alshire Int'l Inc , 1015 Isabel St , Burbank 91510 Tel 849 4671 WATS (800) 423 2936 Cable BUDSOUND TWX (910) 498 2759 Pres Al Sherman, Gen Mgr Dick Ceja (Shrinkwrap only)

Award Rec Mfg Inc , 11016 La Cienega Blvd , Inglewood 90304 Tel 645 2281 Pres & Sales Mgr Martin Ansoorian, Gen Mgr George Abajian (Shrinkwrap only)

Container Kraft Inc , 8321 De Celis Pl Sepulveda 91343 Tel 893 9721 (Polybags only) (M)

M Latter Mfg & Sales, 3208 W Jefferson Blvd Zip 90018 Tel 737 0440 Owner Mel Latter

Queens Lithographing Corp 6290 Sunset Blvd Suite 304, Hollywood 90028 Tel 464 7700 (Polybags only) (M)
Plant: Indianapolis, Ind , Rutgers Packaging Corp

• OCEANSIDE (Area Code 714)

Exxel Co , 1907 Apple St Zip 92054 Tel 439 3020 Pres J Richard Lee, Gen Mgr Bill Kottcamp (Polybags only)

• SAN FRANCISCO (Area Code 415)

Cory Sound Co , 310 Townsend Zip 94107 Tel 543 0440 Contact Phillip Markinson (Shrinkwrap only)

Pacific Int'l Magnetics Inc , 185 Berry St , No 3865 Zip 94107 Tel 495 8830 (Polybags only)
Home office: Canada

• SAN JOSE (Area Code 408)

M J S 2514 Seaboard Ave Zip 95131 Tel 262 8793 Owner Michael Steiner (Polybags only) (M)

FLORIDA

• FORT LAUDERDALE AREA (Area Code 305)

Alpha Recs Inc , 1400 NW 65 Ave , Plantation 33313 Tel 587 6011 (Shrinkwrap only)

• MIAMI (Area Code 305)

Duotone Co. Inc , PO Box 1168 Zip 33143 Tel 665 1121 Pres Stephen Nester Sr , Sales & Adv Mgr Stephen Gibson Nester (Polybags only) (SEE ADVERTISEMENT)

• POMPANO BEACH (Area Code 305)

Trackmaster Inc , 1310 S Dixie Hwy W Zip 33060 Tel 943-2334 Pres Roy Parsons, Sec'y Treas Lupe Parsons (Shrinkwrap only)

HAWAII

• HONOLULU (Area Code 808)

Musicassette Dupl'rs of Hawaii, PO Box 22190 Zip 96822 Tel 533 4165 (Shrinkwrap only)

ILLINOIS

• CHICAGO METROPOLITAN AREA (Area Code 312)

Bruce Packaging Co , 8025 N. Kenneth Ave , Skokie 60076 Tel 583-2818 Pres Joseph Halperin (Polybags only) (M)

Industrial Audio Film Servs Inc , 6228 Oakton St , Morton Grove 60053 Tel 965 8400 (Shrinkwrap only)

Media Int'l Inc , 425 N Michigan Zip 60611 Tel 467 5430 Pres Duane Lundeen, VP Margaret Lundeen, Gen Mgr Al Masters. (Shrinkwrap only)

• ROCKFORD (Area Code 815)

G C Electronics 400 S Wyman St Zip 61101 Tel 968-9661 Cable GCELECT (Polybags only)

INDIANA

• INDIANAPOLIS (Area Code 317)

Bowers Rec Sleeve Co 5331 N Tacoma Ave Zip 46220 Tel 251 3918 Pres. James E Bowers, VP Thomas R Bowers (Polybags only) (MD)

Reco Sleeve Packaging, 620 S Belmont Zip 46221 Tel 635 7777. Pres. Leonard Verebay, Sales & Adv Mgr Len Dimond (Polybags only)

Rutgers Packaging Corp (div of Queens Lithographing Corp), 620 S Bel mont Ave Zip 46221 Tel 635 7777 TWX (810) 341 3457, 341-3400. Pres Abe Garde, Sales & Adv Mgr Len Diamond (Polybags only) (M)
Home office: Long Island City (New York Metropolitan Area), N Y , Queens Lithographing Corp

MICHIGAN

• DETROIT METROPOLITAN AREA (Area Code 313)

Archer Rec Pressing Co , 7401 E Davison Zip 48212 Tel 365 9545 Pres R J Archer, VP J M Archer, Sec'y Treas M Archer (Shrinkwrap only)

MINNESOTA

• MINNEAPOLIS (Area Code 612)

Discover Division Inc , 5198 W 76 St Zip 55435 Tel 831 5338 Pres. Paul W Smith, VP Les Boelter (Polybags only)

NEW JERSEY

• FAIRFIELD (Area Code 201)

Autovend Packaging Systems, PO Box 712, 1275 Bloomfield Ave Zip 07006 Tel 575 1040 (SEE ADVERTISEMENT)

• MOUNTAINSIDE (Area Code 201)

Bestway Prods Inc , 1105 Globe Ave Zip: 07092. Tel 232 8383 Pres. How ard Massler, Gen Mgr Benjamin Williams, Prod'n Mgr Paul Stevens (Shrinkwrap only) (SEE ADVERTISEMENT)

NEW YORK

• COMMACK (Area Code 516)

Robins Inds Corp , 75 Austin Blvd Zip 11725 Tel 543 5200 Pres. Her man Post, VP Sales Stu Caine (M)

• HAUPPAUGE (Area Code 516)

Arista Ents Inc , 35 Hoffman Ave Zip 11787 Tel 234 7000 (Polybags only) (I) (SEE ADVERTISEMENT)

• MOUNT VERNON (Area Code 914)

Sentry Inds Inc., 221 N MacQueston Pkwy Zip 10550 Tel 664 2909. Cable SENTIND Pres. Harold Rosen, VP Barry Rosen (Polybags only)

• NEW YORK METROPOLITAN AREA (Area Code 212)

Brown Paper Co , PO Box 591, Van Brunt Sta , Brooklyn 11215 Tel 925-8833 (Polybags only) (SEE ADVERTISEMENT)

Copy Art Photographers (div of James J Kriegsmann Inc), 165 W 46 St Zip 10036 Tel 757 0190 (Polybags only)

Disc Communications Ltd , 743 Fifth Ave Zip 10023 Tel 371-0390 Telex 666669 (Polybags only)

E R H Sales Corp , 221 W. 57 St Zip 10019 Tel: 582-4200 Pres Lee Hal pern, Gen Mgr Michael Halpern, Sales Mgr Robert Shavelson (M) (SEE ADVERTISEMENT)

Le-Bo Prods Co Inc (div. of Peerless Vid Tronics Corp), 58 60 Grand Ave , Maspeth 11378 Tel 894-5155 Cable LEBOPRDDUX Telex 424790 Pres. P Dayton (M) (SEE ADVERTISEMENT)

Mac Murray Press Inc., 230 W. 17 St. Zip 10011 Tel: 924 1530 Pres Ber nard Lerman, Sales Mgr Arnold Kohn (Shrinkwrap only) (SEE ADVER TISEMENT)

Marvell Packaging Co , 230 W 17 St Zip 10011 Tel 929 8435 VP Barry Berman, Sales Mgr Scott Teich

Charlie Passantino Inc , 311 W 43 St Zip: 10036 Tel 586 1469 (Polybags only)

Poly Plastic Packaging Co Inc , 44 80 11 St , Long Island City 11101, Tel 392-8670. (Polybags only)

Recoton Corp , 46-23 Crane St , Long Island City 11101 Tel 392-6442 Pres Robert Borchardt, Exec VP: Peter Wish, VP Sales George Calvi. (Polybags only) (MD) (SEE ADVERTISEMENT)

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• RONKONKOMA (Area Code 516)

Andrews Nunnery Envelope & Paper Corp (sub of Electrosound Group Inc), 2175 Fifth Ave Zip 11779 Tel 467 2000 TWX (510) 228 1095 Pres Stuart M Andrews Jr , Sales Mgr John F Muller Jr , Ass't Plant Mgr Robert J Andrews (M—Polybags)
Home office: Holbrook, N Y , Electrosound Group Inc
Sales offices: Sun Valley (Los Angeles Metro Area), Calif Monarch Rec Mfg Inc , New York, N Y , Electrosound Group Inc

• UTICA (Area Code 315)

Oneida Video Audio Tape Cassette Corp , 760 Blandina St Zip 13501 Tel 735 6187 Pres Stanley Markowski (Shrinkwrap only)

OHIO

• CINCINNATI (Area Code 513)

Jewel Rec'g Co , 1594 Kinney Ave Zip 45231 Tel 522 9336 Pres Rusty York Gen Mgr Linda York Sales Mgr Rollin Bennett Jr (Shrinkwrap only)

• COLUMBUS (Area Code 614)

Mus I Col Inc , 780 Oakland Park Ave Zip 43224 Tel 267 3133 Owners John W Hull Boyd P Niederlander (Shrinkwrap only)

PENNSYLVANIA

• MECHANICSBURG (Area Code 717)

H R C Printing, 5252 E Trindle Rd Zip 17055 Tel 766 0943 Gen Mgr Donald E Baldwin (SEE ADVERTISEMENT)

TENNESSEE

• NASHVILLE (Area Code 615)

Nashville Album Prod'ns Inc , 101 Music City Circle Zip 37203 Tel 256 0121 (M)

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, 8305 Christensen Rd Zip 82001 Tel 638 8733 Pres Ray Alexander, Sales & Adv Mgr Georgia Alexander (Shrinkwrap only)

RAW MATERIALS MANUFACTURERS / IMPORTERS

Allied Rec'g, 3232 Greenpoint Ave Long Island City, N Y 11101 Tel (212) 784 2318
Product: Blank disks

J C Anglum Co Inc /Tapeponents Inc Box 236 36 Midvale Rd , Mountain Lakes, N J 07046 Tel (201) 263 1442 Pres J Clifford Anglum
Product: Vinyl resin & compounds styrene resin & compounds, color concentrates

Audiodiscs, see Capitol

Cabot Corp , 200 Raritan Center Pkwy , Edison N J 08817 Tel (201) 225 1000
Product: Carbon black

Capitol Magnetic Prods (div of Capitol Recs Inc), 6902 Sunset Blvd , Hollywood, Calif 90028 Tel (213) 461 2701 Pres Edward C Khoury VP Mktg Admin John Apsitis VP Domestic Sales Larry Hockemeyer VP Int l Sales Bud Jackson, Mktg Coord Natalie Goss
Product: Blank lacquer disks for mastering and reference
Brand name: Audiodiscs

Celanese Plastics 26 Main St Chatham, N J 07928 Tel (201) 635 2600
Product: Celanar polyester film

Dixon Inds Corp (a Bundy Co), 386 Metacom Ave Bristol R I 02809 Tel (401) 253 2000 Telex 927706 Pres Bert Katzanek, Sales Mgr John F McCurdy Jr
Product: Polyolefin compound

Finebilt Mfg Co , 931 N Citrus Ave Hollywood, Calif 90038 Tel (213) 466 9511 Cable COEXPORT Telex 698393 Pres Alwin P Schmid, VP & Tape Sales Mgr Joseph Bouzaglou, Sales Mgr Manuel Munoz
Product: Record compounds coating slurry

G S P Metals & Chemicals Inc 2535 E 28 St Los Angeles Calif 90058 Tel (213) 582 0685 Pres Shepard Drazin
Product: Plating metals, chemicals & equip

Gotham Audio Corp , 741 Washington St New York, N Y 10014 Tel (212) 741 7411 Pres Stephen F Temmer Sales Mgr Russell O Hamm
Product: Blank lacquer disks for mastering
Brand name: Pyral

Hi Flex Corp , 404 Artillery Rd , Taylors, S C 29687 Tel (803) 268 2363
Product: Polyolefin, polyester, graphite coated polyester rolls

Lenahan Assocs Inc PO Box 397, Pitman, N J 08071 Tel (609) 589 5755 TWX (510) 686 7519
Product: Custom milling compounds

M P M (div of Pfizer Inc), 640 N 13 St , Easton, Pa 18042 Tel (215) 253 6261
Chief product: Magnetic iron oxide for tape coating

Pyral see Gotham Audio

Rainville Co Inc , 200 Clay Ave Middlesex, N J 08846 Tel (201) 752 8100
Product: PVC/carbonblack conveying systems size reduction & silos

Randolph Prods Co , Box 67, Carlstadt, N J 07072 Tel (201) 438 3700 Pres John H Randolph
Product: Record lacquer

Richardson Co Polymeric Systems Div , 15 Meigs Ave , Madison, Conn 06443 Tel (203) 245 0441
Product: Injection molding, polystyrene compounds—standard black & custom transparent colors

Tenneco Chemical Corp , Turner Pl , Piscataway, N J 08854 Tel (201) 981 5000
Product: Record compounds

Transco Prods Corp 609 W Elizabeth Ave , Linden, N J 07036 Tel (201) 862 0030
Product: Blank disks (SEE ADVERTISEMENT)

RECORD MANUFACTURING EQUIPMENT MANUFACTURERS / IMPORTERS

Al Be Inds Inc , 16633 Minnesota Ave , Paramount, Calif 90723 Tel (213) 363 2563
Chief product: Matic preplasticizer

Aragon, see Certain Teed Machinery

Audio Matrix Inc , 915 Westchester Ave , Bronx, N Y 10459 Tel (212) 589 3500
Local branch: Audiomatic Corp , 1290 Ave of the Americas, New York 10019 Tel 582 4870
Chief product: Record presses & plating systems

Certain Teed Machinery (div Certainteed Corp), 5501 N 119 St W , Maize, Kan 67101 Tel (316) 722 2811
Gen Mgr Ken McKown, Sales Mgr William Hoebner
Chief product: Single screw extruders
Brand name: Aragon

D D W Inc , 533 Hagan St , Nashville, Tenn. 37203 Tel (615) 256 2183 Telex 554302 Pres Bill Westerman
Chief product: Extruders (Automatic & manual)
Brand name: Sure Shot (SEE ADVERTISEMENT)

Diacoustic Lab , 23958 Craftsman Rd., Calabasas, Calif. 91302. Tel (213) 888 8010 Owner & Pres Ernest Knight, Sales Mgr K.D. Vredenburgh.
Chief product: Disk recording styli, blank disks, stereo disk cutting lathes

E P I, see Extruder Prod'ns

Europadisk Ltd., 75 Varick St , New York, N Y 10013 Tel (212) 226 4401 Cable EUROPADISK TWX (710) 581-2034 Pres James P Shelton, VP: Christian S Lach (Manufacturer's Rep)
Product: Record plating equip
Brand name: Europa Film (Sweden)

Europa Film, see Europadisk

Extruda Prods Inc., 100 S Washington Ave., Dunellen, N.J. 08812. Tel (201) 753 2144 Cable EXPRO
Chief product: Compounding extruders & preplasticizers.
Brand name: EPI

Finebilt Mfg Co Inc , 931 N Citrus Ave , Hollywood, Calif 90038 Tel (213) 466 9511 Cable COEXPORT Telex 698393 Pres Alwin P Schmid; VP & Tape Sales Mgr Joseph Bouzaglou, Sales Mgr Manuel Munoz
Chief product: Presses, molds, extruders

Gentry Machine Corp , Somerdale Ind'l Park, 201 Linden Ave., Somerdale N J 08083 Tel (609) 627 3000 Pres Paul Miller.
Chief products: Presses, extruders
Brand names: Hydramold 150, Miller Compounder (SEE AD)

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Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411. Pres.: Stephen F. Temmer; Sales Mgr.: Russell O. Hamm.
Product: Disk cutting systems
Brand name: Neumann

Hamilton Mfg. Co. (div. of Gram Inds. Inc.), 510 First Ave., West Haven, Conn. 06516. Tel: (203) 933-1625. TWX: (710) 465-2982.
Chief product: Manual & automatic record presses: 7", 10" & 12" molds, insert molds & frame assemblies, mold accessories & accessory equip.

Hydramold 150, see Gentry Machine.

I C R, see Ransteele.

I E S, see Industrial Electroforming.

Industrial Electroforming Systems Corp., 533 Hagan St., Nashville, Tenn. 37203. Tel: (615) 256-2183. Telex: 554302. Pres.: Bill Westerman.
Chief Product: Matrix plating systems
Brand name: IES (SEE ADVERTISEMENT)

James G. Lee Rec. Processing Inc., 145 W. 154 St., Gardena, Calif. 90247. Tel: (213) 321-2187. Pres.: James G. Lee; Gen. Mgr.: Edward Tobin Jr.
Chief product: Record matrices, masters, mothers, stampers.

Lened Int'l Corp., 489 Henry St., Elizabeth, N.J. 07201. Tel: (201) 354-5205. Telex: 138767. Owners: Leonard Palmer, Joseph Flusfeder.
Chief products: Record inserting machine, automatic record pressing systems. (SEE ADVERTISEMENT)

Maple Clamp Corp., 1278 Underwood Ave., San Francisco, Calif. 94124. Tel: (415) 822-8855. Pres.: Paul Joulsohn.
Chief product: Record trimmers

Mastercraft Rec. Plating Inc., 609 W. 51 St., New York, N.Y. 10019. Tel: (212) 265-6040.
Chief product: Plating equip.

Micro Point Inc., 8 Westchester Plaza, Elmsford, N.Y. 10523. Tel: (914) 592-4014. TWX: (710) 567-1223. Pres.: Edward Schwartz.
Chief product: Disk recording styli

Miller Compounder, see Gentry Machine.

Musical Prods. Inc., 521 W. 26 St., Chicago, Ill. 60616. Tel: (312) 225-9117.
Chief product: Plating equip.
Brand name: Vans.

Namiki Precision Jewel Co. Ltd., 15 Essex Rd., Paramus, N.J. 07652. Tel: (201) 368-8310. TWX: (710) 990-1273.
Home office: Japan
Chief product: Cutting styli

Neumann, see Gotham Audio.

Ransteele Audio Inc., 1697 Broadway, New York, N.Y. 10019. Tel: (212) 265-5563. Pres.: Thomas S. Steele.
Chief product: Disk mastering equip., cutterheads, cutterhead driver pre amplifiers, power amplifiers, cutting lathe control systems, variable pitch & depth control computers, meter monitor switching analyzers, custom control consoles, lathe rebuilding, customizing & updating of equip.
Brand names: ICR, Ransteele

Record Prods. of America Inc., 700 Sherman Ave., Hamden, Conn. 06514. Tel: (203) 248-6371. Pres.: Stanley Roczynski; VP & Sales Mgr.: Steve Suzanski.
Chief products: 12", 10" & 7" 2 pc. molds, insert molds, frame assemblies, mold accessories, plating equip., label cutting presses

S M T, see Southern Machine.

Sontec Electronics, 10120 Marble Court, Cockeysville, Md. 21030. Tel: (301) 628-2920.
Product: Mastering lathe control systems
Brand name: Compudisk.

Southern Machine & Tool Corp., 533 Hagan St., Nashville, Tenn. 37203. Tel: (615) 256-2183. Telex: 554302. Pres.: Bill Westerman.
Chief Product: 7" & 12" automatic & manual presses.
Brand name: SMT (SEE ADVERTISEMENT)

Standard Paper Box Machine Co. Inc., 476 Broome St., New York, N.Y. 10013. Tel: (212) 925-9818.
Chief product: Jacket machines

Transco Prods. Int'l, 875 Merrick Ave., Westbury, N.Y. 11590. Tel: (516) 333-2000.
Chief product: Master record blanks (SEE ADVERTISEMENT)

Vans, see Musical Prods.

Wildwood Audio, see Wildwood Entertainment.

Wildwood Entertainment, 276 Fourth St., Troy, N.Y. 12180. Tel: (518) 273-7660. VP: Erich Borden.
Product: Mastering systems.
Brand name: Wildwood Audio.

Worldex Mfg. Co. Ltd., 1212 N. La Brea Ave., Hollywood, Calif. 90038. Tel: (213) 466-3324. Cable: WORLDEX. Pres.: Louis R. Baptista.
Chief product: Record presses, electroplating plants, dies, edging machines

TAPE, BLANK LOADED, MANUFACTURERS

The numbers in parentheses following the 8-track & cassette configurations show recording time in minutes; those following open reel configurations (2", 1" & ¼") show length of tape in feet.

A A, see Audio Accessories.

A & B Cassette Dupl'g., 1502 S. 87, West Allis, Wis. 53214. Tel: (414) 774-7250. Pres., Gen. & Sales Mgr.: Judy Benz.
Audio: Cassette.
Brand name: Audio Max

A T Pro, see Abbey Tape

A/V Paragon, see Universal Tape

Aard-Vark Rec'g Inc., 335 S. Jefferson, Springfield, Mo. 65806. Tel: (417) 866-4104. Pres.: John Jacobsen.
Audio: 8-tr. (4-90 min), cassette (0-130 min.)
Brand name: jdt

Abbey Tape Dupl'rs, 5358 Cartwright Ave., North Hollywood, Calif. 91601. Tel: (213) 985-3136. Pres.: Norman C. Cooke.
Audio: Cassette (2-120)
Brand name: AT Pro

Able Turntable & Tape, see AT&T

Acme Dists., PO Box 8123, 5644 Holmes, Kansas City, Mo. 64112. Tel: (816) 444-8123. Pres.: Shirley Black; Sales Mgr.: Ward Black.
Audio: Cassette (custom—1 to 120 min.)
Video: ¾" U-matic & ½" Beta & VHS cassette (custom lengths)

Agfa-Gevaert Inc., 275 North St., Teterboro, N.J. 07608. Tel: (201) 288-410C.
Sales offices: Burlingame, Calif., 1633 Old Bayshore Hwy. Zip: 94010. Tel: (415) 692-2432—**Los Angeles, Calif.,** 1801 Century Park E. Zip: 90067. Tel: (213) 552-9622—**Atlanta, Ga.,** 380 Interstate N., Suite 200. Zip: 30339. Tel: (404) 955-4326—**Oak Brook, Ill.,** 2803 Butterfield Rd., Suite 200. Zip: 60521. Tel: (312) 242-1915—**Lexington, Mass.,** Lexington Office Center, Hayden Ave. Zip: 02173. Tel: (617) 890-5430—**Secaucus, N.J.,** 24 Meadowlands Pkwy., Suite 300. Zip: 07094. Tel: (201) 330-180C—**New York, N.Y.,** 1 Penn Plaza, Rm. 3527. Zip: 10001. Tel: (212) 279-2560—**Dallas, Tex.,** 3003 LBJ Fwy., Suite 100. Zip: 75234. Tel: (214) 243-7315
Video: 2" quad, ¾" U-matic cassette, ½" cassette. (SEE ADVERTISEMENT)

Airko Magnetic Corp., 234 Fifth Ave., No. 304, New York, N.Y. 10001. Tel: (212) 689-9332. Pres.: Elias Smyrnakis; Gen. Mgr.: George T. Saddler; Sales Mgr.: H. Johnson.
Audio: 8-tr., cassette, open reel.
Brand names: Audio VU, Marmac, New Symphony, Olympia.

Aiwa America Inc., 35 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-5220
Audio: Cassette (60,90,120)

American Sound Corp., 3319 E. Ten Mile Rd., Warren, Mich. 48091. Tel: (313) 539-2900. Pres.: Frank S. Day; VP & Gen. Mgr.: Paul M. Hayes; VP & Sales Mgr.: Paul E. Adams.
Branches: North Hollywood, Calif., 8120 Webb Ave. Zip: 91605. Tel: (213) 768-6100. VP: Paul Hayes, VP Mktg.: Paul Adams; Reg'l Sales Mgr.: William Dawson—**Atlanta, Ga.,** American Sound-Atlanta, 2091 Faulkner Rd. NE. Zip: 30324. Tel: (404) 633-4577. Gen. Mgr.: Matt Polakoff; Sales Mgr.: Peter Thomason—**Chester, N.J.,** 317 Harrington Ave. Zip: 07624. Tel: (201) 767-9033
Audio: 8-tr. & cassette (custom lengths), open reel.

American Tape Corp. (div. of VideoVision Inc.), 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel: (201) 943-7860. VP Sales: Gerry Gottlieb; VP Admin.: Kathleyn Marani-Mendenhall; Plant Mgr.: Francis A. Dermody.
Audio: 8-tr. (0-80), cassette (0-90).
Brand name: Remington.

Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Telex: 348464. TWX: (910) 378-5920.
Sales Offices: Birmingham, Ala. PO Box 845. Zip: 35205. Tel: (205) 823-6132—**Glendale, Calif.,** 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—**San Diego, Calif.,** PO Box 99847. Zip: 92109. Tel: (714) 272-8337—**Denver, Colo.,** 2124 S. Birch. Zip: 80222. Tel: (303) 757-1829/6491—**Orlando, Fla.,** PO Box 15008-B. Zip: 32808. Tel: (305) 423-2962—**Atlanta, Ga.,** 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—**Honolulu, Hawaii,** PO Box 25367. Zip: 96825. Tel: (808) 395-7144—**Elk Grove Village, Ill.,** 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000—**Overland Park, Kan.,** PO Box 7282. Zip: 66207. Tel: (913) 383-1951—**Florence, Ky.,** Elseden Bldg. Zip: 41042. Tel: (606) 371-1476—**Baton Rouge, La.,** PO Box 14238. Zip: 70808. Tel: (504) 766-6270—**Bethesda, Md.,** 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—**Framingham, Mass.,** PO Box 1020. Zip: 01701. Tel: (617) 877-8060—**Minneapolis, Minn.,** 5200 W. 73 St. Zip: 55435. Tel: (612) 935-5560—**Elkhorn, Neb.,** PO Box 553. Zip: 68022. Tel: (402) 556-3400—**Hackensack, N.J.,** 65 Commerce Way. Zip: 07601. Tel: (201) 489-7400—**Williamstown, N.J.,** PO Box 513. Zip: 08094. Phila. Tel: (215) 887-7650—**Buffalo, N.Y.,**

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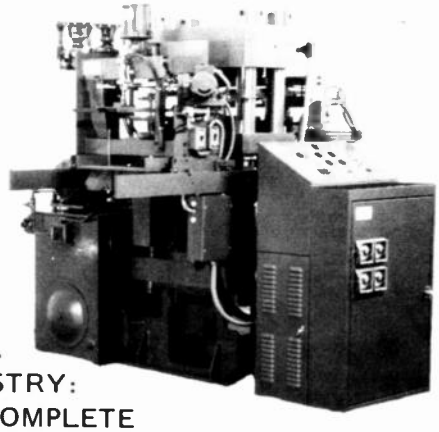

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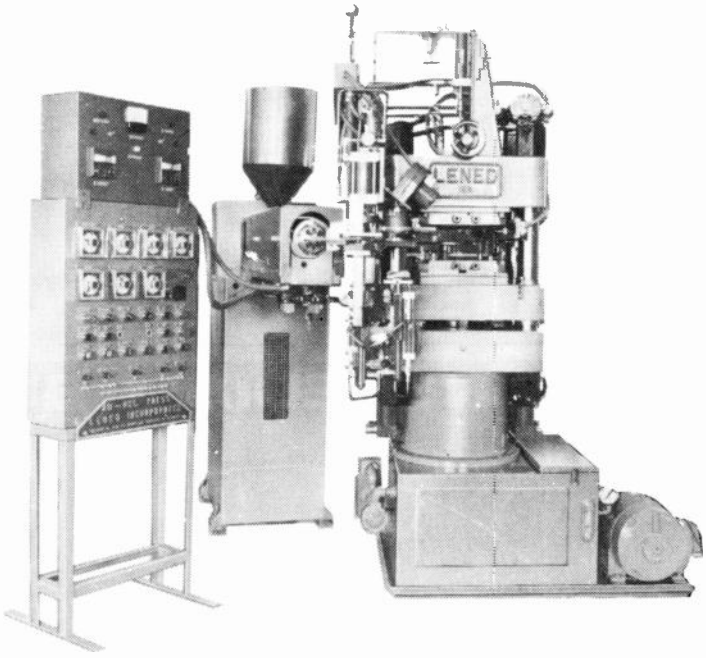
Lened automated record pressing systems



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Audio: 8 tr (45 90), cassette (45,60 90,120), open reel (1200',1800',2500',3600') broadcast (600',900' 2500' 3600' 5000')
Video: 2" quad 1" open reel ½" EIAJ open reel (1250',2400'), ¾" U matic cassette (10 60), ½" Beta cassette (30 60 120)

Ampro Prod'ns Inc., 150 Fifth Ave New York, N Y 10011 Tel (212) 243 7726 Cable TAPEXXRON Telex 425233
Audio: 8 tr (40,60 80), cassette (30,60,90 120)

Analyst see Pacific Int'l

Andol Audio Prodc Inc., 4212 14 Ave., Brooklyn, N Y 11219 Tel (212) 435 7322 Pres Anthony A Maniere, Sales Mgr Rocco Salvatore, Adv Mgr Domenick Salvatore
Audio: 8 tr & cassette (1 90)

Apollo, see Greatapes

Arista Ents Inc 35 Hoffman Ave Hauppauge, N Y 11787 Tel (516) 234 7000
Audio: 8 tr (40,45 80,90) cassette (60,90) (SEE ADVERTISEMENT)

Arrow Trading Co Inc., 1115 Broadway, New York, N.Y 10010 Tel (212) 255 7688 (Audio only)

Associated Audio Servs. Inc., 181 Westchester Ave., Port Chester, N Y 10573 Tel (914) 937 5129. Pres D Richard Kraus, VP Allan Johnson
Audio: 8 tr., cassette
Brand name: Crusader

Athana Audio Prods (div of Arber Inds.), PO Box 3696, 1815 Mullin Ave Torrance, Calif 90510 Tel (213) 320 1451
Audio: Cassette (custom lengths)

Audio Accessories Co., 38 W 515 Deerpath Rd., Batavia, Ill 60510 Tel (312) 879 5998 Sales Mgr John S Maloney.
Audio: 8 tr., cassette, endless loop cassette (custom lengths), "private label" cassettes, open reel (1200')
Brand name: AA

Audiodyne Co., PO Box 825, San Jose Calif 95108 Tel (408) 287 3520 Owner & Pres Louis R Chiaramonte
Audio: 8 tr., cassette, open reel & broadcast (custom lengths)

AudioGraphics (div of Herald Publ'g House), 3225 S Noland Rd., Independence Mo 64055 Tel (816) 252-5010
Audio: Cassette (standard & custom lengths)

Audio Inds Inc., Broad & Linden Aves., Ridgefield, N J 07657 Tel (201) 945 4545
Audio: 8 tr., cassette (SEE ADVERTISEMENT)

Audio Magnetics Corp., 2602 Michelson Dr., Irvine, Calif 92716 Tel (714) 833 0020 Pres Isidore Philosophe, VP Ind'l Prods Stewart B Schlosberg, Nat'l Sales Mgr Charles Trausch
Audio: 8 tr (45 90), cassette (45,60 90 120), open reel (1200',1800',2400')
Brand names: Tracs, High Performance

Audio Max, see A&B

Audiopak, see Capitol

Audiotrack, see Little Warehouse

Audio VU, see Airko

AudioVisual Communications Inc., 435 Crooked Ln King of Prussia, Pa 19406 Tel (215) 272 8500 Pres John Ballantyne, VP Sales John Butterworth
Audio: Cassette (custom lengths up to 120 minutes) open reel (up to 10½" reels)

Autek, see Northwestern

B A S F Systems Corp., Crosby Dr., Bedford Mass 01730 Tel (617) 271 4000 Nat'l Sales Dir James S Walker Video Prod Mgr Theodore Van Sickle
Branches: Santa Monica, Calif., 1307 Colorado Ave Zip 90404 Tel (213) 451 8781—**Atlanta, Ga.,** 3300 Buckeye Rd., Suite 403 Zip 30341 Tel (404) 455 4145—**Palatine, Ill.,** 800 E Northwest Hwy., Suite 220 Zip 60067 Tel (312) 934 4990—**Ridgewood, N.J.,** 579 Franklin Tnpk Zip 07450 Tel (201) 447-6904
Audio: cassette (60,90), open reel (7"—1800',2400')
Video: ½" Beta cassette (L 500), ½" VHS cassette (120)

Kenneth A Bacon Assocs., 216 Montego Key Novato, Calif 94947 Tel (415) 883 5041 Owner Kenneth A. Bacon, Prod'n Mgr Rick Bacon
Audio: Cassette, open reel
Brand name: KABA

Batish Rec'g Ents., 1310 Mission St., Santa Cruz, Calif 95060 Tel (408) 423 1699 VP Mktg & Sales Ashwin Batish, Gen Mgr Ravi Batish
Audio: Cassette

Bazzy Electronics Corp 39 N Rose, Mount Clemens, Mich 48043 Tel (313) 463 2592
Audio: 8 tr., cassette (custom lengths)

Betamax see Sony

Bethany Fellowship Inc., 6820 Auto Club Rd., Minneapolis, Minn 55438 Tel (612) 944 2121 Cable BETHANY Pres T A Hegre; Gen Mgr M F Johnson, Sales Mgr. Bill Linder
Audio: Cassette (custom lengths)

Bonneville Prod'ns, 130 Social Hall Ave., Salt Lake City, Utah 84111 Tel (801) 237 2400 TWX (910) 925 5266
Audio: Cassette (30,45,60,90,120)

Bradley Ents Inc., 108 Galewood Rd., Timonium Md 21093 Tel (301) 252 8520 Pres Joe Bradley, Exec Ass't Stephen J Rosasco
Audio: Cassette

Brand 5, see Robins

Broadcast Electronics Inc (a Filmways Co.), 4100 N 24 St Quincy, Ill 62301 Tel (217) 224 9600 Cable SPOTMASTER Telex 250142 Pres Lawrence J Cervon, VP Mktg Curtis I Kring, Sales Mgr J Engle, Adv Mgr Thomas R Humphrey

Broadcast 1, see RKO

Burlington Audio Tapes Inc., 106 Mott St Oceanside, N Y 11572 Tel (516) 678 4414 Pres Ruth Schwartz, VP Rudy Schwartz
Audio: Cassette, open reel
Video: ½" Beta & VHS cassette (SEE ADVERTISEMENT)

C E S Rec'g Inc., 4960 S 83 East Ave., Tulsa Okla 74145 Tel (918) 627 8474 Pres Basil W Thomas, Gen Mgr Judy McAlister
Audio: 8 tr., cassette (custom lengths up to 90 min.)
Video: ½" Beta & VHS cassette

C L C, see International Audio

C P H Video, 9229 Sunset Blvd., Suite 812, Los Angeles Calif 90069 Tel (213) 274-8113 Telex 698236
Home office: Australia
Video: ½" Beta & VHS cassette

Calibron, see Horain Eng'g

Capitol Magnetic Prods (div of Capitol Recs Inc.), 6902 Sunset Blvd Hollywood, Calif 90028 Tel (213) 461 2701. Pres Edward C Khoury, VP Mktg Admin John Apsitis, VP Domestic Sales Larry Hockemeyer, VP Int'l Sales Bud Jackson, Mktg Coord Natalie Goss
Sales offices: 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—**New York, N.Y.,** 1370 Ave of the Americas Zip 10019 Tel (212) 757 7470
Int'l brand: Singapore
Audio: Broadcast cartridge (custom lengths)
Brand name: Audiopak

Carter Craft, see Carter Corp

Carter Corp., 1916 11 St., Rockford Ill 61101 Tel (815) 397 3200 Cable CARTERCORP Pres Robert L Fleming VP Sales & Mktg Sandra L Fleming, Plant Mgr W Skip Kruger
Audio: Cassette (10 90)
Brand name: Carter Craft

Cassette Masters Corp 2 Bashford St Yonkers, N Y 10701 Tel (914) 968 1605 Pres Leonard Ripley, Gen & Sales Mgr V J DePaul
Audio: Cassette
Video: ¾" U matic cassette, ½" Beta & VHS cassette

Cassette Servs., 815 N Douglas St., Arlington Heights, Ill 60004 Tel (312) 398 8403 Owner & Pres Willis J Connor, Sales Mgr Michael Connor
Audio: Cassette
Brand name: Hi Q

Century Audio & Development Inc 1018 Busse Hwy Park Ridge, Ill 60068 Tel (312) 696 0675
Audio: Cassette (47,62,92 122)

Certron Corp., 1701 S State College Blvd., Anaheim Calif 92806 Tel (714) 634 4280. WATS (800) 854 3943 TWX (910) 593 1611 Pres Edwin Gamson, VP Mktg Ray Allen, Sales Mgr Monica Terrill; Adv Mgr Hal Wilde
Audio: 8 tr (45,65,90), cassette (30 60,90) (SEE ADVERTISEMENT)

Charlie & Co Inc 5500 B Crestwood Blvd., Birmingham, Ala 35212 Tel (205) 870 0247 592 3601 Pres Charles Colvin, Mgr Mark Colvin
Audio: 8 tr., cassette

Chase Media Inc., Busch Park, 5284 S 320 W., Suite C 166, Salt Lake City Utah 84107 Tel (801) 261 1383 Pres & Gen Mgr Randal S Chase, Sales Mgr Irel Chase
Audio: 8 tr (standard lengths) cassette, open reel (custom lengths)

Christian Duplins Inc., 1710 Lee Rd., Orlando Fla 32810 Tel (305) 299 7363
Audio: Cassette open reel (custom lengths)

Colorchrome, see RKO

Col Tape, see Columbia Pictures

Columbia Pictures Videocassette Servs., 1501 Landmeier Rd., Elk Grove Village, Ill 60007 Tel (312) 640 2350 Telex 206923 Exec VP George M. Ricci, Bus Mgr T Martin Rennels
Video: ½" cassette
Brand name: Col Tape

Continental Electronics, 4087 Glencoe Ave Marina del Rey Calif 90291 Tel (213) 822 2045 Sales Mgr John Adams
Audio: Cassette (45,60,90 120)

Cory Sound Co., 310 Townsend, San Francisco Calif 94107 Tel (415) 543 0440 Contact Phillip Markinson

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Phone: (617) 366-9141
Cable: KINGINST/Telex 94-8485

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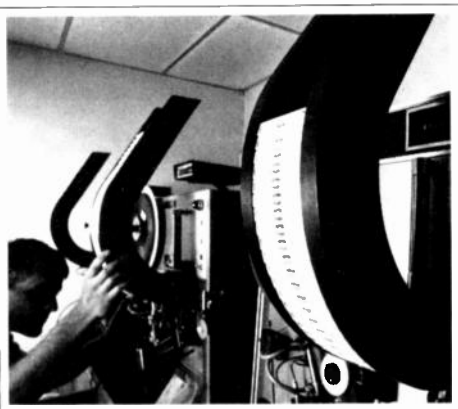
Creative Communications Inc (sub of SMI), 923 N Valley Mills, Waco, Tex 76710. Tel: (817) 776 6553
Audio: Cassette.
Criterion, see Lafayette
Crolyn, see E I du Pont.
Crusader, see Associated Audio
Custom Cassette, see Industrial Audio-Film
Custom Tape Dupl'rs Inc., 341 Hill Ave., Nashville, Tenn 37210 Tel: (615) 256-1728. Pres.: L C Tant. Sales Mgr.: Mik• Tant
Audio: 8-tr (5-90), cassette (5-120)
D A K Inds. Inc., 10845 Vanowen St., North Hollywood, Calif 91605 Tel (213) 984-1559 WATS: (800) 423-2636. Cable DAKENT Telex 651396 Pres Drew Alan Kaplan
Audio: Cassette (30,60,90).
Daisung America Inc., 51 E 42 St., New York, N Y 10017 Tel: (212) 682-6045
Home office: Korea
Audio: 8-tr., cassette (30,60,90,120), open reel.
Data Packaging Corp., 205 Broadway, Cambridge, Mass 02139 Tel (617) 868-6200 TWX (710) 320 0885. Pres., Otto Morningstar. Exec VP Greg Mathus, VP Mktg Jere Hill, Sales & Mktg Mgrs (audio-video): Gene Hull, (consumer) Peggy Harmatz.
Audio: 8 tr., cassette (standard, mini & micro–custom lengths) (SEE ADVERTISEMENT)
Delta Magnetics Corp., 1901 McDonald Ave., Brooklyn, N Y 11223 Tel (212) 627-6556. Telex 642271.
Branch: Edison, N.J., PO Box 494. Zip 08817 Tel (201) 287-8907
Audio: 8-tr. (40,64,80,100,120), cassette (60,90,120), open reel (7"–1200', 1800' 2400', 3600', 5"–1200', 1800')
Disco Party Prod'ns, PO Box 905, South Bend, Ind 46624 Tel: (219) 234 9104. Owner & Sales Mgr. Jim Van Zant; Adv. Mgr. Drew Leach
Audio: "Private label" cassettes (90).
Duotone Co Inc., PO Box 1168, Miami, Fla 33143 Tel (305) 665 1121 Pres Stephen Nester Sr., Sales & Adv Mgr Stephen Gibson Nester.
Audio: 8 tr (35,70,80), cassette (30,60,90,120) (SEE ADVERTISEMENT)
E I du Pont de Nemours & Co Inc., Magnetic Prods Div., Photo Prods Dept., du Pont Airport, Bldg. 1, Wilmington, Del 19898 Tel (302) 774 1000.
Audio: Cassette (60,90,120).
Video: ¼" U-matic cassette (10 90), ½" EIAJ open reel (1250',1800',2400',3600'), ½" Beta (60 180 min.) & VHS (60 360 min.) cassette
Brand name: Crolyn.
Duratape, see Mallory
E M C Corp., 180 E. Sixth St., St Paul, Minn 55101 Tel (612) 227 7366 Pres.: David E Feinberg, VP Richard T Steveas, Custom Sales Dir C Carter.
Audio: Cassette.
Electronic Homes Co., 1225 Broadway Main Floor, New York, N.Y 10001 Tel: (212) 725-0290. Chm George T. Saddler Sales Mgr Elias Smyrnakis; Adv. Mgr. Joe Gary.
Audio: 8-tr., cassette, mini cassette, open reel
Brand names: Grandmaster, Mr Cassette, Toyota
El Mar Plastics Inc., 821 E Artesia Blvd., Carson, Calif 90746 Tel (213) 327 3180 Cable ELMAR. TWX (910) 346 6940. Pres.: Allen Schor.
Audio: 8-tr (1-90) (SEE ADVERTISEMENT)
Elvitrue Rec'g Music Publ'g Co & Music Makers Network of America Prod'ns, PO Box 3022, Wilmington, N C 28401 Tel: (919) 762-4001. Pres John Lewis Jones, VP Betty F Scavilla, Sales Mgr James L Wheeler, Adv Mgr. J O Johnson
Audio: Cassette, open reel.
Brand name: Excellence
Emerald, see Irish Magnetic
Exactime, see SSK
Excellence, see Elvitrue
Ferrodyn, see Westape.
Fidelipac Corp., 109 Gaither Dr., Mount Laurel, N.J 08057. Tel (609) 235 3511 TWX (710) 897-0254. Pres. Roger Thanhauser, Sales & Mktg Mgr.: Arthur Constantine.
Audio: Broadcast cartridge (all lengths)
Finebilt Mfg. Co Inc., 931 N. Citrus Ave., Hollywood, Calif. 90038 Tel: (213) 466 9511 Cable COEXPORT. Telex 698393 Pres. Alwin P. Schmid, VP & Tape Sales Mgr.: Joseph Bouzaglou; Sales Mgr., Manuel Munoz.
Audio: 8 tr., cassette, open reel
Fleetwood Communications Co Inc., 321 Revere St., Revere, Mass 02151 Tel (617) 289-6800. Pres., V P Giarrusso; Gen. Mgr. Raymond G Samora; Sales Mgr.: Victor Mancini; Adv Mgr.: Robin Samora
Audio: 8-tr., cassette, open reel.
Video: ¼" U matic cassette, ½" cassette
4 Starr, see Le-Bo
Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N Y 10118 Tel: (212) 736 3335. Cable FUJIFILM. VP & Gen Mgr: John Dale; Nat'l Sales Mgr John Bermingham, Adv Mgr: Margaretha Bystrom
Audio: Cassette (46,60,90,120), "metal" tape cassette (46,60,90), broadcast (2200', 3400', 6600', 9600')
Video: 2" & 1" open reel, ¾" cassette (10,15,20,30,60), ½" Beta cassette (15/30, 30/60, 45/90, 60/120, 180/270); ½" VHS cassette (30, 60, 90, 120)
Gabriel Mfg. Co Inc., 125 S Liberty Dr., Stony Point, N Y 10980. Tel (914) 942 0100 Pres. Ed Gabriel; VP Richard Gabriel, Gen. Mgr. Vin Tullo; Adv. Mgr Ellen Gabriel.
Audio: 8 tr (10-60), cassette (1 120)
General Cassette Corp., 2311 N 35 Ave., Phoenix, Ariz 85009. Tel: (602) 269-3111
Audio: Cassette
Video: ¾" U-matic cassette, ½" Beta & VHS cassette
Grand Master Magnetic Tape Co., 1225 Broadway, Main Floor, New York, N.Y 10001 Tel: (212) 725-0290. Pres George T Saddler, Gen. Mgr.: John J Zimmerman, Sales Mgr., Elias Smyrnakis
Audio: 8-tr., cassette, open reel
Greatapes, 123 S 12 St., Minneapolis, Minn 55403 Tel (612) 339 1651. Contacts: Dan Piepho, Diane Woelm
Audio: Cassette (1-120)
Video: ¾" U matic cassette (1-60)
Brand name: Apollo.
Heritage, see International Audio
H I Ents. Inc., 9537 Telstar Ave., Suite 121, El Monte, Calif 91731. Tel (213) 444 9224
Audio: Cassette (1-120).
High Fidelity Rec'g Inc., 1059 Porter, Wichita, Kan 67203. Tel (316) 262-6456.
Audio: Cassette.
High Performance, see Audio Magnetics.
Hilo, see Magnetic Mktg
Hi-Q, see Cassette Servs
Hitachi Sales Corp. of America, 401 W. Artesia Blvd., Compton, Calif. 90220 Tel: (213) 774-5151
Audio: Cassette (60,90)
Horian Eng'g Inc., 600 Lake Emma Rd., Lake Mary, Fla. 32746. Tel (305) 323-2400. TWX (810) 856-0300. Pres. Richard C. Horian; Gen Mgr.: James Horian, Sales Mgr., Robert L Horian; Adv. Mgr. Sue Coleman
Audio: Cassette (60, 90).
Brand name: Calibron.
Infonics Inc., PO Box 1111, 238 Hwy. 212, Michigan City, Ind 46360. Tel: (219) 879-3381. Telex 233111.
Audio: 8-tr., cassette, open reel & broadcast (custom lengths).
Brand name: Phoenix. (SEE ADVERTISEMENT)
Industrial Audio-Film Servs Inc., 6228 Dakton St., Morton Grove, Ill. 60053 Tel (312) 965-8400.
Audio: Cassette
Brand name: Custom Cassette.
Instart, see Pacific Int'l.
Intermagnetics Corp., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel (213) 393-9281 Pres.: Terry C. T. Wherlock; VP Sales Doug Rowlands; VP Communications Bruce Weber
Audio: Cassette (30, 60, 90, 120)
International Audio Inc., 2934 Malmo Dr., Arlington Heights, Ill 60005 Tel (312) 956 6030
Audio: 8-tr. (45,64,90), cassette (1-120), broadcast (10 sec -12 min.).
Video: ¾" cassette (5,10,20,30,60).
Brand names: CLC, Heritage, International Audio, Videospot.
Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y 11803 Tel: (516) 293-5582 Cable MORHANEX. Telex 96-7880. Pres.: G. Zigman; Sales Mgr. George Krug; Adv Mgr. George Taub.
Audio: 8-tr., cassette, open reel.
Video: ½" EIAJ open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
Brand names: Audio–Emerald, Irish, Video–Irish
Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710. Tel (516) 785-6480.
Audio: 8-tr (35 80), cassette (30-120)
J d t, see Aard Vark.
J & I Cassette, 23947 Ventura Blvd., Calabasas, Calif 91302 Tel (213) 992 6200 Pres.: John F Brennan; Sales & Adv Mgr Ivy Brennan
Audio: Cassette, open reel (custom lengths).
Video: ¾" U-matic cassette, ½" Beta & VHS cassette (custom lengths).
J V C Inds. Co., 41 Slater Dr., Elmwood Park, N J. 07407. Tel: (201) 794-3900 Pres. N Sakoda, Sales Mgr Harry Elias; Adv Mgr.: Cliff Shearer.
Video: ¾" cassette (15,20,30,60), ½" EIAJ open reel, ½" VHS cassette
K A B A, see Kenneth A Bacon.
Ken Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Del 19804. Tel: (302) 655-7488
Audio: Cassette (custom lengths).
Kim-Pat Ents., PO Box 654, Hillwood Dr., Fayetteville, Tenn. 37334 Tel



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Kyric Corp., 2111 E. 20 St., Tucson, Ariz. 85719. Tel: (602) 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian.
Audio: 8-tr., cassette & open reel (custom lengths).

L J S Corp., 1225 Broadway, Main Floor, New York, N.Y. 10001 Tel: (212) 725-0290. Pres.: George T. Saddler; Gen. Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Audio: 8-tr., cassette.
Brand name: Lear Jet Stereo-High Performance.

Lafayette Radio Electronics, 111 Jericho Tnpk., Syosset, N.Y. 11791. Tel (516) 921-7700.
Audio: 8-tr., cassette, open reel
Brand name: Criterion.

Laser, see Swire Intermagnetics.

Lear Jet Stereo, see LJS Corp.

Le-Bo Prods. Co. Inc. (div. of Peerless VidTronics Corp.), 58-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Cable: LEBOPRODUX. Telex: 424790. Pres.: P. Dayton
Audio: 8-tr. (40-90), cassette (60,90).
Brand name: 4 Starr (SEE AOVERTISEMENT)

Lecture Brand, see Robins.

Lecturecassette, see Pacific Int'l.

Leda, see Continental Electronics.

Lettercassette, see Pacific Int'l.

Lion Rec'g Servs. Inc., 1905 Franklin Ave. NE, Washington. O.C. 20002. Tel: (202) 832-7883. Pres.: Harold H. Lion; Sales & Adv. Mgr.: Jim Fox.
Audio: Cassette, open reel (custom lengths).

Little Warehouse Inc., 1820 W. Schaaf Rd., Cleveland, Ohio 44109. Tel: (216) 398-0022.
Audio: 8-tr. (1-100), cassette (1-120), open reel.
Brand name: Audiotrack. (SEE ADVERTISEMENT)

M J S, 2514 Seaboard Ave., San Jose, Calif. 95131. Tel: (408) 262-8793. Owner: Michael Steiner.
Audio: 8-tr. (46,60,90,100), cassette (46,62.92.120), open reel (1800'), broadcast (1-22 min.)

M M C, see Magnetic Mktg.

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne N.J. 07470. Tel: (201) 694-3502. Telex: 138558. Pres.: Thomas J. Hofbauer; Sales Mgr.: Brendan F. Browne; Adv. Mgr.: M. Judge.
Audio: 8-tr., cassette (60,90,120), open reel, broadcast.
Brand name: Hilo, MMC. (SEE ADVERTISEMENT).

Magnetix Corp., 770 W. Bay St., Winter Garden, Fla. 32787. Tel: (305) 656-4494. Pres.: John Lory.
Audio: 8-tr., cassette, open reel, broadcast.
Video: 1" open reel; ½" EIAJ open reel.

Mallory Dist. Prods. Co., 3029 E. Washington Ave., Indianapolis, Ind. 46201. Tel: (317) 636-5353.
Audio: 8-tr. (45,90), cassette (30,45,60,90,120)
Brand name: Duratape.

Mann Endless Cassette Inds. Corp., PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000 Pres.: Donald Mann; Sales Mgr.: Robert Wells; Adv. Mgr.: Bob Kline.
Audio: Standard "Philips-type" endless cassettes. (10 sec. to 20 min. lengths)

Marmac, see Airko & Mastro.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel (212) 547-5600. Pres.: Mario Maccaferri.
Audio: 8-tr. (45,90), cassette (30,45,60,90,120).
Brand name: Marmac.

Maxell Corp. of America, 60 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-8020. Pres. T. Okada; Nat'l Sales Mgrs.: (consumer audio) M. Standley, (consumer video) D. Patrician, (professional/industrial prods) J. Ringwood; Adv. Mgr.: Chris Mangiapane.
Audio: 8-tr. (46,60,90), cassette (46,60,90,120), open reel (1800').
Video: ½" EIAJ open reel (1200', 2400'), ¾" U-matic cassette (30,60), ½" Beta cassette (L-250, L-500, L-750), ½" VHS cassette (30,60,90,120 min.)

Media Int'l Inc., 425 N. Michigan, Chicago, Ill. 60611. Tel: (312) 467-5430. Pres.: Duane Lundeen; VP: Margaret Lundeen; Gen. Mgr.: Al Masters.
Audio: 8-tr., cassette, open reel, broadcast (custom lengths).

Memorex Corp., Consumer Prods. Group, 1600 Memorex Dr., Santa Clara, Calif. 95052. Tel: (408) 987-1752. Telex: 334492 VP & Gen. Mgr.: John R. Humphreys; Mktg. Mgr.: Albert P. Pepper; Nat'l Sales Mgr.: Jack C. Battaglia.
Branches: Garden Grove, Calif., 12821 Western Ave., Suite L. Zip: 92641. Tel: (714) 891-2541—**Lombard, Ill.,** 335 Eisenhower Ln. S. Zip: 60148. Tel: (312) 620-3240—**Cincinnati, Ohio,** 8170 Corporate Park Dr. Zip: 45242. Tel: (513) 891-3380—**King of Prussia, Pa.,** 741 Fifth Ave. Zip: 19406. Tel: (215) 337-1050—**McLean, Va.,** 1970 Chain Bridge Rd. Zip: 22101. Tel: (703) 821-3300—**Lynnwood, Wash.,** 4208-198 St. SW, Suite 110. Zip: 98036. Tel: (206) 774-6507.
Audio: 8-tr. (45,60,90), cassette (30,45,60,90,120).
Video: ½" VHS cassette (30,60,90,120); ½" Beta cassette (L-250, L-500, L-750).

Memory Media Prods., 1417 E. Edinger Ave., Santa Ana, Calif. 92705. Tel: (714) 835-0317. Pres.: Edward A. Conti; Sales & Adv. Mgr.: Murray L. Shackelford.
Audio: Cassette, open reel.
Video: 1" open reel, ¾" U-matic cassette, ½" EIAJ open reel, ½" Beta & VHS cassette.
Brand name: Spectrum.

Metacom Inc., 1401-B W. River Rd. N., Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres.: James I. McCann; Sales Mgr.: Phillip T. Levin; Adv. Mgr.: Timothy Devilbliss.
Audio: Cassette (33,60,63,90,93,120,123).
Brand name: Rezound.

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens, Fla. 33015. Tel: (305) 558-9211.
Audio: 8-tr. (40,60,90), cassette (40,60,90,120).

Michele Audio Corp., Box 566, Andrews Street Rd., Massena, N.Y. 13662. Tel: (315) 769-2448. Pres.: Ginette Cormier; Sales Mgr.: Harold Friedman; Mgr.: Jack Daniels.
Audio: 8-tr. (40,60,80,90), cassette (60,90,120).
Brand names: Michele, Michelex.

Mr. Cassette Inds. Inc., 234 Fifth Ave., No. 304, New York, N.Y. 10001. Tel: (212) 689-9332. Bd. Chm.: George T. Saddler; Pres.: Joseph Gary; Gen. Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Audio: 8-tr., cassette.

Mr. Cassette Video Corp., 234 Fifth Ave., No. 304, New York, N.Y. 10001. Tel: (212) 689-9332. Pres.: George T. Saddler; Gen. Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Video: Open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

Musical Tapes Inc., 770 W 27 St., Hialeah, Fla 33010 Tel: (305) 885-9156. Pres.: Eliseo C. Valdes.
Audio: 8-tr., cassette.

Musicassette Dupl'rs of Hawaii, PO Box 22190, Honolulu, Hawaii 96822. Tel: (808) 533-4165.
Audio: Cassette (30,45,60,90 & custom lengths), open reel (1200', 1800').

Nagra Magnetic Rec'rs Inc., 19 W. 44 St., New York, N.Y. 10036. Tel: (212) 840-0999.
Audio: Open reel

Nakamichi USA Corp., 1101 Colorado Ave., Santa Monica, Calif. 90401 Tel: (213) 451-5901. Telex 652429. Pres. E. Nakamichi; VP & Nat'l Sales Mgr.: Katsura Izumi.
Audio: Cassette (60,90).

Nassau, see Telephone Dynamics.

New Symphony, see Airko.

North American Tape Dupl'g Co., 15414 Cabrito Rd., Van Nuys, Calif. 91406 Tel. (213) 781-7650. VP & Gen. Mgr.: Norm Teter; Mktg. Dir.: Larry Stagnaro.
Audio: 8-tr., cassette (45,60,90,120).

Northwestern Inc., 1224 SW Broadway, Portland, Ore. 97205. Tel: (503) 226-0170. Pres.: Robert M. Lindahl; Sales Mgr.: Paul A. Buescher.
Audio: Cassette (custom loaded).
Brand names: Autek, Northwestern.

Olympia, see Airko.

P S C Prod'ns, 985 Waimanu St., Honolulu, Hawaii 96814. Tel: (808) 537-5695. Pres.: Michael Tanaka.
Audio: Cassette (30,45,60,90 & custom lengths), open reel (1200', 1800').

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865, San Francisco, Calif. 94107. Tel: (415) 495-8830.
Home office: Canada.
Audio: Cassette, open reel.
Video: ½" Beta & VHS cassette.
Brand names: Audio—Analyst, Instart, Lecturecassette, Lettercassette, & "private" label; Video—Analyst.

Panasonic Co. (div. of Matsushita Electronic Corp. of America), 1 Panasonic Way, Secaucus, N.J. 07094. Tel: (201) 348-7000.
Branches: Duluth, Ga., 2 Meca Way. Zip: 30136. Tel: (404) 448-5683—**Elk Grove Village, Ill.,** 1098 Greenleaf Ave. Zip: 60007. Tel: (312) 593-0710—**Irving, Tex.,** 1825 Walnut Hills Ln. Zip: 75062. Tel: (214) 256-1388.
Audio: Cassette (60,90).
Video: ¾" cassette, ½" VHS cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

Park, see Robins.

Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; VP Mktg.: James R. Dow; Sales Mgr.: Joe Hollenkamp.
Audio: Cassette (10-120).

Phoenix, see Infonics.

Phylco Audio, 4709 Brooks St., Montclair, Calif. 91763. Tel: (714) 621-9561 Owner: Robert Deates; Gen. Mgr.: Rick Deates.
Audio: Cassette, open reel.

Pro, see Memorex.

The Pro, see Utopia Ultra-Sound.

Programming Technologies Inc., 6666 N. Lincoln Ave., Lincolnwood, Ill 60645. Tel: (312) 676-9400. Sales Mgr.: Steve Sorkin.
Audio: Cassette.

Pro 1 Audio-Visual Inc., PO Box 33, Highland Park, Ill. 60035. Tel: (312) 433-4574. Pres.: R.L. Pink; VP: J. Pink; Sales Mgr.: M.M. Pink; Adv. Mgr.: D.D. Pink.
Audio: Cassette.

Project 70 Audio Servs. Inc., 1127 Spring St. NW, Atlanta, Ga. 30309. Tel: (404) 875-7008.
Audio: Cassette (custom lengths for duplicators).

Quantitape, see Sound Studios.

R K O Tape Corp., 3 Fairfield Crescent West Caldwell, N.J. 07006. Tel: (201) 575-8484. VP & Gen. Mgr.: Hugh Wallace.
Audio: Cassette (60,90).
Video: ½" Beta cassette (L-250, 500 & 750)
Brand names: Audio—Broadcast 1, Ultrachrome; Video—Colorchrome.

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76086. Tel: (817) 390-3272.
Audio: 8-tr. (45,90), cassette (30,45,60,90,120), open reel (900',1200',1800', 2400',3600').
Brand names: Realistic, Supertape.

Bill Rase Prod'ns Inc., 955 Venture Court, Sacramento, Calif. 95825. Tel: (916) 929-9181. Owner & Pres.: Bill Rase.
Audio: Cassette (custom lengths).

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres. & Adv. Mgr.: Ray Abrams Sr.; Sales Mgr.: Ray Abrams Jr.
Audio: 8-tr.

Realistic, see Radio Shack.

Recorded Publ'ns Labs (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St., Camden, N.J. 08105. Tel: (609) 963-3000; Phila. (215) 922-8558. Pres.: David H. Goodman; Sales Mgr.: Pat Landon; Adv. Mgr.: Edward J. Goodman.
Audio: 8-tr., cassette, open reel (custom lengths).

Recording Servs. of Western North Carolina Inc., 10 Penland St., Canton, N.C. 28716. Tel: (704) 648-6012. Pres.: J. Ted Evans; VP: Kay Evans.
Audio: 8-tr., cassette. (custom lengths).

Recording Studios 55 (div. of 3'G Inds.), 5500 Troost, Kansas City, Mo. 64110. Tel: (816) 361-8455. Chief Eng.: Mike Green; Gen. Mgr.: Eugene Gold; Sales Mgr.: C. King.
Audio: 8-tr., cassette.

Recortec Inc., 475 Ellis St., Mountain View, Calif. 94043. Tel: (415) 962-0220. TWX: (910) 379-5022. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Troxell.
Audio: Cassette (custom lengths).
Video: ¾" U-matic cassette (5-60 min.).

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchardt; Exec. VP: Peter Wish; VP Sales: George Calvi.
Audio: 8-tr. (40,45,80,90,100), cassette (45,60,90,120), open reel (5" reel—600', 900', 1200', 1800', 7" reel—1200', 1800', 2400', 3600') (SEE ADVERTISEMENT)

Remington, see American Tape.

Respond Int'l, 1190 Miraloma Way, Suite Y, Sunnyvale, Calif. 94086. Tel: (408) 245-1351. Cable: RESPONO. TWX: (910) 339-9317. Pres.: Ronald L. Akin.
Audio: 8-tr. (45), cassette (45,60,90), open reel.

Review Ents. (USA) Inc., 54 W. 39 St., New York, N.Y. 10018. Tel: (212) 840-2780. Contacts: Mike Thaler, Paul Smith.
Audio: Cassette.
Video: ½" Beta & VHS cassette. (SEE ADVERTISEMENT)

Rezound, see Meta-Com.

Rite Rec. Prod'ns Inc., 9745 Mangham Rd., Cincinnati, Ohio 45215 Tel: (513) 733-5533. Owner: Carl J. Burkhardt; Pres.: Philip M. Burkhardt; VP Prod'n: Lan A. Ackley; VP Graphics: Kenneth O. Keith; Sales Mgr.: Dan Burton.
Audio: 8-tr., cassette, open reel (custom lengths).

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel. (516) 543-5200. Pres.: Herman Post, VP Sales: Stu Caine.
Audio: 8-tr. (40,64,80), cassette (60,90,120), mini-cassette (30).
Brand names: Brand 5, Lecture, Park.

S S K Ents. Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel: (805) 889-1831.
Audio: 8-tr. (1-99).
Video: ½" Beta & VHS cassette (custom lengths)
Brand name: Exactime

Scotch, see 3M.

See Hear Inds. (div. of RJA Inc.), 120 W. 155 St., Gardena, Calif. 90248. Tel: (213) 516-0315. Pres.: Ray Jacobs; Sales Mgr.: Bernadette McNulty.
Audio: Cassette (30-120), open reel.
Video: ½" Beta cassette (L-250, L-500, L-750), ½" VHS cassette (120).

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Cable: SENTINO. Pres.: Harold Rosen; VP: Barry Rosen.
Audio: 8-tr. (40,80,100), cassette (30,60,90,120), open reel (1200',1800',2400').
Video: ½" Beta cassette.

ServiSound Inc., 35 W. 45 St., New York, N.Y. 10036 Tel: (212) 921-0555. Pres.: Nat Levy; Gen. & Sales Mgr.: Mike Shapiro.
Audio: Cassette.

Shur Sound & Sight Inc., 3350 Scott Blvd., Bldg. No. 5, Santa Clara, Calif. 95051. Tel: (408) 727-7620. VP & Gen. Mgr.: Glenn Cardon; VP Sales: Lonnie Cory.
Audio: 8-tr., cassette, open reel (custom lengths).

Sony Corp. of America, 9 W. 57 St., New York, N.Y. 10019. Tel: (212) 371-5800. **Local branch:** 47-47 Van Dam St., Long Island City 11101. Tel: 361-8600.
Audio: 2" x 1" open reel, 8-tr. (46,90), cassette (46,60,90,120), open reel.
Video: 2" quad, 1" open reel, ¾" U-matic cassette, ½" EIAJ open reel, ½" Beta cassette
Brand names: Betamax, U-Matic.

Soundmark Corp., 4950 Nome St., Unit C, Denver, Colo. 80239. Tel: (303) 371-3076.
Audio: Cassette, open reel (custom lengths).

Sound/Pro Inds. Inc., 7529 Trasic Ave., Playa del Rey, Calif. 90291. Tel (213) 822-0510. Pres.: Donald K.M. Rothgery; Nat'l Mktg. Dir.: Don Millard, Sales Mgr.: Tom Reed; Adv. Mgr. Linda Newton.
Audio: 8-tr., cassette (custom lengths).
Video: ½" Beta cassette.

Sound Studios, 230 N. Michigan Ave., Chicago, Ill. 60601 Tel: (312) 236-4814. Pres.: Jerry Markham; VP & Gen. Mgr.: Dan Tynus.
Audio: Cassette, open reel (custom lengths)
Brand name: Quantitape.

Spectrum, see Memory Media.

Spectrum Fidelity Magnetics, 49 Glenwood Ave., Lancaster, Pa. 17602. Tel: (717) 295-9275
Audio: 8-tr. (1-60), cassette (1-90), open reel.

Stanford Int'l, PO Box 609, 569 Laurel St., San Carlos, Calif. 94070. Tel: (415) 592-5958. Pres.: Fred Dobbs; Opns. Mgr.: Jan Dillard.
Audio: Cassette.

Mark Starr Corp., 1609 64 St., Emeryville, Calif. 94608. Tel: (415) 658-0109. Pres.: Gary W. Wood.
Audio: Cassette (custom lengths).

Studio Magnetics Co. Inc., 12 Long Island Ave., Holtsville, N.Y. 11742. Pres.: George Clahane; VP: Craig Balaban.
Audio: Cassette (custom lengths), open reel
Video: ¾" U-matic cassette (custom lengths).
Brand names: Studio Magnetics, Studio Master, Studio Pro, Studio Standard.

Studio Master, see Studio Magnetics.

Studio Pro, see Studio Magnetics.

Studio Quality, see Ultra Specialty.

Studio Standard, see Studio Magnetics.

Super Avilyn, see TDK.

Superscope Inc., 22459 Paul Revere Dr., Woodland Hills, Calif. 91364. Tel: (213) 998-9333. Pres.: Joseph Tushinsky; Mktg. & Sales Mgr.: Bill Rosen.
Audio: 8-tr. (45,90), cassette (62,92,122).

Supertape, see Radio Shack.

Swire Intermagnetics Co., 234 W 146 St., Gardena, Calif. 90248. Tel: (213) 515-0494. Telex: 698238. Pres.: Irving Katz; Exec. VP Sales & Mktg.: James W. Lantz; Gen. Mgr.: Leonard A. Heming.
Audio: 8-tr. (45,90), cassette (45,60,90,120).
Brand names: Laser, XL.

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. Telex: 144535. VP & Gen. Mgr.: Ken Kohda; Sales Mgr.: John Schattin; Video Prod. Mgr.: Ed Passara.
Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Div. Mgr.: Lee Adams—**Marietta, Ga.,** 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Reg'l Mgr.: George Casteel—**Des Plaines, Ill.,** 1011 E. Touhy Ave., Suite 165. Zip: 60018. Tel: (312) 297-1341. WATS: (800) 323-5956. Reg'l Mgr.: Jack Pender.
Audio: 8-tr. (45,90), cassette (30,45,60,90,120,180) (labeled & unlabeled), open reel (1200',1800',3600').
Video: ½" VHS cassette (labeled & unlabeled).
Brand name: Super Avilyn. (SEE ADVERTISEMENT)

T S I, see Tape Specialty.

Tapecom Inc., 45 Jefferson St., Stamford, Conn. 06902. Tel: (203) 325-1541. TWX: (710) 474-3334. Pres.: Gene Tornatore; VP: Fred Luminoso.
Audio: 8-tr., cassette (custom lengths). (SEE ADVERTISEMENT)

Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah, Fla. 33014. Tel: (305) 822-7585.
Audio: 8-tr., cassette. (private brands)

Tape Head Co. Inc., 665 S. State St., Salt Lake City, Utah 84111. Tel: (801) 521-3839. Pres.: Stan Schubach; Sales Mgr.: D. Montoya.
Audio: Cassette.
Video: Open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
Brand name: Teleprosys.

Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700. Pres.: Arthur Brandwein; Office Mgr.: Karen Sitkoff.

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Video: ½" Beta & VHS cassette
Brand name: Videotime.

Tapemasters Inc., PO Box 38651, Dallas, Tex 75238 Tel: (214) 349 0081
Audio: 8-tr. (45,60,90), cassette (45,60,90) open reel

Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N J 08003. Tel (609) 424 9450. Sales Mgr: Michael T Mulcahy
Audio: "Private label" 8-tr. (custom lengths)

Tape Specialty Inc., 13411 Saticoy St., North Hollywood, Calif 91605 Tel (213) 786-6111. Pres: Steve Feldman, Gen Mgr: Len Feldman, Chief Eng: Stu Feldman.
Audio: 8-tr., cassette (2-122)
Video: ½" Beta cassette
Brand name: TSI.

Tapette Corp., 7221 Garden Grove Blvd., Suite K, Garden Grove, Calif 92641. Tel (714) 638 7960.
Audio: Cassette (1-94)

Telephone Dynamics Corp., 2473 A Jerusalem Ave., North Bellmore, N Y 11710. Tel: (516) 221 9470
Audio: Cassette, open reel (custom lengths)
Brand name: Nassau

Teleprosys, see Tape Head

Texas Rec. Mfg. Inc., 1422 W. Poplar, San Antonio, Tex 78207. Tel (512) 733 6138. Pres: C Foy Lee; Gen Mgr: Jimmy Burton; Sales Mgr: Jeannie Hill
Audio: 8 tr.

Thalco Audio Inc., 2 Dickens Ave., Dix Hills, N Y 11746. Tel (516) 667 1616. Chief Exec: Michael Thaler
Audio: Cassette
Video: ½" Beta & VHS cassette

3 M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn 55144. Tel (612) 733 1466. Corp VP: O E Oenham, Div VP: John Povolny, Mktg Dir: W J Madden, Nat'l Sales Mgr: J L. Leon, Mkt Opns Mgr: J B Hanks, Mkt Communications Mgr: D J Linehan
Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip 99502. Tel (907) 276 2363—**Burbank, Calif.,** 126 W. Elm Court. Zip: 91502. Tel (213) 848 5534—**Los Angeles, Calif.,** 6023 S. Garfield Ave. Zip 90040. Tel (213) 726-6300—**South San Francisco, Calif.,** 320 Shaw Rd. Zip 94080. Tel (415) 589 2663—**Washington, D.C.,** 1101 15 St. NW. Zip 20005. Tel (202) 331 6900—**Atlanta, Ga.,** 2860 Bankers Ind'l Dr. Zip 30360. Tel (404) 447-7000—**Honolulu, Hawaii,** PO Box 30048, 4443 Malaas St. Zip 96818—**Argo, Ill,** 6850 S. Harlem Ave. Zip 60501. Tel (312) 496 6500—**Needham Heights, Mass.,** 155 Fourth Ave. Zip 02194. Tel (617) 449 0300—**Farmington, Mich.,** 23923 Research Dr. Zip 48024. Tel (313) 477-5000—**Eagan, Minn.,** PO Box 33211, St. Paul 55133. 3130 Lexington Ave S. Zip: 55121. Tel (612) 733 3300—**St. Louis, Mo.,** PO Box 510, 10725 Baur Blvd. Zip 63166. Tel (314) 997-8500—**West Caldwell, N.J.,** PO Box 76, 15 Henderson Dr. Zip 07006. Tel (201) 227 9100—**Cincinnati, Ohio,** 4835 Para Dr. Zip 45237. Tel. (513) 242 2313—**Cleveland, Ohio,** 12200 Brookpark Rd. Zip 44130. Tel (216) 267 1800—**Philadelphia, Pa.,** 5698 Rising Sun Ave. Zip 19120. Tel (215) 728 5300—**Dallas, Tex.,** 2121 Santa Anna Ave. Zip 75228. Tel (214) 324-8100—**Seattle, Wash.,** Andover Ind'l Park, 100 Andover Park W. Zip 98188. Tel (206) 244 7200
Audio: 8 tr. (45,90), cassette (45,60,90,120) open reel (1200',1800',2400',3600'), broadcast
Video: 2" quad, 1" helical, ¾" U-matic cassette (5,10,15,20,30,40, 50,60), ½" VHS cassette (60 120 & 120-240 min.), ½" Beta cassette (30 60 & 60 120 min.)
Brand name: Scotch.

Trackmaster Inc., 1310 S. Dixie Hwy W., Pompano Beach, Fla 33060. Tel (305) 943 2334. Pres: Roy Parsons, Sec'y-Treas: Lupe Parsons
Audio: 8 tr., cassette

Tracs, see Audio Magnetics

Triad Prods. Inc., 1910 Ingersoll, Des Moines, Iowa 50309. Tel (515) 243 2125. Pres: Richard Trump, Sales Eng: William Synhorst
Audio: Cassette (5-94), open reel

U T C, see Universal Tape

Ultrachrome, see RKO

Ultramagnetics, see Ultra Specialty

Ultrasound, see Ultra Specialty

Ultra Specialty Inc., 20700 S. Belshaw Ave., Carson, Calif 90746. Tel (213) 537 8850. Cable: ULTRASPEC. Telex: 194566. Pres: Don Wong, Pres Ultraspec Int'l: Gary Lyle
Audio: Cassette.
Video: ¾" U-matic cassette; ½" Beta & VHS cassette
Brand names: Audio—Studio Quality, Ultrasound, Video—Ultramagnetics

U-matic, see Sony

Universal Tape Corp., Inc., 821 E. Artesia Blvd., Carson, Calif 90746. Tel (213) 327 3203. Pres: Edward O. Praeger
Audio: 8-tr., cassette & open reel (custom lengths)
Video: 1" open reel, ¾" U-matic cassette, ½" EIAJ open reel, ½" EIAJ cartridge (custom lengths), ½" cassette
Brand name: A/V Paragon, UTC, Universal

Utopia Ultra-Sound, 38-40 S. First St., Newark, Ohio 43055. Tel (614) 345 9426. Pres: Robert H. Kirk Jr., VP: Don Shannon, Gen. Mgr: Robert H. Kirk Sr., Sales Mgr: Rose Shannon
Audio: 8 tr., cassette
Brand name: The Pro

V T C, see Philco

Videospot, see International Audio

Videotime, see Tapemaker

Warjo Promos, 145 W. 55 St., Suite 2E, New York, N Y 10019. Tel (212) 245 7179
Audio: Cassette (30,60,90), open reel

X L, see Swire Intermagnetics

Zenith Radio Corp., 1900 N. Austin Ave., Chicago, Ill 60639. Tel (312) 745 2000
Audio: 8-tr. (45,90), cassette (30,45,60,90,120)

TAPE, BULK RAW, MANUFACTURERS

A/V Paragon, see Universal Tape

Agfa Gevaert Inc., 275 North St., Teterboro, N J 07608. Tel (201) 288 4100
Sales offices: Burlingame, Calif., 1633 Old Bayshore Hwy. Zip 94010. Tel (415) 692 2432—**Los Angeles, Calif.,** 1801 Century Park E. Zip 90067. Tel (213) 552 9622—**Atlanta, Ga.,** 380 Interstate N. Suite 200. Zip 30339. Tel (404) 955 4326—**Oak Brook, Ill.,** 2803 Butterfield Rd., Suite 200. Zip 60521. Tel (312) 242 1915—**Lexington, Mass.,** Lexington Office Center, Hayden Ave. Zip 02173. Tel (617) 890-5430—**Secaucus, N.J.,** 24 Meadowlands Pkwy., Suite 300. Zip 07094. Tel (201) 330-1800—**New York, N.Y.,** 1 Penn Plaza, Rm. 3527. Zip 10001. Tel (212) 279-2560—**Dallas, Tex.,** 3003 LBJ Fwy., Suite 100. Zip: 75234. Tel (214) 243 7315
Audio: Cassette, broadcast (SEE ADVERTISEMENT)

American Tape Corp., (div. of VideoVision Inc.), 1116 Edgewater Ave., Ridgefield, N J. 07657. Tel: (201) 943 7860. VP Sales: Gerry Gottlieb, VP Admin: Kathlyn Marani-Mendenhall, Plant Mgr: F A. Dermody
Audio: 8-tr., cassette
Brand name: Remington.

Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel (415) 367 2011. Telex: 348464. TWX: (910) 378-5920
Sales Offices: Birmingham, Ala. PO Box 845. Zip: 35205. Tel (205) 823 6132—**Glendale, Calif.,** 500 Rodier Dr. Zip 91201. Tel: (213) 240-5000—**San Diego, Calif.,** PO Box 99847. Zip 92109. Tel: (714) 272 8337—**Denver, Colo.,** 2124 S. Birch. Zip: 80222. Tel (303) 757-1829/6491—**Orlando, Fla.,** PO Box 15008-B. Zip 32808. Tel (305) 423-2962—**Atlanta, Ga.,** 3135 Chestnut Dr., Suite 101. Zip 30340. Tel (404) 451-7112—**Honolulu, Hawaii, PO Box** 25367. Zip: 96825. Tel: (808) 395-7144—**Elk Grove Village, Ill.,** 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000—**Overland Park, Kan., PO Box** 7282. Zip: 66207. Tel. (913) 383-1951—**Florence, Ky.,** Elseden Bldg. Zip: 41042. Tel: (606) 371-1476—**Baton Rouge, La., PO Box** 14238. Zip: 70808. Tel: (504) 766-6270—**Bethesda, Md.,** 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—**Framingham, Mass., PO Box** 1020. Zip: 01701. Tel: (617) 877-8060—**Minneapolis, Minn.,** 5200 W. 73 St. Zip: 55435. Tel: (612) 835-5560—**Elkhorn, Neb., PO Box** 553. Zip: 68022. Tel: (402) 556-3400—**Hackensack, N.J.,** 65 Commerce Way. Zip: 07601. Tel: (201) 489-7400—**Williamstown, N.J., PO Box** 513. Zip: 08094. Phila. Tel: (215) 887-7650—**Buffalo, N.Y., PO Box** 4. Zip: 14221. Tel: (716) 586-2580—**Cleveland, Ohio,** PO Box 134. Zip 44212. Tel: (216) 225-1262—**Nashville, Tenn.,** PO Box 120532. Zip: 37212. Tel: (615) 256-4836—**Dallas, Tex.,** 1615 Prudential Dr. Zip 75235. Tel: (214) 637-5100—**Houston, Tex.,** 5300 Telephone Rd. Zip 77087. Tel: (713) 928-3741—**Salt Lake City, Utah,** 2880 S. Main, Suite 111. Zip: 84115. Tel: (801) 487-8181—**Seattle, Wash.,** 628 Industry Dr., Bldg. 8. Zip: 98188. Tel: (206) 575-0156.
Audio: 8-tr., cassette, open reel
Video: 2" quad, 1" open reel, ½" EIAJ open reel, ¾" U-matic cassette, ½" cassette.

Andol Audio Prods. Inc., 4212 14 Ave., Brooklyn, N.Y. 11219. Tel: (212) 435-7322. Pres: Anthony A. Maniere; Sales Mgr: Rocco Salvatore, Adv Mgr: Domenick Salvatore
Audio: 8-tr., cassette

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N J. 07657. Tel (201) 945-4545
Audio: 8 tr., cassette (SEE ADVERTISEMENT)

Audiotape, see Capitol

B A S F Systems Corp., Crosby Dr., Bedford, Mass. 01730. Tel (617) 271-4000. Professional Prods. Mgr.: Robert L. Piselli.
Branches: Santa Monica, Calif., 1307 Colorado Ave. Zip: 90404. Tel (213) 451 8781—**Atlanta, Ga.,** 3300 Buckeye Rd., Suite 403. Zip: 30341. Tel (404) 455-4145—**Palatine, Ill.,** 800 E. Northwest Hwy., Suite 220. Zip 60067. Tel (312) 934-4990—**Ridgewood, N.J.,** 579 Franklin Tnpk. Zip 07450. Tel (201) 447-6904
Audio: Cassette

Burlington Audio Tapes Inc., 106 Mott St., Oceanside, N Y 11572. Tel (516) 678 4414. Pres: Ruth Schwartz, VP: Rudy Schwartz.
Audio: 8-tr., cassette, open reel, broadcast
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge
Brand name: Olimpic (SEE ADVERTISEMENT)

Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 6902 Sunset Blvd., Hollywood, Calif. 90028. Tel (213) 461 2701. Pres: Edward C. Khoury, VP Mktg. Admin: John Apsitis, VP Domestic Sales: Larry Hockemeyer, VP Int'l Sales: Bud Jackson; Mktg Coord: Natalie Goss
Sales offices: 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—**New York, N.Y.,** 1370 Ave. of the Americas. Zip 10019. Tel (212) 757 7470
Int'l branch: Singapore
Audio: 8 tr., cassette
Brand name: Audiotape

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel (714) 634 4280. WATS (800) 854 3943. TWX: (910) 593 1611. Pres: Edwin Gamson, VP Mktg: Ray Allen; Adv Mgr: Hal Wilde.
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)

Columbia Magnetics (div. of CBS Inc.), 15 Great Pasture Rd., Danbury, Conn. 06810. Tel (203) 744-3555. NYC (212) 226 2120
Branch: Los Angeles, Calif., 1930 Century Park W. Zip 90067. Tel (213) 556 4836
Audio: 8 tr., cassette, open reel

Cory Sound Co., 310 Townsend, San Francisco, Calif. 94107. Tel (415) 543-0440. Contact: Phillip Markinson.
Audio: Cassette, open reel

Crolyn, see E I du Pont

Custom Dupl'n Inc., 6330 36 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 670 5575. Pres: Leonard Gross, Sales Mgr: Bob Hively, Prod'n: Jeri Gonzales.
Audio: 2" open reel, 1" open reel, 8 tr., cassette, ¼" open reel
Video: ½" Beta & VHS cassette.

D A K Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel (213) 984 1559. WATS (800) 423-2636. Cable: DAKENT. Telex: 651396. Pres: Drew Alan Kaplan
Audio: Cassette.

Delta Magnetics Corp., 1901 McDonald Ave., Brooklyn, N Y 11223. Tel (212) 627 6556. Telex: 642271
Branch: Edison, N.J., PO Box 494. Zip 08817. Tel: (201) 287 8907
Audio: 8-tr., cassette, open reel

Donnak Inds., PO Box 422, Ridgefield, N.J. 07657. Tel (201) 945 6820
Audio: Cassette (SEE ADVERTISEMENT)

E I du Pont de Nemours & Co. Inc., Magnetic Prods. Div., Photo Prods. Dept., du Pont Airport, Bldg. 1, Wilmington, Del. 19898. Tel (302) 774 1000
Audio: Cassette.
Brand name: Crolyn

Electronic Homes Co., 1225 Broadway, Main Floor, New York, N Y 10001. Tel (212) 725-0290. Bd Chm: George T. Saddler, Sales Mgr: Elias Smyrnakis, Adv Mgr: Joe Gary
Audio: 8-tr., cassette, open reel
Brand name: Toyota

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel (213) 237 3180. Cable: ELMAR. TWX (910) 346 6940. Pres: Allen Schor
Audio: 8 tr. (SEE ADVERTISEMENT)

Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel (213) 466-9511. Pres.: Alwin P. Schmid, VP & Tape Sales Mgr.: Joseph Bouzaglou, Sales Mgr.: Manuel Munoz.
Audio: Cassette, open reel
Video: ¾" U-matic cassette, ½" EIAJ cartridge

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N Y 10980. Tel (914) 942-0100. Pres: Ed Gabriel; VP: Richard Gabriel, Gen Mgr: Vin Tullo, Adv Mgr: Ellen Gabriel
Audio: Cassette

Greencorp Magnetics Inc., 860 E. Walnut, Carson, Calif. 90746. Tel: (213) 538-3247. Contact: Larry Anthony
Home office: Australia.
Audio: Cassette.

H D P, see Magnetic Media

Hilo, see Magnetic Mktg

Infonics Inc., PO Box 1111, 238 Hwy 212, Michigan City, Ind. 46360. Tel (219) 879-3381
Audio: Cassette (SEE ADVERTISEMENT)

Loranger Mfg. Corp., Entertainment Prods. Div., 10 48 Clark St., Warren, Pa 16365. Tel (814) 723-8600. VP: Robert Loranger.
Audio: Cassette (SEE ADVERTISEMENT)

M M C, see Magnetic Mktg

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel (201) 694-3502. Telex 138558. Pres: Thomas J. Hofbauer, Sales Mgr: Brendan F. Browne, Adv. Mgr.: M. Judge
Audio: 8 tr., cassette, open reel, broadcast
Video: 2", 1", ¾", ½" Beta & VHS, ¼" Technicolor
Brand names: Hilo, MMC. (SEE ADVERTISEMENT)

Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel (516) 293 1010. Cable: MAGMEDIA. Telex: 143223. Pres: Aaron Waserstrom, Gen. Mgr.: John Cristiano, Sales Mgr.: Paul Mastroianni
Audio: Cassette
Brand names: TM-100, HOP (SEE ADVERTISEMENT)

Magnetix Corp., 770 W. Bay St., Winter Garden, Fla. 32787. Tel (305) 656 4494. Pres: John Lory
Audio: Cassette.

Media Int'l Inc., 425 N. Michigan, Chicago, Ill. 60611. Tel (312) 467 5430. Pres: Duane Lundeen, VP: Margaret Lundeen, Gen Mgr: Al Masters.
Audio: 8 tr., cassette, open reel

Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens, Fla. 33015. Tel (305) 558-9211
Audio: 8 tr., cassette

Olimpic, see Burlington

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865, San Francisco, Calif. 94107. Tel (415) 495-8830.
Home office: Canada
Audio: Cassette, open reel
Video: ½" Beta & VHS cassette

R J A, see See Hear Inds

Recortec Inc., 475 Ellis St., Mountain View, Calif. 94043. Tel (415) 962-0220. TWX (910) 379 5022. Pres: Dr. Lester H. Lee, Sales Mgr: Ron R Troxell
Audio: Cassette.

Remington, see American Tape

Respond Int'l, 1190 Miraloma Way, Suite Y, Sunnyvale, Calif. 94086. Tel (408) 245 1351. Cable: RESPOND. TWX (910) 339 9317. Pres: Ronald L. Akin.
Audio: 8-tr., cassette, open reel.

Review Ents. (USA) Inc., 54 W. 39 St., New York, N.Y. 10018. Tel (212) 840-2780. Contacts: Mike Thaler, Paul Smith
Audio: Cassette. (SEE ADVERTISEMENT)

See Hear Inds., 120 W. 55 St., Gardena, Calif. 90248. Tel (213) 516-0315. Pres: Ray Jacobs, Sales Mgr.: Ray Johnson
Audio: Cassette, open reel
Brand name: RJA

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel (914) 664 2909. Cable: SENTIND. Pres: Harold Rosen, VP: Barry Rosen.
Audio: 8-tr., cassette, open reel
Video: ½" Beta cassette

Soundmark Corp., 4950 Nome St., Unit C, Denver, Colo. 80239. Tel (303) 371 3076
Audio: Cassette, open reel

Studio Quality, see Ultra Specialty.

Super Avilyn, see TDK.

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel (516) 746-0880. Telex 144535. VP & Gen Mgr: Ken Kohda; Sales Mgr: John Schattin, Video Prod. Mgr: Ed Pessara.
Branches: Irvine, Calif., 2102 E. Alton St. Zip 92714. Tel (714) 979-5811. WATS: (800) 854-0123. Div. Mgr: Lee Adams—**Marietta, Ga.,** 4062 Kingston Court. Zip: 30067. Tel (404) 952-4600. Reg'l Mgr: George Casteel—**Des Plaines, Ill.,** 1011 E. Touhy Ave., Suite 165. Zip 60018. Tel (312) 297-1341. WATS (800) 323-5956. Reg'l Mgr: Jack Pender.
Audio: Cassette (pancakes)
Video: ½" VHS cassette
Brand name: Super Avilyn (SEE ADVERTISEMENT)

T M-100, see Magnetic Media

Tapemaker Sales Co., 48 Urban Ave., Westbury, N.Y. 11590. Tel (516) 333-2700. Pres: Arthur Brandwein, Office Mgr.: Karen Sitkoff
Video: ¾" U-matic cassette, ½" Beta & VHS cassette

3 M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55144. Tel (612) 733-1466. Corp VP: O E Oenham, Div VP: J E Povolny, Mktg Dir: W J Madden, Nat'l Sales Mgr: J L. Leon; Mkt. Opns. Mgr: J B Hanks, Mkt. Communications Mgr: D.J Linehan
Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip 99502. Tel (907) 276-2363—**Burbank, Calif.,** 126 W. Elm Court. Zip 91502. Tel (213) 848-5534—**Los Angeles, Calif.,** 6023 S. Garfield Ave. Zip: 90040. Tel (213) 726 6300—**South San Francisco, Calif.,** 320 Shaw Rd. Zip 94080. Tel (415) 589-2663—**Washington, D.C.,** 1101 15 St. NW. Zip 20005. Tel (202) 331-6900—**Atlanta, Ga.,** 2860 Bankers Ind'l Dr. Zip 30360. Tel (404) 447 7000—**Honolulu, Hawaii, PO Box** 30048, 4443 Malaas St. Zip 96818—**Argo, Ill.,** 6850 S. Harlem Ave. Zip 60501. Tel (312) 496 6500—**Needham Heights, Mass.,** 155 Fourth Ave. Zip 02194. Tel (617) 449 0300—**Farmington, Mich.,** 23923 Research Dr. Zip 48024. Tel (313) 477-5000—**Eagan, Minn.,** PO Box 33211, St. Paul 55133. 3130 Lexington Ave S. Zip 55121. Tel (612) 733-3300—**St. Louis, Mo.,** PO Box 510, 10725 Baur Blvd. Zip. 63166. Tel (314) 997 8500—**West Caldwell, N.J.,** PO Box 76, 15 Henderson Dr. Zip: 07006. Tel (201) 227 9100—**Cincinnati, Ohio,** 4835 Para Dr. Zip 45237. Tel (513) 242 2313—**Cleveland, Ohio,** 12200 Brookpark Rd. Zip 44130. Tel (216) 267 1800—**Philadelphia, Pa.,** 5698 Rising Sun Ave. Zip 19120. Tel (215) 728-5300—**Dallas, Tex.,** 2121 Santa Anna Ave. Zip 75228. Tel (214) 324 8100—**Seattle, Wash.,** Andover Ind'l Park, 100 Andover Park W. Zip 98188. Tel (206) 244 7200

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Video: 2" & 1" open reel, ¾" U-matic cassette, ½" EIAJ open reel, ½" Beta & VHS cassette.
Brand name: Scotch
Toyota, see Electronic Homes.
U T C, see Universal Tape Corp.
Ultramagnetics, see Ultra Specialty
Ultra Specialty Inc., 20700 S. Belshaw Ave., Carson, Calif. 90746. Tel (213) 537-8850. Cable: ULTRASPEC Telex 194566 Pres Don Wong, Pres Ultraspec Int'l. Gary Lyle.
Audio: 8-tr., cassette.
Video: ¾" U matic (10,000'), ½" Beta & VHS cassette (5,000')
Brand names: Audio–Studio Quality, Ultrasound; Video–Ultramagnetics
Universal Tape Corp. Inc., 281 E. Artesia Blvd., Carson, Calif. 90746. Tel (213) 327-3203. Pres. Edward O. Praeger.
Audio: 8 tr., cassette, open reel
Video: 1" open reel, ¾" U mat c cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" cassette
Brand name: A/V Paragon, UTC, Universal

TAPE DUPLICATING & PROCESSING EQUIPMENT MANUFACTURERS/ IMPORTERS

A V A (Audio Video Automation) 150 D Knickerbocker Ave., Bohemia, N Y 11716. Tel (516) 567 5156. Pres R. Zopfy. Mktg.: A. Novotny
Audio & Video: Cassette loaders
Accurate Sound Int'l Inc., 114 Fifth Ave., Redwood City, Calif. 94063. Tel (415) 365-2843
Audio: Tape duplicators
Brand name: Asco
Air Bin, see Investment Technology
Alpha, see International Audio
Asco, see Accurate Sound.
Associated Audio Servs. Inc., 181 Westchester Ave., Port Chester, N Y 10573. Tel (914) 937-5129. Pres D. Richard Kraus, VP Allan Johnson
Product: 8 tr. winding machines
Brand name: Dupliquip Auto 8
Audico Inc., 219 Crossen Ave., Elk Grove Village, Ill. 60007. Tel (312) 640-1030. Pres W R. Hinkle, VP Sales Milt Sherman; VP Mfg. Norman Deletzke
Audio: Cassette loaders, cassette rewinders & timers, cartridge winders
Video: Loaders & unloaders (½", ¾"), splicers
Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel (408) 287 3520. Owner & Pres. Louis R. Chiaramonte
Audio: 8 tr., cassette & open reel winders, 8-tr. cartridge splice finder
AudioGraphics (div. of Herald Publ'g House), 3225 S. Noland Rd., Independence, Mo. 64055. Tel (816) 252 5010
Product: Cassette duplicators & loaders
Audiomatic Corp., 1290 Ave. of the Americas, New York, N Y 10019. Tel (212) 582 4870. Telex 126419. Pres. Milton B. Gelfand, VP Customer Servs. Marilyn J. Best, Adv. Mgr. J P. Lohman. **Local branch:** Audio Matrix Inc., 915 Westchester Ave., Bronx 10459. Tel 589 3500
Audio: Cassette duplicators
Brand name: Electro Sound (Distributor) (SEE ADVERTISEMENT)
Audio/Tek Inc., 502 D Vandell Way, Campbell, Calif. 95008. Tel (408) 378 5586. Pres. Robert W. Kratt
Audio: 8 tr., cassette & open reel duplicators, cassette loaders, duplicator master recorders
Auto Tec, see United Research
Bazzy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043. Tel (313) 463 2592
Audio: Cassette rewinders, in-cartridge duplicators
Beaucart, see UMC
Cassetteload, see Shape
Cetec Gauss (div. of Cetec Corp.), 9130 Glenoaks Blvd., Sun Valley, Calif. 91352. Tel (213) 875 1900. Pres. W. Mort Fujii
Audio: High speed tape duplicating systems & quality control reproducers
Brand name: Gauss (SEE ADVERTISEMENT)
Duplicator II, see Recordex
Dupliquip Auto 8, see Associated Audio
Electrosound Inc. (sub. of Electrosound Group Inc.), 160 San Gabriel Dr., Sunnyvale, Calif. 94086. Tel (408) 245 6600. Pres. Raymond J. Schaaf.
Branch: Dmaha, Neb., Electro Sound Midwest, 3528 Dodge St. Zip 68131. Tel (402) 344 4114. Mktg. Mgr. Jim Cook. (Sales office)
Audio: Duplicators, QC reproducers, automatic 8 tr. & cassette winders, loaders, splicers & recorder/reproducers
Ferroxcube Corp., 5083 Kings Hwy., Saugerties, N Y 12477. Tel (914) 246 2811
Audio: 8 tr. & cassette duplicating head assemblies
Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel (213) 466 9511. Pres. Alwin P. Schmid, VP Joseph Bouzaglou, Sales Mgr. Manuel Munoz
Audio: Magnetic tape coaters & slitters, test equip.
Gauss, see Cetec
Gotham Audio Corp., 741 Washington St., New York, N Y 10014. Tel (212) 741 7411. Pres. Stephen F. Temmer, Sales Mgr. Russell O. Hamm
Audio: Duplicators, cassette tape winders.
Brand name: Magnetophon, Telefunken
I E M, see International Electro Magnetics
I T I, see Investment Technology
Infonics Inc., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel (219) 879 3381. Telex 233111.
Audio: Duplicators
Brand names: Infonics, Phoenix (SEE ADVERTISEMENT)
Intermagnetics Corp., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel (213) 393 9281. Pres. Terry C T. Wherlock, VP Sales: Doug Rowlands, VP Communications Bruce Weber
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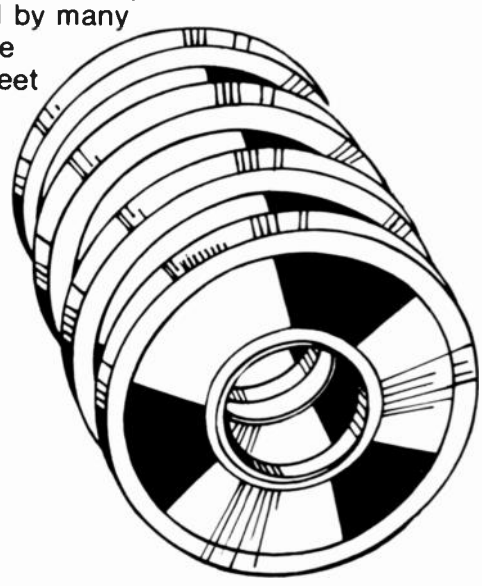

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Audio: In-cassette duplicators
Brand name: Alpha.

International Electro-Magnetics Inc., 350 N. Eric Dr., Palatine, Ill 60067 Tel: (312) 358-4622. Bd. Chm.: John Pretto, Sales Mgr.: Tony Pretto
Audio: Heads, tape transports.
Brand name: IEM.

Investment Technology Inc., 1940 124 Ave. NE, Bellevue, Wash 98005. Tel (206) 454 7720
Audio: Air-driven loop bin.
Brand names: Air Bin, ITI

King Instrument Corp., 80 Turnpike Rd., Westboro, Mass. 01581. Tel (617) 366-9141. Pres.: William H. Anderson; VP Sales: William E. Cline.
Audio: Automatic & semi-automatic cassette loaders.
Video: ½" (Beta & VHS) cassette loaders (SEE ADVERTISEMENT)

M M C, see Magnetic Mktg.

M Q C, see Magnetic Mktg.

M T D, see Magnetic Mktg.

M T I Corp., 124 Montclair Ave., Montclair, N.J. 07042. Tel: (201) 744-2220. Cable: MTICORP. Pres.: Timothy A. Cole
Audio: High-speed duplicators & loaders
Brand names: System III, Tapematic. (SEE ADVERTISEMENT)

Magnecord, see Telex.

Magnefax Int'l Inc., Rt. 1, Rogers, Ark. 72756. Tel: (501) 925-1818. Telex 536433.
Product: Tape Duplicating Systems. (SEE ADVERTISEMENT)

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3502. Telex. 138558. Pres.: Thomas J. Hofbauer; Sales Mgr.: Brendan F. Browne; Adv. Mgr.: M. Judge.
Audio: In-cassette duplicators & loaders, pancake duplicator, degaussers
Brand names: MMC, MQC, MTD. (SEE ADVERTISEMENT)

Magnetophon, see Gotham Audio.

Mini Max, see Recordex Corp.

Dtan Corp., 2 Davis Dr., Belmont, Calif. 94002. Tel: (415) 592-8311. Pres.: Jack Soma. Mktg. Mgr.: Steven Krampf; Nat'l Sales Mgr.: Michael Bernard, Field Sales Eng. (Industrial Prods.): Michael Pappas.
Audio: Open reel mastering, in-cassette mastering/production, pancake & loop bin duplicators

P C E, see Professional Cassette Equip

Passavant Corp., PO Box 2503, Birmingham, Ala. 35201. Tel: (205) 853-6290. Telex: 782118. TWX: (810) 733-5547. Adv. Dir.: Tom Roberts III.
Audio & Video: Unwinders, conditioning units, coaters, dryers, calendars, rewinders, slitters. (SEE ADVERTISEMENT)

Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; VP Mktg.: James Dow; Sales Mgr.: Joe Hollenkamp.
Audio: In-cassette, reel-to-reel & reel-to-cassette duplicators.

B. F. Perkins (div. of Roehlen Inds.), GPD Box 366, 939 Chicopee St., Chicopee, Mass. 01021. Tel: (413) 536-1311. Telex 955342
Audio & video: Magnetic tape calendars, filled & nylon shell rolls, cooling rolls, unwinds, rewinds, splice jumping & edge guiding

Phoenix, see Infonics.

Pickering Audio-tronics, 535 N. Alexandria, No. 104, Los Angeles, Calif. 90004. Tel: (213) 669-8243. Owner: Edward F. Pickering. (Exported by Singer Prods. Co. Inc.)
Audio: Tape duplicating system & tape winders for all formats.

Professional Cassette Equip., 2909 Ocean Park Blvd., Santa Monica, Calif. 90405. Tel: (213) 450-4499. Owner: G.D. Theodos, Gen. Mgr.: D. Capener.
Audio: Cassette loaders
Brand name: PCE.

Recordex Corp., 1935 Delk Ind'l Blvd., Marietta, Ga. 30067. Tel: (404) 955-7368. Pres.: Tom Allen; VP Dpns.: Dave Nally; VP Eng'g: Wayne Powers; VP Sales & Mktg.: Wayne Cook.
Audio: Cassette & reel to cassette duplicators, in-cassette duplicating systems.
Brand names: Duplicator II, Mini Max, Super Pro H

Recortec Inc., 475 Ellis St., Mountain View, Calif. 94043. Tel. (415) 962-0220. TWX: (910) 379 5022. Pres.: Dr. Lester H. Lee; Sales Mgr.: Ron R. Troxell.
Audio: Automated cassette duplicators & loaders.
Video: ¾" & ½" automated videocassette loaders. (SEE AD)

Rockford Automation, 3381 Forest View Rd., Rockford, Ill. 61109. Tel: (815) 398-7601.
Audio & Video: Cassette automatic assembly systems.

S S K Ents. Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361. Tel (805) 889-1831.
Audio: Reel to cassette, reel to hub & continuous loop to pancake for 8-tr.

See Hear Inds. (div. of RJA Inc.), 120 W. 155 St., Gardena, Calif. 90248. Tel: (213) 516-0315. Pres.: Ray Jacobs; Sales Mgr.: Bernadette McNulty.
Audio: High-speed cassette duplicators.
Brand name: Wollensak.

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel (207) 282-6155
Audio: Automatic & semi-automatic cassette & 8-tr assembly equip., automatic 8-tr. splicers & winders, cassette winders.
Brand names: Cassetteload, Shape. (SEE ADVERTISEMENT)

Singer Prods. Co. Inc., 875 Merrick Ave., Westbury, N.Y. 11590. Tel: (516) 333-2000. (Export only)
Audio: Tape winders & duplicators.
Brand name: Recordex

Studer Revox America Inc., 1425 Elm Hill Pike, Nashville, Tenn. 37210. Tel: (615) 254-5651. Pres.: Bruno Hochstrasser; Gen. Mgr.: Bill R. Muggler; Nat'l Sales Mgr.: Barry D. Evans; Technical Mgrs. (Studer) Doug Beard, (Revox) Renaud Delapraz.
Branches: Los Angeles, Calif., 14046 Burbank Blvd. Zip: 91401. Tel: (213) 780-4234. Contact: Bill Van Doren—**New York, N.Y.,** 155 Ave. of the Americas. Zip: 10013. Tel: (212) 255-4462. Contacts: Fred Layn, Tom Mintner.
Audio: Master recorders, quality control recorders/reproducers.

Super Pro H, see Recordex.

System III, see MTI

Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700. Pres.: Arthur Brandwein; Office Mgr.: Karen Sitkoff.
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Tapematic, see MTI.

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AUTOMATED CASSETTE DUPLICATOR

COMBINING duplication and loading into one operation is Recortec's contribution to cutting your labor costs. And, the Bi-Directional Master eliminates the master bin loop! With the system pictured, one operator keeps the C-zero hoppers supplied, puts on new pancakes and spot checks the finished product.

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Telectro Systems Corp., 96 18 43 Ave., Corona, N Y 11368 Tel (212) 651 8900 Pres Harry Sussman
Audio: High speed duplicators
Telefunken, see Gotham Audio
Telex Communications Inc., 9600 Aldrich Ave S., Minneapolis, Minn 55420 Tel (612) 884 4051 Pres Ansel Kleiman, VP Mktg James S Arrington, Adv & Sales Promo Dir Peter Schwarz
Audio: Cassette & open reel modular duplicators/copiers, broadcast reel & cartridge recorders/reproducers
Brand name: Magnecord, Telex
Trackmaster Inc., 1310 S Dixie Hwy W Pompano Beach, Fla 33060 Tel (305) 943 2334 Pres Roy Parsons, Sec'y Treas Lupe Parsons
Product: 8 tr & cassette duplicators, verifiers, exercisers

U M C Electronics Co 460 Sackett Point Rd., North Haven, Conn 06473 Tel (203) 288 7731 Telex 963510 Pres James C Leu, Nat'l Sales Mgr Bernard H Ribillard
Audio: Broadcast cartridge tape recorders & reproducers
Brand name: Beaucart
United Research Lab Corp., 681 Fifth Ave., New York, N Y 10022 Tel (212) 751 4663 TWX (710) 581 3622 Pres George Adams, Sales Mgr Lee Rand, Gen Mgr Anita Adams, Chief Eng Jim Lee
Audio: Exact duplicate replacement parts for professional recorders
Brand name: Auto Tec
Verbatim Corp., 323 Soquel Way, Sunnyvale Calif 94086 Tel (408) 245 4400
Audio: Cassette tension monitors head & guide gauge, torque tester
Wollensak see See Hear

TAPE PACKAGING & LABELING EQUIPMENT MANUFACTURERS & IMPORTERS

A P S see Autovend
Audio Accessories Co., 38 W 515 Deerpath Rd., Batavia, Ill 60510 Tel (312) 879 5998 Sales Mgr John S Maloney
Product: Label application machine
Brand name: Tuck
Audiomatic Corp., 1290 Ave of the Americas, New York, N Y 10019 Tel (212) 582 4870 Telex 126419 Pres Milton B Gelfand VP Customer Servs Marilyn J Best, Adv Mgr. J P Lohman **Local branch:** Audio Matrix, Inc., 915 Westchester Ave., Bronx 10459 Tel 589 3500
Product: "On cassette" printers
Brand name: Apex (Distributor) (SEE ADVERTISEMENT)
Autovend Packaging Systems (APS), PO Box 712 1275 Bloomfield Ave., Fairfield, N J 07006 Tel (201) 575 1040
Product: Solid state shrink film packaging systems (SEE ADVERTISEMENT)
Kenneth A Bacon Assocs., 216 Montego Key, Novato, Calif 94947 Tel (415) 883 5041 Owner Kenneth A Bacon, Prod'n Mgr Rick Bacon

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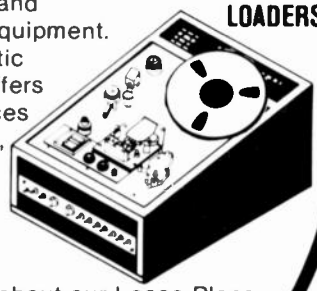

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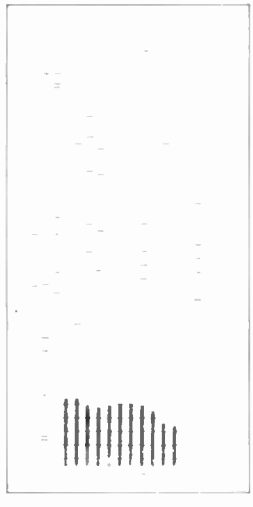

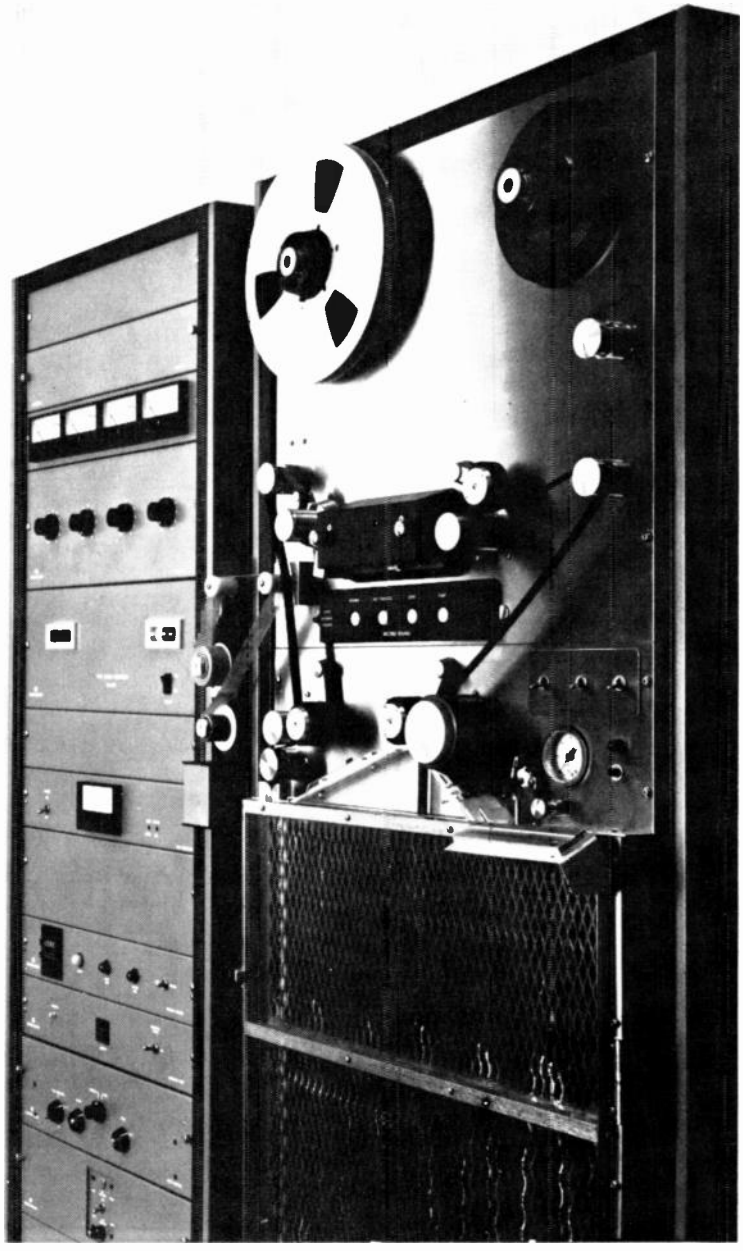

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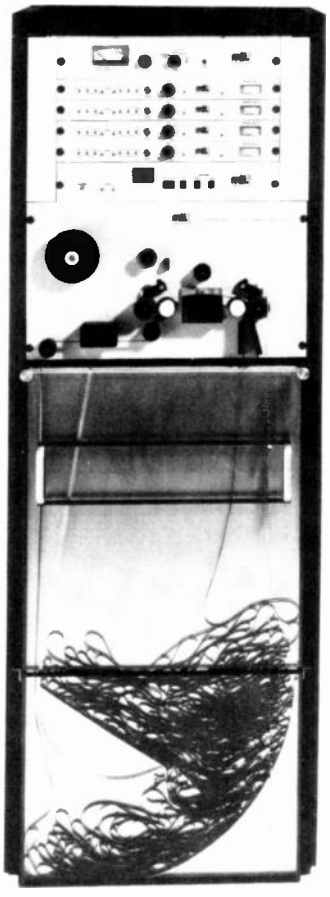

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Product: Label printing machine
Bazzy Electronics Corp , 39 N Rose, Mount Clemens, Mich 48043 Tel (313) 463-2592
Product: Shrink wrap sealer
Cheshire (a Xerox Co.), 408 Washington Blvd , Mundelein, Ill. 60060 Tel (312) 349 2000
Product: Labeling machines
Cinema Sound Corp., see Investment Technology.
Coastal Specialty Tapes Inc., 274 Bangor St , Lindenhurst, N.Y. 11757. Tel (516) 226-5900 Dpns. Head & Sales Mgr Dan Dobbs.
Product: Labeling machines
Chet Dunn Assocs Mfg. Rep., 20 Locke Rd , Billerica, Mass 01821 Tel (617) 663-2000 Telex 947429 Pres Chet Dunn.
Product: Cassette assembly machinery. (SEE ADVERTISEMENT)
E-System, see Econocorp
Econocorp Inc , 71 Fourth Ave , Needham Heights, Mass 02194 Tel (617) 444-8070
Product: Horizontal loading packaging equip
Brand name: E System, Econoseal.
Econoseal, see Econocorp
Gopher Prods Corp , PO Box 1812, 2201 Lockheed Way, Carson City, Nev 89701 Tel (702) 882 9333 WATS (800) 648 0958 Pres Warren Perkins
Product: Labelers
Brand names: Rotex, Uniline (SEE ADVERTISEMENT)
I T I see Investment Technology
Investment Technology Inc , 1940 124 Ave NE, Bellevue, Wash 98005 Tel (206) 454 7720
Product: Cassette labeler, label printing equip
Brand name: ITI
M Latter Mfg & Sales, 3208 W Jefferson Blvd , Los Angeles, Calif 90018 Tel (213) 737 0440 Owner Mel Latter
Product: Shrink packaging machinery
M M C, see Magnetic Mktg
M T I Corp , 124 Montclair Ave., Montclair, N J 07042 Tel (201) 744 2220 Cable MTICORP Pres Timothy A Cole.
Product: Labeling & inserting machines
Brand name: Tapematic (SEE ADVERTISEMENT)
Magnetic Mktg Corp , 29 Valley View Terr , Wayne, N J 07470 Tel (201) 694 3502 TELEX 138558 Pres. Thomas J Hofbauer, Sales Mgr Brendan F Browne, Adv Mgr M Judge.
Product: Cassette labeler
Brand name: MMC (SEE ADVERTISEMENT)
Master Rec Supply, 4000 W Magnolia Blvd , Burbank, Calif 91505 Tel (213) 841 7500
Product: Labeling Machinery (SEE ADVERTISEMENT)
N J M Inc , 6 Commerce Rd , Fairfield, N J 07006 Tel (201) 227 8300 TWX (710) 734 4353 Pres A.R Schaefer, Mktg & Sales Dir Malcolm Smith, Nat'l Sales Mgr H L Jepson
Branches: San Mateo, Calif., 307 S B St Zip 94401 Mgr T.A Paul—Des Plaines, Ill., 2720 Des Plaines Ave Zip 60018 Tel (312) 296 1021 Mgr E Kristensen
Product: Pressure sensitive labeling equip
Brand name: Pony Label DRI, Pony Pacer, Pace Setter
Pace Setter, see NJM
Pony Label DRI, see NJM
Pony Pacer, see NJM
Rotex, see Gopher
Rutgers Packaging Corp , see Queens Lithographing
Scandia Packaging Machinery Co , 180 Brighton Rd , Clifton, N J 07012 Tel (201) 473 6100. Sales Coord . W B Bronander III
Product: Packaging machinery for labeling, cartoning, & shrinkwrapping 8 tr , labeling, Norelco box inserting, shrinkwrapping for audio cassettes, and cartoning & shrinkwrapping for video cassettes (Complete systems available.) (SEE ADVERTISEMENT)
Shape Inc , PO Box 366, Biddeford Ind'l Park, Biddeford, Me 04005 Tel (207) 282 6155
Product: Automatic cassette assembly & packaging machines (SEE ADVERTISEMENT)
Stevenson Inds , 19431 Londelius St , Northridge, Calif 91324. Tel (213) 993 0040
Product: Shrink film packaging equip.
Tapematic, see MTI
Tuck, see Audio Accessories
Uniline, see Gopher

TAPE, PROFESSIONAL SUPPLIES, MANUFACTURERS

Ace Label Systems, 140 Jackson Ave N., Hopkins, Minn 55343 Tel (612) 933-3105
Audio: Cassette labels
Amaray Int'l Corp , 2251 Grant Rd , Suite H, Los Altos, Calif 94022 Tel (415) 968 2840 VP Sales & Mktg Ron Garrett
Audio: Cassette boxes
J C Anglum Co Inc /Tapeponents Inc , Box 236, 36 Midvale Rd , Mountain Lakes, N J 07046 Tel (201) 263 1442 Pres J Clifford Anglum
Audio: Cassette boxes
Athena Inds Inc , 2200 Industrial Way S , Toms River, N J. 08753 Tel (201) 244-8500 Pres Louis Ligator, Sales Mgr Mark Chayet
Audio: Norelco style cassette boxes
Audico Inc , 219 Crossen Ave., Elk Grove Village, Ill 60007 Tel (312) 640 1030 Pres W R Hinkle, VP Sales Milt Sherman, VP Mfg Norman Detzke.
Audio: Cassette labels
Audio Accessories Co., 38 W 515 Deerpath Rd , Batavia, Ill 60510 Tel (312) 879 5998 Sales Mgr John S. Maloney
Audio: Boxes, labels & printed materials in styro block (book) formats
Brand names: Audiopak, Infopak
Audio Inds Inc , Broad & Linden Aves , Ridgefield, N J 07657 Tel (201) 945 4545
Audio: Norelco style cassette boxes (SEE ADVERTISEMENT)
Audiolab Electronics, 3725 Esperanza Dr , Sacramento, Calif. 95825 Tel (916) 485-0500.
Audio: Degaussers
Audiomatic Corp , 1290 Ave of the Americas, New York, N.Y 10019. Tel (212) 582 4870 Telex 126419 Pres Milton B Gelfand, VP Custom Servs Marilyn J Best, Adv Mgr J P Lohman. **Local branch:** Audio Ma-

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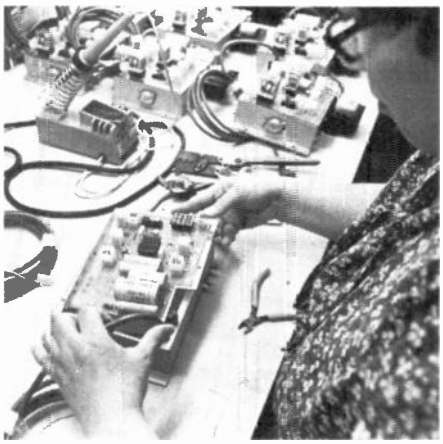

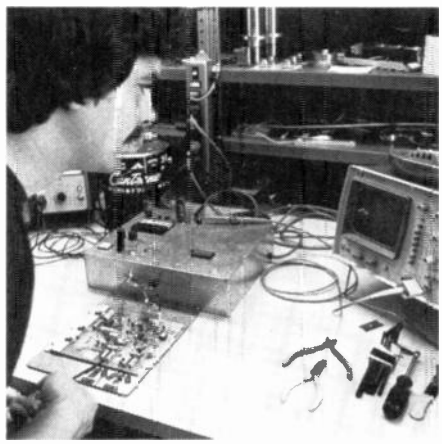

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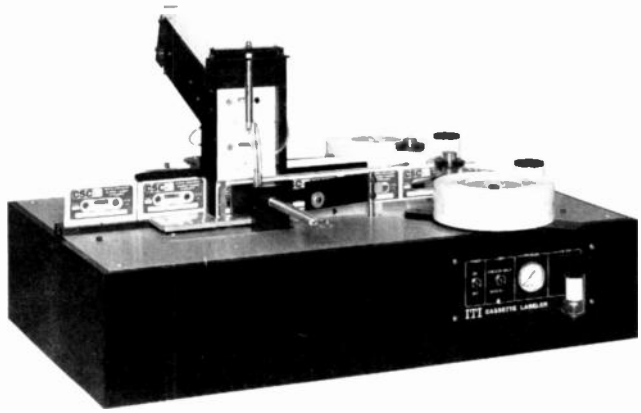

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trix Inc., 915 Westchester Ave., Bronx 10459. Tel: 589-3500
Audio: Splicing & leader tapes (SEE ADVERTISEMENT)

Audiopak, see Audio Accessories

AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia, Pa 19406. Tel: (215) 272-8500. Pres.: John Ballantyne, VP Sales: John Butterworth.
Audio: Cassette labels

Kenneth A. Bacon Assocs., 216 Montego Key, Novato, Calif. 94947. Tel: (415) 883-5041. Owner: Kenneth A. Bacon, Prod'n Mgr.: Rick Bacon
Audio: Cassette labels & box inserts, cartons

Beau, see UMC

G. Benson & Co. Printers Inc., 75 Spring St., New York, N.Y. 10012. Tel: (212) 925-7100. Contact: Gerald J. Benson
Audio: 8-tr. & cassette pressure sensitive labels

Bogen, see International Rec'g.

W. H. Brady Co. Specialty Tape Prods., PO Box 571, 727 W. Glendale Ave., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Cable: BRADYCO. Telex: 26677. Gen. Mgr.: John Arnold, Mktg. Mgr.: Ken Vaughn
Audio: 8-tr. & cassette leader & splicing tape, 8-tr. sensing tape, master splicing tape
Video: ½" & ¾" videocassette splicing & sensing tapes, Beta cassette leader tape

Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie, Ill. 60076. Tel: (312) 583-2818. Pres.: Joseph Halperin.
Audio: Open reel boxes, cassette packaging & boxes, corrugated packaging

Burlington Audio Tapes Inc., 106 Mott St., Oceanside, N.Y. 11572. Tel: (516) 678-4414. Pres.: Ruth Schwartz, VP: Rudy Schwartz (SEE ADVERTISEMENT)

Coastal Specialty Tapes Inc., 274 Bangor St., Lindenhurst, N.Y. 11757. Tel: (516) 226-5900. Opns. Head & Sales Mgr.: Dan Dobbs
Audio: 8-tr. & cassette labels, splicing & sensing tape, splicer, paper leader tape
Video: Helical lead-in splicing tape

Columbia Magnetics (div. of CBS Inc.), 15 Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 744-3555. NYC: (212) 226-2120
Branch: Los Angeles, Calif., 1930 Century Park W. Zip: 90067. Tel: (213) 556-4836
Audio: Splicing & abrasive tape, liquid magnetic pattern detecting kit
Brand names: Columbia Magnetics, Magna See

Copy Art Photographers (div. of James J. Kreigsmann), 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 757-0190
Audio: 8-tr. & cassette labels.

Cory Sound Co., 310 Townsend, San Francisco, Calif. 94107. Tel: (415) 543-0440. Contact: Phillip Markinson
Audio: Cassette labels

Custom Rec. Mfg. Co., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari, VP: Don Macmillan
Audio: Cassette labels.
Video: Cassette labels.

D.A.K. Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. WATS: (800) 423-2636. Cable: DAKENT. Telex: 651396. Pres.: Drew Alan Kaplan
Audio: Cassette labels

(Continued on page 347)

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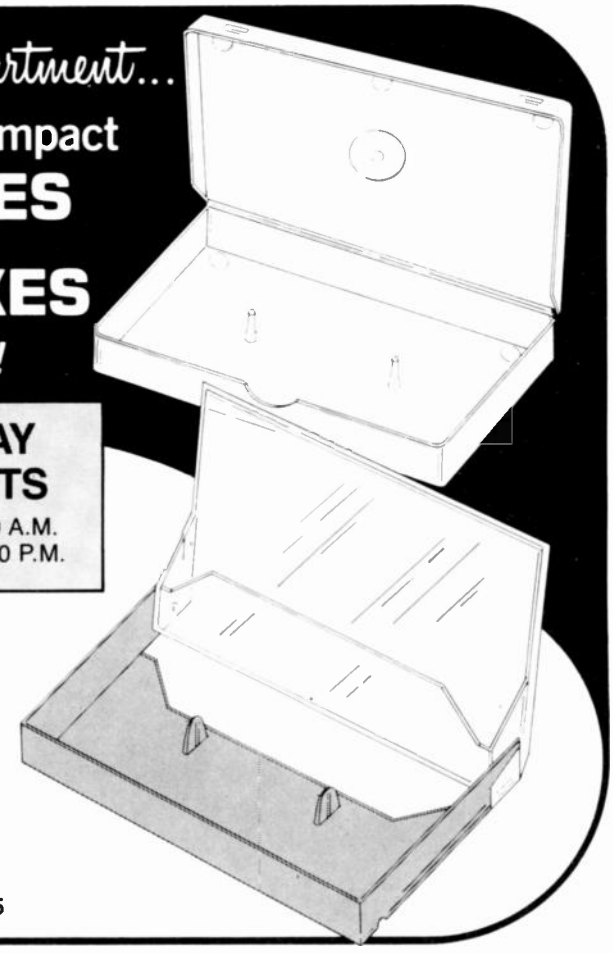

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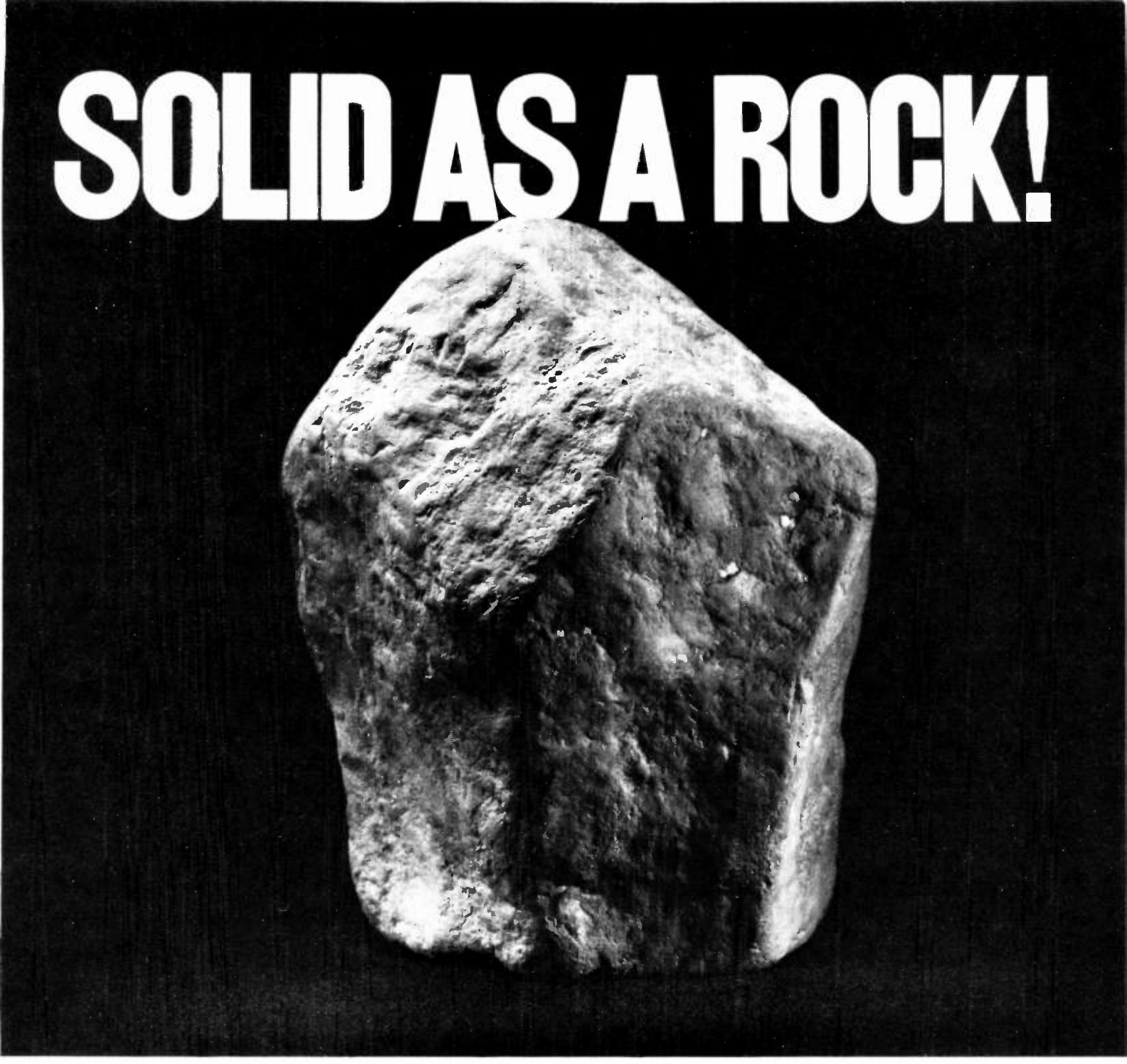

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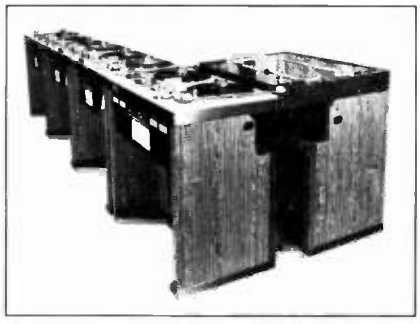

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ACCESSORIES/SUPPLIES

MANUFACTURERS & IMPORTERS/ FOR THE RECORD & TAPE DEALERS

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

A A, see Audio Accessories
A/V Paragon, see Universal Tape
A Bee Syndicate Inc , 230 Fifth Ave., New York, N Y 10001 Tel (212) 684 7850
Product: Record & Tape–carrying & storage cases (M)
Acrylic Design & Fabrication Co , 1147 W Ohio, Chicago, Ill 60622 Tel (312) 226 4222
Product: Record & Tape–carrying & storage cases (audio & video)
Advance Prods Co. Inc , PO Box 2178 Zip 67201, 101 E Central, Wichita, Kan 67214 Tel (316) 263 4231 Pres William D DeVore, Sales & Adv Mgr Paul Keck
Product: Storage cabinets (Pixmobile) (M)
Akro Mills, 880 W Waterloo Rd , Akron, Ohio 44314 Tel (216) 848 3773
Product: Record & Tape–carrying & storage cases (Record Mate, Tape Mate) (M)
Aldshir Mfg Co Inc 63 E Sandford Blvd , Mount Vernon, N Y 10550 Tel (914) 668 1297 Pres & Adv Mgr Gerald Shirley, Sales Mgr Lindley Nichols
Product: Record–45 rpm adaptors (Televex) (M)
Allsop Inc PO Box 23, Bellingham, Wash 98227 Tel (206) 734 9090 Telex 152101, VP Jim Allsop, Sales & Adv Dir Ron Morgan
Product: Tape–cassette head cleaners (audio & video)
Amaray Int'l Corp , 2251 Grant Rd , Suite H, Los Altos, Calif 94022 Tel (415) 968 2840 VP Sales & Mktg Ron Garrett
Product: Tape–cassette storage cases (audio & video) (M)
Amberg, see Vernon McMillan
American Lighting Specialties Inc , 1942 W Artesia Blvd Torrance Calif 90504 Tel (213) 532 9262
Product: Record & Tape–carrying & storage cases (M)
American Sound Corp , 3319 E Ten Mile Rd , Warren, Mich 48091 Tel (313) 539 2900 Pres Frank S. Day, VP & Gen Mgr Paul Hayes, VP & Sales Mgr Paul E Adams
Branches: North Hollywood, Calif., 8120 Webb Ave Zip 91605 Tel (213) 768 6100 VP Paul Hayes, VP Mktg Paul Adams, Reg'l Sales Mgr William Dawson–**Atlanta, Ga.,** American Sound Atlanta, 2091 Faulkner Rd NE Zip 30324 Tel (404) 633 4577 Gen Mgr. Matt Polakoff, Sales Mgr Peter Thomason–**Closter, N.J.,** 317 Harrington Ave Zip 07624 Tel (201) 767 9033
Product: Tape–head cleaners (M)
Ampex Corp 401 Broadway, Redwood City, Calif 94063 Tel (415) 367 2011 Telex 348464 TWX (910) 378 5920
Sales Offices: Birmingham, Ala. PO Box 845 Zip 35205 Tel (205) 823 6132–**Glendale, Calif.,** 500 Rodier Dr Zip 91201 Tel (213) 240 5000–**San Diego, Calif.,** PO Box 99847 Zip 92109 Tel (714) 272 8337–**Denver, Colo,** 2124 S Birch Zip 80222 Tel (303) 757 1829/ 6491–**Orlando, Fla.,** PO Box 15008 B Zip 32808 Tel (305) 423 2962–**Atlanta, Ga.,** 3135 Chestnut Dr., Suite 101 Zip 30341 Tel (404) 451 7112–**Honolulu, Hawaii,** PO Box 25367 Zip 96825 Tel (808) 395 7144–**Elk Grove Village, Ill.,** 2201 Lunt Ave Zip 60007 Tel (312) 593-6000–**Overland Park, Kan.,** PO Box 7282 Zip 66207 Tel (913) 383 1951–**Florence, Ky.,** Elseden Bldg Zip 41042 Tel (606) 371 1476–**Baton Rouge, La.,** PO Box 14238 Zip 70808 Tel (504) 766 6270–**Bethesda, Md.,** 10215 Fernwood Rd Zip 20034 Tel (301) 530 8800–**Framingham, Mass.,** PO Box 1020 Zip 01701 Tel (617) 877 8060–**Minneapolis, Minn.,** 5200 W 73 St Zip 55435 Tel (612) 835 5560–**Elkhorn, Neb.,** PO Box 553 Zip 68022 Tel (402) 556 3400–**Hackensack, N.J.,** 65 Commerce Way Zip 07601 Tel (201) 489 7400–**Williamstown, N.J.,** PO Box 513 Zip 08094 Phila Tel (215) 887 7650–**Buffalo, N.Y.,** PO Box 4 Zip 14221 Tel (716) 586 2580–**Cleveland, Ohio,** PO Box 134 Zip 44212 Tel (216) 225 1262–**Nashville, Tenn.,** PO Box 120532 Zip 37212. Tel (615) 256 4836–**Dallas, Tex.,** 1615 Prudential Dr Zip 75235 Tel (214) 637 5100–**Houston, Tex.,** 5300 Telephone Rd Zip 77087 Tel (713) 928 3741–**Salt Lake City, Utah,** 2880 S Main, Suite 111 Zip 84115 Tel (801) 487 8181–**Seattle, Wash.,** 628 Industry Dr Bldg 8 Zip 98188 Tel (206) 575 0156
Product: Tape–head cleaners, demagnetizers, leader & splicing tape (M)
Ampro Design Prod'ns Inc see Distec
R B Annis Co , 1101 N Delaware St , Indianapolis, Ind 46202 Tel (317) 637 9282 Owner R B Annis
Product: Tape–demagnetizers (audio & video) (Han D Mag), pocket magnetometer (Annis) (M)
Apres Audio Ltd 7 Revere Court, Suffern, N Y 10901 Tel (914) 368 0866 Pres Eric Shupack, Sales Mgr Madelyn Shupack Adv Mgr Alan Shupack
Product: Designer audio & video furniture (Apres), speaker wall brackets (Audio Architects)
Arista Ents Inc 35 Hoffman Ave , Hauppauge N Y 11787 Tel (516) 234 7000
Product: Record record care prods , replacement styli 45 rpm adaptors, Tape–head cleaners demagnetizers leader & splicing tape (SEE ADVERTISEMENT)
Aspen Ltd 77 E Floyd Ave , Englewood, Colo 80110 Tel (303) 789 2239 Pres Sid Laks, Sales Mgr Bill Bystrom, Adv Mgr K Davis
Product: Record–record care prods, anti static cleaner & scratch remover stylus cleaner, Tape–head head cleaners & demagnetizers, test tape (M)
Audio Accessories Co , 38 W 515 Deerpath Rd , Batavia, Ill 60510 Tel (312) 879-5998 Sales Mgr John S Maloney
Product: Tape–carrying & storage cases (audio & video), head cleaners (audio), cassette hub locks (AA), cassette repair kit (Sav A Tape), plastic splicing blocks
Audio Architects, see Apres
Audio Groome, see Empire
Audio Inds Inc , Broad & Linden Aves , Ridgefield N J 07657 Tel (201) 945 4545
Product: Tape–head cleaners, leader tape (M) (SEE ADVERTISEMENT)
Audio Kare (div of Hammond Inds Inc), 155 Michael Dr Syosset, N Y 11791 Tel (516) 364 1900 Pres Colin E. Hammond, VP David C Rich, Sales Mgr Vincent E Finnegan Jr
Product: Record–turntable level, Tape–cleaners (Quietone) head cleaners (TPC)
Audiolab Electronics, 3725 Esperanza Dr , Sacramento, Calif 95825 Tel (916) 485-0500
Product: Tape–demagnetizers (MD)
Audiomatic Corp , 1290 Ave of the Americas, New York, N Y 10019 Tel (212) 582 4870 Telex 126419 Pres Milton B Gelfand, VP Customer Servs Marilyn J Best Adv Mgr J P Lohman **Local branch:** Audio Matrix Inc , 915 Westchester Ave , Bronx 10459 Tel 589 3500
Product: Tape–leader & splicing tape (audio) (SEE ADVERTISEMENT)
Audio Technica US Inc , 1221 Commerce Dr , Stow, Ohio 44224 Tel (216) 686 2600 Pres Jon R Kelly, Sr VP Fred Nichols, VP Sales Paul A McGuire, Mktg Communications Dir Don Kirkendall
Product: Record–record care prods preservatives, record cleaners, stylus cleaners, replacement styli, tonearm lifts, phono cables (M)
Audiotex (div of GC Electronics), 400 S Wyman St , Rockford, Ill 61101 Tel (815) 968 9661 Cable GCELECT
Product: Record–record care prods (Record Basic, Record Plus, Blue Max, Record Purifier), anti static turntable mat, 45 rpm adaptors, Tape–head cleaners, demagnetizers, leader tape, splicing tape & equip
B A S F Systems Corp , Crosby Dr Bedford, Mass 01730 Tel (617) 271 4000 Audio Prod Mgr John P Hiltz
Branches: Santa Monica, Calif., 1307 Colorado Ave Zip 90404 Tel (213) 451 8781–**Atlanta, Ga.,** 3300 Buckeye Rd , Suite 403 Zip 30341 Tel (404) 455 4145–**Palatine, Ill.,** 800 E Northwest Hwy , Suite 220 Zip 60067 Tel (312) 934 4990–**Ridgewood, N.J.,** 579 Franklin Tnpk Zip 01730 Tel (201) 447 6904
Product: Tape–Cassette storage units
B M I (Bokor Merzon Inc) 4916 Maspeth Ave., Maspeth, N Y 11378 Tel (212) 381 1303
Product: Record–carrying cases record care prods , Tape–carrying cases, cassette head cleaners
Kenneth A Bacon Assocs , 216 Montego Key Novato Calif 94947 Tel (415) 883-5041 Owner Kenneth A Bacon, Prod'n Mgr Rick Bacon
Product: Tape–carrying & storage cases, bulk erasers, demagnetizers, leader tape, splicing tape & equip (all audio)
Bazzy Electronics Corp., 39 N Rose, Mount Clemens, Mich 48043 Tel (313) 463 2592
Product: Tape–head cleaners, demagnetizers
Bib, 1751 Jay Ell Dr , Richardson, Tex 75081 Tel (214) 238 1224 Telex 792451 Mng Dir (USA) Stephen Godfrey Nat'l Sales Mgr Michael Craft, Internal Sales Coord Debi McBride
Home office: England
Product: Record–record care prods , Tape–head cleaners, demagnetizers splicing tape & equip (audio & video)
Blackbourn Inc , 10150 Crosstown Circle, Eden Prairie Minn 55344 Tel (612) 944 7010 Pres & Adv Mgr., George F Snelgrove, Sales Mgr Thomas F Sabow
Product: Tape–vinyl cassette albums (audio & video) (M)
Black Magic, see Recoton
Blue Max, see Audiotex
Bokor–Merzon, see BMI
Bowers Rec Sleeve Co , 5331 N Tacoma Ave Indianapolis, Ind 46220 Tel (317) 251 3918 Pres James E Bowers, VP Thomas R Bowers
Product: Record–replacement record sleeves (Lifetime Protectors Protect Your Records), LP & tape gift wraps, polyethelene jacket covers (M)
W H Brady Co PO Box 571, 727 W Glendale Ave Milwaukee, Wis 53201 Tel (414) 332 8100 Cable BRADYCO Telex 26677 Gen Mgr John Arnold, Mktg Mgr Ken Vaughn
Product: Tape–leader & splicing tape
Broadcast Electronics Inc (a Filmways Co) 4100 N 24 St , Quincy, Ill 62301 Tel (217) 224 9600 Cable SPOTMASTER Pres Lawrence J Cervon, VP Mktg C I Kring, Sales Mgr J Engle, Adv Mgr Thomas R Humphrey
Product: Tape carrying & storage cases head cleaners demagnetizers, leader & splicing tape
Burlington Audio Tapes Inc , 106 Mott St , Oceanside N Y 11572 Tel (516) 678 4414 Pres Ruth Schwartz, VP Rudy Schwartz
Product: Tape–head cleaners leader & splicing tape (M) (SEE ADVERTISEMENT)
C D I see Custom Dupl n
C M C see Coastal Specialty
Calibron, see Horian
Cambra, see RNS
Carter Corp , 1916 11 St , Rockford, Ill 61101 Tel (815) 397 3200 Cable CARTERCORP Pres Robert L Fleming, VP Sales & Mktg Sandra L Fleming, Plant Mgr W Skip Kruger
Product: Record replacement styli, 45 rpm adaptors, Tape–head cleaners, demagnetizers, splicing tape, connectors cables, adaptors & other video accessory prods
Certron Corp., 1701 S. State College Blvd , Anaheim, Calif 92806 Tel (714) 634 4280 TWX (910) 593 1611 Pres Edwin Gamson, VP Mktg Ray Allen, Adv. Mgr Hal Wilde, Sales Mgr Monica Terrill
Product: Tape–head cleaners (SEE ADVERTISEMENT)
Clean Sound, see Recoton
Clean Sweep, see Horian
Clean Track, see Horian
Coastal Specialty Tapes Inc., 274 Bangor St Lindenhurst, N Y 11757 Tel (516) 226 5900 Opns Head & Sales Mgr Dan Dobbs
Product: Tape–leader tape, splicing tape (CMC)
Continental Electronics, 4087 Glencoe Ave , Marina del Rey, Calif 90291 Tel (213) 822 2045 Sales Mgr John Adams
Product: Record–carrying & storage cases, record care prods , turntable mats, 45 rpm adaptors, replacement styli Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip
Crestmark Inds , Edison, N J 08817 Tel (201) 225 0700
Product: Record & Tape–carrying & storage cases
Custom Case Mfg Co , 6232 Bragg Blvd , Fayetteville, N C 28303 Tel (919) 867 4106 Pres Al Metzger, Nat'l Sales Mgr Judy Harris
Product: Record & Tape–carrying & storage cases (M)
Custom Dupl'n Inc , 6330 36 Arizona Circle, Los Angeles, Calif 90045 Tel (213) 670 5575 Pres Leonard Gross, Sales Mgr Bob Hively, Prod'n Jeri Gonzales
Product: Tape–head cleaners, leader tape splicing tape & equip (CDI) (M)
D M I see Display Media
D Stat II see Discwasher
Dajim Corp , 1 Park St , Amsterdam, N Y 12010 Tel (518) 842 4800
Product: Home audio furniture
Data Packaging Corp see Dynasound
Delrama Int'l, 37 Newtown Rd , Plainview, N Y 11803 Tel (516) 293 8740
Product: Record–record care prods (M)
Dielectrics Inc , 300 Burnett Rd , Chicopee Mass 01020 Tel (413) 598 8308
Product: Record & Tape–carrying & storage cases (custom fabrication) (M)
DISContinued Recs , 444 S Victory Blvd , Burbank Calif. 91502 Tel (213) 849 4791, 846 9192 Owner Les Szarvas
Product: Reference library of out-of print recorded material
Discover Division Inc , 5198 W 76 St Minneapolis, Minn 55435 Tel (612) 831 5338. Pres Paul W Smith, VP Les Boelter
Product: Record–record care prods
DiscTraker, see Discwasher
Discwasher Inc , 1407 N Providence Rd , Columbia, Mo 65201 Tel (314) 449 0941 Pres Bruce R Maier, Nat'l Sales Mgr James D Hall, Adv Mgr Vickie Williamson
Product: Record–record care prods cleaner (Discwasher System) stylus cleaner (SC 2) piezoelectric anti static gun (Zerostat), audio connector cables (Gold ens), anti static turntable mat (D Stat II) turntable isolation damping device (DiscFoot), speaker cables (Smog Lifters) Tape head cleaners (audio) (Perfect Path)
Display Media Inc , 120 Laura Dr , Addison, Ill 60101 Tel (312) 543 8330 Pres & Gen Mgr R Gribben
Product: Record & Tape–carrying & storage cases (DMI) (M)
Distec Inc., 42 Barringer Dr , Charlotte, N C 28210 Tel (704) 527 6931 VP & Gen Mg Fred E Martinitz
Product: Record–carrying & storage cases record care prods (Dust buster) Tape–head cleaners, demagnetizers
Donnab Inds , PO Box 422, Ridgefield, N J 07657 Tel (201) 945 6820
Product: Tape–head cleaners, leader tape (SEE ADVERTISEMENT)
Dosix, see Double Sixteen
Double Sixteen Co , 407 Gundersen Ave , Carol Stream Ill 60187 Tel (312) 653 1616
Product: Tape–carrying & storage cases (Dosix) (M)
Duotone Co Inc , PO Box 1168, Miami, Fla 33143 Tel (305) 665 1121 WATS (outside Fla) (800) 327 5808 Pres Stephen Nester Sr , Sales & Adv Mgr Stephen Gibson Nester
Product: Record record care prods , replacement styli, 45 rpm adaptors, Tape–head cleaners demagnetizers splicing tape. (M) (SEE ADVERTISEMENT)
Dustbuster see Distec
Dynasound (div of Data Packaging Corp) 205 Broadway Cambridge Mass 02139 Tel (617) 868 6200 TWX (710) 320 0885 Pres Otto Morning star Exec VP Gregory Mathus, VP Mktg Jere Hill Sales & Mktg Mgrs (audio video) Gene Hull (consumer) Peggy Harmatz
Product: Record & Tape carrying & storage cases (M) (SEE ADVERTISEMENT)

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Factory: Ward Hill Industrial Park, P.O. Box 176
Haverhill, Mass. 01830 · 800-343-8140

E V G Inc. (formerly EV Game Inc.), 186 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 378-0440. Pres.: Michael Oamsky; Nat'l Sales Mgr.: Bill Ranshous; Adv. Co-ord.: Charlotte Larson.
Product: Record–45 rpm adaptors, replacement styli (Electro-voice, Pro-Mag). (M)

Electronic Homes Co., 1225 Broadway, Main Floor, New York, N.Y 10001. Tel: (212) 725-0290, Bd. Chm.: George T. Saddler; Sales Mgr.: Elias Smyrnakis; Adv. Mgr.: Joe Gary.
Product: Tape–storage cases, head cleaners, demagnetizers (Toyota). (M)

Electro-Voice, see EVG.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Cable: ELMAR. TWX: (910) 346-6940. Pres.: Allen Schor.
Product: Tape–cassette storage box, head cleaners, demagnetizers, splicing tape. (M) (SEE ADVERTISEMENT)

Empire Scientific Corp., 1055 Stewart Ave., Garden City, N.Y. 11530. Tel: (516) 222-1400. Telex: 125472. VP Sales: Andrew D. Segal.
Product: Record–record care prods. (Audio Groome, Watts), replacement styli (for Empire phono cartridges) (M)

M. Eppy Designer/Manufacturer, 1064 River Rd., Edgewater, N.J. 07070. Tel: (201) 224-2771. Contact: Marvin Eppy.
Product: Record–record file/organizer (Hi-File).

Erase-Sure, see Magnesonics.

Esselte Pendaflex Corp., 300 Garden City Plaza, Garden City, N.Y. 11530. Tel: (516) 741-3200.
Product: Record & Tape–carrying & storage cases (Music Library) (M).

Ever-Ready Packaging & Assembly, see Reliance Plastics.

Fidelipac Corp., 109 Gaither Dr., Mount Laurel, N.J. 08057 Tel: (609) 235-3511. TWX: (710) 897-0254. Pres.: Roger Thanhauser; Sales & Mktg. Mgr.: Arthur Constantine.
Product: Tape–carrying & storage cases, head cleaners, demagnetizers, splicing tape & equip. (M)

Fidelitone Inc., 3001 Malmo Rd., Arlington Heights, Ill. 60005. Tel: (312) 640-2473. Telex 281050. Pres.: Charles M. Smith; Sales Mgr.: Gordon Oakes; Adv. Mgr.: Joe Singer.
Product: Tape–Video storage chests.

Filam Nat'l Plastics Inc., 13984 Orange Ave., Paramount, Calif. 90723. Tel: (213) 630-2500.
Product: Tape–storage cases. (SEE AOVERTISEMENT)

Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Pres.: Alwin P. Schmid; VP: Joseph Bouzaglou. Sales Mgr.: Manuel Munoz.
Product: Tape–head cleaners, leader tape (Finetape).

Fine Oesign Prods. Inc., 1830 S. Clinton, Chicago, Ill. 60616. Tel: (312) 939-5420. Pres.: Harvey Fine; Gen. Mgr.: Dorothy Olson; Sales Mgr.: Richard Doherty.
Product: Record & Tape–carrying & storage cases. (M).

Finetape, see Finebilt.

Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N.Y. 10118. Tel: (212) 736-3335. VP & Gen. Mgr.: John Oale; Nat'l Sales Mgr.: John Bermingham; Adv. Mgr. Margaretha Bystrom.
Product: Tape–½" videocassette head cleaning cassettes.

G C Electronics, 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661. Cable: GCELECT. VP & Gen. Mgr.: Wayne Timpe; Sales & Special Mkts. Dir. James E. Heighway; Adv.: Joyce Oonahue
Product: Record–record care prods, 45 RPM adaptors, record handler grip device; Tape–head cleaners, demagnetizers, tape erasers & splicers. (M)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stoney Point, N.Y 10980. Tel: (914) 942-0100. Pres.: Ed Gabriel; VP: Richard Gabriel; Gen. Mgr.: Vin Tullo; Adv. Mgr.: Ellen Gabriel.
Product: Tape–head cleaners. (M)

Gold-ens, see Oiscwasher.

Gusdorf Corp., 6900 Manchester Ave., St. Louis, Mo. 63143 Tel: (314) 647-1207. Cable. GUSOORSON. Telex: 44821.
Product: Electronics furniture.

Han-D-Mag, see R.B. Annis.

Hartzell Custom Prods., Turtle Lake, Wis. 54889. Tel: (715) 986-4407.
Product: Record & Tape–carrying & storage cases (The Organizer). (M)

Herald Electronics (div. of Teledyne Inc.), 6611 Lincoln Ave., Lincolnwood, Ill. 60645. Tel: (312) 675-1100. Pres.: Charles F. Kellner; Sales Mgr.: Hank Katz.
Product: Record–45 RPM adaptors; Tape–carrying & storage cases, demagnetizers.

Hervic Electronics Inc., 18750 Oxnard St., Tarzana, Calif. 91356. Tel (213) 343-3441. Gen. Mgr.: Armand Herskovic; Sales & Adv. Mgr. Warren Harwood.
Product: Record–stylus cleaners, turntable accessories.

Horian Eng'g Inc., 600 Lake Emma Rd., Lake Mary, Fla. 32746. Tel: (305) 323-2400. Pres.. Richard C. Horian; Gen. Mgr.: James Horian; Sales Mgr. Robert L. Horian; Adv. Mgr.: Sue Coleman.
Product: Record–carrying & storage cases, record care prods. (Calibron, Clean-Sweep); Tape–carrying & storage cases, head cleaners, demagnetizers (Calibron, Clean-Track). (M)

I P S, 107 Bridge Rd., Hauppauge, N.Y. 11787. Tel (516) 234-3322.
Product: Tape–8-tr. & cassette head cleaners.

Imperial Plastics Inc., PO Box 246, Lakeville, Minn. 55044 Tel: (612) 469 4951. Pres. John Gambell; Nat'l Sales Mgr.. Daniel P. Mahoney.
Product: Record–carrying & storage cases; Tape–carrying & storage cases, plastic security boxes for cartridges & cassettes.

International Rec'g Co., 1649 E. Evergreen Ave Chicago, Ill. 60622 Tel: (312) 227-2000 Pres.: Leonard March.
Product: Record–record care prods., turntable mats, 45 RPM adaptors, replacement styli; Tape–head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip.

Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 New town Rd., Plainview, N.Y. 11803. Tel: (516) 293-5582. Cable: MORHANEX Telex: 96-7880. Pres.: G. Zigman; Sales Mgr.: George Krug; Adv. Mgr.: George Taub.
Product: Tape–head cleaners. (M)

Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710. Tel: (516) 785-6480.
Product: Record–replacement styli; Tape–cassette storage library, tape carousels & storage centers, demagnetizers.

Jacksonville Ginter Box Co. Inc., 2527 Walnut St., Jacksonville, Fla. 32206. Tel (904) 355-8341
Product: Record–LP storage rack (Pack Rack); Tape–8-tr. case.

K A/Kustom Acoustics Inc., 6628 W. Irving Park Rd., Chicago, Ill. 60634. Tel: (312) 685-6609. Pres.: Ted R. Karson.
Product: Speaker stands, audio cable.

King Instrument Corp., 80 Turnpike Rd., Westboro, Mass. 01581 Tel: (617) 366-9141. Pres.: William H. Anderson; VP Sales: William E. Cline.
Product: Tape–splicing tape. (SEE ADVERTISEMENT)

Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324. Tel: (213) 886 8383.
Product: Tape–carrying & storage cases. (M)

Lafayette Radio Electronics Corp., 111 Jericho Tnpk., Syosset, N.Y. 11791. Tel: (516) 921-7700.
Product: Tape–demagnetizers. (M)

Le-Bo Prods. Co. Inc. (div. of Peerless VidTronics Corp.), 58-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Cable: LEBOPRODUX. Telex: 424790. Pres.: P. Dayton.
Product: Record–carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli; Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers. (SEE ADVERTISEMENT)

Lifetime Protectors, see Bowers.

Linear Sound Rec'g, 211 Glenridge Ave., Montclair, N.J. 07042. Tel: (201) 744-0686. Pres.: M. Kroll; Sales Mgr.: T. Steinmann.
Product: Tape–carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

M J S, 2514 Seaboard Ave., San Jose, Calif. 95131. Tel. (408) 262-8793. Owner: Michael Steiner.
Product: Tape–head cleaners.

M M C, see Magnetic Mktg.

Magnesonics Sales & Mfg. Co., 3740-E Transport, Ventura, Calif. 93003. Tel: (805) 642-3092. Pres.: Donald P. Grosslight.
Product: Tape–bulk erasers (Erase-Sure), cassette rewinder (Rapid-Winder).

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3502. Telex: 138558. Pres.: Thomas J. Hofbauer; Sales Mgr.: Brendan F. Browne; Adv. Mgr.: M. Judge.
Product: Tape–demagnetizers, bulk erasers, (MMC). (M) (SEE AOVERTISEMENT)

Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel: (516) 293-1010. Cable: MAGMEOIA. Telex: 143223. Pres.: Aaron Wasserstrom; Gen. Mgr.: John Christiano; Sales Mgr.: Paul Mastroianni.
Product: Tape–leader tape (audio). (M) (SEE AOVERTISEMENT)

Mallory Dist'r Prods. Co., 3029 E. Washington Ave., Indianapolis, Ind. 46201. Tel: (317) 636-5353.
Product: Tape–head cleaners. (M)

Marsand Inds. Inc., 5150 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 938-2755. Exec. VP: Martin A. Waterman; VP Sales: Ron Newswander.
Product: Record–carrying & storage cases; Tape–carrying & storage cases (audio & video). (M)

Marshall Electronics Inc., PO Box 2027, Culver City, Calif. 90230. Tel: (213) 836-4288. Pres.. H. Shultz; Sales Mgr.: L. Marshall; Adv. Mgr.: W. Rex.
Branch: Tuckahoe, N.Y., LCA Sales Co., 76 Main St. Zip: 10707. Tel: (914) 961-4700. Sales Mgr.: Bob Sherwood.
Product: Tape–microphone cable, video camera cable.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri.
Product: Tape–head cleaners, 8-tr. dust caps.

Maxell Corp. of America, 60 Oxford Dr., Moonachie, N.J. 07074. Tel: (201) 440-8020. Pres.: T. Okada; Nat'l Sales Mgrs.: (consumer audio) M. Standley, (consumer video) O. Patrician, (professional/industrial prods.) J. Ringwood; Adv. Mgr.: Chris Mangiapane.
Product: Tape–demagnetizers (audio).

Vernon McMillan Inc., 801 Newark Ave., Elizabeth, N.J. 07208. Tel: (201) 352-8800.
Product: Record & Tape–carrying & storage cases (Amberg) (M)

Memorex Corp., Consumer Prods. Group, 1600 Memorex Dr., Santa Clara, Calif. 95052. Tel: (408) 987-1752. Telex: 334492. VP & Gen. Mgr.: John R. Humphreys; Mktg. Mgr.. Albert P. Pepper; Nat'l Sales Mgr.: Jack C. Battaglia.
Branches: Garden Grove, Calif., 12821 Western Ave., Suite L. Zip: 92641. Tel (714) 891-2541–**Lombard, Ill.,** 335 Eisenhower Ln. S. Zip. 60148. Tel (312) 620-3240–**Cincinnati, Ohio,** 8170 Corporate Park Dr. Zip: 45242. Tel: (513) 891-3380–**King of Prussia, Pa.,** 741 Fifth Ave. Zip: 19406. Tel: (215) 337-1050–**McLean, Va.,** 1970 Chain Bridge Rd. Zip: 22101. Tel: (703) 821-3300–**Lynnwood, Wash.,** 4208-198 SW, Suite 110. Zip: 98036. Tel: (206) 774-6507.
Product: Record–record care prods.; Tape–8-tr. head & capstan cleaners, cassette head cleaners, cassette cleaning kit.

Metacom Inc., 1401-B W. River Rd. N., Minneapolis, Minn. 55411. Tel: (612) 588-2781. Pres.: James I. McCann; Sales Mgr.: Phillip T. Levin; Adv. Mgr.: Timothy Devilbliss.
Product: Tape–carrying & storage cases. (MD)

Metrocare, see RNS.

Metrosound, see RNS.

Micro-Trak Corp., 620 Race St., Holyoke, Mass. 01040. Tel: (413) 536-3551. Pres. & Sales Mgr.: William E. Stacy.
Product: Tape–carrying & storage cases (audio). (M)

Microtran Co. Inc., 145 E. Mineola Ave., Valley Stream, N.Y. 11582. Tel: (516) 561-6050. TWX: (510) 225-8412.
Product: Tape–head cleaners, demagnetizers. (M)

Mid America Plastics Corp., 6900 Canby, Reseda, Calif. 91335. WATS Tel: (800) 423-5000.
Product: Tape–carrying & storage cases (audio & video)

Mr. Cassette Inds. Inc., 234 Fifth Ave., No 304, New York, N.Y. 10001 Tel: (212) 689-9332. Bd. Chm.: George T. Saddler; Pres. Joseph Gary. Gen. Mgr.: H. Johnson; Sales Mgr.: Elias Smyrnakis.
Product: Tape–head cleaners, bulk erasers, demagnetizers (all audio).

Mr Cassette Video Corp., 234 Fifth Ave., No. 304, New York, N.Y. 10001. Tel (212) 689-9332. Pres. George T. Saddler; Gen Mgr. H. Johnson; Sales Mgr.: Elias Smyrnakis.
Product: Tape–head cleaners, bulk erasers, demagnetizers (all video).

Monster Cable Co., 101 Townsend St., San Francisco, Calif. 94107. Tel: (415) 777 1355. Telex: 470584. Pres.: Noel Lee; Sales Mgr.: Jan Whitaker; Production: Andy Choy.
Product: Speaker cables & connectors (Monster Cable, Powerline); Record–disk stabilizers, head shells (Orsonic).

Music Library, see Esselte Pendaflex.

Nakamichi USA Corp., 1101 Colorado Ave., Santa Monica, Calif. 90403. Tel: (213) 451-5901. Pres.: E. Nakamichi; VP & Nat'l Sales Mgr.: Katsura Izumi.
Product: Tape–demagnetizers.

Namiki Precision Jewel Co. Ltd., 15 Essex Rd., Paramus, N.J. 07652. Tel: (201) 368-8310. TWX: (710) 990-1273.
Home office: Japan.
Product: Record–replacement styli.

National Audio Co. Inc., Box 3657 GS, Springfield, Mo. 65804 Tel: (417) 883-5377.
Product: Tape–bulk erasers, splicing tape & equip. (audio & video); leader tape (audio).

North American Tape Dupl'g Co., 15414 Cabrito Rd., Van Nuys, Calif. 91406. Tel: (213) 781-7650. VP & Gen. Mgr.: Norm Teter; Mktg. Dir.: Larry Stagnaro.
Product: Tape–carrying & storage cases (audio), head cleaners (audio), bulk erasers (audio), demagnetizers (audio).

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401. Nat'l Sales Mgr.: Ken Lubitz.
Product: Tape–carrying & storage cases (audio), head cleaners, bulk erasers, demagnetizers, splicing tape. (M)

Nuclear Prods. Co., PO Box 5178, El Monte, Calif. 91734. Tel: (213) 283-2603. Pres. & Gen. Mgr.: Richard M. Evleth.
Product: Record–record care prods: cleaning brush (Staticmaster). (M)

The Organizer, see Hartzell.

Orsonic, see Monster Cable.

Osawa & Co. Inc., 21 Harbor Park Dr., Port Washington, N.Y. 11050. Tel (516) 484-5455. Pres.: Y. Okamoto; VP Sales: Jack McMurray; Adv. Mgr.: Vince Wheeler.
Product: Record–record care prods. (Nagaoka), turntable mats; Tape–head cleaners (audio), splicing tape & equip. (audio).

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865, San Francisco, Calif. 94107. Tel: (415) 495-8830.
Home office: Canada.
Product: Tape–carrying & storage cases, head cleaners, bulk erasers (audio & video); demagnetizers, (audio). leader tape (audio), splicing tape & equip. (audio & video).

Pack Rack, see Jacksonville.

Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601. Pres.: Joseph D. Winston; Sales & Adv. Mgr.: Charles W. Holmes.
Product: Tape–storage cases.

Peerless Vid-Tronics Corp., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600. Pres.: Herb Ravis; Sales Mgr.: Andy Oanzico.
Product: Record–carrying & storage cases; Tape–carrying & storage cases, head cleaners, demagnetizers. (M)

Perfect Path, see Oiscwasher.

Permostat, see Stanton.

Pfanstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres.: Merle R. Nelson; Mkt. Oir.: Bob Wight.
Product: Record–record care prods., 45 rpm adaptors, (all Pfantone); replacement styli (Pfanstiehl); Tape–head cleaners (Pfantone).

Pfantone, see Pfanstiehl.

Phylco Audio, 4709 Brooks St., Montclair, Calif. 91763. Tel: (714) 621-9561 Owner: Robert Deates; Gen. Mgr.: Rick Oeates.
Product: Tape–head cleaners, leader tape, splicing tape (all audio).

Pixmobile, see Advance Prods.

Pixoff, see Sonic Research.

Plasti Plex Corp., 1209 Chicago Rd., Troy, Mich. 48084. Tel: (313) 589-1771.
Product: Record–storage cases, record care prods.; Tape–storage cases.

Port-A-Tune (div. of Action Leathercraft Inc.), 5340 E. Harbor, Commerce, Calif. 90040. Tel: (213) 728-1155.
Product: Record & Tape–carrying & storage cases.

Powerline, see Monster Cable.

Pro Mag, see EVG.

Pro 1 Audio-Visual Inc., PO Box 33, Highland Park, Ill. 60035 Tel: (312) 433-4575. Pres.. R.L. Pink; VP: J. Pink; Sales Mgr.: M.M. Pink; Adv. Mgr.. O.O. Pink.
Product: Record & Tape–carrying & storage cases.

Protect Your Records, see Bowers.

Protone Inds., 13349 Saticoy St., North Hollywood, Calif 91605 Tel: (213) 765-0782. Pres.: Barry Stern.
Product: Tape–cassette carriers.

Pyramid Mfg. Inc., 13127 Harper Ave., Detroit, Mich. 48213. Tel: (313) 839-2888. Pres. Russ DiBartolomeo.
Product: Tape–modular storage furniture (Videnza).

Q-A-1 Inc., 640 Oell Rd., Carlstadt, N.J. 07072. Tel: (201) 460-0060; NYC (212) 964-1714. Pres. Steve Dauman; Sales Mgr.: George Ratowsky.
Product: Tape–splicing & cueing tape.

Q R K, see Broadcast Electronics.

Quietone, see Audio-Kare.

R C 4, see Stanton.

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462. Tel: (212) 892-6700 Pres.: Arthur A. Fink; VP: Albert Goldstein; Sales Mgr.: Seymour Goldberg.
Product: Tape–carrying & storage cases, videocassette recorder accessories, camera cables, video connectors. (M)

R N S Inc., 7 Manor Dr., Oak Ridge, N.J. 07438. Tel: (201) 697-2212. Pres. Robert N. Schwartz; Gen. Mgr.: Elizabeth Schwartz; Sales Mgr.. Gary Pranckitas.
Product: Record–record care prods. (Metrocare, Metrosound); Tape–carrying & storage cases, head cleaners (Metrosound); leader & splicing tape. (I)

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76086. Tel: (817) 390-3272.
Product: Record–record care prods., turntable mats, 45 RPM adaptors, replacement styli, patch cords; Tape–carrying & storage cases, head cleaners (audio & video), bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all Realistic).

Rapid-Winder, see Magnesonics.

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres. & Adv. Mgr.. Ray Abrams Sr., Sales Mgr.. Ray Abrams Jr.
Product: Record–carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli, record gift sleeves; Tape–head cleaners, demagnetizers, leader & splicing tape.

Realistic, see Radio Shack.

Record Basic, see Audiotex.

Record-Mate, see Akro-Mills.

Record Plus, see Audiotex.

Record Purifier, see Audiotex.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchardt; Exec. VP: Peter Wish; VP Sales: George Calvi.
Product: Record–carrying & storage cases, 45 rpm adaptors, replacement styli (all Recoton), record care prods. (Black Magic, Clean Sound). Tape–carrying & storage cases (audio & video), leader & splicing tape (Recoton); head cleaners (audio & video), & demagnetizers (Black Magic & Recoton), video cables & connectors, splitters & switching boxes. (M) (SEE ADVERTISEMENT)

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp. 225 Belleville Ave., Bloomfield, N.J. 07003. Tel: (201) 748-2222. Pres.. Marshall Weingarden; Sales Mgr.: Marion Burleigh.
Product: Tape–vinyl storage cases (audio & video), videocassette slipcases. (M)

Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701 Tel: (914) 794-8888
Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli, Tape-head cleaners

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725 Tel: (516) 543-5200 Pres: Herman Post; VP Sales: Stu Carne
Product: Record-carrying & storage cases, record care prods 45 RPM adpators, stylus pressure gauge (Gramee), ionic static neutralizing gun (Rob-O-Stat), stylus microscope, phono pads & cushions, Tape-carrying & storage cases, head cleaners, demagnetizers, leader, splicing & sensing tape, bulk erasers, tape cleaners (Soundtrack Scrubber), splicing & editing equip., cassette & 8 tr. repair kits, cassette tension winders, tape clips

Rotel of America Inc., 13528 S. Normandie Ave., Gardena, Calif. 90249 Tel: (213) 327-0600 Pres: T. Tachikawa, Sales Mgr: Mel Kaplan
Product: Record-record care prods. (M)

S.C.2, see Discwasher

S.S.K. Ents Inc., 2488 Townsgate Rd., Westlake Village, Calif. 91361 Tel: (805) 889-1831
Product: Tape-head cleaners (audio & video) (M)

Sav-A-Tape, see Audio Accessories

Savoy Leather Mfg. Corp., Ward Hill Ind'l Park, 260 Neck Rd., Haverhill, Mass. 01830 Tel: (617) 374-0351 TWX: (710) 347-1121
Product: Record & Tape-carrying & storage cases (audio & video) (SEE ADVERTISEMENT)

Saxton Prods. Inc., 215 N. Rt. 303, Congers, N.Y. 10920 Tel: (914) 268-6846
Product: Record-replacement styli, Tape-demagnetizers

Scotch, see 3M

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616 Tel: (312) 842-8221 Pres: I. Siegal; Sales Mgr: R. Siegal
Product: Record-carrying & storage cases, wire record racks, pole record racks, record carts, Tape-carrying & storage cases (MD)

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550 Tel: (914) 664-2909. Cable: SENTINO Pres: Harold Rosen, VP: Barry Rosen.
Product: Record-carrying & storage cases, record care prods., 45 RPM adaptors, replacement styli, Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape (MDI)

Service Mfg. Co. Inc., River St., Hastings-on-Hudson, N.Y. 10706 Tel: (914) 478-4000 Pres: Joseph L. Berkman; Nat'l Sales Mgr: Stuart Glenwick
Product: Tape-carrying & storage cases, videocassette storage cabinets (M)

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005 Tel: (207) 282-6155
Product: Tape-audio & video cassette storage cases (Shape) (SEE ADVERTISEMENT)

Silk Stocking Prod'ns Ltd., 216 W. 18 St., 10th fl., New York, N.Y. 10024 Tel: (212) 255-4424 Chm: Lloyd Ribner Jr. Pres: Elliot J. Galdy
Product: Carrying & storage cases.

Smog Lifters, see Discwasher

Snap Jack Inc., 805 Clifton Ave., Clifton, N.J. 07013 Tel: (201) 779-0225
Product: Record-LP jacket wall frames

Sonar Radio Corp., 3000 Stirling Rd., Hollywood, Fla. 33021 Tel: (305) 981-8800. Chm: Bernard E. Klein
Product: Tape-Video bulk erasers (Videoeraser)

Sonic Research Inc., 27 Sugar Hollow Rd., Danbury, Conn. 06810 Tel: (203) 792-8822. Pres: Peter E. Pritchard, Nat'l Sales & Mktg. Mgr: Ronald E. Wilcox. Adv. Mgr: Elliot Edrick
Product: Record-record care prods (Pixoff) (I), replacement styli (Sonus) (M)

Sonrise Audio Systems, 13622 NE 20 St., Bellevue, Wash. 98005 Tel: (206) 641-1900 Pres: Douglas Anderson
Product: Audio & video cabinetry

Sonus, see Sonic Research

Sound Guard Corp. (div. of Audio Technica), 348 SW 13 Ave., Pompano Beach, Fla. 33060 Tel: (305) 782-1041 WATS: (800) 327-1144 Pres: Greg Cornehls
Product: Record-record care prods. preservatives, cleaners, record care work pad, stylus care kit (SEE ADVERTISEMENT)

Sound/Pro Inds. Inc., 7529 Trasic Ave., Playa del Rey, Calif. 90291. Tel: (213) 822-0510. Pres: Donald K.M. Rothgery, Nat'l Mktg. Dir: Don Millard, Sales Mgr: Tom Reed, Adv. Mgr.: Linda Newton
Product: Tape-carrying & storage cases, head cleaners

Soundtrack Scrubber, see Robins

Speaker Uppers, 20946 Currier Rd., Walnut, Calif. 91789 Tel: (714) 598-1906
Product: Speaker stands

Stak-It by Visual Displays Corp., 975 Essex St., Brooklyn, N.Y. 11208 Tel: (212) 649-1818 Pres: Samuel Nadrich, Sales Mgr: Michael Nadrich, Plant Mgr: David Nadrich
Product: Record & Tape-cabinets, stereo component & speaker stands, video component cabinets (SEE ADVERTISEMENT)

Stanford Int'l: PO Box 609, 569 Laurel St., San Carlos, Calif. 94070 Tel: (415) 592-5958 Pres.: Fred Dobbs, Opns Mgr: Jan Dillard
Product: Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape

Stanton Magnetics Inc., 200 Terminal Dr., Plainview, N.Y. 11803 Tel: (516) 349-0200 TWX: (510) 221-1845 Pres: Walter O. Stanton, VP Prof. Prods: Jim Fox, Prof. Prods Nat'l Sales Mgr: Peter Bidwell, Adv. Mgr: Gordon Hurt
Product: Record-record care prods. anti-static record preservative, (Permostat), record care kit (RC4), replacement styli, stylus cleaning kit (Stanton)

Staticmaster, see Nuclear Prods.

Sterling Prods. Co. Inc., 1689 Oakdale Ave., West St. Paul, Minn. 55118 Tel: (612) 455-6691
Product: Tape-carrying & storage cases

Studio Magnetics Co. Inc., 12 Long Island Ave., Holtsville, N.Y. 11742 Tel: (516) 289-3400. Pres.: George Clahane, VP: Craig M. Balaban.
Product: Tape-Non abrasive cassette head cleaners, aerosol head cleaners, cassette storage modules (Add'N'Stac) (M)

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Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714 Tel: (714) 979-5811 WATS: (800) 854-0123 Div. Mgr: Lee Adams-**Marietta, Ga.,** 4062 Kingston Court Zip: 30067 Tel: (404) 952-4600 Reg'l Mgr: George Casteel-**Des Plaines, Ill.,** 1011 E. Touhy Ave., Suite 165 Zip: 60018 Tel: (312) 297-1341 WATS: (800) 323-5956 Reg'l Mgr.: Jack Pender
Product: Tape-carrying & storage cases, head cleaners, demagnetizers, (M) (SEE ADVERTISEMENT)

T.P.C., see Audio Kare

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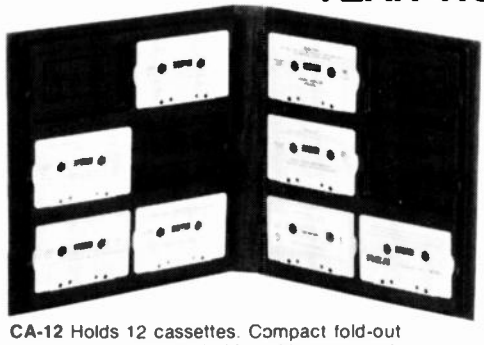

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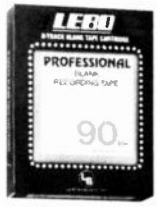

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Product: Tape–demagnetizers (Taberaser). (M)
Tapecom Inc., 45 Jefferson St., Stamford, Conn 06902 Tel (203) 325 1541. TWX (710) 474-3334. Pres.: Gene Tornatore, VP: Fred Luminoso.
Product: Tape–carrying & storage cases (SEE ADVERTISEMENT)
Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590 Tel (516) 333-2700. Pres.: Arthur Brandwein, Office Mgr.: Karen Sitkoff
Product: Tape–splicing tape (M)
Tape-Mate, see Akro Mills
Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N.J. 08003 Tel (609) 424 9450. Sales Mgr.: Michael T. Mulcahy
Product: Record–record care prods. (private label), Tape–head cleaners, demagnetizers (M)
Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640 Tel (213) 726 0303. Pres.: Norio Tamura; VP Mktg.: Barry Goldman, Gen. Mgr.: Gary Beckerman; Adv. Mgr.: Tay Hotta
Product: Tape–head cleaners, demagnetizers. (M)
Televex, see Aldshire
Tempo (div. of Hagerstown Leather Goods Co.), 858 Willow Circle, Hagerstown, Md. 21740 Tel. (301) 797 6600. Pres.: Dr. Harold N. Taylor, VP Mktg.: David L. Handler
Product: Record & Tape–"custom made" carrying & storage cases (audio & video)
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Product: Tape–carrying & storage cases, head cleaners, leader & splicing tape (Scotch) (M)
Toyota, see Electronic Homes
Trackmaster Inc., 1310 S. Dixie Hwy. W., Pompano Beach, Fla. 33060 Tel (305) 943-2334. Pres.: Roy Parsons, Sec'y-Treas.: Lupe Parsons
Product: Tape–bulk erasers, splicing tape & equip.
Transcriber Co. Inc., PO Box 478, Attleboro, Mass. 02703. Tel (617) 222 3525. VP: John Sheasgreen, Nat'l Sales Mgr.: John McDonald
Product: Record–record care prods., record preservative (Sound Saver), turntable mats; Tape–demagnetizers (audio), bulk erasers (audio)
U T C, see Universal Tapeh
Ultra Specialty Inc., 20700 S. Belshaw Ave., Carson, Calif. 90746 Tel (213) 537 8850. Cable: ULTRASPEC. Telex: 194566. Pres.: Don Wong, Pres. Ultraspec Int'l: Gary Lyle
Product: Record–carrying & storage cases; Tape–carrying & storage cases, leader & splicing tape, ultrasonic film splicer
Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746 Tel (213) 327 3203. Pres.: Edward O. Praeger
Product: Tape–head cleaners, demagnetizers, leader & splicing tape (A/V Paragon, UTC, Universal) (M)
Utopia Ultra-Sound, 38 40 S. First St., Newark, Ohio 43055 Tel (614) 345-9426. Owner: Robert H. Kirk Jr., VP: Don Shannon, Gen. Mgr.: Robert H. Kirk Sr., Sales Mgr.: Rose Shannon.
Product: Tape–head cleaners (MD)
Videnza, see Pyramid
Videoraser, see Sonar Radio.
Vinylweld, 2011 W. Hastings, Chicago, Ill. 60608 Tel (312) 243-0606
Product: Record & Tape–carrying & storage cases
Visual Displays Corp., see Stak-It
Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel (205) 672 2241. VP: R. Denson Parker, Sales Mgr.: John R. Boleslawski, Adv. Mgr.: B.R. Cummings.
Product: Tape–carrying & storage cases (M)
W R E, see Wide Range Electronics
Walco-Linch Corp., 1234 Hwy. 46, Clifton, N.J. 07015 Tel (201) 471-1070
Product: Record–replacement styli. (M)
Watts, see Empire
Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel (314) 567 5366
Product: Tape–bulk erasers, magnetic erasing pencil (WRE)
Xedit Corp., 133 S. Terrace Ave., Mount Vernon, N.Y. 10550 Tel (914) 668 0388. Pres.: Claude Karczmer, Sales Mgr.: Daniel Briefstein
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Brand name: Han O Disc

Artemis Inc., 556 Westport Ave., Norwalk Conn 06851 Tel (203) 846 0828 WATS (800) 243 6102 Telex 965802
Product: Posters (I, D)

Art Phyl Creations, 162 50 NW 48 Ave., North Miami, Fla 33127 Pres Art Hochman, Adv Mgr Lori Sidlar
Product: Keychains **(M).**

Art Servs Inc., 8221 Melrose Ave., Los Angeles, Calif 90046 Tel (213) 653 9033 Contact Melinda Green
Product: "Gold record" commemorative plaques

Big Ed's Unlimited, 11141 Georgia Ave., Suite A 1 Wheaton, Md 29092 Tel (301) 949 9500
Product: Customized T shirts

Capricorn Sales, 4018 Buena Vista Rd., Columbus, Ga 31907 Tel (404) 563 5353
Product: Customized T shirts

Chu Bops, 125 W 55 St., New York, N Y 10019 Tel (212) 977 3468 Contacts Susan Eisner, Frank Horowitz, Gary Mankoff (Sales office only)
Product: Miniature bubblegum record album novelty featuring actual jacket artwork

Daum Corp., 1 Park St Amsterdam, N Y 12010 Tel (518) 842 4800
Product: Plastic display aids (M)

Deejay Gold & Platinum Rec Plaques Co., 3010 W Burbank Blvd., Burbank, Calif 91505 Tel (213) 845 0744, 849 5347 Pres Dave Goldstein, Sales Mgr Jackie Goldstein
Product: "Gold & Platinum" Record Plaques

Factors Etc Inc., Geissler Park, Bear, Del 19701 Tel (302) 834 1625 WATS (800) 441 7650 Pres H Lee Geissler Sales Mgr Laurence H Seeney
Product: Customized T shirts

Gopher Prods Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev 89701 Tel (702) 882 9333 WATS (800) 648 0958 Pres Warren Perkins
Product: T shirts, hats/caps, jackets signs (M) (SEE ADVERTISEMENT)
Product: T shirts, hats/caps, jackets, signs (M)

Han O Disc, see American Metropolitan

Holoubek Studios Inc., 4712 N 125 St., Butler, Wis 53007 Tel (414) 781 4800 WATS (800) 558 0566 Telex 269472, Nat l Sales Mgr David W Bruns
Product: T shirts & iron ons (M)

Howard Knight Ents Inc., 2424 Pleasant Ridge, Columbia, S C 29209 Tel (803) 783 0325
Product: Posters, T shirts (M), belt buckles, hats/caps, keychains, patches, jackets (D)

Harold Luick & Assocs., 110 Garfield St., Carlisle, Iowa 55047 Tel (515) 989 3679 Contact Harold Luick
Product: Posters, belt buckles, T shirts, hats/caps keychains, patches, jackets (D)

Luna's Illuminations, 111 Chester St., Fairfax, Calif. 94930 Tel (415) 457 5970
Product: T shirts

M B S Love Unlimited, 15 32 127 St., College Point, N Y 11356 Tel (212) 359 8500 WATS (800) 221 0474 Pres Barry Kaminsky, VP Sally Kaminsky, Gen Mgr Alan Kaminsky, Sales Mgr. Barbara Masry
Product: T shirts & iron-ons

Mahoney/Wasserman & Assocs., 117 N Robertson Blvd., Los Angeles, Calif 90025 Tel (213) 550 3922 Pres Jim Mahoney, VP Paul Wasserman
Branch: New York, N.Y., 510 Madison Ave Zip 10022 Tel (212) 751 2060 VP Larry Eisenberg
Product: Posters, T shirts, jackets

The Merchandising Guild, 6163 Glen Alder, Los Angeles, Calif 90068. Tel (213) 663 1293
Product: Posters, belt buckles, T shirts, hats/caps, keychains, patches, embroidered satin jackets (all D)

Motor City Mdsg 104 W Fourth St., Suite 309, Royal Oak, Mich 48067 Tel (313) 398 1637
Product: Posters, buttons, badges, T shirts, greeting cards

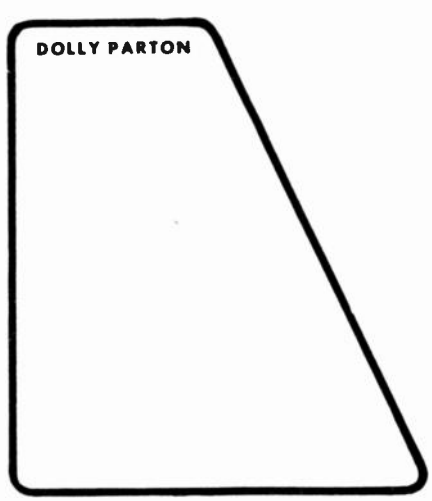
Olympic Litho Corp., 116 Nassau St., Brooklyn, N Y 11201 Tel (212) 522 2400 Pres Marvin D Frankel, Gen. Mgr Herbert Farber
Product: Posters (M)

One Stop, 1001 Monterey Pass Rd., Monterey Park, Calif 91754 Tel (213) 263 7361 WATS (800) 421 6341
Product: Button making machines

Photo Lith Int'l, 11816 Western Ave Stanton, Calif 90680 Tel (714) 893 5037
Product: Customized T shirts

Promedeus Arts Inc., 1776 Broadway, New York, N Y 10019 Tel (212) 586 3770 Pres Lew Morris, Sales Mgr Jerry Present, Adv Mgr Ron Parisi
Product: Posters, belt buckles, T shirts, hats/caps, keychains, patches, jackets (M)

Q A I Inc., 640 Dell Rd., Carlstadt, N J 07072 Tel (201) 460 0060, NYC (212) 964 1714, Pres Steve Daumen, Sales Mgr George Ratowsky
Product: Posters (M)



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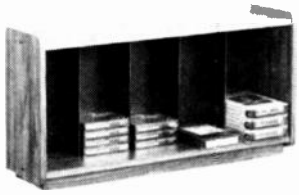

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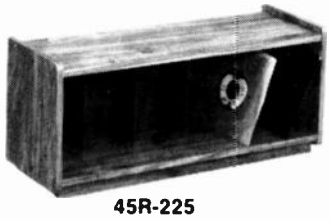

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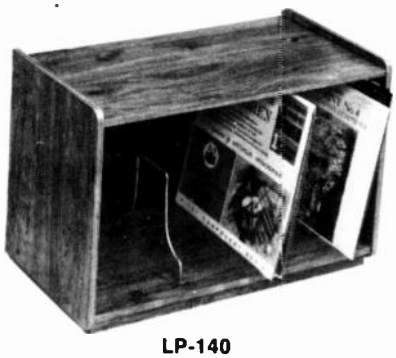

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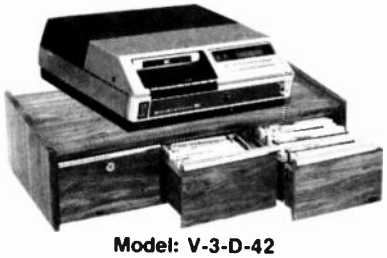

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Branch: Sun Valley, Calif., 8430 Tujunga Ave Zip 91352 Tel (213) 767 8300.
Product: Customized T shirts & hats

Rockbill Inc., 130 W 57 St., New York, N.Y 10019 Tel (212) 977-9680 Pres Jay Coleman, Talent Coord Janet Fialkoff
Product: Posters (M)

The Shirt X plosion Co. Inc., 5618 Lafayette Pl., Hyattsville, Md 20781 Tel (301) 277-4400.
Product: Customized T-shirts (M)

Silk Stocking Prod'ns Ltd., 216 W. 18 St., 10th fl., New York, N.Y 10024 Tel: (212) 255-4424 Chm. Lloyd Ribner Jr., Pres. Elliot J. Galdy
Product: Posters, belt buckles, T-shirts

Starmakers Poster Corp., 18 E. 41 St., New York, N.Y 10017 Tel (212) 685 2993. Pres. Eileen Miller.
Product: Posters (M).

Stenco Graphics, PO Box 2501, 5311 SW Ninth, Des Moines, Iowa 50315 Tel (515) 285-6564. Pres. Art Stenstrom
Product: Customized T-shirts.

Stiff Tees, 157 W 57 St., New York, N.Y 10019 Tel (212) 765 3977 Pres Bruce Kirkland, Asst to Pres Nancy Harrison, Mdsg Steve Bonano.
Product: T shirts, posters, buttons.

Summerland Prods Inc., 11842 Vose St., North Hollywood, Calif 91605 Tel (213) 764 2324 WATS (800) 423 3696/3697 Contact Johnny Devito
Product: Posters, T shirts, hats/caps, jackets, buttons

Totto Pass, 1127 Vine St., Cincinnati, Ohio 45210 Tel (513) 621-9779 Pres Steve Otto
Product: Adhesive cloth tour passes & patches for concert & radio station promotions (M)

The T Shirtery Inc., 1200 Menlo Dr. NW, Atlanta, Ga 30377 Tel (404) 351 9850 WATS (800) 241 1052 Pres Jay J. Cohen, VP Sales; Paul I. Katz.
Product: T Shirt, hats/caps, jackets. (M)

T-Shirts Int'l Inc., 239 S. Cooper St., Memphis, Tenn. 38104. Tel (901) 522 8383
Product: T shirts (M, I, D, R), caps (M, I, D, R), jackets (M, D, R)

The Ultimate Design Group, 730 W. Oregon, Milwaukee, Wis 53204 Tel (414) 276 5680
Product: Pewter pins, badges (M)

Warjo Promos, 145 W. 55 St., Suite 2E, New York, N.Y 10019. Tel (212) 245 7179
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Winterland Prod'ns Rock & Roll Apparel 890 Tennessee, San Francisco, Calif 94107 Tel (415) 648-7700

Zap Ents., 2833 W. Pico Blvd., Los Angeles, Calif 90006 Tel (213) 732 3781
Product: Posters (D)

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Centuri Inc., 245 W. 74 Pl., Hialeah, Fla. 33014 Tel (305) 558 5200 Telex 803694.

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Rowe Int'l Inc. (sub. of Triangle Inds. Inc.), 75 Troy Hills Rd., Whippany, N.J. 07981. Tel: (201) 887 0400. Cable: RDVEND.
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Don's Title Strip Co. Inc., 1146 W. Montrose Ave., Chicago, Ill 60613 Tel (312) 271 7290 Pres. Don Cihak

Hit Program Serv., see Sterling Title Strip.

Kiderian Recs. Prod'ns, 4926 W. Gunnison St., Chicago, Ill 60630 Tel (312) 545-0861 Pres. Raymond Peck; Gen. & Sales Mgr. George Peck.

Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa 15233 Tel (412) 231 4314 Mgr. William P. Miller (SEE ADVERTISEMENT)

Sterling Title Strip Co. Inc., 1175 Broad St., Newark, N.J 07114 Tel (201) 243 0222 Pres. Dick Steinberg; Sales Mgr., William Thomas

Rik Tinory Prod'ns, 180 Pond St., Cohasset, Mass. 02025 Tel (617) 383 9494 Pres. Richard F. Tinory, Artist Relations Claire L. Babcock

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STORE FIXTURES

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

A Bee Syndicate Inc., 230 Fifth Ave., New York, N.Y. 10001. Tel: (212) 684-7850.
Product: Record & tape display racks. (M)

Acrylic Design & Fabrication Co., 1147 W. Ohio, Chicago, Ill. 60622. Tel: (312) 226-4222.
Product: Record & tape (audio & video) display racks, point-of purchase displays.

George Alexander Group Inc., 1063 Post Rd., Darien, Conn. 06820. Tel: (203) 655-7791.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Art Phyl Creations, 162-50 NW 48 Ave., North Miami, Fla. 33127. Pres.: Art Hochman; Adv. Mgr.: Lori Sidlar
Product: Record & tape (audio) browser boxes, record & tape (audio) display racks. (M)

G. Benson & Co. Printers Inc., 75 Spring St., New York, N.Y. 10012. Tel: (212) 925-7100. Contact: Gerald J. Benson.
Product: Record & tape divider cards.

Ted Bushman Signs, 627 Broadway, Massapequa, N.Y. 11758. Tel: (516) 798-8590. Owner: Ted Bushman.
Product: Record & tape divider cards & signs. (M)

Carter Corp., 1916 11 St., Rockford, Ill. 61108. Tel: (815) 397-3200. Pres.: Robert L. Fleming; VP Sales & Mktg.: Sandra L. Fleming; Plant Mgr.: W. Skip Kruger.
Product: Record display racks (Carter-Craft). (M)

Container Kraft Inc., 8321 De Celis Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721.
Product: Record & tape browser boxes, record & tape display racks.

Continental Forest Inds., Bleached System Dpns., Office Park II, Greenwich, Conn. 06830. Tel: (203) 661-2233. TWX: (710) 579-2912. VP: John R. Curtin
Product: Security systems (Conversafe Orange anti-counterfeiting paperboard product)

Conversafe Orange, see Continental Forest Inds.

Creative Store Equip. Inc., PO Box 933, Terrell, Tex. 75160. Tel: (214) 563-5869. Pres.: Jerry G. White; Gen. Mgr.: John Bowen
Product: Record & tape display racks, tape security systems.

Crow Prod'ns, 700 Shore Rd., No. 5-D, Long Beach, N.Y. 11561. Tel: (516) 889-0244. Pres.: Gary Leider. (Point of Purchase Displays)

Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-4106. Pres.: Al Metzger; Nat'l Sales Mgr.: Judy Harris
Product: Record & tape divider cards. (M)

Dajim Corp., 1 Park St., Amsterdam, N.Y. 12010. Tel: (518) 842-4800.
Product: Record browser boxes, record & tape display racks (Monark). (M)

Design Fabrications Inc., 1215 Wheaton St., Troy, Mich. 48084. Tel: (313) 689-8206.
Product: Record & tape display racks (custom). (M)

Dielectrics Inc., 300 Burnett Rd., Chicopee, Mass. 01020. Tel: (413) 598-8308
Product: Record & tape divider cards (custom fabrication)

Directree, see Dick Wagner.

Discover Division Inc., 5198 W. 76 St., Minneapolis, Minn. 55435. Tel: (612) 831-5538. Pres.: Paul W. Smith; VP: Les Boelter.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel: (312) 543-8330. Pres. & Gen. Mgr.: R. Gribben
Product: Tape display racks & security systems (Securette). (I)

Distec Inc., 42 Barringer Dr., Charlotte, N.C. 28210. Tel: (704) 527-6931. VP & Gen. Mgr.: Fred E. Martinitz
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Electra Display, 122 W. 27 St., New York, N.Y. 10001. Tel: (212) 924-1022. VP: D. Ruderman.
Product: Moving signs, display lighting.

Fidelipac Corp., 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. TWX: (710) 897-0254. Pres.: Roger Thanhauser; Sales & Mktg. Mgr.: Arthur Constantine
Product: Tape display racks. (M)

Fixture Concepts Inc., 104 Nelsen Ave., Tukwila, Wash. 98188. Tel: (206) 226-1450. Gen. Mgr.: Jerry Schoeler; Sales Mgr.: Peter Scott; Adv. Mgr.: Lynda Hobson.
Product: Record & tape (video) browser boxes, record & tape (video) display racks, tables, counters & related items for display & merchandising, wire LP racks & pegboard accessories.

Forest Packaging Corp., 542 Factory Rd., Addison, Ill. 60101. Tel: 543-7035. Pres.: John Kissock; VP: Richard Napp.
Product: Corrugated counter top displays.

Freedman Artcraft Eng'g Corp., PO Box 228, Charlevoix, Mich. 49720. Tel: (616) 547-6501. Gen. Mgr.: Ronald Massey; Sales Mgr.: L.L. Espich.
Branch: City of Industry, Calif., 14424 Bonelli rst. Zip: 91744. Tel: (213) 968-9591. Sales & Dpns. Mgr.: Ron Lloyd.
Product: Record browser boxes, record & tape display racks.

Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701. Tel: (702) 882-9333. WATS: (800) 648-0958. Pres.: Warren Perkins.
Product: Record & tape divider cards. (M) (SEE ADVERTISEMENT)

Hamilton Fixture Co., 4805 Hamilton-Middletown Rd., Hamilton, Ohio 45012. Tel: (513) 868-2144. Pres.: John Schlegel; VP & Sales Mgr.: John Overmann.
Product: Record & tape browser boxes, record & tape display racks. (MD)

Ivy Hill Graphics & Packaging (div. of Ivy Hill Communications Inc.), 4800 S. Santa Fe Ave., Los Angeles, Calif. 90058. Tel: (213) 587-3131. Exec. VP: Russell Muir; Gen. Mgr.: Del Eaton; Sales Mgr.: Arthur Kern, Display Div. Dir.: Jerry Gottschalk.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel: (212) 387-1747. Prod'n Mgr.: Benjamin Kobrin, Plant Superintendent: Charles Kobrin; Sales Mgr.: Samuel Kobrin
Product: Record & tape (audio & video) browser boxes, record & tape (audio & video) display racks. (M)

Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324. Tel: (213) 886-8383.
Product: Tape browser boxes & display racks

Le-Bo Prods. Co. Inc. (div. of Peerless VidTronics Corp.), 58-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Cable: LEBDPRDDUX Telex 424790. Pres.: P. Dayton
Product: Record & tape (audio) browser boxes, record & tape (audio) divider cards. (M) (SEE ADVERTISEMENT)

Liberty Fixture Inc., PO Box 8431, 2467 Mariposa Rd., Stockton, Calif. 95208. Tel: (209) 948-1176. Pres., Sales & Adv. Mgr.: Leonard Semler; Gen. Mgr.: Wayne Hibner
Product: Record & tape (audio & video) browser boxes, record & tape (audio & video) display racks & related items. (SEE ADVERTISEMENT)

Loranger Mfg. Corp., Entertainment Prods. Div., 10 48 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. VP: Robert Loranger
Product: Record & tape browser boxes. (M) (SEE ADVERTISEMENT)

Harold Luick & Assocs., 110 Garfield St., Carlisle, Iowa 50047. Tel: (515) 989-3679. Contact: Harold L. Luick
Product: Record & tape display racks. (M)

Mallory Dist'r Prods. Co., 3029 E. Washington Ave., Indianapolis, Ind. 46201. Tel: (317) 636-5353
Product: Tape display racks. (M)

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-1100. NYC (212) 291-7600. Pres.: G.D. Thomas; Sales Mgr.: R.A. Froehlig
Branches: Burbank, Calif., Modern Album of California Inc., 3116 Vanowen St. Zip: 91505. Tel: (213) 845-7655. Pres.: William S. Pine; Sales Mgr.: Raymond Gardocki—**Terre Haute, Ind.,** Modern Album of Indiana, 1299 Voorhees St. Zip: 47808. Tel: (812) 235-6001—**Nashville, Tenn.,** Modern Album of Tennessee Inc., 457 Chestnut. Zip: 37203. Tel: (615) 255-7461.
Product: Record & tape divider cards

Monark, see Dajim.

N.E.R.T. (New England Record & Tape) (div. of PBN Survey), PO Box 268, Zip: 01842, 641 Haverhill St., Lawrence, Mass. 01841. Tel: (617) 686-4293. Pres.: Jerry P. Marcus, VP Int'l Sales: P.H. Kankey, Gen. Mgr.: Melvin L. Marcus; Sales Mgr.: B.J. Kankey.
Product: Record browser boxes, record display racks

Nostalgia Lane Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-5390.
Product: Record browser racks, record & tape display racks, record divider cards.

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865, San Francisco, Calif. 94107. Tel: (415) 495-8830.
Home office: Canada
Product: Tape display racks (audio)

Pak-Wik Corp., 128 Tivoli St., Albany, N.Y. 12207. Tel: (518) 465-4556. Pres.: Samuel A. Strasser; Sales Mgr.: Myron S. Strasser Jr.
Product: Tape browser boxes.

Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601. Pres.: Joseph D. Winston, Sales & Adv. Mgr.: Charles W. Holmes.
Product: Record browser boxes, record display racks, tape storage cases. (M)

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres. & Adv. Mgr.: Ray Abrams Sr., Sales Mgr.: Ray Abrams Jr.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Robert Borchardt, Exec. VP: Peter Wish, VP Sales: George Calvi.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards (SEE ADVERTISEMENT)

Ryco, 794 Ralph McGill Blvd., Atlanta, Ga. 30301. Tel: (404) 522-9726. Pres.: Herb Haralson; Point of Purchase Div.: John Stanton
Product: Point-of-Purchase displays

Scotch, see 3M.

Securette, see Display Media.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal
Product: Record display racks, wire pegboard baskets

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155.
Product: Record & tape display racks (Shape Multistand) (SEE ADVERTISEMENT)

Silk Stocking Prod'ns Ltd., 216 W. 18 St., 10th fl., New York, N.Y. 10024. Tel: (212) 255-4424. Chm.: Lloyd Ribner Jr., Pres.: Elliot J. Gaidy
Product: Divider cards.

Starbrite Video Advertiser, see Voorhies.

Star Title Strip Co., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Mgr.: William P. Miller.
Product: Record & tape divider cards. (MD)

3M Co., Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1466. Corp. VP: D.E. Denham, Div. VP: J.E. Povolny, Mktg. Dir.: W.J. Madden, Nat'l Sales Mgr.: J.L. Leon, Mkt. Dpns. Mgr.: J.B. Hanks, Mkt. Communications Mgr.: D.J. Linehan
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(Continued on page 348)

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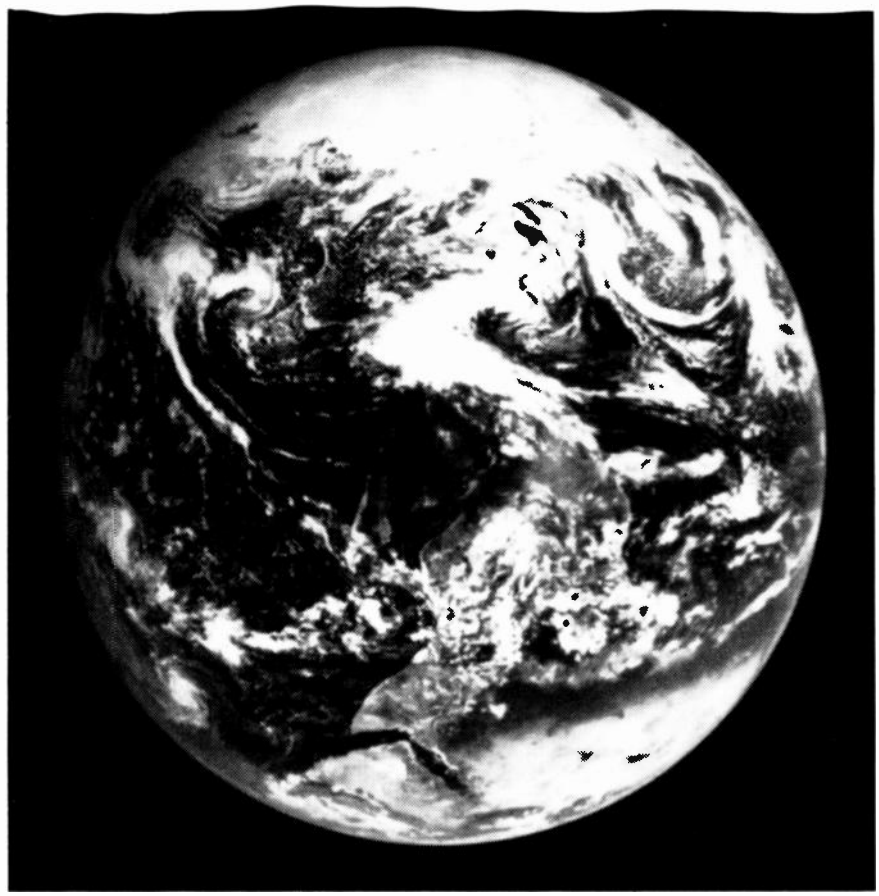

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ARGENTINA

Population: 26,800,000.
Rate of exchange: $1 (US) = 5000 pesos
Per capita income: $2,100.
Holidays: January 1, Holy Thursday, Good Friday, May 1 (Labor Day), May 25 (Anniversary of the 1810 Revolution), June 20 (Flag Day), July 9 (Independence Day), August 17 (Anniversary of the Death of General San Martin), December 8 (Immaculate Conception), December 25

• record & tape manufacturers / distributors / importers

A R, see American Rec'g.
A T C, see Sicamericana.
Accord, see Musidisc
America, see Musidisc.
American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires Tel 701 2159/8954 Cable AUTORRADIO Telex 22687 Pres. Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana, Int'l Dir.: Ramon Villanueva.
Labels: (Owned) AR, Tennessee, **(licensed foreign)** Accion (Mexico), Continental (Brazil), DJM (UK), Everest (USA), Fonit Cetra (Italy), GNP Crescendo (USA), Musidisc (France), Sonet (Sweden), Sweet City (USA)
Angel, see EMI Odeon.
Ariel, see Famous.
Artaria-Kotrona SrL, Esmeralda 459, Buenos Aires 1007 Tel 392-2683. Cable ARIADISC Execs.: Ingrid Roehre, Elizabeth Kallay, Bruno Iannice, Marta Alicia Bleyer; Gen. Mgr.: Bruno Iannice, Sales Mgr.: Claudio Davila (Distribulor/Importer)
Home office: Germany, Artaria.
Labels: (Owned) Artaria, Exclusived Cassette, Kontrast, Kotrona, Propilei, Specialty, **(licensed)** Amerindian (Germany), Bis (Sweden), Delos (USA), Harmonia Mundi (Germany), Everest group (USA), Schwann (Germany), Unicorn (UK)
Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires Tel: 51-3371 Pres.: Carlos Klavins.
Bang Bang, see Jaime Olszevicki Circle Line & Musidisc
C B S SAICF (Oscos), Emilio Mitre 1819, 1424 Buenos Aires Tel 922-4011 Cable COLRECORD Telex 17091. Mng Dir: Hecio Cuomo, Finance Mgr.: Hector Antuna.
Labels: (Owned) CBS, Columbia, Epic, Odyssey, Orfeo, Portrait, **(licensed)** A&M (USA), Astarte (Spain), Blue Sky (USA), Boardwalk (USA), Bus (Italy), CGD (Italy), Caribou (USA), Clevelanc Int'l (USA), Dan (Mexico), La Discoteca (Venezuela), Full Moon (USA), GTO (UK), Herriba (Bolivia), Jet Pad (Switzerland), Kirshner (USA), Monument (USA), Nemperor (USA), Ode (USA), PIR (USA), Prophesy (USA), Shakat (USA), Sherbet (Australia), Som (Brazil), Sondor (Uruguay), Sono-Radio (Peru), Spindizzy (USA), Splash (Italy), Sweet City (USA), TK (USA), T Neck (USA), Tabu (USA), Tappan Zee (USA), Unlimited Gold (USA), Virgin (UK), WMOT (USA), Windfall (USA), Zarape (USA)
Calmex SrL, Virrey Loreto 2521, 1426 Buenos Aires. Tel 782-3037.
Int'l branch: USA
Labels: (Owned) Calmex, Top, **(licensed)** Eagle (USA), Insieme (Italy), PPX (USA), Sirocco (USA), Yep (Italy)

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Telex: 22687 BOMER AR

Camel, see Musictape.
Capitol, see EMI Odeon
Carmusic SAIC, Mexico 2833, Buenos Aires. Tel 97 7185. Pres.: Laura Roma Casella, Gen. Mgr.: Alba Casella
Labels: (Owned) Carmusic, **(represented)** Monica (USA), Europa (Germany)
Int'l rep.: Uruguay (APSA)
Casablanca, see Phonogram.
Cashbox, see Interdisc.
Cauce, see Trova
Chango, see RCA
Circle Line, see Jaime Olszevicki-Circle Line
Colon Recs SrL, 33 Orientales 955/57, 1236 Buenos Aires Tel 922 5323 Mgr: Rudi B Sazunic (Wholesaler/Importer/Exporter)
Columbia, see CBS
D G, see Phonogram
Diapason, see Sicamericana.
Discolandia Oueri & Cia. Ltda., Ave Belgrano 3459, 3rd fl., Dept 15, Buenos Aires.
Home office: Bolivia.
Discosa, see Interdisc
E M I Odeon SAIC (IFPI), Mendoza 1660, 1428 Buenos Aires. Tel 781 4061/9 Cable TURNTABLE Telex 22796 Mng. Dir: Luis S Aguado, Finance Dir: Alberto Pandelo, Prod'n Dir: Roberto Altuna, Prod. Dir: Roberto Ruiz, Comm'l Dir: Alberto Caldeiro, Factory Mgr.: Jorge Cellerino
Labels: (Owned) Angel, Capitol, EMI, EMI America, Harvest, Liberty, Odeon, Parlophone; **(licensed)** WEA (USA)
Int'l reps.: Bolivia (Discolandia), Ecuador (IFESA), Guatemala (Odeca), Peru (IEMPSA), Uruguay (A&R Giosia), USA (Discos Alhambra), Venezuela (Los Ruices)
E P S A (Electrical Prods. SAIC), Mexico 2835, Buenos Aires. Tel 93 8316, 97 4609. Pres & Gen. Mgr.: Laura Roma Casella (Distributor–Tape only)
Epic, see CBS
Exclusived Cassette, see Artaria-Kotrona
Famous SrL, Anasco 1015, Buenos Aires Tel 59 2918
Labels: (Owned) Ariel, **(represented)** EMI (UK)
Festival, see Musidisc
Fontana, see Phonogram
Harvest, see EMI Odeon.
Impacto, see Tonodisc
Interdisc SA/K Tel, Pedro Goyena 70/72, 1424 Buenos Aires Tel: 923-4926/9209. Pres.: Ruben Ciro Aprile; VP: Maria Vargas Aprile, Sales Mgr.: Jorge Aprile, Accounting: Luis Spadafora, Art & Prod'n: Papo Puentes, Promo.: Jorge Alloggio, Luis Gils, Int'l: Maria Aprile
Labels: (Owned) Cashbox, Interdisc, **(licensed foreign)** AVI (USA), Baby (Italy), Buddah (USA), Carosello (Italy), Continental (Brazil), K tel (USA), Melody (Mexico), Musidisc Europa (France), Prelude (USA); **(distributed—not licensed)** Discosa
Int'l reps.: Bolivia (Laureano Rojas), Brazil (K tel), Mexico (Melody), Spain (K-tel), Venezuela (K-tel).
Jazz Anthology, see Musidisc.
Karussell, see Phonogram
Kontrast, see Artaria-Kotrona.
Kotrona, see Artaria-Kotrona
Liberty, see EMI Odeon
Linea Tres, see RCA
London, see Phonogram
M G M, see Phonogram
Magnatape, see Magnatec
Magnatec SA, Albarino 1540, 1440 Capital Federal Tel. 68 6834. Cable MAGNATEC BAIRES. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa.
Label: (Distributed—not licensed) Magnatape
Mercury, see Phonogram.
Microfon Argentina SA (IFPI), Lavalle 1430, 4th fl., Buenos Aires Tel 49 6128, 40 9728. Cable: MICROFON BAIRES Telex 17774 MIFON AR. Pres.: Mario Ruben Kaminsky; VP: Norberto Kaminsky
Labels: (Owned) Micsa, **(licensed foreign)** Alshire (USA), Ariola (worldwide), Arista (USA), Audiofidelity (USA), Belter (Spain), Infopesa (Peru), Island (USA), Jupiter (Germany), MCA (USA), Motown (USA), Ricordi (Italy), Ri-Fi (Italy), Velvet (Venezuela).
Int'l reps.: Bolivia (Heriba), Colombia (Codiscos), Ecuador (IFESA), Mexico (Ariola), Peru (Infopesa), Spain (Ariola), Uruguay (EDISA), Venezuela (Velvet).
Micsa, see Microfon
Music Hall, see Sicamericana
Musictape SrL, Gamerra 1822, 1431 Buenos Aires. Tel (541) 52-7414/8241. Pres.: Jose Carlos Silvestre, Gen. Mgr.: Alberto E. Silvestre; Sales Mgr.: Daniel Halperin.
Labels: (Owned) Camel, Musictape, **(licensed)** Anhembi (Brazil), Bendig (Brazil), Camel (Brazil), Coombe (UK), Count Down (Germany), Crazy (Brazil), FIF (Brazil), GTA (Brazil), Infoco (Brazil), Intersom (Brazil), Seta (Brazil), Sigla (Brazil), Take Play (Brazil).
Int'l rep.: Brazil (Tropisong).
Musidisc Europe Sudamericana SAICF, Uruguay 1037, 4th fl., 1016 Buenos Aires. Tel: 41-0464/7091. Cable: MUSIDISC BAIRES. Telex: 22197. Pres.: Jean Fano; Gen. Mgr.: Jaime Olszevicki
Home Office: France.
Labels: (Owned) Accord, America, Festival, Jazz Anthology, Musidisc, Score, Visadisc, **(licensed domestic)** Bang Bang, Circle Line Prod'ns; **(licensed foreign)** Atlas (Italy), Atropa (France), Durium (Italy), Earth (USA), Elver (Belgium), Gull (UK), Lesser Int'l (Germany), Notable (USA), Panarecord (Italy), Rockoko (USA), Saar (Italy), Victoria (Germany).
Int'l reps.: Colombia (Codiscos), Uruguay (EDISA/Phonogram, Sondor/CBS).
N G, see Tonodisc
Odeon, see EMI Odeon.
Odyssey, see CBS
Jaime Olszevicki Circle Line Producciones, Aguero 1920, 8th fl., 18, 1425 Buenos Aires. Tel 826-0034. Cable: CIRCLE-LINE BAIRES. Telex: 22197. Gen. Dir.: J. Olszevicki Fried; Gen. Mgr.: A.M. Hernandez.
Labels: (Owned) Bang Bang, Circle Line; **(licensed foreign)** Albatros (France), Dial (Spain), Elver (Belgium), Ibach (France), MM (France), Multipix (UK), Tommy (Uruguay), Victoria (Germany).
Domestic labels represented: Alos (worldwide), Arion (worldwide except Uruguay), Argentina Prod'ns (worldwide except UK), Campo (worldwide except Bolivia), Mburucuya (worldwide), Paraguari (worldwide), TK (Europe, Japan), Tonodisc (Europe, Japan).
Int'l reps.: Chile (Quatro), Colombia (Codiscos), Ecuador (Fadisa), France (Elypeyrol), Japan (Musicamigos), Spain (Dial), Uruguay (Maloa, Tommy)
Orfeo, see CBS
Paraiso Recs. SrL, Maipu 896, 1006 Buenos Aires. Tel: 392-1674. Telex: 121625. (Distributor/Importer)
Int'l rep.: USA (Daniel Szyld).
Parlophone, see EMI Odeon.
Philips, see Phonogram.
Phonogram SAIC (IFPI), Calle Moreno 2038, Buenos Aires. Tel: 48-7709/5524/6728. Telex: 17775. Mng. Dir: John Lear, Gen. Mgr.: Roberto Lopez, Int'l Mgr.: Adrian Berwick.
Labels: (Owned) Casablanca, DG, Fontana, Karussell, London, Mercury, Philips, Polydor, Vertigo, Verve; **(licensed foreign)** Charisma (UK), Disneyand Vista (USA), Lollipop, MGM (USA), RSO (USA), Rocket (UK), Zafiro (Spain).
Polydor, see Phonogram
Portrait, see CBS.
Proarca, see RCA.
Prodisco, see Tonodisc.
Promusica, see Tonodisc.
Propilei, see Artaria-Kotrona.
R C A Ltd. (Sucursal Argentina) (IFPI), Parossien 3930, 1430 Buenos Aires. Tel: 541-4171. Cable: RCAAR. Telex: 21239. Pres.: Adolfo Pino, Gen. Mgr.: Jorge Oscar Schutt; Sales Mgr.: Guillermo Gluecksmann.
Labels: (Owned) Linea Tres, Proarca; **(licensed foreign)** Barclay (France), Camden (USA), Can't Stop (USA), Erato (France), Fantasy (USA), Hansa (Germany), Mellow (Netherlands), Polar (Sweden), Pure Gold (USA), RCA (USA), Red Seal (USA), Victor (USA), Victrola (USA); **(distributed—not licensed)** Chango, Radio, Roex.
Radio, see RCA
Record World SrL, Pueyrredon 1924, 1119 Buenos Aires. Tel: (01) 771-9908. Mgr.: Luis G. Pesterman (Importer/Exporter)
Rhombus, see Trova
Ritmo, see Sicamericana
Roex, see RCA
Rondo Musical SrL, La Pampa 2586, 1428 Buenos Aires. Tel: 784-0747. Gen. Mgr.: Jorge C. Esperon.
Sazam, see Sicamericana.
Score, see Musidisc.
Sicamericana SACIFI (IFPI), Jose E. Uriburu 40-42, 1027 Buenos Aires. Tel: 46-9807. Cable: SICAMERICANA. Pres.: Nestor Norberto Selasco; Gen. Mgr.: Cirilo Langus, Sales Mgr.: Jorge Nicosia.
Labels: (Owned) Music Hall, Ritmo; **(licensed)** Durium (Italy), Eagles (UK), Hispavox (Spain), Marfer (Spain), Musart (Mexico), Orfeon (Mexico), PRT (UK), Rialto (UK), Satril (UK), Sire (UK); **(distributed—not licensed)** ATC, Diapason, Sazam.
Int'l reps.: Bolivia (Lauro), Colombia (INS), Costa Rica (Indica), Ecuador (Famoso), Mexico (Orfeon), Uruguay (Sondor).
Specialty, see Artaria Kotrona
Tema, see Trova.
Tennessee, see American Rec'g.
Tonodisc SA (IFPI), Culpina 375, 1406 Buenos Aires. Tel: 612-4873/5107, 611 4819. Telex: 9191. Pres.: Natalio Garber; VP: Francisco Vidal; Sales Mgr.: Ricardo Portela; Promo Mgr.: Julio Garcia, Prod'n Mgr.: Raul Gimenez.
Labels: (Owned) Impacto, NG, Prodisco, Promusica; **(licensed foreign)** BASF (Venezuela), Boni (Colombia), Ljubljana (Yugoslavia), Musart (Mexico), Victor (Japan).
Int'l reps.: Brazil (Chantecler, Columbia), France (Delphine), Italy (Saar), Mexico (Gas), Spain (Belter), UK (BBC), USA (Project 3).
Top, see Calmex.
Tower Recs., Yerbal 457, Local 83, Buenos Aires. Tel: 99 1659. Owners: Ralph Hajek, Eduardo Ostrogovich. (Importer/Exporter)
Int'l branch: USA, Surco Ents.
Trova Inds, Musicales SA (IFPI), Cangallo 4378/80/82, Buenos Aires. Tel: 811-0890/0990/2810. Pres.: Felix Horowicz, Gen. Mgr. & A&R: Nahun Roberto Rudaeff.
Labels: (Owned) Cauce, Rhombus, Tema, Trova, Vernal; **(distributed—not licensed)** CID (Brazil), Carosello (Italy), Erre TV (Italy), Gravacoes Elet-

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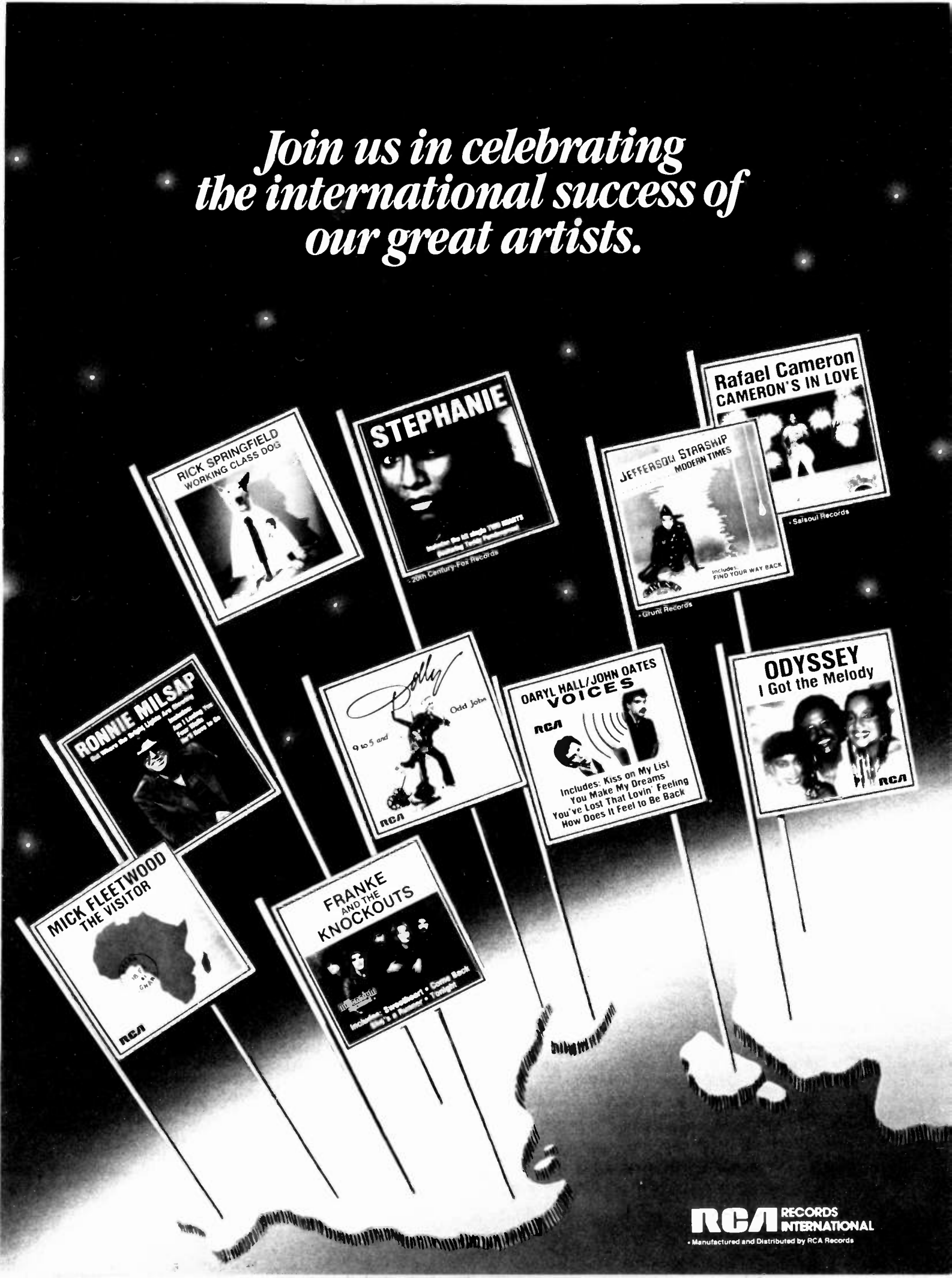

ncas (Brazil), Phonogram (Brazil), Som Livre (Brazil)
Int'l reps: Brazil (CID, Continental, Phonogram, RGE/Fermata, Sigla), Chile (Quatro), France (Pathe Marconi-EMI), Italy (Carosello), Japan (Victor), Mexico (Gamma), Spain (CBS), Uruguay (Clave), Venezuela (BASF)

Vernal, see Trova

Vertigo, see Phonogram.

Verve, see Phonogram.

Visadisc, see Musidisc

W K Producciones Artisticas, Juan Francisco Seguí 1728, Buenos Aires. Contact: Enrique Iriberri.
Label: (Represented) Moss Music Group (USA)

• music publishers

Acorde (Ed.), see Edami

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

Calmex SrL, Virrey Loreto 2521, 1426 Buenos Aires. Tel: 782-3037
Int'l firms represented: Intersong (Germany), Sugar Music (Italy).

Edami SrL (Ed. Argentina de Musica Int'l), Tucuman 994, 1049 Buenos Aires. Tel: 35-2187/4358. Gen. Mgr.: Elsa N. Villar
Int'l firms represented: EMBI (Brazil), EMMI (Mexico), Holland (Netherlands), Peer (Colombia, Germany, Italy, Puerto Rico), Musa (Mexico), PHAM (Mexico), SEMI (France), Southern (Australia, **Austria, Belgium**, Canada, Chile, Japan, New Zealand, South Africa, Spain, Sweden, Switzerland, UK), Bad Boy, Gold Hill, Gopam, Kamakazy, Mauve, Peer-Southern, Purple, Rare Magnetism, Sashay, Sherlyn, Surias (all USA)

Edifon SrL, Tucuman 1455, 9th fl., A, Buenos Aires. Tel: 45-7142. Cable: MICRDFON BAIRES. Telex: 17774 MIFDN Att. Pres.: Mario Ruben Kaminsky. Gen. Mgr.: Elena S. de Larrazabal
Int'l firms represented: Arabella (Mexico, Spain), Arista (USA), Berglen (USA), Bertam (USA), Black Bull (USA), Jobete (USA), Old Bronton Road (USA), Ollantay (Peru), Stone Agate (USA), Stone Diamond (USA).
Int'l reps.: Peru (Ollantay), USA (Pampa).

Korn SAIC (Ed. Musical), Av. Cordoba 1351, 2nd fl., Buenos Aires. Tel: 44-0611/ 5142/9798. Cable: EDIKORN. Gen. Mgr.: Nelida Lopez French
Int'l firms represented: United Artists group (USA).

M A I (Musica Argentina & Internacional) SA Ed., Talcahuano 68, 1391 Buenos Aires. Tel: 37-9441. Cable: EDIMAI. Telex: 22796. Pres.: Luis S. Aguado. Gen. Mgr.: Maria Haydenwurcel.
Int'l firms represented: Discorama (Spain), EGD (Spain), EMI (UK), Ecomus (Colombia), ITAIPU (Brazil), Sochem (Chile), Unimusica (Venezuela).
Int'l reps.: Brazil (ITAIPU), Spain (EGO)

Melograf SrL (affiliate of CBS Songs Int'l), Suipacha 476, 1008 Buenos Aires. Tel: 49-3551. Dir.: Hecio Cuomo. Gen. Mgr.: Beatriz Lupo.
Int'l firms represented: ATV, Blue Seas/Jac, Clar, Frank, Garrett, Albert Hammond Ents., Hudmar, Jet, Kirshner, E.B. Marks, Robert Mellin, Saggitire, Sherlyn, Third Story, Tuna Fish (all USA); Alvorada (Brazil).
Int'l reps.: Worldwide (CBS Songs)

Mundo Musical SrL (Eds.), see Melograf

Musica Argentina & Internacional, see MAI

Music Tape (SADAIC), Gamerra 1822, 1431 Buenos Aires. Tel: (541) 52-8241/ 7414. Pres.: Jose Carlos Silvestre. Gen. Mgr.: Alberto E. Silvestre. Prof. Mgr.: J.C. Silvestre.
Int'l firms represented: Crazy, Hirmaos Vitale, Tropisong (all Brazil)
Int'l rep.: Brazil (Tropisong).

Odeon (Ed.), see MAI

Jaime Olszevicki, Aguero 1920, 8th fl., 18, 1425 Buenos Aires. Tel: 826-0034. Cable: CIRCLE LINE BAIRES. Telex: 22197. Gen. Dir.: J. Olszevicki Fried. Gen. Mgr.: A.M. Hernandez.
Int'l firms represented: Paul Beuscher (France), Bretagne (France), Claude Carrere (France), Coda (Belgium), Elypeyrot (Europe), Isabelle (France), Melodie der Welt (Germany), Johann Michel (Germany), Sforzando (France), Tremplin (France).

P A M S C O SAC (Pan American Music Serv. Corp.), Jose E. Uriburu 40-42, 3rd fl., Buenos Aires. Tel: 49-0399, 46-9807/00. Cable: PAMESCO.
Int'l firms represented: CAM (Italy, Spain), CD (Belgium), Come Il Vento (Italy), Curci, Durium (Italy), Hispavox (Spain), Marouani (France), Orbemusa (Venezuela), Pema (France), PHAM (Mexico), Pull (Italy), G. Ricordi (Italy), Televis (Italy), You You (France)
Int'l reps.: Colombia (Exitos), Mexico (PHAM), Uruguay (Tacuara), Venezuela (Orbemusa).

Peer-Southern Org., see Edami

Puma (Publicaciones Musicales Americanas) SrL, Culpina 375, Buenos Aires. Tel: 612-4873/5107. Pres.: Francisco Vidal. Gen. Mgr.: Marta Rizzo.

Relay (Eds. Musicales) SA, Paroissien 3930, Buenos Aires. Tel: 70-4171/4175. Telex: 21239. VP: Jorge Oscar Schutt; Mgr.: Howard Dean McCluskey
Int'l firms represented: Acapulco (Mexico), Ariola America (USA), Balaio (Brazil), Broncos (Spain), Bron (UK), Bull Pen (USA), CAM (USA), Catavento (Brazil), Cherry Lane (USA), Erasmus (USA), Estrella (Mexico), 57th Street Entertainment (USA), Infinity (USA), Jondora (USA), Luciana (Brazil), Lucky Three (USA), Marquez (Mexico), Ivan Mogull (USA), Novo Rumo (Brazil), Page Full of Hits (USA), Perren Vibes (USA), RCA affiliates (worldwide), Saber Tooth (USA), Salsoul (USA), Scorpio (France), Scott Tone (USA), Scott Wolfe (UK), Unimusica (Venezuela), Universal (Spain)
Int'l rep.: RCA (Worldwide)

S I G E M (Sistema Globo de Edicoes Musicais), 683 Florida, Buenos Aires. Tel: 392-9962.

Trompos Publ'g. SrL, see Edifon

Ultramoderna (Ed.), see MAI

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion Wagneriana de Buenos Aires, Santa Fe 1243, 1st fl., Buenos Aires

Collegium Musicum de Buenos Aires, Libertad 1630, Buenos Aires.

Mozarteum Argentino, Rodriguez Pena 1882, 1021 Buenos Aires. Tel: 44-4836. Pres.: Jeannette Arata de Erize

CATALOG SERVICES

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-7159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana

C B S Recs. SAICF (Discos), Emilio Mitre 1819, 1424 Buenos Aires. Tel: 922-4011. Cable: CDLRECORD. Telex: 17091. Mng. Dir.: Hecio Cuomo.

DESIGN & ARTWORK

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana.

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.

SoHo SrL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.

LICENSING ORGANIZATION, MUSIC

S A D A I C (Sociedad Argentina de Autores & Compositores de Musica), Lavalle 1547, Buenos Aires. Tel: 40-4867. (Performing rights only)

LICENSORS, RECORD & TAPE

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.

Musictape SrL, Gamerra 1822, 1431 Buenos Aires. Tel: (541) 52-7414/8241. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto E. Silvestre; Sales Mgr.: Daniel Halperin.

PLATING, PROCESSING & PRESSING PLANTS

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.

C B S SAICF (Discos), Emilio Mitre 1819, Buenos Aires. Tel: 922-4041. Cable: CDLRECORD. Telex: 17091. Mgr.: Hecio Cuomo.

Galvadis SrL, 11 de Septiembre 481, Ramos Mejia, Buenos Aires. Tel: 653-6826. Gen. Mgr.: Raul Iglesias.

PRINTER & LITHOGRAPHER

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.

RECORD PROMOTION

Artaria-Kotrona SrL, Esmeralda 455, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila.

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

Musictape SrL, Gamerra 1822, 1431 Buenos Aires. Tel: (541) 52-7414/8241. Pres.: Jose Carlos Silvestre. Gen. Mgr.: Alberto E. Silvestre; Sales Mgr.: Daniel Halperin.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana. **(PKG)**
Audio: Cassette.

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. **(PKG)**
Audio: Cassette, open reel.
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

E M I Odeon SAIC, Montaneses 2150, 1428 Buenos Aires. Tel: 781-4061/69. Cable: TURNTABLE. Telex: 22796.
Audio: Cassette.

E P S A (Electrical Prods. SAIC), Mexico 2835, Buenos Aires. Tel: 93-8316, 97-4609. Pres. & Gen. Mgr.: Laura Roma Casella.
Audio: 8-tr., cassette, open reel

Magnatec SA, Albarino 1540, 1440 Capital Federal. Tel: 68-6834. Cable: MAGNATEC BAIRES. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa.
Audio: Cassette.

Musictape SrL, Gamerra 1822, 1431 Buenos Aires. Tel: (541) 52-7414/8241. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto E. Silvestre; Sales Mgr.: Daniel Halperin.
Audio: Cassette, open reel.

Phonogram SAIC, Calle Moreno 2038, Buenos Aires. Tel: 48-7709/5524. Telex: 17775. Mng. Dir.: John Lear.

SoHo SrL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Audio: Cassette.

• supplies

CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana (Audio only)
Brand names: AR, Tennessee.

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Audio: 8-tr., cassette.

Magnatec SA, Albarino 1540, Capital Federal 1440. Tel: 68-6840. Cable: MAGNATEC BAIRES. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa. (Empty only)

SoHo SrL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes. (Empty only)
Audio: Cassette.

ENVELOPES & MAILERS
JACKETS & SLEEVES
LABELS, DISK
POLYETHYLENE BAGS & SHRINKWRAP

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

PROFESSIONAL TAPE SUPPLIES

Magnatec SA, Albarino 1540, Capital Federal 1440. Tel: 68-6834. Cable: MAGNATEC BAIRES. Pres.: Alfredo Farhi; Gen. Mgr.: Carlos Farhi; Sales Mgr.: Ruben Ochoa.
Audio: Boxes, hubs

SoHo SrL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Audio: Cassette labels

RAW MATERIALS
RECORD MANUFACTURING EQUIPMENT

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Argentina SACI, Bme. Mitre 1902/10, Buenos Aires. Tel: 45-9012/7726/8465. Cable: ARGEVA.
Audio: Blank—compact cassette, open reel; raw—cassette, broadcast, studio.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-2159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana. (Blank only)
Audio: Cassette.
Brand names: AR, Perception, Sonoline, Tennessee.

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Audio: Cassette, open reel.
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

Audiomagnetica SAIC, Donado 2362 C, 1430 Buenos Aires. Tel: 51-3371. Pres.: Carlos Klavins.

B A S F (Argentina) SA, PO Box 4800, Av. Corrientes 327, 1000 Buenos Aires. Tel: 32-9491/9496. Telex: 121067.
Audio & Video: Cassette, open reel.

SoHo SrL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Audio: Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

SoHo SrL, Uruguay 806, 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Product: In-cassette, reel-to-reel, reel-to-cassette duplicators.
Brand name: Pentagon.

TAPE PACKAGING & LABELING EQUIPMENT

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

• accessories manufacturers

American Rec'g SAICFIA, Manuela Pedraza 2649/51, 1429 Buenos Aires. Tel: 701-7159/8954. Cable: AUTORRADIO. Telex: 22687. Pres.: Claudio Mario Nadal; Gen. Mgr.: Miguel Angel Pettinato; Sales Mgr.: Luis Galvez Santana.
Product: Record—carrying & storage cases. Tape—carrying & storage cases, head cleaners, leaders & splicing tape.

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Product: Record—carrying & storage cases, record care prods., turntable mats, 45 RPM adaptors, replacement styli. Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip.

Brescia Electronica SAIC, Fitz Roy 1929, Buenos Aires. Tel: 771-0863.
Product: Record—replacement styli.

Holmar SrL, Cespedes 2670, Buenos Aires. Tel: 73-8127. (Importer)
Product: Record—replacement styli (Ortofon).

Ortofon, see Holmar.

Musictape SrL, Gamerra 1822, 1431 Buenos Aires. Tel: (541) 52-7414/8241. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto E. Silvestre; Sales Mgr.: Daniel Halperin.
Product: Record—turntable mats; Tape—head cleaners, leader tape, splicing tape & equip.

SoHo SrL, Uruguay 806, 5th fl., 1015 Buenos Aires. Tel: (01) 41-6389. Mgr.: Nelson Montes.
Product: Tape—head cleaners, bulk erasers.

• store fixtures

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Product: Record & tape browser boxes, display racks, divider cards, security systems.

Musictape SrL, Gamerra 1822, 1431 Buenos Aires. Tel: (541) 52-7414/8241. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Alberto E. Silvestre; Sales Mgr.: Daniel Halperin.
Product: Tape display racks (audio).

• jukebox importer

• jukebox title strip importer

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)

• promotional merchandising aids

Artaria-Kotrona SrL, Esmeralda 459, 1007 Buenos Aires. Tel: 392-2683. Cable: ARIADISC. Gen. Mgr.: Bruno Iannice; Sales Mgr.: Claudio Davila. (Importer)
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets.

AUSTRALIA

Population: 14,000,000
Rate of exchange: $1 (US) = 0.87 Australian dollars
Per capita income: $5,540
Holidays: January 1, January 26 (Australia Day), Good Friday, Easter Mon

day, April 25 (Anzac Day), Queen's Birthday, December 25, December 26 (Boxing Day).

RECORDS & TAPE:

Total records & pre-recorded tape sold: $200,000,000.

Record & pre-recorded tape production: LP's & cassette 1980–35,455,000 units; 1979–34,148,000 units. Singles 1980–10,928,000 units; 1979–10,527,000 units.

Type of distribution: Manufacturer-to-retailer predominates.

Type of promotion: Radio exposure predominates, but TV film clips have usually been very effective.

Jukeboxes: 5,000.

RADIO STATIONS:

No. of commercial 126; No. of government 88.

Comment: Primarily independent operations, with specialized programming occurring in metropolitan areas. Pop/rock stations are usually dominant in the metropolitan areas, with MOR and country stations dominating elsewhere. Jazz and black music is nonexistent.

TELEVISION STATIONS:

No. of commercial 50; No. of government 87.

Comment: American and English shows are dominant, with locally produced shows accounting for approximately 20% of programming.

• record & tape manufacturers / distributors / importers

A D, see Crest.

A T A Recs., 96 Glebe Point Rd., Glebe, Sydney, NSW 2037. Tel: (02) 660-3466. Cable: SHDWBIZ. Telex: 22429. Mng. Dir.: Kevin Jacobsen; Gen. Mgr.: Maxwell Moore; Sales Mgr.: Col Joye. (Distributed by Festival)
Labels: (Owned) ATA, Southern Star, Wheel.

A T V, see EMI.

Adhesive, see Missing Link & Musicland.

Albert Prod'ns, 139 King St., Sydney, NSW 2000. Tel: (02) 232-2144. Cable: MUSIC. Telex: 27194. Mng. Dir.: E.F. Albert; Int'l Div. Mgr.: Crispin Dye; European Div. Mgr.: Alex Young; A&R Mgr.: Fifa Riccobono; Exec. Prod'rs: Harry Vanda, George Young; Studio Mgr.: Bruce C. Brown.
Int'l branches: Germany, USA.

Albion, see Liberation.

Another Rec. Dist'n, GPO Box 236C, Hobart, Tasmania 7001. Tel: (002) 34-8905. Telex: 57059. Dir.: Stefan Markovitch. (Distributor; Exporter as Expordisc)
Labels: (Distributed) Amigo, Contemporary, ENJA, East-Wind, Good Time Jazz, Next Wave, Red Lightning, Storyville, Trio, Xanadu.

Anthology, see Musicland.

Archiv, see PolyGram.

Argus Music Pty. Ltd., 10-16 Dowling St., Woolloomooloo, Sydney, NSW 2000. Contact: Malcolm Reed.
Label: (Represented) Moss Music Group (USA).

Arrival Recs., 46 Pyrmont Bridge Rd., Pyrmont, NSW 2009. Tel: (02) 660-0011. Contact: Phil Israel.

Astor Recs Pty. Ltd. (IFPI), 1092 Centre Rd., Clayton, Melbourne, Vic. 3168. Tel: (03) 544-2444. Cable: SCHUH. Telex: 31244. Gen. Mgr.: Rex M. Barry; Sales Mgr.: Arno Rieuwers.
Labels: (Owned) Astor, W&G; **(licensed domestic)** Fable, Rough Diamond; **(licensed foreign)** Alshire (USA), Cream (USA), Europa (Germany), Everest (USA), Lismor (UK), MCA (USA), Miller (Germany), Motown (USA), Ovation (USA), PRT (UK), Parallax (USA), Rediffusion (UK), Rialto (UK), Somerset (Germany), Vanguard (USA).
Int'l reps.: Canada (Boot), New Zealand (Music World).

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

Au-Go-Go, see Missing Link & Musicland.

Avan-Guard Music Pty. Ltd. (IFPI), PO Box J82, Brickfield Hill, NSW 2000; 401A Pitt St., Sydney, NSW. Tel: (02) 267-5253. Mng. Dir.: Ali Knoll; Gen. Mgr.: Judith Knoll; Sales Mgr.: Stuart Emanuel.
Labels: (Owned) Avan-Guard, Pepito, Tifton; **(licensed foreign)** Muse (USA); **(distributed—not licensed)** Afro Request (USA), CBS Int'l (worldwide), CMH (USA), De-Luxe (USA), Epic Int'l (worldwide), Five Star (New Zealand), Hed-Arzi (Israel), Hungaroton (Hungary), No Bars Hold (USA), Ode (New Zealand), Pepita (Hungary), Qualiton (Hungary), Request (USA), Timeless/Muse (USA).
Int'l reps.: Fiji (Morris Headstrom), Hong Kong (Hong Kong Recs.), Hungary (Kultura), New Zealand (Ode).

Ava & Susans Crystal Palace Arcade, George St., Sydney, NSW. Tel: (02) 264-3179.
Label: (Represented) Entr'acte (USA).

Avenue, see Image & Festival.

Axis, see EMI.

Axle, see Missing Link.

Basilisk, see Musicland.

Battolk, see Battyman.

Batgas, see Battyman.

Batjazz, see Battyman.

Battyman Recs. Australia, PO Box 94, 101 William St., Bathurst, NSW 2795. Tel: (063) 315-708, 312-062. Cable: BATRECORDS. Proprietor: Christopher Battye; A&R: Tony Ansell; Sales Mgr.: Ian Frame; Adv. & Album Cover Design: Marc Battye.
Labels: (Owned) Battolk, Batgas, Batjazz.
Int'l rep.: USA (Transpac).

Big Girl, see Missing Link.

Big Mouth, see Laser.

Bluebird, see RCA.

Blue Goose, see 7 Recs.

Board, see Catskill.

Bootleg, see Fable.

Brook, see 7 Recs.

Bullet, see Crest.

Bungaree, see Dpal.

Bunyip Recs. Pty. Ltd., 2 Seventh St., Warragamba, NSW. Tel: (047) 74-1422. Mng. Dir.: Ian B. MacLeod. (Distributed by 7 Recs.)
Labels: (Owned) Bunyip, Rockabilly.
Int'l reps.: New Zealand (RCA, 7 Recs.).

C B S Recs Australia Ltd. (IFPI), 15 Blue St., Sydney, NSW 2060. Tel: (02) 339-0255. Cable: COLRECORD. Telex: 21246. Chm., William Smith; Mng. Dir.: Paul Russell; Deputy Mng. Dir.: John McCready.
Labels: (Owned) CBS, Epic, Portrait; **(licensed)** ARC, Blue Sky, Boardwalk, Caribou, Curb, GTO, Giant, Illegal, Jet, Kirshner, Nemperor, T-Neck, TSOP, Tabu, Tappan Zee, Uncle Jam, Unlimited Gold, Virgin (all USA).

Camden, see RCA.

Candle, see Larrikin.

Capitol, see EMI.

Carinia Co. Pty. Ltd., PO Box 126, Carinia House, 6 Artarmon Rd., Willoughby (Sydney), NSW 2068. Tel: (02) 95-2005. Cable: CARINIA. Mng. Dir.: Mrs. N. Kulakowski; Gen. Mgr.: C.R. Barlow.
Labels: (Owned) Carinia, Chic, Classics-For-All, Line 99, Opera-For-All; **(represented)** Ariola (Germany), Audio Fidelity (USA), Baccarola (Germany), Belter (Spain), Chiaroscuro (USA), Elite Special (Switzerland), Erato (France), Eurodisc (Germany), Fiesta (USA), Folkways (USA), Fonit-Cetra (Italy), Grecophone (USA), Harmonia Mundi (Germany), Jugoton (Yugoslavia), MPS (Germany), Metronome (Germany), Monitor (USA), PWM (Poland), RTB (Yugoslavia), C.N. Rood (Netherlands), Sciascia (Italy), Telefunken (Germany), Viking (New Zealand).
Int'l rep.: New Zealand (Viking)

Cascade, see Delron.

Casino, see Delron.

Catskills Music Pty. Ltd., 18 Oleander St., Brighton, NSW 5048. Tel: (08) 296-9965. Mng. Dir.: T.J. Evans; Gen. Mgr.: R.E. Evans; Music Prod'ns: R. Robjohns.
Label: (Owned) Board.

Chaluz Ents. Pty. Ltd., 74B Trafalgar St., Annandale, NSW 2038. Tel: (02) 660-0385. Mng. Dir.: Charles Fisher; Gen. & Sales Mgr.: Michael McMartin; Ass't Mgr.: Donna Reed.
Label: (Owned) Trafalgar.

Champagne, see Musicland.

Cherry Pie Recs. PO Box 225, 34 Warne St., Pennant Hills, NSW 2120. Tel: (02) 84-5506, 819-6151. Cable: MATTMUS. Telex: 10101. Mng. Dir.: Graeme Rule. (Distributed by RCA)

Chic, see Carinia.

Clarion Recs., 70 King George St., Unit 2, Victoria Park, WA 6100. Tel: 362-1184. Mng. Dir.: Martin Clarke.

Classics-For-All, see Carinia.

Classics For Pleasure, see EMI.

Cleopatra Recs., PO Box 121, Elsternwick, Vic. 3185. Tel: (03) 523-6124. Telex: 34225. Mng. Dir.: Jeremy Fiebiger; Gen. Mgr.: Alister Webb. (Distributed by Musicland)
Labels: (Owned) Cleopatra, Option.

Colossal Recs. of Australia Pty. Ltd., 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Cable: CDLDSSAL. Telex: 30333. Mng. Dir.: Mimmo Lo Prete; Gen. Mgr.: Osvaldo Maione; Sales Mgr.: Sam Lo Prete.
Labels: (Owned) Colossal, DEMA; **(licensed)** Ala, Alpha, Ariston, Carosello, Durium, Phonogram, Ricordi, Ri-Fi, WEA (all Italy); D'Amato (Malta); Columbia, Marfer, Zafiro (all Spain); Galaxy, President (both UK).

Columbia, see EMI.

Columbia Studio Two, see EMI.

Concert Rec'g. PO Box 108, 10 Caloola Rd., Wentworthville, NSW 2145. Tel: 631-6189. Gen. Mgr.: John Clancy; Sales Mgr.: Mary Clancy.
Home office: USA
Labels: (Owned) Concert, Moonlight.

Copperfield Recs., PO Box 206, 127 Carrington Rd., Waverley, NSW 2024. Tel: (02) 389-3043. Mng. Dir. & Gen. Mgr.: David Gibson; Sales Mgr.: Leif Gibson. (Distributed by Janda)
Labels: (Owned) Copperfield; **(licensed foreign)** Big (Italy), Euro (Italy), Prom (Germany), Symphony Tone (Switzerland).
Int'l rep.: UK (Spark).

Cotillion, see WEA.

Crest Rec. Co. Pty. Ltd., PO Box 270, St. Kilda, Vic. 3182. Tel: (03) 531-5148/1588. Mng. Dir.: Marcus Herman; Mktg. Dir. Don Fraser.
Labels: (Owned) AO, Bullet, Crest, Crest Int'l.
Int'l reps.: New Zealand (Music World), UK (Multiple Sound).

D E M A, see Colossal.

D G, see PolyGram.

Delron Recs. (div. of Ibnate & Co. Pty. Ltd.), PO Box 64, 10-14 W. Parade, West Ryde, NSW 2114. Tel: (02) 80-3193/6334. (Importer/Exporter as World Wide Rec. Imports)
Labels: (Owned) Cascade, Casino, Delron, Solid Gold; **(distributed)** Dewdrop, Peter Pan, Tiny Tot; **(represented)** DG, Rickatik, Vee Jay (USA).

Deluxe Recs, Pty. Ltd., PO Box 1670, North Sydney, NSW 2060. Tel: (02) 888-5444. Telex: 21654. Mng. Dir.: Michael Browning; Int'l Opns. Dir.: Richard Griffiths. (Licensed to RCA)
Labels: (Owned) Deluxe, Luxury.

Dewdrop, see Delron.

Discuro Pty. Ltd., 20 McKillop St., Melbourne, Vic. 3000. Tel: (03) 67-5391. Gen. Mgr.: Tim Mann. (Distributor/Importer).
Labels: (Distributed—not licensed) Arion (France), Caedmon (USA), Erato (France), Lyrichord (USA), Melodiya (USSR), Seon (Germany), Topic (UK).

E M I Recs. Australia (IFPI), 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 2-0912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson; Mktg. Mgr.: Brian Harris; Prod. & Promos. Mgr.: David Gilchrist.
Branches: Adelaide, SA 5067, 83 Fullerton Rd., Kent Town. Tel: (08) 332-9233. Telex: 88312. Sales Mgr.: Paul Marfinovich—**Brisbane, Qld. 4066,** 24 McDougall St., Milton. Tel: (07) 36-7388. Telex: 41912. Sales Mgr., Graham Smith—**Melbourne, Vic. 3205,** Tel: (03) 690-3022. Telex: 33359. Sales Mgr.: Geoff Greensill—**Perth, WA 6008,** 292 Rokeby Rd., Subiaco. Tel: (09) 381-4055. Telex: 93146. Sales Mgr.: Jeff Reynolds.
Home office: UK.
Labels: (Owned) Axis, Capitol, Classics For Pleasure, Columbia, Columbia Studio Two, EMI, EMI America, EMI Int'l, Electrola, Harvest, His Master's Voice (HMV), Listen For Pleasure, Odeon, Oz, Parlophone, Pathe, Pathe Marconi, Regal, Regal Zonophone, Stateside, Studio 301, Toshiba; **(licensed domestic)** ATV, Albert Prod'ns, Survival, WBE; **(licensed foreign)** Argo (UK), Blue Note (USA), Carrere (UK), Chiswick (UK), Cube/Fly (UK), Decca (UK), Deram (UK), Liberty (USA), London (USA), Private Stock (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Threshold (UK), United Artists (USA), Waverley (UK).
Int'l reps.: France (Pathe Marconi), Germany (Electrola-EMI), Japan (Toshiba), Netherlands (Bovema-EMI), New Zealand (EMI), Philippines (Dyna), USA (Capitol).

Earth Media Rec'g Co., 14 Glen St., Milsons Point, NSW. Tel: (02) 929-8669.

Electrola, see EMI.

Elektra, see WEA

Endeavour, see 7 Recs.

Enigma, see WEA

Environment, see Laser.

Epic, see CBS.

Eureka Recs., PO Box 113, North Ryde, NSW 2113. Tel: (02) 888-6470. Mng. Dir.: Les Simmonds; Gen. Mgr.: Helen Matthews. (Licensed to RCA)
Labels: (Owned) Eureka, Stockade.

Expordisc, 50-A Argyle St., Hobart, Tasmania 7000. Tel: (002) 34-8905. Telex: 57059. Dir.: Stefan Markovitch. (Exporter; Distributor as Another Rec. Dist'n).

Fable Rec. Co. Pty. Ltd., 137 Moray, South Melbourne, Vic. 3205. Tel: (03) 699-9999. Telex: 33609. Mng. Dir.: Ron Tudor. (Distributed by Astor)
Labels: (Owned) Bootleg, Fable.

Fast Forward, see Musicland.

Festival Recs. Pty. Ltd. (IFPI), 63-79 Miller St., Pyrmont, NSW 2009. Tel: (02) 660-4022. Cable: FESTIVAL. Telex: 25686. Mng. Dir.: Allan Hely; Gen. Mgr.: Jim White; Sales Mgr.: Noel W. Brown.
Int'l branches: England, New Zealand, USA.
Labels: (Owned) Festival, Festival Int'l, Infinity, Interfusion; **(distributed)** ATA, Avenue, Mushroom, Razzle, Regular; **(represented)** A&M (USA), Arista (USA), Barclay (France), Bearsville (USA), Beserkley (USA), Bronze (UK), Butterfly (USA), Chrysalis (UK), Concord Jazz (USA), Crescendo (USA), DJM (UK), Fantasy (USA), Hispavox (Spain), Island (UK, USA), Magnet (UK), Monument (USA), Shelter (USA), Shelby Singleton (USA), Stiff (UK).

Fiddling Fool Prod'ns, 19 Adolphus St., Balmain 2041. Tel: (02) 827-2203.

Focus, see Spotlight.

Fontana, see PolyGram.

Fontana Gold, see PolyGram.

44, see PolyGram.

Gold Seal, see RCA.

Grass Roots Recs., PO Box 4, Drummoyne, NSW 2047. Tel: (02) 819-7422. Cable: MATTMUS. Telex: 10101. Owners: Phil & Chris Matthews. (Distributed by PolyGram)

Ron Gray, 12 Sheffield St., Merryland, NSW 2160.
Label: (Represented) Jazzology-GHB (USA).

H M V, see EMI.

Hadley Recs., Egret Pl., Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott; Gen. Mgr.: Hilary B. Scott.
Labels: (Owned) Hadley; **(distributed—not licensed)** Koala, Dpal.

Hammard TV Prod'ns Pty. Ltd., PO Box 225, 376 Swan St., Richmond, Melbourne, Vic. 3121. Tel: (03) 428-1618. Mng. Dir.: Sino Guzzardi; Office Mgr.: James Laming; Sec'y: Fiona Burke. (Distributed by Hammard & Trac).
Branches: Keswick, SA 5035, 30 Kent Rd. Tel: (08) 223-5333. State Mgr.: Graham Foster—**Lane Cove, NSW 2066,** 47a Penrose St., Suite 1. Tel: (02) 427-1155. State Mgr.: Alec Smith—**Perth, WA 6001,** PO Box L918. Tel: (09) 321-7762.

Happening Prod'ns Pty. Ltd., Uniline House, 4th fl., 5-13 Northcliff St., Milsons Point, Sydney, NSW 2061. Tel: (02) 922-4100. Cable: SEMUS. Telex: 26405.

Harbour, see Image & 7 Recs.

Harvest, see EMI.

Helnodor, see PolyGram.

His Master's Voice, see EMI.

Hollywood House Video, 1100 High St., Armadale, Vic. 3143. Tel: 509-7633.
Label: (Represented) Entr'acte (USA).

Horizon Recs., 68 Arther St., North Sydney, NSW 2061. Tel: (02) 922-1277. Chief Exec. & Gen. Mgr.: D. Robertson; Sales Mgr.: R. Robertson.

Hunter, see Larrikin.

Billy Hyde Music Pty. Lty., 7 Union St., South Melbourne, Vic. 3205. Telex: 35739. Pres.: Garry Hyde; Gen. Mgr.: Ivor McGuffin.
Label: (Represented) Latin Percussion Ventures (USA).

Image Recs. Pty. Ltd. (IFPI), 137 Moray St., South Melbourne, Vic. 3205. Tel: (03) 699-9999. Cable: IMAGERECORD. Telex: 33609. Mng. Dir.: John E. McDonald; Gen. Mgr.: Keith Colas; Promo. & Sales Mgr.: Steve Rawlins. (Licensed to 7 Recs.).
Labels: (Owned) Avenue (dist. by Festival), Harbour, Image, Music Plus; **(licensed)** Axe (Canada), Boot (Canada), Coombe (UK), Emerald (UK), Gateway (USA), Jupiter (Germany), Karma (Germany), Midsong (USA), Music World (New Zealand), Shiva (Belgium), Specialty (USA), TTR (Netherlands), Sydney Thompson (UK), Who's Who In Jazz (USA).
Int'l reps.: Canada (Atlantic, Boot), Germany (Teldec), New Zealand (Atlantic, Festival, Music World), South Africa (RPM), UK (Atlantic, Emerald), USA (Atlantic).

Infinity, see Festival.

Innocent, see Missing Link.

Interfusion, see Festival.

International, see RCA

International Artists Recs. & Music, 86 Chandos St., St. Leonards, NSW 2065. Tel: 438-1255. Telex: AA70639. Mng. Dir.: Ralph Lynch; A&R Mgr.: Jimmy Stewart; Promo. Co-ord: Claudia Chadbourn.

J & B Recs., 30 Whiting St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-4377. Mng. Dir.: Brian Nicholls; Gen. Mgr.: Tony Paris.
Label: (Owned) J&B.

Janda Recs., 47 Wellington St., Rozelle, Sydney, NSW 2039. Tel: (02) 82-0628. Mng. Dir.: Andrew Steele; Sales Mgr.: Stuart Emanuel. (Distributor/ Importer)
Labels: (Owned) Janda Jazz; **(licensed)** Acanta (Germany), Jazzis, MBS (USA), Mick Lloyd (USA); **(distributed—not licensed)** Audite (Germany), CRD (UK), Claves (Switzerland), Contemporary Jazz (USA), Denon (Japan), ECM (Germany), ENJA (Germany), JAPD (Germany), Unicorn (UK), Watt (Germany).

PEER-SOUTHERN ORGANIZATION
LINKS THE WORLD
Southern Music Publishing Co. (A/Asia) Pty. Ltd. Sydney, Australia

Jazzis Recs., PO Box 512, Double Day (Sydney) NSW 2028. Tel: (02) 36-3580. Telex: 70041.
Jazz & Jazz, see PolyGram.
Jazznote, see Larrikin.
Junction, see 7 Recs.
K G C Magnetic Tape Pty. Ltd., PO Box 118, 46 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: TOWVEY. Telex: 22809. Gen. Mgr.: W.F. Gordon.
Labels: (Owned) KGC; **(licensed foreign)** Bartlett Bliss (UK), Federal (USA), Gusto (USA), King (USA), Pinnacle (UK), RK (UK), Starday (USA)
K-tel Int'l, PO Box 121, 46 Pyrmont Bridge Rd., Pyrmont, NSW 2009. Tel: 660-0011. Telex: (790) 24810.
Home office: USA
Karussell, see PolyGram.
Ken A Tone, see Old Tyme.
Koala, see Hadley.
L & S Educational Group, 99-101 Argus St., Cheltenham, Vic. Tel: 550-6311. Cable: SCHDLIB MELBOURNE. Mng. Dir.: Ian R. Stevenson, Gen. Mgr.: Ross Hennessy, Sales Mgr.: Richard Clivaz, Adv. Mgr.: Malcolm MacArthur.
Label: (Represented) Caedmon (USA).
Larrikin Recs. Pty. Ltd. (IFPI), PO Box 162, Paddington, NSW 2021. Tel: (02) 336-567. Chief Exec. & Gen. Mgr.: Warren Fahey; Sales Mgr.: Philip
Labels: (Owned) Candle, Hunter, Jazznote, Larrikin; **(licensed foreign)** Black Saint (Italy), Erato (UK), Flying Fish (USA), Flyright (UK), Joker (Italy), Kicking Mule (USA), Philo (USA), Red (Italy), Rounder (USA), Sonet (UK); **(distributed—not licensed)** Au-Go-Go, Missing Link, Wendi.
Laser Recs. Pty. Ltd., 55 Grove St., Birchgrove, Sydney, NSW 2041. Tel: (02) 818-2590. Mng. Dir.: G. Pierson; Gen. Mgr.: A. Davidson; Sales Mgr.: W. Thomas. (Distributed by RCA & 7 Recs.)
Labels: Big Mouth, Environment, Laser, Reg Leg, Studio One.
Int'l reps.: Austria (Bellaphon), Germany (Bellaphon), Italy (Cinevox), Scandinavia (Safir), Switzerland (Bellaphon), USA (Dorn).
Liberation Recs., 9 Dundas Ln., Albert Park, Melbourne, Vic. 3206. Tel: (03) 690-3399. Telex: 31738. Mng. Dir.: Michael Gudinski; Dir.: Glen Wheatley; Gen. Mgr.: Gary Ashley.
Label: (Distributed) Albion.
Line 99, see Carinia.
Listen For Pleasure, see EMI.
Local, see Missing Link.
Luxury, see Deluxe.
Lyonim Trading, PO Box 517, Crows Nest, NSW 2065.
Label: (Represented) Crystal (USA).
Lyric, see Old Tyme.
M G M, see PolyGram.
M R Acoustics, PO Box 165, Annerley, Brisbane 4103. Tel: 48-7598, 284-6764. Dir.: Colin H. Robertson; Gen. Mgr.: G.A. Robertson; Sales Mgr.: W.L. McAuliffe.
Labels: (Licensed foreign) Audio Lab (Japan), Entr'acte (USA), Gasparo (USA), HFS 75 (UK), Nippon Phonogram (Japan), RCA (Japan), Reference Rec'gs (USA), Richardson (USA), Stereo Review Discs (USA), Umbrella (Canada); **(represented)** Century, Crystal Clear, First Line, Fresh Aire, Mobile Fidelity, Orinda, Sheffield, 2000 BC (all USA), Propius (Sweden).
M-Squared, see Musicland.
Mambo, see Missing Link.
Mercury, see PolyGram.
Mercury/Emarcy, see PolyGram.
Mercury Golden Imports, see PolyGram.
Metro, see PolyGram.
Midi, see WEA.
Midnight Recs., PO Box 144, Milsons Point, NSW 2061; 275 Alfred St., North Sydney, NSW 2060. Tel: (02) 922-6077. Telex: 23551. Owner: Peter Rix; Gen. Mgr.: Gibson Kemp.
Minstrel Recs. Co. Pty. Ltd., 12 Humphrey St., Rosebery, NSW 2018. Tel: (02) 699-2720. Gen. Mgr.: Peter Ciani; Sales Mgr.: Julie Gabriele; Dirs.: P. Zappia, C. Zahar.
Labels: (Represented) CBS, CGD, EMI, RCA, Ricordi, Ri-Fi, Saar, Said (all Italy).
Mirage, see Trans-Tasman.
Missing Link Recs., PO Box 5159AA, GPO, 239 Flinders Ln., Melbourne, Vic. 3001. Tel: (03) 63-5507. Telex: 57059. Mng. Dir.: Keith Glass; Gen. Mgr.: Bruce Milne. (Distributed by Missing Link, Musicland & 7 Recs.)
Labels: (Owned) Au Go Go, Missing Link; **(licensed foreign)** Cherry Red (UK), Ralph (USA), Rough Trade (UK), Virgin (UK); **(distributed—not licensed)** Adhesive, Innocent, Mambo, Propelle- (New Zealand), Reverse, Rough Trade (UK), Unforgettable.
Int'l reps.: New Zealand (Propeller, RTC), UK (4AD, Pop-Aural, Rough Trade, Stage One), USA (Disc Trading, Green-world, Systematic).
Moonlight, see Concert.
Move Recs., 10 Glen Dr., Eaglemont 3084. Tel: (C3) 497-3105. Chief Exec.: Martin Wright. (Distributed by Rhema)
Labels: (Owned) Move; **(represented)** Avant Garde (USA).
Mushroom Recs. Pty. Ltd., 9 Dundas Ln., Albert Park, Melbourne, Vic. 3206. Tel: (03) 690-3399. Cable: MUSHREC. Telex: 31738. Mng. Dir.: Michael Gudinski; Dir.: Ray Evans; Gen. Mgr.: Gary Ashley; Bus. Affairs: Simon Young. (Distributed by Festival)
Branch: North Sydney, NSW, 275 Alfred St., 12th fl. Tel: (02) 436-1411. Branch Mgr.: Ann Wright.
Music For Pleasure, see Summit.
Musicland Export Corp., PO Box 380, Elsternwick, Vic. 3185. Tel: (03) 523-6124/5375. Telex: 34225. Mng. Dir.: Joanne Fiebiger; Sales Mgr.: David R. Williams. (Exporter, Distributor as Musicland Rec. Dists.)
Musicland Rec. Dists., PO Box 121, Elsternwick, Vic. 3185; 26 Oak Grove, Ripponlea, Vic. 3182. Tel: (03) 523-6124/5375. Telex: 34225. Mng. Dir.: Jeremy Fiebiger; Nat'l Sales Mgr.: Neal Snodgrass; Financial Mgr.: Ken Waddell; Dist'n Mgr.: William R. Tolsen. (Distributor; Exporter as Musicland Export Corp.)
Labels: (Distributed—not licensed domestic) Adhesive, Anthology, Au Go Go, Basilisk, Champagne, Cleopatra, Fast Forward, M-Squared, Missing Link, Neutron Star, 1901, Option, Phantom, Pumphandle, Raven, Unforgettable, **(distributed—not licensed foreign)** Affinity, Bomb (Canada), Bomp (USA), Brain (Germany), Charly (UK), Cherry Red (UK), Egg (France), 4AD (UK), Greensleeves (UK), Innovative Communication (Germany), Opus (Czechoslovakia), Pulse (UK), Ralph (USA), Sky, Spoon (Germany).
Music Plus, see Image.
Music World, see Trans-Tasman.
Network Publ'g (IFPI), PO Box 68, Milsons Point, Sydney, NSW 2061. Tel: (02) 922-4455. Mng. Dir.: Doug Jansen.
Label: (Owned) Rich.
Neutron Star, see Musicland.
Nonesuch, see WEA
Odeon, see EMI.
Old Tyme Imports, 350 Centre Rd., Bentleigh, Vic. 3204. Tel: (03) 557-1050. Owner & Gen. Mgr.: Kenneth M. Henderson.
Labels: (Owned) Lyric; **(licensed domestic)** Ken A Tone, Phillophone; **(licensed foreign)** Air Check (USA), Arcadia (UK), Blue Rhythm (Germany), Caprice (Sweden), Dawn Club (Germany), Doric (USA), Fountain (UK), Halcyon (UK), Harrison (USA), Hindsight (USA), IAJRC (USA), Monmouth Evergreen (USA), Music For Collectors (USA), Nostalgia (Sweden), Phontastic (Sweden), Radio Archives (USA), Sountrak (USA), Spokane (USA), Sunbeam (USA), Totem (USA), VJM (UK), **(distributed—not licensed)** Ajax, Ajaz, Arhoolie, Big Band Archives, Biograph, Blues Classics, Broadway Intermission, CIF, Citadel, Emery Cook, County, DRG, Fanfare, Glendale, Golden Era, Golden Legends, Historical, Hollywood Soundstage, Jazz Archives, Joyce, Mark 56, Melodeon, Nostalgia Greats, Nostalgia Lane, Old Homestead, Old Timey, Oxford, Pelican, Radiola, Sandy Hook, Stet, Take Two (all USA); BBC Radio & TV, Deroy, Rare Recorded Eds. (all UK); Grannyphone (Netherlands).
Int'l reps.: Germany (Blue Rhythm), USA (City Hall).
Omega Recs. Pty. Ltd., Spectrum Bldg., Suite 104, 1st fl., 220 Pacific Hwy., Crows Nest, NSW 2065. Tel: (02) 922-3243/3485. Dir. & Gen. Mgr.: E.A. Standfield; Sec'y: S.R. Matthews. (Distributed by Janda)
Labels: (Owned) Omega, Velvet.
1901, see Musicland.
Opal Recs., 20 Barnes St., West Tamworth, NSW. Tel: (067) 659-290. Chief Exec.: Ross Murphy. (Distributed by Hadley)
Labels: (Owned) Bungaree, Opal, Stoney Broke.
Opera-For-All, see Carinia.
Option, see Cleopatra & Musicland.
Outlet Rec'g Co. Ltd., 1 Jane St., Smithfield, Sydney, NSW.
Home office: UK—Northern Ireland.
Oz, see EMI.
P C Stereo Pty. Ltd., PO Box 272, Mount Gravatt, Brisbane, Qld. 4122. Tel: (07) 343-1612. Telex: 42993. Mng. Dir.: Clive A. Purcell; Sales Mgr.: M. Shepherd.
Labels: (Licensed) Chandos (UK), Delos (USA), Telarc (USA); **(distributed—not licensed)** Digitech, Sine Qua Non, Sonic Arts, Sound 80, Ultra Fi (all USA).
Parlophone, see EMI.
Pathe, see EMI.
Pathe Marconi, see EMI.
Pepito, see Avan-Guard.
Peter Pan, see Delron.
Phantom Recs. Pty. Ltd., Box A566, Sydney South, NSW 2000. Tel: (02) 264-8992. Dir.: Dare Jennings; Gen. & Sales Mgr.: Jules R. B. Normington.
Label: (Owned) Phantom.
Int'l rep.: USA (Bomp).
Philips, see PolyGram.
Philips Int'l, see PolyGram.
Phillophone, see Old Tyme.
Platypus, see Janda.
Polydor, see PolyGram.
PolyGram Recs. Pty. Ltd. (IFPI), PO Box 314, Westfield Towers, 2nd fl., 100 William St., Sydney, NSW 2011. Tel: (02) 357-3277. Cable: PHONREC. Telex: 26856. Mng. Dir.: Ross Barlow; Mktg. Mgr.: Graham Newman; Financial Mgr.: Stephen Wagner.
Labels: (Owned) Archiv, DG, Fontana, Fontana Gold, 44, Heliodor, Karussell, MGM, Mercury, Mercury/Emarcy, Mercury Golden Imports, Metro, Philips, Philips Int'l, Polydor, Polyphon, Polystar, Privilege, RSO, Resonance, Vertigo, Verve; **(distributed)** Grass Roots, Jazz & Jazz, Warm & Genuine; **(licensed)** BBC (UK), CTI (USA), Capricorn (USA), Charisma (UK), Chess (USA), Gladdy (UK9, Kudu (USA), Mercury/Delite (USA), Mercury/Lone Star (USA), Pablo (USA), Pablo Live (USA), Polydor/EG (UK), Polydor/Kolob (USA), Polydor/MVP (USA), Polydor/Oyster (USA), RSO/Curtom (USA), Rocket (UK), Salvation (USA), Phil Spector Int'l (UK), Track (UK), Universe.
Polyphon, see PolyGram.
Polystar, see PolyGram.
Portrait, see CBS.
Powderworks, see 7 Recs.
Praise Inds. Corp., 21 Kyabra St., Fortitude Valley, Qld. Tel: 52-4004.
Home office: USA
Labels: (Owned) Praise group.
Privilege, see PolyGram.
Pumphandle, see Musicland.
Pure Gold, see RCA
R C A Ltd. (IFPI), 11 Khartoum Rd., North Ryde, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Brian Smith.
Home office: USA
Labels: (Owned) Bluebird, Camden, Gold Seal, International, Pure Gold, Rockaway, Victor, Victrola, Vintage; **(licensed domestic)** Deluxe, Eureka, Laser, Stockade; **(licensed foreign)** AVI (USA), Ariola (USA), Ariola Eurodisc (Germany), BTM (UK), Buddah (USA), Can't Stop (USA), Celebrity (UK), Criminal (UK), Flying Dutchman (USA), Grunt (USA), Hansa (Germany), Lifesong (USA), Lollipop (Germany), Midsong (USA), Neon (UK), Numero Uno (Italy), Polar (Sweden), Prelude (USA), Pyramid (USA), RKM (Belgium), Roulette (USA), Salsoul (USA), Signature (USA), Solar (USA), State (UK), Teal (South Africa), Tembo (UK), Bob Thiele Music (USA), Windsong (USA); **(distributed)** Cherry Pie, Grass Roots, Selection group.
R S D, see PolyGram.
Ramrod, see Johnny Rebb.
Raven, see Musicland
Razzle, see Festival.
Reader's Digest Servs. Pty. Ltd., 26-32 Waterloo St., Surry Hills, Sydney, NSW 2010. Tel: (02) 699-0111. Cable: READIGEST. Telex: 20260. Rec & Tape Dept. Mgr.: Keith N. Anderson
Home office: USA
Johnny Rebb Ents. Pty. Ltd., PO Box 341, 370A Port Hacking Rd., Caringbah, NSW 2229. Tel: (02) 525-7124, 522-7139. Pres.: Johnny Rebb; Gen. Mgr.: Syd McDonagh; Music Co-ord.: Russ Kruger.
Label: (Owned) Ramrod.
Record Dists. (Australia) Pty. Ltd., 32 Railway Parade, Granville, NSW 2142. Tel: (02) 637-3087. Cable: IBNATE. (Distributor)
Regal, see EMI
Regal Zonophone, see EMI.
Regular Recs. Pty. Ltd., 33 Riley St., East Sydney, NSW 2011. Tel: (02) 33-5073. Telex: 70518. Joint Mng. Dirs.: Cameron Allan, Martin Fabinyi; Gen. Mgr.: Lynn Morrissey. (Distributed by Festival)
Reg Leg, see Laser
Reprise, see WEA.
Resonance, see PolyGram.
Reverse, see Missing Link.
Rhema Recs., 210 Pitt St. 5th fl., Sydney, NSW 2000. Tel: (02) 267-3466. Mng. Dir.: David Smallbone; Gen. Mgr.: Phil Truscott; Sales Mgr.: Alan Kennedy.
Labels: (Owned) Rhema, **(licensed foreign)** Benson, Bread & Honey, Maranatha!, Star Song (all USA); **(distributed—not licensed)** Move, Scripture in Song (New Zealand).
Rich, see Network.
Rockabilly, see Bunyip.
Rockaway, see RCA
Rough Diamond, see Astor
Selection, see RCA
7 Recs. Pty. Ltd., 28 Cross St., Brookvale, NSW 2100. Tel: (02) 938-2200. Cable: SEVENRECDS. Telex: 20270. Chief Exec.: Ken Harding; Sales Mgr.: Phil Israel.
Labels: (Owned) Brook, Endeavour, Junction, Powderworks, 7; **(licensed domestic)** Blue Goose, Bunyip, Harbour, Image, Missing Link; **(licensed foreign)** Avatar (UK), Creole (UK), Ember (UK), Logo (UK), Stunn, (New Zealand), Transatlantic (UK)
Int'l rep.: New Zealand (Stunn).
Solid Gold, see Delron.
Southern Star, see ATA
Spotlight Music Pty. Ltd., 262 Pitt St., Sydney, NSW 2000. Tel: (02) 264-7922. Mng. Dir.: Michael J. O'Neill; Gen. Mgr.: Kevin N. Hooper
Labels: (Owned) Focus; **(licensed)** Celebration Servs. (UK), Sparrow/Birdwing (USA), **(distributed—not licensed)** Worldwide Ventures (Canada).
Int'l reps.: New Zealand (Dsborn Inds.), UK (Kingsway).
Stateside, see EMI
Stockade, see Eureka & RCA
Stoney Broke, see Opal.
Studio One, see Laser.
Studio 301, see EMI.
Summit Recs., 176 S. Creek Rd., Dee Why West, NSW 2099. Tel: (02) 982-6577. Mng. Dir.: Clive Gannon; Sales Mgr.: Ross Alexander.
Labels: (Owned) Music for Pleasure, Summit-Flair, **(licensed)** Disney (USA), Sesame Street (USA), Summit Concorde, Summit De-Luxe, Summit Gold, Summit Universal; **(represented)** CBS Harmony, RCA Camden, RCA Pure Gold.
Survival, see EMI
Swaggie Recs., 21 Renown St., Burwood, Vic. 3125. Tel: (03) 288-6280. Pres.: Nevill L. Sherburn.
Int'l rep.: USA (Back Room).
Telmak Teleprods. Pty. Ltd., 28 Montague St., Balmain (Sydney), NSW 2041. Tel: (02) 818-3188. Telex: 71324.
Tempo, see Avan-Guard.
Tifton, see Avan-Guard.
Tiny Tot, see Delron.
Toshiba, see EMI.
Trafalgar, see Chaluz.
Trans-Tasman Prod'ns Pty. Ltd., 377 Blaxland Rd., Ryde, NSW 2112. Tel: (02) 80-4077. Gen. Mgr.: Roger Curry.
Labels: (Owned) Mirage, Music World.
Int'l rep.: New Zealand (Music World).
Traq Dists., Chandler House, 2nd fl., 118-120 Edward St., Brisbane, Qld. 4000. Tel: (07) 229-6550. (Distributor)
Label: (Distributed) Hammard.
Unforgettable, see Missing Link & Musicland.
Velvet, see Omega.
Vertigo, see PolyGram.
Verve, see PolyGram.
Victor, see RCA
Victrola, see RCA
Viking Rec. Co. Pty. Ltd., B.O. Smith & Son, ANZ Bank Bldg., 20th fl., 68 Pitt St., Sydney, NSW 2000. Tel: (02) 233-6933. Cable: BABRUC. Telex: 22929. (Sales office only)
Home office: New Zealand, Viking Sevenseas Ltd.
Vintage, see RCA
W E A Recs. Pty. Ltd. (IFPI), 39/47 Albany St., Crows Nest, NSW 2065. Tel: (02) 438-4511. Cable: WEAREC. Telex: 24653. Mng. Dir.: Paul M. Turner; Mktg. Dir.: Peter Ikin.
Home office: USA, WEA Int'l.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Enigma, Midi, Nonesuch, Reprise, WEA, Warner Bros.; **(licensed)** Beggars Banquet (UK), Big Tree (USA), Black Lion (UK), Brother (USA), Clean (USA), Damont (UK), Dark Horse (UK, USA), DiscReet (USA), Finnadar (USA), Lightning (UK), Little David (USA), Manticore (USA), Pacific (USA), Paradise (USA), Planet (USA), Radar (UK), Real (UK), Riva (UK), Riva (UK, USA), Scotti Bros. (USA), Sire (USA), Swan Song (USA), TDS (UK), Target (UK), Warner Curb (USA), Westbound (USA), Whitfield (USA)
W B E Racs., 88 Richardson St., Albert Park, Vic. 3206. Tel: (03) 699-5366. Telex: 35906. Contact: David Wyatt. (Licensed to EMI).
Int'l branch: USA
W & G, see Astor.
Warm & Genuine, see PolyGram
Warner Bros., see WEA
Wendi, see Larrikin.
Wheel, see ATA

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Word Recs. Australia, 18-26 Canterbury Rd., Heathmont, Vic. 3135. Tel (03) 729-3777. Gen. Mgr.: Stanley R. Moulton.
Branch: Sydney, NSW 2000, 309 Pitt St. Tel: (02) 267 3911
Labels: (Licensed) Good News, Light, New Song, Seed, Word (all USA), Image VII (Canada).

Word of Life Centre, 134 Beach St., Frankston, Vic. 3199
Labels: (Represented) Epoch (USA), NALR (USA)

World Wide Rec. Imports—Tel (02) 80-6631—see Delron

• music publishers

A T V Northern Songs Pty. Ltd., Eagle House, Suite 103, 118 Alfred St., Milsons Point, NSW 2061. Tel (02) 929-9826. Cable NORSONGS. Mng Dir Christopher John Gilbey, Prof. Mgr.: Don Bruner
Int'l firms represented: ATV, Black Sheep, Graduate, Tony Hiller, Hit & Run, Jarrow, Logo, Northern Songs, Numan, Rockslam, Lawrence Wright (all UK); ATV, Bibo, Champagne, Gene Clark, Dark Cloud, Bruce Donnelly, Easy Money, Golden Mountain, Goody Tunes, Gray Matter, Green Tunes, Hall-Clement, Stevan Halter, Jack & Bill, Stephen A. Kipner, Mistress, Malaco, Terry Shaddick, Shoe Tunes, Spikes, Sweet Jelly Roll, Venice, Vogue, Welbeck, Welk group (all USA), ATV (Canada), Allo (France), Lollipop (Germany).
Int'l reps.: Canada, UK, USA (all ATV), France (Allo), Sweden (Air).

Acuff-Rose Publ'ns Pty. Ltd., see Allans.

Airborne Publ'g, see Essex

J. Albert & Son Pty. Ltd., 139 King St., Sydney, NSW 2000. Tel (02) 232 2144. Cable: MUSIC. Telex 27194. Mng. Dir. E.F. Albert, Int'l Div. Mgr. Crispin Dye; European Div. Mgr.: Alex Young, Copyright Mgr. W. Donaldson, Royalties Mgr.: H. Bosler
Int'l branch: Germany (European Div.)
Int'l reps.: Argentina (E.B. Marks), Austria (Francis Day & Hunter), Belgium (J. Albert), Brazil (E.B. Marks), Canada (E.B. Marks), Denmark (Air), Finland (Air), France (Warner Bros), Germany (Francis Day & Hunter), Iceland (Air), Italy (Franton), Japan (J. Albert), Mexico (E.B. Marks), Netherlands (J. Albert), Norway (Air), South Africa (Music piece), Spain (EGD), Sweden (Air), Switzerland (Francis Day & Hunter), UK (J. Albert), USA (E.B. Marks).

Allans Music Australia Pty. Ltd., PO Box 513J, Melbourne 3001, 276 Collins St., Melbourne, Vic. 3000. Tel (03) 63-0451. Cable PIANOFORTE. Telex 37934. Mng. Dir. Peter J. Green; Gen. Mgr. Joe Halford, Music Dir Frank I. Baxter.
Branch: Sydney, NSW 2061, 28 Glen St., Milsons Point. Tel (02) 922 7357.
Int'l firms represented: Alfred (USA), Associated (USA), Beacon (USA), Belwin Mills (USA), Boston (USA), Box & Cox (UK), Breitkopf & Haertel (Germany), Canadian Music Sales (Canada), J. & W. Chester (UK), Coal Miners (USA), Copper Basin (USA), J.B. Cramer (UK), Cyril Shane (UK/USA), Eds. Durand (France), Edu Tainment (USA), William Elkin (UK), Carl Fisher (USA), Handy Bros. (USA), Hargail (USA), Frederick Harris (UK), Heugel (France), Jobete (USA), Alfred A. Kalmus (UK), King Coal (USA), Kongride (UK), Le Duc (France), F.E.C. Leuckart (Germany), Novello (UK), Pedro (UK/USA), Porter (USA), Robertson (UK), G. Schirmer (USA), Schott Eulenburg (UK), Song Yard (USA), Suvini Zerboni (Italy), Texas Red Songs (USA), Gordon V. Thompson (Canada), Velvet Apple (USA), W&N (USA), White Line (USA), Willis (USA).

April Music Pty. Ltd., 15 Blue St., North Sydney, NSW 2060. Tel (02) 339 0255. Cable COLRECORD. Telex: 21246. Gen. Mgr.: John Anderson.
Int'l firms represented: Blackwood, Bovina, Canopy/White Oaks, Country Road, Dickiebird, EMP/KBL Publ'g, Franne Golde, Gold Hill, Grajonca, Albert Hammond, Hickory Grove, Hudmar, Inner Sanctum, Jet, Joelsongs, Kirshner, Light, Manhattans, Otot, Porcara, Ron Powell, RSVP/Westbrook, Saybrook, Sheetfire, Sherlyn, Stephen Stills, Sumac, Swell Sounds (all USA); Virgin (UK).

Associated Music Pty. Ltd., 602/83 Mount St., North Sydney, NSW 2060. Tel: 929-6787. Telex 21474. Mng. Dir. Brian Smith, Gen. Mgr. Barry Kimberley.
Int'l firms represented: Apt (USA), Ariola America (USA), Blendingwell (USA), Chicago (USA), Coulgris, Crabshaw, Cyclus, Miki Dallon (UK), Don (USA), Dunbar (USA), Erva (USA), 57th Street, Global, Green Mountain (USA), Kidada (USA), Ladysmith (UK), Laetrec (South Africa), Lion (USA), Lynnal (USA), Ronnie Milsap (USA), Joni Mitchell (USA), Naked Snake (USA), One of a Kind, Dwepar (USA), RCA (Argentina, Brazil, Canada, France, Germany, Italy, Mexico, Spain, UK), Rashida (USA), Seagrape, Bobby Sherman (USA), Silver Dagger (USA), Silver Fiddle/Neil Young (USA), Siren, Al Stewart (USA), Summit (UK), Artie Wayne (USA), Westpar (USA), Young Blood (UK), Zevon.
Int'l reps.: Argentina, Brazil, France, Germany, Italy, Mexico, Spain (all RCA); Japan (Global), South Africa (Laetrec), UK (Sunbury), USA (Interworld).

Barton Music Pty. Ltd. (APRA), see Chappell.

Batgas & Co. Publ'g, PO Box 94, 101 William St., Bathurst, NSW 2795. Tel (063) 315-708, 312 062. Cable: BATRECORDS. Proprietor Christopher Battye; A&R: Tony Ansell.
Int'l rep.: USA (Transpac)

Belinda Music, see Castle.

Bellbird Music Publ'g Co. Pty. Ltd (APRA), 28 Cross St., Brookvale, NSW 2100. Tel: (02) 938-2200. Cable SEVENRECDS. Telex 20270. Chief Exec.: Ken Harding. (Administered by Chappell)

Breakfast Music Publ'g (APRA), PO Box 767, Surfers Paradise, Qld 4217. Tel: (075) 31-2107.
Int'l rep.: USA (TRO).

Castle Music Pty. Ltd. (APRA), 120 Christie St., St. Leonards, Sydney, NSW 2065. Tel (02) 439-6688. Cable BELMUSIC. Telex 22872. Mng. Dir Frank A. Donlevy.
Int'l firms represented: Black Bull (USA), Bruton (UK), DeWolfe (UK), Walt Disney (USA), EMI (UK), Al Gallico (USA), Noel Gay (UK), Heath Levy (UK), KPM (UK), Screen Gems (USA).
Int'l reps.: UK (EMI), USA (Screen Gems).

Cellar Music Co. (APRA), 19 Adolphus St., Balmain, NSW 2041. Tel: (02) 827-2203. Dir.: Gus McNeil, Gen. Mgr.: Spider Scholtens
Int'l firms represented: Josephine & Ephraim Music (New Zealand), Kelly Songs (Canada)

Chappell & Co. (Australia) Pty. Ltd. (APRA), 225 Clarence St., 7th fl., Sydney, NSW 2000. Tel: (02) 290-3500. Cable: SYMPHONY. Telex 25799. Mng. Dir.: Colin Cornish; Prof. Mgr.: Alex Plavsic
Int'l firms represented: ABC Dunhill (USA), Aberbach, American Broadcasting (USA), Average (UK), Begonia Melodies (USA), Irving Berlin (USA), Johnny Bienstock (USA), Big Sky (USA), Boomtown Rats (UK), Bregman Vocco & Conn (USA), Bullpen (USA), Buxton Hill (USA), CAM (Italy), Chappell Aznavour (France, UK), Chappell Morris, Chess (USA), Clean Sheets (USA), David Rubinson & Friends (USA), Dwart (USA), Ensign (USA), Famous (USA), Fleetwood Mac (USA), Fox Fanfare (USA), Frettsongs (USA), Gershwin (USA), Golden Withers (USA), Happy (Germany), Herald Square (USA), House of Bryant (USA), Kamakazi (USA), Kiss (USA), Lowery Group (USA), Magnet (UK), Manilow (USA), Mayday (USA), Robert Mellin (UK, USA), Moonlight & Magnolias (USA), Music for Unicef (USA), Naked Snake (USA), New Dayglow (Netherlands), New World (USA), Painted Desert (USA), Paramount (USA), Perren-Vibes (USA), Pi-Gem (USA), Pink Floyd (UK), Rams Horn (USA), Sky Writing (UK), Special Rider (USA), Robert Stigwood Org (UK, USA), Shapiro Bernstein (UK, USA), Times Square (USA), 20th Century (USA), William son (USA), Wren (USA), Victor Young (USA)
Int'l reps.: Worldwide (Chappell/Intersong)

Cherry Pie Music, PO Box 225, 34 Warne St., Pennant Hills, NSW 2120. Tel (02) 819-6151, 84 5506. Telex: 10101. Cable MATTMUS. Mng. Dir Dawn Rule

Cherry River Music Pty. Ltd., 30 Glen St., Suite 304, Milsons Point, NSW 2061
Home office: USA, Cherry Lane

Cleopatra Music, PO Box 121, Elsternwick, Vic 3185. Tel (03) 523 6124. Telex 34225

Coathanger Music (APRA), 19 Adolphus St., Balmain, NSW 2041. Tel (02) 827 2203. Dirs. Gus McNeil, Ross Ryan, Gen. Mgr. Gus McNeil (Also see Cellar Music)

Coburn Music Ltd. (APRA), see Sundowner.

Comet Music (Australia) Pty. Ltd. (APRA), see Chappell

Connors Music (APRA), see Rondor.

Cool Music, see Sparmac

Cowboy Music, see Sparmac.

D. Davis & Co. Pty. Ltd. (APRA), see Allans.

Deluxe Music, PO Box 1670, North Sydney, NSW 2060. Tel 926-833. Telex 21654. Mng. Dir. Michael Browning.
Int'l rep.: UK (Zomba)

Desert Fox Music (APRA), see Network.

Walt Disney Prod'ns Pty. Ltd., 149 Castlereagh St., Sydney, NSW 2000. Tel (02) 267-8942. Cable MICKMOUSE. Contact Walter Granger
Int'l firm represented: Walt Disney (USA).

Ephraima Music (APRA), see Cellar Music.

Essex of Australia Pty. Ltd., Uniline House, 4th fl., 5-13 Northcliff St., Milsons Point, Sydney, NSW 2061. Tel (02) 922-4100. Cable SEMUS. Telex 26405. Gen. Mgr. Bruce Powell
Int'l firms represented: A-Z (UK), Attic (Canada), Bewlay (USA), Blue Gum (UK), Boofant (USA), Dizzy Heights (UK), Dutchy (Netherlands), EG (UK), Early Morning (Canada), Evil Eye (USA), Garrett (USA), House of Gold (USA), Island (UK), Adrian Leighton (USA), Mainman (USA), Neon (UK), DAS (USA), Palm Beach (UK), Paper (UK), Performance (UK), Pure (USA), St. Annes (UK), State (UK), Tickson (USA), Trane (USA), Bruce Welch (UK), Wherefore (USA), Don Williams (USA)
Int'l reps.: USA (TRO), rest of world (Essex).

Eureka Music Pty. Ltd. (APRA), PO Box 113, North Ryde, NSW 2113. Tel (02) 888-6470. Mng. Dir. Les Simmonds, Gen. Mgr.: Helen Matthews.
Int'l firm represented: Happy Valley (USA)

Festival Music Pty. Ltd. (APRA), 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel (02) 660-5218. Cable: FESTIVAL. Telex: 25686. Mng. Dir. Allan Hely; Gen. Mgr. Peter Hebbes.
Int'l branches: England, USA.
Int'l firms represented: Andorra (USA), Antisia (UK), Beserkley group (USA), Boca (USA), British Lion (UK), Brother/Wilojarstin (USA), Carlin (UK), Cherry (UK), Chrysalis (UK), Combine (USA), Dawnbreaker (USA), Decoy (UK), John Farrar (USA), Frank & Nancy (USA), Gold Forever (USA), Lee Hazelwood (USA), Island (UK, USA), Jacon Darnoc (USA), Josley (UK), Kaiser (USA), Larball (USA), Levine & Brown (USA), Magicland (USA), Mine (USA), Neighbourhood (USA), Neil (USA), Newkeys (USA), Panache (UK), Playboy (USA), Prophecy/Black Coffee (USA), Proud Pork (USA), Purple (UK), Resaca (USA), Safari (UK), Douglas Sahm (USA), Shelby Singleton (USA), Skatt Songs (USA), Song Tailors/I've Got The Music (USA), Story Songs (USA), Tahlia (UK), Teddy Jack (USA), Tembo (UK), Terrapin (USA), Tortoise (USA), Touch of Gold (USA), United Artists (UK, USA), Xavier Music (UK)

John J. Francis Music Publ'g Co. (APRA), 36 Barden St., Tempe, NSW 2044. Tel (02) 55-6612. Mng. Dir. John J. Francis

Gypsy Music Pty. Ltd. (APRA), see Rondor

Halfpennycats Music, 18 Oleander St., Brighton, NSW 5048. Tel (08) 296 9965. Prof. Mgr. Raelene Evans; Gen. Mgr.: John Evans

Haven Music Pty. Ltd. (APRA), see Image

Horizon Publ'g, 68 Arther St., North Sydney, NSW 2061. Tel: (02) 922 1277. Chief Exec. & Gen. Mgr.: D. Robertson.

Image Music Pty. Ltd. (APRA), 137 Moray St., South Melbourne, Vic 3205. Tel (03) 699-9999. Cable: IMAGERECORD. Telex 33609. Mng. Dir. John E. McDonald; Gen. Mgr.: Tony Beuttell; Prof. Mgr. Terry Dean.
Int'l firms represented: Joe Allen, Angel Wing, Aunt Polly's Music, Blue Echo, Boxer, Brian Cadd, Buzz Cason, Castle Hill, Closed Door, Cumberland, Darla Darjen, First Floor, First Lady, Front Lawn/Back Yard, Good, Lloyd Green, Homewood House, House of Cash, Jack, Jeanome, Keca, Parquet, Prodigal Son, Pulleybone, September, Silver Dollar, Skinners Pond, Song of Cash, Stonehill, Strong Box, Tapage, Window, Wooden Nickel (all USA); Autobahn Pietsch, Rolfe Budde, Butterfly/Michael Kunze, Intro, Magazine, Siegel, Transistor (all Germany), Emerald, Hush, New Acme, Round, Sparta Florida (all UK), Angela (South Africa), Axe (Canada), Budapest (Hungary), Contagious (South Africa), Morning (Canada), Claude Pascal (France), Shiva (Belgium), Transistor (South Africa).
Int'l reps.: Canada (Morning), Germany (Siegel), Japan (Pacific), Netherlands (Universal), South Africa (Contagious, Transastor), UK (Angle, Round), USA (American Image, American Rainbird).

Intersong Music Pty. Ltd. (APRA), see Chappell.

Kurt Jacob & Co. Pty. Ltd., PO Box 91, 74-78 Brandling St., Alexandria, NSW 2015. Tel (02) 519 4916.
Int'l firms represented: Ed. Melodie (Switzerland), Hohner (Germany, UK, USA), Pelikan (Switzerland)

Janda Music Publ'rs, 47 Wellington St., Rozelle, Sydney, NSW 2039. Tel (02) 82 0628. Gen. Mgr. Andrew Steele

Doug Jansen Music (APRA), see Network

Jonathan Music (Australia) Pty. Ltd., PO Box 1504, 83 Mount St., North Sydney, NSW 2060. Tel. (02) 929-6787, 922 6709. Cable: JONATHAN. Telex 21474. Dirs. Barry & Vicki Kimberley
Int'l firms represented: Stephen Bishop, Martin Cooper, Diana, Ecnirp, Emanuel, Ghandarva Edzactly, Gnossos, Bob James, Roland Kluger, Milk Money, Musicways, Jon Peters, Raydiola, Paul Simon, Special Songs, Bruce Springsteen, Topanga.
Int'l reps.: Belgium (Roland Kluger), Japan (Pacific), Luxembourg (Roland Kluger)

Joye Publ'g, 98 Glebe Point Rd., Glebe, Sydney, NSW 2037. Tel (02) 660 3466. Cable: SHOWBIZ. Telex 22429. Mng. Dirs. Kevin Jacobsen, Col Joye.
Int'l rep.: USA (Joye).

July Music (APRA), 137 Moray St., South Melbourne, Vic 3205. Tel (03) 699 9999. Telex 33609. Mng. Dir. Ron Tudor.

Larrikin Music Ltd., 282 Oxford St., Paddington, NSW 2021. Tel (02) 336 567. Mng. Dir. Warren Fahey
Int'l firms represented: Alligator, Big Ear, Sonet (UK)
Int'l rep.: UK (Roberton Brown).

Laser Music Pty. Ltd. (APRA), 55 Grove St., Birchgrove, Sydney, NSW 2041. Tel (02) 818 2590. Telex 29603. Mng. Dir. G. Pierson, Gen. Mgr. A. Davidson, Prof. Mgr. Debbie Young

Leeds Music Pty. Ltd., Universal House, 23 Pelican St., Darlinghurst, Sydney, NSW 2010. Tel: (02) 61 6088. Cable LEEDSMUSIC. Telex 25687. Mng. Dir.: Jack Howard Argent.
Home office: USA, MCA.
Int'l firms represented: Churn (USA), Cookhouse (USA), East Memphis (USA), Everblue (UK), Far Out (France), First (UK), First Artists (USA), Goblet (UK), Mother Tongue (USA), Theodore Presser (USA), Satril (UK), Valley (UK), Vector (USA)

Leosong Copyright Serv., 33 Bligh St., Suite 1205, Sydney, NSW 2000. Tel (02) 233-5577. Telex 71155. Mng. Dir. Philip C. Walker, Gen. Mgr. Jennifer L. Walker
Int'l reps.: UK (Leosong), USA (Copyright Serv. Bureau)

M A M Music Publ'g Pty. Ltd., GPO Box 4917, Sydney, NSW 2001. Tel (02) 267 6088. Cable LEEDSMUSIC. Telex 25687. Mng. Dir. Jack H. Argent

Martins Music, 70 King George St., Unit 2, Victoria Park, WA 6100. Tel 362 1184. Mng. Dir. Martin Clarke
Int'l rep.: Worldwide (Festival).

Matrix Music, 20 Barnes St., West Tamworth, NSW. Tel (067) 659 290. Chief Exec.: Ross Murphy

Matthews Music (APRA), PO Box 4, Drummoyne, NSW 2047. Tel (02) 819 7422. Cable MATTMUS. Telex 10101. Owners Phil & Chris Matthews
Int'l firms represented: Air & Graces (UK), Arcade (USA), Asterisk Music (UK), Big Secret (UK), Bug (USA), Candlewyck Music (USA), Char Liz (USA), Crusty (UK), Andrew Heath (UK), Barry Mason Music (UK), Mayflower (USA), Mietus (USA), Olde Grog (USA), Tom Parker (UK), Pennine (UK), Plangent Vision (UK), Rock (UK), Silver Nightingale (USA), Skyhill group (USA), Street Tunes (UK), Tembo (UK), Three Brothers (USA)

Mush Music, see Sparmac

Mushroom Music Pty. Ltd. (APRA), 9 Dundas Ln., Albert Park, Melbourne Vic 3206. Tel (03) 690-3399. Cable MUSHREC. Telex 31738. Mng. Dir. Michael Gudinski, Prof. Mgr. Jenny Keath, Bus. Affairs Simon Young; Royalties Jan Simon
Int'l firms represented: Albion, Blackhill, City Boy, Forever Endeavour, Gates, Modern Publ'g, Nineded, Police Songs, Pop 'N' Roll, Street Music

Musical Rights (Australia) Pty. Ltd. (APRA), see Chappell

Music Music Pty. Ltd. (APRA), see Sundowner

Music Sales Australia Pty. Ltd., 27 Clarendon St., Artarmon, Sydney, NSW 2064. Tel: (02) 439 8855. Gen. Mgr. Neville Prentice
Home office: England.

My Quade Melodies (APRA), see Rondor

Network Publ'g (APRA), PO Box 68, Milsons Point, Sydney, NSW 2061. Tel (02) 922 4455. Mng. Dir. Doug Jansen, Gen. Mgr. John Weston, Prof. Mgr. Ken Lang
Int'l firm represented: Angela (South Africa)

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Pinewood Music (APRA), 2 Seventh St., Warragamba, NSW. Tel: (047) 74 1422. Mgr.: Ian B. MacLeod.

Porter Music, see Sparmac.

Rainbird Music (APRA), see Image.

Ready Mister Music (APRA), see Cellar Music.

Johnny Rebb Ents. Pty. Ltd. Publ'g (APRA), PO Box 341, 370a Port Hacking Rd., Caringbah, NSW 2229. Tel: (02) 525-7124, 522-7139. Gen. Mgr.: Syd McDonagh; Mgr.: Russ Kruger.

Regular Music, 33 Riley St., East Sydney, NSW 2011. Tel: (02) 33-5073. Telex: 70518. Joint Mng. Dirs.: Cameron Allan, Martin Fabinyi, Gen. Mgr.: Lynn Morrissey.

Rhema Music, 210 Pitt St., Sydney, NSW 2000. Tel. (02) 267-3466. Dir.: Ian Smallbone.
Int'l firms represented: Benson, Bug & Bear, Home Sweet Home, Paragon Assocs. (all USA).
Int'l rep.: USA (Paragon).

Rondor Music (Australia) Pty. Ltd. (APRA), 104-108 Mount St., 3rd fl., North Sydney, NSW 2060. Tel: (02) 92-0666. Cable: IRVINGALMO. Mng. Dir.: John Bromell, Gen. Mgr.: Jane Moore; Prof. Mgr.: Mark Evans.
Int'l firms represented: Arnakata, Beggars Banquet, Dump, GH, Grafton, Heathwave, Oscar, Quarry, RMD, Rondor, Strange, Whitsett-Churchill (all UK); Alchemical, Almo, Assorted, Barricade, Bellboy, Big Hill, Blue Harbor, Blue Street, Buggerlugs, Braintree, Caleb, Chappo, Charleville, Crazy Horse, Dead Sea, Doors, Fifth Floor, Foghorn, Four Knights, Four Score, Fourth Floor, Gypsy Boy, Hibiscus, Hollenbeck, Hummit, India, Jasperilla, Jowcol, Lady Jane, Bob Marley, Mburu, Medicine Hat, Mighty Three, Modern American, Ninth, Pal Dog, Pamjokeen, Porchester, Saggifire, Boz Scaggs, Sea of Tunes, Sweet Summer Night, Tammi, Three Knights, Weather Report, Woolfsongs, World War Three (all (USA), Almo, Irving (Canada)
Int'l reps.: Belgium (Universal), Canada (Almo-Irving), Germany (Global), Japan (Pacific), Netherlands (Universal), South Africa (Gallo), UK (Rondor), USA (Almo-Irving)

A Schroeder Music (Australia) Pty. Ltd. (APRA) ADC House, 12th fl., 99 Elizabeth St., Sydney, NSW 2000. Tel: (02) 233-1588
Home office: USA.
Int'l firms represented: Aloud, Anim, Arbutus, Arch, Avaris, Bagimin, Bella Godiva, Boscoe, Burlac, Catch Fire, Cat Mother, Dandy Dittys, Dreams & Visions, Emm-Jay, Fitness King, Fool Killers, Fouruvus Survival, Kim Fowley, Golden Unlimited, Great Montana, Hedley Songs, Homecoming, Humdrum, January, Jenji, Joans Bones, Joint, LaLanne, Larbell, Lassie, Last Laugh, Lazy Canary, Magnanimous, Manistee, Mempro, Mile Wide River, Mother Hen, My Baby's, Next Stop, One Stop, Pierhead, Pitfield, Rebecca Raccoon, Rel Nel, Rojnorth, La-Vette, Sea-Lark, Sepe, Skin, Stewart-Nims, Summertree, Super Songs, Tijuca, Va-Detta, Vancouver, Very Own, Wrather, Yameta, Zekefield Follies.

Sevenseas Publ'g Pty. Ltd., c/o B.O. Smith & Sons, ANZ Bank Bldg., 20th fl., 68 Pitt St., Sydney, NSW 2000. Tel: (02) 233-6933. Cable: BABRUC
Int'l rep.: UK (Emerald, MCPS).

Shogun Music (APRA), see Network.

Soul Music, 10-14 W. Parade, West Ryde, NSW 2114.

Southern Music Publ'g Co. Australasia Pty. Ltd., Carlton House, 38-40 York St., Sydney, NSW 2000. Tel: (02) 29-2547. Cable: SOUTHMUSIC.
Home office: USA, Peer-Southern Org

Sparmac Music, 301 Castlereagh St., Sydney, NSW 2061. Tel: (02) 20912. Telex: 24182. Exec. Dir.: Robie Porter; Admin'r: John L. Smith
Int'l rep.: USA (Portent).

Speed Limit Music (APRA), see Rondor

Spotlight Music Pty. Ltd. (AMPAL), 262 Pitt St., Sydney, NSW 2000. Tel: (02) 264-7922. Mng. Dir.: Michael J O'Neill, Gen. Mgr.: Kevin N Hooper.
Int'l firms represented: Birdwing, Candle, Latter Rain, Shaundra, Sparrow (all USA)

Sprint Music (APRA), see Rondor.

Stave Music Publ'g Co., PO Box 270, St. Kilda, Vic 3182. Tel: (03) 531 5148. Mng. Dir.: Marcus Herman.

Step Seven Music Pty. Ltd. (APRA), see Image

Stunning Publ'g (APRA), see Rondor.

Suchow Pty. Ltd. (APRA), see Network.

Sugarmusic Australasia Pty. Ltd., see Allans

Summertime Music (APRA), see Rondor.

Sundowner Music Pty. Ltd. (APRA), 643 Chapel St., Melbourne, Vic 3141. Tel: (03) 240 8577. Cable: SUNDOWNER. Telex: 30379. Dir.: Barry M Coburn, Prof. Mgr.: Peter Bain Hogg.
Int'l firms represented: Garden Court (USA), Spaniel Music (UK)

Swaggie Music (APRA), 21 Renown St., Burwood, Vic 3125. Tel: (03) 288 6280. Exec.: Nevill L Sherburn.

Syrius Publ'ns (APRA), see Cellar Music

Trafalgar Music (APRA), 74B Trafalgar St., Annandale, NSW 2038. Tel: (02) 660-0385. Mng. Dir.: Charles Fisher; Gen. Mgr.: Michael McMartin
Int'l firms represented: Bruised Orange/Big Ears (USA).
Int'l rep.: Canada (Blackwood–Ray Burton)

Tumbleweed Music Pty. Ltd. (APRA), 88 Richardson St., Albert Park, Melbourne 3206. Tel: (03) 699 5366. Cable: OZRECORDS. Telex: 35906. Mng. Dir.: Glenn Wheatley, Gen. Mgr.: David Wyatt
Int'l branch: USA, Australian Tumbleweed
Int'l firms represented: Arista/Careers (USA), Gear (USA), Gem (UK)
Int'l reps.: Belgium (Martin-Coulter), France (Pathe Marconi), Germany (Melodie der Welt, Siegel Musikverlage), Japan (Taiyo), Luxembourg (Martin-Coulter), Netherlands (Anagon), Scandinavia (Air), South Africa (Gallo), UK (EMI), USA (Screen Gems).

Wallaby Music Pty. Ltd. (APRA), see Chappell

Warner Bros. Music (Australia) Pty. Ltd. (APRA), 319b Penshurst St., Willoughby, Sydney, NSW 2068. Tel: (02) 406 5322. Cable: WARNERMUSE. Telex: 24111. Mng. Dir.: Bill Flemming, Gen. Prof. Mgr.: Joanne Dolan
Int'l firms represented: Blue Oyster Cult, Broken Bird, C'est, Chic, Chinmoy, Complacent Toonze, Coral Reefer, Core, Cotillion, Curtom, Diamondback, Divine's, East, Feckless, Flames of Albion, Free Junket, Fry King, Geffen/Kaye, Giving Room, Goldline, Guerilla, Hightree, Ice Age, Ice Nine, Jump Tunes, Don Kirshner, Klaatoons, Kru, Lido, Marsaint, Martin-Coulter, Mews, Pronto, Quackenbush, William Quills, Tony Roberts, Rosy, Staysail, Steinberg, Superhype, Tessa, Thin Ice, Topographic, Viva, Walden, Warner Bros., Wilsongs, Wow & Flutter, Zeon, Zomba
Int'l reps.: Brazil, France, Germany, Italy, Netherlands, Scandinavia, South Africa, UK, USA (all Warner Bros.)

Norman Whitely Holdings Pty. Ltd., PO Box 159, Uniline Bldg., 4th fl., 5-13 Northcliff St., Milsons Point, NSW 2061. Tel: (02) 922 6540/6503. Cable: ABISONG. Telex: 22859. Chm. & Mng. Dir.: Kathleen M. Whiteley, Gen. Mgr.: Penny Whiteley.
Int'l firms represented: Big Seven (USA), Fame (USA), Gale (UK), Gambi (USA), Jump (Italy), Larball (USA), Laurel Canyon (USA), Lupus (UK), Penjane (UK), Pink Floyd (UK), Rudolf Slezak (Germany), Time (USA), Tree Int'l (USA), Trio/Hudson Bay (USA), Venice (USA), Hans Wewerka (Germany), Wizard (UK).
Int'l reps.: Japan (Intersong), South Africa (Intersong), UK (Penjane), USA (Royalty Control, Venice).

Woomera Music Co. (APRA), 17-19 Radford Rd., Reservoir, Vic. 3073. Tel: 460-4522. Cable: OUALSCALE MELBOURNE. Dir. & Gen. Mgr.: R. J. Gillespie.
Int'l branch: USA, Jaspar.
Int'l firms represented: Banff (Canada), Rodeo (Canada).
Int'l rep.: Worldwide (Jaspar).

Word Books Australia, 18-26 Canterbury Rd., Heathmont, Vic. 3135. Tel: (03) 729-3777. Gen. Mgr.: Stanley R. Moulton.
Int'l firms represented: Lexicon (USA), Word (USA).

Yeldah Music (APRA), Egret Pl., Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott; Gen. Mgr.: Hilary Scott.

Bob Young Music (APRA), see Rondor.

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Music Sales Australia Pty. Ltd., 27 Clarendon St., Artarmon, Sydney, NSW 2064. Tel: (02) 439-8855. Gen. Mgr.: Neville Prentice.
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A R I A (Australian Rec. Ind. Ass'n), 222 Pitt St., Sydney, NSW 2000. Tel: (02) 267 7877. Cable: PHONOCORD. Exec. Dir.: John L. Hayes.

Australian Copyright Council Ltd., 22 Alfred St., Milsons Point, NSW 2061. Tel: (02) 92 1151. Chm.: G. O'Donnell.

Australian Music Publ'rs Ass'n Ltd., 215 Clarence St., Sydney, NSW 2000. Tel: (02) 29-6201. Cable: AZCA. Sec'y: R. Lollback.

Musica Viva Australia, 68-70 Clarence St., Sydney, NSW 2000. Tel: (02) 29-8441, 29-1684. Cable: MUSICAVIVA. Telex: 70239. Gen. Mgr.: Kim Williams; Exec. Officer: Derek Minett.

Tamworth Song Writers Ass'n, PO Box 497, Tamworth, NSW 2340. Tel: (067) 65 7055. Pres.: Eric Watson; Sec'y: R. Kirchner.

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Concert Rec'g, PO Box 108, 10 Caloola Rd., Wentworthville, NSW 2145. Tel: 631 6189.
Home office: USA, Los Angeles, Calif.

Copperfield Sound Prod'ns, 127 Carrington Rd., Waverley, NSW 2024. Tel: (02) 389-3043. Mng. Dir. & Gen. Mgr.: David Gibson.

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson, Mktg. Mgr.: Brian Harris.

Hadley Recs., Egret Pl., Calala, Tamworth, NSW 2340. Tel: (067) 65-7813. Mng. Dir.: Eric W. Scott, Gen. Mgr.: Hilary Scott.

Klarion Ents. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Telex: 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch. (Tape only)
Branches: Artarmon, NSW 2064, 3 Lancely Pl., Unit 3. Tel: (02) 438-1388–**Brisbane, Qld. 4000,** 199 Elizabeth St. Tel: (07) 229-2077–**Adelaide, SA 5000,** 35-37 Halifax St. Tel: (08) 212-2217.

Move Recs., PO Box 266, Carlton South 3053. Tel: (03) 497-3105. Partners: Nicholas Alexander, Martin Wright.

Mushroom Art, 9 Dundas Ln., Albert Park, Vic. 3206. Tel: (03) 690 3399. Cable: MUSHREC. Telex: 31738. Mng. Dir.: Michael Gudinski; Gen. Mgr.: Alan Scholz.

Gary Pearton, 42 NW Arm Rd., Gymea, NSW. Tel: (02) 29-2824, 521 5485.

Rede-Radix Pty. Ltd., PO Box 270, 122 Chapel St., St. Kilda, Vic. 3182. Tel: (03) 531 1588. Mng. Dir.: Marcus Herman, Mktg. Mgr.: Don Fraser.

White & Gillespie (Melbourne) Ltd., 17 Radford Rd., Reservoir, Melbourne, Vic 3073. Tel: (03) 460 4522. Cable: OUALSCALE. Dir.: R.J. Gillespie; Gen. Mgr.: A.E. White

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A P R A (Australasian Performing Right Ass'n) Ltd., 25-27 Albany St., Crows Nest, Sydney, NSW 2065. Tel: (02) 439 8666. Telex: 23939. Mng. Dir.: J.L. Sturman (Performing rights only)
Int'l branch: New Zealand

Australasian Mechanical Copyright Owners Society Ltd., 215 Clarence St., Sydney, NSW 2000. Tel: (02) 29-6201. Cable: AZCA. Mng. Dir.: A.J Turner (Mechanical rights only).

Phonographic Performance Co. of Australia Ltd., 222 Pitt St., Sydney, NSW 2000. Tel: (02) 267-7877. Gen. Mgr.: John L. Hayes. (Performing rights only)

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E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson; Mktg. Mgr.: Brian Harris.

Festival Recs. Pty. Ltd., Festival House, 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Telex: 25686. Mng. Dir.: Allan Hely; Gen. Mgr.: Jim White; Sales Mgr.: Noel Brown

R C A Ltd., 11 Khartoum Rd., North Ryde, Sydney NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Brian Smith.

7 Recs. Pty. Ltd., 28 Cross St., Brookvale, NSW 2100. Tel: (02) 938-2200. Cable: SEVENRECOS. Telex: 20270. Chief Exec.: Ken Harding; Factory Mgr.: Arthur Wilson

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E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson; Mktg. Mgr.: Brian Harris.

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Copperfield Sound Prod'ns, 127 Carrington Rd., Waverley, NSW 2024. Tel: (02) 389-3043. Mng. Dir. & Gen. Mgr.: David Gibson.

Festival Recs. Pty. Ltd., Festival House, 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Telex: 25686. Mng. Dir.: Allan Hely; Gen. Mgr.: Jim White; Sales Mgr.: Noel Brown.

Patch Prod'ns Pty. Ltd., 8 Yeo St., Sydney, NSW 2089. Tel: (02) 909-2584.

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Video: ¾" cassette.

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson, Mktg. Mgr.: Brian Harris. ((PKG)
Audio: Cassette

Festival Recs. Pty. Ltd., Festival House, 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Telex: 25686. Mng. Dir.: Allan Hely, Gen. Mgr.: Jim White; Sales Mgr.: Noel Brown.

K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: MAGTAP. Telex: 71659. Gen. Mgr.: W. F. Gordon; Sales Mgr.: E. Black; Audio Sales Mgr.: Carlo Ferrante
Audio: Cassette
Video: ¾" cassette, ½" Beta, VHS & Philips (V-2000) cassette.

Klarion Ents. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Branches: Artarmon, NSW 2064, 3 Lancely Pl., Unit 3. Tel: (02) 438-1388–**Brisbane, Qld. 4000,** 199 Elizabeth St. Tel: (07) 229-2077–**Adelaide, SA 5000,** 35-37 Halifax St. Tel: (08) 212-2217.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel
Video: ¾" cassette

R C A Ltd., 11 Khartoum Rd., North Ryde, Sydney NSW 2113. Tel: (02) 888-5444. Cable: RCAAUST. Telex: 21654. Mng. Dir.: Brian Smith
Audio: Cassette.

Tape Duplicators Pty. Ltd., 3 Chard Rd., Brookvale, NSW 2100. Tel: (02) 938-1539. Dirs.: B.M.T. & L.A. Frost.
Audio: Cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: W. Dale Humphriss.
Int'l branches: France, Hong Kong, Israel, USA.

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex Australia Pty. Ltd., 65 Waterloo Rd., North Ryde, NSW 2113. Tel: (02) 887-3333. Cable: VIDEOTAPE. Telex: 20608. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: Blackburn, Vic. 3030, 21 Terra Cotta Dr., Tel: (03) 877-6222.
Audio: Cassettes, reels

Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661 6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: W. Dale Humphriss.
Int'l branches: France, Hong Kong, Israel, USA
Audio: 8-tr., cassettes, reels.

K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: MAGTAP. Telex: 71659. Gen. Mgr.: W. Gordon; Sales Mgr.: E. Black; Audio Sales Mgr.: Carlo Ferrante.
Audio: Cassettes, 5" & 7" reels.

Klarion Ents. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Telex: 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Branches: Artarmon, NSW 2064, 3 Lancely Pl., Unit 3. Tel: (02) 438-1388–**Brisbane, Qld. 4000,** 199 Elizabeth St. Tel: (07) 229-2077–**Adelaide, SA 5000,** 35-37 Halifax St. Tel: (08) 212 2217.
Audio: Reels.

JACKETS & SLEEVES

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson; Mktg. Mgr.: Brian Harris (LP)

LABELS, DISK

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson, Mktg. Mgr.: Brian Harris. (45, LP)

RAW MATERIALS

Nylex Corp. Ltd., 359 Horsley Rd., Milperra, NSW 2214. Tel: (02) 774-4444. Telex: 20403. Mng. Dir.: Henry Bosch; Gen. Mgr.: Keith J. Anderson; Prod. Mgr.: Malcolm Scott.
Product: Vinyl compounds (dry blend, granules or biscuit).

PROFESSIONAL TAPE SUPPLIES

E M I (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 20912. Cable: EMIRECORD. Telex: 24182. Mng. Dir.: Peter Jamieson; Mktg. Mgr.: Brian Harris.
Audio: Cassette labels.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Ltd., PO Box 48, Whitehorse Rd. 372-380, Nunawading, Vic. 3131. Tel: 878-8000. Cable: AGFAGEVAERT. Telex: 30702 Melbourne.
Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.
Video: Cassette, open reel.

Ampex Australia Pty. Ltd., 65 Waterloo Rd., North Ryde, NSW 2113. Tel: (02) 887-3333. Cable: VIDEOTAPE. Telex: 20608. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: Blackburn, Vic. 3030, 21 Terra Cotta Dr. Tel: (03) 877-6222.
Audio: Cassette, open reel.
Video: 2" & 1" open reel, ¾" & ½" cassette.

Audiotape, see Klarion.

B A S F Australia Ltd., 55 Flemington Rd., North Melbourne, Vic. 3051. Tel: 329-9555. Telex: 30448. Sales Mgr.: N. Price. (Raw only)
Audio: Cassette, open reel.

C P H Video, PO Box 27, Willoughby, NSW 2068. Tel: (02) 43-0444. Telex: 20689. Pres.: David Maxwell.
Int'l branches: England, USA.
Video: Cassette.

Caras Emporium Pty. Ltd., 215 Lonsdale St., Melbourne, Vic. 3000. Tel: (03) 663-3605. Telex: 31501. (Manufacturers' rep.)
Audio: 8-tr., cassette.
Brand name: Trackmaster.

G-tape, see Greencorp.

Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: W. Dale Humphriss.
Int'l branches: France, Hong Kong, Israel, USA.
Audio: 8-tr., cassette, open reel.
Video: ½" EIAJ open reel, ¾" cassette.
Brand names: G-tape, Greencorp, Opus.

Klarion Ents. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Telex: 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Branches: Artarmon, NSW 2064, 3 Lancely Pl., Unit 3. Tel: (02) 438-1388—**Brisbane, Qld. 4000,** 199 Elizabeth St. Tel: (07) 229-2077—**Adelaide, SA 5000,** 35-37 Halifax St. Tel. (08) 212-2217.
Audio: Blank—cassette, open reel, raw—8-tr. cassette, open reel.
Brand names: Audiotape, Klarion.

Opus, see Greencorp.

Trackmaster, see Caras.

TAPE DUPLICATING & PROCESSING EQUIPMENT

B A S F Australia Ltd., 55 Flemington Rd., North Melbourne, Vic. 3051. Tel: 329-9555. Telex: 30448. Sales Mgr.: N. Price.
Audio: Pancakes.

Caras Emporium Pty. Ltd., 215 Lonsdale St., Melbourne, Vic. 3000. (Manufacturers' rep.)
Audio: Winders, exercisers, 8-tr. duplicators, verifiers, 8-tr. & cassette loaders.
Brand name: Trackmaster.

Klarion Ents. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Telex: 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Branches: Artarmon, NSW 2064, 3 Lancely Pl., Unit 3. Tel: (02) 438-1388—**Brisbane, Qld. 4000,** 199 Elizabeth St. Tel: (07) 229-2077—**Adelaide, SA 5000,** 35-37 Halifax St. Tel: (08) 212-2217.
Audio: Checkers, duplicators, loaders.
Brand name: Otari.

Otari, see Klarion.

Trackmaster, see Caras.

• accessories manufacturers

Ampex Australia Pty. Ltd., 65 Waterloo Rd., North Ryde, NSW 2113. Tel: (02) 887-3333. Cable: VIDEOTAPE. Telex: 20608. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: Blackburn, Vic. 3030, 21 Terra Cotta Dr. Tel: (03) 877-6222.
Product: Tape—head cleaners & demagnetizers, leader & splicing tape & equip.

B A S F Australia Ltd., 55 Flemington Rd., North Melbourne, Vic. 3051. Tel: 329-9555. Telex: 30448. Sales Mgr.: N. Price.
Product: Tape—head cleaners, splicing tape & equip.

Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Mng. Dir.: Mimmo LoPrete; Sales Mgr.: Sam LoPrete.
Product: Record & Tape—carrying & storage cases (audio).

Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: W. Dale Humphriss.
Int'l branches: France, Hong Kong, Israel, USA.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

K G C Magnetic Tape Pty. Ltd., PO Box 118, 40 Applebee St., St. Peters, Sydney, NSW 2044. Tel: (02) 519-2677. Cable: MAGTAP. Telex: 71659. Gen. Mgr.: W. Gordon; Sales Mgr.: E. Black; Audio Sales Mgr.: Carlo Ferrante.
Product: Tape—head cleaners, demagnetizers, leader & splicing tape & equip.

Klarion Ents. Pty. Ltd., PO Box 379, 63 Kingsway, South Melbourne, Vic. 3205. Tel: (03) 61-3801. Telex: 34732. Mng. Dir.: B.K. Horman; Sales Mgr.: R. Welch.
Branches: Artarmon, NSW 2064, 3 Lancely Pl., Unit 3. Tel: (02) 438-1388—**Brisbane, Qld. 4000,** 199 Elizabeth St. Tel: (07) 229-2077—**Adelaide, SA 5000,** 35-37 Halifax St. Tel. (08) 212-2217.
Product: Tape—head cleaners, demagnetizers, leader & splicing tape & equip.

• store fixtures

Ampex Australia Pty. Ltd., 65 Waterloo Rd., North Ryde, NSW 2113. Tel: (02) 887-3333. Cable: VIDEOTAPE. Telex: 20608. Mgr./Dir.: Greg Nixon; Magnetic Tape Div. Mktg. Mgr.: Richard Blackett.
Branch: Blackburn, Vic. 3030, 21 Terra Cotta Dr. Tel: (03) 877-6222.
Product: Tape display racks.

Colossal Recs. of Australia, 28 Milton St., West Melbourne, Vic. 3003. Tel: (03) 329-0316. Mng. Dir.: Mimmo LoPrete; Sales Mgr.: Sam LoPrete.
Product: Display racks.

Greencorp Magnetics Pty. Ltd., 80 Perry St., Matraville, NSW 2036. Tel: (02) 661-6511. Telex: 24761. Mng. Dir.: Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: W. Dale Humphriss.
Int'l branches: France, Hong Kong, Israel, USA.
Product: Divider cards.

AUSTRIA

Population: 7,499,395.
Population by age groups: 0-14—1,537,714; 15-24—1,223,164; 25-49—2,408,356; 50+—2,330,161.
Rate of exchange: $1 (US) = 16.00 schillings.
Per capita income: $5,940.
Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), Ascension Day, Pentecost, Corpus Christi, August 15 (Assumption), October 26 (National Holiday), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25, 26 (Christmas).

RECORDS

Record sales certification awards: Gold single—50,000 units. Gold LP—25,000 units.
Records sold domestically including imports (retail value): LP's 1980—6,900,000 units, $48,126,000; 1979—6,959,000 units, $41,293,000. Singles 1980—3,500,000 units, $9,062,000; 1979—3,737,000 units, $10,495,000.
Records imported from USA (factory value): 1980—$322,000; 1979—$312,000.
Records exported to USA (factory value): 1980—$29,000; 1979—$57,000.
Records imported from countries other than USA (factory value): 1980—$13,845,000; 1979—$15,332,000.
Records exported to countries other than USA (factory value): 1980—$1,923,000; 1979—$2,005,000.
Average retail price per record: LP's—$6.97; singles—$2.59.
TV merchandising: 13% of total sales.
Record club sales: 15.5% of total.
Discounting: Frequent.
Type of distribution: The manufacturer-to-retailer system predominates with a market share of approximately 64%; the manufacturer-to-wholesaler-to-retailer system has 16%; manufacturer-to-record club-to-retailer has 15.5%; rack jobbing has 4.5%.
Type of promotion: Austrian TV and the broadcasting system owned by the government are the main sources, followed by magazines, newspapers, discos and fan clubs.
Jukeboxes: 10,000.

TAPE:

Market: The tape market, where the musicassette system prevails, decreased about 20% in 1980 compared to 1979. The main reason for this is attributed to the sales of blank cassettes, of which about 10.5 million were sold in 1980. The market for 8-track cartridge and open reel is virtually nonexistent. VHS dominates the video market, followed by Video 2000 and Beta.
Pre-recorded tape sold domestically: Cassette 1980—2,716,000 units, $23,016,000; 1979—3,026,000 units, $27,412,000.
Pre-recorded tape imported from USA (factory value, CIF): 1980—$56,300.
Pre-recorded tape imported from countries other than USA (factory value, CIF): 1980—$7,335,000.
Pre-recorded tape exported to countries other than USA (factory value, FOB): 1980—$1,618,000.
Average retail price per tape: Cassette—$8.47.

CONSUMER ELECTRONICS:

Number of homes with: Radios—2,350,000; television sets—2,120,000, color—1,000,000, b&w—1,200,000, phonographs—1x650,000; audio tape recorders—3,400,000; video tape recorders—57,000.

RADIO STATIONS:

No. of government 3 (1 AM, 3 FM).

TELEVISION STATIONS:

No. of channels: 2 government; 85% color (PAL).

IMPORT/EXPORT REGULATIONS:

Record imports from EFTA (European Free Trade Ass'n) and EG (European Common Market) countries are tax free; those from the USA are taxed 15.5%. Tape imports from EFTA countries and EG countries are tax free; those from the USA are taxed 10%.

MARKET ANALYSIS:

The Austrian sound-carrier market is dominated by the members of the Austrian branch of the International Federation of Producers of Phonograms and Videograms. The IFPI represents the biggest companies such as Amadeo, Ariola, Bellaphon, CBS, EMI Columbia, Musica, Phonogram, Polydor and WEA. The record clubs have great importance here, having been able to reach a sales turnover of 15.5% of the entire market. The turnover of the non-IFPI members reached about 21%.

1980 record company sales were down about 1.5% compared to 1979. The most important slump in the record field was registered by low-price albums, which were down 30%, while middle-and high-price album sales rose about 10%.

While open reel and 8-track cartridges have nearly vanished from the Austrian market, musicassettes dropped 15% in 1980. This was due to the effects of worldwide recession on the sound-carrier market and to sales of blank cassettes. According to a market research institute study, it is estimated that some 10.5 million blank cassettes were sold in Austria in 1980.

Market share for type of music is divided into 58% for international pop and entertainment, 20% national pop and entertainment, 13% classical and 9% country.

After a Supreme Court decision, parallel imports have no longer increased. This is also due to the fact that record prices have been rising considerably in the neighboring countries.

Video is becoming more important. It is estimaped that an additional 25,000 new video units will be bought in 1981, adding to the current 57,000. VHS dominates the pre-recorded video market, followed by Video 2000 and Beta. Video 2000 enjoys much of its success to tha Philips video factory in Vienna, which has a capacity of 700,000 recorders per year.

Manfred Schreiber.

• record & tape manufacturers / distributors / importers

A V O Schallplatten GmbH, Kohlgasse 23, A-1050 Vienna. Tel: (0222) 55 13 57. Telex: 77307. Gen. Mgr.: Heinz Juergens.
Labels: (Owned) AVO; **(distributed—not licensed)** Baca (Germany), Compact (Germany), Concord (Germany), Image (Switzerland), Maerchenland (Germany), Opp (Germany), Polyband (Germany), Topsound (Germany).

Accord Schallplatten Produktion GmbH & Co. KG, Herzog Friedrich Str. 8, A-6020 Innsbruck. Tel: (05222) 27 3 64. Gen. Mgr.: Wolfgang Lochbihler.

Amadeo Oesterreichische Schallplatten GmbH (IFPI), Mariahilfer Guertel 32, A-1060 Vienna. Tel: (0222) 56 35 60. Cable: AMADEODISC. Telex: 75261. Gen. Mgr.: Victor R. Cordani; Sales Mgr.: Gottfried Urschler.
Labels: (Owned) Amadeo, Atom; **(distributed—not licensed domestic)** WM Produktion; **(licensed foreign)** Ades (France), BBC (UK), Barclay (France), Big Bear (UK), Black Lion (UK), Butterfly (USA), Brain (Germany), CNR (Netherlands), CTI (USA), Can't Stop (USA), Celier (France), Chiswick (UK), Christophorus (Germany), Ciao (Italy), Cream (USA), DJM (UK), De-Lite (USA), Disneyland (USA), EGG (France), Elite Special (Switzerland), Erlkoenig (Germany), Global (Germany), Gold (Switzerland), Kudu (USA), Juwel (Germany), Intercord (Germany), LA (USA), Lax/Far Out (USA), Logo (UK), Mandragora (Germany), MPS (Germany), Metronome (Germany), Nature (Germany), Nems (UK), Ovation (USA), Pacific Art (USA), Passport (USA), Ricordi (Italy), Riviera (France), Saphir (Gerpmany), Shark (USA), Spiegelei (Germany), Springboard (USA), Sussex (UK), Suff (Germany), Toledo (Germany), Tudor (Switzerland), Zebra (Germany).
Int'l reps.: Belgium (Polydor), Finland (Finnlevy), France (Phonogram), Germany (Metronome), Italy (Ricordi), Luxembourg (Polydor), Japan (Phonogram), Netherlands (Polydor), Norway (Norsk Phonogram), Portugal (Phonogram), South Africa (EMI), Spain (Hispavox), Sweden (Sonet), Switzerland (Metronome), UK (Sonet), USA (Apon).

Angel, see EMI.

Archiv, see Polydor.

Ariola Schallplatten GmbH (IFPI), Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 05. Mng. Dir.: Stephen von Friedberg; Mktg. Mgr.: Erich Krapfenbacher.
Home office: Germany, Ariola-Eurodisc.
Labels: (Owned) Ariola, Arista, Baccarola, Eurodisc, Pan, Savoy; **(licensed)** Albion (UK), Bearsville (USA), Bronze (UK), CMH (USA), Caroline (UK), Clan Celentano (Italy), Front Line (UK), Golden Hour (UK), Hansa (Germany), Island (UK), Jupiter (Germany), MCA (USA), Manticore (UK), Maritim (Germany), Melodia (USSR), Montana (Germany), Musiza (Italy), Oasis (Germany), PBR (USA), President (UK), Pye (UK), Real (UK), Roulette (USA), Shelter (USA), Sire (USA), Supraphon (Czechoslovakia), Tomato (USA), Virgin (UK); **(distributed—not licensed)** Arcade (Germany), Hit, Lion Baby, Wolf.
Int'l reps.: See Ariola-Eurodisc listing in Germany.

Arista, see Ariola.

Artone, see CBS.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

Atom, see Amadeo.

Autobahn, see Phonogram.

Baccarola, see Ariola.

Bacillus, see Bellaphon.

Back Door, see Phonogram.

Bellaphon Recs. (IFPI), Grundsteingasse 5-7, A-1160 Vienna. Tel: (0222) 43 61 22. Telex: 75922. Gen. Mgr.: Gerhard David; A&R Mgr.: Rudolf Spreitzer.
Home office: Germany.
Labels: (Owned) Bacillus, Bellaphon, Bellaphon Classic, Bellaphon Condor Serie, Bellaphon Int'l, Bellaphon Panoptium, Bellaphon World Serie, Danube Jazz Serie, Heimatland, Pfiffikus, Rare Bid; **(licensed)** Acanta (Germany), Accent, Admiral, Alaska, Appaloosa, Arhoolie (USA), Aristocrate (East Germany), Audio Fidelity, Audio Rarities, Avatar (UK), Bang (USA), Biton, Black Bear, Black Saint (USA), Blues Classics, Boardwalk (USA), Bullett, Bunte Illustrierte (Germany), Cain (Germany), Canyon, Chant du Monde (France), Chiaroscuro, Concord Jazz (USA), Cottonball, Dallas Sound, Delos, Direction, ECM (Germany), ENJA (Germany), Eterna, Everest, Evolution, Exhibit, Experiences Anonymes, Fabulous, First Class, First Component Series, Four Leaf Clover, Gordy (USA), Greensleeves (UK), Hallelujah, Hitsville, Hoer Zu/Bellaphon (Germany), Honey Bee, Image, Initial, JAPO (Germany), JVC Direct Disk (Japan), Jackson Sound, Jamaica Sound (UK), Karate, King, Kiswell (UK), L&R (Germany), Lyrichord, Mr. G, Motown (USA), Mowest (USA), Muse, Nagara, Nessa, Old Timey, Panoptikum, Peg (Germany), Peggy (Germany), Penny Farthing (UK), Perception, Piccolo, Pick Up, Pingouin, Plantation (USA), Pompeji, Pop, Power Rak, Prodigal, Rare Earth, Richey, Ri-Fi (Italy), Roadshow, Roxbury, SSS Int'l, Schluesselloch (Germany), Schwann (Germany), Scotti Bros. (USA), Sesam, Shout, Soul, Soul Note, Spotlite, Starday-King, Stax, SteepleChase, Stereo Dimension, Stern/Bellaphon (Germany), Sun (USA), Swing, Tamla Motown (USA), Tapestry, Thimble, Timeless, Tonstudio Biber (Germany), Turtle Creek, Vesuvious, Victory, WATT (Germany), Woolfe.

Das Beste (Verlag) GmbH (Reader's Digest Verlag GmbH), Singerstr. 2, A-1010 Vienna.
Label: Das Beste.

Blue Danube, see Musidisc.

Bovema, see EMI.

A Burkl oHG Schallplatten Gross & Einzelhandel, Reisnerstr. 32, A-1030 Vienna. Tel: (0222) 72 14 59. (Distributor).

C B S Schallplatten GmbH (IFPI), Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 08. Cable: COLRECORD. Telex: (8470) 12123. Gen. Mgr.: Jaroslav Sevcik; Mktg. & Sales Mgr.: Rudolf Nikles.
Labels: (Owned) Artone, CBS, Embassy, Epic, Harmony, Maestro, Masterworks, Odyssey, Portrait, Robbi; **(licensed)** A&M (USA), Alladin, BID, Bang (USA), Blue Star, Blue Sky (USA), CGD (Italy), Caribou (USA), Curb (USA), Dreyfus (France), GTO (UK), Horizon (USA), Invictus (USA), Jet (UK), Johnston (USA), Kirshner (USA), M Music, Monument (USA), Nemperor (USA), Philadelphia Int'l (USA), Precision (USA), Starflite (USA), TK (USA), T-Neck (USA), Uncle Jam (USA), Unlimited Gold (USA).

Capitol, see EMI.

Casablanca, see Phonogram.

Charisma, see Phonogram.

Classics for Pleasure, see EMI.

Cobra, see EMI.

Columbia, see EMI.

Columbia-Music, see EMI.

Communica, Kleeblattgasse 4, A-1010 Vienna. Tel: (0222) 63 24 45, 63 55

52, 66 34 48.
Cotillion, see WEA.
Court Opera Classics, see Otto G. Preiser.
Crystal, see EMI.
D G, see Polydor.
D R K, see Phonogram.
Danube Jazz Serie, see Bellaphon.
Discotrade Gesellschaft mbH, Neulerchenfelderstr. 12, A-1160 Vienna. Tel. (0222) 48 25 91. Telex: 135245. Gen. Mgr.: Erich Kahr; Sales Mgr.: Alfred Kretschmer. (Distributor/Importer)
Labels: (Distributed—not licensed) Amati, Bella Musica, Clear Sound, Delta, Europa, Jet, Multisound, SST, Sonic, Song, Supertone (all Germany).
DisqueD'Autriche, see Musidisc.
Donauton, see Musidisc.
E M I Columbia Austria GmbH (IFPI), Webgasse 43, A-1060 Vienna. Tel: (0222) 57 36 76. Cable: EMICDL. Telex: 1-13336. Mng. Dir.: Peter Mampell; Sales Mgr.: Roland Beck; Finance & Admin. Dir.: Wilfried Hawlik; A&R Nat'l Mgr.: Joe Artner; A&R Int'l Mgr.: Christine Hruska. **Local branch:** Kaerntnerstr. 30. Tel: (0222) 52 36 75.
Branch: A-5020 Salzburg, Universitatsplatz 15. Tel: (06222) 43 215.
Labels: (Owned) Angel, Bovema, Capitol, Classics For Pleasure, Cobra, Columbia, Columbia-Music, Crystal, EMI, EMI America, EMI-Disc, EMI-EAR, Electrola, Eminent, Encore, Gloria, Harvest, His Masters' Voice, Liberty United, Musica Prae Classica, Negram, Ddeon, One Up, Parlophone, Pathe, Pathe-Marconi, Regal, Seraphim, Sidewalk, Sonopresse, Stimme Seines Herrn, Talisman, United Artists, Waverley, Welt-Rekord; **(licensed foreign)** Abbey Road (UK), Accent (UK), Apple (UK), Artists House (USA), Blue Note (USA), Chranders (Germany), Colcrit (Germany), Folkways (USA), Harmonia Mundi (Germany), Hitsville (UK), Hoer zu (Germany), Kaleidoskop (Germany), Kling Klang (Germany), MFP (UK), Oz (Australia), Papagayo (Germany), Prisma (Germany), RAK (UK), Rolling Stones (UK), Ruessl Raeckords (Germany), Safari (Germany), Soul (USA), Sunbirst (UK), Unicorn (UK), Vanguard (USA), Yona (France), Zoom (UK).
Earl Recs., Industriestr. B13, A-2345 Brunn. Tel: (02236) 6188. Telex: 79182. Chief Exec.: Renate A. Herzog.
Eastwind, see Phonogram.
Electrola, see EMI.
Elektra, see WEA.
Embassy, see CBS.
Eminent, see EMI.
Encore, see EMI.
Epic, see CBS.
Eurodisc, see Ariola.
Euroton Austria GmbH, Nobilegasse 40-42, A-1150 Vienna. Tel: (0222) 92 11 02. Telex: 31111. Mng. Dir.: E. Kozak; Sales Mgr.: Gerhard Hoke.
Labels: (Owned) Optima, Souvenir; **(represented)** Camden (UK), Documentary Series (Germany), Hallmark (UK), Pickwick (France, USA).
Fantastik, see Koch.
Fass, see Phonogram.
Fontana, see Phonogram.
Gig Sound Recs., Favoritenstr. 72, A-1040 Vienna. Tel: (0222) 65 91 46. Telex: 133906. Mng. Dir.: Markus Spiegel; Import Mgr.: Wolfgang Strobl. (Importer)
Gloria, see EMI.
Harmony, see CBS.
Harvest, see EMI.
Heimatland, see Bellaphon.
Heliodor, see Polydor.
Help Int'l, see Help Recs.
Help Recs., Johann Schaschlweg 9, A-9020 Klagenfurt. Tel: (04222) 31 558. Chief Exec.: Eddy Korsche.
Labels: (Owned) Help, Help Int'l, Life.
His Master's Voice, see EMI.
Hit Rec. Austria Musikproduktion, Dr. Rasperstr. 10A, A-4802 Ebensee. Tel: (06133) 72 90. Dir.: Gisela Feichtinger; Prod'r: M. Feichtinger. (Distributed by Ariola)
Inpart Warenhandel GmbH, Aspernstr. 133, A-1224 Vienna. Tel: (0222) 22 73 78. Telex: 133934. Mng. Dir.: Gabriele Freihammer; Dist'n: Kurt Schweiger.
Intraton, see Musidisc.
Ixthuluh, Harrachstr. 46, A-4020 Linz. Tel: (0732) 25 72 84.
Label: (Represented) Ralph (USA).
Jenisch, Schallplatten-Produktion, Alberichgasse 8, A-1150 Vienna. Tel (0222) 92 32 62. Gen. Mgr.: Ervin H. Jenisch.
K-tel Int'l GmbH, Mariannengasse 32, A-1090 Vienna. Tel: (0222) 43 95 71. Telex: 076923. Mng. Dir.: Wolfgang Simon; Sales Mgr.: W. Tomschik.
Kabarett aus Wien, see Otto G. Preiser.
Karussell, see Polydor.
Koch Recs., A-6652 Elbigenalp/Tirol. Tel: (05634) 6444, 221. Telex: 05561. Dir.: Franz Koch; Sales Mgr.: Selb Anton.
Labels: (Owned) Fantastik, Koch, Roko.
Lebendige Vergangenheit, see Otto G. Preiser.
Lesborne Oesterreich Tontraeger GmbH, Kremsergasse 8-10, A-1130 Vienna. Tel: (0222) 82 42 15. Telex: 134391. Gen. Mgr.: Herman Macek; Prod'r: Oscar Frenslich.
Label: (Distributed) Sona Souvenir.
Liberty United, see EMI.
Life, see Help.
Lion Baby Recs., Hietzinger-Hauptstr. 98, A-1130 Vienna. Tel: (222) 82 27 954, 82 68 233. Gen. Mgr.: Peter Lossack. (Distributed by Ariola)
M C P-Joechler, Box 47, Industriestr. A-6430 Oet.tal. Tel: (05266) 542. Telex: 53991. Gen. Mgr.: Hans Joechler.
M G M, see Polydor.
M S C (Music Serv. Center) GmbH, Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 85 44, 85 83 91. Telex: 135249. Mng. Dir.: Walter Schwabl.
Maestro, see CBS.
Mandragora, see Amadeo.
Masterworks, see CBS.
Mercury, see Phonogram.
Migo Schallplatten, Fuchsthallergasse 11, A-1090 Vienna. Tel: (0222) 31 54 96. Gen. Mgr.: Rudolf Matiasovics. (Distributor/Importer)
Labels: All labels from UK & USA.
Mojam, see Montego.
Montego Mgmt. (IFPI), Kohlenhofgasse 4/8, A-1150 Vienna. Tel: (0222) 83 05 52. Gen. Mgr.: Lance Lumsden; Promo. Ass't: Alice Gautier.
Label: (Owned) Mojam.
Musica Prae Classica, see EMI.
Musica Schallplatten Vertrieb GmbH (IFPI), Webgasse 43, A-1060 Vienna. Tel: (0222) 57 56 46. Cable: MUSICA. Gen. Mgr.: Franz J. Wallner; Sales Mgr.: Franz Brenner. (Distributor)
Labels: (Distributed—not licensed) Aavalanche, Alarm, Aquarius, Arcade, Argo, Arion, Auditon, Autobahn, Aves, BBZ, BTM Baby, Beserkley, Big Mouth, Box, Buddah, CBD, Cantagallo, Cheapskate, Chess, Contempo, Creole, Cube, DRG, Decca, Delphine, Deram, Diamant, EMG, Electric, Erato, First American, Flying Dutchman, Fuer Dich, GEM, Gold Mind, Good Earth, Grunt, Gryphon, H&L, Heimat-Melodie, Ibach, Janus, Jupiter, Kama Sutra, Kayvette, Kick, Kiosk, Line, Lollipop, London, London-Crossover, MAM, Magnet, Malaco, Midland, Millennium, Nems Spiegelei, Nova, Nova-Goodear, Numero Uno, OK, L'Oiseau Lyre, Opus, Phantom, Pinball, Pinnacle, Pool, Pro Arte, Produttori Associati, RCA, RPM, Red Bus, Roadshow, Saga, Seon, Solar, Soul Train, Spaghetti, Stiff, Stille Musik, Storyville, Strand, Sugar Hill, TTR, Tattoo, Telarc, Telefunken, Threshold, Tomato, Trojan, 20th Century, Ullstein, Vinyl, Vogue, Windsong, Wooden Nickel, Yep, Zerolandia, Zilch.
musica viva Austria, Trabenig 32, A-9241 Wernberg. Tel: (04252) 21 74, (04242) 2 67 52. Gen. Mgr.: Dr. Elfriede Ortner.
Labels: (Owned) musica viva; **(represented)** Orpheus, Pape Verlag Berlin.
Musidisc Schallplatten, Stuwerstr. 35, A-1020 Vienna. Tel. (0222) 24 34 01, 92 25 73.
Labels: (Owned) Blue Danube, Disque D'Autriche, Donauton, Intraton, Musidisc, Popcord, Viewtone.
Negram, see EMI.
Nonesuch, see WEA.
Ddeon, see EMI.
Ddyssey, see CBS.
One Up, see EMI
Optima, see Euroton.
Paltram Prod'ns, Gebr. Lang-G 11/18, A-1150 Vienna. Tel: (0222) 83 89 154. Gen. Mgr.: Evelyn Sperker.
Labels: Paltram, Roots, Soundbird, Truth.
Pan, see Ariola.
Parlophone, see EMI
Pathe, see EMI.
Pathe-Marconi, see EMI.
Pfiffikus, see Bellaphon
Philips, see Phonogram.
Phonogram (IFPI), Mariahilfer Guertel 32, A-1060 Vienna 6. Tel: (0222) 56 55 83. Telex: 0112512. Gen. Mgr.: Erhart Pusching; Int'l Prod. Mgr.: Michael Neubauer; Int'l Promo. Mgr.: Horst Bichler; Sales Mgr.: Gottfried Urschler.
Labels: (Owned) Autobahn, Back Door, Casablanca, Charisma, DRK, Eastwind, Fass, Fontana, Mercury, Philips, Polystar, Star Club, Vertigo; **(licensed)** Rocket, Rough Trade; **(distributed)** Roots.
Polydor GmbH (IFPI), Mariahilferstr. 127, A-1060 Vienna 6. Tel: (0222) 56 15 71. Mng. Dir.: Erich Turan.
Labels: (Owned) Archiv, DG, Heliodor, Karussell, MGM, Polydor, Verve; **(represented)** Carrere (France), Dreamland, EG (UK), GTD (UK), Harlekin (Netherlands), Hispavox (Spain), Polar (Sweden), RSO (UK), Spring (USA).
PolyGram Musikunternehmen GmbH, Mariahilfer Guertel 32, A-1061 Vienna 6. Tel: (0222) 57 63 66. Telex: 12512. Pres.: Wolfgang Arming; Procurist: Franz Rauscher.
PolyGram Rec. Serv. GmbH (IFPI), Kreilplatz 1, A-1195 Vienna. Tel: (222) 37 15 45. Telex: 074577. Gen. Mgr.: Dr. Helmut Hofmann.
Polyhymnia, Industriestr. B13, A-2345 Brunn. Tel: (02236) 6188. Telex: 79182. Chief Exec.: Renate A. Herzog.
Polystar, see Phonogram.
Popcord, see Musidisc.
Portrait, see CBS.
Otto G. Preiser & Co., Fischerstiege 9, A-1010 Vienna. Tel. (0222) 63 62 28, 63 18 53. Pres.: Otto G. Preiser.
Labels: (Owned) Court Opera Classics, Kabarett aus Wien, Lebendige Vergangenheit, Preiser; **(licensed)** Turnabout (USA), Vox (USA).
Int'l reps.: France (Dave), Germany (EMI-Electrola), Japan (Nippon Columbia), Switzerland (Jecklin), UK (Parnote Distribution), USA (German News).
Rare Bird, see Bellaphon.
Regal, see EMI.
Reprise, see WEA.
Robbi, see CBS
Roko, see Koch.
Roots, see Paltram & Phonogram.
Savoy, see Ariola.
Seraphim, see EMI.
Sidewalk, see EMI.
Sona Souvenir, see Lesborne.
Sonopresse, see EMI.
Soundbird, see Paltram.
Souvenir, see Euroton.
Star Club, see Phonogram
Stimme Seines Herrn, see EMI.
Talisman, see EMI.
Teldec/Musica Austria, Webgasse 43, A-1060 Vienna.
Truth, see Paltram.
Tyrolis (Rasinger Handels GmbH & Co.), Meilstr. 36, A-6170 Zirl/Tirol. Tel: (05238) 24 03. Telex. 53947. Mng. Dir.: Elsa Rasinger; Press & PR: Angelique Jennerwein.
United Artists, see EMI.
V A M O (Verband der Arbeiter Musikvereine Desterreich), Fischerstiege 4, A-1010 Vienna. Tel: (0222) 63 91 65.
V M Recs. Vertriebs GmbH & Co. KG, Box 47, Industriestr., A-6430 Oetztal. Tel: (05266) 8126. Telex. 53991. Gen. Mgrs.: Hans Joechler, Hubert Pirschner.
Vertigo, see Phonogram.
Verve, see Polydor.
Viewtone, see Musidisc.
W E A Music Tontraegervertriebsgesellschaft mbH (IFPI), Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 75 57. Chief Exec.: Gunther Zitta; Gen. Mgr.: Dr. Harald Neuteufl.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Reprise, WEA Int'l (USA), Warner Bros.; **(licensed foreign)** Automatic (UK), Big Tree (USA), Blue Inc. (UK), Bunny (Germany), Curb (USA), Dark Horse (USA), DiscReet (USA), Emerald City (USA), F-Beat (UK), Finnadar (USA), IC catalog prod. (Germany), Korova (UK), Laser (UK), Little David ((USA), Planet (USA), RFC (USA), Radar (UK), Riva (USA), Scope (UK), Strike (UK), Swan Song (USA), TDS (USA), Westbound (USA), Whitfield (USA).
W M Produktion, see Wiener & Amadeo.
Warner Bros., see WEA
Waverley, see EMI.
Welt-Rekord, see EMI.
Wiener Musikproduktion (IFPI), Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Cable: WMPRODUKTION. Gen. Mgrs.: Thomas Albrecht, Richard Toeman, Johann Michel; Ass't Mgrs.: Hans Granzer, Peter Jirka. (Distributed by Amadeo).
Label: (Owned) WM Produktion.
Wolf, see Ariola.

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Aberbach (Wien) GmbH/Intersong Musikverlag GmbH, Schellingasse 7, A-1010 Vienna. Tel: (0222) 52 63 46. Telex: 12512. Chief Exec.: H. Schneider.
Admira Musikverlag KG, Postfach 287, Schellinggasse 7/6, A-1010 Vienna. Tel: (0222) 52 63 46. Mng. Dir.: Hermann Schneider.
Allround Music, see Arends.
Arena Musikverlag, Gluckgasse 1, A-1010 Vienna. Tel: (0222) 52 63 46.
Arends Music KG, Industriestr. B13, A-2345 Brunn. Tel: (02236) 6188. Gen. Mgr.: Renate A. Herzog.
Int'l firms represented: Paul C. Arends, Burlington, Hazyland, Shirley, Trumpf (all Germany).
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Atraum Music Verlag GmbH, Sechshauserstr. 112/16, A-1150 Vienna. Tel: (0222) 83 20 334. Gen. Mgrs.: Johann Hausner, Thomas Albrecht. (Administered by Josef Weinberger)
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Bellver Music, Grundsteingasse 5, A-1160 Vienna. Tel: (0222) 43 61 22. Gen. Mgr.: Gerhard David; A&R Mgr.: Rudolf Spreitzer.
Int'l branch: Germany.
Belvedere Musikverlag, Graf Starhemberggasse 38, A-1040 Vienna. Tel: (0222) 65 23 60, 65 19 50. Owner: Erich Benedini.
Bosworth & Co. Ltd. GmbH, Dr. Karl Lueger Platz 2, A-1010 Vienna. Tel: (0222) 52 81 40.
Int'l branches: England, Germany.
Franz Christ Wiener Arion Verlags-GmbH, Schoenbrunnerstr. 124, A-1050 Vienna. Tel: (0222) 55 83 92. Gen. Mgrs.: Gottfried Indra, Margaretha Hrubes. (Affiliated with Feuerschwert [Ed.])
Condor Musikverlag Hannelore Winkler, Durigstr. 20, A-6020 Innsbruck. Cable: CDNDDR Telex: 054222. Owner & Mgr.: Hannelore Winkler.
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Ludwig Doblinger (Bernhard Herzmansky) KG, Dorotheergasse 10, A-1010 Vienna. Tel: (0222) 52 35 04. Cable: MUSICDOB. Comm'l Mgr.: Helmuth Pany.
Int'l firms represented: Associated (USA), Bote & Bock (Germany), Henle (Germany).
Int'l reps.: France (BMB Mario Bois), Germany (MGS-Zimmerhansl), Italy (Messagerie), South Africa (Criterion), UK (Alfred A. Kalmus), USA (Associated).
Eberle-Verlag, see Edith Hochmuth.
Eddyton Ed. Johann Schashlweg 9, A-9020 Klagenfurt. Tel: (04222) 31 558.
Efi-Ton Verlag, Fillgradergasse 11, A-1060 Vienna. Tel: (0222) 57 69 423. Owner: Elisabeth Huber.
Euro-Music, Neulerchenfelderstr. 3-7, A-1160 Vienna. Tel: (0222) 43 59 91. Telex: 113705. Gen. Mgr.: Thomas Albrecht; Ass't Mgrs.: Hans Granzer, Peter Jirka.
Int'l firms represented: ATV (USA), Abacus (Germany), Accord (Germany), Angela (South Africa), At Home (USA), Baby Run (UK), Bearsongs (UK), Beserkley (USA), Black Bull (USA), Black Neon (UK), Black Sheep (UK), Blue Mountain (UK), Blue Seas (USA), Bourne group (USA), Brand X (USA), Cam-Al (UK), Cammoran (Germany), Cansel (UK), Center City (USA), Chriswood (UK), Cookhouse (USA), Roger Cook (USA), Cream (USA), Cross Keys (USA), Delme (Germany), Dizzy Heights (UK), Donna (UK), Double R/Green Grass (USA), Ear Responsible (USA), Eau D'Yeah (USA), Eighties (USA), Elmira (Canada), Far Out (USA), B. Feldman (UK), Forever Endeavor (USA), Four Knights (USA), Francis Day & Hunter (Germany), Freedom (UK), Garden Court, Gold Sovereign (USA), Grob (USA), Gull (UK), Hard Work (USA), Hello There (USA), Hewo (Germany), Hit & Run (UK), Island group (UK), Jac (USA), Jobete (USA), KL West Coast (USA), Kaiser (USA), Kevin (UK), Kiss (USA), Kongride (UK), LBG Artists (Netherlands), Larball (USA), Lestercourt (UK), Levine & Brown (USA), Liliput (Germany), Lingo (Germany), Makamillion (USA), Manticore (UK), Martin-Coulter (UK), Melodie Der Welt (Germany), Mercy Brothers (Canada), Middle Road (UK), Mighty Three (USA), Milwaukee (USA), Mr. Bones (USA), Modern Love Songs (USA), Morgenrot (Germany), Geoff Morrow (UK), Mother Tongue (USA), Munchkin (USA), Murfeezongs (USA), No Sheet (USA), Olymp (Germany), Peach Cobbler (USA), Queen (UK), RAK (UK), Radar (UK), Relaxed (USA), Roba (Germany), Rye Boy (USA), SSP (UK), St. Annes (UK), Satril (UK), Screen Gems-EMI (UK), Shanna (UK), Siebenpunkt (Germany), Slow Dancing (USA), Small Hill (USA), Stablo (Germany), Stallion (USA), Sterling (USA), Third Story (USA), Three Knights (USA), Tree (USA), Tremor (USA), Tumbleweed (Australia), Twitty Bird (USA), Uncanny (USA), Valdene (UK), Vanilla (UK), Vassar (USA), Warhawk (USA), Westwind (Germany), Frank Zappa (USA).
Feuerschwert (Ed.), Hofmoklgasse 1-5, A-1150 Vienna. Tel: (0222) 83 56 05. Mng. Dir.: Stephen von Friedberg; Gen. Mgr.: Gottfried Indra. (Affiliated with Franz Christ).
Fortissimo Verlag, Margaretenplatz 4, A-1050 Vienna. Tel: (0222) 55 72 404. Mgr.: Bruno Hauer.
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Helbling KG E. Harm & Co. (Ed.), PO Box 416, A-6021 Innsbruck; Kaplanstr. 9, A-6064 Neu-Rum/Innsbruck. Tel: (05222) 62-333. Cable: HELBLINGMUSIK. Chief Exec.: Helmut Winkler.
Int'l firms represented: Michael Jary (Germany), Hans Sikorski (Germany).
Edith Hochmuth Verlags GmbH, Seilergasse 12, A-1010 Vienna. Tel: (0222) 52 27 51, 52 21 42, 52 27 14. Cable: WELTMUSIK. Telex: 135049. Gen. Mgr.: Edith Hochmuth.
Int'l firms represented: Mento, Quint, Valentine (all Germany).
Gottfried Indra Musik & Buehnenverlags GmbH, Schulstr. 109, A-2103 Langenzersdorf. Tel: (02244) 2537. Gen. Mgr.: Gottfried Indra.
Branch: A-1150 Vienna, Wurmsergasse 28/18. Tel: (0222) 95 13 52. Telex: 135811.
Int'l firms represented: Almo, Big Three Music, Bob Dylan, Dick James,

Global (Germany), Rondor group, Paul Simon, United Artists Int'l.
Jenisch (Musikverlag), Alberichgasse 8, A 1150 Vienna. Tel: (0222) 92 32 62, 92 56 50. Contact: Erwin H. Jenisch.
Jungbrunnen (Verlag), PO Box 583, Rauhensteingasse 5, A 1011 Vienna Tel: (0222) 52 12 99.
Johann Kliment, Kolingasse 15, A-1090 Vienna Tel (0222) 34 51 47.
Koch Recs., A-6652 Elbigenalp/Tirol. Tel (05634) 6444, 221. Telex 05561. Dir.. Franz Koch; Sales Mgr.: Selb Anton
Ludwig Krenn GmbH, Reindorfgasse 42, A-1150 Vienna. Tel (0222) 834-231.
Lesborne Oesterreich Trontraeger GmbH, Kremsergasse 8 10, A 1130 Vienna. Tel: (0222) 82 42 15. Telex: 134391. Gen. Mgr.: Herman Macek
M M S Music, Erdbergstr. 25-27, A-1030 Vienna. Tel: (0222) 72 35 64 Chief Exec.: Manuela Zerga
Int'l firm represented: Arabella (Germany).
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Int'l firm represented: Meisel (Germany)
Metroton, see Edith Hochmuth.
Montego Mgmt., Kohlenhofgasse 4/8, A 1150 Vienna. Tel (0222) 83 05 52. Gen. Mgr.: Lance Lumsden.
Oesterreichischer Budesverlag, Schwarzenbergstr 5, Vienna 1.
Papageno Buch & Musikalienverlag & Buehnenvertriebs GmbH, see Josef Weinberger.
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Hans Pero Buhnen & Musikverlag, Baeckerstr 6, A-1010 Vienna Tel (0222) 52 34 67.
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Int'l branch: Germany.
Rubato, Hollandstr. 18, A-1020 Vienna. Tel: (0222) 33 92 42.
Hermann Schneider Musik, Gluck 1, A-1010 Vienna. Tel: (0222) 52 63 46.
Screenmusic Musikverlags GmbH, Penzingerstr 66, A 1140 Vienna. Tel (0222) 82 26 84, 82 73 58. Gen. Mgrs.: Gerhard Heinz, Karl Spiehs, Gottfried Indra.
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Int'l firms represented: Johann Hoffmann, Jupiter, Kasparek Meridian, Meteor, Ralph Maria Siegel (all Germany).
Solisten-Verlag, Neulerchenfelderstr. 3 7, A-1160 Vienna Tel. (0222) 43 59 91. Telex 113705. Gen. Mgr.: Thomas Albrecht, Ass't Mgrs Hans Granzer, Peter Jirka.
Southern Music Wien GmbH, Seilergasse 12, A-1010 Vienna 1 Tel 52 27 51. 52 27 14, 52 21 42. Cable: SOUTHMUSIC Telex 135049. Gen. Mgr: Edith Hochmuth.
Home office: USA, Peer-Southern.
Int'l firms represented: Alrhond (UK), Cedarwood (USA), Jiloral (USA), Roger Miller (USA), Musa (Mexico), Parchment (USA), Peer-Southern (worldwide), Royal Oak (UK), Small Smile (UK), Sunbird (USA), Troika (USA), Vinco (UK).
Int'l rep.: Worldwide (Peer Southern).
Step Two Musikverlag GmbH, Neulerchenfelderstr 3-7, A 1160 Vienna Tel (0222) 43 59 91. Cable: STEPTWO. Telex 113705 Gen. Mgrs. Ralph Siegel, Thomas Albrecht, Ass't Mgrs.: Hans Granzer, Peter Jirka, Joachim Neubauer.
Studio Musikverlag, Freytaggasse 21, A 1210 Vienna. Tel (0222) 30 53 09 Dir Dr Josef Nejez
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Topsound (Ed.), see Phoebus.
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Int'l reps.: Germany (Johann Andree), USA (Dr. Fred Schadler).
Josef Weinberger Wien, Neulerchenfelderstr. 3-7, A 1160 Vienna. Tel (0222) 43 59 91 Telex: 113705. Cable WEINJOS. Gen Mgrs Thomas Albrecht, Richard Toeman, Johann Michel; Ass't Mgrs. Hans Granzer, Peter Jirka.
Int'l firms represented: Josef Weinberger—AA (Germany), ATV (USA), AVI (USA), Ackee (UK, USA), After Dark (USA), Fred Ahlert (USA), Alien (USA), Alienecho (USA), Alshire (USA), Aran Prod'ns (Switzerland), Associated (Australia), BL&H (USA), Backfin (USA), Beaver (USA), Beechmont (USA), Big Secret (UK), Bossa Fataka (USA), Bowling Green (USA), Brilliant (Germany), Butterfly (Germany), Cannon group (USA), Capella (Germany), Carlyle (USA), Charleville (USA), Cinevox (Germany), Clandalee (USA), Co Jac (USA), Colorit (Germany), Colour Me Gone (UK), Compass (Germany, Netherlands, UK, USA), Conducive (USA), Cosima (Germany), Crusty (UK), Curtis (UK), Cyclus (Germany), Dany (Germany), De Blaeck Foeoess (Germany), Diamondback (USA), Dog Soldier (USA), Dump (USA), Dunbar (Canada), Eurocord (Germany), Famous group (USA), Festival Attraction (USA), Firesky (USA), Fish Scent (USA), Fleetwood (UK), Flowering Stone (USA), Frabjous (USA), Gustav Gerdes (Germany), Gerig (Germany), Global (Japan), God Tunes (USA), Goldberg (Germany), Gold Forever (USA), Great Honesty (USA), Halcyon (UK), Holland Dozier (USA), Hollywood Allstar (USA), Holy Moly (USA), Homburg (Germany), Icebag (USA), Inter Musik (Germany), Jana (USA), Jec (USA), Kidada (USA), Knollwood (USA), La Cienega (USA), Lady Casey (USA), Ledaclan (USA), Leviathan (UK), Libra (UK), Light (USA), Little Dragon (USA), Lucky Three (USA), Lunatunes (USA), MPL Communications (UK, USA), Mandina (USA), Marabu (Germany), Mar/Vista (USA), Melodia (Germany), Metal Machine (USA), Micache (USA), J. Michel (Germany), Modern American (USA), Mole (USA), Mondial (Germany), Montauk (USA), Montunes (USA), Musical Crusaders (USA), Myriad (USA), Nightwind (USA), Nineteen Eighty Foe (USA), Nobile (Germany), Oakfield Ave (USA), Onaje (USA), On Time (USA), Orania (Germany), Willi Ostermann (USA), Pal Dog (USA), Pearlized (USA), Pedro (USA), Petra (USA), Plangent Visions (UK), Playboy (USA), Plurkran Krundle (USA), Pods (USA), Presto (Germany), Princess (USA), Pure Songs (USA), RCA group (Argentina, Brazil, France, Italy, Mexico, Spain, USA), Rhine (Germany), Rialto (Germany), Riccardo-Ton (Germany), Le Rideau Rouge (France), Rock (UK), Rocksmith (USA), Rocky Mountain Nat'l Park (USA), Ronin (USA), Roycoll (UK), Saber Tooth (USA), Leonard Sachs (USA), Salsoul (USA), Jupp Schmitz (Germany), August Schnorrenberg (Germany), Scott Tone (USA), Cyril Shane (USA), Steakhouse (Germany), Street (UK), Sugar (France, Germany, Italy), Sunbury (Canada, UK), Supertop (Germany), Sure Enough Tunes (Canada), Thursday (USA), Titania (Germany), Victoria (Germany), Warfare (UK), H.B Webman (USA), We Three (USA), Weed High Nightmare (USA), Wicked Fly (UK), Wildflowers (USA), R P Winkelman Tunes (USA), Yellow Brick Road (USA). **Wiener Musikproduktion**—Cheap Thrills (USA), Cheerio (USA), Chinnichap (UK), Martin Cohen (USA), Covered Wagon (UK), Diamond (UK), Gopam (USA), Hubtones (USA), Pic (USA), Ring Musik (Germany), Rytvok (USA), Warock (USA); **Wien Melodie**—Melodie der Welt (Germany), Ring (Germany), Paul Woitschach (Germany).
Int'l reps.: Papageno—Germany (Heros), UK (Josef Weinberger); **Josef Weinberger**—Germany (Melodie der Welt, Josef Weinberger), UK (Josef Weinberger), **Wiener Musikproduktion**—Germany (Melodie der Welt), **Wien Melodie**—Germany (Melodie der Welt, Josef Weinberger), UK (Josef Weinberger)
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• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Austrian Music Publ'rs Union (Musikverleger Union Oesterreich), Baumannstr 10, A 1030 Vienna. Tel (0222) 73 15 55
Austrian Society for Music (Oesterreichische Gesellschaft fuer Musik), Hanuschgasse 3, A-1010 Vienna. Tel (0222) 52 42 99.
European Jazz Federation, PO Box 671, A 1011 Vienna; Andreasgasse 10/17, A 1070 Vienna. Tel (0222) 93 54 29.
I F P I Landesgruppe Oesterreich, c/o Ariola Schallplatten GmbH, Postfach 98, A-1151 Vienna; Hofmoklgasse 1 5, A 1150 Vienna Tel: (0222) 83 56 05 Telex 131862
I G J—Internationale Gesellschaft fuer Jazzforschung (Int'l Society For Jazz Research), Leonhardstr 15, A-8010 Graz Tel (03122) 32 0 53
I M Z (International Music Centre Vienna), Lothringerstr 20, A 1030 Vienna Tel. (0222) 72 57 95
Internationale Gesellschaft fuer Alte Musik (International Society for Old Music), Minoritenplatz 2, A 1010 Vienna. Tel (0222) 63 55 31 Chief Execs. Bernhard Klebel, Hans Radbauer; Gen Mgr Gerold Seidl.
International Gustav Mahler Society, Wiedner Guertel 6/2, A-1040 Vienna 4 Tel (0222) 65 08 355, 82 73 75
International Society for Contemporary Music, Hanuschgasse 3, A 1010 Vienna Tel. (0222) 52 42 99.
Mediacult (International Institute for Audio Visual Communication & Cultural Development), Metternichgasse 12, A 1030 Vienna Tel (0222) 72 53 44, 75 12 86 Cable MEDIACULT.
Mozart Society of Vienna, Boesendorferstr 12, A 1010 Vienna
Mozart Union, Metternichgasse 8, A 1030 Vienna 3
Musikalische Jugend Osterreichs (Jeunesses Musicales), Boesendorferstr 12, A 1010 Vienna. Tel (0222) 65 63 56
Musikergewerkschaft (Gewerkschaft Kunst, Medien, Freie Berufe), Maria Theresienstr 11, A 1090 Vienna
O R F (Oesterreichischer Rundfunk) (Austrian Broadcasting Co.), Wuerzburggasse 30, A-1136 Vienna Tel (0222) 82910 Cable ORF Telex 132347.
Society of the Friends of Music in Vienna (Gesellschaft der Musikfreunde in Wien), Boesendorferstr. 12, A 1010 Vienna Tel. (0222) 65 86 81

LICENSING ORGANIZATIONS, MUSIC.

A K M Gen mbH (Staatlich genehmigte Gesellschaft der Autoren, Komponisten & Musikverleger), Baumannstr 8 10, A-1030 Vienna Tel (0222) 73 15 55 Cable MUSIKAUTOREN Pres Dr Marcel Rubin; Gen Mgr Ernst Huemer (Performing rights only)
Austro Mechana GmbH (Gesellschaft zur Verwaltung & Auswertung mechanisch-musikalischer Urheberrechte), Baumannstr 10, A 1030 Vienna Tel (0222) 72 63 62, 72 35 87 Pres Hermann Schneider, Gen Mgr Dr Helmut Steinmetz (Mechanical rights only)
Literar Mechana GmbH (Wahrnehmungsgesellschaft fuer Urheberrechte), Linke Wienzeile 18, A 1060 Vienna 6 Tel (0222) 57 21 61 Dir Franz Leo Popp

PLATING, PROCESSING & PRESSING PLANTS

A T G, A 2433 Margarethen am Moos Tel (02230) 2454
Polydor GmbH, Mariahilferstr 127, A 1060 Vienna 6 Tel (0222) 56 15 71 Mng Dir Erich Turan
PolyGram Rec Serv. GmbH (IFPI), Kreilplatz 1, A 1195 Vienna Tel (0222) 37 15 45 Gen. Mgr.: Dr Helmut Hofmann
Otto G Preiser & Co., Fischerstiege 9, A-1010 Vienna Tel (0222) 63 62 28. 63 18 53 Pres Otto G Preiser

PRINTER & LITHOGRAPHER

PolyGram Rec Serv. GmbH, Kreilplatz 1, A 1195 Vienna Tel (222) 37 15 45 Gen Mgr Dr Helmut Hofmann

RECORD PROMOTION

Communica, Kleeblattgasse 4, A 1010 Vienna Tel (0222) 63 24 45, 63 55 52, 66 34 48
I M Z (International Music Centre Vienna), Lothringerstr. 20, A 1030 Vienna Tel (0222) 72 57 95
Koch Recs., A-6652 Elbigenalp/Tirol Tel (05634) 6444, 221 Telex 05561 Dir. Franz Koch, Sales Mgr Selb Anton
Point Promo Poetsch, Hofmoklgasse 1 5, A 1151 Vienna Tel (0222) 83 56 05 Telex 11862 Gen. Mgr. Wolfgang Poetsch.

TAPE CUSTOM DUPLICATORS

A T G, A 2433 Margarethen am Moos Tel (02230) 2454
Audio: Cassette
Koch Recs., A-6652 Elbigenalp/Tirol Tel (05634) 6444, 221 Telex 05561 Dir Franz Koch, Sales Mgr Selb Anton.
Audio: Cassette
Musidisc Schallplatten, Stuwerstr 35, A-1020 Vienna Tel (0222) 24 34 01. 92 25 73
Polydor GmbH, Mariahilferstr 127, A 1060 Vienna 6 Tel (0222) 56 15 71 Mng. Dir Erich Turan
Audio: Cassette
PolyGram Rec Serv GmbH, Kreilplatz 1, A 1195 Vienna Tel (0222) 37 15 45 Gen Mgr Dr Helmut Hofmann
Audio: Cassette

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Musidisc Schallplatten, Stuwerstr 35, A 1020 Vienna. Tel (0222) 24 34 01. 92 25 73 (Importer)

POLYETHYLENE BAGS

Musidisc Schallplatten, Stuwerstr 35, A 1020 Vienna. Tel. (0222) 24 34 01. 92 25 73 (Importer)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert GmbH, Mariahilferstr 198 A 1153 Vienna 15 Tel 83 36 41. 85 85 11 Telex 2715 Mng Dir H J Kaminski; Sales Mgr., A. Pollatschek
Audio: Blank—compact-cassette, open reel, raw—cassette, broadcast, studio
Video: Cassette, open reel
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom
Audio Magnetics, see Inter Import
B A S F Osterreich GmbH, Hietzinger Hauptstr. 119, A 1131 Vienna Tel 82 94 31 Telex 134264 Sales Mgr Hans Kempter
Audio: Blank—cassette, open reel, raw—cassette.
Video: Blank—1" open reel, ¾" & ½" cassette
Brand name: BASF
Inter Import oHG, Czerningasse 6, A 1020 Vienna
Audio: 8 tr., cassette, open reel
Brand name: Audio Magnetics
Musidisc Schallplatten, Stuwerstr 35, A 1020 Vienna Tel (0222) 24 34 01. 92 25 73 (Importer) (Blank only)

• accessories manufacturers / importers

Boyd & Haas, Rupertusplatz 3, A 1170 Vienna Tel (0222) 47 27 015
Product: Record—replacement styli
Euroton Austria GmbH, Nobilegasse 40 42, A 1150 Vienna Tel (0222) 92 11 02 Telex 31111 Mng Dir E Kozak, Sales Mgr Gerhard Hoke
Product: Record—carrying & storage cases, 45 rpm adaptors
Migo Schallplatten, Fuchsthallergasse 11, A 1090 Vienna Tel. (0222) 31 54 96 Gen Mgr Rudolf Matiasovics
Product: Record record care prods
Musidisc Schallplatten, Stuwerstr 35 A 1020 Vienna Tel (0222) 24 34 01. 92 25 73 (Importer)
Product: Record—carrying & storage cases, record care prods

• store fixtures manufacturers / importers

Euroton Austria GmbH, Nobilegasse 40 42, A-1150 Vienna Tel (0222) 92 11 02 Telex 31111 Mng Dir E Kozak, Sales Mgr. Gerhard Hoke
Product: Browser boxes, display racks
Musidisc Schallplatten, Stuwerstr 35, A 1020 Vienna Tel (0222) 24 34 01. 92 25 73 (Importer)
Product: Display racks

BAHAMAS

Population: 238,000
Rate of exchange: $1 (US) = 1 0 Bahamian dollars
Per capita income: $4,000
Holidays: January 1, Good Friday, Easter Monday, First Friday in June (Labor Day), Whit Monday, July 10 (Independence Day), First Monday in August (Emancipation Day), October 13 (Discovery Day), December 25, 26 (Boxing Day)

• record & tape manufacturers / distributors / importers

House of Music Ltd PO Box N9226 Mackey St., Nassau, N.P Tel 50331. Cable MUSIC Dirs Hartlyn M & Bradley B Roberts. (Distributor/Importer)
International Music Recs & Tapes, PO Box 2041, East St. S., Nassau Tel 5 3134 (Rack jobber, cutouts)
Home office: USA, Miami, Fla
Intertone (Bahamas) Ltd., PO Box F1052, Freeport Telex 297 30080 Pres Terrence Gape, Gen Mgr Orville Turnquest, Sales Mgr.: Aaron Gardiner (Distributor/Importer)
Labels: (Distributed—not licensed) A&M (Canada), Ariola (Benelux), Black & Blue (France), CBS (Canada), Chrysalis (France), Dynamic Sound, ECM (Germany), EMI (UK), Erato (France), Island (UK), Joker (Italy), MCA (Canada), Pablo (France), Phonogram (Netherlands), Polydor (Germany), RCA (Italy) Ricordi (Italy), WEA (Canada)
O H B Recs Co., Box 521, Nassau, N P
Home office: USA

BELGIUM

Population: 9 855,110
Population by age groups: 0-14—21%, 15-24—17%, 25-49—28%, 50+—34%
Rate of exchange: $1 (US) = 38 3 Belgian francs
Per capita income: $5 225
Holidays: January 1, 2nd Easter Day, Whitmonday, Ascension, May 1 (Labor Day), July 21 (Independence Day), August 15 (Assumption), November 1 (All Saints Day), November 11 (Armistice Day), December 25

RECORDS:

Record sales certification awards: Gold single—50,000 units (nat'l), 100,000 units (int'l). Gold LP—15,000 units (nat'l), 25,000 units (int'l)
Records sold domestically including imports: LP's 1980—9,056,000 units, 1979 10,200,000 units EP's 1979—230,000 units, EP's & Singles 1980—11,000,000 units, Singles 1979—12,000,000 units

Average retail price per record: LP's: $4; EP's $2 50; Singles: $1.
Record club sales: 5% of total.
Discounting: Frequent.
Type of record distribution: Percentages of total sales for 1979—manufacturer-to-retailer (48.1%), manufacturer-to-wholesaler-to-retailer (51.9%).
Jukeboxes: 30,000.

TAPE:

Market: Pre-recorded cassette sales are declining gradually, while blank tape sales continue to rise as more and more young buyers use blank tape to copy records. Pre-recorded video tape is just being introduced into the market. Three sales clubs are in operation, and there is one magazine which covers video software.
Pre-recorded tape sold domestically including imports: Cassette 1980—2,154,000 units; 1979—2,200,000 units.
Average retail price per tape: $4.

RADIO STATIONS:

No. of government: 3 (AM & FM); No. of independent: 150 (FM).
Comment: One station programs news, public services, and all types of music. Another features cultural shows, such as opera and classical music. A third transmits popular programs, including pop and rock music. All are run by the government, and since air time is not for sale, there are no commercials. The independent radio stations, which are, of course, illegal, all broadcast popular music, mostly of Belgian origin.

TELEVISION STATIONS:

No. of channels: 12 government, 100% color.
Comment: Television programs include news, sports, talk shows, cultural programs, children's shows, and a lot of movies, but not much popular music (one program per week on RTB and one program every two weeks on BRT).

IMPORT/EXPORT REGULATIONS:

Belgian regulations are based on the principals of free economy. Agreements with the Common Market are respected.

MARKET ANALYSIS:

In 1980, the largest independent record company in the nation, Fonior, closed because of bankruptcy. More than 70 people lost their jobs when former Fonior head Pelgrims de Bigard sold his plants in France and Belgium. The international rack jobber Maison B eue also went out of business, forcing its Belgian branches to close.

In spite of these setbacks, the general economic crisis was not too hard on the industry. SIBESA, the professional organization for Belgium's record companies, showed a drop of only 5.2 per cent in product turnover, and the outlook at the end of the year was optimistic. 1981 is proving that there was good reason for optimism.

The brightest and most dramatic turn in events, was the emergence of indigenous rock music and the independent radio station boom. There were hardly any Belgian rock artists in the 1970's, but the 80's have seen the debuts of at least 50 rock groups and solo artists, and their records are selling well. As a result, recording studios and pressing plants are enjoying renewed prosperity, and several new record companies have been created. Among the latter are Parsley, Red Zebra, Sandwich, and a Brussels branch of England's OK Records. The most popular of the new rock artists are the Kids, Jo Lemaire, Raymond van het Groenewoud, the Kreuners, TC Matic, Rick Tubbax and the Taxis, the Employees, the Machines, the Bet, Toy, Lio and Scooter, and Machiavel. **Michel Verstrepen**

• record & tape manufacturers / distributors / importers

A R S, see American.
Aariana, see Unidans.
Aavalanche, see Unidans.
Accent, see Baltic.
Alpha, see Leman & Gorle.
Alpha Recs., 147 Leedsesteenweg, 9410 Erpe-Mere. Tel: (053) 70-43-23. Telex: 12585. Chief Exec.: Roland Uyttendaele; Sales: Erna van Eerenbruch. (Exporter)
American Recs. Sales (ARS Recs Pvba), 32 Hopland, 2000 Antwerp. Tel: (031) 31-33-55. Telex: 71784. Chief Exec.: Patrick Busschots; Gen. Mgr.: Luda Vercammen; Sales Mgr.: Patrick Hantson; Promo. & Retail: Lydia Celis.
Labels: (Owned) BMC, Lonely Dancer.
Aquarius, see Unidans.
Arcade, see PMP.
Archiv, see PolyGram.
Ariola Benelux NV (IFPI), 3 Bloemendreeflaan, 1810 Wemmel. Tel: (02) 269-4058. Telex: 62354. Gen Mgr.: M.J. Kleinjan; Sales Mgr.: Myriam Wellens; Financial Mgr.: W. Peynenburg; Mktg. Mgr.: B. Carbonez.
Labels: (Owned) Ariola, Ariola-Eurodisc, Arista, Baccarola; **(licensed)** Ariola America (USA), Ariola-Clan Celentano (Italy), Bearsville (USA), Bronze (UK), Chrysalis (UK), Dreyfus/Motors (France), Fleet (Netherlands), Hansa (Germany), Island (UK), Jupiter (Germany), MCA (USA), M-Recs. (Germany), Shelter (USA), Sierra Briar (USA), Souplet (France), Tomato (USA), Virgin (UK).
Ariola-Eurodisc, see Ariola Benelux.
Arista, see Ariola Benelux.
Artibano, 55 Rue Delfosse, 6538 Manage. Tel: (064) 55-25-04. Gen. Mgr.: Benedetto Artibano.
Assekrem PvbA (ELKA Group), 30 Kerkstraat, 9160 Hamme. Tel. (052) 47-94-64. Telex: 22417. Gen. Mgr Louis de Beule; Sales Mgr.. Els Roels.
Asylum, see WEA
Atco, see WEA.
Atlantic, see WEA.
B E A M Int'l, 35-37 Italilei, 2000 Antwerp. Tel: (031) 33-45-37. Cable: BEAMAUDIO. Telex: 71401. Mng. Dir.: Ed Savoir (Distributor/Importer/Exporter)
Labels: Audio Encores (Canada), Chalfont (USA), Discwasher (USA), Varese/Sarabande (USA).
B R M, see Baltic.
Baccarola, see Ariola-Benelux.
Baltic-Didact, see Baltic.
Baltic SA/NV (IFPI), 105 bus 20 Carnotstraat, 2000 Antwerp. Tel: (031) 36-38-56, 28-40-84. Telex: 33140. Pres.: M. Wuyts; Dir.: Ben Gyselinck; Sales Mgr.: Ronald Dom.
Labels: (Owned) BRM, Baltic, Baltic-Didact; **(licensed)** Carlton (UK), Gold Star (UK), Panton (Czechoslovakia), Rediffusion (UK), Soul Vista (USA), Supraphon (Czechoslovakia); **(distributed—not licensed domestic)** Accent, Musique en Wallonie, Ricercar; **(distributed—not licensed foreign)** Agram (Netherlands), Anacrouse (France), Arhoolie (USA), Aurore (UK), Balkanton (Bulgaria), Bee Hive (USA), Bet Car (USA), Biograph (USA), Bis (Sweden), Black Saint (Italy), CMS/Desto (USA), CRD (UK), Caprice (Sweden), Claves (Switzerland), Concord Jazz (USA), DDF, DRG (USA), Daybreak (Netherlands), ENJA (Germany), Electrecord (Romania), Forlane (France), Four Leaf Clover (Sweden), Gateway (USA), Heritage (UK), Hungaroton (Hungary), Intercord (Germany), Legend (UK), Melodiya (USSR), Moers (Germany), Muse (USA), Muza (Poland), Nimbus (UK), Opus (Czechoslovakia), Osmosis Jazz (Netherlands), Pavane, Pepita (Hungary), Prelude (UK), Qualiton (Hungary), Richter Scales, Rim (UK), Royale (UK), Saphir (Germany), Spotlite (USA), Steeplechase (Denmark), Summit (USA), Symphonica (UK), Themes (UK), Tudor (Switzerland), Unicorn (UK), Waterland (Netherlands).
Biram Recs., 86 Av. Moliere B3, 1180 Brussels. Tel: (02) 345-4203. Telex: 26220. Chief Exec.: Jean Kluger.
Bizet Prod'ns & Publ'ns Ltd., (IFPI), 13 Madeleine St., 1000 Brussels. Tel: (02) 511-5120, 512-1583. Pres. & Gen. Mgr.: Felix R. Faecq; VPs: J.P. & V. Bizet.
Labels: (Owned) Bravo, Expo, IMC, Jazz Club, Sphinx; **(licensed)** Guarani (Brazil).
Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Cable: BLOMRAD. Telex: 63086. Gen. Mgr.: C. Janssen, Hi-Fi Team Mgr: W. Menge; Maxell Mgr.: C. van Canneyt.
Labels: (Licensed foreign) Approche (France), Century (USA), Crystal Clear (USA), M&K (USA), Sheffield Lab (USA), Telarc (USA).
Blue Note, see EMI.
Boite a Musique, 17 Rue Ravenstein, 1000 Brussels. Tel: (02) 513-0965. Dir.. Antoine de Wouters d'Oplinter.
Label: Pavane.
Bravo, see Bizet.
C B A Music (Connection Business Artists Inc.), 14 Rue de Turin, B-4020 Liege. Tel. (041) 36-85-24. Gen. Dir. Tomis Chilaren; Gen. Mgr Alan Desutter; Promo. Dominique Evans.
C B S Disques/Grammofoonplaten SA/NV, Chaussee de Vilvorde, 1180 Brussels. Tel: (02) 241-8730. Telex: 22642. Gen Mgr.: Alain J.P Oliver.
Capitol, see EMI
Cardinal Recs. Int'l, 13 bis Wouter Haecklaan, B-2100 Deurne. Tel: (031) 21-78-74. Dir.: Rocco Granata.
Carrere Belgium, 591 Ch. de Jette, Brussels. Tel: (02) 428-8954. Telex. 64137. Gen. Mgr.: E. van der Smissen.
Labels: (Owned) Carrere; **(distributed—not licensed)** CNR (Netherlands).
Casablanca Moon, 5 Gasthuisstraat, 1000 Brussels. Tel (02) 512-3687 Mgr.: J. Bauwens.
Classics for Pleasure, see Music for Pleasure.
Clown Music NV (IFPI) (div. of Johnny Hoes Benelux Music Inds.), PO Box 24, 93-bus 30 Van Eycklaan, B-3680 Maaseik Tel: (11) 56-59-13. Dir.: Jacquie Hoes; Gen. Mgr.: Joseph Verbiest.
Labels: (Owned) Clown, Gnome, Start.
Cogedep (SA) Music Rack-Jobber, 290 Av. de Schaerbeek, 1800 Vilvoorde. Tel: (02) 251.60.70. Mng. Dir.: Gustave Smeets; Sales Mgr. Georges Verheyen. (Distributor/Rack Jobber).
Columbia, see EMI.
Cotillion, see WEA.
Crammed Discs, 52 Rue Paul Lauters, 1050 Brussels. Tel: (02) 640-7914. Mgr.: Marc Hollander.
Int'l reps.: Austria (Ixtuluh), France (Celluloid, Standby), Germany (Eigelstein, Recommended, Zensor), Italy (La Centrale, Recommended), Japan (Recommended), Norway (Uniton), Sweden (Recommended), Switzerland (Recommended), UK (Bonaparte, Fresh, Recommended, Rough Trade), USA (Greenworld, Wayside).
Decibel Music, 15 Europalaan, Industriezone 2, B-9800 Deinze. Tel: (091) 86-48-81. Telex 12197. Mng. Dirs.: Chris R. Van Dost, Jules G. Callebaut Sr.
Deutsche Grammophon, see PolyGram.
Diamant, see Vogue.
Dureco Belgium SA, 1 Av. J.P. Baltings, B-1090 Brussels. Tel: (02) 479-9983. (Sales office only)
Home office: Netherlands.
E L K A, see Assekrem.
E M I-America, see EMI Belgium.
E M I Belgium SA/NV (IFPI), 49 Rue Emile Clausstraat, 1050 Brussels. Tel: (02) 640-7501. Telex: 22616. Mng. Dir.: C.G.W. Andrews; A&R Mktg. Mgr.: J. Govaerts; Sales Mgr.: H. Hendricks; Label Mgrs.: B. Robert, L Arys; Classical Label Mgr.: J. Langlois.
Labels: (Owned) Blue Note, Capitol, Columbia, EMI, EMI-America, Electrola, HMV, Harvest, IBC, Liberty-United, Odeon, Parlophone, Pathe, Punch, Regal-Zonophone; **(licensed domestic)** Payola, Scalp; **(licensed foreign)** Harmonia Mundi (Germany), Magnet (UK), Purple (UK), RAK (UK), Rolling Stones (UK).
Electrola, see EMI.
Elektra, see WEA
Elver Recs., 97 Rue de la Marliere, 7700 Mouscron Tel: (056) 33 15-45 Telex 57744. Gen. Mgr.: Marcel de Keukeleire, Int'l Mgr. Pierre Vandemaele.
Eurovox, see PMP.
Explorer, see WEA.
Expo, see Bizet.
Flemish Import Whslrs., 138 Zegersdreef, 2130 Brasschatt. Tel: (031) 51-74-37. (Importer—UK, USA)
Flower, see Jump.
Fly Music SprL, 133/135 Chaussee de Nivelles, B-6521 Arquennes. Tel: (067) 87-81-43. Pres.: Jean Sablon
Labels: (Owned) Fly, Lucifer
Int'l rep.: Netherlands (Score).
Fontana, see Phonogram.
Frankie Music PvbA, 74 Greinstr., Antwerp. Tel (03) 32-24-85, 31-60-60, 33-65-99. Cable: FRASUPREME.
Labels: (Owned) Frankie, Pims, Supreme; **(represented)** DJM (UK), Dolphin (UK), Ember (UK), Evolution (UK), Mabel (Switzerland), Music-D (USA), Page One (UK), Pama (UK), Norman Petty Prod'ns (USA), Rediffusion (UK), Republic (USA), Swampfire (USA), W&G (Australia).
Int'l reps.: Australia (W&G), Germany (Ariola), Netherlands (Phonogram), UK (Dick James), USA (Norman Petty).
Fun Recs., 14 Nieuwstraat, 3370 Boutersem. Tel: (016) 73-36-04. Mgr.: Mr. Pitschou.
Gamma-Rec., 78/80 Lange van Bloerstraat, 2000 Antwerp. Tel: (031) 35-21-11. Telex: 33713. Gen. Mgrs.: Leo Felsenstein, Stonne Holmgren. (One Stop/Importer/Exporter)
Labels: (Licensed domestic) JW's, Snow; **(licensed foreign)** Ogun (UK).
Gnome, see Clown.
H M V, see EMI.
Hans, see Hans Kusters & PolyGram.
Harvest, see EMI.
Hebra Recs. SprL (IFPI), 30 Rue St. Christophe, 1000 Brussels Tel: (02) 512-7361/9375. (Distributed by Phono Office)
Labels: Hebra, Horizon.
Horizon, see Hebra.
Hurrah, see Palette.
I B C, see EMI.
I M C, see Bizet.
Impact, see Phonogram.
Inelco Belgium SA (IFPI), 94 Av. des Croix de Guerre, 1120 Brussels. Tel: (02) 216-0160. Cable: INELCDBEL. Telex: 22090. Pres.: Pierre-Jean Goemaere; Sales Mgr.: Marc Haelters.
Labels: (Owned) Lark; **(licensed foreign)** Groove (UK), Metropole (France), Ovation (USA), Rockhouse (Netherlands), Satril (UK), Strand (Germany); **(distributed—not licensed)** AZ (France), BAM (France), BTM (UK), Cavalier (France), Coluche (France), Erato (France), Eur, Chiswick (UK), Flying Dutchman (USA), Gem (UK), Grunt (USA), Gryphon (USA), If (UK), Millennium (USA), NY Int'l (USA), Phantom (USA), RCA (USA), RCA Gold Seal (USA), RCA Int'l (USA), RCA Lineatre (Italy), RCA Victor (USA), Roadshow (USA), Salsoul (USA), Saravah (France), Temporel (France), 20th Century (USA).
Inside Recs. NV, 92-94 Berendrechtstraat, 2020 Antwerp. Tel: (031) 16-06-60.
Interclub Belgium, 34 Kleine Bareelstraat, 2800 Mechelen. Tel: (015) 41-13-31; 7 Steenmolenstraat, 2580 Sint-Katelijne-Waver. Tel: (015) 20-05-87 Mng. Dir.: G.C.J. Peroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: C.J. Piroux Jr. (Distributor/Importer)
Labels: Atmos-Fear, Both Sides, Cascade, Fonk, Free, Future, Galaxy, Hot Vinyl, Interclub, Mondo Video, Number 1, Plasstikk, Poptimistic, Shangri-La, Space, The Label, Three W. WER, Young Sound.
J W's, see Gamma.
Jazz Club, see Bizet & Palette.
Jump Recs., 34 Hertsvelde, 2nd fl., 8200 Brugge 2 Owner & Mgr. Eddy van Mouffaert.
Labels: (Owned) Flower, Jump; **(licensed)** Yeah Songs.
Int'l rep.: Netherlands (Telstar).
Roland Kluger Music (RKM), 8 Rue Fernand Neuray, 1060 Brussels. Tel: (02) 344-4840. Pres.: Roland Kluger; Int'l Mgr.: Ida Halila; Exploitation Mgr.: Herman van Laar. (Distributed by Vogue)
Label: (Owned) RKM.
Int'l reps.: Australia (RCA), France (Vogue), Germany (Hansa), Greece (Music-Box), Italy (Durium), Latin America (Phonogram), Mexico (Gamma), Netherlands (WEA), Portugal (Nova), South Africa (RPH), Spain (Hispavox), UK (Sire), USA (Sire).
Hans Kusters Music PvbA, 9A Langestraat, B-1700 Asse. Tel (02) 452-7203/8963. Cable: KUSTERMUSIC. Telex: 62228. Pres. Hans-P. Kusters.
Label: (Owned) Hans.
Lark, see Inelco
Leman & Gorle SprL, 27 Rue Steppe, Brussels. Tel (02) 427-3372. Gen. Mgr.: Pierre Gorle.
Labels: (Owned) Alpha, MBM (Mounumenta Belgicae Musicae).
Int'l reps.: France (Musidisc).
Liberty-United, see EMI
Lonely Dancer, see American.
Lucifer, see Fly.
M B M, see Leman & Gorle
M G M, see PolyGram.
Meeuwens Disques, 2 Av. des Merisiers, 1320 Genval. Tel: (02) 425-4010. Telex: 22922. Promo.. F van der Smissen.
Mercury, see Phonogram.
Midi, see WEA
Monopole Recs. (NV Lambrechts), 7 Kwadenplasstraat, 3100 Heist op den Berg. Tel (015) 24-16-25. Mgr. J. van de Vel; Gen. Mgr.: L. Lambrechts. (Distributed by Phono-Office)
Labels: (Owned) Monopole, Paprika, Passe-Partout.
Int'l rep.: Netherlands (Score).
Monumenta Belgicae Musicae—MBM, see Leman & Gorle.
Music for Pleasure (Belgium) NV (IFPI), 25 Oud Strijderstraat, 1600 Sint-Pietersleeuw. Tel: (02) 377-8086. Telex: 64505. Mng. Dir.: C. Andrews; Gen. Mgr. J. Bruneel; Prod. Mgr.: H. Heymans.
Labels: (Owned) Classics for Pleasure, Music For Pleasure, Prestige For Pleasure, Sounds Superb, Success For Pleasure
Music Radio Promos, Benelux, Postbus 31, Luchtbal, B-2030 Antwerp 3. Tel: (031) 64-73-08 Dir. Louisa Eyckmans; Gen. & Sales Mgr.: Jozef Segers. (Distributor/Importer)
Musique en Wallonie, see Baltic.
Nevofoon, see Stock.
O K Recs., 31 Rue Montoyer, 1040 Brussels. Tel: (02) 511-7290. Telex: 26146. Dir.: Nigel Griffiths
Odeon, see EMI.
Onadisk, 21-A Oude Dorpsweg, 8202 Varsenard Tel. (050) 31-59-10.
Onyx, see Stock.
P M P PvbA (IFPI), 82 Rederykersstraat, 2610 Wilryk. Tel: (031) 28-40-84 Telex 33140. Pres. Louis van Rymenant; Gen. Mgr.. Ben Gyselinck; Sales Mgr.: Ronald Dom.
Labels: (Owned) Arcade, Eurovox, Richter Scale 8, Valentine.
Palette Recs., 8 Rue Fernand Neuray, B-1060 Brussels. Tel: (02) 344-4840. Telex: 26350. Pres: Felix Faecq; VP & A&R: Roland Kluger.
Labels: (Owned) Hurrah, Jazz Club, Palette, Sphinx.
Paprika, see Monopole.
Parlophone, see EMI.
Parsifal, 67 Guldenvlieslaan, 8000 Brugge Tel: (050) 33-95-16. Telex. 81926. Chief Exec.. G. Behaeghe.
Passe-Partout, see Monopole.
Pathe, see EMI.
Pavane, see Boite a Musique.
Payola, see EMI.
Philips, see Phonogram.
Phonogram Recs. SA/NV (IFPI), 215 Rue Victor Hugo, 1040 Brussels. Tel (02) 733-9690 Cable: PDLREC Telex: 24516. Gen. Mgr.: Charles Licoppe.
Labels: (Owned) Fontana, Impact, Mercury, Philips, Vertigo; **(licensed foreign)** Argo (UK), Charisma (UK), Decca (UK), Deram (UK), Durium (Italy), London (UK), Oiseau-Lyre (UK), Threshold (UK); **(distributed—not licensed)** Adele (France), Albatros (France), Fleche (France), Harlekijn (Netherlands), Ibach (France), Telstar (Netherlands), Trema (France).
Phono-Office, 45 49 Blvd. des Arbaletr., 1400 Nivelles. Tel: (067) 22-71-68.
Pims, see Frankie.
Polydor Recs. SA/NV (IFPI), 215 Rue Victor Hugo, 1040 Brussels. Tel: (02) 733-9690. Cable. PDLREC Telex 24516. Gen. Mgr.: Maurice Mertens
Labels: (Owned) Archiv, Deutsche Grammophon, MGM, Polydor, Verve, **(distributed—not licensed)** Ades (France), Barclay, Biram, Capricorn (USA), Cube (UK), Delphine (France), Flarenasch, Hans, Hispavox (Spain), Mamicha (Netherlands), OK, Pablo (USA), Phil Spector (UK), RSD (USA), Topkapi, Walt Disney (France).
Polygram Recs. SA/NV (IFPI), 215 Rue Victor Hugo, 1040 Brussels. Tel: (02) 733-9690. Cable POLREC. Telex: 24516. Mng. Dir.: Charles Licoppe.

(Holding co for Phonogram & Polydor)
Prestige For Pleasure, see Music For Pleasure
Punch see EMI
Pyramid Int'l Music, 8 Bosstraat, 9180 Belsele Tel (031) 72 46 15 Gen Mgr Marc De Coen
R C A NV/SA, Recs Div Belgium, 30 Square Francois Riga, 1030 Brussels Tel (02) 216 9780 Telex 63718 Gen Mgr Carl Vos, Sales Mgr F Struyven
Labels: (Licensed foreign) Bluebird (USA), Camden (USA), Cavalier (France), Colgems (USA), DRG (USA), FY (France) Fiori (Italy) Flying Dutchman (USA), Gold Seal (USA), Grunt (USA), Gryphon (USA), Lineatre (France), New York Int'l (USA), Pure Gold (USA), RCA (USA), RCA Int'l Red Seal (USA), Roadshow (USA), Safari (UK), Saravah (France) Solar (USA), Tabu (USA), Temporel (France), Tortoise (USA), 20th Century (USA), Victrola (USA), Windsong (USA) Wooden Nickel (USA) **(distributed—not licensed)** AZ (France), BAM (France), Cezame/ Argile (France), Coluche (France), Erato (France) Escargot (France) Laurie (USA), Sal soul (USA), Swift (UK), Telefunken (Germany)
Video labels: RCA, Videobox
R F C, see WEA
R K M, see Roland Kluger
Radar, see WEA
Rainbow Recs & Music Co (Harry's PvbA), 100 Bergstraat 3100 Heist op den Berg Tel (015) 24 49 50 Telex 63379 Mng Dir Stan Verbeeck, Prod'r Ricky Diver, PR Mgr Fred Steyn
Ranch (Fa), 1 J P Ballinggstr 1090 Brussels Tel (02) 479 9984
Reader's Digest World Servs SA, 29 Quai du Hainaut, 1080 Brussels Tel (02) 428 0778 Telex 21876 European Repertoire Admin'r Henri Hey mans
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Record Trade Co , 45 Kathelijnestraat, 2800 Mechelen Tel (015) 20 40 80 Telex 63370
Regel Zonophone, see EMI
Reprise, see WEA
Reward, 470 Steenwinkelstr , Schelle, Antwerp Tel (031) 87 58 32/07 Chief Exec J Clauwers, Gen Mgr J Blanckaert Sales Mgr P Blanckaert
Labels: Gamma, Reward
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Richter Scale 8, see PMP
Rippie see Vogue
Roller Dog Recs , 34 Blvd du Jardin Botanique, 1000 Brussels Tel (02) 217 0844 Mgr Marc Pilloy
Scalp, see EMI
Schott Freres Sprl (IFPI), 30 Rue St Jean, 1000 Brussels Tel (02) 512 3980 Mgr J J Junne (Distributor/Importer)
Labels: Astree, Barenreiter Musicaphon (Germany), Calliope (France), Candide, Da Camera (Germany), FSM (Germany), Folkways (USA), Har monia Mundi (France) Italia, Monitor (USA), Music Minus One (USA) SFP Schwann (Germany), Toccata, Turnabout Vox Box, Wergo (Ger many), Zephyr (Belgium)
Selection, see Will
Shiva SprL/PvbA, 56 Merodestraat, B 1060 Brussels Tel (02) 538 7547 Telex 63084 Gen Mgr Jack Mauer
Sinus Music (AFM Group), 77 Rue de Brabant, B-1030 Brussels Tel (02) 217 8986, 218 4774 Telex 62596 Gen Mgrs Alfie Falckenbach, Claude Arnou, Financial Dir Hubert De Clerck
Labels: (Owned) Sinus, Surprise, Surprise Deluxe, **(licensed)** Everest (USA), Hammer (UK), Kama Sutra (USA) Key Seven (USA), Laff (USA), Morty Craft (USA), Peerless (UK, USA), San Juan (USA), Red Bird (USA), Redwood (Canada)
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Snow, see Gamma
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Success For Pleasure, see Music For Pleasure
Supreme, see Frankie
Surprise, see Sinus
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Topkapi, see PolyGram
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Monopole Recs.-Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25. (45 & LP)

POLYETHYLENE BAG & SHRINKWRAP SUPPLIERS

Interclub Belgium 34 Kleine Bareelstraat, 2800 Mechelen. Tel (015) 41-13-31; 7 Steenmolenstraat, 2580 Sint-Katelijne-Waver. Tel: (015) 20-25-87. Mng. Dir.: G.C.J. Peroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: Leopold Piroux. (Polybags only)
Trialco, 25 Rue des Alycons, B-1080 Brussels.

PROFESSIONAL TAPE SUPPLIES

Monopole Recs.-Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den Berg. Tel: (015) 24-16-25.
Product: Cassette labels.

TAPE DUPLICATING & PROCESSING EQUIPMENT

B E A M Int'l Sarl., 35-37 Italielei, 2000 Antwerp. Tel: (031) 33-45-37. Cable: BEAMAUDID. Telex: 71401. Mng. Dir.: Ed Savoir.
Video: Equalizers.
Brand name: Superex.

TAPE, RAW & BLANK LOADED

Advent, see BEAM.
Agfa-Gevaert NV, Verkooporganisatie Benelux, 27 Septestr., 2510 Mortsel. Tel: (031) 40.59.00. Telex: 31223. Magneetband Dept. Mng. Dir.: D. van den Broek.
Audio: Raw–Cassette; blank–2", 1", cassette, open reel.
Video: Blank–2", 1", ¾", ½" Beta & VHS.
Ampex SA, 8 Rue de l'Industrie, B-1400 Nivelles. Tel: (067) 22-49-21. Telex: 57432.
Audio: 2", 1", cassette, open reel.
Video: 2", 1", ¾", Cassette, ½" Beta & VHS Cassette.
B A S F, Audio-Video Dept., 14 Av. Hamoir, B-1180 Brussels. Tel: (02) 375-2400. Cable: BASBRU. Telex: 22016. Sales Mgr.: Jacky Swaelens (Blank only)
Audio: 2", 1", cassette, open reel.
Video: 1", ¾", ½" Beta & VHS, ½" VCC.
B E A M Int'l, 35-37 Italielei, 2000 Antwerp. Tel (031) 33-45-37. Cable: BEAMAUDID. Telex: 71401. Mng. Dir.: Ed Savoir. (Importer–blank only)
Audio: Cassette.
Brand name: Advent.
Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Dir.: C. Janssen; Hi-Fi Team Sales Mgr.: W. Menge, Maxell Team Mgr.: C. van Canneyt.
Audio: 8-tr., cassette, open reel.
Brand name: Maxell.
De Greef SprL, 367 Chaussee D'Alsemberg, B-1180 Brussels. Tel: (02) 345-3918. Cable: MATRADID. Telex: 24616. Mng. Dir.: F. Morris; Gen. Mgr.: P. Moulaert. (Blank only)
Audio: Cassette, open reel.
Brand name: Pyral
I C M, see Trialco.
Magnex, see Troubadour.
Maxell, see Blomhof.
Pyral, see De Greef.
Trialco, 25 Rue des Alcyons, B-1080 Brussels. (Raw only)
Audio: 8-tr., cassette, open reel.
Brand name: ICM.
Troubadour SprL, 141 Grande Rue au Bois, B-1030 Brussels. Tel: (02) 736-7831. Telex: 25987. Mng. Dir.: Rene Balanger.
Audio: Cassette.
Brand name: Magnex.

• accessories

Ampex SA, 8 Rue de l'Industrie, B-1400 Nivelles. Tel: (067) 22-49-21. Telex: 57432.
Product: Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).
Aracor SA, 12 Blvd. Sylvain Dupuis, B-1070 Brussels. Tel: (02) 521-2370, 522-9327. Telex: 61450. Mng. Dir.: Werner Huys.
Product: Record–carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli; Tape–carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
Blomhof SA (Ets), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Cable: BLDMRAD. Dir.: C. Janssen; Hi-Fi Team Mgr.: W. Menge; Maxell Team Mgr.: C. van Canneyt.
Product: Record–record care prods., turntable mats, 45 rpm adaptors, replacement styli.
De Greef SprL, 367 Chaussee d'Alsemberg, B-1180 Brussels. Tel: (02) 345-3918. Cable: MATRADID. Telex: 24616. Mng. Dir.: F. Morris; Gen. Mgr.: P. Moulaert.
Product: Record–replacement styli.
Brand name: Stanton
Interclub Belgium, 34 Kleine Bareelstraat, 2800 Mechelen. Tel: (015) 41-13-31; 7 Steenmolenstraat, 2580 Sint-Katelijne-Waver. Tel (015) 20-25-87. Mng. Dir.: G.C.J. Peroux; Gen. Mgr.: Leopold Piroux; Sales Mgr.: G.J. Piroux Jr.
Product: Record–carrying & storage cases.
Trialco, 25 Rue des Alycons, B-1080 Brussels.
Product: Tape–carrying & storage cases, head cleaners.
Vogue SA, 35 Blvd. Barthelemy, B-1000 Brussels. Tel (02) 511-7991. Telex: 22560.
Product: Record–carrying & storage cases; Tape–carrying & storage cases, head cleaners, demagnetizers.

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists. The key to symbols used is: (M) manufacturer; (I) importer; (D) distributor and (R) retailer.

Monopole Recs.-Barlow Printing, 7 Kwadenplasstraat, 3100 Heist op den Berg. Tel (015) 24-16-25.
Product: Posters (M).

• store fixtures

Blomhof SA (Ets.), 172a Rue Brogniez, B-1070 Brussels. Tel: (02) 522-1813. Dir.: C. Janssen; Hi-Fi Team Mgr.: W. Menge; Maxell Team Mgr.: C. van Canneyt.
Product: Tape display racks (audio & video)

BERMUDA

Population: 62,500
Rate of exchange: $1 (US) = 1.0 Bermudan dollars
Holidays: January 1, Good Friday, May 24 (Bermuda Day), Cup Match Days, December 25, 26 (Boxing Day).

• record & tape manufacturers / distributors / importers

Duane, see Edmar.
Edmar Recs., PO Box 204, Harrington Hundreds, Hamilton 5. Tel (809) 295-4839. Pres.: Edward De Mello; Gen. Mgr.: Joseph De Mello.
Labels: (Owned) Duane, Edmar
Int'l rep.: Canada (Holborne).

BOLIVIA

Population: 5,550,000
Rate of exchange: $1 (US) = 24.75 pesos.
Per capita income: $725.
Holidays: January 1, Good Friday, May 1 (Labor Day), May 25 (Chuquisaca Anniversary), Corpus Christi, July 16 (La Paz Day–La Paz only), August 6 (Independence Day), September 14 (Cochabamba Day–Cochabamba only), December 25.

• record & tape manufacturers / distributors / importers

Ande, see Jallalla.
Discolandia Dueri & Cia. Ltda. (IFPI), Calle Potosi 920, 1st fl., La Paz. Tel: 3-28513, 3-56656. Cable: DISCOLANDIA. Telex: 5458. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Label Mgr.: Henry Dueri; A&R: Orlando Rojas; Gen. Acct'g: Alberto Espinoza; Promo. & Pub.: Oscar Rivero; Gen. Mgr. Sales: Oscar Prieto.
Branches: Cochabamba, Agencia Discolandia, Plaza 14 de Septiembre 6175. Tel: 2-2239–**Oruro,** Casa Alanes, Ave. 7 de Octubre 1450. Tel: 5-2302–**Santa Cruz,** Agencia Discolandia, Casilla 2103, Libertad 220 & 224. Tel: 2-8975–**Sucre,** Calle San Alberto 1. Tel: 1669. Mgr.: Elias Sabag–**Tarija,** Discoteca Rodriguez, Casilla 134, Sucre 646-652.
Labels: (Owned) Exito, Lyra; **(licensed)** Decca (UK), EMI (UK), IEMPSA (Peru), MCA (USA), Polydor (West Germany), Sono-Radio (Peru)
Int'l reps.: Worldwide (EMI in UK) excluding Peru (IEMPSA).
Exito, see Discolandia Dueri.
Heriba Ltda. (IFPI), Abdon Saavedra 2190, La Paz. Tel: 351-744, 343-580, 367-831. Cable: HERIBA. Gen. Mgr.: Eduardo Ibanez Wigger, Sales Mgr.: Elba Wigger.
Labels: (Owned) Heriba, **(licensed)** CBS (worldwide), IFESA (Ecuador), Microfon (Argentina), Sondor (Uruguay), Top Hits (Venezuela). (Uruguay)
Int'l rep.: Worldwide (CBS).
Inbofon Ltda., see Industria Boliviana del Fonograma.
Industria Boliviana del Fonograma (Inbofon Ltda.), Edif. Alameda, 6th fl., Dept. 205, El Prado, Bloque B, La Paz. Tel: 372-228. Telex: 5458. Int'l Dir. & Gen. Mgr.: Johnny Dueri; Sales Mgr.: Mario Luis Flores.
Label: (Represented) RCA (USA)
Jallalla (Discos), Figueroa 788, Dept. 1, 2nd fl., La Paz. Tel: 366-514. Cable: JALLALLA. Pres. & Dir. Gen.: Julio Martinez Arteaga; Sales Mgr.: Armında Gonzales Taibo.
Labels: (Owned) Ande, Jallalla
Lauro & Cia. Ltda., Av. de las Heroinas 0534, Cochabamba. Tel: 2-6632. Cable: LAURD. Telex: Lauro Bx 5907. Owner: Laureano Rojas Alcocer; Sales Mgr.: Orlando Bustamante; Int'l Mgr.: Vickie de Valenzuela. **Local branch:** Calle Sucre 3509. Tel: 2-1241.
Branches: La Paz, Av. America 115. Tel: 2-5697–**Oruro,** Galeria del Disco, Calle Potosi 1621. Tel: 51448. Mgr.: Alfredo Zamora–**Santa Cruz,** Ayacucho 238. Tel: 2-5130. Mgr.: Enrique Duran–**Sucre,** Calle Nicolas Ortiz 2, Casilla 239. Tel: 2434–**Tarija,** Calle Sucre 646-652, Casilla 134. Tel: 3101.
Labels: (Owned) Lauro, Lauro Int'l; **(licensed)** Ariola (Germany, Mexico, Spain, Brazil), Barclay (France), Belter (Spain), Columbia (Spain), Copacabana (Brazil), El Disco de Moda (Venezuela), Fantasy (USA), Fermata (Brazil), Gamma (Mexico), Hispavox (Spain), Jupiter (Germany), Musart (Mexico), Music Hall (Argentina), Musidisc (Argentina), Peerless (Mexico), Phonogram (Argentina, Brazil, Chile, Colombia, Mexico, Peru, Spain, Uruguay, Venezuela), Seeco (USA), TK (Argentina), Zafiro (Spain).
Lauro Int'l, see Lauro.
Lyra, see Discolandia Dueri.

• music publishers

Heriba (Ed. Musical), Abdon Saavedra 2190, La Paz. Tel: 351-744. Cable: HERIBA. Gen. Mgr.: Eduardo Ibanez Wigger.
Kollasuyo Eds. Musicales (Sobodaycom), Calle Figueroa 788, Dept. 1, 2nd fl., La Paz. Tel: 366-514. Cable: KDLLASUYD. Pres. & Dir. Gen.: Julio Martinez Arteaga. Gen. Mgr.: Armında Gonzales Taibo; Prof. Mgr.: Sergio Hinojosa M.
Lyra (Ed.), Casilla 422, Calle Potosi 814, 3rd fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri.

• services

DESIGN & ARTWORK

Discolandia Dueri & Cia. Ltd., Calle Potosi 920, 1st fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Gen. Sales Mgr.: Oscar Prieto.
Heriba Ltda., Abdon Saavedra 2190, La Paz. Tel: 351-744, 343-580, 367-831. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger; Prod'n Mgr.: Dora de Ibanez.

LICENSING ORGANIZATION, MUSIC

Sobodaycom (Sociedad Boliviana de Autores & Compositores de Musica), Figueroa 788, Dept. 1, 2nd fl., La Paz. Tel: 366-514. Cable: SDBDDAY-CDM. Pres. & Dir. Gen.: Julio Martinez Arteaga; Sec'y: Jorge Canedo Michel.

PLATING, PROCESSING & PRESSING PLANTS
PRINTERS & LITHOGRAPHERS
TAPE CUSTOM DUPLICATORS

Discolandia Dueri u Cia. Ltd., Calle Potosi 920, 1st fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Gen. Sales Mgr.: Oscar Prieto.
Heriba Ltda., Abdon Saavedra 2190, La Paz. Tel: 351-744, 343-580, 367-831. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger; Prod'n Mgr.: Dora de Ibanez. **(PKG)**
Audio: Cassette.

RECORD PROMOTION

Heriba Ltda., Abdon Saavedra 2190, La Paz. Tel: 351-744, 343-580, 367-831. Gen. Mgr.: Eduardo Ibanez Wigger; Sales Mgr.: Elba Wigger; Prod'n Mgr.: Dora de Ibanez.

• supplies

ENVELOPES & MAILERS
JACKETS & SLEEVES
LABELS, DISK
POLYETHYLENE BAGS
PROFESSIONAL TAPE SUPPLIES
RECORD MANUFACTURING EQUIPMENT
TAPE, BLANK LOADED
TAPE DUPLICATING & PROCESSING EQUIPMENT

Discolandia Dueri & Cia. Ltda., Calle Potosi 920, 1st fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Gen. Sales Mgr.: Oscar Prieto.

• accessories & store fixtures

Discolandia Dueri & Cia. Ltda., Calle Potosi 920, 1st fl., La Paz. Tel: 3-56656, 3-28513. Pres.: Miguel A. Dueri; VP: Miriam S. de Dueri; Gen. Sales Mgr.: Oscar Prieto.
Product: Record–record care prods., replacement styli; Tape–head cleaners, demagnetizers, leader & splicing tape; record & tape browser boxes, record & tape display racks, record & tape divider cards.

BRAZIL

Population: 119,000,000.
Rate of exchange: $1 (US) = 90 cruzeiros.
Per capita income: $1300.
Holidays: January 1, Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), September 7 (Independence Day), November 2 (Memorial Day), November 15 (Proclamation of the Republic), December 25.

• record & tape manufacturers / distributors / importers

A E S C R J, see Top Tape.
Air Bus, see Camel.
Alldisc-Consultoria & Comercial Fonografica Ltda., Rua Alagoas 159, cj. 84, 01242 Sao Paulo. Tel: (011) 257-8424. Telex: 1132128. Pres.: Geraldo L. Loewenberg; Gen. Mgr.: Janine M.U. Loewenberg; Sales Mgr.: Roberto A. Loewenberg.
Labels: (Owned) Alldisc; **(licensed)** Arriston (Italy), Bainbridge (USA), Black & Blue (France), Coombe (UK), Countdown (Germany), Discos (Italy), Dureco (Netherlands), Elite-Special (Switzerland), Everest (USA), Jo-Jo (USA), Ri-Fi (Italy), Telstar (Netherlands).

Angel, see EMI-Odeon.
Aquarela, see Top Tape.
Archiv, see PolyGram.
Arco-Iris, see Top Tape.
Ariola Discos Fonograficos & Fitas Magneticas Ltda., Rua General Rabelo 43, 22451 Gavea, Rio de Janeiro. Tel: (021) 274-2545/2697. Cable: ARIOLA DISCOS. Telex: (021) 31575. Gen. Mgr.: Jose Victor Rosa Jr.; Sales Mgr.: Yassuo Ono; Int'l A&R Mgr.: Antonio Duncan; Int'l A&R Ass't Mgr.: George Ruopp; Int'l A&R Promo. Co-ord.: Regina Vidal.
Branch: Sao Paulo, Rua Teixeria da Silva 654, 04002 Paraiso. Tel: (011) 283-0932/0949. Cable: ARIOLA DISCOS. Telex: (011) 33039.
Labels: (Owned) Ariola, Arista; **(licensed)** Bronze (UK), Center, Handshake (USA), Hansa (Germany), Island (UK), MCA (USA), Ze (USA).
Int'l reps.: Argentina (Microfon), Australia (RCA), Austria (Ariola), Belgium (Ariola Benelux), Bolivia (Lauro), Canada (Quality), Chile (Quatro), China (Pacific), Colombia (Sonolux), Denmark (CBS), Ecuador (Fadisa), Finland (Finndisc), France (Arabella), Germany (Ariola Eurodisc), Greece (PolyGram), Guatemala (Dideca), Iceland (Falkinn), India (Gramophone), Israel (Hed Arzi), Italy (CGD-Messaggerie Musicali), Japan (King), Mexico (Bertelsmann), Netherlands (Ariola Eurodisc Benelux), Norway (CBS), Peru (FTA), Portugal (PolyGram), South Africa (RPM), Spain (Ariola Eurodisc), Sweden (CBS), Switzerland (Ariola), Turkey (Turkuola), UK (Ariola Eurodisc), USA (Ariola America), Venezuela (Cordica), West Indies (West Indies).
Arista, see Ariola.
Asylum, see WEA
Atco, see WEA.
Atlantic, see WEA.
Bandeirantes Discos (IFPI), Av. Brigadeiro Luis Antonio 1404, 1st fl. Sobreloja, Conj. 11B, Sao Paulo. Tel: (011) 289-6477. Dir.: Roberto de Oliveira; Artistic Mgr.: Sergio Lopes; Int'l Dir.. Claudio Petraglia.
Labels: (Owned) Clack, Master; **(licensed foreign)** Band.
Bemol, see Tapecar.
Building, see Som Industria & Comercio.
C B S Industria & Comercio Ltda. (Discos) (IFPI), Rua Buenos Aires 2, 15th & 16th fl., 20000 Rio de Janeiro. Tel: (021) 231-0516, 224-4469/0285. Cable: COLRECORD. Telex: (11) 25905. Mng. Dir.: Tomaz Munoz; Mktg. Mgr.: Roberto Augusto.
Labels: (Owned) CBS, Collector Jazz Series, Entre, Epic, Masterworks, Odyssey, Okeh, Tropicana, Uirapuru, Ve Leiru; **(licensed foreign)** A&M (USA), ELO (UK), TK (USA).
Int'l rep.: USA (CBS).
C I D, see Companhia Ind'l de Discos.
Camden, see RCA.
Camel Recs./Tropisong Gravacoes Musicais Ltda. (IFPI), Rua Oscar Freire 1061, Cerqueira Cesar, 01426 Sao Paulo. Tel: (011) 282-0200. Pres.: Jose Carlos Silvestre; Gen. Mgr.: Monica Liliana Silvestre; Sales Mgr.: Marco A. Assis.
Labels: (Owned) Air Bus, Camel, Car Wach; **(licensed foreign)** Cinevox (Italy), Constelation (Argentina), Coombe (UK), Eleven (Italy), Musictape (Argentina).
Int'l reps.: Argentina (Camel, Musictape), Chile (Quatro), Germany (Countdown), Italy (Cinevox), Mexico (Camel), UK (Coombe).
Campeao Discos, Rua Otavio Correia 202/102, 22291 Urca, Rio de Janeiro. Tel: (021) 246-7214. Pres.: Wilson F. Falcao. Gen. Mgr.: Ilka F. Brito; Sales Mgr.: Gilda C. Falcao.
Labels: (Owned) Campeao; **(represented)** Alcere (USA), BPL (Germany), Beat (Italy), Colt (USA), Destiny (USA), Dixie (Germany), Esprit (USA), Firma (USA), Gallio (USA), Genuine (USA), Jody (USA), K-Arc (USA), Mayhams (USA), Milsmi (USA), Mishawaka (USA) Northland (USA), Novelty (USA), Panorama (Germany), R&R (USA), TJB (Germany), Unity (Germany).
Int'l reps.: Angola (Vadeca), Argentina (Jow), Belgium (Vadeca), France (Vadeca), Germany (Vadeca), Mexico (Panamusic), Netherlands (Parade), Portugal (J.C. Donas), South Africa (RPM), Venezuela (Favedica).
Capitol, see EMI-Odeon.
Carroussell, see Companhia Ind'l de Discos.
Car Wach, see Camel.
Center, see Seta & Ariola.
Chantecler, see Gravacoes Eletricas.
Charger, see Som Industria & Comercio.
Clack, see Bandeirantes & WEA.
Collector Jazz Series, see CBS.
Companhia Ind'l de Discos (IFPI), Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro. Tel: (021) 280-9222. Cable: CIDISCOS. Telex. (021) 30043. Pres.: Hermann Zuckermann; VP Int'l: Harry Zuckermann, Gen Mgr.: Rodolfo Zuckermann.
Labels: (Owned) CID, Carroussell, Crazy Cat Itamaraty, Magic Music, Square; **(licensed)** Aquarius (France), Biram (France), Coombe (UK), Countdown (Germany), Pickwick (USA), Saar (Italy), Seeco (USA), Spector Int'l (USA), Toledo/Hansa (Germany).
Int'l reps.: Colombia (Tropical), France (Sonodisc), Germany (Toledo-Hansa), Greece (Music Box), Italy (CGD), Portugal (Vadeca), Venezuela (BASF).
Continental, see Gravacoes Eletricas.
Copacabana, see Som Industria & Comercio.
Copa Musical, see Top Tape.
Coronado, see EMI-Odeon.
Cotillion, see WEA.
Couro, see Seta.
Crazy Cat, see Companhia Ind'l de Discos.
D G, see PolyGram.
Decca, see PolyGram.
Discao, see Gravacoes Eletricas.
Disc Test, see Mangione, Filhos & Cia
Disquinho, see Gravacoes Eletricas.
Dragon, see WEA
E M I-Odeon Fonografica Industrial & Eletronica SA, Caixa Postal 2752, Zone: 20000; Rua Mena Barreto 151, Botafogo, 22271 Rio de Janeiro. Tel:(021)286-1212. Cable:TURNTABLE. Telex:[021)23678. Mng.Dir.:Rolf Dihlmann; Gen. Mgr.: Yukiharu Eto; Int'l A&R Mgr.: Jorge Davidson.
Labels: (Owned) Angel, Capitol, Coronado, EMI, Harvest, Imperial, Odeon, Parlophone; **(licensed)** A&M (USA), Decca (UK), London (UK, USA), Passport (USA), Pathe (France), Pyramid (USA), RAK (UK), United Artists, Versatile (USA).
Int'l rep.: Worldwide (EMI).
Eldorado (Estudio) Ltda., Rua Major Quedinho 76, 7th fl., 01050 Sao Paulo. Tel: (011) 256-5411. Telex: 1124005. Pres.: Joao Lara Mesquita; Gen. Mgr.: Luiz Carlos Villas Boas Souza; Sales Mgr.: Dirce H. Sanches; Int'l Mgr.: Geraldo L. Loewenberg.
Elektra, see WEA.
Elenco, see PolyGram.
Emblema, see Padrao.
Entre, see CBS.
Epic, see CBS.
Equipe, see Padrao.
Festa, see PolyGram.
Fontana, see PolyGram.
Gold Seal, see RCA.
Gravacoes Eletricas SA (IFPI), Av. do Estado 4667, 01515 Sao Paulo. Tel: (011) 279-6811. Telex: (11) 22329. Chm.. Alberto Jackson Byington Neto; Mng. Dir.: Hans Hjalmar Paul Beugger; Comm'l Mgr.: Moacyr Minghini Machado.
Labels: (Owned) Chantecler, Continental, Oiscao, Disquinho, **(licensed)** Audio Fidelity (USA).
Groove, see RCA
Guarani, see Mangione, Filhos & Cia.
Hara Internacional Musica & Filmes Ltda., Rua Joaquim Silva 56, 5th fl., Rio de Janeiro. Tel: (021) 252-4256, 222-0972. Dir.: Nilo S. Pinto; Gen. Mgr.: Ruth de Castro Savaget.
Labels: (Owned) Musidisc, Oxala.
Int'l reps.: Bolivia (Heriba Ltda.), Colombia (Fonogramas), Ecuador (Famoso), El Salvador (Boni), Mexico (Guitarra), Peru (FTA), USA (Musical Recs.), Venezuela (Fonografica del Caribe).
Harvest, see EMI-Odeon.
Heliodor, see PolyGram.
I N A, see WEA.
Imagem, see Musisom.
Imperial, see EMI-Odeon.
Importadora Peter Comercia & Industria Ltda., Rua 24 De Maio 276-7, Andar S/72, 01041 Sao Paulo.
Label: (Represented) Direct Disk (USA).
Independente Comercial & Distribuidora Ltda., Av. Brig. Faria Lima 1857, Cj. 114, 01451 Sao Paulo. Tel: (011) 815-1339. Telex: 1125388. Pres.: Luiz Carlos Villas Boas Souza; Gen. Mgr.: Cesare Benvenuti; Sales Mgr.: Dirce H. Sanches; Int'l Mgr.: Geraldo L. Loewenberg.
Labels: (Owned) Alldisc, Independente.
International, see RCA.
Itamaraty, see Companhia Ind'l de Discos.
Joias Musicais, see Mangione, Filhos & Cia.
K-tel do Brasil Comercial Ltda., Rua Tobias do Amaral 46, Cosme Velho, Rio de Janeiro RJ. Tel: (021) 205-4545. Gen. Mgr.: Alan Joel Cordover; Sales Dir.: Bernd Peter Vogel; Artistic Dir.: Ricardo Barley.
Labels: (Owned) K-tel, Kelo; **(licensed foreign)** Antler (USA), Attic (Canada), Creole (UK), Ibach (France), Ibis (USA), Inphasion (USA), JDC (USA), Key Seven (Canada), Malaco (USA), Quality (Canada), Splash (UK), State (UK).
Kelo, see K-tel.
M G M, see PolyGram.
Magic Music, see Companhia Ind'l de Discos.
Mangione, Filhos & Cia. Ltda., Rua do Ouvidor 183, 1st fl., Suites 14-19a, 20000 Rio de Janeiro ZC-00. Tel. (021) 242-3223. Cable EDIMANGIONE. Pres.: Estevam Sciangula Mangione; Sales Mgr.: Ubaldo S. Mangione; Foreign Mgr.. Estevao Salvador S. Mangione.
Labels: (Owned) Disc Test, Guarani, Joias Musicais, Red Lips.
Master, see Bandeirantes & WEA.
Masterworks, see CBS.
Mercury, see PolyGram.
Mis, see Som Industria & Comercio.
Musidisc, see Hara.
Musisom Empreendimentos, Rua Afonso Pena 101, CEP 20.270 Rio de Janeiro. Tel: (021) 254-1915 Pres.. Jonas Silva; Gen. Mgr. Ademir William, Sales Mgr.. Sergio Guedes.
Labels: (Owned) Imagem; **(licensed)** Everest (USA), Joker (Italy), Xanadu (USA).
News, see Som Industria & Comercio
Nonesuch, see WEA.
Odeon, see EMI-Odeon
Odyssey, see CBS.
Okeh, see CBS.
One Way RBR, see Top Tape
Oxala, see Hara
Padrao Distribuicao de Fonogramas Ltda., Rua Sao Francisco Xavier 961, 20000 Rio de Janeiro Tel: (021) 284-1332/1992.
Labels: (Owned) Emblema, Equipe, Padrao, Spot, **(licensed)** Alshire Int'l (USA), Arrowtabs (UK), Candide (USA), International Artists (UK), Turnabout (USA), Vox (USA).
Parlophone, see EMI-Odeon.
Peralta, see RGE.
Philips, see PolyGram
Pick, see RGE.
Polydor, see PolyGram
Polyfar, see PolyGram.
PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro. Tel: (021) 220-9698/9998 Cable. POLYGRAM. Telex 2122739. Mng. Dir. Antonio Coelho Ribeiro; Controller: Cor Van Dijk; A&R Mgr.: Roberto Menescal; Sales Mgr.: Heleno de Oliveira.
Branch: 01404 Sao Paulo SP, Alameda Campinas 266, Jardim Paulista. Tel: (011) 251-1311.
Labels: (Owned) Archiv, DG, Decca, Elenco, Festa, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Polyfar, Polystar, Sinter, Vertigo, Verve; **(licensed)** CNR, Casablanca (USA), Charisma (UK), Pablo (USA), RSO (UK, USA), Rocket (UK).
Polystar, see PolyGram
Premier, see RGE.
Pure Gold, see RCA.
R C A Eletronica Ltda. (IFPI), Rua Santa Clara 50, Cobertura 01, 22041 Rio de Janeiro. Tel: (021) 255-7225. Telex: (21)30965. Pres.: Oswaldo Gurzoni, Sales Mgr.: Nilton Correa; Int'l: Jorge Pino.
Labels: (Owned) Camden, Gold Seal, Groove, International, Pure Gold, RCA Victor, Red Seal, Vic, Victrola; **(licensed domestic)** Sigla, Som Livre; **(licensed foreign)** Ariston (Italy), Barclay (France), Can't Stop (USA), Chrysalis (UK), De-Lite (USA), Erato (France), Gem (UK), Grunt (USA), Magnet (UK), Millennium (USA), Pickwick (UK), Polar (Sweden), Roulette (USA), Solar (USA), Sugar Hill (USA), 20th Century-Fox (USA), Vanilla (Italy), Welman (France).
R G E (Comercial Fonografica) Ltda.. Pca. Pacoal Martins 138, Sao Paulo. Tel: (011) 825-9377.
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Red Lips, see Mangione, Filhos & Cia.
Red Seal, see RCA.
Reprise, see WEA.
Rural, see Tapecar.
Sabia, see Som Industria & Comercio
Saci, see Som Industria & Comercio.
Seta Fonogramas Ltda., Al. Joaquim Eugenio de Lima 697, 01403 Sao Paulo. Tel: (011) 288-4240. Pres.. Paulo Machado de Carvalho Filho; Comm'l Dir.: Joaquim Carlos S. Clemente; A&R Mgr.: Carlos M. Carvalho. (Distributed by Ariola).
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Sigla (Sistema Globo de Gravacoes Audio-Visuais) ltda., Rua Assuncao 443, Rio de Janeiro. Telex: 22251. Gen. Dir.: Joao Araujo; Prod'n Mgr.: G. Mello; Int'l Mgr.: A. Paladino; Technical Mgr.: R. Bittencourt. (Distributed by RCA)
Labels: (Owned) Soma, Som Livre.
Sinter, see PolyGram.
Soma, see Sigla.
Som Industria & Comercio SA (IFPI), Rua Eugenia S. Vitale 173, R. Ramos Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo Antonio Bianco; Gen. Mgr.: Gunter Csasznik; Sales Mgr.: Rosvaldo Cury; Plant Mgr.: Joao F. Blumenschein.
Int'l distributor: USA, Brasilia Recs. & Tapes Corp.
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Som Livre, see Sigla & RCA.
Som/Maior, see RGE.
Sosamba, see Tapecar.
Spot, see Padrao.
Square, see Companhia Ind'l de Discos.
Studium Gravacoes Discos & Tapes Ltda., Rua Aurora 983, Cj. 71, 01209 Sao Paulo. Tel: (011) 222-2989. Pres.: Victor Settani; Prod'rs: Aluisio Pontes, Geraldo Loewenberg.
Label: (Owned) Studium.
T C, see Tapecar.
Tapecar Gravacoes SA (IFPI), Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5582. Pres. & Dir.: Manuel Valls Camero; Gen. Mgr.: Fernando de Araujo Neves; Sales Mgr.: Ary Perdigao; Int'l Mgr.: Paulo Roberto Correa de Araujo.
Labels: (Owned) Rural, Sosamba, TC, Tapecar; **(distributed)** Bemol; **(represented)** Bareback (USA), Basart (Netherlands), Cinevox (Italy), Count Down (Germany), O&M (USA), Damil (UK), Disques Direction (Canada), Everest (USA), Fonior (Belgium), Honeybee (USA), Mainstream (USA), Parachute (USA).
Test Pressing, see Som Industria & Comercio.
Top Tape Musica SA, Rua Alice 97, Laranjeiras, 20000 Rio de Janeiro ZC-01. Tel: (021) 205-5552. Cable: MUSITOP. Telex: (21) 23923. VP A&R & Promo.: Joel B. Leibovitz; VP Int'l Opns.: Myrian Sylvia Avanzi; VP Sales: Salomao Sobrinho; VP Prod.: Teresa Brito.
Branch: Sao Paulo, Rua Osorio Duque Estrada 39, Vila Nova Tupi, Ibirapuera, 04001 Sao Paulo. Tel: (011) 287-8676. Sales Mgr.: Alberto Bansotti Neto; Promo. Mgr.: Dorival Rosa.
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Int'l reps.: Argentina (RCA), Portugal (Imavox).
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Tropisong, see Camel.
Uirapuru, see CBS.
Underground, see Som Industria & Comercio.
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Vic, see RCA.
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W E A Discos Ltda. (IFPI), Rua Itaipava 44, Jardim Botanico, 22461 Rio de Janeiro. Tel: (021) 286-3332. Mng. Dir.: Andre Midani; Sr. VP's: Michael Gregory, David Jones; Mktg. Dir.: Leonardo Neto.
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Young, see RGE.

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Alvorada Ltda. (Ed. Musical), see Meridional.
Amor, see Fermata.
Arapua (SBACEM), see Fermata.
Arlequim Ltda. (Ed. Musical), Caixa Postal 3264, Villa Buarque, Rua Frederico Steidel 267, 01225 Sao Paulo. Tel: (011) 220-3494/1343.
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E M B I, see Editora de Musica

E S I (Sadembra), see Fermata

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M C A do Brasil Ed Musical Ltda, Rua Aurora 964, 01209 Sao Paulo Tel (011) 222-0273. Cable EDITAMUS
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Int'l rep.: Worldwide (MCA)

M O K Music Ltd. (SICAM), Caixa Postal 13030, CEP 01000 Sao Paulo SP, Rua Parque da Fonte 194, CEP 02345 Barro Branco, Sao Paulo SP Tel (011) 203 6692, 204-1607 Pres Malcolm Kigar
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Melograf (Ed.) Ltda, see Mundo Musical

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Int'l reps.: France (Vogue), Italy (Televis)

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Moleque Ed. Musicais Ltda, see ITAIPU

Morumbi Ltda. (Ed.) (SICAM), see Intersong.

Mundo Musical Ltda. (Ed) (div. of CBS), Rua Buenos Aires 2, 16th fl, 20000 Rio de Janeiro. Tel (021) 231-2957. Cable SAMIRE. Gen Mgr Roterdam Salomao
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Nossa Terra (UBC), see Fermata

Nova Music Ltda, see Top Tape

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R C A Leme Ltda (Ed Musical), see Victor

R C A Ltda (Ed. Musical), see Victor

Red Lips (Ed) (SICAM), see Mangione.

Rio Musical (UBC), see Fermata.

Santos Dumont (UBC), see Fermata

Saturno Ltda (Ed. Musicais), see Intersong.

Scorpius Musica Ltda (Sicam), see Top Tape

Seresta (Sadembra), see Fermata.

7 Notas Ltda (Ed. Musicais), see Meridional

Sidomar (SICAM), see Fermata.

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Step Five Sul Americana (UBC), see Fermata.

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Sugarmusic do Brasil, Ltd (Ed.) (UBC), Edif Avenida Central Sala 627, Av Rio Branco 156, Rio de Janeiro Tel (021) 262-0968 Cable COPYGAN Contact H Gandelman Esq.
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Tapajos Ed. Musicais Ltda., see ITAIPU

Tapecar (Ed. Musical), see TC

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Top Tape (Grupo Ed.), Rua Alice 97, Laranjeiras, 20000 Rio de Janeiro ZC 01 Tel: (021) 245 3515. Cable MUSITOP Dir Joel B. Leibovitz; Gen. Mgr. Roterdam Salomao
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PLATING, PROCESSING & PRESSING PLANTS

Companhia Ind'l de Discos, Rua 7 de Marco 331, Bonsucesso, 21040 Rio de Janeiro. Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Hermann Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.

E M I-Odeon Fonografica Industrial & Eletronica SA, Caixa Postal 2752, Zone 20000, Rua Mena Barreto 151, Botafogo, 22271 Rio de Janeiro. Tel: (021) 286-1212. Cable: TURNTABLE. Mng. Dir.: Rolf Dihlmann; Studio Mgr.: Zoltan Merky; Pressing Plant Mgr.: Flavio P. Magri.

Gravacoes Eletricas SA, Av. do Estado 4667, 01515 Sao Paulo. Tel: (011) 279-6811. Telex: (11) 22329. Chm.: Alberto Jackson Byington Neto; Mng. Dir.: Hans H. Paul Beugger; Comm'l Mgr.: Moacyr Minghini Machado.

PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro. Tel: (021) 220-9222. Mng. Dir.: Antonio Coelho Ribeiro. (Pressing only)

R C A Eletronica Ltda., Av. Engenheiro Billings 2227, Sao Paulo. Tel: (011) 268-2133. Pres.: Adolfo Pino; Ind'l Mgr.: Marco Antonio Altafini.

R G E (Comercial Fonografica) Ltda., Pca. Pacaal Martins 138, Sao Paulo. Tel: (011) 825-9377

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, R. Ramos Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

Tapecar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280 5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves. Plant Dir. & Sales Mgr.: Ademir Pereira.

W E A Discos Ltda., INA-Diadema, Rua Ruyce Ferras Alvim, 975 Sao Paulo. Tel: (011) 456-3866. Plant Mgr.: Hugo Bellardi.

PRINTERS & LITHOGRAPHERS

Companhia Ind'l de Discos, Rua 7 de Marco 331 Bonsucesso, 21040 Rio de Janeiro. Tel: (021) 280-9222. Cable: CIDISCOS. Telex: (021) 30043. Pres.: Herman Zuckermann; VP Int'l: Harry Zuckermann; Gen. Mgr.: Rodolfo Zuckermann.

Lidervideo Comunicacao Audiovisual SA, Rua da Assembleia 58, 12th fl., 20000 Rio de Janeiro. Tel: (021) 231-0327, 232-9047. Pres.: Antonio Luiz Mendes de Almeida; Gen. Mgr.: Ricardo Jorge Nick; Sales Mgr.: Heldio Nogueira; Development Mgr.: Gustavo Moraes Rego.

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, R. Ramos; Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho. Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

Tapecar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero, VP: Fernando de Araujo Neves. Plant Dir. & Sales Mgr.: Ademir Pereira.

RECORD PROMOTION

Tapecar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero, VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

Tropisong Gravacoes Musicais Ltda., Oscar Freire 1061, 01426 Sao Paulo. Tel: (011) 282-0200. Pres.: Jose Carlos Silvestre.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr., Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.
Audio: 8-tr., cassette.

E M I Odeon Fonografica Industrial & Eletronica SA, Caixa Postal 2752, Zone 20000, Rua Mena Barreto 151, Bota ogo, 22271 Rio de Janeiro. Tel: (021) 286-1212. Cable: TURNTABLE. Mng. Dir.: Rolf Dihlmann; Studio Mgr.: Zoltan Merky
Audio: Cassette

Lidervideo Comunicacao Audiovisual SA, Rua da Assembleia 58, 12th fl., 20000 Rio de Janeiro Tel: (021) 231-0327, 232-9047. Pres.: Antonio Luiz Mendes de Almeida, Gen. Mgr.: Ricardo Jorge Nick; Sales Mgr.: Heldio Nogueira, Development Mgr.: Gustavo Moraes Rego.
Video: 2" open reel, 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.

PolyGram Discos Ltda., Av. Rio Branco 311, 4th fl., 20000 Rio de Janeiro. Tel: (021) 220-9222. Mng. Dir.: Antonio Coelho Ribeiro.
Audio: Cassette.

R G E(Comercal Fonografica) Ltda., Pca. Pacaal Martins 138, Sao Paulo. Tel: (011) 825-9377

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, R. Ramos Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco, Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein, Sales Mgr.: Rosvaldo Cury.
Audio: Cassette.

Tapecar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira. (PKG)
Audio: Cassette.

Tropisong Gravacoes Musicais Ltda., Oscar Freire 1061, 01426 Sao Paulo. Tel: (011) 282-0200. Pres.: Jose Carlos Silvestre.
Audio: Cassette, open reel.

• supplies

CASSETTE PARTS

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr., Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.
Audio: Housings, hubs, pins, press pads, rollers, shields, shims.

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, R. Ramos Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

EMPTY CARTRIDGES, CASSETTES & REELS

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.
Audio: Cassette.

Plajet Industria & Comercio de Plasticos Ltda., Av. Rio Branco 156, Gr. 2110, Centro, CEP 20043 Rio de Janeiro. Tel: (021) 262-4595. Telex: (021) 21388. Contact: M. Amin.
Audio: Cassette.

POLYETHYLENE BAGS
SLEEVES

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, R. Ramos Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.

LABELS, DISK

Tapecar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.

PROFESSIONAL TAPE SUPPLIES

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr., Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.
Product: Duplicating & mastering tape, Philips boxes.

Plajet Industria & Comercio de Plasticos Ltda., Av. Rio Branco 156, Gr. 2110, Centro, CEP 20043 Rio de Janeiro. Tel: (021) 262-4595. Telex: (021) 21388. Contact: M. Amin.
Audio: Norelco boxes.

RECORD MANUFACTURING EQUIPMENT

R C A Eletronica Ltda., Av. Engenheiro Billings 2227, Sao Paulo. Tel: (011) 268-2133. Pres.: Adolfo Pino; Ind'l Mgr.: Marco Antonio Altafini.
Product: 7" & 12" molds.

TAPE, BLANK LOADED & BULK RAW

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr.; Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.
Audio: Cassette, open reel.
Brand names: Blank—Ampex, Hitec, XHF; Raw—Ampex.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya.
Audio: Cassette & open reel.
Video: 1" open reel & ¾" cassette.

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, R. Ramos Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury. (Blank only)
Audio: Cassette.
Brand names: Audiomasters, Pop Sound, TK7

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audiolivro Ltda. (Ceal) Som & Educacao, Rua Bolivar 54, Rio de Janeiro. Tel: (021) 235-0424.

• accessories manufacturers

A P G Eletronica SA, Rua Funchal 314, 04551 Sao Paulo. Tel: (011) 210-4755, 211-9721, 212-4337. Telex: (011) 24278. Pres.: Sebastiao R. Bastos; Superintendent: William Schaefer Jr., Consumer Sales Mgr.: Richard Banfield; Industrial Sales Mgr.: Maria Antonieta Chalmers.
Product: Tape—head cleaners, demagnetizers, leader tape.

B A S F Brasileira SA, Av. Sao Luis 86, 01000 Sao Paulo. Tel: (011) 257-0011. Telex: 1122745. Magnetic Prods. Div. Gen. Mgr.: Hector Urbina; Sales Mgr.: Mauricio Parise; Prod. Mgr.: Joao Carlos Gaya.
Product: Tape—leader & splicing tape.

Som Industria & Comercio SA, Rua Eugenia S. Vitale 173, R. Ramos Sao Bernardo do Campo-SP. Tel: (011) 457-5344. Cable: SOMDISCOS. Telex: (011) 4240. Pres.: Adiel Macedo de Carvalho; Mng. Dir.: Olavo A. Bianco; Gen. Mgr.: Gunter Csasznik; Plant Mgr.: Joao F. Blumenschein; Sales Mgr.: Rosvaldo Cury.
Product: Record—carrying & storage cases; Tape—carrying & storage cases, head cleaners.

Tapecar Gravacoes SA, Rua Aguiar Moreira 639, 20000 Rio de Janeiro. Tel: (021) 280-5282. Pres.: Manuel Valls Camero; VP: Fernando de Araujo Neves; Plant Dir. & Sales Mgr.: Ademir Pereira.
Product: Record—record care prods.; Tape—head cleaners, demagnetizers, leader & splicing tape.

BULGARIA

Population: 8,865,000.
Rate of exchange: $1 (US) = 0.96 leva.
Per capita income: $3,000.
Holidays: January 1, May 1,2 (Labor Days), May 24 (Day of Slavonic Culture), September 9 (Liberation Day), November 7 (October Revolution Day).

• record & tape manufacturers / distributors / importers

Balkanton Recs., 6 Haydoushka Polyana St., 1612 Sofia. Tel: 52-54-51, 51-86-27. Cable: BALKANTON. Telex: 22916. Gen. Dir.: Alexander Yossifov; Gen. Mgr.: Konstantin Dragnev; Sales Mgr.: Marko Issakov.
Labels: (Owned) Balkanton; **(licensed foreign)** EMI (UK), Hansa (Germany), Melodiya (USSR), Phonogram (Netherlands), Polydor (Germany), United Artists (UK).
Int'l reps.: Canada (Archambault), France (Harmonia Mundi), Italy (RCA), Spain (Edigsa), UK (EMI, United Artists), USA (Monitor).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

National Committee of the Int'l Music Council, c/o Bulgarian Composers' Union, 2 ul Ivan Vazov, Sofia.
Union of Bulgarian Composers, 2 ul Ivan Vazov, Sofia. Cable: COMPOSITORI.
Union of Musicians in Bulgaria, Alabin 52, Sofia.

DESIGN & ARTWORK
PLATING, PROCESSING & PRESSING PLANT
PRINTER & LITHOGRAPHER
TAPE CUSTOM DUPLICATOR

Balkanton Recs., 6 Haydoushka Polyana St., 1612 Sofia. Tel: 52-54-51, 51-86-27. Gen. Dir.: Alexander Yossifov; Gen. Mgr.: Konstantin Dragnev; Sales Mgr.: Marko Issakov; Sound Rec'g Mgr.: Mikhail Bojerianov.

CANADA

Population: 23,680,000.
Rate of exchange: $1 (US) = $1.20 (Canadian).
Holidays: January 1, Good Friday, Easter Monday, May 19 (Victoria Day & Queen's Birthday), July 1 (Dominion Day), September 1 (Labor Day), October 13 (Thanksgiving Day), November 11 (Remembrance Day), December 25 (Christmas Day). Additional holidays observed in P.Q. only: Epiphany, Ash Wednesday, Ascension Day, June 24 (St. John Baptiste), All Saints' Day, Conception Day.

RECORDS:

Records sold domestically: LP's 1980—52,395,682 units; 1979—53,860,890 units. Singles 1980—16,750,448 units; 1979—20,735,631 units.
Discounting: Frequent.
Type of distribution: Approximately 90% of all distribution operates through manufacturer to sub-distributor (rack jobbers & one stops) to retailer arrangements. The remaining 10% is manufacturer to retailer.
Type of promotion: Radio still stands as the major promotional vehicle in English Canada. Television has some music shows. The major daily newspapers are devoting an increasing amount of space to music coverage. Quebec, which is predominately French speaking, receives complete support from all the media for local and international acts.

TAPE:

Pre-recorded tape sold domestically: 8-tr. 1980—5,220,304 units; 1979—10,954,921 units. Cassette 1980—10,206,096 units; 1979—9,020,450 units.

• record & tape manufacturers

A D C 2000 Recs., 125 Dupont St., Toronto, Ont. M5R 1V4. Tel: (416) 961-2000. Pres.: Mike Komar.

A & M Recs. of Canada Ltd., 939 Warden Ave., Scarborough, Ont. M1L 4C5. Tel: (416) 752-7191. Telex: 06-963652. Pres.: Gerry Lacoursiere; Sr. VP & Gen. Mgr.: Joe Summers; VP Promo.: Doug Chappell; VP Finance: Gary Hubbard; VP Sales: Bill Ott; Nat'l Promo. Mgr.: Jean Pierre Guilbert; Nat'l Pub. Mgr.: James Monaco; Troubadour Pub. Co-ord.: Lorna Richards; A&R Co-ord.: Michael Godin; Opns. Mgr.: Alex Fedorow; Art Dir.: David Andolf; Local Branch Mgr.: Ray Rosenberg.
Home office: USA.
Branches: Calgary, Alta., 6812A Sixth St. SE. Postal Code: T2H 2K4. Tel: (403) 253-8411. Telex: 03-825736. Reg'l Mgr.: Al Harrison; Promo.: Randy Wells; Sales: Don Jones, Dan Hobbs—**Vancouver, B.C.,** 100-1334 W. Sixth Ave. Postal Code: V6H 1A7. Tel: (604) 734-7689. Telex: 04-51123. Reg'l Mgr.: Dave Pearce; Promo.: David Brian; Sales: Rob Hartle; Mdsg.: Rob Thornton—**Winnipeg, Man.,** 118 Campbell St. Postal Code: R3N 1B2. Tel: (204) 944-1872. Sales & Promo.: Tom Jones—**Halifax, N.S.,** PO Box 3504, Halifax S. Postal Code: B3J 3J2. Tel: (902) 423-6533. Sales: Rudy Eyssen—**St. Laurent, P.Q.,** 970 Montee de Liesse, Suite 209. Postal Code: H4T 1W7. Tel: (514) 334-8550. Telex: 05-824709. Promo.: Nick Carbone; Mktg.: Richard LaFrance; Sales: Roland & Clement Dufresne.
Labels: (Owned) A&M; **(distributed)** Artists House, Audiophile, Falcon, Flutterby, Haida, Horizon, IRS, International Artists, Maze, Penny Farthing, Sloth, Solid Gold, Troubadour.
Int'l reps.: See listing in USA.

A R C/Grayson Publ'ns & Rec'gs, PO Box 3044, Vancouver, B.C. V6B 3X5. Tel: (604) 929-7558. Dir.: J. Grayson.

A R C (USA), see CBS.

A V I, see Quality.

Aavalanche, see Unidisc.

Abkco, see PolyGram.

Able Recs. Co. Ltd., 450 Beaumont St. E., St.-Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Pres.: Christian Lefort; Gen. Mgr.: Louis Lefort.
Labels: (Owned) Able, Domino, Eden, Emotion, VIP.
Int'l reps.: France (Albatros, BBZ, Delphine, International Shows, Rideau Rouge), USA (Can't Stop, East 83rd Prod'ns).

Acclaim Recs., 3500 Glen Erin Dr., Unit 10, Mississauga, Ont. L5L 1W6. Tel: (416) 828-2582. Pres.: V. J. T. Mataseje; Gen. Mgr.: Stan Campbell.

Ace of Diamonds, see PolyGram.

Adelphi, see Phonodisc.

Ades, see Archambault.

Mike Adkins Recs., see Mainroads.

Allegro, see Moss.

Alouette, see Archambault.

Angel, see Capitol.

Anthem Recs. of Canada, c/o Oak Manor, PO Box 1000, 12261 Yonge St., Oak Ridges, Ont. L0G 1P0. Tel: (416) 773-4371. Telex: 06-986530. Chm.: Ray Danniels; Mng. Dir.: Tom Berry; A&R Dir.: Michael Tilka; (Distributed by Capitol)

Apex, see MCA

Aquarius Recs. of Canada Ltd., 354 Youville St., Montreal P.Q. H2Y 2C3. Tel: (514) 284-1001. Telex: 055-60958. Pres.: Terry Flood; VP: Dan Lazare; VP Pub. & Adv.: Bob Lemm; VP Promo.: Don Tarleton; Sec'y-Tres.: Jack Lazare; A&R: Bob Rags, Keith Brown. (Distributed by Capitol)

Aquitaine, see CBS.

Arabella, see MZ.

Archambault Inc. (Ed.), 500 St. Catherine St. E., Montreal, P.Q. H2L 2C6. Tel: (514) 849-6201. Cable: ARCHMUSIC. Co-Proprietor: Rosaire Archambault Sr.; Gen. Mgr.: Rosaire Archambault Jr.; Adv. & Promo. Mgr.: Celine Gravel.
Labels (Owned) Alouette, Select; **(licensed foreign)** Studio SM (France);

(distributed—not licensed) Ades, Assimil Language Courses, Calliope, Chant du Monde, Deesse, Eurodisc, Music For Pleasure, Musidisc, Tnanon, Unidisc (France).
Archiv, see PolyGram.
Arc Sound Co. Ltd., 142 Sparks Ave., Toronto, Ont. M2H 2V9. Tel: (416) 499-5000.
Argo, see PolyGram.
Ariola, see Quality.
Ariola (Netherlands), see Attic.
Aris, see Peters Int'l.
Arista, see Capitol.
Armageddon, see Attic.
Artists House, see A&M.
Assimil Language Courses, see Archambault.
Asylum, see WEA
Atco, see WEA
Atlantic, see WEA.
Atoll, see MZ.
Attic Recs Ltd. (IFPI), 98 Queen St. E., Suite 3, Toronto, Ont. M5C 1S6. Tel: (416) 862-0352. Telex: 06-219815. Pres.: Alexander Mair; VP & Sales Mgr.: Tom Williams. (Distributed by CBS)
Labels: (Owned) Attic, Basement; **(licensed foreign)** Ariola (Netherlands), Armageddon (UK), F Beat (UK), Global (Germany), Mushroom (Australia), RKM (Netherlands), Rockburgh (UK), Rounder (USA), Safari (UK), Waterhouse (USA).
Int'l reps.: Australia (RCA), Germany (Teldec), New Zealand (RCA), Scandinavia (Electra), South Africa (Gallo).
Audat, see World.
Audiofidelity, see Phonodisc.
Audiophile, see A&M.
Axe Recs. Ltd., 70 Craighurst Ave., Toronto, Ont. M4R 1J8. Tel: (416) 481-2922. Pres.: Greg Hambleton.
Label: (Owned) Tuesday.
B-Sharp Recs., 500 Francois, Suite 111, Montreal, P.Q. H3E 1E4.
Label: (Licensed) Ripsaw (USA).
Backstreet, see MCA.
Banff, see Holborne.
Bang, see CBS.
Barclay, see PolyGram.
Basement, see Attic.
Bearsville, see WEA
Beau Bec (Les Prod'ns) Inc., 1207 Rue St. Andre, Montreal, P.Q. H2L 3S8. Tel: (514) 288-1154.
Beggar's Banquet, see WEA
Bel Air, see Boot.
Believe in a Dream, see CBS.
Berandol Recs., 11 St. Joseph St., Toronto, Ont. M4Y 1J8. Tel: (416) 924-8121. Gen. Mgr.: Barbara L. Kroetsch.
Best Buy, see RCA.
Big Time, see PolyGram.
Big Tree, see WEA
Birchmount, see Quality.
Birdwing, see Word.
Black Sun, see Unidisc.
Black Tie, see Phonodisc.
Bluebird, see RCA
Bleu Blanc Rouge, see MZ.
Blue Note, see Capitol.
Blue Sky, see CBS.
Boardwalk, see CBS.
Bobinason, see Production Connection.
Bomb Recs., 33 Harbor Square, Suite 2626, Toronto, Ont. M5A 3X9. Tel: (416) 362-1661. (Also see Unidisc)
Labels: (Owned) Bomb; **(licensed foreign)** Bomp (USA).
Bomp, see Bomb.
Boot Recs. Ltd., 1343 Matheson Blvd. W., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOTGROUP. Telex: 06-960-250.
Int'l branch: USA.
Labels: (Owned) Boot, Boot Master Concert Series, Cynda, Generation, MDR; **(distributed)** Bel Air, Harbour, Image, Riot
Bouquet, see PCRL.
Brass, see Unidisc.
Breakwater, see Phonodisc.
Bridge, see Chapel/Bridge.
Buddah, see Quality.
C A M Canada Ltd./Experience (Les Eds.), 450 E. Beaumont, St. Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Telex. 055-60229. Pres.: Christian Lefort; Gen. Mgr.: Louis Lefort.
C B S Recs. (Canada) Ltd., 1121 Leslie St., Don Mills, Ont. M3C 2J9. Tel: (416) 447-3311. Telex: 06-966792. TWX: (610) 492-1366. Pres.: Bernie DiMatteo; Exec. VP: Jack Robertson; Sr. VP's: Stan Kulin, Brian Josling; VP Finance: Fred Rich; VP Personnel: Glen Lane; Sr. Mktg. Dir.: Graham Powers; Artist & Media Relations Dir.: Bill Bannon; Sr. Nat'l Sales Dir.: Don Oates; Creative Servs. Dir.: Maurice Kissel; English A&R Dir.: Jeff Burns; CBS Disques A&R Dir.: Pierre Dubord. **Local branch:** 5621 Finch Ave. E., Scarborough M1B 2T9. Tel: (416) 298-7700. TWX: (610) 492-1381. Ontario Reg'l Dir.: Garry Newman.
Branches: Calgary, Alta., Glenmore Centre, 7004M Fifth St. SE. Postal Code: T2H 2G3. Tel: (403) 253-8719. TWX: (610) 821-2235. Western Reg'l Dir.: Bill Bouvette—**Vancouver, B.C.,** 1847 W. Broadway, Suite 101. Postal Code: V6J 1Y6. Tel: (604) 734-5151. TWX: (610) 953-4916. Reg'l Sales Mgr.: Don Gunter—**Riverview, N.B.,** 602 Blythwood Ave. Postal Code: E1B 2H5. Tel: (506) 386-1515. Reg'l Sales Mgr.: Jim Bradley—**St. Laurent, P.Q.,** 1550 Rue Beaulac. Postal Code: H4R 1W8. Tel: (514) 337-8780. TWX: (610) 421-3191. Quebec Reg'l Dir.: Bill Rotari.
Labels: (Owned) CBS, CBS Direct, Columbia, Columbia Legacy Collection, Columbia Masterworks, Epic, Mastersound Audiophile, Odyssey, Portrait; **(distributed)** ARC, Aquitane, Attic, Bang, Believe in a Dream, Blue Sky, Boardwalk, Caribou, Cleveland Int'l, Curb, Discotel, Full Moon, GTO, Jet, Johnston, Kirshner, Lorimar, Matrix, Nemperor, Ode, Park Lane, Pavillion, Philadelphia Int'l, Precision, Spectra-Scene, Stiff, TK, T-Neck, Tabu, Telson, Tiffany, True North, Uncle Jam, Unison, Unlimited Gold, Vera Cruz.
C R I, see Change & Pickwick.
C T L, see World & Pickwick.
Cadence, see Phonodisc.
Calliope, see Archambault.
Canaan, see Word.
Canada Int'l, see RCA.
Canadiana, see Moss.
Canadian Cavalcade, see Holborne.
Canadian Talent Library, 38 Yorkville Ave., Toronto, Ont. M4W 1L5. Tel: (416) 924-1411.
Candide, see Moss.
Capitol Recs.-EMI of Canada Ltd. (IFPI), 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. TWX: (610) 492-4357. Telex: 06-968619. Pres.: J.D. Evans; VP Finance: D. Williamson; VP Legal Counsel: W. John MacLeod; VP Mktg.: R. Rowe; Nat'l Sales Mgr.: A. Andruchow; Sherman/Mister Sound Retail Div. Gen. Mgr.: B. Muckle; Talent Acquisition Dir.: D. Cameron; Special Prods. Mgr.: M. Zurba; Nat'l Mdsg. & Adv. Mgr.: D. Elliot; Artist Relations Mgr.: S. Irwin; Mfg. Dir.: H. Weits; Tape Plant Mgr.: W. Gow.
Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Branch Mgr.: D. Bertsch; Western Reg'l Mktg. Mgr.: B. Bondeson; Promo.: K. Zayac—**Vancouver, B.C.,** Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667. Sales: B. Manlove, P. Brown; Promo.: P. Taylor, L. Wilson—**Dorval, P.Q.,** 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073. Eastern Reg'l Mgr.: R. Quintin; Reg'l Mktg. Mgr.: V. D'Amico; Promo.: R. Rattey, R. Ganache.
Labels: (Owned) Capitol; **(licensed domestic)** Daffodil, TGO; **(licensed foreign)** Angel (USA), Arista (USA), Blue Note (USA), Chrysalis (USA), EMI America (USA), Harvest (UK), Liberty (USA), Muse (France), Passport (USA), Pathe (France), Seraphim (USA), United Artists (USA); **(distributed—not licensed)** Anthem, Aquarius, Grand.
Capricorn, see PolyGram.
Carats, see PCRL.
Caribou, see CBS.
Carrousel, see RCA
Casablanca, see PolyGram.
Cavalcade, see Phonodisc
Celebration, see Quality.
Celsius, see Trans-Canada.
Celtic, see Holborne.
Centennial, see RCA.
Centre St., see Bruce Thompson.
Century, see Word.
Change Recs. Inc., 506 Adelaide St. E., Toronto, Ont. M5A 1N6. Tel: (416) 364-8512. Pres.: Syd Kessler; A&R: Tony Kosinec.
Labels: (Owned) CRI, Change.
Int'l reps.: Germany (Siegel/Jupiter), Japan (Watanabe).
Chant du Monde, see Archambault.
Chapel/Bridge Recs. (div. of Pacific Press Publ'g Ass'n), PO Box 398, Oshawa, Ont. L1H 7N4. Tel: (416) 579-2311.
Home office: USA.
Labels: (Owned) Bridge, Chapel.
Charisma, see PolyGram.
Charity, see Intermodal.
Chiaroscuro, see Phonodisc.
Chi-Sound, see RCA.
Chrysalis, see Capitol.
Circa, see Bruce Thompson.
Circle, see MZ.
Clean Cuts, see Phonodisc.
Cleveland Int'l, see CBS.
Club Series, see RCA.
Colgems, see RCA.
Columbia, see CBS.
Columbia Legacy collection, see CBS.
Columbia Masterworks, see CBS.
Condor, see Holborne.
Contact, see MZ.
Cooking Fat, see Phonodisc.
Coral, see MCA.
Cosmic Recs. of Canada, 292 Lorraine Dr., Baie d'Urfe, P.Q. H9X 2R1. Tel: (514) 457-5959. Pres. & A&R Dir.: Hugh D. Dixon; VP & Controller: Clementine Dixon; Promo. Co-ord.: C.M.A van Ogtrop.
Labels: (Owned) Cosmic, Elevator, Fresh, Happinessville, Pamplemousse.
Cosmos, see Peters Int'l.
Cotillion, see WEA
Country Oak, see Praise.
Cubbyhole, see Rising.
Curb, see CBS.
Cyclade, see MZ.
Cynda, see Boot.
O G, see PolyGram.
D J, see Unidisc.
D R G, see RCA.
Daffodil, see Capitol.
Dairymple, see Phonodisc.
Damon Prod'n Ltd., 6844 76 Ave., Edmonton, Alta. T6B 0A8. Tel: (403) 465-1071. Telex: 037-3764. Pres., A&R & Prod'r: Garry L. McDonall; Sec'y-Treas.: Wallis Petruk. (Distributed by RCA)
Labels: (Owned) Damon, Mustard, Suite.
Dark Horse, see WEA.
Dawn Club, see Sackville.
Dayspring, see Word.
Deesse, see Archambault.
De-Lite, see PolyGram.
Deram, see PolyGram.
Dipper 7 Ents., 1414 Hillside Ave., Suite 101, Victoria, B.C. V8T 2B8. Tel: (604) 595-6709. Owner: Lou Jean Mollin; Gen. Mgr.: Arthur Trolley; Sales Mgr.: Robert Paul Mollin.
Label: (Owned) Expo.
Discotel, see CBS.
DiscReet, see WEA.
Disneyland, see Walt Disney.
Walt Disney Music Canada Ltd., 270 Rexdale Blvd., Rexdale, Ont. M9W 1R2. Tel: (416) 743-5552. Gen. Mgr.: Jim Rayburn.
Int'l branch: USA, Disneyland/Vista Recs.
Labels: (Owned) Disneyland, Vista.
Domino, see Able.
Double Helix, see Phonodisc.
Dove, see Master's Collection.
Dream, see RCA
Dreamland, see PolyGram.
Dynacom Communications Int'l, PO Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres.: David Leonard.
Labels: (Owned) Dynacom, Monticana.
Dynamic, see Holborne.
E C M, see WEA.
E G, see PolyGram.
E M I America, see Capitol.
Ebony, see Master's Collection.
Eden, see Able.
Edmar, see Holborne.
Elektra, see WEA.
Elephant Recs., 77 Berkely St., Toronto, Ont. M5A 2W5. Tel: (416) 364-3387. Gen. Mgr.: Molly Thom.
Elevator, see Cosmic.
El Mocambo, see Phonodisc.
Embryo, see WEA
Emerald City, see WEA.
Emergency, see Unidisc.
Emotion, see Able.
Epic, see CBS.
Erato, see RCA.
Eurodisc, see Archambault.
Excelsior, see Pickwick.
Experience (Les. Eds.), see CAM Canada.
Expo, see Dipper 7.
Extreme Recs., 125 Dupont St., Toronto, Ont. M5R 1V4. Tel: (416) 961-7433.
F Beat, see Attic.
F P Series, see Holborne.
Factory, see PolyGram.
Falcon Recs. Inc., 2264 Lakeshore Blvd. W., Toronto, Ont. M8V 1A9. Tel: (416) 625-3865. Telex: 065-22673. Pres.: Gerry Mischuk; Gen. Mgr.: Don Lorusso. (Distributed by A&M)
Int'l rep.: Germany (Bellaphon).
Famous Charisma, see WEA
Fantasy, see Phonodisc.
Festivo, see PolyGram.
Fiesta Rec. Corp. of Canada, c/o Peter Vineberg, 1420 Sherbrooke St. W., Montreal, P.Q. H3G 1K5. (Also see Holborne)
Home office: USA.
Finnadar, see WEA.
First Int'l Recs., 11602 75 Ave., Edmonton, Alta. T6G 0J2. Tel. (403) 436-3096. Pres.: Frank Phillet; Gen. Mgr.: Neil Maciver.
Fisher Folk, see Praise.
Fix It in the Mix, see Phonodisc.
Flarenasch, see MZ.
Fleur, see PCRL & London.
Flutterby, see A&M.
Flying Mountain, see Phonodisc.
Focus, see Production Connection.
Fog, see Phonodisc.
Foreign Exchange, see PCRL.
Freedom, see RCA.
Fresh, see Cosmic.
Full Moon, see CBS.
G T O, see CBS.
Galaxy Recs. & Tapes Ltd., 744 Polson Ave., Winnipeg, Man. R2X 1M2. Tel: (204) 582-3371.
Gamma Recs. Ltd., 3575 Blvd. St. Laurent, S-804, Montreal, P.Q. H2X 2T7. Tel: (514) 842-1788. Pres.: Jack Lazare; Gen. Mgr.: Daniel Lazare; Sales Mgr.: Francine Audette.
Generation, see Boot.
Girafe, see Trans-Canada.
Global, see Attic.
Golden Eagle Recs., 55 S. Cumberland St., Thunder Bay, Ont. P7B 2T6. Tel: (807) 344-1511. Pres., A&R, Pub. & Promo.: Don Grashey.
Int'l rep.: USA (Nationwide Sound).
Golden Greats, see RCA.
Gold Mind, see RCA.
Gold Seal, see RCA.
Gold Standard, see RCA
Good News, see Word.
Gordy, see Quality.
Grand, see Capitol.
Grapevine, see Master's Collection.
Grunt, see RCA.
Gryphon, see RCA
H & S, see Phonodisc.
Haida, see A&M.
John Hall Recs., see Mainroads.
Handshake, see Quality.
Hansa, see Quality.
Happinessville, see Cosmic.
Harbour, see Boot.
Fred. Harris, see Phonodisc.
Harvest, see Capitol.
Headfirst, see MCA.
Heritage, see Holborne.
Hilltop, see Pickwick.
Holborne Dist. Co. Ltd., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 294-9398. Telex: 06-963548. Pres.: Frank P. Swain; Gen. Mgr.: H. Littlejohn; Sales Mgr.: Ray Johnston; West Indian Repertoire Mgr.: Stanley Gittens.
Labels: (Owned) FP Series, Island Series; **(licensed domestic)** Banff, Canadian Cavalcade, Celtic, Condor, Heritage, Maple, Rodeo, Waterloo; **(licensed foreign)** Dynamic (Jamaica), Edmar (Bermuda), Jupiter (Germany), Merrydisc (Barbados), Plant (UK), 3A (Martinique), Wirl (Barbados). (Also see listing in Record & Tape Wholesalers section)
Hologram, see RCA
Horizon, see A&M, Praise & Production Connection.
Horse, see MZ.
Hot Vinyl, see RCA.
House of Lords, see RCA.
I R S, see A&M,
Ibach, see MZ.
Ibis, see RCA.
Ice, see PolyGram.
Image, see Boot & Phonodisc.
Image VII, see Word.
Impulse Magazine, see Phonodisc.
Infinity, see MCA
Intercan, see Pickwick.
Intermodal Prod'ns Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres.: John Rodney; VP Opns.: Evelyn Rodney.
Labels: (Owned) Laser, Lassoo, Ranch House, **(distributed)** Charity, Pops Update.
International Artists, see A&M.
Invitation a la Musique, see PolyGram.
Island, see WEA.
Island Series, see Holborne.
J C Prod'ns, see Unidisc.
Janz, see Word.
Jare Int'l, see RCA.
Jet, see CBS.
Jim, see Word.
Johnston, see CBS.

Jupiter, see Holborne.
K, see V Recs.
K-tel Int'l Ltd., 1670 Inkster Blvd., Winnipeg, Man. R2X 2W8. Tel: (204) 633-8860. Telex: 07-587597. Exec VP: Mickey Elfenbein.
Branch: Montreal, P.Q., 6665 St. James St. W. Postal Code: H4B 1V3. Tel: (514) 487-2382. Telex: 05-268800. Eastern Canada A&R Dir.: Art Young.
Home office: USA.
Kama Sutra, see Quality.
Kebec Disc, 2322 Sherbrooke E., Montreal, P.Q. H2K 1E5. Tel: (514) 527-2397.
Key, see Master's Collection
Kicking Mule, see Phonodisc
Kingsway, see Master's Collection.
Kirshner, see CBS.
Kneptune Int'l Recs. Ltd., Box 5236, Vancouver B.C. V6B 4B3. Tel: (604) 531-9331, 522-2711. Pres., Kenny Harris.
Int'l rep.: USA (Kneptune Int'l).
Knight II, see Phonodisc.
Kronos, see Peters Int'l.
Lars, see Peters Int'l.
Laser, see Intermodal.
Lassoo, see Intermodal.
Legendary Performers, see RCA.
Liberty, see Capitol.
Life's Galaxy Prod'ns, see RCA.
Light, see Word.
Likeable, see Phonodisc.
Lirys, see RCA.
Little David, see WEA.
Little People, see Praise.
Little Pilgrim, see Master's Collection.
Lollipop, see PolyGram.
London, see PolyGram.
London Digital, see PolyGram
Lorimar, see CBS.
Lotus, see RCA.
Lucy, see Stony Plain.
M B S, see Pickwick.
M C A Recs. (Canada) Ltd., 2450 Victoria Park Ave., Willowdale, Ont. M2J 4A2. Tel: (416) 491-3000. TWX: 610-492-5204. Telex: 06-966876. VP/Gen. Mgr.: George R. Burns; Nat'l Promo. Mgr.: Lesley Soldat; Ontario Branch Mgr.: Michael McKelvie.
Branches: Calgary, Alta., 1121 Centre St. N., Unit 310. Postal Code: T2E 7K6. Tel: (403) 230-3991. Branch Mgr.: Geord Gibbons—**Montreal, P.Q.,** 1500 Cote de Liesse, Suite 140, Lachine H8T 3E3. Tel: (514) 636-6095. Branch Mgr.: Frank Iacovella.
Labels: (Owned) Apex, Backstreet, Coral, Infinity, MCA, Songbird, Volcalion; **(distributed—not licensed)** Headfirst, Regency, Rocket, Shelter, Source, Southcoast, Unicorn
M G M, see PolyGram.
M M G, see Moss.
M O R, see Boot.
M Z Prod'ns, 7033 Trans Canada Hwy., Suite 220, Montreal, P.Q. H4T 1S2. Tel: (514) 336-1371. Telex: 05-827-542. Pres. & Int'l A&R: Michel Zgarka.
Labels: (Owned) Contact; **(licensed foreign)** Arabella, Atoll, Blue Blanc Rouge, Cyclade, Flarenasch, Horse, Ibach, Pathe-Marconi (all France); Circle (Italy), Polydor (Spain), Shiva (Belgium).
Mad Dog, see Phonodisc.
Mainroads Prod'ns Inc., 100 Huntley St., Toronto, Ont. M4Y 2L1. Tel: (416) 961-8001. Pres.: David Mainse; Mgr./A&R/US Relations: Bruce W. Stacey; Mktg./Promo.: Paul Kelly; Canadian Sales: Ken Meyer.
Int'l branch: USA
Labels: (Owned) Mainroads; **(distributed)** Mike Adkins Recs., John Hall Recs., Master Sound.
Manna, see Word.
Manohar, see Phonodisc.
Manticore, see WEA.
Maple, see Holborne.
Maple Haze Music Ltd., 9615 56 Ave., Edmonton, Alta. T6E 0B2. Tel: (403) 436-3981. Pres.: Jean Leskew.
Maranatha!, see Word.
Marguerite, see PCRL.
The Master's Collection Ltd. (Pilgrim-Canada), PO Box 189, Sta. W, Toronto, Ont. M6M 4Z9. Pres.: Paul J. Young; Sec'y: Diane Young; Sales Mgr.: Roy Burrage; Promos.: Ted Gerber.
Labels: (Owned) Little Pilgrim, Master's Collection, Pilgrim, Sharon; **(distributed)** Dove, Ebony, Grapevine, Key, Kingsway.
Master Sound, see Mainroads.
Mastersound Audiophile, see CBS.
Matra, see Unidisc.
Matrix, see CBS.
Maze, see A&M.
Ben McPeek Ltd., 131 Hazleton Ave., Toronto, Ont. M5R 2E4. Tel: (416) 923-3316.
Mercury, see PolyGram.
Mercury Golden Series, see PolyGram.
Merrydisc, see Holborne.
Metal Beat, see PolyGram.
Michele Audio Canada Ltd., 491 Brimly Rd., Scarborough, Ont. M1J 1A4. Tel: (416) 264-4181.
Home office: USA
Milestone, see Phonodisc.
Millennium, see RCA.
Mr. Pickwick, see Pickwick.
Modern, see WEA.
Modulation Recs. Ltd./Module 1 Recs. Ltd./Disques Sirano Canada, 5514 Isabella St., Montreal, P.Q. H3X 1R6. Tel: (514) 487-0859. Telex: 055-66493. Pres.: Jehan V. Valiquet.
Module 1 Recs. Ltd., see Modulation.
Monticana, see Dynacom.
Moss Music Group (Canada) Inc., 510 Coronation Dr., Unit 17, West Hill, Ont. M1E 4X6. Tel: (416) 284-0126. Pres.: John Leetham; Sales Mgr.: Julian Rice.
Home office: USA.
Labels: (Owned) Allegro, Canadiana, Candide, MMG, Storyville, Turn On, Vox Boxes, Vox/Turnabout; **(distributed—not licensed)** Toshiba-EMI (Japan).
Motown, see Quality.
Muse, see Capitol.
Mushroom (Australia), see Attic.
Music For Pleasure, see Archambault.
Music Gallery Editions, see Phonodisc.
Musidisc, see Archambault.
Mustard, see Damon & RCA.
Myrrh, see Word.
Nemperor, see CBS & WEA.
New Born, see Praise.
Neworld, see Word.
NewSong, see Word.
New Ventures, see Phonodisc.
Nonesuch, see WEA.
North Branch, see Phonodisc.
North Track, see Phonodisc.
Nova, see Pickwick.
Ode, see CBS.
Odyssey, see CBS.
L'Oiseau Lyre, see PolyGram.
Onari, see Sackville.
Orient, see RCA.
Ovation, see RCA.
P B I, see Unidisc.
P C M Recs., c/o Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044.
P C R L (Productions Carole Risch Ltd.), 2364 Sherbrooke St. E., Montreal, P.Q. H2K 1E6. Tel: (514) 526-2831. Telex: 055-61375. Pres. & Dir. Gen.: Carole Risch.
Labels: (Owned) Bouquet, Carats, Fleur, Foreign Exchange, Marguerite, Quatre Saisons, Sterling.
P M, see Post Meridiem & Phonodisc.
P R T, see Phonodisc.
Pablo, see RCA.
Pacific, see WEA
Pamplemousse, see Cosmic.
Paradise, see WEA.
Park Lane Music Co., see Vera Cruz & CBS.
Parrot, see PolyGram.
Passport, see Capitol.
Pathe, see Capitol.
Pathe-Marconi, see MZ.
Pavillion, see CBS.
Penny Farthing, see A&M.
Periwinkle Recs., 1262 Don Mills Rd., Suite 3A, Don Mills, Ont. M3B 2W7. Tel: (416) 445-0878.
Peters Int'l Recs. Canada Ltd., 951 Denison St., Unit 17, Markham, Ont. L3R 3W9. Tel: (416) 490-8001.
Home office: USA.
Labels: (Owned) Aris, Cosmos, Kronos, Lars, Peters Int'l.
Philadelphia Int'l, see CBS.
Philips, see PolyGram.
Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: 06-963629. Pres.: Jim Trainor; VP/Nat'l Sales Mgr.: Rob Lutes; Rec. Div. Mktg. Mgr.: Scott Harradine; Eastern Sales Mgr.: J. Grobbo.
Branches: Calgary, Alta., B3, 2209-6651 Ranchview Dr. NW. Postal Code: T3G 1B3. Tel: (403) 239-2661. Mgr.: Gary Gow—**Deux Montagnes, P.Q.,** PO Box 314. Postal Code: J7R 4K1. Tel: (514) 473-2645. Sales Rep.: Keith Hannah.
Labels: Adelphi, Audiofidelity, Black Tie, Breakwater, Cadence, Cavalcade, Chiaroscuro, Clean Cuts, Cooking Fat, Dalrymple, Double Helix, El Mocambo, Fantasy, Fix It in the Mix, Flying Mountain, Fog, H&S, Fred. Harris, Image, Impulse Magazine, Kicking Mule, Knight II, Likeable, Mad Dog, Manohar, Milestone, Music Gallery Editions, New Ventures, North Branch, North Track, PM, PRT, Phonodisc, Polaris, Posterity, Posterity/Woodshed, Prestige, Rakish Paddy, Rumour, Rutabaga, Second Ave., Shagrock, Snocan, Solar, Songs, Squash, Stag Creek, Summit, Syntonic Research, Temple, Sydney Thompson, Viper, Will-o-wind, World.
Pickwick Recs. (div. of American Can Canada Inc.), 180 Station St., Ajax, Ont. L1S 1E7. Tel: (416) 683-1466. Telex: 06-981378. Gen. Mgr.: Alan Reid; Nat'l A&R & Mdsg. Mgr.: Allan Matthews.
Labels: (Owned) Excelsior, Hilltop, Intercan, Mr. Pickwick, Pickwick, Pro-Arte, Quintessence; **(licensed)** CRI, CTL, MBS, Nova.
Pilgrim, see Master's Collection.
Planet, see WEA.
Plant, see Holborne.
Plantation, see Quality.
Playboy, see Quality.
Polaris, see Phonodisc.
Polydor, see PolyGram.
Polydor (Spain), see MZ.
PolyGram Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: 05-825690. TWX: (610) 421-3509. Pres.: Peter Erdmann; Exec. VP & Gen. Mgr.: Dieter Radecki; VP Prod. Mgmt.: Leo da Silva; VP Classics Int'l: Vassilios Pollakis; VP Opns. & Systems: Don Wedge; Nat'l Promo./Pub. Dir.: Bob Ansell; Sr. Prod. Mgr.: Michael Theriault; Mktg. & Sales Dir.: Ken Graydon; Prod. Mgr.: Derek Steede; Eastern Reg'l Mgr.: Gaston Careau; Eastern Reg'l Promo. Mgr.: Pierre Parent.
Branches: Calgary, Alta., 7220 Fisher St. SE, Suite 110. Postal Code: T2H 2H8. Tel: (403) 253-7665. Telex: 03-821859. Promo. Mgr.: Harry Hrabinsky—**Vancouver, B.C.,** 805 W. Broadway, Mezzanine. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: 04-54410. Branch Mgr.: Peter Behnke; Promo.: Monica Netupsky—**Winnipeg, Man.,** c/o Philips Electronics, 401 Weston St. E. Postal Code: R3E 3H4. Tel: (204) 786-5748. Telex: 07-57786. Sales Rep.: Nancy Pellich—**Toronto, Ont.,** Etobico Tower, 7th flr., 555 Burnhamthorpe Rd. W., Etobicoke M9C 2Y3. Tel: (416) 622-6680. Telex: 06-967755. Nat'l Accounts Dir.: Alun Elias; Central Reg'l Sales Mgr.: Herb Bradley; Promo.: Bobby Gale, Karen Gordon.
Labels: Abkco, Ace of Diamonds, Archiv, Argo, Barclay, Big Time, Capricorn, Casablanca, Charisma, DG, De-Lite, Deram, Dreamland, EG, Factory, Festivo, Ice, Invitation a la Musique, Lollipop, London, London Digital, MGM, Mercury, Mercury Golden Series, Metal Beat, L'Oiseau Lyre, Parrot, Philips, Polydor, Polystar, RSO, Resonance, Rialto, Riva, SPPS, Spring, Threshold, UK, Vertigo, Verve, Virgin, Virgin Dindisc, Zappa.
Polystar, see PolyGram.
Pops Update, see Intermodal.
Portrait, see CBS.
Posterity, see Phonodisc.
Posterity/Woodshed, see Phonodisc.
Post Meridiem Prod'ns Ltd., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 751-9610. Pres.: Gene Perla; Gen. Mgr.: Lois Oki. (Distributed by Phonodisc)
Home office: USA, PM.
Label: (Owned) PM.
Int'l reps.: Austria (Music Dist. in Germany), Canada (Phonodisc), Denmark (SteepleChase), Germany (Music Dist.), Italy (IRD), Japan (Teichiku), Switzerland (Music Dist. in Germany), UK (Cadillac).
Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuck.
Int'l branches: Australia, USA
Labels: (Owned) Country Oak, Horizon, Little People, New Born, Praise, Tunesmith; **(licensed—foreign)** Fisher Folk (UK), Star Song (USA).
Precision, see CBS.
Prelude, see Quality.
Prestige, see Phonodisc.
Pro-Arte, see Pickwick.
Production Connection Inc., 408 St. Gabriel, Montreal, P.Q. H2Y 2Z9. Tel: (514) 866-2021.
Labels: (Owned) Bobinason, Focus, Horizon, Vierge.
Psi Recs., 1747 W. Third Ave., Vancouver, B.C. V6J 1K7. Tel: (604) 732-3761. Mgr.: Robin Spurgin.
Labels: (Owned) Psi, Ramophone.
Pure Gold, see RCA.
Quadradisc, see RCA.
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: 06-219624. Pres.: George R. Struth; Pres. Custom Mfg. & Finance: Terry M. Lynd; VP Finance: Sidney Lambersky; A&R Dir.: John Driscoll; Bus. Affairs Dir.: Nadine Langlois. **Local branch:** 480 Tapscott Rd. Postal Code: M1B 1W3. Tel: (416) 291-5590. Telex: 06-526154. Mktg. Dir.: Barry J. Stafford; Promo.: John Small.
Branch: St. Laurent, P.Q., 3767 Thimens Blvd., Suite 206. Postal Code: H4R 1W4. Tel: (514) 336-5930. Telex: 05-824749. Sales Mgr.: Yves Dupuis; Promo.: Michael Jastremsky.
Labels: (Owned) Birchmount, Celebration, Quality, Ringside; **(licensed foreign)** AVI, Ariola, Buddah, Gordy, Handshake, Hansa, Kama Sutra, Motown, Plantation, Prelude, RFC, Radio, Ranwood, SSS Int'l, Scorpion, Sesame Street, Sunbird, Tamla, Vanguard, Ze; **(distributed—not licensed)** Ready.
Quantum Recs. Ltd., 170-A Baldwin St., Toronto, Ont. M5T 1L8. Tel: (416) 366-6745. Telex: 06-218139. Pres.: Don Peuramaki; A&R Dir.: Mike Alyanak; VP Finance: Berge Alyanak; Bus. Affairs Dri.: Guy Campagnaro; Nat'l Press & Pub. Dir.: Parvez Tayeb.
Quatre Saisons, see PCRL.
Quintessence, see Pickwick.
R C A Inc., Rec. Div., 101 Duncan Mill Rd., Suite 300, Don Mills, Ont. M3B 1Z3. Tel: (416) 449-9500. Telex: 06-966577. TWX: (610) 492-4746. VP & Gen. Mgr.: J. Edward Preston; Pres. Sunbury-Dunbar: Jack Feeney; Creative Affairs & Int'l Dir.: Andy Nagy; Opns. Servs. Dir.: K.R. Gillies; Finance Dir.: Don Kollar; Mktg. Servs. Mgr.: Wayne R. Jordan; Mktg. Dir.: John Ford; Ind'l Relations Mgr.: Helen Smith; Special Projects: Edward T. Traynor.
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R K M see Attic.
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Ranwood, see Quality.
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Resonance, see PolyGram.
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Rouge, see Unidisc.
Rounder, see Attic.
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Rutabaga, see Phonodisc.
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S S S Int'l, see Quality.
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Salsoul, see RCA.
Saravah, see RCA.
Scorpion, see Quality.
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Second Ave., see Phonodisc.
Select, see Archambault.
Seraphim, see Capitol.
Sesame Street, see Quality.
Sevote, see World Recs.
Shagrock, see Phonodisc.
Sharon, see Master's Collection
She, see WEA.
Shelter, see MCA.
Shiva, see MZ.
Sirano, see Modulation
Sire, see WEA
Sloth, see A&M.
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Solid Gold Recs., 180 Bloor St. W., Toronto, Ont. M5S 2V6. Tel: (416) 960-8161. (Also see A&M)
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Songs, see Phonodisc
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Stag Creek, see Phonodisc.
Star Song, see Praise.
Sterling, see PCRL.
Stiff, see CBS
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Int'l reps.: Central America (Oideca), Japan (Trio/Kenwood), USA (First American), UK (Decca).
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Studio SM, see Archambault
Suite, see Damon.
Summit, see Word & Phonodisc
Sunbird, see Quality
Sunflower, see V Recs
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Int'l branch: USA.
Swan Song, see WEA.
Syntonic Research, see Phonodisc.
T G O, see Capitol.
T K, see CBS.
T-Neck, see CBS.
Tabu, see CBS.
Tamla, see Quality.
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Int'l branches: England, USA.
Telson, see CBS.
Tembo, see RCA.
Temple, see Phonodisc
36, see RCA.
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Labels: (Owned) Centre St., Circa
Sydney Thompson, see Phonodisc.
3 A, see Holborne
Threshold, see PolyGram
Tiffany, see CBS.
Toshiba-EMI, see Moss.
Trans-Canada Recs. (div. of Quebecor Group Inc.), 7033 Trans Canada Hwy., St. Laurent, P.Q. H4T 1S2. Tel: (514) 336 7151. Telex: 058 24638. Gen. Mgr.: Oenys Bergeron; Nat'l Sales Dir.: Robert Perusse; A&R Dir.: Walter Giardetti.
Branch: Sainte Foy, P.Q., 445 Rue Mendel. Postal Code: G1X 3X4. Tel: (418) 871 1410. Telex: 051 3319.
Labels: (Owned) Celsius, Girafe, Saisons, Trans-Canada.
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Trianon, see Archambault.
Troubadour, see A&M.
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Tuesday, see Axe
Tunesmith, see Praise.
Turnabout, see Moss.
Turn On, see Moss.
20th Century-Fox, see RCA.
20th Century-Fox/Chi-Sound, see RCA
U K, see PolyGram & V Recs.
Ultra Recs., PO Box 128, Sta. T, Toronto, Ont. M6B 3Z9. Tel: (416) 783-5382. VP: G.W. Golden, Gen. Mgr.: Elaine Golden.
Umbrella Recs. (div. of Nimbus 9 Prod'ns Ltd.), 39 Hazelton Ave., Toronto, Ont. M5R 2E3. Tel: (416) 961-9688. Telex: 06-22364.
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Unicorn, see MCA.
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Unison Recs. Inc., 1310 Rue Lariviere, Montreal, P.Q. H2L 1M8. Tel: (514) 527 4588. Pres.: Steven Grossman, VP Prod'n: Peter Alves, VP: Harvey Finkelstein; Gen. Mgr.: Lois Alves. (Also see CBS)
Int'l branch: USA, MSU Inc.
Int'l reps.: France (Carrere), USA (RCA, Warner Bros.), UK (EMI).
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Uniwave, see Unidisc.
Unlimited Gold, see CBS
V I P, see Able.
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Labels: K, Sunflower, UK, V.
V S, see Unidisc.
Val, see Velero.
Vamp, see Velero
Vanguard, see Quality
Vault Treasure, see RCA.
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Verve, see Polygram
Victor, see RCA.
Victrola, see RCA
Vierge, see Production Connection
Vik, see RCA.
Viper, see Phonodisc.
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Virgin Dindisc, see PolyGram
Vista, see Walt Disney.
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Warner Bros., see WEA
Warner Curb, see WEA.
Warner-Spector, see WEA.
Waterhouse, see Attic.
Waterloo, see Holborne.
Westbound, see WEA.
White Diamond, see RCA
Whitfield, see WEA.
Will-o-Wind, see Phonodisc.
Windsong, see RCA.
Wing & Song, see WEA.
Wirl, see Holborne.
Wonderworld, see Word.
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Zappa, see PolyGram.
Ze, see Quality.

• music publishers

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Editeurs Associes, 2364 Sherbrooke E., Montreal, P.Q. H2K 1E6. Tel: (514) 526-2831. Dirs.: Carole Risch, Andree Bazeaux-Gosselin.
Elsinore Music (PRO), see Rising.
Empire Music Co. (PRO), 8553 Main, Vancouver, B.C. V5X 3M3. Tel: (604) 324-7732.
Enteka (CAPAC), see Intermede.
Entr'acte Music Publ'g Co. (CAPAC), see Halben.
Espoir (CAPAC), see Intermede.
Etnos (CAPAC), see Intermede.
Eyeball Wine Music (CAPAC), see Kitchen Table.
Falcon House, 2264 Lakeshore Blvd. W., Toronto, Ont. M8V 1A9. Tel: (416) 625-3865. Telex: (06) 522673. Pres.: Gerry Mischuk; Gen. Mgr.: Don Lorusso.
Fivetake Group Prod'ns Ltd., PO Box 2000, Baseline Rd. W. at Courtice Rd., Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto Tel: (416) 686-2828. Pres.: William Hewson; Gen. Mgr.: Bob Stone.
Fogo Music (CAPAC), see Morning.
Foot Note Music (BMI), see Simone.
Freewheeled Music (CAPAC), see Partisan.
G R S of Canada Ltee., 347 Youville St., Montreal, P.Q. H3Y 2C3. Tel: (514) 284-2001. Chief Execs. Tom Phil Norgolf, Rona Roberts.
Home office: USA.
Gallant Robertson Inc. (CAPAC), 4469 Sherbrooke St. W., Montreal, P.Q. H3Z 1E7. Tel: (514) 935-3717. Chm.: Ian Robertson; Gen. Mgr.: P. Gallant; Prof. Mgr.: Karen Rietschin.
Gigue Eternelle (CAPAC), see Intermede.
Giguent (CAPAC), see Intermede.
Gimbleco West Music (PRO), see Kitchen Table.
Gipe (CAPAC), see Intermede.
Gog & Magog (PRO), see Intermede.
Golden Publ'g (CAPAC), PO Box 128, Sta. T, Toronto, Ont. M6B 3Z9. Tel: (416) 783-5382. Mgr.: Elaine Golden.
Gone Fishin' Music Ltd. (PRO), 6945 Isleview Rd., West Vancouver, B.C. Tel: (604) 922-2683. Pres.: Terry Jacks.
Int'l firm represented: Rockfish (USA).
Int'l reps.: Worldwide except Canada (Edward B. Marks in USA).
Grand Chelem (CAPAC), see Intermede.
Grand Fanal (CAPAC), see Intermede.
Grand Leo (CAPAC), see Intermede.
Alex Groshak Music Publ'g (CAPAC), see Morning.
Hagood Hardy Music (PRO), see Attic.
Halben Music Publ'g Co. (CAPAC), 4824 Cote des Neiges Rd., Suite 38, Montreal, P.Q. H3V 1G4. Tel: (514) 739-4774. Pres.: Ben Kaye.
Frederick Harris Music Co. Ltd. (CAPAC), 529 Speers Rd., Oakville, Ont. L6K 2G4. Tel: (416) 845-3487/3572. Pres.: W. Ray Stephens.
Int'l firms represented: Berklee Publ'ns (USA), Alfred Lengnick (UK).
Int'l rep.: Australia, South Africa, UK (Alfred Lengnick).
Helping Hand Music (div. of Royalty Recs. Mgmt. Ltd.), 9229 58 Ave., Edmonton, Alta. T6E 0B7. Tel: (403) 436-0665. Pres.: Jack Dubasz; Gen. Mgr.: R. Harlan Smith.
Hoadley House Music (PRO), Box 5236, Vancouver, B.C. V6B 4B3. Tel: (604) 531-9331, 522-2711. Gen. Mgr.: Kenny Harris.
I R O (Ian Robertson Org.) (PRO), see Gallant Robertson.
Ilot (PRO), see Intermede.
Impulsions (CAPAC), see Intermede.
Integrated Music (PRO), see Frank Swain.
Interchange Publ'g Ltd. (PRO), 39 Ontario St., Toronto, Ont. M5A 2V1. Tel: (416) 364-8512. Cable: (06) 219699. Pres.: Jeffrey L. Smith; VP Bus. Affairs: Allen Shechtman.
Int'l firms represented: Tubular Music (France); Cherry Red Music Ltd., Martin-Coulter Music, Mews Music, Sleepy Dumpling Music (UK).
Int'l reps.: Australia & New Zealand (WEA), Austria (Meridian), Belgium (Angus-Eurovox), Germany (Meridian), Japan (Watanabe), Luxembourg (Angus-Eurovox), Netherlands (Oldway), Switzerland (Meridian), UK (Mews).
Intermede Musique, 825 Sherbrooke E., Suite 700, Montreal, P.Q. H2L 1K6. Tel: (514) 524-3036. Telex: (05) 561572. Pres.: Christopher J. Reed. Gen. Mgr.: Lydie Wanner.
Italcanto Canada (CAPAC), see Intermede.
Ital Roots Music (PRO), see Morning.
Izetta Brass Publ'ns (PRO), see Morning.
J M L (CAPAC), see Intermede.
J P F (CAPAC), see Intermede.
Jah Music (CAPAC), see Morning.
Jaune (CAPAC), see Intermede.
Jerome (CAPAC), see Intermede.
Jomark Publ'ns Inc. (CAPAC), 62 Robingrove Rd., Willowdale, Ont. M2R 2Z9.
Int'l branch: USA.
Jour de L'An (CAPAC), see Intermede.
Kalevala (CAPAC), see Editeurs Associes.
Kapocire (CAPAC), see Intermede.
Kennebec Music Rec'gs (PRO), PO Box 357, St. Bruno, P.Q. J3V 5G8. Tel: (514) 461-0283. Pres. Dir. Gen.: Rancourt Rehjan; Gen. Mgr.: Lucette Mercier.
Int'l firms represented: Aquarium Music, Francis Day, EM Prod'n. Scorpio, Veranda Publ'g. YouYou Music (all France); Black Scorpio (USA).
Int'l reps.: Belgium (April, Arabella, EMI-Eco Music, Veranda), France (Allo, April, Arabella, EMI-Eco Music, Veranda, YouYou), Greece (EMI), Netherlands (Arabella), Portugal (Valentim de Carvalho), Switzerland (Arabella, EMI-Eco Music, YouYou).
E. C. Kerby Ltd. (CAPAC), 198 Davenport Rd., Toronto, Ont. M5R 1J2. Tel: (416) 922-9934. Pres. & Gen. Mgr.: Elvira C. Kerby; Prof. Mgr.: Franco Colombo.
Int'l firms represented: Amphion (France), Consort (USA).
Int'l rep.: France (Amphion), Netherlands (Albersen), Rest of Europe (G. Ricordi).
King House Music Publ'g (CAPAC), 1020 Chantenay Dr., Orleans, Ont. K1C 2K9. Tel: (613) 824-5088. Chief Exec.: Bob King; Gen. Mgr.: Marie King.
Int'l firm represented: San-Lyn Music (USA).
King of the Sea Music (CAPAC)—Pres.: Kenny Harris—see Hoadley House.
Kitchen Table Music (PRO), PO Box 861, Edmonton, Alta. T5J 2L8. Tel: (403) 477-6844. Mng. Dir.: Holger Petersen.
Int'l firms represented: Bainbridge, Baron County, Oil Doug, John Hartford, Rolin, Weems (all USA); Looking Glass (UK).
Int'l reps.: Europe (Heathside), Japan (Watanabe), USA (Bainbridge, Southern Pines).
Kokiou (PRO), see Editeurs Associes.
Kustor Music (PRO), see Halben.
Lapapala Music (PRO), see Halben.
LaPelle Music Publ'g (PRO), 1310 Centre St. S., Calgary, Alta. T2G 2E2. Tel: (403) 269-7270. Pres. & Gen. Mgr.: E. Bruce Thompson.
La Rochelle (CAPAC), see Intermede.
Laurence (CAPAC), see Intermede.
Laurentian Music Ltd. (PRO), see Rising.
Leeds Music (Canada) (CAPAC) (div. of MCA Canada Ltd.), MCA Bldg., 2450 Victoria Park Ave., Willowdale, Ont. M2J 4A2. Tel: (416) 491-3000 Cable: LEEOSMUSIC. Pres. & Gen. Mgr.: Bailey Bird.
Home office: USA.
Michel Lefrancois (CAPAC), see Intermede.
Leslie Music Supply, PO Box 471, Oakville, Ont. L6J 5A8. Tel: (416) 844-3109.
Int'l firms represented: Brodt (USA), J.B. Cramer (UK), Leonard Gould & Bolttler (UK), Pitman Hart (UK).
Int'l rep.: UK (Robertson).
Lexicon Music (ASCAP), see Manna.
Lirana (CAPAC), see Intermede.
Serge Locat (CAPCA), see Intermede.
Lonsong Music Inc., 1055 Wilson Ave., Suite 600, Toronto, Ont. M3K 1Y9. Tel: (416) 630-2973. Pres.: Frank Longo.
Love-Lies-Bleeding Music (PRO), see Partisan.
Luton Music (PRO), see Frank Swain.
Maclen Music of Canada (PRO), see ATV Music Group.
Magnetic Movements (CAPAC), see Partisan.
Mainroads Publ'g (CAPAC), 100 Huntley St., Toronto, Ont. M4Y 2L1. Tel: (416) 961-8001. Pres.: David Mainse.
Maison Bleue (CAPAC), see Intermede.
Manhole Music (PRO), 11602 75 Ave., Edmonton, Alta. T6G 0J2. Tel: (403) 436-3096. Pres.: N. MacIver; Gen. Mgr.: F Phillet.
Int'l rep.: Japan (GP Music).
Manitou Music (PRO), see Leeds.
Manna Music (ASCAP), PO Box 6900, Vancouver, B.C. V6B 4B5. Contact: Gerry Scott.
Home office: USA.
Marais Bouleur (PRO), see Intermede.
The Master's Collection Ltd. (PRO), PO Box 189, Sta W, Toronto, Ont. M6M 4Z9. Tel: (416) 746-1991. Mng. Dir.: Paul J. Young.
Int'l firm represented: Parchment (UK).
Maxess Music (CAPAC), see Rising.
McMusic Ltd. (CAPAC), 14 Garthdale Court, No. 1, Downsview, Ont. M3H 5P8. Tel: (416) 635-6321. Pres.: Ian McLeish.
Mede Musique Int'l (PRO), see Intermede.
Mekla Publ'g (BMI), see Simone.
Midnight Blue Music (PRO), 42 Brahms Ave., Willowdale, Ont. M2H 1H4. Tel: (416) 492-9916. Pres. & Gen. Mgr.: Birgitta Graham; Prof. Mgr.: Prakash John.
Minda Music (PRO), see Rising.
Minnaloushe Music (PRO), PO Box 1175, Victoria, B.C. V8W 2T6. Tel: (604) 479-1002. Pres. & Gen. Mgr.: Jurgen Gothe.
Modeles Enr. (Les Eds.) (PRO), 65 54 Ave., Pointe-aux-Trembles, P.Q. H1A 2T1. Tel: (514) 642-0648. Gen. Mgr.: Pat Di Stasio.
Montina Music (PRO), PO Box 702, Snowdon Sta., Montreal, P.Q. H3X 3X8. Tel: (514) 342-5200. Pres. & Prof. Mgr.: David P. Leonard.
Morning Music Ltd. (CAPAC), 1343 Matheson Blvd., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOTGROUP. Telex: 06-960250. Pres.: Jury Krytiuk; VP: Tom C. Connors; Gen. Mgr.: Mark Altman; Admin. Mgr.: Ann Fuller; Copyright Mgr.: Mary Krytiuk; Promo.: Peter Krytiuk.
Int'l branches: England, Ireland, USA.
Int'l firms represented: Joe Allen (USA), Altoona (USA), Aunt Polly's (USA), Background (UK), Barrelhouse, Bathurst (USA), Bibo (USA), Blue Band (USA), Blue Candle (USA), Blue Creek (USA), Blue Echo (USA), Blue Melody (USA), Boxer (USA), Bullfrog Ballades (USA), Champagne (USA), Chandos (USA), City Boy (UK), Cornbread (USA), Dean's List (USA), Emerald (UK), Emma (Ireland), Evening (USA), Family of Man (USA), Filmways (USA), First Floor (USA), Folklore (USA), Fruit (USA), Noel Gay (UK), Good Music (USA), Lloyd Green (USA), Hall-Clement (USA), T.B. Harms (USA), Harvey Wallbanger (USA), Heatter-Quigley (USA), Hillgreen (USA), House of Cash (USA), Image (Australia), Inter Art (UK), Jack (USA), Jack & Bill (USA), Jando (USA), July (Australia), Jump (Italy), Kevin Lee (USA), Koko (USA), LS (USA), Laetrec (South Africa), Land of Song (UK), Cristy Lane (USA), Mata Hari (Netherlands), Morning Dew (USA), Mountainwood (USA), Musicways (USA), Myownah (USA), Owlofus (USA), Pathfinder (USA), Photoplay (UK), Pix-Russ (USA), Programme (UK), Pulleybone (USA), Rainbird (Australia), Reveille (South Africa), Rokblok (USA), Selected Sound (Germany), Sewer Fire Hits (UK), Shanachie (USA), Sidewalk (USA), Siegel (Germany), Silver Dollar (USA), Song of Cash (USA), Squirrel (Ireland), Stonehill (USA), Street (UK), TEK (USA), Tammy Lee (USA), Vogue (USA), Harry Von Tilzer (USA), Don Wayne (USA), Josef Weinberger (UK), Weltmusik (Austria), Wheeling (USA), Yamaha (Japan), Zomba Corp. (Switzerland, UK).
Int'l reps.: Australia (Image), Austria (Melodie der Welt), Benelux (Hans Kusters), Central America (Edimusica), Colombia (Codiscos), Czechoslovakia (Supraphon), Finland (Fazer), Germany (Melodie der Welt), Greece (Grecophon), Iceland (Iceland Music), Israel (April), Italy (Curci, RCA), Japan (Yamaha), Mexico (Edimusica), New Zealand (Image), Scandinavia (Sweden Music), South Africa (Laetrec, Reveille, Contagious), Southeast Asia (EMI), Spain (Montserrat), Switzerland (Melodie der Welt), Venezuela (Unmusica), Yugoslavia (Jugoton). (SEE ADVERTISEMENT)
Moss Music Group (Canada) Inc., 510 Coronation Dr., West Hill, Ont. M1E 4X6. Tel: (416) 284-0126. Pres.: John Leetham.
Mount Albert Music (CAPAC), see Frank Swain.
Mozusse (CAPAC), see Intermede.
Musi-Phile (PRO), see Intermede.
Musiquette (CAPAC), see Intermede.
Musselschwartz Music (PRO), see ATV Music Group.
Nahej Publ'g (PRO), 5514 Isabella St., Montreal, P.Q. H3X 1R6. Tel: (514) 487-0859. Telex: (05) 566493. Pres.: Jehan V. Valiquet
Nam (CAPAC), see Intermede.
Neiljoy Music Publ'g Inc. (PRO), see Halben.
Northern Gold Music (PRO), see Morning.
Northern Light Music Publ'rs (PRO) (div. of Dipper 7 Ents.), 1414 Hillside Ave., Suite 101, Victoria, B.C. V8T 2B8. Tel: (604) 595-6709. Owner: Lou Jean Mollin; Gen. Mgr.: Arthur Trolley; Sales: Robert Paul & Richard Mollin.
Noteworthy Publ'g Co. (PRO), 6979 Curragh Ave., Burnaby, B.C. V5T 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
Nothingbut Music (PRO), see Halben.
Notre Musique (CAPAC), see Editeurs Associes.
O K (CAPAC), see Intermede.
1, 2, 3, 4 (CAPAC), see Intermede.
P L (CAPAC), see Intermede.
P S I Publ'g (PRO), 1747 W. Third Ave., Vancouver, B.C. V6J 1K7. Tel: (604) 732-3761. Mgr.: Robin Spurgin.
Pachyderm Music (CAPAC), 77 Berkeley St., Toronto, Ont. M5A 2W5. Tel: (416) 364-3387. Gen. Mgr.: Molly Thom.
Palas House Publ'r (PRO), Box 7, RR 1, Beaverbank Rd., Lower Sackville, N.S. B4C 2S6. Tel: (902) 865-8023. Pres.: Joe Palaschuk.
The Pangaea Music House (PRO), PO Box 609, Sta. F, Toronto, Ont. M4Y 2L8. Tel: (416) 922-1600. Pres. & Gen. Mgr.: Tony Tobias.
Int'l firm represented: I Love Life (USA).
Partisan Music Prod'ns Inc. (CAPAC, PRO), PO Box 615, Don Mills, Ont. M3C 2T6. Tel: (416) 881-6619. Pres.: Frank Davies; Prof. Mgr.: Lynda Squires.
Int'l reps.: Worldwide (April/Blackwood) excluding USA (Screen Gems/EMI).
Partnership Music (CAPAC), see Partisan.
Pedno (CAPAC), see Intermede.
Pee Gee Music (CAPAC), see Gallant Robertson.

Peer-Southern Org. (Canada) Ltd. (PRO, CAPAC), 180 Bloor St. W., Toronto, Ont. M5S 2V6. Tel: (416) 924-5781. Cable: SOUTHMUSIC. Mng. Dir.: Matthew Helt.
Home office: USA.
People City Music Publ'g, see Lonsong.
Pet-Mac Publ'g (PRO), 6844 76 Ave., Edmonton, Alta. T6B 0A8. Tel: (403) 465-1071. Pres.: Garry L. McDonall; Gen. Mgr.: Wallis A. Petruk; Prof. Mgr.: Leonard A. Petruk.
Pig-Weed Music (PRO), see Rising.
Pocus Plum Publ'g (CAPAC), see Intermede.
Pondwater Music (CAPAC), see Attic.
Sarah Porte (PRO), see Intermede.
Presqu'ile (CAPAC), see Intermede.
Producers' Rec'g Org. (PRO), see Rising.
Quality Music Publ'g (PRO) (div. of Quality Recs. Ltd.), 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: George R. Struth; Bus. Affairs Dir.: Nadine Langlois.
Int'l firms represented: AVI, Alotagood, Good Flavour, Intro, Kool, Old Shanty, Rycha, Slow Dancin', Sons Celeste.
Rainy River Music Ltd. (PRO), see Halben.
Ramophone Music (CAPAC), see PSI.
Rang Double (PRO), see Intermede.
Ravel (CAPAC), see Intermede.
Rebera (PRO), see Black Sun.
Reels of Rhyme (PRO), see Partisan.
Ria Music (PRO), see Golden.
Rideau Music Ltd. (CAPAC), see Rising.
Rising Recs. Ltd., 111 Peter St., Suite 620, Toronto, Ont. M5V 2H1. Tel: (416) 363-4343. Pres.: Robert H. Hahn.
Int'l reps.: CanCon—Ireland & UK (Valentine), Elsinore—World excluding Canada (Belwin Mills), Laurentian—USA (Copyright Serv. Bureau).
Robgal Music (PRO), see Gallant Robertson.
Robian Music (CAPAC), see Gallant Robertson.
Roblev Music (PRO), see Gallant Robertson.
S M C L Inc. (Les Prod'ns), 450 Beaumont E., St. Bruno, P.Q. J3V 2R3. Tel: (514) 653-7838. Pres.: Christian Lefort; VP & Gen. Mgr.: Louis Lefort.
Int'l firms represented: Bagatelle, Bretagne, Le Minotaure, Rideau Rouge, Scorpio, Tremplin-Delphine (all France); Ourium (Italy).
Sans Non (PRO), see Intermede.
Shee Gwee Music (PRO), see Antrim & Attic.
Siam Music (CAPAC), see Simone.
Sibelius (Ed.) (PRO), see Editeurs Associes.
Simone Publ'g (CAPAC)/Mekla Publ'g (BMI), 6000 Cavendish, Suite 605, Cote St. Luc, P.Q. H4W 2Y2. Tel: (514) 487-1573, 336-1371. Telex: (05) 824504, 827542. Pres.: Simone Zgarka; Gen. Mgr.: Michel Zgarka. (Mekla administered by Intermede)
Int'l firms represented: Aggy (France), Bleu Blanc Rouge (France), Chappell Iberica, Ibach (France), Shiva (Belgium).
Skinners Pond Music (PRO), see Morning.
Snowberry Music (CAPAC) (div. of Northern Light & Sound Entertainment Corp. Ltd.), 1659 Bayview Ave., Toronto, Ont. M4G 3C1. Tel: (416) 485-1157. Pres.: David Coutts; VP: Brian Ayres.
Int'l reps.: UK (ATV), USA (Candy Mountain/Sweet Cherry).
Sock-CymbalMusic (PRO), see Halben.
Speckled Bird Music (CAPAC), see Morning.
Springwater Prod'ns Ltd. (CAPAC), 56 Clinton St., Guelph, Ont. N1H 5G5. Tel: (519) 824-7885. Pres.: Homer Hogan; VP Gen. & Prof. Mgr.: Dorothy Hogan.
Int'l branch: USA.
Square Root Music (PRO), PO Box 581, Adelaide St. Sta., Toronto, Ont. M5C 2J6. Tel: (416) 364-3815. Cable: OBSMUSIC. Pres.: Don Bell.
Bruce W. Stacey Publ'g (PRO), see Mainroads.
Stony Plain Music (CAPAC), see Kitchen Table.
Sunbury/Dunbar Music (Canada) Ltd. (CMRRA), 101 Duncan Mill Rd., Suite 305, Don Mills, Ont. M3B 1Z3. Tel: (416) 449-4346. Telex: (06) 966577. Pres.: John R. Feeney; Admin'r: Patricia Watts.
Int'l firms represented: Amsterdam (Netherlands), Antisia (USA), Associated (Australia), Blue Lake (USA), Coal Miner's (USA), Creative (USA), Fist-o-Funk (USA), Frebar (USA), Global (Japan), Golden West Melodies (USA), King Coal (USA), Lorville (USA), Lucky Three (USA), Mason Jar (USA), Ovation (USA), Plum Creek (USA), Porter (USA), RCA (Brazil, France, Italy, Spain), Relay (Argentina), Salsoul (USA), Scott-Wolfe Songs (UK), Shenandoah (USA), Singletree (USA), Song Yard (USA), Streeterville (USA), Sunbury (UK), Terrace (USA), Velvet Apple (USA), W&N (USA).
Int'l reps.: Belgium (Universal), Colombia (Sonolux), Finland (Coda), Israel (Musicor), Netherlands (Universal), Norway (A/S Disco), Philippines (Mareco), South Africa (Laetrec), Sweden (Liberty), Switzerland (Musikvertrieb).
Surprise (CAPAC), see Intermede.
Frank Swain Music (PRO), PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 284-3085. Pres.: Frank P. Swain.
T M C Publ'g (CAPAC), see The Master's Collection.
Taxi Driver Music (div. of the Great Canadian Entertainment Co. Inc.) (CAPAC), 1659 Bayview Ave., Toronto, Ont. M4G 3C1. Tel: (416) 485-1157. Pres.: Dave Coutts; Gen. Mgr.: Terri Hammer; Prof. Mgr.: Brian Ayres.
Gordon V. Thompson Ltd. (CAPAC), 29 Birch Ave., Toronto, Ont. M4V 1E2. Tel: (416) 923-7329. Cable: GORTHOM. Pres. & Gen. Mgr.: John C. Bird; Prof. Mgr.: Jack Denton Illingworth.
Int'l firms represented: Aden Music Co., Amidan Music Co., Anacrusis Music Publ'g Co., Arena Music, Avas Music Publ'g Co., Abel Baer Music Corp., Balieff, Barton, Mel Bay (USA), Benson Co., Big Seven, Big 3, Boca Music Inc., Fred Bock Music Co., Bourne Co., Brandom Music Co., Michael Brent Publ'ns Inc., Bulls-Eye Music Inc., George M. Cohan, Creston Music Co., Deerhaven Music Corp., Dorabet Music Co., Dunaway Music Corp., Fred Fisher, Four Jays Music Co., Forster, Gaither Music, Gamble-Hinged Music, George Music Inc., Greenbar Music Corp., Hollywood Music Ents. Ltd., Hope Publ'g Co., Hy-Lo Music, Kohn Music Corp., Laerteas Music Co., Lansdowne Music Publ'rs, L'Aries Music Corp., Leo Talent Inc., Lichelle Music Co., Lido Music Inc., Lincoln Music Corp., Lorenz Publ'g Co., Marpet, Milene, Montgomery, Music-Music-Music, Oakland Music Inc., Paragon Assocs. Inc., Pattern Music Inc., George Pincus & Sons, Planetary Music Co., Plymouth, Rocket Music Co., Rodeheaver Co., Royal Music Publ'r, St. Nicholas, G. Schirmer, Andrew Scott Inc., Shapiro Bernstein, Songsmiths Inc., Larry Spier, Tambilene Music Publ'g Co., Top Notch Music Corp., Trina Jill Music Corp., True Blue Music Publ'g Co., Walton, H.B. Webman, Wendy Music Inc., Winston Music Publ'rs, Word Inc., World Music Inc.
3 PM Music (CAPAC), see Pet-Mac.
Time Being Music Co. (PRO), see Morning.
Topi-Tambo Music (CAPAC), see Frank Swain.
Du Triangle (CAPAC), see Intermede.
Troika Music (PRO), 1262 Don Mills Rd., Suite 3A, Don Mills, Ont. M3B 2W7. Tel: (416) 445-0878.
Universol (CAPAC), see Intermede.
Unreel Publ'g Co., 1035 Richmond St., London, Ont. N6A 3J6. Tel: (519) 672-1904. Contacts: Helen & John Victor.
V Music Publ'g Co. (CAPAC), see Morning.
Valcor (Eds.) (CAPAC), see Nahej.
Val D'Espoir (CAPAC), see Intermede.
Vanessa Music (CAPAC), see Halben.
Velero Americana Music Publ'g (VAMP) (CAPAC), 79 Lunness Rd., Toronto, Ont. M8W 4M7. Tel: (416) 259-9182. Mng. Dir.: Jose Osana.
Vent Qui Vire (CAPAC), see Intermede.
Veron Music (PRO), 3500 Glen Erin Dr., Unit 10, Mississauga, Ont. L5L 1W6. Tel: (416) 828-2582. Pres.: S. Campbell; Gen. Mgr.: V.J.T. Mataseje.
Vert Pays (CAPAC), see Intermede.
Ville Emard Blues Publ'g (CAPAC), see Halben.
Vingt-Deux (CAPAC), see Intermede.
W A M Music Corp. Ltd., 901 Kenilworth Rd., Montreal, P.Q. H3R 2R5. Tel: (514) 341-6721. Gen. Mgr.: Leon Aronson.
Waldheim Music (PRO), see Rising.
Warhorse Music Publ'g, 8190 D'Aunis, St. Leoaard, P.Q. H1R 2M8.
Int'l firm represented: Southern Crescent (USA).
Welbeck Music of Canada Corp. (CAPAC), see ATV Music Group.
Westend Music (PRO), see Halben.
White Whisker Music (PRO), see ATV Music Group.
Windy Bay Music (PRO), see Halben.
Winnemuca Music (PRO), see Intermede.
Word Music (ASCAP), see Manna.
Y D (CAPAC), see Intermede.

• sheet music jobbers / suppliers

Academy of Musical Arts, 212 Lochiel St., Sarnia, Ont. N7T 4C7. Tel: (519) 344-6881/7683. Prof. Mgr.: Patrick C. Malito.
Algord Music Ltd., 372A Yonge St., Toronto, Ont. M5B 1S6. Tel: (416) 597-0066.
Chappell & Co. Ltd., 14 Birch Ave., Tornoto, Ont. M4V 1C9. Tel: (416) 922-2159.
Empire Music Co. Ltd., 8553 Main St., Vancouver, B.C. V5X 3M3. Tel: (604) 324-7732.
Frederick Harris Music Co. Ltd., 529 Speers Rd., Oakville, Ont. L6K 2G4. Tel: (416) 845-3487/3572. Pres.: W. Ray Stephens.
E. C. Kerby Ltd., 198 Davenport Rd., Toronto, Ont. M5R 1J2. Tel: (416) 922-9934.
Leslie Music Supply, PO Box 471, Oakville, Ont. L6J 5A8. Tel: (416) 844-3109.
Morning Music Ltd., 1343 Matheson Blvd., Mississauga, Ont. L4W 1R1. Tel: (416) 625-2676. Cable: BOOTGROUP. Telex: 06-960250. Pres.: Jury Krytiuk; VP: Tom C. Connors; Gen. Mgr.: Mark Altman.
Gordon V. Thompson Ltd., 29 Birch Ave., Toronto, Ont. M4V 1E2. Tel: (416) 923-7329. Pres.: John C. Bird.

• record & tape wholesalers

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

ALBERTA

• CALGARY (Area Code 403)

A & M Calgary, 6812-A Sixth St. SE. Postal Code: T2H 2K4. Tel: 253-8411. Telex: 03-825736. Reg'l Mgr.: Al Harrison; Promo.: Randy Wells; Sales: Don Jones, Dan Hobbs. **(Rec. & Tape D),**
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
A R S Recs. Canada (div. of CBS Recs. Canada Ltd.), 7310 Fifth St. SE. Postal Code: T2H 2G3. Tel: 259-3632. VP & Gen. Mgr.: Jerry Wipf; Mktg. Mgr.: Peter Anderson; Sales Dir.: Lyle Drake; Opns. Dir.: Mehdi Somani. **(Rec. & Tape RJ)**
Home office: Agincourt (Toronto Metropolitan Area), Ont.
C B S Recs. Canada Ltd., 7004-M Fifth St. SE, Glenmore Centre. Postal Code: T5H 2G3. Tel: 253-8719. TWX: (610) 821-2235. Western Reg'l Dir.: Bill Bouvette. **(Rec. & Tape D)**
Home office: Don Mills (Toronto Metropolitan Area), Ont. (See for prod. distributed)
Capitol Recs.-EMI of Canada Ltd., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: 287-0823. Western Reg'l Mgr.: D. Bertsch. **(Rec. & Tape D—see** office in Toronto, Ont., for prod. distributed)
O J's Music Servs. Ltd., **(Rec. OS),** see Dee Jay's Music Dists.
Dee Jay's Music Dists. Ltd., 4524 Manilla Rd. SE. Postal Code: T2G 4B7. Tel: 243-0252. **(Rec. D), (Rec. OS** as OJ's Music Servs. Ltd.)
Labels: Motown, Quality.
Handleman Co. of Canada Ltd., 1135 64 Ave. SE, No. 106. Postal Code: T2H 3K7. Tel: 259-2800. **(Rec. & Tape RJ)**
Home office: USA—Clawson (Detroit Metropolitan Area), Mich.
M C A Dist'n (Canada) (div. of MCA Canada Ltd.), 1121 Centre St. N., Unit 310. Postal Code: T2E 7K6. Tel: 230-3991. TWX: (610) 821-6408. Sales Mgr.: Geoff Gibbons. **(Rec. & Tape D)**
Home office: Willowdale (Toronto Metropolitan Area), Ont. (See for prod. distributed).
Phonodisc Ltd., B3 2209, 6651 Ranchview Dr. NW. Postal Code: T3G 1B3. Tel: 239-2661. Mgr.: Gary Gow. **(Rec. & Tape D)**
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
PolyGram Dist'n Inc., 7220 Fisher St. SE, Suite 110. Postal Code: T2H 2H8. Telex: 03-821859. Promo Mgr.: Harry Hrabinsky. **(Rec. & Tape D),**
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed).
R C A Inc., Rec. Div., 4432 10 St. NE. Postal Code: T2E 6K3. Tel: 276-8231. District Sales Mgr.: Terry Carson. **(Rec. & Tape D—see** office in Toronto, Ont., for prod. distributed)
W E A Music of Canada Ltd., 6325 12 St. E., Unit 7. Postal Code: T2H 2K1. Tel: 259-3000. Western Region Mgr.: Alex Clark. **(Rec. & Tape D)**
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed).

• EDMONTON (Area Code 403)

Northland Music Dists. Co. Ltd., 6846 76 Ave. Postal Code: T6B 0A8. Tel: 469-5066. Telex: 469-5066. Pres., Gen. Mgr. & Buyer: Bill Maxim. **(Rec. OS & RJ).**
Branch: Vancouver, B.C.
Word Recs. Ltd., 4332 114A St. Postal Code: T6J 1N7. Tel: 437-3242. **(Rec. & Tape D)**
Home office: Richmond (Vancouver Area), B.C. (See for prod. distributed)

BRITISH COLUMBIA

• VANCOUVER AREA (Area Code 604)

A & M Vancouver, 100-1334 W. Sixth Ave. Postal Code: V6H 1A7. Tel: 734-7689. Telex: 04-51123. Reg'l Mgr.: Dave Pearce; Promo.: David Brian; Mktg./Mdsg.: Rob Thornton; Sales: Tom Jones. **(Rec. & Tape D)**
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)
C B S Recs. Canada Ltd., 1847 W. Broadway, Suite 101. Postal Code: V6J 1Y6. Tel: 734-5151. TWX: (610) 953-4916. Reg'l Sales Mgr.: Don Gunter. **(Rec. & Tape D)**
Home office: Don Mills (Toronto Metropolitan Area), Ont. (See for prod. distributed)
Capitol Recs.-EMI of Canada Ltd., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: 689-8667. Sales Rep.: B. Manlove. **(Rec. & Tape D—see** office in Toronto, Ont., for prod. distributed)
La-Go Ents. (Rembrandt Holdings Ltd.), 3446 Bridgeway St. Postal Code: V5K 1B6. Tel: 294-6226. Owner & Mgr.: Robert Gallo; Albums Buyer: D. Thauberot. **(Rec. D).**
Labels: Audio Fidelity, Boot, Diamond, El Mocambo, Fantasy, Fiesta, Galaxy, Gusto, Milestone, Prestige, Pye, Riverside, Ruby, Stax, Strata East, Summit, TCD.
Accessories: Le-Bo.
Northland Music Dists. Co. Ltd., 10477 48 Ave., North Delta. Tel: 590-2616. Mgr.: Doug Watt. **(Rec. OS & RJ)**
Home office: Edmonton, Alta.
One Stop Rec'g Supplies. **(Rec. OS)**—Tel: 732-7313—see Emerson Short.
Pindoff Rec. Sales Ltd., 8048 Winston St., Burnaby V5A 2H5. Tel: 299-4394. Mgr.: L.S. Farquharson. **(Rec. & Tape RJ)**
Home office: Rexdale (Toronto Metropolitan Area), Ont.
PolyGram Dist'n Inc., 805 W. Broadway, Mezzanine. Postal Code: V5Z 1K1. Tel: 873-2466. Telex: 04-54410. Western Reg'l Mgr.: Peter Behnke; Promo.: Monica Netupsky. **(Rec. & Tape D).**
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
R C A Inc., Rec. Div., 2876 Rupert St. Postal Code: V5M 3T7. Tel: 438-7172. District Sales Mgr.: Leagh Alden. **(Rec. & Tape D—see** office in Toronto, Ont., for prod. distributed)
Shannock Mktg. Assocs., Box 82314, 3941 Grant St., Burnaby V5C 5P8. Tel: 294-8566. Pres.: W. McCartney. **(Rec. & Tape D)**
Labels: Alshire, BBC, Disneyland, Fresh Aire, Granville, Mobile Fidelity, Storyville, Total.
Accessories: Allsop, Oenon, Dynasound, Maxell, Recoton, Satin, Savoy, Saxton, Sound Guard, Swire Int'l, TOK.
Emerson Short, 1599 W. Fourth Ave. Postal Code: V6J 1L6. Tel: 733-0415. Owner & Sales Mgr.: Emerson Short. **(Rec. & Tape D, I & E), (Rec. OS & RJ** as One Stop Rec'g Supplies)
Labels: Advent, Ajax, All Ears, Alligator, Apon, Aviva, Blind Pig, Briar, Briko, Bullfrog, CMH, CMS, Cabot, Crystal Clear, DRG, Desmar, Dobre, Emus, Entr' Acte (Canada), Entr' Acte imports, Fanfare, Four Leaf Clover, First American, Flyng Fish, Gryphon, HNH, Improvising Artists, India Navigation, JCOA/WATT, Jazz Archives, Jazz Guild, Joyce, Mother Necessity, Muse, Music Minus One, Musicraft, Muskadine, Nessa, Onari, PBR, Peter Pan, Potato, Rebel, Retrospect, Rocking Horse, Roper, Sackville, Spotlite, Stash, Suite, Tifton, Unicorn, Varese/Sarabande, Versatile, Zim.
Labels imported: Black Saint (Italy), Varese/Sarabande (Japan, USA).
Accessories: Plastic-lined envelopes.
W E A Music of Canada Ltd., 40 E. Fifth Ave. Postal Code: V5T 1G8. Tel: 879-8681. Mgr.: Adrian Bilodeau. **(Rec. & Tape D).**
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed).
Word Recs. Ltd., 7720 Alderbridge Way, Richmond V6X 2A2. Tel: 270-7231. Pres. & Adv. Dir.: Gerry B. Scott; VP: J.E. Scott; Sales & Mktg.: Phil Crofton, Dwayne Daku, Doug Stark, Don Harbridge, Carl Teeple, Duane Suderman, Nick Panaseiko. **(Rec. & Tape D).**
Branches: Edmonton, Alta.; London, Ont.
Labels: Birdwing, Canaan, Century, Dayspring, Good News, Image VII, Jim, Janz, Light, Manna, Maranatha, Myrrh, New Song, Neworld, Sacred, Sparrow, Word.

MANITOBA

• WINNIPEG (Area Code 204)

Laurel Recs. Ltd., 120 Isabel St. Postal Code: R3A 1G4. Tel: 783-0436, 774-1052. Telex: 07-587504. Pres.: W.V. Sokulsky; Promo Dir.: Glen Gore-Smith. **(Rec., Tape & Videocassette D)**
Labels: Motown, Quality.
Accessories: Memorex, Savoy.
M C T R Dists. Ltd., 1733 St. Matthews Ave. Postal Code: R3H 0V8. Tel: 783-7201. Owner: Thomas Rathwell; Mgr.: Pat Christie; Albums & Tape Buyer: S. Astleford. **(Rec. & Tape RJ)**
Accessories: Agfa, Discwasher, Memorex.
National Rec. Dist. Ltd., 8 Plymouth St. Postal Code: R3C 2K9. Tel: 633-1412. Pres.: R.L. Lauze; VP Mktg.: K.J. Grouette Sr.; Buyer: Wayne Harmon. **(Rec. & Tape RJ).**
PolyGram Dist'n Inc., c/o Philips Electronics, 401 Weston St. E. Postal Code: R3E 3H4. Tel: 786-5748. Telex: 07-57786. Sales Rep.: Nancy Pellich. **(Rec. & Tape D)**
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)
R C A Inc., Rec. Div., 1320 Church Ave. Postal Code: R2X 1G4. Tel: 633-2666. District Sales Mgr.: Robert Tait. **(Rec. & Tape D—see** office in Toronto, Ont., for prod. distributed)
W E A Music of Canada Ltd., 24 Stevenson Rd., St. James R3H 0H8. Tel: 633-9284. Mgr.: Don Coward. **(Rec. & Tape D).**
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed).

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• MONCTON AREA (Area Code 506)

C B S Recs. Canada Ltd., 602 Blythwood Ave., Riverview E1B 2H5. Tel: 386-1515. Reg'l Sales Mgr.: Jim Bradley. **(Rec. & Tape D)**
Home office: Don Mills (Toronto Metropolitan Area), Ont. (See for prod. distributed)

Handleman Co. of Canada Ltd., 450 Edinburgh Dr. Postal Code: E1C 3B2 Tel: 389-9141. **(Rec. & Tape RJ).**
Home office: USA–Clawson (Detroit Metropolitan Area), Mich.

NEWFOUNDLAND

• ST. JOHN'S (Area Code 709)

A R S Recs. Canada (div. of CBS Recs. Canada Ltd.), 58 Kenmount Rd. Postal Code: A1B 3M9. Tel: 726-6970. Mgr.: Brian Sutton. (Sales only)
Home office: Agincourt (Toronto Metropolitan Area), Ont. **(Rec. & Tape RJ).**

NOVA SCOTIA

• HALIFAX AREA (Area Code 902)

A & M Halifax, PO Box 3504, Halifax South. Postal Code: B3J 3J2. Tel: 423-6533. Sales: Rudy Eyssen. **(Rec. & Tape D)**
Home office: Scarborough (Toronto Metropolitan Area), Ont. (See for prod. distributed)

A R S Recs. Canada (div. of CBS Recs. Canada Ltd.), 100 Wright Ave., Burnside Industrial Park, Dartmouth B3B 1L2. Tel: 463-9344. Mgr.: Paul Atzema. **(Rec. & Tape OS & RJ)**
Home office: Agincourt (Toronto Metropolitan Area), Ont. **(Rec. & Tape RJ)**

R C A Inc., Rec. Div., 3611 Commission St. Postal Code: B3V 2X1. Tel: 455-0409. District Sales Mgr.: Hanson Josey. **(Rec. & Tape D–see office in** Toronto, Ont., for prod. distributed)

ONTARIO

• BOWMANVILLE (Area Code 416)

World Recs. (div. of Shotgun Gimme Holdings Ltd.), Box 2000, Baseline Rd. W. at Courtice. Postal Code: L1C 3Z3. Tel: 576-0250. Mng. Dir.: R. Stone. **(Rec. & Tape D & I)**

• LONDON (Area Code 519)

Word Recs. Ltd., 152 Wellesley Crescent. Postal Code: N5V 1J7. Tel: 455-2097. **(Rec. & Tape D).**
Home office: Richmond (Vancouver Area), B.C. (See for prod. distributed).

• MOUNT ALBERT (Area Code 416)

Holborne Dist'g Co. Ltd., PO Box 9. Postal Code: L0G 1M0. Tel: 294-9398. Mgr. & Buyer: Frank P. Swain. **(Rec. & Tape D & I).**
Labels: Abraham, Bluegrass, Condor, Cougar, Dynamic, Edmar, Elite, Fiesta, Grecophone, Ice, Island series, Maple, Merrymen, Murray Banks, Pebblegroove, Penny, Pioneer, Plant, REC, 3A, Trinidad, Waterloo.
Imports Caribbean prod.

• OTTAWA (Area Code 613)

Eastern Ontario Rec. Dist. Ltd., 383 Winona Ave. Postal Code: K1Z 5H8. Tel: 722-1000. Pres.: Jack Slumkoski; Mgrs.: Jan & James Slumkoski; Buyer: Jan Slumkoski; Video: Jeff Slumkoski. **(Rec. & Tape RJ)**
Accessories: Ampex, Le-Bo, Memorex.

TC/AC/DC Dists. Inc., 1050 Baxter Rd. Postal Code: K2C 3P1. Tel: 820-4522. Owners: Harold Levin, David Mozer; Mgr. & Albums Buyer: Miles Flood. **(Rec. OS, I & E)** (SEE ADVERTISEMENT)

• TORONTO METROPOLITAN AREA (Area Code 416)

A & M Toronto, 939 Warden Ave., Scarborough M1L 4C5. Tel: 752-7191. Telex: 06-963652. Reg'l Mgr.: Ray Rosenberg; Promo.: Pat Ryan; Sales: Hank Koch, Joe Toews; Mdsg.: Michelle Henderson. **(Rec. & Tape D)**
Branches: Calgary, Alta.; Vancouver, B.C.; Halifax, N.S.; St.-Laurent (Montreal Metropolitan Area), P.Q.
Labels: A&M, Artist House, Falcon, Flutterby, Haida, Horizon, IRS, International Artists, Maze, Punny Farthing, Sloth, Solid Gold, Troubadour.

A R S Recs. Canada (div. of CBS Recs. Canada Ltd.), 160 Milner Ave., Agincourt M1S 3B2. Tel: 293-1941. VP & Gen. Mgr.: Dave Redgers; Mktg. Mgr.: Gisele Cline; Nat'l Admin. Mgr.: June LeQuyer. **(Rec. & Tape RJ)**
Branches: Calgary, Alta.; St. John's Nfld. (Sales only); Dartmouth (Halifax Area), N.S. **(Rec. & Tape OS & RJ);** Dorval (Montreal Metropolitan Area), P.Q.

Air Wax Rec. Imports, 100 Richmond St. E. Zip: M5C 2P9. Tel: 863-6089. Pres.: Thomas J. Wood; VP & Gen. Mgr.: Israel L. Shafir.

Alldisc Dists. Ltd., 64 Bullock Dr., Markham L3P 3P2. Tel: 294-9298. Pres.: Tony R. Frank; Buyer: Lee Aldridge. **(Rec. & Tape OS & RJ)**

Beaches Recs & Tapes Ltd., 950 Denison St., Unit 20, Markham L3R 3K5. Tel: 495-1175/1585. Telex: 06-986787. Owners: Bernie Letofsky, Willie Sportello; Mgr.: Len Wong; Singles & Albums Buyer: Willie Sportello. Local branch: Cheapies Recs. & Tapes Ltd., 599-A Yonge St., Toronto M4Y 1Z4. Tel: 929-9756. Mgr.: Ross Patrick. **(Rec. OS, I & E)** (SEE ADVERTISEMENT)

B. Broughton Co. Ltd., 123 Queen St. E. Postal Code: M5C 1S1. Tel: 863-1656. Owner: Brian Broughton; Singles & Albums Buyer: John Killoran. **(Rec. & Tape D, I & E)**
Labels: Epoch Unviersal, Fontaine House, K&R, Pqstoral Arts Assocs.

C B S Recs. (Canada) Ltd., 1121 Leslie St., Don Mills M3C 2J9. Tel: 447-3311. Telex: 06-966792. TWX: (610) 492-1366. VP Mktg./Sales: Stan Kuhn; Sr. Mktg. Dir.: Graham Powers; Sr. Sales Dir.: Don Oates. **Local branch:** 5621 Finch Ave. E., Scarborough M1B 2T9. Tel: 298-4888. TWX: (610) 492-1381. Ontario/Manitoba Reg'l Dir.: Garry Newman. **(Rec. & Tape D)**
Branches: Calgary, Alta.; Vancouver, B.C.; Riverview (Moncton Area), N.B.; St.-Laurent (Montreal Metropolitan Area), P.Q.
Rec. labels: ARC, Aquitaine, Attic, Blue Sky, CBS, CBS Direct, Caribou, Cleveland Entertainment Int'l, Columbia, Columbia Legacy, Columbia Masterworks, Epic, GTO, Jet, Kirshner, MAM, Matrix, Nemperor, Ode, Odyssey, Philadelphia Int'l, Portrait, Spectra-Scene, Stiff, Sweet City, TK, T-Neck, TSOP, Tabu, Telson, True North, Unison, Vera Cruz, Wolfgang.

Cantrade, 18 Spadina Ave. Postal Code: M5V 2H6. Tel: 364-7766.
Distributes cutouts.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Malton L4V 1B2. Tel: 677-5050. VP Mktg.: R.H. Rowe. **(Rec. & Tape D).**
Labels: Angel, Anthem, Aquarius, Arista, Arista Freedom, Capitol, Chrysalis, Daffodil, EMI, EMI-America, GRP, Grand, Harvest, Liberty, Melodiya, Muse, Novus, Passport, Pathe, Seraphim, TGO, Takoma.

Coda Publ'ns, 337 King St. W. Postal Code: M5V 1J5. Tel: 368-3149. **(Rec. D).**
Labels: Blue Angel, Bountiful, Broadway, Cat, Circle, Dawn Club, EBM, FMP, Jazz Society, Jazz Studies, Jim Taylor Presents, Jump, Ogun, Queen Disc, Tax

Continental Recs. Co. Ltd., PO Box 2103, Bramalea L6T 3S3. Tel: 792-2048. Pres. & Buyer: Neil Patte. **(Rec. D, OS, I & E)**
Distributes oldies, RCA collector's series.

Datadisc Rec. Sales, 2247 Midland Ave., Unit 7. Postal Code: M1P 4R1. Tel: 292-2538. Telex: 065-26121. Owner: John Vagenas; Mgr.: Tasso Vagenas; Albums Buyer: Steve Wahrer. **(Rec. RJ, I & E)**

Disc-Count Recs. Int'l, 2 Sultan St., Suite 103. Postal Code: M5S 1L7. Tel: 967-7698. Mgr.: Jim Cassina; Buyer: Jan Haust. **(Rec. & Tape I & E)**

Exile Int'l, 31 Leading Rd., Rexdale M9V 4B7. Tel: 749-3920. Telex: 06-527377. Owners: Cyril Kaye, Chris Jester. **(Rec. & Tape E)**

Handleman Co. of Canada Ltd., 2358 Midland Ave., Scarborough M1S 4A9. Tel: 298-0411. **(Rec. & Tape RJ).**
Home office: USA–Clawson (Detroit Metropolitan Area), Mich.

Ital Rec. Dist'g Co., 1339 St. Clair Ave. W. Postal Code: M6E 1C3. Tel: 654-8272. Owner: Pasquale Colangelo; Mgr.: Ettore Colangelo. **(Rec. & Tape D, I & E)**
Labels: CP, Ital, Moon, Venus.
Labels imported: CBS, CGD, Durium, EMI, Fonit Cetra, Phonogram, RCA, Ricordi, Saar (all Italy)

M C A Dist'n (Canada) (div. of MCA Canada Ltd.), 2450 Victoria Park Ave., Willowdale M2J 4A2. Tel: 491-3000. TWX: (610) 492-5204. Telex: 06-966876. VP & Gen. Mgr.: George Burns; Local Branch Mgr.: Mike McKelvie. **(Rec. & Tape D)**
Branches: Calgary, Alta.; Lachine (Montreal Metropolitan Area), P.Q.
Labels: Apex, Backstreet, Coral, Headfirst, Infinity, MCA, Regency, Rocket, Shelter, Songbird, Source, Southcoast, Unicorn, Vocalion.

Metrodisc Dists., Mktg. Div., 480 Tapscott Rd., Unit 1, Scarborough M1B 1W3. Tel: 291-5590, Mktg. Dir.: Barry J. Stafford. **(Rec. & Tape D)**
Branch: Montreal, P.Q.
Labels: AVI, All Platinum, Ariola, Birchmount, Buddah, Cadet, Celebration, Checker, Chess, Evolution, Gordy, Handshake, Hansa, Kama Sutra, Motown, Musicor, Plantation, Playboy, Poppy, Prelude, Private Stock, Quality, Radio Recs., Ranwood, Rare Earth, Ready, Ringside, Sun, Sunbird, Tamla, Trilogy, Vanguard, Ze.

Phonodisc Ltd., 30 Malley Rd., Scarborough M1L 2E3. Tel: 751-9610. Telex: 06-963629. Pres.: Jim Trainor; Nat'l Sales Mgr.: Rob Lutes; Rec. Div. Mktg. Mgr.: Scott Harradine; Eastern Sales Mgr.: J. Grobbo. **(Rec. & Tape D)**
Branches: Calgary, Alta.; St.-Laurent (Montreal Metropolitan Area), P.Q.
Labels: Adelphi, Audio Fidelity, Black Tie, Breakwater, Cadence, Cavalcade, Chiaroscuro, Clean Cuts, Cooking Fat, Dalrymple, Double Helix, El Mocambo, Fantasy, Fix It in the Mix, Flying Mountain, Fog, Fred, H&S, Harris, Image, Impulse Magazine, Kicking Mule, Knight II, Likeable, Mad Dog, Manohar, Milestone, Music Gallery, New Ventures, North Branch, North Track, PM, PRT, Phonodisc, Polaris, Posterity, Prestige, Rakish Paddy, Rumour, Rutabaga, Second Avenue Songs, Shagrock, Snocan, Solar, Squash, Stag Creek, Summit, Sydney Thompson, Syntonic Research, Temple, Viper, Wall o' Wind, Woodshed, World.
Accessories: Allsop, Arista, Bib, Crestmark, Decca, Fidelitone, Hartzell, Intermagnetics, Le-Bo, Memorex, Phonodisc, Ray-O-Vac, Recoton, Video.

Pindoff Rec. Sales Ltd., 31 Leading Rd., Rexdale M9V 4B7. Tel: 741-4182.
Pres.: K. Pindoff; VP & Gen. Mgr.: E.T. Campbell. **(Rec. & Tape RJ).**
Branches: Burnaby (Vancouver Area), B.C.; St.-Laurent (Montreal Metropolitan Area), P.Q.

PolyGram Dist'n Inc., Etobico Tower, 7th fl., 555 Burnhamthorpe Rd. W., Etobicoke M9C 2Y3. Tel: 622-6680. Telex: 06-967755. VP Central Div.: Alun Elias; Central Reg'l Sales Mgr.: Herb Bradley; Promo.: Bobby Gale, Karen Gordon. **(Rec. & Tape D)**
Home office: St.-Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed)

R C A Inc., Rec. Div., 101 Duncan Mill Rd., Don Mills M3B 1Z3. Tel: 449-9500. Mktg. Servs. Mgr.: Wayne R. Jordan. **Sales office:** 2245 Markham Rd., Scarborough M1B 2W3. Tel: 298-6497. District Sales Mgr.: Jim Fotheringham. **(Rec. & Tape D)**
Labels: Best Buy, Bluebird, Canada Int'l, Carrousel, Centennial, Chi-Sound, Club Series, Colgems, ORG, Damon, Dream, Erato, Freedom, Golden Greats, Gold Mind, Gold Seal, Gold Standard, Grunt, Gryphon, Hologram, Hot Vinyl, House of Lords, Ibis, Jare Int'l, Legendary Performers, Life's Galaxy, Lyrys, Lotus, Midsong Int'l, Millennium, Mustard, Orient, Ovation, Pablo, Pure Gold, Quadradisc, RCA, Rayne, Red Seal, Regency, Ritdong, Salsoul, Saravah, Solar, Stony Plain, Tapestry, Tembo, 36, Trema, 20th Century, Vault Treasure, Victor, Victrola, Vik, White Diamond, Windsong, Wooden Nickel.

Record Peddler, 115 Queen St. E. Postal Code: M5C 1S1. Tel: 368-8755. Owner: Ben Hoffman. **(Rec. I).**
Labels imported: Brain (Germany), Crass (UK), Factory (UK), 4AD (UK), Mute (UK), Ralph (USA), Rough Trade (UK, USA), Sky (Germany), Slash (USA), Spoon (Germany), Virgin (UK), also imports from Australia, Japan.

Records on Wheels Ltd., 153 Telson Rd., Markham L3R 1E7. Tel: 495-3550. Owners: Vito & Don Ierullo; Buyers: Singles & Albums, Greg Malta; Tape, Bruno Ierullo. **(Rec. & Tape OS, I & E)** (SEE ADVERTISEMENT)

Roblan Dists. Ltd., 274 Church St. Postal Code: M5B 1Z5. Tel: 977-6490. Telex: 06-22500.

Sound 21 Canada Inc. (div. of Polygram Inc.), 1224 Oundas St. E., Unit 6, Mississauga L4Y 4A2. Tel: 279-7682. Exec. VP: Jim Lemyre; Buyers: Singles, Stephen Ward; Albums & Tape, David Brown. **(Rec. & Tape RJ).**

Stereodyne Ltd., 3121 Universal Dr., Mississauga L4X 2E2. Tel: 625-8311. Pres.: R.B. Kerr; Sales Mgr.: W.J. Laing. **(Rec. & Tape D)**
Labels: Dynapak, Impact, Kids Corner, Rainbow, Starpak, Stereodyne.

Sunrise Rec. Dists., 3781 Victoria Park Ave., Unit 14, Scarborough M1W 3K5. Tel: 498-6601. Pres.: Malcolm Perlman; Mgr.: Ken Stowar; Buyers: Singles, Debra Gibson; Albums, Ken Stowar. **(Rec. OS, RJ, I & E; Tape I & E)**

Trend Recs. & Tapes Ltd., 47 Racine Rd., Unit 6, Rexdale M9W 6B2. Tel: 749-6601. Owners: Jack Inhaber, Allan Freedman; Mgr.: George Grathorne. **(Rec. I & E, Tape I)**
Labels: About Time, Acanta, Alligator, Antilles, Apon, Arabesque, Bee Hive, Blind Pig, Bomb, Brain, CBS (Germany), CBS Special Prods., CMH, Cantabile, Cetra, Chalfont, Citadel, Clean Cuts, Contemporary, Crystal, Curtain Calls, Delmark, Delos, Denon, Discovery, Egg, Encore, Entr' Acte, 51 West, Flying Fish, Freerose, Gatemouth, Greensleeves, Hannibal, Harmonia Mundi (France, Germany), Historical, Hollywood Soundstage, India Navigation, In Sync, Interplay, JCOA, Jabula, Jackal, Jam, Jamey Abersold, Jazz a la Carte, Jazz Archives, Jazz Vault, Klavier, Labyrinth, MMO, MPS, Mango, Matrix, Melbourne, Moers, Muse, Musicraft, Musique d'Abord, Nessa, Nighthawk, PBR, Palo Alto, Paragon, Peter Pan, Phoenix, Progressive, RCA (France, Germany), Rebel, Red Lightning, Rio, Rollo, Rough Trade, Sackville, Savoy, See Breeze, Sky, Stash, Steeplechase, Street, Sugar Hill, Theresa, Survival, Tifton, Timeless, Trend, Umbrella, Unicorn, Unique Jazz, VGM, Varese/ Sarabande, Vee Jay, WATT, West, Zim.

W E A Music of Canada Ltd., 1810 Birchmount Rd., Scarborough M1P 2J1 Tel: 291-2515. Cable: WEATOR. VP Sales: Rene Laflamme, Nat'l Promo Mgr.: Larry Green. **(Rec. & Tape D)**
Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man., Dorval (Montreal Metropolitan Area), P.Q.
Labels: Asylum, Atco, Atlantic, Bearsville, Beggar's Banquet, Beserkley, Big Tree, Cotillion, Dark Horse, DiscReet, ECM, Elektra, Embryo, Emerald City, Finnadar, Geffen, Island, Little David, Manticore, Mirage, Modern, Nemperor, Nonesuch, Pacific, Paradise, Planet, Reprise, Rolling Stones, Sire, Swan Song, Warner Bros., Warner/Curb, Warner/Spector, Whitfield.

Wilson Int'l Orst. Ents. (WIDE), PO Box 738, Station A, Scarborough M1K 5C4; 544 Birchmount Rd., No. 902, Scarborough M1K 1P3 Owner: Patrick D. Wilson, Mgr.: Norman Wilson. **(Rec. & Tape I & E)**
Labels imported: Acanta (Germany), Amigo (Sweden), Ars Nova (Italy), Artia (Czechoslovakia), Attacca (Germany), Bellaphon (Germany), CRD (UK), Cassiopee (Italy), Classical (UK), Coronet (UK), Discophil (Germany), Ducale (Italy), ECM (Germany), Enigma Classics (UK), Exploring World (UK), Heritage (UK)† Hungaraton (Hungary), JCC (Japan), Lyricon (Sweden), Lyrita (UK), Muza (Poland), Nimbus (UK), Pepita (Hungary), Promt (Poland), Quadrifoglia (Italy), Sonic (Germany), Unicorn (UK), Veriton (Poland), Vista (UK), Wergo (Germany).

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Intermodal Prod'ns Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney; Adv. Mgr.: Evelyn Rodney.
Sheldon Kagan & Assocs. Ltd., 2555 Cote Vertu, Montreal, P.Q. H4R 1Z6. Tel: (514) 331-7282. Gen. Mgr.: Sheldon Kagan; Sales Mgr.: Donny Kagan.
Ohi Assocs., PO Box 103, Sta. A, Toronto, Ont. M5W 1A2. Tel: (416) 481-8995
PolyGram Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690.
Branches: Calgary, Alta., 7220 Fisher St. SE, Suite 110. Postal Code: T2H 2H8. Tel: (403) 253-7665. Telex: (03) 821859—**Vancouver, B.C.,** Mezzanine, 805 W. Broadway. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: (045) 4410—**Winnipeg, Man.,** c/o Philips Electronics, 401 Weston St. E. Postal Code: R3E 3H4. Tel: (204) 786-5748. Telex: (07) 57786—**Etobicoke, Ont.,** Etobico Tower, Suite 707, 555 Burnhamthorpe Rd. W. Postal Code: M9C 2Y3. Tel: (416) 622-6680. Telex: (06) 967755.
Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
Visual Diffusion Inc., 1165 Greene, Suite 2, Westmount, P.Q. H3Z 2A2. Tel: (514) 933-3642. Telex: (06) 219569.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619. Pres.: J. D. Evans.
Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823—**Vancouver, B.C.,** Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667—**Dorval, P.Q.,** 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.
Audio: 8-tr., cassette.
Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3. Tel: (416) 298-8190. Telex: (065) 26142.
Audio: 8-tr., cassette.
Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. M4W 1L4. Tel: (416) 920-2211. Mgr.: Peter Holcomb.
Audio: Cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD. **(PKG)**
Audio: 8-tr., cassette.
Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9527. **(PKG)**
Audio: 8-tr., cassette.
Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Chm: Eric H. Hardman; Pres.: Eric S. Hardman; Nat'l Sales Mgr.: Carl Cooley. **(PKG)**
Audio: 8-tr., cassette.
Intermodal Prod'ns Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr.: John Rodney; Adv. Mgr.: Evelyn Rodney.
Audio: 8-tr., cassette, open reel.
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3. Tel: (416) 495-9378. **(PKG)**
Audio: Cassette.
Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. **(PKG)**
Audio: 8-tr., cassette.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex: (04) 357568. Pres.: Paul B. Brown. **(PKG**—audio & video)
Branch: Winnipeg, Man., 152 Emerson. Postal Code: R2G 1E9. Tel: (204) 338-0709.
Int'l branch: USA, San Francisco, Calif.
Audio: Cassette, open reel.
Piasetzki Recordatape Ontario Ltd. (PRT Tapes), 1489 Merivale Rd., Ottawa, Ont. K2E 5P3. Tel: (613) 224-6692. **(PKG)**
PolyGram Inc., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690.
Branches: Calgary, Alta., 7220 Fisher St. SE., Suite 110. Postal Code: T2H 2H8. Tel: (403) 253-7665. Telex: (03) 821859—**Vancouver, B.C.,** Mezzanine, 805 W. Broadway. Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: (045) 4410—**Winnipeg, Man.,** c/o Phillips Electronics, 401 Weston St. E. Postal Code: R3E 3H4. Tel: (204) 786-5748. Telex: (07) 57786—**Etobicoke, Ont.,** Etobico Tower, Suite 707, 555 Burnhamthorpe Rd. W. Postal Code: M9C 2Y3. Tel: (416) 622-6680. Telex: (06) 967755.
Audio: 8-tr., cassette.
Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
Audio: 8-tr., cassette, open reel.
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: (06) 219624. Pres. Custom Mfg. & Finance: Terry M. Lynd.
Audio: 8-tr., cassette.
Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. **(PKG)**
Audio: 8-tr., cassette.
World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtice, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. **(PKG)**
Audio: 8-tr., cassette.

TAPE DUPLICATOR/MARKETER

Piasetzki Recordatape Ontario Ltd. (PRT Tapes), 1489 Merivale Rd., Ottawa, Ont. K2E 5P3. Tel: (613) 224-6692.

• supplies

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CARTRIDGE & CASSETTE PARTS

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Pariselli.
Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—**Dorval, P.Q.** 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.
Audio: 8-tr. & cassette parts.
Analyst, see Pacific Int'l.
Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOLREC. Telex: (06) 968619. Pres.: J.D. Evans.
Branches: Calgary, Alta., 519 Manitou Rd. SE. Postal Code: T2G 4C2. Tel: (403) 287-0823—**Vancouver, B.C.,** Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8667—**Dorval, P.Q.,** 9245 Cote de Liesse Rd. Postal Code: H9P 2N9. Tel: (514) 631-9073.

Audio: 8-tr.
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel. (416) 531-5751. Cable GLOBOLPROD.
Audio: 8-tr., cassette.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex (04) 357568. Pres. Paul B. Brown
Branch: Winnipeg, Man., 152 Emerson. Postal Code: R2G 1E9. Tel: (204) 338-0709.
Int'l branch: USA.
Audio: Cassette components & shells
Brand name: Analyst.
Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311
Audio: 8-tr. & cassette housings

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel. (416) 791-3100. VP & Gen. Mgr.: J.L. Major, VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Parrselli.
Branches: Calgary, Alta., 1116-55 Ave NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—**Dorval, P.Q.** 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.
Audio: 8-tr., cassette, open reel
Analyst, see Pacific Int'l
Capitol, see Wilf Farrow.
Data Packaging, see LSJ Cassette
Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel. (416) 625-8151. Pres. & Gen. Mgr.: Wilf Farrow; Sales Mgr.: Julie Thomson. (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: 8-tr., cassette, open reel
Brand name: Capitol.
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751.
Audio: 8-tr., cassette.
Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel. (416) 245-7890. Telex: (06) 989393. Chm.: Eric H. Hardman, Pres.: Eric S. Hardman; Nat'l Sales Mgr.: Carl Cooley.
Audio: 8-tr. shells & 5 screw cassette shells (sonic welded)
I P S, see LSJ Cassette.
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3. Tel. (416) 495-9378.
Audio: 8-tr., cassette.
Brand names: Data Packaging, IPS, Lenco
Lenco, see LSJ Cassette.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex (04) 357568. Pres.: Paul B. Brown.
Branch: Winnipeg, Man., 152 Emerson. Postal Code: R2G 1E9. Tel: (204) 338-0709.
Int'l branch: USA.
Audio: Cassettes, reels.
Brand name: Analyst.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex (06) 960159.
Audio: All configurations.
Solo Prods., see Stereodyne.
Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel. (416) 625-8311.
Audio: 8-tr. & cassette.
Brand Name: Solo Prods.

ENVELOPES & MAILERS

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (M)
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex: (04) 357568. Pres.: Paul B. Brown.
Branch: Winnipeg, Man., 152 Emerson. Postal Code: R2G 1E9. Tel: (204) 338-0709.
Int'l branch: USA.
Brand names: Analyst, Pro Design.
Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411.
Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex: (06) 986895.
Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044. Telex: (06) 23443. Pres.: R.B. Finkle; Mktg. Mgr.: R.W. Finkle; Sales Mgr.: H.H. Gruenstein. (Envelopes & Mailers for Beta & VHS video-cassette)
World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtice, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (45, LP & Tape) (M)

JACKETS & SLEEVES

Custom Converters Printers Ltd., 563 The Queensway E., Mississauga, Ont. L5A 3X6. Tel: (416) 279-5256. Telex: (06) 961191. (Plastic inner sleeves for LP's)
Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (M)
Holborne Dist. Co. Ltd., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel. (416) 294-9398. Pres.: Frank P. Swain; Custom Sales Mgr.: M.C. Swain. (LP only)
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3. Tel: (416) 495-9378. (Sleeves only)
Lithobec Canada Ltd., 600 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133. (Jackets only) (M)
Metro Graphic Corp., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705. Pres.: Paul Kizner; Gen. Mgr.: Sam Ungar; Sales Mgr.: Marvin Chankowsky. (Sleeves only) (M)
Modern Album of Canada Ltd., 2450 Finch Ave. W., Unit 7, Weston, Ont. M9M 2E9. Tel: (416) 745-5033. (Jackets & sleeves, record set boxes) (M)
Parr's Print & Litho Ltd., 111 Ferrier St., Markham, Ont. L3R 3K6. Tel: (416) 495-3300. Pres.: R.A. Gray; Gen. Mgr.: D. Fulton; VP Sales: R.J. Humphreys.
Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K2. Tel: (514) 861-2411. Telex: (05) 267411. (Videodisk)
Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1B1. Tel: (416) 495-9811. Telex (06) 986895 (SEE ADVERTISEMENT)
Shorewood Packaging Corp. of Canada Ltd., 2220 Midland Ave., Scarborough, Ont. M1P 3E6. Tel: (416) 292-3990. Telex: (065) 25228. (M)
Branch: Montreal, P.Q., 1625 Chabanel St. W., Suite 1070. Postal Code: H4N 2S7. Tel: (514) 388-5745.
Home office: USA, New York, N.Y.
World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtice, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (LP only)

LABELS, DISK

Arc Sound Co. Ltd., 142 Sparks Ave., Willowdale, Ont. Tel. (416) 499-5000. (M)
Golden Rec. Mfg. Ltd., 500 Coronation Dr., West Hill, Ont. M1E 4V7. Tel: (416) 281-9522. (M)
Holborne Dist. Co. Ltd., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 294-9398. Pres.: Frank P. Swain; Custom Sales Mgr.: M.C. Swain. (45 & LP)
Metro Graphic Corp., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705. Pres.: Paul Kizner; Gen. Mgr.: Sam Ungar; Sales Mgr.: Marvin Chankowsky. (M)
Parr's Print & Litho Ltd., 111 Ferrier St., Markham, Ont. L3R 3K6. Tel: (416) 495-3300. Pres.: R.A. Gray; Gen. Mgr.: D. Fulton; VP Sales: R.J. Humphreys.
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Telex: (06) 219624. Pres.: George R. Struth; Pres. Custom Mfg. & Finance: Terry M. Lynd; VP Finance: Sidney Lambersky. **Local mktg. branch:** 480 Tapscott Rd. Postal Code: M1B 1W3. Tel: 291-5590. Telex: (065) 26154. Mktg. Dir.: Barry J. Stafford.
World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtice, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (45 & LP) (M)

POLYETHYLENE BAG & SHRINKWRAP

L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3. Tel. (416) 495-9378.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex: (04) 357568. Pres.: Paul B. Brown. (Polybags only)
Branch: Winnipeg, Man., 152 Emerson. Postal Code: R2G 1E9. Tel: (204) 338-0709.
Int'l branch: USA
Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: (06) 963629. Pres.: J.A. Trainor; Nat'l Sales Mgr.: R. Lutes; Eastern Sales Mgr.: J. Grobbo; Ont. Sales: S. Harradine, R. Caskenette; P.Q. Sales: K. Hannah; Western Sales Mgr.: G. Gow; Man. & Sask. Sales: G. Lipchen.
Branch: Vancouver, B.C., La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-6226.
World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. at Courtice, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250, Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone. (Polybags only)

PROFESSIONAL TAPE SUPPLIES

Editall, see McKeen Electronics.
Holborne Dist. Co. Ltd., PO Box 9, Mount Albert, Ont. L0G 1M0. Tel: (416) 294-9398. Pres.: Frank P. Swain; Custom Sales Mgr.: M.C. Swain.

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Audio: Cassette labels
McKeen Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. Telex. (05) 33381
Audio: Bulk erasers, splicing & editing equip
Brand names: Editall, WRE
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851 Telex (04) 357568. Pres. Paul B Brown.
Branch: Winnipeg, Man., 152 Emerson Postal Code R2G 1E9. Tel (204) 338-0709.
Int'l branch: USA
Audio: Splicing & leader tapes, cassette labels
Video: Videocassette labels.
Brand names: Analyst, 3M.
Ross-Ellis Ltd., 300 Ann St., Montreal, P.Q., H3C 2K2 Tel. (514) 861-2411. Telex (06) 267411
Branch: Markham, Ont., 227 Idema Rd. Postal Code L3R 1B1 Tel. (416) 495-9811. Telex: (06) 986895.
Product: Cassette & videocassette labels.
Swire Intermagnetics Canada, 77 Steelcase Rd. W., Unit C, Markham, Ont L3R 2M4. Tel (416) 495-0631. VP Canada. Brian Lundstram
Home office: USA
Product: "Phillips-style" cassette boxes.
W R E. see McKeen Electronics.
World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd at Courtice, Bowmanville, Ont. L1C 3Z3 Tel (416) 576-0250 Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone.
Audio: Cassette labels.

TAPE, BLANK LOADED

The numbers in parentheses following the 8-track & cassette configurations show recording time in minutes; those following open reel configurations show length of tape in feet.

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel (416) 791 3100. VP & Gen. Mgr. J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr. J.R. Pariselli.
Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code T2E 6Y4 Tel (403) 275 3444—**Dorval, P.Q.,** 729 Ave. Meloche. Postal Code H9P 2S4. Tel (514) 636-4840.
Audio: 8-tr., (45,90) cassette (45,60,90,120), open reel (1500', 2150', 2440', 3000', 3600'), broadcast.
Video: 1" open reel, ¾" cassette (10,20,30,40,50,60), ½" EIAJ open reel (1250', 2400')
Analyst, see Pacific Int'l
Audio Magnetics Corp. of Canada Ltd., 1180 MartinGrove Rd., Rexdale, Ont M9W 5M9. Tel (416) 298 9111.
Audio: 8-tr. (40,80), cassette (45, 60, 90, 120), open reel
Brand names: Cycles, Tracs, Tracs Plus, XHE
B A S F (Canada) Inc., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8. 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel (514) 341 5411 Telex (05) 827777
Audio: 8-tr., cassette, open reel
Capitol Recs. EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2 Tel (416) 677-5050 Cable CAPITOLREC Telex (06) 968619. Pres. J.O. Evans
Branches: Calgary, Alta., 519 Manitou Rd. SE Postal Code T2G 4C2 Tel (403) 287-0823—**Vancouver, B.C.,** Century Plaza, Suite 503, 1015 Burrard St. Postal Code V6Z 1Y5 Tel (604) 689-8667—**Dorval, P.Q.,** 9245 Cote de Liesse Rd. Postal Code H9P 2N9 Tel (514) 631-9073
Audio: 8-tr., cassette
Cinram Ltd., 2255 Markham Rd., Scarborough, Ont. M1B 2W3. Tel (416) 298-8190. Telex (065) 26142
Audio: 8-tr., cassette
Cycles, see Audio Magnetics Corp.
Edmund Scientific Prods. Co., 3500 Bathurst St., Toronto, Ont. M6A 2C6 Tel (416) 787 4584
Audio: Endless-loop cassette.
Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr. Wilf Farrow, Sales Mgr. Julie Thomson. (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: Cassette.
Brand name: Capitol
Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7 Tel (416) 252-7209.
Audio: Cassette, open reel (600', 900', 1200', 1800').
Video: ¾" cassette, ½" Beta & VHS cassette.
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8 Tel (416) 531 5751. Cable GLOBOLPROO.
Audio: 8-tr. (40,45,80,90 & custom lengths), cassette (40,45,60,90 & custom lengths), open reel.
Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1 Tel (416) 245-7890. Telex: (06) 989393. Chm. Eric H. Hardman, Pres. Eric S. Hardman; Nat'l Sales Mgr. Carl Cooley.
Audio: 8-tr. (45,90), cassette (60,90).
Instart, see Pacific Int'l
International Audio Visual Ltd., PO Box 1096, Postal Code V3J 6Z4, 224 Cayer St., Coquitlam, B.C. V3K 5B1. Tel (604) 522-7955. Cable IAVSOUNO. Telex: (04) 351350. Pres.: Dr. Peter P. Allinger, VP Sales. Philip Allinger
Audio: Cassette
Video: ½" Beta & VHS cassette
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3 Tel: (416) 495-9378.
Audio: 8-tr., cassette
Brand name: Media.
Le-Bo, see Phonodisc
Lecturecassette, see Pacific Int'l
Lettercassette, see Pacific Int'l
Magna Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1 Tel (416) 245 7890 Telex (06) 989393.
Audio: 8-tr., cassette, open reel
Maxell, see Tri-Tel Assocs.
Media, see LSJ Cassette
Memorex, see Phonodisc
Pacific Int'l Magnetics Inc., 200 11031 Bridgeport Rd., Richmond, B.C. V6X 3A2 Tel (604) 273 6015/1851 Telex (04) 357568. Pres. Paul B Brown.
Branch: Winnipeg, Man., 152 Emerson. Postal Code R2G 1E9. Tel. (204) 338-0709
Int'l branch: USA.
Audio: Cassette, open reel.
Brand names: Analyst, Lecturecassette, Lettercassette, Instart.
Pan Can, see Pan Canada Magnetics.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel. (416) 278-9851 Telex: (06) 960159.
Audio: 8-tr., cassette, open reel.
Brand name: Pan Can, Pan Canada.
Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3 Tel: (416) 751-9610. Telex: (06) 963629. Pres.: J.A. Trainor; Nat'l Sales Mgr.: R. Lutes; Eastern Sales Mgr.: J. Grobbo; Ont. Sales: S. Harradine, R. Caskenette; P.Q. Sales: K. Hannah, Western Sales Mgr.: G. Gow; Man. & Sask. Sales: G. Lipchen.
Branch: Vancouver, B.C. La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-6226.
Audio: 8-tr., cassette, open reel.
Brand names: Le-Bo, Memorex.
Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr.: Paul Yaroshuk
Audio: 8-tr., cassette
Brand name: Presonic.
Presonic, see Praise.
Sony Of Canada Ltd., 1370 Sony Pl., Winnipeg, Man. R3C 3C3. Tel (204) 284-7160.
Home office: Japan.
Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel (416) 625-8311
Audio: 8-tr. (40,45,80,90), cassette (60,90)
Brand name: Oynapak.
Teac, see White Electronic.
Tracs, see Audio Magnetics.
Tracs Plus, see Audio Magnetics.
Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044. Telex: (06) 23443. Pres. R.B. Finkle; Mktg. Mgr.: R.W. Finkle; Sales Mgr.: H.H. Gruenstein.
Audio: 8-tr., cassette, open reel
Video: ½" Beta & VHS cassette
Brand name: Maxell.
White Electronic Development Corp. (1966) Ltd., 6300 Northam Dr., Malton, Ont. L4V 1H7 Tel (416) 676-9090. Telex: (06) 983584 (Importer)
Branch: Montreal, P.Q., 4750 Blvd. des Grandes Prairies. Postal Code: H1R 1A1 Tel (514) 326-4075
Audio: Cassette, open reel
Brand name: Teac.
X H E, see Audio Magnetics

TAPE, BULK RAW

Agfa, see Photo Importing.
Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel (416) 791 3100. VP & Gen. Mgr. J.L. Major, VP & Nat'l Magnetic Tape Prods. Mgr. J.R. Pariselli.
Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4 Tel (403) 275 3444—**Dorval, P.Q.,** 729 Ave. Meloche. Postal Code: H9P 2S4 Tel (514) 636-4840.
Audio: 8-tr., cassette, open reel.
Analyst, see Pacific Int'l.
B A S F (Canada) Ltd., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8, 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex (05) 827777
Audio: Cassette
Video: ½" cassette
Capitol, see Wilf Farrow
Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4 Tel (416) 625-8151. Pres. & Gen. Mgr. Wilf Farrow, Sales Mgr.: Julie Thomson. (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: 8-tr., cassette.
Brand name: Capitol.
Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7 Tel (416) 252-7209.
Audio: Pancakes (7200', 8400', 10,100', 14,400', 16,800').
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8 Tel (416) 531-5751. Cable: GLOBOLPROO.
Audio: 8-tr., cassette, open reel.
Instart, see Pacific Int'l
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3. Tel: (416) 495-9378.
Audio: 8-tr., cassette.
Brand name: Media.
Lecturecassette, see Pacific Int'l
Lettercassette, see Pacific Int'l.
Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M8W 1E1. Tel: (416) 245-7890. Telex: (06) 989393.
Audio: Cassette
Media, see LSJ.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex (04) 357568. Pres.: Paul B. Brown.
Branch: Winnipeg, Man., 152 Emerson. Postal Code R2G 1E9. Tel (204) 338-0709
Audio: Cassette, open reel.
Brand names: Analyst, Instart, Lecturecassette, Lettercassette.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel (416) 278-9851. Telex: (06) 960159.
Audio: 8-tr., cassette, open reel.
Brand name: Pan Can, Pan Canada.
Photo Importing Agencies Ltd., 29 Gurney Crescent, Toronto, Ont. M6B 1S9. Tel: (416) 667-0700. Telex 22631.
Audio: 8-tr., cassette, open reel.
Brand name: Agfa.
Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel (604) 438-8266. Gen. Mgr.: Paul Yaroshuk.
Audio: 8-tr., cassette.
Brand name: Presonic.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel (416) 791 3100. VP & Gen. Mgr.: J.L. Major, VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Pariselli.
Branches: Calgary, Alta., 1116 55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—**Dorval, P.Q.,** 729 Ave. Meloche. Postal Code. H9P 2S4. Tel. (514) 636 4840.
Product: Bin-loop duplicators, master reproducers
Brand names: Ampex, Stencil.
B A S F (Canada) Inc., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8, 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel. (514) 341-5411. Telex. (05) 827777
Product: Pancakes.
Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-7209.
Product: Audio tape coating, slitting machines.
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel. (416) 531-

5751. Cable: GLOBOLPROD.
Product: "In cassette" duplicator.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex: (04) 357568. Pres.: Paul B. Brown.
Branch: Winnipeg, Man., 152 Emerson. Postal Code: R2G 1E9. Tel: (204) 338-0709.
Int'l branch: USA.
Product: Cassette duplicators.
Brand names: Pentagon, Sony.
Pentagon, see Pacific Int'l.
Sony, see Pacific Int'l.
Stencil, see Ampex Canada.

TAPE PACKAGING & LABELING EQUIPMENT

Graham Fraser Pkg. Machinery Ltd., 50 Don Park Rd., Unit 5, Markham, Ont. L3K 1J3. Tel: (416) 495-6944. Contact: Helmuth Woertche.
Product: Tape packaging machines, conveyors, cartoners, fully automatic systems, specialty designs.
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3. Tel: (416) 495-9378.
Product: Cassette assembly, packaging & winding; Norelco standard, mini & micro cassette loads.
Metro Graphic Inc., 2800 Francis Hughes Ave., Laval, P.Q. H7L 3M4. Tel: (514) 663-0370. Cable: METROGRAPH. Telex: (05) 560705. Pres.: Paul Kizner; Gen. Mgr.: Sam Ungar; Sales Mgr.: Marvin Chankowsky.
Product: Label curing oven.

• accessories

Ampex Canada Inc., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr.: J.L. Major; VP & Nat'l Magnetic Tape Prods. Mgr.: J.R. Pariselli.
Branches: Calgary, Alta., 1116-55 Ave. NE. Postal Code: T2E 6Y4. Tel: (403) 275-3444—**Dorval, P.Q.**, 729 Ave. Meloche. Postal Code: H9P 2S4. Tel: (514) 636-4840.
Product: Tape—head cleaners & demagnetizers, leader & splicing tape.
Aspen, see Smyth Sound.
B A S F (Canada) Inc., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8. 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.
Product: Tape—carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.
O C L Micro-Electronics, 1500 W. Georgia St., Suite 1490, Vancouver, B.C. V6G 276. Tel: (604) 687-7747. Nat'l Sales & Promo. Mgr.: Daniel Riby.
Product: Tape—cassette storage units.
Ouotone, see Wilf Farrow.
Empire Scientific Corp. Ltd., 65 Martin Ross Ave., Downsview, Ont. M3J 2L6. Tel: (416) 661-3910.
Home office: USA.
Product: Record—replacement styli.
Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Wilf Farrow; Sales Mgr.: Julie Thomson.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape (Ouotone).
Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-7209.
Product: Tape—head cleaners, leader tape.
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.
Product: Record—carrying & storage cases, record care prods., 45 rpm adapters, replacement styli; Tape—carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.
Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Chm.: Eric H. Hardman; Pres.: Eric S. Hardman; Nat'l Sales Mgr.: Carl Cooley.
Product: Tape—head cleaners (Hi-Performance).
Hi-Performance, see Hardman.
International Audio Visual Ltd., PO Box 1096, Postal Code: V3J 6Z4; 224 Cayer St., Coquitlam, B.C. V3K 5B1. Tel: (604) 522-7955. Cable: IAVSOUNO. Telex: (04) 351350. Pres.: Or. Peter P. Allinger; VP Sales: Philip Allinger.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, splicing & editing equip. (all audio)
L S J Cassette Corp., 50 Don Park Rd., Unit 14, Markham, Ont. L3R 1J3. Tel: (416) 495-9378.
Product: Tape—head cleaners, demagnetizers.
Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393.
Product: Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
Moss Music Group (Canada) Ltd., 510 Coronation Dr., Unit 17, West Hill, Ont. M1E 4X6. Tel: (416) 284-0126. Pres. & Gen. Mgr.: John Leetham; Sales Mgr.: Julian Rice.
Product: Record & Tape—carrying & storage cases.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex: (04) 357568. Pres.: Paul B. Brown.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, splicing tape & equip. (all audio & video); leader tape (audio only).
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159.
Product: Tape—carrying & storage cases, head cleaners & demagnetizers, leader tape.
Permostat, see Tri-Tel.
Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: (06) 963629. Pres.: J.A. Trainor; Nat'l Sales Mgr.: R. Lutes; Eastern Sales Mgr.: J. Grobbo; Ont. Sales: S. Harradine, R. Caskenette; P.Q. Sales: K. Hannah; Western Sales Mgr.: G. Gow, Man. & Sask. Sales: G. Lipchen.
Branch: Vancouver, B.C., La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-6226.
Product: Record—carrying & storage cases, record care prods., 45 RPM adaptors, replacement styli; Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
Record Care, see Smyth.
Smyth Sound Equip. Ltd., 595 Parc Industriel, Lonqueuil, P.Q. J4H 3V7. Tel: (514) 679-5490.
Product: Record—record care prods. (Watts, Record Care); replacement styli (Aspen); Tape—head cleaners, demagnetizers (Aspen).
Sony Of Canada Ltd., 1370 Sony Pl., Winnipeg, Man. R3C 3C3. Tel: (204) 284-7160.
Home office: Japan.
Product: Tape—head demagnetizers, splicing & editing equip.
Stanton, see Tri-Tel.
Stereodyne Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311.
Product: Tape—head cleaners.
Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044. Telex: (06) 23443. Pres.: R.B. Finkle; Mktg. Mgr.: R.W. Finkle; Sales Mgr.: H.H. Gruenstein.
Product: Record—record care prods. (Permostat); turntable mats; replacement styli (Stanton); Tape—carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio only).
Watts, see Smyth.
White Electronic Development Corp. (1966) Ltd., 6300 Northam Dr., Malton, Ont. L4V 1H7. Tel: (416) 676-9090.
Branch: Montreal, P.Q., 4750 Blvd. des Grandes Prairies. Postal Code: H1R 1A1. Tel: (514) 326-4075.
Product: Record—record care prods.; Tape—head cleaners, & demagnetizers.

• store fixtures

B A S F (Canada) Inc., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8; 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777.
Product: Tape display racks.
Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Gen. Mgr.: Wilf Farrow; Sales Mgr.: Julie Thomson.
Product: Record & tape display racks (Devon Design).
Globol Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOLPROD.
Product: Record & tape browser boxes, record & tape display racks, record & tape divider cards.
Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393.
Product: Tape Browser boxes, tape display racks.
Pacific Int'l Magnetics Inc., 200-11031 Bridgeport Rd., Richmond, B.C. V6X 3A2. Tel: (604) 273-6015/1851. Telex: (04) 357568. Pres.: Paul B. Brown.
Branch: Winnipeg, Man., 152 Emerson. Postal Code: R2G 1E9. Tel: (204) 338-0709.
Int'l branch: USA.
Product: Tape display racks (audio).
Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: (06) 963629. Pres.: J.A. Trainor; Nat'l Sales Mgr.: R. Lutes; Eastern Sales Mgr.: J. Grobbo; Ont. Sales: S. Harradine, R. Caskenette; P.Q. Sales: K. Hannah; Western Sales Mgr.: G. Gow, Man. & Sask. Sales: G. Lipchen.
Branch: Vancouver, B.C., La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-6226.
Product: Record divider cards.
Praise Inds. Corp., 6979 Curragh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Pres.: Paul Yaroshuk.
Product: Record browser boxes, record display racks, record divider cards.
Tri-Tel Assocs. Ltd., 105 Sparks Ave., Willowdale, Ont. M2H 2S5. Tel: (416) 499-5044. Telex: (06) 23443. Pres.: R.B. Finkle; Mktg. Mgr.: R.W. Finkle; Sales Mgr.: H.H. Gruenstein.
Product: Tape display racks (audio & video).

• jukebox manufacturer

Rowe (Canada), 9342 Cote de Liesse, Dorval, P.Q. H9P 2N9. Tel: (514) 636-4680.
Home office: USA.

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists. The key to symbols used is: (M) manufacturer; (I) importer; (D) distributor and (R) retailer.

Naughty Bits Music Promos. & Mdsg., PO Box 157, Sta. B, Toronto, Ont. M5T 2T3. Tel: (416) 862-0554.
Product: Buttons, badges.
World Novelties, 89 King St. E., Hamilton, Ont. L8N 1A9. Tel: (416) 529-3395.
Product: Mirror pins.
World Recs. (div. of Shotgun Gimme Holdings Ltd.), PO Box 2000, Baseline Rd. W. at Courtice, Bowmanville, Ont. L1C 3Z3. Tel: (416) 576-0250. Toronto: 686-2828. Pres.: Bill Hewson; Gen. Mgr.: Bob Stone; Art Dir.: Doug Powers.
Product: Posters (M).

CHILE

Population: 11,100,000
Rate of exchange: $1(US) = 39 pesos.
Per capita income: $1325.
Holidays: January 1, May 1 (Labor Day), Good Friday, May 21 (Navy Day), August 15 (Assumption), September 18 (Independence Day), September 19 (Army Day), October 12 (Columbus Day), November 1 (All Saints' Day), December 8, December 25.

• record & tape manufacturers / distributors / importers

Alba, see Industria de Radio & Television.
Archiv, see Philips.
Arena, see Quatro.
O G G, see Philips.
E M I Odeon Chilena SA (IFPI), Libertad 1227, Santiago 10. Tel: 737-069. Cable: TURNTABLE. Mng. Dir.: David Stockley; Sales & Int'l A&R Mgr.: Guillermo Vera Larrain.
Labels: (Owned) EMI-Odeon, **(licensed)** A&M (USA), Apple (UK), Arista-Bell (USA), CBS (USA), Codiscos (Colombia), Favedica (Venezuela), IEMPSA (Peru), Island (UK), London (UK), Maria Perego, Musart (Mexico), Private Stock (USA), Purple (UK), United Artists.
Fermata Ltda. (Eds. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Eliana Cisternas C.
Home office: Brazil, Discos RGE/Fermata.
Labels: (Owned) Fermata, Pick, Premier, RGE, Som/Maior, Young.
Fontana, see Philips.
Heliodor, see Philips.
I R T, see Industria de Radio & Television.
Industria de Radio & Television SA (IFPI), Bustamante 596, Santiago. Tel: 22-7560. Cable: RADIOINTER. Telex: 278. Gen. Mgr.: Mario Reyes.
Labels: (Owned) Alba; **(licensed)** Ariola (Spain), Motown (USA), Parnaso (Argentina), RCA (USA).
Int'l reps.: Argentina (Parnaso), Ecuador (IFESA), El Salvador (Oicesa), Mexico (Musart), Peru (FTA), Venezuela (Cordica).
M G M, see Philips.
Mercury, see Philips.
Odeon, see EMI.
Philips Chilena SA (IFPI), Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239. Mng. Dir.: Jorge Undurraga; Label Mgr.: Manuel Vera.
Labels: (Owned) Archiv, OGG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Smash, Vertigo, Verve; **(licensed)** H. Astric (Monaco), Charisma (UK), Fresh Air (UK), Tony Hall Prod'ns (UK), Infopesa (Peru), Interrobang, Jet (UK), MCA (USA), Mooncrest (UK), Mountain (UK), Onix (Ecuador), Peerless (Mexico), RSO (UK), Red Bullet (Netherlands), Rocket (USA), Roxbury (USA), Sono-Radio (Peru), Track (UK), Virrey (Peru), WWA (UK), Wam (Canada).
Pick, see Fermata.
Polydor, see Philips.
Premier, see Fermata.
Quatro Ltda. (Productora & Distribuidora de Discos) (IFPI), Rancagua 0554, Santiago. Tel: 252-960, 231-811. Cable: DISCOSQUATRO. Pres.: Rolando Molina Reyes; Gen. Mgr.: C. Hernan Greene V.; Creative Dir.: Jaime Roman C.
Labels: (Owned) Quatro. **(licensed domestic)** Arena; **(licensed foreign)** Ariola Int'l group (Benelux, Brazil, Germany, Mexico, Spain), Arista (UK, USA), Ariston (Italy), Baby (Italy), Bronze (UK), Delphine (France), Gamma (Mexico), Gas (Mexico), Hispavox (Spain), Island (UK), Microfon (Argentina), Motown (USA), Orfeon (Mexico), Ri-Fi (Italy), Som (Brazil), Zafiro (Spain).
R G E, see Fermata.
Smash, see Philips.
Som/Maior, see Fermata.
Sonidos, Avda. Apoquindo 5232, Local 4, Santiago. Contact: Nancy Canessa Lara.
Label: (Represented) Moss Music Group (USA).
U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403 V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Mng. Dir. & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
Labels: (Licensed foreign) Chantecler (Brazil), Continental (Brazil), GNP Crescendo (USA), JVC (Japan), Phonodisc (Brazil), Prelude (USA).
Vertigo, see Philips.
Verve, see Philips.
Young, see Fermata.

• music publishers

Equus (Ediciones Musicales), Rancagua 554, Santiago. Tel: 252-960, 231-811. Dir. Gen.: Jaime Roman C., Gen. Mgr.: Carlos Quezada H.
Int'l firms represented: Alvorada (Brazil), Arlequim (Brazil), Ounbar (Canada), Edifon (Argentina), Gamma (Mexico), Grever Int'l (Mexico), Quiroga (Spain), RCA (Brazil, Italy, Mexico, Spain), Sunbury (Canada).
Fermata Ltda. (Eds. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Eliana Cisternas C.
Home office: Brazil.
Int'l firms represented: Arapua (Brazil), Bourne group (USA), Combine (USA), Fermata (Brazil), Frank (USA), Dick James group (UK), Minerva, Arthur Napoleao (Brazil), Pedro, Portico, Seresta, Solmi, Sonata (Brazil).
Peer Southern Org., see Southern.
Sochem (Sociedad Chilena de Eds. Musicales) Ltda., Libertad 1227, Santiago 10. Tel: 737-069. Cable: TURNTABLE. Mng. Dir.: David H. Stockley.
Int'l firms represented: Accord (Germany), Anagon (Netherlands), Ardmore & Beechwood (Belgium), Beechwood (Mexico, USA), Colombiana de Musica (Colombia), Consorcio de Eds. Musicales Peruanas (Peru), EGO (Spain), EMI (UK), MAI (Argentina), Pathe Marconi (France), Toshiba (Japan), La Voce del Padrone (Italy), Universal (Venezuela).
Southern Music Int'l, Cruz 1469, Santiago.
Home office: USA, Peer-Southern Org.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Instituto de Extension Musical, Compania 1264, Santiago. Tel: 89-438.
S A T C H (Sociedad de Autores Teatrales de Chile), San Diego 246, Santiago. Tel: 67-101, 66-2760.

LICENSING ORGANIZATION, MUSIC

O A I C (Departmento del Derecho de Autor de la Universidad de Chile), San Antonio 427, 2nd fl., Santiago. Tel: 392-335. (Performing rights only)

PLATING, PROCESSING & PRESSING PLANTS

E M I Odeon Chilena SA, Libertad 1227, Santiago. Tel: 737-069. Cable: TURNTABLE. Mng. Dir.: David H. Stockley. (Pressing only)

PRINTERS & LITHOGRAPHERS

Philips Chilena SA, Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239.

TAPE CUSTOM DUPLICATORS

Philips Chilena SA, Casilla 2687, Av. Santa Maria 0760, Santiago. Tel: 378-371. Cable: PHILCHISA. Telex: 40239.
Audio: Cassette.
Quatro Ltda. (Productora & Distribuidora de Discos), Rancagua 0554, Santiago. Tel: 252-960, 231-811. Cable: DISCOSQUATRO. Pres.: Rolando Molina Reyes; Gen. Mgr.: C. Hernan Greene V.; Creative Dir.: Jaime Roman C.
Audio: Cassette.
U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGO 260. Owner & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
Audio: cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Chilena de Productos Fonograficos L.da., Casilla 139-D, Carlos Fernandez 260, Santiago. Tel: 50-051, 56-7548. Telex: 289.
Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.
Video: Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

U T Z Corp. Ltda., Fernando Manterola 0453, Casilla 403-V, Santiago. Tel: 377-692. Cable: UTZCORP. Telex: SGD 260. Mng. Dir. & Gen. Mgr.: Ramon Utz Monsalve; Sales Mgr.: Reinaldo Rojas Ortiz.
Audio: cassette.
Brand name: UTZ.

CHINA, PEOPLE'S REPUBLIC OF

Population: 950,000,000.
Rate of exchange: $1 (US) = 1.8 yuans
Per capita income: $375.
Holidays: January 1 (New Year's Day), February 16-19 (Spring Festival), May 1 (Labor Day), October 1, 2 (National Days).

• record & tape manufacturers / distributors / importers

China Rec. Factory (div. of Central Broadcasting Administration), 811 Heng Shan Rd., Shanghai 200030, Hsu-huai. Tel: (021) 374470. Telex: 2627. Dir.: Hsu Cheng-min.

Pacific Audio & Video Co. Ltd. (affiliate of Guangdong Provincial Broadcasting Bureau), Broadcasting Bldg., Renmin Bei Rd., Canton. Tel: 35270, 30030. Telex: 1051. Gen. Mgr.: M.C. Lin; Sales Mgr.: K. Mak.

• services

ASSOCIATIONS & PROFESSIONAL ORGANZIATIONS

Central Conservatory of Music, Peking. Tel: 667120.
Chinese Association of Musicians, Peking. Chm.: Lu Chi.

PRESSING PLANT

China Rec. Factory (div. of Central Broadcasting Administration), 811 Heng Shan Rd., Shanghai 200030, Hsu-huai. Tel: (021) 374470. Telex: 2627. Dir.: Hsu Cheng-min.

COLOMBIA

Population: 28,000,000.
Rate of exchange: $1 (US) = 54 pesos.
Per capita income: $515.
Holidays: January 1, January 6 (Epiphany), March 19 (St. Joseph's Day), March 30 (Palm Sunday), Easter Week, May 1 (Labor Day), May 15 (Ascension Day), Corpus Christi, June 13 (Thanksgiving), July 20 (Independence Day), August 7 (Battle of Boyaca), August 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), November 11 (Independence of Cartagena), December 11 (Immaculate Conception), December 25.

RECORDS:

Note: Reliable information regarding the sales of records and tapes is hard to obtain. Record companies are unwilling to share their sales data not only with the press but also with their own association.
Record sales certification awards: There are no awards for selling a standardized number of records. However, each company presents year-end gold and silver awards for its own best sellers without ever revealing the sales figures.
Average retail price per record: LP's—$5.31; super singles—$2.55; singles—$1.49.
Type of distribution: Manufacturer-to-retailer is the predominant marketing system in Colombia. Most of the record sales are through chains of retailers located in the major cities. In most smaller cities and towns, these chain retailers act as wholesalers to small stores.
Type of promotion: Radio is still the most important promotional medium for records. Television has been gaining slowly with numerous musicals that include promotion of foreign artists. The press is being used more heavily.

TAPE:

Market: 8-track has been almost completely phased out of the market. There has been a considerable growth in the sales of pre-recorded cassettes over the past five years, having been much aided by the sale of radio-cassette player combinations. The increasing sales of cassette units have benefited the sales of blank tapes, too, as recording off-the-air as well as from records becomes even more popular.
Average retail price per tape: Cassette—$5.31.

RADIO STATIONS:

No. of commercial 300 (280 AM, 20 FM); no. of government 1.
Comment: The trend in radio programming has been towards more musical stations and fewer soap operas. Also, there is a revival of "live" radio, thus resulting in the phasing out of many pre recorded programs.

TELEVISION STATIONS:

No. of channels 3; NSTC color (40%).
Comment: Programming is totally controlled by the governmental agency Inravision. Since August 1979, there has been a greater percentage of time allotted to cultural programs while "violent" programs have been almost completely eliminated. Musicals, while not a large percentage of total television time, still are among the most popular shows.

Manuel Bellon

• record & tape manufacturers / distributors / importers

A D C, see FM.
Antillano, see Tropical.
Archiv, see Philips.
Armonia, see FM.
Atriz, see Chaves.

C B S SA (Discos) (IFPI), 5-81 Calle 80, Bogota, D.E. Tel: (2) 11-86-67. Cable: CDLRECDRD. Telex: 43461. Gen. Dir.: Carlos A. Gutierrez T.; Mktg. Dir.: Fidel Jaramillo Villa.
Labels: (Owned) CBS, Epic **(licensed foreign)** A&M (USA), Angel (UK), Apple (UK), Capitol (USA), Walt Disney (USA), EMI (UK), Fania/Vaya (USA), Harmony (USA), Ddeon (Argentina), Pathe Marconi (France), United Artists (UK).
Int'l rep.: Worldwide (CBS).

Caliente, see Sonolux.
Calle, see Daro.
Candil, see Chaves.
Caribe, see Fuentes.
Carnaval, see Victoria.
Carrizal, see Sonolux.

Chaves (Discos), 18-43 Carrera 23, Pasto. Tel: 20-51, 3138. Cable: DISCHAVES. Gen. Mgr.: Ramiro Chaves L.; Sales Mgr.: Ilia de Chaves.
Labels: (Owned) Atriz, Candil, Chaves, Emerald.
Int'l reps.: Costa Rica (Nueva Dia), Ecuador (Centenario), Netherlands (Dureco), Venezuela (BASF).

Codiscos (Compania Colombiana de Discos) SA, Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CDDISCDS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.; A&R Mgr.: Rafael Mejia P.; A&R Dir.: Marco F. Eusset.
Labels: (Owned) Costeno, Famoso, Super 45, Super Play, Super Sencillo, Zeida; **(licensed)** ATC (Argentina), Alshire (USA), Atlas (Italy), Autobahn (Germany), Baby (Italy), Barclay (France), Caracol (Chile), Common Cause (USA), Continental (Brazil), Danny Daniel (Spain), Fantasy (USA), Frituna (Sweden), Gamma (Mexico), Helix (Mexico), Hispavox (Spain), Hungaroton (Hungary), IB (France), Ricardo Kleiman (Argentina), LEM (France), MMS (Austria), Melody (Mexico), Microfon (Argentina), Musart (Mexico), Peruvox (Peru), Profisa (Mexico), Promusa (Peru), Ri-Fi (Italy), Riviera (France), SDS (Sweden), Trova (Venezuela).
Int'l reps.: Ecuador (Famoso), Guatemala (Dideca), Mexico (Musart), Panama (Sonomundi), USA (TH), Venezuela (Discoteca).

Corporacion Musical Ltda., Carrera 47, No. 52-62, Apdo Aereo 7011, Medellin. Cable: CDNMUSICAL. Tel: 34-14-51. Gen. Mgr.: Hernan Restrepo Duque.
Label: (Represented) House of Falcon (USA)

Costeno, see Codiscos.
D G G, see Philips.

Daro Ltda. (Importaciones), 6-47 Calle 18, 11th fl., Bogota. Tel: 241-12-18, 243-36-66, 283-07-53. Cable: IMPODARD. Pres.: Simon Daro; Gen. Mgr.: Eduardo Calle.
Int'l branches: Canada, Toronto, Ont.; USA, Miami, Fla., New York, N.Y.
Labels: (Owned) Calle, Daro, SAR, SIS, Simdav; **(licensed foreign)** Argo, Decca (UK), London (USA), L'Diseau Lyre, Phase 4 (UK), Torres, Vega.
Int'l reps.: Argentina (EMI-Ddeon), Brazil (EMI-Ddeon), Chile (Sonotec), Costa Rica (Indica), Ecuador (Famoso), Mexico (EMLASA), Spain (SGAE), Venezuela (La Discoteca).

Delujo, see Fuentes.
Diana, see Victoria.

Discomoda de Colombia Ltda. (IFPI), Apdo. Aereo 29585, 46-65 Avda. Caracas, Bogota, D.E. Tel: 285-0311, 287-3136. Cable: DISCDMDDA. Pres.: Cesar Roldan; Gen. Mgr.: Enrique Estrada Duque; Sales Mgr.: Alfonso Gaitan C.
Home office: Venezuela.
Labels: (Owned) Discomoda; **(licensed)** Alegre (USA), Belter (Spain), Discolando (USA), FTA (Peru), Favedica (Venezuela), Inca (USA), Lyra (Costa Rica), Musitron (USA), Tico (USA), West Side Latino (USA).
Int'l reps.: Central America (Lyra), Ecuador (Fediscos), Peru (FTA), USA (Discolando)

Elite, see Sociedad Int'l de Sonido.
Emerald, see Chaves.
Epic, see CBS.
Extra, see Tropical.

F M Discos & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686, 247-5137. Cable: FM. Pres.: Francisco Montoya; Gen. Dir.: Humberto Moreno; Promo. Dir.: Camilo Mendoza, Sales Dir.: Rafael Velazquez; Domestic A&R: Ricardo Acosta.
Labels: (Owned) Armonia, FM, Pare, Vallenato; **(licensed)** All Stars (Venezuela), Audio Fidelity (USA), Caytronics (USA), Dial (Spain), Foca (Venezuela), IFESA (Ecuador), Musidisc (Brazil), Teca (USA); **(distributed—not licensed)** ADC, Sonico.
Int'l reps.: Central America (Fonica), Ecuador (IFESA), Mexico (Pren), Peru (Galdisa), USA (Caytronics, Sonlat), Venezuela (Foca).

Fabuloso, see INS.
Famoso, see Codiscos.
Felito, see Sonolux.

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07, 46-61-09. Gen. Mgr.: Francisco J. Correa C. (Distributor/Importer)
Labels: (Distributed—not licensed) Amadeo (Austria), Asylum (USA), Centrocord (Austria), Columbia (USA), Elektra (USA), Ensayo (Spain), Harmonia Mundi (France), Hungaroton (Hungary), Inner City (USA), Lyrichord (USA), MMD (USA), Mace (USA), Melodiya (USSR), Pepita (Hungary), Pueblo (Mexico), Qualiton (Hungary), Springboard (USA), Supraphon (Czechoslovakia), Turnabout (USA), Vanguard (USA), Vox (USA), Warner Bros. (USA).

Fontana, see Philips.

Fuentes (Fabrica De Discos) Ltda. (IFPI), Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co.-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia M.
Labels: (Owned) Caribe, Delujo, Fuentes; **(licensed)** Accion (Mexico), Ariston (Italy), Auvi (Spain), Baby (Italy), Belter (Spain), Carosello (Italy), Cisne Raff (Mexico), Copacabana (Brazil), Corito (Mexico), Coro (Mexico), Disqueras (Venezuela), Dynamic Sound (Jamaica), Eleven (Italy), Fonica (Guatemala), Ibach (France), Jupiter (Germany), Onix (Ecuador), Panart (USA), Parnaso (USA), Peerless (Mexico), Prelude (USA), Quatro (Chile), Seeco (USA), Som (Brazil), Tonodisc (Argentina), Vanguard (USA), Velvet (USA, Venezuela), El Virrey (Peru); **(distributed—not licensed)** Eva.
Int'l reps: Brazil (Som), Chile (Quatro), Ecuador (Fediscos), France (Atoll), Guatemala (Fonica), Mexico (Peerless), Peru (El Virrey), Spain (Edigsa), USA (Sunshine), Venezuela (Disqueras).

Grabarco Ltd., 21-35 Avda. de las Americas, Cali. Tel: 64-12-73
Label: (Represented) Kubaney (USA).

H B, see Incolve.

I N S (Industria Nacional del Sonido) Ltda. (IFPI), Apdo. Aereo 3815, 5394 Carrera 73, Medellin. Tel: 34-55-44, 34-56-44. Mgr.: Guillermo Zea Fernandez.
Labels: Fabuloso, INS, Metropoli, Silver; **(represented)** Condor, Corona, Falcon, Fonodisco, Infopesa, Music Hall, Rico, Solo.

Ideal, see Tropical.
Impacto, see Sonolux.

Incolve Ltda. (Industria Musical Colombo Venezolana), 21-73 Carrera 7a, 5th fl., Bogota. Tel: 241-91-99, 283-83-45. Cable: INCDLVE. Gen. Mgr.: Fanny Frasser.
Home office: Venezuela, El Palacio de la Musica.
Labels: (Owned) HB, Solex; **(licensed)** Alhambra (USA), Cream (USA), Delphine (Europe), Grabaciones Mundiales (Venezuela), Motown (USA), Palacio (Venezuela), Telefunken (Europe).

Industria Musical Colombo Venezolana, see Incolve.
Industria Nacional del Sonido, see INS.
Infopesa, see INS.
Lyra, see Sonolux.
Machuca, see Tropical.
Mercury, see Philips.
Metropoli, see INS.

Drbe (Discos) SA, 13-79 Carrera 68-D, Bogota. Tel: 262-4400
Label: (Licensed foreign) MCA (USA)

Papagayo, see Sociedad Int'l de Sonido.
Pare, see FM.

Philips de Colombia SA (Industrias) (IFPI), Music Dept., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Cable: PHILCDLDN. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escolar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Pop Label Mgr.: Leo Gabriunas.
Labels: (Owned) Archiv, DGG, Fontana, Mercury, Philips, Polydor, Vertigo, Verve; **(licensed)** Alhambra (Spain), Dreamland (USA), EG, Guajiro (USA), Lollipop (Germany), Pablo (USA), RSD (USA).
Int'l reps.: Worldwide (Philips, Polydor).

Polydor, see Philips.
R C U, see Victoria.
Real, see Sonolux.
S A R, see Daro.
Silver, see INS.
Simdav, see Daro.

Sociedad Int'l de Sonido, Apdo. Aereo 14380, 14-40 Calle 19, Bogota. Tel: 284-5818, 243-1515. Pres.: Eduardo Calle; Mng. Dir.: Guillermo Diez R.; Int'l Dir.: Clara Hochner.
Int'l branch: USA.
Labels (Owned) Elite, Papagayo, SIS; **(represented)** Audiofidelity/Amberjack (USA), Baby (Italy), Caney (USA), Cinevox (Italy), Emergency (USA), Fania/Vaya (USA), Lo Mejor (USA), Musidisc (France), Sacodis (Ivory Coast), Sar (USA), Tipi/Sonografica (USA, Venezuela).
Int'l reps.: Ecuador (Famosa, IFESA), Mexico (Ariola), Peru (IEMPSA), Venezuela (El Palacio de la Musica).

Solex, see Incolve.

Sonico, see FM.

Sonolux Industria Electro-Sonora SA (IFPI), 43 A-5 Calle 29, Medellin. Tel: 32-09-99, 32-28-45. Cable: SDNDLUX. Telex: 06512. Pres.: Sergio Berdugo Cuartas; Artist Dir.: Leon Cardona Garcia; Sales Mgr.: Juan Fernando Restrepo C.; Ass't to Pres.: Edgardo Quiceno Gil.
Labels: (Owned) Caliente, Impacto, Lyra, Real, Sonolux; **(licensed domestic)** Carrizal, Felito; **(licensed foreign)** Andino (Peru), Ariola (worldwide), Buddah (USA), Can't Stop (USA), Dicesa (El Salvador), Fenix (Ecuador), Marfer (Spain), Padisco (Panama), Promus (Venezuela), RCA (worldwide), Sonomex (Mexico), Sonoven (Venezuela), Surco (Argentina), Vanilla (Italy), Vogue (France), WEA (worldwide)
Int'l reps.: El Salvador (Dicesa), Ecuador (Fediscos), Mexico (Bertelsmann), Panama (Padisco), Peru (FTA), USA (Alhambra), Venezuela (Sonoven).

Super 45, see Codiscos.
Super Play, see Codiscos.
Super Sencillo, see Codiscos.
Swing, see Tropical

Tropical (Discos) Ltda. (IFPI), 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 315-645. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. & Sales Mgr.: Tony Fortou E., A&R Mgr.: Jorge Fortou E., Promo. Mgr.: Adelaida Reyes de Fortou.
Labels: (Owned) Antillano, Extra, Ideal, Swing, Tropical; **(licensed domestic)** Machuca; **(licensed foreign)** Ariola Eurodisc (Germany), Baby (Italy), Brass (USA), CID (Brazil), Countdown (Germany), Debs (Guadeloupe), Fleche (France), Gema (Puerto Rico-USA), Graf (USA), Hansa Int'l (Germany), Inagua (USA), Metronome (Germany), Miami (USA), Mouse Music (Belgium), Phonogram (Netherlands), Rana (Puerto Rico), Request (USA), SMI (USA), Satril (UK), Son*Art (Mexico), Sonet (Sweden), Sonodisc (France), Sweet City (USA), Unidisc (Canada)
Int'l reps.: Mexico (Aries), Venezuela (Fonodisco).

Universe, see Victoria
Vallenato, see FM.
Vertigo, see Philips.
Verve, see Philips.

Victoria (Industrias Fonograficas) Ltda. (IFPI), Apdo. Aereo 3308, 25-144 Carrera 52, Medellin. Tel: 35-15-06. Cable: DISVICTORIA. Pres.: Dtoniel Cardona Uran; Gen. Mgr.: Oscar Martinez Maya; Sales Mgr.: Hernan Cardona Tobon.
Labels: (Owned) Carnaval, Diana, RCU, Universe, Victoria; **(licensed)** Borinquen (Puerto Rico), Venus (Venezuela), ARV Int'l, Falcon, RIC, Ramy (all USA).
Int'l reps.: Mexico (Capitol), Spain (Marfer)

Zeida, see Codiscos.

• music publishers

C B S (Discos) SA, Div. Editorial, 5-81 Calle 80, Bogota. Tel: (2) 11-89-67. Cable: COLRECORD. Telex: 43461. Gen. Dir.: Carlos Gutierrez T., Mgr.: Miguel Angel Valenzuela.
Int'l firms represented: April (worldwide), Blackwood (USA), EGD (Spain), Escorpion (Mexico), Itaipu (Brazil), Kirshner (USA), MAI (Argentina).
Int'l reps.: Worldwide (April) excluding Argentina (Melograf), Mexico (Mundo Musical), USA (April-Blackwood)

Ecomus (Ed. Colombiana & Int'l de Musica Ltda.), 11 A-40 Carrera 43-A, Medellin. Tel: 46-51-38. Cable: ECDMUS. Mgr.: Sylvia N. Arango Duque.
Int'l firms represented: Beechwood (Mexico), Brambila (Mexico), Prodemsa (Peru), Quiroga (Spain), SADRAM (Ecuador), Union (Spain).
Int'l reps.: Argentina (Korn), Chile (Sochem), Ecuador (SADRAM), Mexico (Brambila), Peru (Continental), Spain (Quiroga), USA (Morro), Venezuela (Sedemusica).

Edimundo Ltda., Apdo. Aereo 55036, 53-94 Carrera 73, Medellin. Tel: 34-56-44, 34-75-71. Cable: EDIMUNDO. Mgr.: Guillermo Zea Fernandez.

Edimusica (Ed. Int'l de Musical Ltda.), Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: EDIMUSICA. Chief Exec.: Gonzalo Pelaez, Gen. Mgr.: Hugo Giraldo M., Prof. Mgr.: Ignacio Lopez.
Int'l firms represented: Conedisa (Peru), Predisa (Mexico), Sayce (Ecua-

dor), Som (Brazil), Velvet (Venezuela).
Int'l reps.: Brazil (Augusta), Mexico (Predisa), Peru (Conedisa), Venezuela (Velvet).

Editora & Promotora Musical Colombia Ltda. (Ediprom), Apdo. 3308, 25-144 Carrera 52, Medellin. Tel: 35-52-54. Pres.: Dtoniel Cardona Uran; Gen. Mgr.: Bernardo Mejia Aguirre.
Int'l rep.: Worldwide (Leo).

F M (Ed. Fonogramas Musicales Ltda.) Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686, 247-5137. Cable: FM. Gen. Dir.: Humberto Moreno.

Fonoton (Ed.), 51-39 Calle 13, Bogota. Tel: 60-06-00. Gen. Mgr.: Alfonso Escolar Nieto; Prof. Mgr.: Aida de Angarita
Int'l firm represented: Intersong (Mexico)
Int'l rep.: Mexico (Intersong).

Peer de Colombia Ltda., 8-92 Calle 18, Bogota. Tel: 241 9864. Cable: PEERCD. Gen. Mgr.: Guillermo Fonseca
Home office: USA, Peer-Southern Org.

Prodemus (Promotora Colombiana de Musica) Ltda., Apdo. Aereo 1428, 11 A 40 Carrera 43-A, Medellin. Tel: 46-51-38. Cable: PRODEMUS. Mgr.: Sylvia Nora Arango Duque.
Int'l firms represented: Arabella (Spain), Continental (Peru), Discorama (Spain), Edimus (Venezuela), Edimusa (Mexico), Fermata (Brazil), Maya (Guatemala), Rimo (Mexico), Sochem (Chile), Sumusica (Venezuela)
Int'l reps.: Argentina (Korn), Chile (Sochem), Ecuador (SADRAM), Guatemala (Maya), Mexico (Edimusa), Peru (Continental), Spain (Quiroga), USA (Morro), Venezuela (Sedemusica).

Sonolux Int'l SA (Promotora), 43 A-5 Calle 29, Medellin. Tel: 32-09-99. Pres.: Carlos Julio Ardila Gaviria; Gen. Mgr.: Sergio Berdugo Cuartas; Ass't to Pres.: Edgardo Quiceno Gil.
Int'l firms represented: Edicesa (El Salvador), Edim (Mexico), Jaguare (Brazil), RCA (Brazil, Italy), Relay (Argentina), Victor (Brazil).
Int'l reps.: Argentina (Relay), Brazil (Victor), Ecuador (Sadram), Italy (RCA), Mexico (Edim), Peru (Prodemsa), Spain (RCA), Venezuela (Drfra Unimusica), USA (Morro).

• sheet music jobber / supplier

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C.

• services

CATALOG SERVICES

Philips de Colombia (SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.F. Tel: 60-06-00. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escolar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Rep. Label Mgr.: Leo Gabriunas.

DESIGN & ARTWORK

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CDDISCDS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

F M Discos & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686. Cable: FM. Gen. Dir.: Humberto Moreno.

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P., Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P., VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

LICENSING ORGANIZATION, MUSIC

S A Y C D (Sociedad de Autores & Compositores de Colombia), 40-72 Carrera 19, Bogota. Tel: 2-87-08-01. Cable: SAYCO. (Performing rights only.)

PLATING, PROCESSING & PRESSING PLANTS

C B S SA (Discos), 5-81 Calle 80, Bogota, D.E. Tel: (2) 11-86-67. Cable: CDLRECDRD. Telex: 43461. Gen. Dir.: Carlos A. Gutierrez T.

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CDDISCOS. Telex: 6570. Pres.: Alfredo Diez M., VP: Alvaro Arango G.

F M Discos & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686. Cable: FM. Gen. Dir.: Humberto Moreno.

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escolar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Rep. Label Mgr.: Leo Gabriunas.

Sonolux Industria Electro Sonora SA, 43 A-5 Calle 29, Medellin. Tel: 32-09-99. Pres.: Sergio Berdugo Cuartas; Gen. Mgr.: Leon Cardona Garcia; Sales Mgr.: Juan Fernando Restrepo C; Ass't to Pres.: Edgardo Quiceno Gil.

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P., VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

PRINTERS & LITHOGRAPHERS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CDDISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

F M Disco & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686. Cable: FM. Gen. Dir.: Humberto Moreno.

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

Sonolux Industria Electro-Sonora SA, 43 A-5 Calle 29, Medellin. Tel: 32-09-99. Pres.: Sergio Berdugo Cuartas; Gen. Mgr.: Leon Cardona Garcia; Sales Mgr.: Juan Fernando Restrepo C; Ass't to Pres.: Edgardo Quiceno Gil.

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P., VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

RECORD PROMOTION

Fuentes (Fabrica de Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Promosonic Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-362. Cable: RADIAG. Gen. & Sales Mgr.: Tony Fortou E.

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

TAPE CUSTOM DUPLICATORS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCDS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.
Audio: Cassette.

F M Disco & Cintas Ltda., Apdo. 13408, 20-43 Calle 13, Bogota, D.E. Tel: 277-9686, 247-5137. Cable: FM. Gen. Dir.: Humberto Moreno.
Audio: Cassette, open reel.

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C.
Audio: Cassette.
Video: ¼" cassette (Beta).

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
Audio: 8-tr., cassette.

Ingeson Ltda., Apdo. 4007, Bogota. Tel: 243-3613. Pres.: Manuel Drezner.
(PKG)
Audio: 8-tr., cassette.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escolar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Rep. Label Mgr.: Leo Gabriunas.
Audio: Cassette.

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P., VP: Cecilia de Fortou, Gen. & Sales Mgr.: Tony Fortou E.
Audio: Cassette, open reel.

• supplies

CARTRIDGE & CASSETTE PARTS

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
Chief product: Hubs, rollers, shields, base & cover.

EMPTY CARTRIDGES, CASSETTES & REELS

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Ingeson Ltda., Apdo. 4007, Bogota. Tel: 243-3613. Pres.: Manuel Drezner.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Cable: PHILCOLDN. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escolar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Rep. Label Mgr.: Leo Gabriunas.
Audio: Cassette.

Singer Prods. Cia. Ltda., 19-64 Carrera 10, Df. 703-5, Bogota. Tel: 81-24-74, 34-74-37. Cable: COREGNIS.
Brand name: Fidelipac.

ENVELOPES & MAILERS

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CDDISCDS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P.; VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.

JACKETS & SLEEVES

LABELS, DISK

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M.; VP: Alvaro Arango G.

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P., Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E. (45, LP)

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P., VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E. (45, LP)

POLYETHYLENE BAGS & SHRINKWRAP

Codiscos (Compania Colombiana de Discos SA), Apdo. Aereo 1428, 65-304 Calle 2 Sur, Medellin. Tel: 55-08-35, 55-08-95. Cable: CODISCOS. Telex: 6570. Pres.: Alfredo Diez M., VP: Alvaro Arango G. (Poly Bags only)

PROFESSIONAL TAPE SUPPLIES

Litho Plastics Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P.; Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.
Audio: Cassette labels.

Tropical (Discos) Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509, 325-858, 315-645, 325-362. Cable: RADIAG. Pres.: Emilio Fortou P., VP: Cecilia de Fortou; Gen. & Sales Mgr.: Tony Fortou E.
Audio: Cassette labels.

TAPE, BLANK LOADED

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C. (Blank only)
Audio: Cassette, open reel.
Brand names: Maxell, Scotch, Sony, TDK.

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz. (Blank only)
Audio: Cassette.

Ingeson Ltda., Apdo. 4007, Bogota. Tel: 243-3613. Pres.: Manuel Drezner.
Audio: Cassette.
Brand names: Myltex, Panatomic, Sonex.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Cable: PHILCOLON. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escolar Nieto; Sales Mgr.: Luis A. Garcia S., Int'l Rep. Label Mgr.: Leo Gabriunas.
Audio: Cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ingeson Ltda., Apdo. 4007, Bogota. Tel: 243-3613. Pres.: Manuel Drezner.
Chief product: Winders.
Brand name: Sonex.

• accessories manufacturers

Fonoarte Ltda., Apdo. Aereo 83-03, 41-20 Calle 10, Medellin. Tel: 46-69-07. Gen. Mgr.: Francisco J. Correa C.
Product: Record—record care prods., replacement styli; Tape—head cleaners, demagnetizers.

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 13, Bogota, D.E. Tel: 60-06-00. Cable: PHILCOLDN. Telex: 44776. Pres.: Henri C.M. Van de Wal; Gen. Mgr.: Alfonso Escolar Nieto; Sales Mgr.: Luis A. Garcia S.; Int'l Rep. Label Mgr.: Leo Gabriunas.
Product: Carrying & storage cases; Record—record care prods., Tape—head cleaners, demagnetizers.

• store fixtures manufacturer

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.
Product: Record & tape display racks.

• jukebox title strip manufacturers

Fuentes (Fabrica De Discos) Ltda., Apdo. Aereo 1960, 13-223 Carrera 51, Medellin. Tel: 35-13-00, 35-71-52. Cable: DISFUENTES. Co-Pres.: Pedro & Jose Maria Fuentes Estrada; Gen. Mgr.: Dr. Conrado Dominguez H.; Sales Mgr.: Jorge Gonzalez Botero; Int'l Mgr.: Javier Garcia Munoz.

Litho Plasticos Ltda., 68-73 Calle 68-B, Barranquilla. Tel: 316-509. Cable: RADIAG. Pres.: Emilio Fortou P., Gen. Mgr.: Cecilia de Fortou; Sales Mgr.: Tony Fortou E.

COSTA RICA

Population: 2,190,000.
Rate of exchange: $1 (US) = 8.47 colon.
Per capita income: $1,400.
Holidays: January 1, March 19 (St. Joseph's Day), Easter Festival, April 11 (National Heroes Day), May 1 (Labor Day), July 25 (Annexation of Guanacosta), August 2 (Our Lady of Angels), September 15 (Independence Day), October 12 (Columbus Day), December 25 & all important Christian religious holidays.

• record & tape manufacturers / distributors / importers

Gramusic SA, Apdo. 6360, 60 metros al norte de la Embajada Americana, Altos de la Casa Dinamarca, San Jose. Tel: 21-92-19. Cable: RUSAF.
Home office: Guatemala, Dideca (see for labels).

Indica (Industria de Discos Centroamericana) SA (IFPI), Apdo. 4093, San Jose. Tel: 35-93-22. Telex: 2308. Mng. Dir.: Eduardo Soto; A&R Dir.: Luis N. Salas
Int'l branches: El Salvador, Distribuidora Salvadorena de Discos SA; Guatemala, Distribuidora Guatemalteca de Discos SA; Honduras; Nicaragua; Panama, Distribuidora Panamena de Discos SA.
Labels: (Owned) Indica; **(licensed)** Almacenes de La Musica (Ecuador), Audio Fidelity (USA), Belter (Spain), CBS (worldwide), Daro (Colombia), Emporio (Ecuador), Fania (USA), Fonograma (Venezuela), Heriba (Bolivia), London (UK), Montilla (USA), Music Hall (Argentina), Palacio (Venezuela), Peerless (Mexico), Som (Brazil), Sono Radio (Peru), TK (USA), Top Hits (Venezuela).
Int'l rep.: Worldwide (CBS).

Lyra (Discos) SA, 277 Desamparados, San Jose. Tel: 27-80-57.

Reuben & Co. Ltd., 132 First St., San Jose. Contact: Theodore Reuben-Aguilera.
Label: (Represented) Moss Music Group (USA).

Johnny Salas, Apdo. 744, Paseo Estudiantes, San Jose. Tel: 23-8268
Label: (Represented) Leo (El Salvador)

• music publisher

Mundo Musical SA, Apdo. 4093, San Jose. Tel: 25-95-55.
Int'l firms represented: April (USA), Blue Seas (USA), Four Star (USA), Jac (USA), Lowery (USA), Melograf (Argentina), Mundo Musical (Brazil, Mexico).
Int'l reps.: Argentina (Melograf), Brazil (Mundo Musical), Mexico (Mundo Musical), USA (April).

• services

ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion de Musicos & Compositores Costarricenses, Apdo. 4365, San Jose.

DESIGN & ARTWORK
PLATING, PROCESSING & PRESSING PLANT
PRINTER & LITHOGRAPHER
RECORD PROMOTION

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto.

TAPE CUSTOM DUPLICATOR

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto.
Audio: 8-tr., cassette.

• accessories manufacturer

Indica (Industria de Discos Centroamericana) SA, Apdo. 4093, San Jose. Tel: 35-93-22. Mng. Dir.: Eduardo Soto.
Product: Record—45 rpm adaptors.

CYPRUS

Population: 660,000.
Rate of exchange: $1 (US) = 0.37 Cypriot pound.
Per capita income: $1580.
Holidays: January 1, January 6 (Epiphany), January 30 (Birthday of the Prophet), March 25 (Greek Independence Day), Good Friday, Easter Monday, May 1 (Worker's Day), August 12 (Ramazan Bayram), October 28 (Greek National Day), October 29 (Turkish National Day), December 25, 26.

RECORDS & TAPE:

Records & pre-recorded tape imported (CIF value): 1979–71,000 units, $206,000.
Average retail price per pre-recorded cassette: Imported–$11.90-$15.40; locally duplicated–$7.00-$11.20; pirated–$1.40-$4.20.
Average retail price per record: Imported–$11.90-$15.40. (Note: Locally manufactured records not available.)
Pirated product: 95% of total sales.

RADIO & TELEVISION STATIONS:

No. of radio stations: 3 (AM/FM).
No. of television stations: 1.

IMPORT/EXPORT REGULATIONS:

Records & cassettes (audio, video, blank, pre-recorded)–EEC 44% + 2.5% tax; other countries 52% + 3.5% tax. Tape recorders & turntables–EEC 34.5% + 2.5% tax; other countries 53% + 3.5% tax. Video recorders–EEC 52% + 2.5% tax, other countries 80% + 3.5% tax. (Note: All duties on CIF value)

• record & tape manufacturers / distributors / importers

C B S UK Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
Labels: (Owned) CBS, Epic; **(represented)** A&M (USA), CBS/Columbia (worldwide), Epic (worldwide), GRT (USA), MCA (USA), Minos (Greece), Panvox (Greece), Phonogram (Greece, Netherlands), Pickwick/Hallmark (UK), RCA (UK), Ricordi (Italy), United Artists (USA), Vanguard (USA), WEA (UK).
Int'l rep.: Worldwide (CBS).

Electroacoustic Supply Co. Ltd. (IFPI), PO Box 625, 152 Anexartissias St., Limassol. Tel: 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjioannou; Sec'y: T.P. Antoniadou.
Branches: Larnaca, 27 Evriviades St. Tel: 54317–**Nicosia,** 7-9 Onassagorou St. Tel: 73429.
Labels: (Owned) Stratexa-Sound Carrier; **(licensed)** Columbia (Greece), Decca (UK), EMI (Greece), PRT (UK); **(distributed)** OG (Germany), Lyra (Greece), Minerva (Greece), Polydor (Germany), Zodiac (Greece).

Epic, see CBS.
Stratexa-Sound Carrier, see Electroacoustic.

• services

PRINTER & LITHOGRAPHER

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjioannou; Sec'y: T.P. Antoniadou.

RECORD PROMOTION

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.

TAPE CUSTOM DUPLICATORS

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
Audio: Cassette.

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjioannou; Sec'y: T.P. Antoniadou.
Audio: Cassette.

• supplies

TAPE, BLANK LOADED

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
Audio: Cassette.

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjioannou; Sec'y: T.P. Antoniadou.
Audio: Cassette.

• accessories manufacturers

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
Product: Record–record care prods.; Tape–head cleaners, demagnetizers, leader & splicing tape.

Sound Carriers Mfg. Ltd. (GATF), PO Box 625, Limassol. Tel: (051) 64313, 64319. Telex: 2670. Mng. Dir.: E.A. Hadjioannou; Sec'y: T.P. Antoniadou.
Product: Record–carrying cases; Tape–cassette carrying cases, head cleaners.

• store fixtures manufacturer

C B S Recs. Ltd., 30-34 Sophoulis St., Nicosia. Tel: 41251. Cable: COLRECORD. Branch Mgr.: Gregory Konyanlian.
Product: Tape browser boxes, display racks.

CZECHOSLOVAKIA

Population: 15,098,000
Rate of exchange: $1 (US) = 5.80 koruna.
Holidays: January 1, Easter Monday, May 1 (Labor Day), May 9 (Liberation Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold LP–250,000 units sold in export
Records sold domestically including imports (retail value): LP's 1980–8,370,483 units, $74,999,527; 1979–7,408,844 units, $67,053,375. Singles & EP's 1980–3,700,000 units, $7,659,000; 1979–3,710,000 units, $8,141,801.
Records imported from countries other than USA: 1980–405,741 units; 1979–599,844 units.
Records exported to countries other than USA: 1980–1,412,758 units, 1979–1,722,000 units.
Average retail price per record: LP's–$8.96; singles–$2.07
Record club sales: 18% of LP's.
Discounting: Rarely.
Type of distribution: Opus and Supraphon own a chain of specialized retail shops. Panton has a few retail shops of it own. These account for 70% of all sales. The remainder is done through the manufacturer-to-wholesaler-to-retailer system, with the chains of big department stores being especially important.
Type of promotion: Government-controlled radio plays an important part in the promotion of pop records. Supraphon publishes a monthly journal promoting the production of all three major record companies. Advertising in cinemas helps records that do not get radio airplay.
Jukeboxes: 2,200.

TAPE:

Market: Only cassettes are now selling; 8-tr., open reel and video are nil. The development of the cassette market has been slowed by the lack of hardware equipment and by insufficient production capacity.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1980–610,280 units, $6,564,351; 1979–442,922 units, $5,234,000.
Average retail price per tape: Cassette–$11.20.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (100%); television sets–color (6%), b&w (92%); phonographs (35%); audio tape recorders (41%).

RADIO STATIONS:

No. of government stations: 1 AM, 3 FM.
Comment: One radio station programs pop music and short newscasts around the clock; another is devoted to classical music and high culture. Almost 50% of the broadcast music is from records, with the remainder from tapes produced on radio. Live transmissions are rare.

TELEVISION STATIONS:

No. of channels: 2 government, 65% color (SECAM).
Comment: Easy listening and middle-of-the-road music predominate, with some emphasis also on brass band music. Jazz and rock are featured in rare special youth programs. Most programs are of local production; imports from Socialist countries are fairly frequent; imports from the West are rare.

IMPORT/EXPORT REGULATIONS:

Both license contracts and export/import deals are made with Socialist countries; importing of records from the West on a commercial basis is practically non-existent. Western product is released in limited quantity on the basis of license contracts concluded by Supraphon and Opus. All export and import of finished product must go through state controlled export/import companies.

MARKET ANALYSIS:

After a period in which local production could hardly cover the demands of the buyers, it seems that the market is becoming slowly saturated. A certain part of local production is still custom pressed abroad.
Karel Gott holds an undisputed priority regarding sales, which show a predominance of MOR music. Interest in rock and disco records, however, is growing. There also is a good market for a local kind of country music. Sales of Western material issued on a license basis are hampered by foreign currency payments. Classical music forms the backbone of exports to the West, with license deals increasingly predominating over the export of finished product. Also, in the home market, classical sales are steady.
Supraphon's studios, now equipped for digital, are often used for custom recordings or co-productions with local symphonic orchestras, operatic ensembles, and for background and film music. Also, video recordings of classical repertoire with local orchestras and soloists are produced in co-production or on a custom basis. **Dr. Lubomir Doruzka**

• record & tape manufacturers / distributors / importers

Artia (Foreign Trade Corp. for the export & import of cultural commodities), Ve Smeckach 30, 111 27 Prague 1. Tel: 24-60-41. Cable: ARTIAGRAMO. Telex: 121065. Pres.: Ing. Miroslav Maruska; Gramo Div. Dir.: Dr. Roman Skokan; Gramo Div. Deputy Dir.: Ing. Vladimir Skola. (Artia is the sole exporter of Panton and Supraphon records, pre-recorded cassettes and sheet music, it also is the sole exporter of pressing compound, custom pressing and record player sets, and the sole importer of record player sets, records and pre-recorded cassettes.)
Labels: (Distributed–not licensed) Panton, Supraphon

Opus Recs. & Publ'g. House (IFPI), Dunajska 18, 899 23 Bratislava. Tel: 532-41, 507-83, 531-57. Telex: 92219. Pres.: Dr. Ivan Stanislav; VP Bus. Affairs: Dr. Alexius Aust; VP A&R: Marian Jurik; Int'l Relations Dir.: Dr. Zlatica Mocikova. (Exported by Slovart)
Labels: (Owned) Opus; **(licensed)** Polygram group (worldwide), RCA (worldwide); **(distributed–not licensed)** Balkanton (Bulgaria), Deutsche (East Germany), EMI (India), Electrecord (Romania), Hungaroton (Hungary), Jugoton (Yugoslavia), Melodija (USSR), Panton (Czechoslovakia), Polskie Nagrania (Poland), Polydor (India), Supraphon (Czechoslovakia).
Int'l reps.: Worldwide (RCA) excluding Belgium (SPI), British Commonwealth (OI), Canada (OI), Comecon Countries, France (SPI), Italy (RCA Italiana), Japan (Victor), South America (DI), Spain (Zafiro), USA (OI).

Panton (Publ'rs of the Czech Music Fund) (IFPI), Ricni 12, 118 39 Prague 1. Tel: 538-151. Gen. Mgr.: Milos Konvalinka; Sales Mgr.: Drahomir Sulak. (Distributed by Artia)

Slovart Co. Ltd. (Foreign Trade Corp. for the import & export of cultural commodities), Gottwaldovo nam. 6, 805 32 Bratislava. Tel: 488-41, 427-81. Telex: 93394. Gen. Mgr.: Vladimir Micuda; Rec. Dept. Mgr.: Peter Hroziencik, Mktg. Dir.: Mgr.: Juraj Jurasek.

Supraphon (IFPI), Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Gen. Dir.: Jan Kvidera; Music Dir.: Dr. Olga Sotolova; Comm'l Dir.: Karel Arbes; Int'l Dept. Mgr.: Dr. Pavel Smola.
Labels: (Owned) Supraphon; **(distributed)** Opus, Panton, **(represented)** Amiga (East Germany), Ariola (West Germany), CBS (France, USA), EMI (UK), Eterna (East Germany), Jugoton (Yugoslavia), Melodiya (USSR), Motown (USA), Muza (Poland), Polydor (West Germany), Qualiton (Hungary), WEA group (USA).
Int'l reps.: Austria (Ariola), Belgium (Baltic), Brazil (Som), Denmark (Hede Nielsen), Finland (Oscophon), France (Arabella), East Germany (Oeutsche), West Germany (Ariola), Greece (Philodisc), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Baltic), Norway (Scandinavian Orist'n), Spain (Ariola-Eurodisc), Switzerland (Ariola-Eurodisc), UK (Bond Street), USA (Pickwick, Qualiton)

• music publishers

Dilia (Theatrical & Literary Agency), Vysehradska 28, 128 24 Prague 2. Tel: (194222) 296-651. Mng. Dir.: Robert Jurak. (Sole representative for music-dramatic works in Czech Socialist Republic)

Opus Music Publ'g House, Dunajska 18, 899 23 Bratislava. Tel: 532-41, 507-83, 531-57. Telex: 92219. Pres.: Dr. Ivan Stanislav; VP Bus. Affairs: Dr. Alexius Aust; VP A&R: Marian Jurik; Int'l Relations Dir.: Dr. Zlatica Mocikova.
Int'l firms represented: Page Full of Hits (UK), Rondor (Worldwide)
Int'l reps.: Worldwide (Classic in UK) excluding Comecon countries; Austria, Germany & Switzerland (Classical–Baerenreiter).

Panton (Publ'rs of the Czech Music Fund), Ricni 12, 118 39 Prague 1. Tel: 538-151
Int'l reps: Austria, Benelux, Germany, Switzerland (all Baerenreiter in Germany); Western Hemisphere (G. Schirmer in USA)

Supraphon, Palackeho 1, 112 99 Prague 1. Tel: 262-562, 261-608. Dir.: Viktor Kasak; Music Dir.: Dr. Olga Sotolova; Comm'l Dir.: Karel Arbes; Int'l Dept. Mgr.: Dr. Pavel Smola.
Int'l firms represented: ATV (UK), Barclay (France), Chappell (West Germany), Francis Day & Hunter (West Germany), Dick James (UK), Intersong (West Germany), Ivan Mogull (USA), RAK (UK), Hermann Schneider (Austria).
Int'l reps.: Austria (Baerenreiter in West Germany), Belgium (Baltic), Denmark (Hansen), France (Boosey & Hawkes), West Germany (Baerenreiter), Japan (Yamaha), Netherlands (Baerenreiter in West Germany), Norway (Harald Lyche), South America (Ricordi Americana), Sweden (Nordiska), Switzerland (Baerenreiter in West Germany), UK (Alfred Kalmus), USA (Boosey & Hawkes).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Slovak Composers & Concert Artists, Sladkovicova 11, Bratislava. Tel: 33-794. Pres.: Eugen Suchon.

Bratislavska Lyra (Int'l Pop Song Festival Bureau), Leningradska 5, Bratislava. Tel: 381-41, 349-48. Sec'y: Peter Horak

Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546. Dir.: Vladimir Sevcik.

Dilia (Theatrical & Literary Agency), Vysehradska 28, 128 24 Prague 2. Tel: (194222) 296-651. Telex: 121367. Mng. Dir.: Robert Jurak.

Guild of Czech Composers & Concert Artists, Valdstejnske nam. 1, Prague 1. Tel: 531-814. Pres.: Jan Seidel; Gen. Mgr.: Dr. Vaclav Kucera.

Made in Publicity, Pletalova 5-7, Prague 1. Tel: 24-69-14. (Exclusive agency for promotion of & services to foreign companies in Czechoslovakia)

Music Information Centre of the Czech Music Fund, Besedni 3, 118 00 Prague 1. Tel: 530-546.

Pragokoncert (Czechoslovak Art & Entertainment Agency), Maltezske nam. 1, 118 13 Prague 1. Tel: 537-248, 539-676. Telex: 121810. Dir.: Dr. Frantisek Hrabal. (Exclusive agency for all Czech & international artists & performers.

Rapid (Czechoslovak advertising agency), 28 Rijna 13, Prague1. Tel: 26-79-41, 21-39. (Exclusive agency for advertising by companies from abroad)

Slovak Music Fund, Fucikova 29, 801 00 Bratislava. Dir.: Alojz Stuska.

Slovkoncert (Czechoslovak Artistic Agency), Leningradska 5, 890 36 Bratislava. Tel: 335-293, 337-232. Telex: 93485. Co-Dir.: Hammel Pavol; (Exclusive agency for all Slovak artists & performers)

LICENSING ORGANIZATIONS, MUSIC

O S A (Ochranny svaz autorsky pro prava k dilum hudebnim–Authors' Ass'n for Protection of Rights on Musical Works), Trida cs. armady 20, 160 56 Prague 6. Tel: 325-341. Cable: OSAUTOR. Gen. Mgr.: Oldrich Flosman. (Mechanical & performing rights). (Affiliated with BIEM, OISAC).

S O Z A (Slovensky Ochranny Zvaz Autorsky), Zivnostenska 1, 883 27 Bratislava. Tel: 541-41, 557-96. Dir.: Andrej Gadus; Gen. Mgr.: Kristina Nemcova. (Mechanical & performing rights).

DENMARK

Population: 5,200,000.
Rate of exchange: $1 (US) = 5.70 kroner.
Per capita income: $7,500.
Holidays: January 1, Maunday Thursday, Good Friday, Easter Monday, Store Bededag (Danish Public Holiday–fourth Friday after Easter), Ascension Day, Whitmonday, June 5 (Constitution Day), December 25, 26.

RECORDS:

Note: All record and tape statistics cover IFPI members only.
Record sales certification awards: Silver single–15,000 units; gold single–30,000 units, platinum single–100,000 units. Silver LP–25,000 units, gold LP–50,000 units, platinum LP–100,000 units.
Records sold domestically including imports (retail value): LP's 1980–4,367,000 units, $42,518,000; 1979–4,609,000 units, $42,900,000. Singles 1980–1,992,000 units, $5,265,800; 1979–2,099,000 units, $6,000,000.
Average retail price per record: LP's–$11.00; singles–$3.00.
Record club sales: 15% of total.
Discounting: Frequent.
Type of distribution: Manufacturer-to-retailer system predominates. There are two rack jobbers, the larger being owned by the five largest record companies. 80% of sales are through 550 retail shops; 12% through the rack jobbers; 5% through direct import.
Type of promotion: Radio and television are the most important, followed by the two biggest national newspapers, which have regular information about the music business. Vi Unge (35,000 circulation) and Ung Nu (30,000) also cover music. The specialist magazine MM covers jazz (fusion-rock) and has a circulation of about 12,000.
Jukeboxes: 9,000.

TAPE:

Market: 8-tr. is out of the market now and cassettes have 100% of the pre-recorded tape market. 20% of households have open reel recorders and 69% have cassette recorders. About 70% of all cars have radios and 20%

cassette players, with the latter growing fast. The sales of cassette recorders are about 250,000 per year. Traditional record shops have competition from gas stations and supermarkets for the sale of tapes.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1980–2,548,000 units, $18,327,000; 1979–3,226,000 units, $22,400,000.

Average retail price per tape: Cassette $9.50.

CONSUMER ELECTRONICS:

Number of homes with: AM radios–210,000 (10%); AM/FM radios–2,300,000 (90%); color television sets–1,500,000 (70%); b&w sets (30%); phonographs–1,250,000 (55%); audio tape recorders–1,400,000 (65%); video tape recorders–60,000 (3%).

RADIO STATIONS:

No. of government 1 (1 AM & 3 FM channels).

Comment: Program 1: News, classical music & culture; Program 2: Culture and regional news; Program 3: News & stereo rock, MDR & classical (6am–2am).

TELEVISION STATIONS:

No. of channels: 1 government, 90% color (PAL).

Comment: Denmarks Radio is the only national channel, but 50% are able to see the two Swedish channels, 30% the three German stations, and 5% the one East German channel. Denmarks Radio programming is mostly cultural, with a small amount of entertainment programs. There are plans for satellites to receive programs from Luxembourg, France, Italy and the United Kingdom.

IMPORT/EXPORT REGULATIONS

There are no regulations.

MARKET ANALYSIS:

Record and tape sales have slowed down, and expansion by major companies has stopped. Several people have left the record industry; other key persons formerly with major companies have started their own production companies and record labels and have taken quite a bit of the market share from the majors.

MDR and rock music predominate. There seems to be a trend toward Danish music with a folk flavor.

The import problem has been taken care of by rising prices, especially those concerned with the American dollar and the English pound. Only a fading share of the market is now garnered by imports.

Over the past few years, the production of Danish records has declined, and there are only a few Danish bands selling huge quantities of albums. The singles market is now more attractive because the economic crisis is forcing record buyers to be more selective, seeking the hit but not "filler" albums containing only one hit. **Knud Orsted.**

• record & tape manufacturers / distributors / importers

A M Import, Brunstgade 21, DK-8000 Aarhus C. Tel: (06) 12-32-04. Mng. Dir.: Aksel Nielsen. (Importer/Exporter)

Abra Cadabra, see Metronome.

Adelkrone Music, PO Box 5, DK-2750 Ballerup. Tel: (02) 97-08-90. Telex: 35342. Gen. Mgr.: Erik Lykke Jensen; Promo.: Karen Johansen. (Distributor/Importer)

Labels: (Imported) Cut-outs.

Alpha Music ApS, Koebmagergade 26, Copenhagen K. Tel: (01) 11-10-15. Telex: 15252. Chief Exec.: Henning Schaedler.

Labels: (Owned) CSA; **(distributed–not licensed)** America (France), Baerenreiter (Germany), CRD (UK), Folkways (USA), Hallmark (UK), Jazz Anthology (France), Jazz Panorama (Sweden), Muse (USA), Musidisc (France), Pickwick (UK), Rounder (USA), Spotlite (UK), Tax (Sweden), Topic (UK), Vogue (France), Wergo (Germany).

Amar Recs. ApS, Helsingborggade 13, DK-2100 Copenhagen O. Tel: (01) 29-29-02. Chief Exec.: Peter Ingemann, Gen. Mgr.: Jette Michaelsen.

Label: (Owned) Amar.

Angel, see EMI.

Archiv, see Polydor.

Artist, see Ed. Wilhelm Hansen.

B B, see Oktav.

Ballistic, see EMI.

Banana, see Tuba.

Better Day, see Phonogram.

Blitzz, see Tuba.

Blue Fox, see Montax.

Blue Note, see EMI.

Bovema Negram, see EMI.

Bumbo, see Per Meistrup.

C B S Recs. ApS (IFPI), Bogholder Alle 40, DK-2720 Vanloese. Tel: (01) 71-31-33. Telex: 27520. Mng. Dir.: Steen Sorgenfrei; Mktg. Mgr.: Bent Mouritzen; Sales Mgr.: Janne Laksoe.

Labels: (Owned) CBS, Embassy, Epic, Portrait; **(licensed)** A&M, Blue Sky, Caribou, De-Lite, Kirshner, Monument, Philadelphia Int'l, Salsoul, TK, Tappan Zee (all USA); GTD, Illegal, Jet (all UK); Ariola, Arista (both Germany); **(distributed–not licensed)** Exlibris, Fagot.

C S A, see Alpha & Sonet/Dansk.

California, see Moerks.

Capitol, see EMI.

Cirkeline, see Sonet/Dansk.

Classics for Pleasure, see EMI.

Columbia, see EMI.

Crystal, see EMI.

D G, see Polydor.

Danish Music Import, 29 Nyrnberggade, DK-2300 Copenhagen S. Tel: (01) 57-73-74. Telex: 31464. Pres.: Frank Dbel; Sales Mgr.: Kurt Wohlert; Chief Accountant: Lizzie Poulsen.

Labels: (Distributed–not licensed) BBC (UK), Bis (Sweden), Caprice (Sweden), Cetra (Italy), Chandos (UK), JVC (Japan), Melodiya (USSR), Schwann (Germany).

Dansk, see Sonet/Dansk.

Dansk Musik Antologi, see EMI.

Davs Prod'n ApS, Westend 3, DK-1661 Copenhagen V. Tel: (01) 31-13-25. Cable: DAVSMUSIK. Telex: 15013. Owner: Kurt Andreasen; Sales Mgr.: Nellie Christensen.

Diplom, see Oktav.

Double Up, see EMI.

E M I (Electric & Musical Inds. Dansk-Engelsk) A/S (IFPI), Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel: (01) 30-67-11. Cable: GRAMMOPHON. Telex: 16631. Mng. Dir.: Kurt Hvid Mikkelsen; A&R Mgr.: Cai Leitner; Sales Mgr.: Ole Jersoe; Labels Mgrs.: Kenneth Valet, Ann-Christin Hallander.

Labels: (Owned) Angel, Ballistic, Blue Note, Bovema Negram, Capitol, Classics For Pleasure, Columbia, Crystal, Double Up, EMI, EMI America, EMI Int'l, EMI Toshiba, Electrola, Emidisc, HMV, Harvest, Hoerzu, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Regal Zonophone, Seraphim, Starline, Sunset, United Artists; **(licensed)** AVI (USA), Apple (UK), Artists House (USA), Boardwalk (USA), Bulldog (USA), Carrere (France), Chisound (USA), Dansk Musik Antologi (Denmark), EMG (UK), Ember (UK), Fantasy (USA), Harmonia Mundi (Germany), Hitsville (USA), MPL (USA), Magnet (UK), Milestone (USA), Oasis (Germany), Pickwick (USA), Polar (Sweden), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (USA), Symphonica (UK), Unicorn (UK); **(distributed–not licensed)** Barclay (France), Sveriges Radio (Sweden).

Ecco, see Sonet/Dansk.

Eldorado, see Sonet/Dansk.

Electra (Grammofon A/S) (IFPI), Jydeholmen 15, DK-2720 Vanloese. Tel: (01) 79-17-00. Telex: 22621. Bd. Chm.: Hans-Dve Eriksson; Gen. Mgr.: Ole Jochimsen; Label Mgr. & Deputy Chief: Bengt Svan.

Labels: (Licensed) Attic (Canada), Aura (UK), Avatar (UK), Buddah (USA), Camden (USA), Ensign (UK), Erato (France), Grunt (USA), Harmonia Mundi (France), Intercord (Germany), Kama Sutra (USA), Logo (UK), MPS (Germany), Millennium (USA), Motown (USA), Ovation (USA), Pickwick (UK), Playboy (USA), RCA (worldwide), Rialto (UK), Solar (USA), Supraphon (Czechoslovakia), Swedish Society Discofil (Sweden), Telestar (Sweden), Transatlantic (UK), Victor (USA), Victrola (USA), Windsong (USA), 20th Century Fox (USA). (SEE ADVERTISEMENT)

Electrola, see EMI.

Embassy, see CBS.

Emidisc, see EMI.

Epic, see CBS.

Exlibris, see CBS.

Face the Music, Marstallsgade 14-4TV, DK-2100 Copenhagen O.

Label: (Represented) Redwood (USA).

Fagot, see CBS.

Favorit, see Polydor.

Fiasco, see Sonet/Dansk.

Fona Radio A/S, Marielundvej 28, DK-2730 Herlev. Mktg. Dir.: Soren Bostrup-Sorensen.

Label: (Represented) Moss Music Group (USA).

Fontana, see Phonogram.

Frode Herloev & Co., Borgergade 14, DK-1300 Copenhagen K. Tel: (01) 14-98-50. Cable: SELECTAHERLDEV. Pres.: Henning B. Petersen; Sales Mgr.: John Hansen. (Wholesaler/Importer)

Global Trading Recs. ApS, Stejlhoej 17, DK-4400 Kalundborg. Tel: (03) 51-42-00. Telex: 44366. Dir.: L.M. Bagai. (Wholesaler)

Gold Label, see Per Meistrup.

Grammo Serv. A/S, Sandtoften 25, DK-2820 Copenhagen. Tel: (02) 88-04-33. Gen. Mgr.: Olaf Egeland. (Importer/Exporter, Rack Jobber as Music Rack A/S)

H M V, see EMI.

Hamlet Prod'n ApS (IFPI), Karlslunde Landevej 24, DK-2690 Karlslunde. Tel: (03) 15-22-24. Cable: TAJMERSHDW. Telex: 43140. Chief Exec.: Eugen Tajmer; Prod'r: Allan Mortensen. (Distributed by Sonet/Dansk)

Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K. Tel: (01) 11 78-88. Cable: MUSIKHANSEN. Telex: 19912. Co-Pres.: Hanne & Lone Wilhelm Hansen; A&R: Svend Schat-Holm; Sales Mgr.: Allan Jeppesen. (Distributed by Metronome)

Labels: (Owned) Artist, Ed. Wilhelm Hansen.

Int'l rep.: Norway (Artist, Norsk Musikforlag), Sweden (Artist, Nordiska).

Harlekin, see Metronome.

Harvest, see EMI.

Heliodor, see Polydor.

Hoerzu, see EMI.

K A M, see Pick Up.

K B Musik ApS, PO Box 66, DK-2730 Herlev. Tel: (02) 84-47-69. Telex: 35407. Gen. Mgr.: Klaus Soerensen; Promo.: Jannie Jensen. (Distributor/Importer/Exporter)

K M F, see Kleinerts & Phonogram.

K-tel Int'l (Denmark) ApS, Tempovej 22, DK-2750 Ballerup. Tel: (02) 65-12-42. Telex: 35342. Pres.: Philip Kives; Gen. Mgr.: Erik Adelkrone; Controller: Ulla Holck.

Home office: USA.

Labels: (Owned) K-tel; **(licensed)** A&R (Netherlands), Arrival (Sweden), Can't Stop Prod'ns (USA), Chart (Sweden), Chimo (UK), Commonwealth (Netherlands), ERA (USA), Impact (Sweden), Imperial (Canada), Kendari (Netherlands), Lotus (Sweden, UK), Malaco (USA), PVK Creole (UK), Papagayo (Netherlands), Prelude (USA), Prism (USA), Rollin Rock (USA), Telstar (Netherlands).

Int'l reps.: Worldwide (K-tel).

Karussell, see Polydor.

Kleinerts Musik Forlag AS, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 16600 Fotex DK, Attn: MUSICKMF. Pres.: John Rasmussen. (Distributed by PolyGram)

Labels: (Owned) KMF, Play.

Kleinetten, see Sonet/Dansk.

Kong Paere, see Medley.

Liberty, see EMI.

Life, see Sonet/Dansk.

M V, see Montax.

Mascot, see Sonet/Dansk.

Medium, see Moerks.

Medley Recs. ApS (IFPI), Skelmosevej 10, DK-2500 Valby. Tel: (01) 17-14-11. Telex: 19175. Chief Execs.: Poul Bruun, Michael Ritto; Press Officer: Kit Nielsen. (Distributed by PolyGram)

Labels: Kong Paere, Medley, Xenia.

Int'l reps: Norway (Arne Bendiksen), Sweden (Planet).

Per Meistrup Prod'ns Co., Artillerivej 40, DK-2300 Copenhagen S. Tel: (01) 57-09-10. Cable: MUSICABLE. Pres.: Per Meistrup; A&R Mgrs.: Hans J. Manscher, John Jones; Sales Mgr.: H.J. Hansen.

Labels: (Owned) Bumbo, Gold Label, PMP, Ra; (licensed) Ampro Prod'ns (USA), Everest (USA), Motor (UK), White Dove (UK); **(distributed–not licensed)** Hungaroton, Pepita, Qualiton (all Hungary).

Int'l reps.: Finland (Allstars), Sweden (Montax), UK (White Dove).

Melody, see Polydor.

Mercury, see Phonogram.

Metronome Recs. A/S, Vibevej 31, DK-2400 Copenhagen NV. Tel: (01) 19-01-12. Cable: METROMUSIC. Telex: 27204. Mng. Dir.: Olav Bennike; A&R: Jan Abramowitz.

Labels: **(Owned)** Metronome; **(licensed)** Asylum, Atco, Atlantic, Big Tree, Cotillion, Dark Horse, DiscReet, Elektra, Embryo, Mirage, Nonesuch, Orbit, Pacific, Paradise, Planet, RFC, Reprise, Scotti Bros., Sire, Swan Song, Warner Bros., Whitfield (all USA); Beggars Banquet, Laser, Lightning, Radar (all UK); ECM (Germany); **(distributed–not licensed)** Abra Cadabra, Wilhelm Hansen, Harlekin, Reca, Stuk.

Moerks Musikforlag, Christian IX's Gade 7, DK-1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 16600 Fotex DK, Attn: MUSICKMF. Pres.: John Rasmussen.

Labels: (Owned) California, Medium, Triola; **(licensed)** Durium (Italy), Explosion (UK), Flora (Norway), Im'Press (USA), Megafon (Sweden), Ranwood (USA).

Montax af 1980 A/S, Bransagervej 4, DK-9491 Pandrup. Tel: (08) 24-76-77. Telex: 69868. VP: Finn Jaffe.

Labels: (Owned) Blue Fox, MV, Queen, Stopp.

Musicat, see Sonet/Dansk.

Music for Pleasure, see EMI.

Music Rack A/S, Sandtoften 25, DK-2820 Copenhagen. Tel: (02) 88-04-33. Gen. Mgr.: Olaf Egeland; Sales Mgr.: Palle Christensen. (Rack Jobber, Importer as Grammo Serv. A/S)

Music Serv. ApS, Westend 3, DK-1661 Copenhagen V. Tel: (01) 31-13-25. Cable: DAVSMUSIK. Telex: 15013. Owner: Kurt Andreasen; Sales Mgr.: Nellie Christensen.

Labels: (Distributed) Davs, Frituna (Sweden), Pickwick Int'l (UK).

Odeon, see EMI.

Oktav Musik (IFPI), Lundely 12, DK-2900 Hellerup. Tel: (01) 61-10-44. Gen. Mgr.: Fru Ella Binderup; Music Adviser: George Swensson.

Labels: (Owned) BB, Diplom, Oktа, Zac.

One Up, see EMI.

Ophelia, see Sonet/Dansk.

P M P, see Per meistrup.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see Phonogram.

Phonogram A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Mng. Dir.: Stefan Fryland. (Also see PolyGram).

Labels: (Owned) Fontana, Mercury, Philips, Vertigo; **(licensed)** Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Albion (UK), All Platinum (USA), Argo (UK), Beltona (UK), Biograph (USA), Chapter One (UK), Charisma (UK), Chess (USA), DJM (UK), Decca (UK), Deram (UK), Eclipse (UK), Emerald (UK), Ensign (UK), Global, Haven (USA), Haworth (USA), London (UK), Mountain (UK), L'Oiseau Lyre (France), On Record (UK), Rex (UK), Rocket (UK), Smash-Riviera, Tembo (UK), Threshold (UK), Utopia (UK), Zappa; **(distributed–not licensed)** Better Day, KMF, Medley.

Pick Up Recs. ApS (IFPI), Gl. Kongevej 47-B, DK-1610 Copenhagen V. Tel: (01) 24-04-34. A&R & Gen. Mgr.: Peter Littauer.

Labels: (Owned) KAM, Pick Up.

Play, see Kleinerts.

Polydor A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Gen. Mgr.: Stefan Fryland; Sales Mgr.: Joergen Kristiansen. (Also see PolyGram)

Labels: (Owned) Archiv, DG, Favorit, Heliodor, Karussell, Melody, Polydor, Resonance, Tip, Verve; **(licensed)** Backstreet (USA), Brain (Germany), Dreamland (USA), EG (UK), Fiction (UK), Hispavox (Spain), MCA (USA), MCA Coral (USA), Oyster (UK), Pablo (USA), Phil Spector Int'l (UK), RSD (UK), Spring (USA).

PolyGram Recs. A/S (IFPI), Emdrupvej 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Telex: 19202. Mng. Dir.: Stefan Fryland.

Affiliates: Phonogram A/S, Polydor A/S.

Popic Prod'ns, PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71. Dir.: D. Trosborg; Sales Mgr.: Otto Waldoft; A&R: Peer Ivan.

Portrait, see CBS.

Queen, see Montax.

R E C A Music Prod'n, Nykoebingvej 18, DK-4571 Grevinge. Tel: (03) 45-93-89. Dir.: Finn Reimer; Gen. Mgr.: Ole Steen Pedersen; Sales Mgr.: Carl C. Dalgaard. (Distributed by Metronome)

Labels: (Owned) RECA; **(distributed–not licensed)** Bestseller (Belgium), Jerome (Sweden), SMA (Sweden), Sounds Superb (Belgium).

Int'l reps.: Austria (Scan), Belgium (Bestseller, Scan), Germany (Scan), Netherlands (Scan), Norway (Metronome), Sweden (Metronome, SMA), Switzerland (Scan).

Ra, see Per Meistrup.

Reca, see Metronome.

Regal-Zonophone, see EMI.

Remi Music, Hedeparken 179, DK-2750 Ballerup. Tel: (02) 65-06-92. Pres.: Rene Gosvig.

Label: (Owned) Remi.

Resonance, see Polydor.

Royton Music (Scandinavia) ApS, Vordingborgvej 2, CK Th., DK-4700 Naestved. Tel: (03) 73-45-11/46-54. Chm.: Benny Schou Spens.

Labels: (Licensed) Bluebird (Finland), Graduate (UK), Ice (UK), Nems (UK); **(distributed–not licensed)** Bastun (Sweden), Cherry Red (UK), Gull (UK), Heartbeat (UK), Pipi (UK), Planet (Sweden), Scranta (Sweden).

Int'l reps.: Finland (Bluebird), Norway (Arne Bendiksen), Sweden (Planet).

S A D, Svanedamsgade 14, DK-5800 Nyborg. Tel: (09) 14-01-77. Owner &

LOOKING FOR A PARTNER IN SCANDINAVIA
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SCANGROUP RECORDS

Dir.. Palle Schmidt; Sales Mgr.: Carsten Schmidt (Distributor/Importer)
Label: (Distributed) SST (Germany).

Seraphim, see EMI.

Sonet/Dansk Grammofon A/S (IFPI), St. Kongensgade 40, DK 1264 Copenhagen K. Tel. (01) 12-01-12. Cable: DANRECORD. Telex 15252. Pres.: Karl Emil Knudsen; Sales & Mktg. Mgr. Hardy Larsen; Danish A&R. Per Stan; Int'l Mgr. Kent Munch.
Labels: (Owned) Ecco, Fiasco, Kleinetten, Life, Mascot, Musicat, Sonet, Storyville, Tono; **(licensed foreign)** Ace (UK), Air (UK), Alligator (USA), Bearsville (USA), Beserkley (USA), Blueprint (UK), Bomp (USA), Bronze (UK), Calibre (UK), Caroline (UK), Chiswick (FK9, Chrysalis (UK), Criminal (UK), Cube (UK), Dindisc (UK), Electric (UK), Elite (Switzerland), Front Line (UK), Gazell (Sweden), Grand Prix (Sweden), H&L (USA), Island (UK), Kicking Mule (UK), Knapp Up (Sweden), MAM (UK), PRT (UK), Piccadilly (UK), Plantation (USA), Roulette (USA), SSS Int'l (USA), Safari (UK), Savoy (USA), Sonet (UK), Specialty (UK)t Spotlight (Sweden), Strand (Germany), Sue (UK), Sun (USA), Takoma (USA), Titanic (UK), 2 Tone (UK), Vanguard (USA), Virgin (UK), Ze (USA); **(distributed—not licensed)** CSA, Cirkeline, Davs, Eloorado, Frituna (Sweden), Hamlet, Ophelia, Starbox, Tuba.

Starbox A/S (IFPI), Store Kongensgade 40, DK 1264 Copenhagen K. Tel (01) 12-01-12. Cable. STARBOX. Telex 15252. Gen. Mgr.: Johnny Reimar. (Distributed by Sonet/Dansk)
Labels: (Owned) Starbox; **(licensed)** Buena Vista (USA), Disneyland (USA)

Starline, see EMI.

Star Sound A/S, Rerdser I, DK-2760 Malov

SteepleChase Prod'ns ApS (IFPI), Rosenvaengets Alle 5, DK-2100 Copenhagen O. Tel (01) 26-01-44. Cable: STEEPRECDFDS. Telex: 19144. Pres. & Mng. Dir.: Nils Winther, Ass't Mgr.. Mihoko Maruno.
Int'l branch: USA.
Labels: (Owned) SteepleChase; **(distributed—not licensed)** Black Saint (Italy), ENJA (Germany), Nessa (USA), PM (USA), Queen Disc (Italy), Soulnote (Italy)
Int'l reps.: Austria (Bellaphon), Belgium (Agram), Canada (Trend), Finland (Discophon), France (Musica), Germany (Bellaphon), Italy (IRD), Japan (Shinsei, Sound Trading, Super Stop), Netherlands (Agram), Norway (Ausonia), Portugal (Dargil), Spain (Edigsa), Sweden (Adlib), Switzerland (Bellaphon), UK (Import Music Serv.), USA (Rick Ballard, House, Rounder)

Stopp, see Montax.

Storyville, see Sonet/Dansk.

Stuk, see Metronome.

Sun Music ApS (IFPI), Vallekildevej 10, DK 4534 Hoerve. Tel: (03) 45 61 50. Pres.: Knud Thormod; Sales Mgr.: Bjarne Jensen, A&R Mgr. Svend Christiansen.
Labels: (Owned) Sun, Tip Top. **(licensed)** Jingles (UK), Scranta (Sweden), Talent (Norsay).

Sunset, see EMI.

Teovision, Laerdalsgade 5, DK-2300 Copenhagen 5. Tel: (01) 52-11-85
Label: (Represented) Maranatha! (USA).

Tip, see Polydor.

Tip Top Music, Vallekildevej 10A, DK-4534 Hoerve. Tel: (03) 45-69-90. Dir.: Bjarne Jensen. (Licensed to Sun)

Tono, see Sonet/Dansk.

Triola, see Moerks.

Tuba Recs. K/S, Amagertorv 15, DK-1160 Copenhagen K. Tel (01) 12 33 10. Cable: TUBAMUSIC. Telex 15929. Pres.: Jerry Ritz; Promo. & Mktg. Mgr.: Lene Sekjaer. (Distributed by Sonet/Dansk)
Labels: (Owned) Banana, Blitzz, Tuba; **(licensed foreign)** Bluebird, M-Recs., Mariann, Mariann Int'l, Qcumber, TTR.
Int'l reps.: Finland (Bluebird), Norway (Intervideo), Sweden (Mariann)

United Artists, see EMI.

Vertigo, see Phonogram.

Verve, see Polydor.

Xenia, see Medley.

Zac, see Oktav.

• music publishers

Banana Music, see Tuba

Casadida, Skelmosevej 10, DK-2500 Valby. Tel (01) 17-14-11. Chief Execs Poul Bruun, Michael Ritto.

Davs Musik, Normasvej 12, DK-2500 Valby. Tel: (01) 31-13-25. Cable: DAVSMUSIK. Telex: 15013. Owner: Kurt Andreasen.

E M I Music Publ'g (Denmark) A/S, Ny Oestergade 10, DK 1101 Copenhagen K. Tel: (01) 11-56-26. Telex: 27237. Gen. Mgr.. J. Joergensen
Home office: Sweden.
Int'l firms represented: Accord (Germany), Ambleside (UK), Anagon (Netherlands), Ardmore & Beechwood (Belgium, Mexico, South Africa, UK), Arion (Greece), Beechwood (Canada, USA), Belcas (New Zealand), Big Pig (UK), Black Swan (UK), Bowling Green (UK), Britten (UK), Castle (Australia), Central Songs (USA), Chanklin (UK), Coppa (UK), Coronado (UK), Donna (UK), EGD (Spain), EMI (Greece, Switzerland, UK), Elstree (UK), Episode (UK), Ferris (UK), First Floor (UK), Francis Day & Hunter (France, Germany, Scandinavia, UK), Genius (USA), Good Time (USA), Heart's Delight (USA), ITAIPU (Brazil), Initial (UK), KPM group (UK), Kipper Songs (UK), Macmelodies (UK), Manhattan (UK), Marouani (France), Peter Maurice (UK), Minta (USA), Mutual (UK), Nightingale (UK), Odeon (Argentina), Open Door (USA), Pathe (Far East), Pathe-Marconi (France), Pedro (UK), Pepe (UK), Keith Prowse (UK), Reynolds (UK), Saffron (UK), Saturday (USA), Cyril Share (UK), Shanfidd (UK), Shanklin (UK), Sunlight (UK), Supersongs (UK), Telescore (UK), Tip Top Songs (UK), Tomorrows Tunes (USA), Toshiba-EMI (Japan), Univista (UK), Varda (UK), Voce del Padrone (Italy), W&R (UK), World Wide (UK).
Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (ITAIPU), Canada (Beechwood), Far East (Pathe), France (Francis Day & Hunter, Pathe-Marconi), Germany (Accord, Francis Day & Hunter), Greece (EMI), Italy (Voce del Padrone), Japan (Toshiba-EMI), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), Spain (EGD), South Africa (Ardmore & Beechwood), UK (EMI), USA (Beechwood).

Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123 Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Telex: 19912. Co-Pres.: Hanne & Lone Wilhelm Hansen.
Branches: DK-8000 Aarhus, Graven 4-6—**DK-5000 Odense,** Klaregade 15.
Int'l branches: England, Germany, Norway, Sweden, USA.
Int'l firms represented: Anglo-Continental (UK), Ars Polona (Poland), Associated (USA), Boosey & Hawkes (France, UK), Campbell Connelly & Co. (UK), Cesky Hudebni Fond (Czechoslovakia), J.&W. Chester (UK), Durand & Cie. (France), Faber (UK), Glocken (UK), Israel Music Institute (Israel), Kultura (Hungary), Moeck (Germany), Nordic Songs (Norway, Sweden), Nordiska (Sweden), Norsk (Norway), Octava (UK), Oxford Univ. Press (UK), PWM (Poland), G. Schirmer (USA), Schott (Germany), Sonzogno (Italy), Union (Spain), Universal (Austria), Tommy Valando (USA), Walton (USA), Josef Weinberger (UK)
Int'l reps.: Andorra (Boosey & Hawkes in France), Argentina (Gerard), Australia (Boosey & Hawkes), Austria (Universal), Belgium (Boosey & Hawkes in France), Canada (Leeds), France (Boosey & Hawkes), Italy (G. Ricordi), Luxembourg (Boosey & Hawkes in France), Mexico (Magna), Monaco (Boosey & Hawkes in France), Morocco (Boosey & Hawkes in France), Norway (Nordic Songs, Norsk), Portugal (Vidal Llimona & Boceta in Spain), South Africa (Criterion), Spain (Vidal Llimona & Boceta), Sweden (Nordic Songs, Nordiska), Tunisia (Boosey & Hawkes in France), UK (J.&W. Chester), USA (Alexander Broude, Magna, Walton), Uruguay (Gerard in Argentina).

Intersong ApS, Emdrupveg 115A, DK-2400 Copenhagen NV. Tel: (01) 69-25-22. Chief Exec. D. Bergmann.

Kleinerts Musik Forlag A/S, Christian IX's Gade 7, DK 1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 16600 Fotex DK, Attn: MUSICKMF. Pres.: John Rasmussen
Int'l firms represented: Acuff-Rose (USA), Birdees (USA), Butter (USA), Churn (USA), East/Memphis (USA), Jec (USA), Mariposa (USA), Milene (USA), Fred Rose (USA), Sawgrass (USA), Sikorski (Germany).

M A Music (Europe), Artillerivej 40-10, DK-2300 Copenhagen S. Tel: (01) 57-09-10. Cable. MUSICABLE. Publ'g Dir. Malle Andersen, Gen. Mgr. Roy Marriott; Prof. Mgr.: John "Skelly" Jones
Int'l firms represented: Dee Cees (Scandinavia), Hammer (Germany), Kaliff (Scandinavia), Monkton (UK), PMP (Scandinavia), RTM (UK), Streetcorner (UK).
Int'l reps.: Scandinavia (PMP), UK (Streetcorner).

Per Meistrup Prod'ns Co., Artillerivej 40, DK 2300 Copenhagen S. Tel: (01) 57 09-10. Cable: MUSICABLE. Pres.: Per Meistrup
Int'l firms represented: MA, Safron, White Dove (all UK).
Int'l reps.: UK (MA, White Dove).

Moerks Musikforlag A/S, Christian IX's Gade 7, DK 1111 Copenhagen K. Tel: (01) 12-34-32. Cable: MUSICKMF. Telex: 16600 Fotex DK. Attn: MUSICKMF. Pres.: John Rasmussen.
Int'l firm represented: Reuter & Reuter (Sweden)

Multitone ApS, Vibevej 31, DK-2400 Copenhagen NV. Gen. Mgr. Leif Pedersen.
Int'l firm represented: Multitone (Sweden).
Int'l rep.: Sweden (Multitone).

Netto Music, Bredgade 50, DK-9491 Pandrup. Tel (08) 24-61-33. Telex: 69843. Gen. Mgr.: Mogens Villadsen; Export Mgr.. Allan M. Kristensen, Promo. Mgr. Calle Nielsen.

Oktav Music, Lundely 12, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-44. Gen. Mgr.: Fru Ella Binderup; Music Advisor: George Swensson

Pick Up Music Publ'g, Gl. Kongevej 47 B, DK 1610 Copenhagen V. Tel: (01) 24-04-34. Mgr.: Peter Littauer.

Remi Music, Hedeparken 179, DK 2750 Ballerup. Tel: (02) 65-06-92. Pres.: Rene Gosvig.

Royton Music, Vordingborgvej 2, CK Th., DK-4700 Naestved. Tel: (03) 73 45 11/46-54. Chief Exec.: Benny Schou Spens.
Int'l firms represented: Autobahn (Germany), Countdown (Germany), M&M (UK), Planet (Sweden), Snowball (Norway), Tal & Ton (Sweden).

Samfundet til Udgivelse af Dansk Musik (Society for Publishing Danish Music), Valkendorfsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Svend Erik Tarp, Gen. Mgr.: Kaethie Kirk.
Int'l reps.: Chester (UK), Eriks (Sweden), Eschig (France), Harassowitz (Germany), C.F. Peters (USA).

Sonet/Dansk Musik, St. Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 12 01 12. Cable: DANRECORD. Telex: 15252. Pres. Karl Emil Knudsen, Prof. Mgr. Inge Winckler.
Int'l firms represented: Emile (USA), Strawberry (UK), Summerland (UK)

Starbox A/S, Store Kongensgade 40, DK-1264 Copenhagen K. Tel: (01) 12-01-12. Telex: 15252. Gen. Mgr.: Johnny Reimar

SteepleChase Music, Slotsallen 16, DK-2930 Klampenborg. Tel: (01) 26-01-44. Telex 19144. Chief Exec.: Nils Winther.
Int'l branch: USA.
Int'l reps.: France (All Jazz), Japan (Victor)

Sun Music ApS, Vallekildevej 10, DK-4534 Hoerve. Tel: (03) 45-61-50. Pres Knud Thormod.

Teovision, see Per Meistrup

Tuba (Publ'g) K/S, Amagertorv 15, DK-1160 Copenhagen K. Tel (01) 12 33-10. Cable: TUBAMUSIC. Telex 15929. Pres. Jerry Ritz; Promo. Mgr. Lene Sekjaer; Prof. Mgr.: Michael Michelsen.
Int'l firms represented: Mariann (Sweden), Super Top (Germany)

Westend Music, see Davs.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Danish Composers' Society, Valkendorfsgade 3, DK-1151 Copenhagen K. Tel: (01) 13 54-05. Chm.: Per Norgard, Sec'y: Kaethie Kirk.

Danish Music Dealers' Ass'n, Frederiksberg Alle 29, Copenhagen V

Danish Music Publ'rs' Ass'n, Box 20, DK 6040 Egtved. Tel. (45-5) 55-14 11

Den Danske Gruppe af IFPI, Oslo Plads 14, DK 2100 Copenhagen. Tel: (01) 42 21-66. Sec'y Johan Schlueter.

Jazzcentret, Svennerupskov, DK 4683 Roseneide. Contact: Arnvid Meyer.

Musikforlaeggerforeningen af 1972 (The Association of Danish Music Publ'rs of 1972), Box 20, DK-6040 Egtved. Tel: (45-5) 55-14-11

National Committee of the International Music Council, Raadhusstr. 1, Copenhagen.

S C A W C (Scandinavian Country & Western Corp.), PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71.

Society for Publishing Danish Music (Samfundet Til Udgivelse Af Dansk Musik), Valkendorfsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Svend Erik Tarp; Gen. Mgr.: Kaethie Kirk.

Union of Danish Musicians, Vendersgade 25, DK-1363 Copenhagen K.

DESIGN & ARTWORK

E M H Studio, Hovedskovv 8, Graedstrup. Tel: (06) 76-00-49. Gen. Mgr.: Erik Hansen. (Rec. only)

Jesper Kilde Design, Havenej 2, DK-3060 Espergaerde.

Johnsen + Johnsen A/S, Aldersrogade 8, DK-2100 Copenhagen. Tel: (01) 29-86-86. Telex: 27286. Mgr.: Borge Thorsted; Sales Mgr.: Benny Stenberg.

Per Meistrup Prod'ns, Artillerivej 40, DK-2300 Copenhagen S. Tel (01) 57-09-10. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.

Notex Offset A/S, Rosenkaeret 43, DK-2860 Soborg. Tel: (01) 67-33-00. Owner: Niels Lindahl. (Record/Tape/Video)

LICENSING ORGANIZATIONS, MUSIC

Gramex, Gothersgade 103-4, DK-1123 Copenhagen K. Tel: (01) 11-95-00. Gen. Mgr.: Otto Lassen. (Performing rights only—records)

K O D A, Rosenvaengets Hovedvej 14, DK-2100 Copenhagen O. Tel: (45) 138-9702. Cable: INTERKODA. Gen. Mgr.: H. Lund Christiansen. (Performing rights only)

Nordisk Copyright Bureau, Frederiksgade 17, DK-1265 Copenhagen K. Tel: (01) 12-87-00. Cable: COPYRIGHT. Telex: 19371. (Mechanical rights only)

PLATING, PROCESSING & PRESSING PLANTS

Per Meistrup Prod'ns, Artillerivej 40, DK-2300 Copenhagen S. Tel: (01) 57 09-10. Cable MUSICABLE. Pres. Per Meistrup, Prod'n Helle Hansen.

PRINTERS & LITHOGRAPHERS

Borch Tryk A/S, Kogevej 14, Ringsted. Tel: (03) 61-07-77. Pres.: P. Borch.

Johnsen + Johnsen A/S, Aldersrogade 8, DK-2100 Copenhagen. Tel: (01) 29-86-86. Telex. 27286. Mgr.: Borge Thorsted; Sales Mgr.: Benny Stenberg.

Per Meistrup Prod'ns, Artillerivej 40, DK-2300 Copenhagen S. Tel: (01) 57 09 10. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.

Notex Offset A/S, Rosenkaeret 43, DK-2860 Soborg. Tel: (01) 67-33-00. Owner: Niels Lindahl. (Record/Tape/Video)

RECORD PROMOTION

E M H Studio, Hovedskovv 8, Graedstrup. Tel: (06) 76-00-49. Gen. Mgr.: Erik Hansen.

Per Meistrup Prod'ns, Artillerivej 40, DK-2300 Copenhagen S. Tel: (01) 57 09-10. Cable: MUSICABLE. Pres Per Meistrup; Prod'n: Helle Hansen.

Notex Offset A/S, Rosenkaeret 43, DK-2860 Soborg. Tel:(01) 67-33-00. Owner: Niels Lindahl.

Popic Prod'ns, PO Box 1278, DK-2300 Copenhagen S. Tel: (01) 95-05-71. Contact Otto Waldoft.

R E C A Music Prod'n, Nykoebingvej 18, DK-4571 Grevinge. Tel (03) 45-93-89. Dir.: Finn Reiner; Gen. Mgr. Ole Steen Pedersen; Sales Mgr.: Carl C. Dalgaard.

Society for Publishing Danish Music (Samfundet Til Udgivelse Af Dansk Musik), Valdendorfsgade 3, DK-1151 Copenhagen K. Tel: (01) 13-54-05. Chm.: Svend Erik Tarp; Gen. Mgr.: Kaethie Kirk.

Sun Mgmt., PO Box 3, DK-8362 Aarhus-Hoerning. Tel: (06) 13-17-66/78-09. Mgr.: Karl-Heinz Bartel.

Knud Thorbjornsen ApS, 35 Gronnegade, DK-1107 Copenhagen K. Tel: (01) 12-26-10. Owner: Knud Thorbjornsen.
Home office: Sweden, EMA-Telstar.

Tuba (Promo.) K/S, Amagertorv 15, DK-1160 Copenhagen K. Tel: (01) 12-33-10. Cable: TUBAMUSIC. Telex: 15929. Pres.: Jerry Ritz; Promo. & Mktg. Mgr.: Lene Sakjaer.

TAPE CUSTOM DUPLICATORS

E M H Studio, Hovedskovv 8, Graedstrup. Tel: (06) 76-00-49. Gen. Mgr.: Erik Hansen.
Video: ½" VHS cassette.

F H C-Electronics, Landgreven 7, DK-1301 Copenhagen K. Tel: (01) 14-69-93. Cable: SELECTAHERLDEV. Pres.. Henning B. Petersen.
Audio: Cassette.

Holm Cassette ApS, Svanevej 12, DK-2400 Copenhagen NV. Tel: (01) 81-13-33. Gen. Mgr.: Joergen Holm; Sales Mgr.: Hans E. Jensen.

Per Meistrup Prod'ns, Artillerivej 40, DK-2300 Copenhagen S. Tel: (01) 57-09-10. Cable: MUSICABLE. Pres.: Per Meistrup; Prod'n: Helle Hansen.
Audio: Cassette, open reel.

Tocano Cassette ApS, Vallekildevej 103, DK-4534 Hoerve. Tel: (03) 45-67-89. Gen. Mgr.. Alex Frederiksen; Studio Mgr.. Jan Oldrup; Cassette Mgr.: Preben Graves.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr. Jorgen Thybro. (Importer)
Audio: Cassette.

ENVELOPES & MAILERS

Borch Tryk A/S, Kogevej 14, Ringsted. Tel: (03) 61-07-77. Pres. P. Borch.

E M H Studio, Hovedskovv 8, Graedstrup. Tel: (06) 76-00-49. Gen. Mgr.. Erik Hansen

Johnsen + Johnsen A/S, 8 Aldersrogade 8, DK-2100 Copenhagen. Tel: (01) 29-86-86. Telex: 27286. Gen. Mgr. Borge Thorsted; Sales Mgr.. Benny Stenberg.

JACKETS & SLEEVES

Borch Tryk A/S, Kogevej 14, Ringsted. Tel (03) 61 07-77. Pres.. P. Borch. (Jackets only)

Knud Hansen, Hejrevej, Copenhagen. (Jackets only)

Per Meistrup Prod'ns, Artillerivej 40, DK-2300 Copenhagen S. Tel: (01) 57-09-10. Cable: MUSICABLE. Pres. Per Meistrup. (LP sleeves only)

LABELS, DISK
POLYETHYLENE BAGS

Borch Tryk A/S, Kogevej 14, Ringsted. Tel. (03) 61-07-77. Pres.: P. Borch.

Per Meistrup Prod'ns, Artillerivej 40, DK-2300 Copenhagen S. Tel: (01) 57-09-10. Cable: MUSICABLE. Pres. Per Meistrup. (45 & LP labels).

PROFESSIONAL TAPE SUPPLIES

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel (01) 61 10 11. Cable: MAGNETSTEN. Telex. 16779. Pres: Steen Hauerbach; Sales Mgr. Jorgen Thybro. (Importer)
Audio: 2", 1" & ¼" master tape.
Video: 2", 1", ¾" cassette, ½" & ¼" tape.
Brand name: Ampex.

RECORD MANUFACTURING EQUIPMENT

Ortofon Mfg. A/S, Mosedalvej 11B, DK-2500 Copenhagen-Valby. Tel: (01) 46-24-22. Cable: ORTOFON. Telex: 27587. Mng. Dir.: Erik Rohmann; Technical Mgr.. Ib Petersen; Export Mgr.: Niels Jespersen; Financial Mgr.: Niels Bornhoej.
Chief product: Cutting heads & disk cutting systems.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert A/S, Farverland, DK-2600 Glostrup. Tel: 96-67-66. Telex: 19214. Gen. Mgr.: J. Dau; Sales Mgr.: E. Hendrup.
Audio: Cassette, open reel.
Video: ½" Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Ampex, see Steen Hauerbach.

Audio Master, see EMI.

E M I (Dansk-Engelsk) A/S, Hoeffdingsvej 18, DK-2500 Valby-Copenhagen. Tel: (01) 30-67-11. Cable: GRAMMOPHON. Telex: 16631. Mng. Dir.: Kurt Hviid Mikkelsen; Sales Mgr.: Ole Jersoe. (Blank only)
Audio: Cassette, open reel.
Brand names: Audio Master, Emitape.

Fuji, see Steen Hauerbach.

Steen Hauerbach AS, Lyngbyvej 217, DK-2900 Hellerup-Copenhagen. Tel:

(01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro. (Importer)
Audio: 8-tr., cassette, open reel
Video: 2" & open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" Beta & VHS cassette.
Brand names: Ampex, Fuji
Per Meistrup Prod'ns, Artillerivej 40, DK 2300 Copenhagen S. Tel: (01) 57 09 10. Cable: MUSICABLE. Pres.: Per Meistrup
Audio: Cassette, open reel.
Brand name: Mastertape

TAPE DUPLICATING & PROCESSING EQUIPMENT

Steen Hauerbach AS, Lyngbyvej 217, DK 2900 Hellerup-Copenhagen Tel: (01) 61 10 11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro. (Importer)
Audio: Cassette loaders.
Brand name: TTL

• accessories manufacturers

Audioscan, Dester Farmagsgade 28, DK-2100 Copenhagen O. Tel: (01) 76 80 00
Product: Record-replacement styli
Brand name: Pickering
Hagen-Diesen, Teglgardsvej 105, DK 3050 Humlebaek. Tel: (03) 19-14 47. Chief Exec.: K. Hagen Diesen
Product: Record-record care prods., cartridges (Grace, Supex), Tape-head cleaners, demagnetizers
Steen Hauerbach AS, Lyngbyvej 217, DK 2900 Hellerup-Copenhagen Tel: (01) 61-10-11. Cable: MAGNETSTEN. Telex: 16779. Pres.: Steen Hauerbach; Sales Mgr.: Jorgen Thybro.
Product: Tape-carrying & storage cases, leader & splicing tape.
Drtofon Mfg. A/S, Mosedalvej 11B, DK-2500 Copenhagen-Valby Tel: (01) 46-24-22. Cable: DRTDFDN. Telex: 27587. Mng. Dir.: Erik Romann; Technical Mgr.: Ib Petersen; Export Mgr.: Niels Jespersen; Financial Mgr.: Niels Bornhoej
Product: Records-replacement styli.

• store fixtures

Johnsen + Johnsen A/S, Aldersrogade 8, DK 2100 Copenhagen Tel: (01) 29-86-86. Telex: 27286. Gen. Mgr.: Borge Thorsted; Sales Mgr.: Benny Stenberg
Product: Record & tape display racks
K tel Int'l (Denmark) ApS, Tempovej 22, DK 2750 Ballerup. Tel: (02) 65-12 42. Telex: 35342. Pres.: Philip Kives. Gen. Mgr.: Erik Adelkrone.
Home office: USA.
Product: Record browser boxes

• jukebox manufacturers

Bally-automater A/S, Roedager Alle 133, DK-2610 Roedovre Tel: (01) 70-10-87. Cable: BALCDP. Mng. Dir.: Kaj Harders; Sales Mgr.: Jesper Maaloe.
Brand names: Bally (USA), Midway (USA), NSM (Germany).
Broedr. Joergensen, Rygaards Alle 104, DK-2900 Hellerup. Tel: (01) 29-75-11.
Skandinavisk Grammofon Automat, Faborgvej 50, Himmelev, Roskilde. Tel: (03) 35-55-50.

DOMINICAN REPUBLIC

Population: 5,300,000.
Rate of exchange: $1 (US) = 1 peso
Per capita income: $875.
Holidays: January 1, January 6 (Feast of 3 Kings), January 21 (Altagracia Day), January 26 (Day of Duarte), February 27 (Independence Day), Good Friday, May 1 (Labor Day), Corpus Christi, August 16 (Restoration of Independence), September 24 (Mercedes Day), December 25

• record & tape manufacturers / distributors / importers

Bartolo I, see Productores Musicales.
Caribe, see Distribuidores Musicales del Caribe
Continental de Discos SA, Zona Ind'l Herrera, Calle I, Esq. L, Santo Domingo. Tel: 566-0511. Cable: CDNTIDIS SANTD DDMINGD. Pres.: Miguel Angel Antor Yamin, Gen. Mgr.: Jose Antor Yamin, Sales Mgr.: Angel Antonio Alba B.; Promo. & Sales Rep.: Benjamin Bujosa M.
Labels: (Owned) Fonograma, Hermanos Antor, **(licensed)** CBS group (USA)
Int'l reps.: USA (CBS), Venezuela (Fonorama, Hermanos Antor)
Discomundo SA, Calle El Conde 404, Santo Domingo. Tel: 685-2576/4682. Pres.: Lic. Francisco A. Nina; VP: Rosa Nunez.
Labels: (Owned) Discomundo; **(licensed)** Ariola-Eurodisc (Mexico, Spain), Gas (Mexico), Teca (Mexico, USA), Tierrazo (Puerto Rico).
Int'l rep.: USA (Teca)
Distribuidora Dominicana de Discos CporA, Conde 464, Santo Domingo. Tel: 682-4058/2538. Pres.: Gilberto Gonzalez; Gen. Mgr.: Rodolfo Gonzalez D.
Labels: (Owned) Musicalia, **(licensed)** Alhambra (USA), Ansonia (USA), Bornmquen (USA), CTI (USA), Kubaney (USA), Marfer (Spain), Movieplay (Spain), Musart (Mexico), Parachute (USA), Prelude (USA), Salsoul (USA), Seeco/Tropical (USA), TR (USA), Velvet (USA, Venezuela)
Distribuidores Musicales del Caribe CporA, Calle Mercedes 363, Z 1, Santo Domingo. Tel: 689-2978, 682-9213. Pres.: Ignacio Mena; Gen. Mgr.: Pedro Vizcaino; Sales Mgr.: Salvador Rodriguez; Warehouse Mgr.: Boli Var Nunez.
Labels: (Owned) Caribe; **(licensed foreign)** Artomax (Puerto Rico), Bronco (Puerto Rico), Chrysalis, Disneyland-Vista (USA), RCA Victor (worldwide), 20th Century-Fox.
Fonograma, see Continental.
La Guarachita (Empresas), PO Box 375, Calle El Conde 108, Santo Domingo. Tel: 689-2545. Pres.: Rhadames Aracena; VP: Zunilda Read de Aracena.
Labels: (Owned) Guarachita, Ketty, Lucienne, Madalit, Zuni; **(licensed)** Audio Fidelity (USA), Billo (Venezuela), Decca (UK), Dorado (USA), Fuentes (Colombia), London (USA), Mariel (USA), Mary Lou (USA), Musicor (USA), Peerless (Mexico), Sonolux (Colombia), Sonus (Venezuela), Starbright (USA), Suaritos (USA), Top Hits (Venezuela).
Hermanos Antor, see Continental.
Ketty, see La Guarachita.
Lucienne, see La Guarachita.
Madalit, see La Guarachita.
Musicalia, see Distribuidora Dominicana de Discos.
Productora & Distribuidora Nacional de Discos CporA, El Conde 464, Santo Domingo. Tel: (809) 688-9350. Cable: DISNADISCDS. Telex: 3264505. Pres.: Gilberto Gonzalez Arenas; Gen. Mgr.: Rodolfo Gonzales Daussa.
Labels: (Licensed foreign) ADH (Puerto Rico), Atlas (USA), Mercury (Germany), Microfon (USA), Philips (Germany), Polydor (Germany), RSD (USA).
Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Telex: 4267 (RCA), 3460429 (ITT). Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman H.
Labels: (Owned) Bartolo I, Musicor; **(licensed foreign)** Discolor (USA), Kubaney (USA).
Int'l rep.: USA (Kubaney)
Julio Tonos CporA, Apdo. 364, El Conde 251, Santo Domingo. Tel: (809) 682-5232. Pres.: Julio Tonos.
Labels: (Represented) MCA, United Artists.
Salon de Estudios Mozart CporA, Calle El Conde 82, Santo Domingo. Tel: 682-2640. Mng. Dir.: A. Blandino Soto.
Zuni, see La Guarachita.

• services

DESIGN & ARTWORK

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo. Tel: 565-5717.

PLATING, PROCESSING & PRESSING PLANTS
PRINTERS & LITHOGRAPHERS

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo. Tel: 565-5717.
Industrias Antor CporA, Zona Ind'l Herrera, Calle I, Esq. L, Santo Domingo. Tel: 566-8666. Cable: ANTDR SANTD DDMINGD. Pres.: Miguel Angel Antor Yamin; Gen. Mgr.: Juan Dahajre; Prod'n & Sales Mgr.: Angel Antonio Alba. (Plating & pressing only)
Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman. (Plating, processing, pressing & cutting)

TAPE CUSTOM DUPLICATORS

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
Audio: 8-tr., cassette, open reel.

• supplies

CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
Audio: Cassette.
Brand name: Dynamic Sound.

JACKETS & SLEEVES
LABELS, DISK

La Guarachita (Fabrica de Discos), Autopista Duarte Km. 6½, Santo Domingo. Tel: 565-5717.
Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman. (Jackets & sleeves only)

POLYETHYLENE BAGS & SHRINKWRAP

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman. (Poly Bags only)

TAPE, BLANK LOADED

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
Audio: 8-tr., cassette, open reel.
Brand name: Dynamic Sound.

• accessories

Productores Musicales CporA (Promuca), PO Box 174-9, Ave. Nunez de Caceres S/N, Santo Domingo. Tel: 532-7906. Cable: IEMCA. Pres.: Matilde Hasbun Vda. Selman; Gen. & Sales Mgr.: Ramon A. Blandino; Int'l Mgr.: Tirso Selman.
Product: Record-carrying & storage cases, replacement styli.

ECUADOR

Population: 7,900,000
Rate of exchange: $1 (US) = 30.35 sucres
Per capita income: $1,100
Holidays: January 1, Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Birthday of Simon Bolivar), August 10 (Independence Day), October 9 (Guayaquil Independence), October 12 (Columbus Day), November 3 (Cuenca Independence), December 6 (Founding of Quito), December 25 & religious holidays

• record & tape manufacturers / distributors / importers

Aguilar (Discos) SA, Apdo. 933, Velez 409 of 203, Guyaquil. Tel: 352 248, 516 208. CABLE: DISCFENIX. Pres.: Dr. Luis Aguilar Maldonado. Gen. Mgr.: Carlos E. Aguilar Maldonado; Sales Mgr.: Fernando Aguilar Maldonado; Ass't. Mgr.: Roberto Aguilar Maldonado.
Labels: (Owned) Aguilar, Fam, Fenix, Folklore, **(licensed)** IEMPSA (Peru), Ramy (USA), Virrey (Peru).
Int'l reps.: Colombia (Sonolux, Preludio), Mexico (DCM), Peru (IEMPSA, Virrey)
Centenario Recs. Cia. Ltda., Av. Quito 4014 & El Oro, Guayaquil, Guayas. Tel: 346-069. Cable: CENTERRECORDS. Gen. Mgr.: Medardo A. Silva; Sales Mgr.: Beatrice Lopez De Silva
Labels: (Owned) Centenario, Cosmos, Ecuatoriano, Mio; **(licensed foreign)** Orfeon (Mexico)
Int'l reps.: Colombia (Chavez, Tropical), Peru (Cobos), USA (Dial), Venezuela (Promus)
Coloso, see Famoso.
Compania Procesadora de Discos SA (Coprodisa), Noguchi 1902, Guayaquil. Tel: 344-281. Mgr.: Heriberto Ortega G. (Distributed by Emporio Musical)
Labels: (Owned) Coprodisa. **(licensed foreign)** Belter (Spain), Movieplay (Spain), Olimpo (Spain).
Coprodisa, see Compania Procesadora de Discos
Cosmos, see Centenario
Ecuatoriano, see Centenario
Emporio Musical SA (IFPI), Lorenzo de Garaicoa 2813, Guayaquil. Tel: 401-935, 402 228. Mgr.: Carlos Pino Plaza
Labels: (Owned) Orion, **(Represented)** CBS, IEMPSA, London, Som
Estelar, see IFESA
Fadisa (Fabrica de Discos SA) (IFPI), Casillas 1339 & 2001, Kilometro 13 Via Los Chillos, Quito. Tel: 311 157. Pres. & Sales Mgr.: Roberto Recalde C.; Gen. Mgr.: Trajano Recalde; Prod'n Mgr.: Guillermo Recalde C.
Labels: (Owned) Fadisa, Rondador; **(licensed)** Ariola (Spain, UK, USA), Peerless (Mexico), RCA (USA), Tropical (Colombia), El Virrey (Peru), Zafiro (Spain).
Int'l reps.: Argentina (Chango, Microfon), El Salvador (Dicesa), France (Inter Musique), Peru (IEMPSA), Spain (Manolo Galvan, Dimac).
Fam, see Aguilar
Famoso (Industrias) CA (IFPI), Casilla 3514, Quito. Tel: 453-393, 243-005. Cable: FAMDSD. Telex: 2580. Gen. Mgr.: Gonzalo Jimenez Posada; Sales Mgr.: Fausto Carrera.
Labels: (Owned) Coloso, Famoso; **(licensed)** Bambuco (Colombia), Barclay (France), Codiscos (Colombia), Columbia (Spain), Daro (Colombia), Delphine (France), Discoteca (Venezuela), FM (Colombia), Fonodisco (Venezuela), INS (Colombia), Infopesa (Peru), Lauro (Bolivia), Melod& (Mexico), Musart (Mexico), El Palacio de la Musica (Venezuela), Sicamericana (Argentina), Suramericana del Disco (Venezuela).
Int'l reps.: Argentina (ATC), Bolivia (Lauro), Colombia (Codiscos), Mexico (Musart), Peru (IEMPSA), USA (Top Hits), Venezuela (Suramericana del Disco)
Fediscos (Fabrica Ecuatoriana de Discos SA), (IFPI), Apdo. 856, Kilometro 7½ via a La Costa, Guayaquil. Tel: 350-100/309/861. Cable: FEDISCDS. Telex: 3606. Pres.: Francisco Feraud-Aroca; Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu
Labels: (Owned) Festival, Dnix, Teen, **(licensed)** Casablanca (USA), Discomoda (Venezuela), Fermata (Brazil), Fuentes (Colombia), MCA (USA), Philips (Netherlands), Polydor Int'l (Germany), Sonolux (Colombia), Velvet (Puerto Rico, Venezuela), WEA Int'l.
Int'l reps.: Central America (Indica), Brazil (Fermata), Chile (Philips), Colombia (Fuentes), Peru (IEMPSA), USA (Dtoao), Venezuela (Unidas)
Fenix (Discos) SA, see Aguilar
Festival, see Fediscos
Folklore, see Aguilar.
I F E S A (Industria Fonografica Ecuatoriana SA) (IFPI), Apdo. 3885, Calicuchima 704, Guayaquil. Tel: 400-700, 401-931, 403-516. Cable: IFESA. Telex: 04 3512. Pres.: Luis Pino Yerovi; Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas M. (Distributed by Emporio)
Labels: (Owned) Estelar, Lluvia de Estrellas, Sona, **(licensed foreign)** All Stars (Venezuela), Aquario (Canada), Baby (Italy), Butterfly (USA), Capitol (USA), DJM (UK), Discos Accion (Mexico), Discos Latin (USA), EMI (UK), Euro (Italy), Fantasy (USA), Fonobosa (Colombia), Gamma (Canada, Mexico), Hispavox (Spain), Mericana (USA), Microfon (Argentina), Ddeon (Worldwide), PDU (Switzerland), Petco (USA), Prelude (USA), Prism (USA), Private Stock (UK), Salsoul (USA), Sono Radio (Peru), Umted Artists (USA), Vanguard (USA), Victor (Japan)
Int'l reps.: Colombia (FM), Mexico (Gamma), Panama (Prom-Disko), Peru (Sono Radio), Venezuela (Suramericana del Disco)
Lluvia de Estrellas, see IFESA.
Mio, see Centenario.
Mundo Musical Cia. Ltda., PO Box 6499, Quito. Tel: 242-912. Pres.: Ricardo Wright; Gen. Mgr.: Thomas Wright; Sales Mgr.: Roger Wright; Ass't.: Avelina Jara. (Distributor/Importer)
Labels: (Licensed foreign) Continental (Brazil), PMA (Argentina), Trova (Argentina)
Dnix, see Fediscos.
Orion, see Emporio.
Eco: Roberto Recalde C., PO Box 1339, Quito.
Label: (Represented) Laurie (USA)
Rondador, see Fadisa
Sona, see IFESA
Studio 2, Apdo. 2813, Guayaquil. Tel: 510-652
Label: (Represented) Kubaney (USA)
Teen, see Fediscos

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Casa de la Cultura Ecuatoriana, Apdo. 67, Quito.
Branches: Cuenca-Guayaquil, Casilla 3542

DESIGN & ARTWORK

Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa, Guayaquil. Tel: 350-100/309/861. Cable: FEDISCDS. Telex: 3606. Gen. Mgr.: Bronislaw Wierdak; Sales Mgr.: Jacinto Aspiazu.
I F E S A (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Calicuchima 704, Guayaquil. Tel: 400-700, 403-516, 401-931. Pres.: Luis Pino Yerovi; VP: Carlos Pino P., Gen. Mgr.: Leticia Pino de Ortega; Mgr.: Augusto Villegas.
Audio: 8-tr., cassette.

LICENSING ORGANIZATION, MUSIC

S A D R A M (Sociedad Anonima de Representacion & Administracion Musical Cia. Ltda.), Apdo. 3456, Lorenzo de Garaicoa 2811. Tel: 523-676

PLATING, PROCESSING & PRESSING PLANTS
PRINTERS & LITHOGRAPHERS

Aguilar (Discos) SA, Km. 16 via a Daule, Guayaquil. Tel: 352 248, 516 208. Cable: DISCFENIX. Pres.: Dr. Luis Aguilar Maldonado; Gen. Mgr.: Carlos

E Aguilar Maldonago, Sales Mgr Fernando Aguilar Maldonado Ass't Mgr Roberto Aguilar Maldonado (Plating, processing & pressing only)

Fediscos SA (Fabrica Ecuatoriana de Discos), Kilometro 7½ via La Costa Guayaquil. Tel 350 100/309/861 Cable FEDISCDS Telex 3606 Gen Mgr Bronislaw Wierdak, Sales Mgr Jacinto Aspiazu

I F E S A (Industria Fonografica Ecuatoriana SA) Apdo 3885 Calicuchima 704, Guayaquil Tel 400 700 403-516, 401 9?1 Pres Luis Pino Yerovi, VP Carlos Pino P., Gen Mgr Leticia Pino de Ortega, Mgr Augusto Villegas (Printer & lithographer only)

TAPE CUSTOM DUPLICATORS

Fediscos SA (Fabrica Ecuatoriana de Discos) Kilometro 7½ via La Costa Guayaquil Tel 350 100/309/861 Cable FEDISCOS Telex 3606 Gen Mgr Bronislaw Wierdak, Sales Mgr Jacinto Aspiazu
Audio: Cassette

I F E S A (Industria Fonografica Ecuatoriana SA) Apdo 3885, Calicuchima 704 Guayaquil Tel 400 700, 403 516, 401 9?0 Pres Luis Pino Yerovi, VP Carlos Pino P., Gen Mgr Leticia Pino de Ortega, Mgr Augusto Villegas
Audio: 8 tr., cassette

• supplies

JACKETS & SLEEVES
LABELS, DISK
RAW MATERIALS

Fediscos SA (Fabrica Ecuatoriana de Discos) Kilometro 7½ via La Costa Guayaquil Tel 350 100/309/861 Cable FEDISCOS Telex 3606 Gen Mgr Bronislaw Wierdak, Sales Mgr Jacinto Aspiazu (Jackets sleeves labels molding compound)

• accessories manufacturer

Fediscos SA (Fabrica Ecuatoriana de Discos) Kilometro 7½ via La Costa Guayaquil Tel 350 100/309/861 Cable FEDISCDS Telex 3606 Gen Mgr Bronislaw Wierdak, Sales Mgr Jacinto Aspiazu
Product: Record—record care prods 45 rpm adaptors, replacement styli

• jukebox title strip manufacturer

Fediscos SA (Fabrica Ecuatoriana de Discos) Kilometro 7½ via La Costa Guayaquil Tel 350 100/309/861 Cable FEDISCDS Telex 3606 Gen Mgr Bronislaw Wierdak, Sales Mgr Jacinto Aspiazu

EGYPT

Population: 40,525,000
Rate of exchange: $1 (US) = 0.69 Egyptian pound
Per capita income: $400.
Holidays: May 1 (Labor Day), June 18 (Evacuation Day), July 23 (Anniversary of the Revolution), October 6 (Military Day), October 24 (Suez Nat'l Day), traditional Christian & Mohammedan holidays.

SEXUAL ABUSE OF CHILDREN. NOT TALKING ABOUT IT WON'T MAKE IT GO AWAY.

It's real. Tens of thousands of children are sexually molested each year. Generally by a close friend, neighbor, parent or other member of the family. And we can't ignore the problem away. The abuse of children, whether it be sexual, physical, emotional or a form of neglect, damages young personalities and oftentimes results in death. An estimated one million children suffered from child abuse in America last year. A true tragedy because child abuse can be prevented. But not talking about it won't help.

Abused children are helpless. Unless you help.

Write: National Committee for Prevention of Child Abuse, Box 2866, Chicago, Ill 60690

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• record & tape manufacturers / distributors / importers

Sonar Ltd., 11 Kamal El Dine Salah, Garden City, Cairo. Tel 21374. Telex 92252 Mng Dirs. Dr Hani Sabet, Kamal Dlama.

Sono Cairo Audio Video Co. (IFPI), Maspero TV Bldg., Kornish El Nil St., Cairo Tel 754 809, 749-311. Bd Chm.: Taha Nasr; Gen Mgr Mohamad Gomaa, Comm'l Mgr. Michel Gerges.
Int'l reps.: Austria, Canada, Switzerland, Tunisia, USA, Common Market (all Cofimex), Greece (EMI Greece), Kuwait (Buzed Phone), Libya (El Torky), Morocco (Afrassia).

Michael Yacoumopoulos, 28 Saad Zaghloul, Alexandria Tel: 805-934. Cable YALDS. Owner Michael Yacoumopoulos; Sales Mgr.: George Yacoumopoulos. (Distributor/Importer).
Branches: Alexandria, 9 Stamboul St.—**Cairo,** 24 Soliman Pacha.
Labels: (Represented) EMI group (UK)

• services

DESIGN & ARTWORK
PLATING, PROCESSING & PRESSING PLANT
PRINTER & LITHOGRAPHER

Sono Cairo Audio Video Co., Maspero TV Bldg., Kornish El Nil St., Cairo. Tel 754-809, 749 311 Bd. Chm.: Taha Nasr, Gen. Mgr.: Mohamad Gomaa; Comm'l Mgr.: Michel Gerges

RECORD PROMOTION

Sonar Ltd., 11 Kamal El Dine Salah, Garden City, Cairo. Tel 21374 Telex 92252 Mng. Dirs.: Dr. Hani Sabet, Kamal Dlama

Sono Cairo Audio Video Co., Maspero TV Bldg., Kornish El Nil St., Cairo. Tel 754 809, 749-311 Bd Chm Taha Nasr, Gen Mgr Mohamad Gomaa, Comm'l Mgr. Michel Gerges.

• supplies

TAPE, BLANK LOADED & BULK RAW

International Cassette & Tape Mfg. Co., 88 Kasr El Aini St., Cairo. Tel 21848. Telex 92503, 92529 Contacts: Jack L. Landis; John W. Bateman
Audio: Cassette.
Brand name: ICT High Output.

EL SALVADOR

Population: 4 540,000
Rate of exchange: $1 (US) = 2 50 colon
Per capita income: $700
Holidays: January 1 Good Friday Easter Sunday May 1 (Labor Day), San Salvador's Feast, September 15 (Independence Day), October 12 (Columbus Day), All Souls Day, Anniversary of First Cry for Independence December 25

• record & tape manufacturers / distributors / importers

Bonidiscos Apdo 1393 Blvd del Ejercito Kilometro 5 San Salvador Tel 27 48 02 Telex 30235 Owner: Manuel Lombardo Aguilar
Labels: (Owned) Bonidiscos, **(licensed foreign)** Baby (Italy) Butterfly (USA) Discomoda (Venezuela) Musidisc (Brazil) Prelude (USA) Vogue (France)

Dicesa (Discos Centroamericanos SA) (IFPI), Apdo 847 Blvd del Ejercito Nacional Kilometro 5 Soyapango, San Salvador Tel 27 08 55 Cable DICESA Pres Jose Antonio Hutt; Gen Mgr Eduardo Hutt Sales Mgr Alejandro Hutt
Int'l branches: Costa Rica Guatemala Nicaragua Panama Discos de Panama
Labels: (Licensed) Amanecer Del 76 (Spain), Atlantic (USA) Delphine (France), Disnevland (USA), Elektra/Asylum/Nonesuch (USA), Gas (Mexico), IEMPSA (Peru) Pye (UK), RCA (USA) Sonolux (Colombia) Trova (Spain), Warner Bros (USA), Zafiro (Spain)
Int'l reps.: Colombia (Sonolux), Mexico (Gas), USA (Taurus Sound) Venezuela (Sono Vent)

Dideca see Musi Centro

Distribuidora Salvadorena de Discos SA, Apdo (06) 960, Condominio Plaza Suiza, Locales 5y4 Carretera a Santa Tecla, San Salvador Tel 23 97 92 Telex 20090 Gen Mgr Jose M Chavarria
Home office: Costa Rica Indica (see for labels)

Indica see Distribuidora Salvadorena de Discos SA

Kismet, see Leo

Leo SA de CV, Colonia Santa Christina, Pasaje Santa Luisa 1043, San Salvador Tel (503) 22 6292, 22 8417 Telex 30077 Pres Ricardo Boet, Gen Mgr Arturo Rodriguez, Sales Mgr Leonel Alvarez
Labels: (Owned) Leo, **(licensed)** Alhambra (USA) Ansonia (USA) Casablanca (USA), De Lite (USA), Ibis (USA), Infinity (USA) Kismet (El Salvador) London (UK) MCA (UK) Orleon (Mexico)
Int'l reps.: Costa Rica (Johnny Salas) Guatemala (Miguel Angel Armas) Honduras (Disco & Cintas) Nicaragua (Fernando Flores)

Mercado de Discos Apdo (06) 1393, Blvd del Ejercito Kilometro 5 San Salvador Tel 27 15 93, 27 05 20 Exec Mgr Ana Magdalena de Aguilar (Importer/Distributor)

Musi Centro Apdo (06) 111, 47 Avda Sur 118, San Salvador Tel 23 78 98 Cable MUSICENTRO Telex 30108 Gen Mgr Rene Fuentes (Distributor)
Home office: Guatemala Dideca (see for labels)

• music publisher

Edicesa (Ed Centroamericana SA), Apdo 847, Blvd Ejercito Nacional Kilometro 5, Soyapango Tel 27-08 55 Pres Jose Antonio Hutt Exec Dir Alejandro Hutt
Int'l firms represented: Brambila (Mexico), Jaguare (Brazil) Mexicana de Musica (Mexico) Sono Inter (Colombia)
Int'l reps.: Colombia (Sono Inter), Mexico (Mexicana de Musica)

• services

PRESSING PLANTS

El Bonito (Graficos) Apdo 1393, Blvd del Ejercito Kilometro 5 San Salvador Tel 27 48 02/49 25 Telex 30235 Chief Exec. Fabio Aguilar Murcia Gen Mgr Manuel L Aguilar

Estudio de Grabaciones & Impresiones SA de CV (EGEISA) Apdo 847, Blvd Ejercito Nacional Kilometro 4½, San Salvador Tel 27-08 55 Pres Jose Antonio Hutt

PRINTERS & LITHOGRAPHERS

El Bonito (Graficos) Apdo 1393 Blvd del Ejercito Kilometro 5, San Salvador Tel 27 48 02/49 25 Telex 30235 Chief Exec Fabio Aguilar Murcia Gen Mgr Manuel L Aguilar (Lithographer)

TAPE CUSTOM DUPLICATOR

Bonicassette Apdo 1393, Blvd del Ejercito Kilometro 5, San Salvador Tel 27 48 02/49 25 Telex 30235 Chief Exec Fabio Aguilar Murcia, Gen Mgr Manuel L Aguilar
Audio: Cassette

FINLAND

Population: 4,787,751
Population by age groups: 0-14—989,786; **15-24**—779,793; **25-49**—1,696,766, **50+**—1,291,743
Rate of exchange: $1 (US) = 4.00 markka
Per capita income: $9,800
Holidays: New Year's Day, Epiphany, Good Friday, Easter Monday, May 1 (Labor Day), Ascension Day, Whitmonday, Midsummer Day, All Saints' Day, December 6 (Independence Day), December 25, 26

RECORDS:

Record sales certification awards: Gold single—10,000 units, Gold LP—25,000 units, diamond LP—50,000 units; platinum LP—100,000 units. **Note:** Cassette sales are included with LP sales if contents are 1:1 Awards are controlled and distributed by AKT. Gold singles and platinum albums are extremely rare, but several albums, particularly domestic ones, have sold in excess of 50,000 copies

Records sold domestically (IFPI member sales only; retail, including tax): 1980—2,334,443 units, $23,696,000; 1979—2,152,526 units, $19,800,100. EP's 1980—34,492 units, $129,345; 1979—38,509 units, $144 400. Singles 1980—436,793 units, $1,200,000, 1979—407,365 units $1,120,000.

Records imported from USA (factory value, CIF): 1980—1,705,000 units, $1,820,000, 1979—680,947 units, $1,217,000

Records exported to USA (factory value, FOB): 1980—5,870 units, $22,700; 1979—7,387 units, $40,750.

Records imported from countries other than USA (factory value, CIF): 1980—2,089,771 units, $5,215,000; 1979—2,142,000 units, $5,145,000

Records exported to countries other than USA (factory value, FOB): 1980—238,207 units, $662,500; 1979—149,525 units, $411,500.

Average retail price per record: Full-priced LP's—$11.75; EP's—$4.10; singles—$3.10

TV merchandising: 16% of total.

Record club sales: 10% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system is dominant again. Leading wholesalers and distributors to the trade are Finnscandia (46%) and PEC-Musiikkitukku (30%), the latter formed by CBS, EMI and PSD in 1979. Aanija Kuvatallennetuottajat accounts for some 60 per cent of the total record and pre-recorded tape sales in Finland. Rack jobbers are responsible for 40 per cent of retail sales inside AKT. Some 30 per cent of AKT sales are through conventional retail outlets. Direct imports (particularly from the US), dumping, pirate sales and home taping are major problems.

Type of promotion: Government-controlled radio and TV networks are most important. Jukeboxes and discotheques (nearly 250) are other useful outlets. Radio Luxembourg, with its satisfactory medium wave reception at night, is quite popular among teenagers. Summer rock and pop festivals (over 20) feature many international acts and boost unknown local talent. Well established pop and rock magazines such as Soundi, DK, Suosikki, and Disco give good coverage on both international and local artists. Television advertising is rather popular, though expensive. There is no radio advertising.

Jukeboxes: 3,500.

TAPE:

Market: The sales ratio between records and pre-recorded tapes is 58 to 42 in favor of records, though it used to be a close 51 to 49 only a few years ago. 8-track and open reel are now virtually non-existent. There are currently some 1.4 million cassette recorder/players in consumer use. Some 6 to 7 million blank loaded cassettes were sold in 1980, a sign of heavy home taping. Video is still on a small scale, though there are about 15,000 video recorders in consumer use. Local production of video programs has started with Oy-Mainos TV Reklam AB and Video & AV Oy leading the way. Record companies are playing a "wait and see" game.

Pre-recorded tape sold domestically (IFPI; retail, including tax): Cassette 1980—2,051,388 units, $18,330,000, 1979—1,784,010, $15,174,000.

Pre-recorded tape imported from USA (factory value, CIF): 1980—201,356 units, $210,000; 1979—54,435 units, $151,000

Pre-recorded tape exported to USA (factory value, FOB): 1980—2,091 units, $7,500, 1979—865 units, $5,780.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1980—1,066,629 units, $2,040,000; 1979—1,487,600 units, $2,285,000.

Prerecorded tape exported to countries other than USA (factory value, FOB); 1980—130,364 units, $418,000; 1979—84,590 units, $237,300

Average retail price per tape: Full-priced cassette—$11.75

CONSUMER ELECTRONICS:

Number of homes with: Radios—2,600,000 (sets); television sets—1,538,259 (sets), 786,023 color, 752,236 b&w, phonographs—500,000; audio tape recorders—1,500,000; video tape recorders—15,000.

RADIO STATIONS:

No. of government 3.

Comment: Program 1 is mainly spoken word, plays & topical shows. Program 2 is mostly popular, classical and jazz music with news and sports. Program 3 is Swedish language programming, available in coastal areas and some inland towns. The share of music in the two Finnish language networks is about 60%. Live pop and rock concerts are rare, but there is a tendency for more youth-oriented programming during after school hours.

TELEVISION STATIONS:

No. of channels: 2 government, 95% color (PAL)

Comment: Yleisradio, the parliamentary controlled broadcaster, is working on two channels nationwide. A private commercial company, Oy Mainos TV-Reklam, buys time from Yleisradio and sells it to advertisers. Programming is diversified and usually of high quality, though good musical shows are rarities. International shows seen here include the Muppet Show, Soap, The Jeffersons, Ross Poldark, and Happy Days. Good musical shows are rare. A private CATV broadcasting company with about 65,000 subscribers is operating in the Helsinki area.

IMPORT/EXPORT REGULATIONS:

There are no custom duties on imports from EFTA, United Kingdom, Denmark and the USSR. All imports, without regard to country of orgin, bear a 2% surcharge. No licenses are needed, except for trading with Socialist Block countries. Exports are duty free.

MARKET ANALYSIS

1980 saw AKT (The Finnish group of IFPI companies) sales value rise by 20%, thanks to heavy gains made by domestic cassettes. PSO Musiikki Oy, one of the country's oldest record companies, was bought by Scandia Musiikki Oy while Love Kustannus sold its record division to Johanna Kustannus. A distribution battle emerged between the gigantic Finnscandia and a relative newcomer, PEC-Musiikkitukku, a company formed in 1979 by EMI, CBS and PSO. PEC has garnered about 35% of the distribution market share while Finnscandia has dropped to an all time low of about 43%.

1980 was the year of Finnish rock, the new wave, with names like Pelle Miljoona, Eppu Normaali, Hassisen Kone, Popeda and Maukka Perusjatka. The year also saw the return to rockabilly and heavy metal music and witnessed the continuing decline of MOR music and disco. The popular "Finnhits" series of television compilation albums was reported to have sold its one millionth copy. The death of artist and composer George Malmsten shook the industry and fans alike. **Kari Helopaltio**

• record & tape manufacturers / distributors / importers

Harry Aaltonen Recs. & Minimusic (IFPI), Haapakyla, SF-03100 Nummela. Tel: (13) 22661. Chief Exec.: Harry Aaltonen.
Labels: Duo, Minimusic.

Aanitemussiikki Oy, Kahakiya 8C, SF-02940 Espoo 94. Tel: 597 993.

Angel, see EMI.

Anuco, see Pekan.

Ape, see Finndisc.

Arrival, see K-tel.

Audiomark Oy, HitsaajanKatu 5, 08100 Helsinki 81. Tel: (90) 782-011.

Audiovideopiste, Hameentie 35, SF-00500 Helsinki 50. Tel: (90) 753-3319. (Importer).

Audiovis Oy, Raeaetaelintie 7, SF 04900 Kerava. Tel: (90) 246 550. Cable: AUDIOVIS. Chief Exec.: Lauri Nykorp, Sales Mgr.: Vesa Lehko.
Labels: (Distributed—not licensed) Base-ESP (Italy), Bead (UK), Black Saint (Italy), FMP (Germany), Hat Hut (Switzerland, USA), Horo (Italy), Ictus (Italy), Incus (UK), India Navigation (USA), Jazz Live (Italy), Leo (UK), Lotus (Italy), Metalanguage (USA), Moers Music (Germany), Nine Winds (USA), PD Torch (Germany), Queen Disc (Italy), Red (Italy), Sackville (Canada), Soul Note (Italy).

Birdie, see Bluebird.

Bluebird Music Oy (IFPI), Bulevardi 5 A 5, 00120 Helsinki 12. Tel: (90) 604 851. Telex: 124934. Mng. Dir.: Osmo A. Ruuskanen.
Labels: (Owned) Bluebird, Birdie; **(licensed foreign)** Banana (Denmark), CNR (Netherlands), Goodwill (Sweden), Mariann, Marifon (Germany), Maritim (Germany), Qcumber (Netherhands), Royton, TTR (Netherlands).

Blue Note, see EMI.

C B S Recs. Oy (IFPI), Valimotie 1, SF-00380 Helsinki 38. Tel: (90) 556-506. Telex: 122890. Gen. Mgr.: Antti Holma, Sales Mgr.: Timo Laukkanen.
Labels: (Owned) CBS, Cupol, Embassy, Epic; **(licensed)** Blue Sky (USA), Caribou (USA), Monument (USA), Philadelphia Int'l (USA), Young Blood (UK), **(distributed—not licensed)** A&M (USA), TK (USA).

C-Myynti Oy, Box 1503, Hameenpuisto 33 A 1, SF 33211 Tampere 21. Tel: (931) 33-506. Pres. & Gen. Mgr.: Lasse Marttinen.
Labels: (Represented) Belter, Clave, Gaviota, Hispavox, Impacto, Olympo (all Spain).

California, see Johanna.

Capitol, see EMI.

Chart, see K-tel.

Columbia, see EMI.

Concert Hall Society, Hameentie 157, Helsinki 56. Tel: (90) 790-022. Mng. Dir.: Harry Soderholn.
Label: (Owned) Concert Hall.

Cupol, see CBS.

Delta, see Finndisc.

Digelius Music Oy, Laivurinrinne 2, SF 00120 Helsinki 12. Tel: (90) 666 375. Gen. Mgr.: Ilkka Lehtinen. (Importer)
Label: (Distributed—not licensed) D-Records.

Digit, see Finnlevy.

Disco-Lux Oy, Ulvilantie 5, SF-00350 Helsinki 35. Tel: 551 414.

Discophon Oy (AB) (IFPI), Lansiportti 4A, SF 02210 Espoo 21. Tel: (90) 880 022. Cable: DISCOY. Telex: 122705. Mng. Dir.: Johan Vikstedt. A&R Mgr.: Narhi Maija. Sales Mgr.: Risto Kaijanen.
Labels: (Owned) Kerberos, **(licensed foreign)** Buddah (USA), Concorde (USA), Erato (France), GEM (UK), Intercord (Germany), Logo (UK), Millennium (USA), Musica (Sweden), Ovation (USA), Polar (Sweden), RCA (worldwide), Rialto (UK), Salsoul (USA), Solar (USA), SteepleChase (Denmark), Supraphon (Czechoslovakia), Swedish Society (Sweden), Telefunken (Germany), Telestar (Sweden), 20th Century-Fox (USA), Viking (Sweden). (SEE ADVERTISEMENT)

Duo, see Harry Aaltonen.

E M I Finland AB (Oy) (IFPI), Arinatie 6 E, SF 00370 Helsinki 37. Tel: (90) 558-421. Cable: GRAMMOPHON. Telex: 122482. Mng. Dir.: Rolf Kronqvist; A&R Mgr.: Heikki Puhakka; Sales Mgr.: Eric Forsman.
Labels: (Owned) Angel, Blue Note, Capitol, Columbia, EMI, EMI America, Electrola, HMV, Harvest, Liberty, Odeon, Parlophone, Pathe, Regal, Starline, Sunset, **(licensed domestic)** Love; **(licensed foreign)** Barclay (France), Carrere (France), Fantasy (USA), Flamingo (Sweden), Frituna (Sweden), MPL (UK), Magnet (UK), Milestone (USA), Prestige (USA), RAK (UK), Riviera (France), Rolling Stones (UK).

Eagle, see Tophits-Finnhits.

Edge, see Ethics.

Electrola, see EMI.

Embassy, see CBS.

Epic, see CBS.

Erikoiskustannus Oy, Kierretie 10, SF-01650 Vantaa 65. Tel: (90) 844 752. Gen. Mgr.: Veli-Matti Kuparinen; Sales Mgr.: Antti Marwa.
Labels: (Distributed—not licensed) East Anglian (UK), Jumbo (UK), **Int'l reps.:** Belgium (Josef Segers), Germany (Peter Messingfeld), UK (East Anglian), USA (Gilfer).

Ethics Musiikki Oy, Verkatehtaankatu 10, Turku 11. Tel: (921) 28021. Bd. Chm.: Martti Kulmala, Gen. Mgr.: Jouko Heyno. (Distributed by Discophon)
Label: (Owned) Edge.

Evergreen Oy (AB), PO Box 107, SF-00201 Helsinki 20. Tel: (90) 67 25 48. Telex: 123111. Mng. Dir.: Georg Uggla, Sales Mgr.: Sven Forsberg. (Wholesaler/Importer/Mail Order)

Fazerin Musiikkikerho AB (Oy) (Fazer Music Club Ltd.) (IFPI), Hoylaamotie 18, SF 00380 Helsinki 38. Tel: (90) 556 451. Telex: 121738. Mng. Dir.: Pauli Leimio, Mktg. Mgr.: Bo Bergman.
Label: (Owned) Suomalainen Musiikkikirjasto (Finnish Music Library).

Fennica, see Society of Finnish Composers.

Fifty Fifty see Studio 55/Fifty-Fifty.

Finlandia, see Finnlevy.

Finndisc AB (Oy) (IFPI), Takomontie 3C, SF 00380 Helsinki 38. Tel: (90) 558 797. Telex: 122782. Bd. Chm.: John Eric Westoe; Mng. Dir.: Jaakko Salo, Ariola Label Mgr.: Matti Kanerva. (Distributed by Finnscandia)
Labels: (Owned) Ape, Delta, Rondo, Safir, **(licensed foreign)** Ariola (Germany), MPA (Switzerland).

Finngospel AB (Oy), Punavuorenkatu 3, SF-00120 Helsinki 12. Tel: (90) 658 868. Gen. Mgr.: Jan Erik Lindqvist, Sales Mgr.: Bjarne Bergsten.
Labels: (Owned) Finngospel, **(licensed domestic)** Touch Music, **(distributed—not licensed)** Benson group (USA), Cantio (Sweden), Clav (Sweden), Gospel House Music (Norway), Grapevine (UK), Mariann (Sweden), Nye Toner (Denmark), Pilgrim (UK), Pilot (Sweden), Proprius (Sweden), Signatur (Sweden), Sirius (Sweden), Solist (Sweden), Talking Machine (Sweden)
Int'l reps.: Denmark (Nye Toner), Norway (Gospel House), Sweden (Gospel & Musikhuset, Proprius), UK (Pilgrim).

Finnish Music Library, see Fazerin.

Finnlevy AB (OY) (IFPI), Takomotie 3, SF 00380 Helsinki 38. Tel: (90) 558 797. Telex: 122782. Bd. Chm.: John Eric Westoe, Mng. Dir.: Leif Lindblad, Int'l A&R Mgr.: Gugi Kokljuschkin, Local A&R Mgr.: Timo Lindstroem, Phonogram Label Mgr.: Jaakko Karilainen, Polydor Label Mgr.: Pekka Saeilae; Finlandia Label & Classical Prod. Mgr.: Jaakko Borg (Distributed by Finnscandia)
Labels: (Owned) Digit, Finlandia, Finnlevy, Kraek, Rytmi, Savel, Shokki, Triola; **(licensed)** Amadeo (Austria), Bis (Sweden), Casablanca (USA), Charisma (UK), DG (Germany), DJM (UK), Decca (UK), ECM (Germany), Fontana (Netherlands), London (UK), MCA (USA), MGM (USA), Melody (USSR), Mercury (USA), Metronome (Germany), Mountain (UK), Pablo (USA), Philips (Netherlands)t Phil Spector Int'l (UK), Polydor Int'l (USA), RSO (UK), UK (UK), Utopia (UK), Vertigo (UK), Walt Disney (USA).

Finnscandia Musiikkiosakeyhtioe, Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 558 797. Mng. Dir.: John Eric Westoe, Mktg. Dir.: Leif Lindblad, Sales Mgr.: Timo Jokela, PR & Sales Promo.: Lasse Norres, Material Admin'r.: Hannu Linna (Administrator/Distributor) Note: Finnscabdia is an administrative company for Finnlevy, Finndisc, Scandia Musiikki, Levypiste (Rack), and Fazerin Musiikkikerho (Music Club).
Labels: (Distributed) Finnlevy, Finndisc, Scandia.

Frog Music/Salo & Co., Iivisniemenaukio 2 A 9, 02260 Espoo 26. Tel: (90) 885 494. Chief Execs.: Harri Salo, Gen. Mgr.: Olli Pasonen. (Wholesaler/Importer)

Fuga Oy, Unioninkatu 28, SF-00100 Helsinki 10. Tel: (90) 631 181. Telex: 124692. Bd. Chm.: Erkki Nuotio, Mng. Dir.: Markku Nuotio.
Labels: (Owned) Fuga, **(distributed—not licensed)** Abbey (UK), Bar enreiter (Germany), CRD (UK), Calliope (France), Claves (Switzerland), Da Camera (Germany), Gallo (Switzerland), Harmonia Mundi (France), Hispavox (Spain), Keyboard (UK), Konserttikeskus (Finland), Organum (Finland), SFPP (France), Sastruphon (Germany), Studio SM (France), Unicorn (UK), Varese Sarabande (USA), Wergo (Germany).

Gold Disc, see Levytuottajat.

Gospel Sound, see Ristin Voitto.

H M V, see EMI.

Harvest, see EMI.

Hi Hat, see Scandia.

Hilse Levyt, PO Box 169, 13101 Hlmna 10.

Historia, see Sauna.

Hitti, see Tophits Finnhits.

Ilona, see Tophits Finnhits.

Impact, see K-tel.

Imperial, see K-tel.

Indigenous Recs., c/o Nils Erik Valkeapaa, SF 99470 Karesuvanto.

J P Musiikki Oy, Palovartijantie 13, SF 00750 Helsinki 75. Tel: 365 791. Mng. Dir.: Erkki Puumalainen, Prod'n Mgr.: Jarmo Jylha.

Johanna Kustannus, Bernhardinkatu 7 A 6, 00130 Helsinki 13. Tel: (90) 177 233. Pres.: Atte Blom.
Labels: (Owned) California, Johanna (dist. by Finnscandia), Karhu, **(licensed)** Armageddon, Happy Birthday, Postcard, Rough Trade.
Int'l rep.: Sweden (Tandan).

K-tel Int'l (Finland) Oy, Hameentie 4 A 2, 00530 Helsinki 53. Tel: 739 455. Telex: 123438. Gen. Mgr.: Marita Kaasalainen, Sales Mgr.: Jorma Leppa Aro.
Home office: USA.
Labels: (Owned) Arrival, Chart, Impact, Imperial, K-tel, Lotus, **(licensed)** Can't Stop (USA), Creole (UK), Ibis (USA), Malaco (USA), PVK (UK), Prelude (USA), Rollin' Rock (USA).

Karas Sana Oy, Frederikinkatu 61, SF 00100 Helsinki 10. Tel: (90) 694 2388. Cable: LOGOS. Pres.: Mauri Tulikainen, Gen. Mgr.: Bruno Salo, Sales Mgr.: Olli Johansson.
Label: (Owned) Sana Ja Savel.

Karhu, see Johanna.

Karva levyt, Box 124, SF-48101 Kotka 10.

Kerberos, see Discophon.

Kirjastopalvelu Oy, (Library Servs. Ltd.), Sarkiniementie 5, SF 00210 Helsinki 21. Tel: (90) 692 6266. Mng. Dir.: Timo E. Karvinen. (Distributor)

Kiss, see Polarvox.

Koivu, see Sauna.

Kompass Recs. Oy (IFPI), Hakolahdenkuja 4B, 00200 Helsinki 20. Tel: (90) 676-445. Pres.: Christian Schwindt.
Labels: (Owned) Kompass, **(distributed—not licensed)** Rounder (USA).
Int'l reps.: Sweden (Amigo).

Konserttikeskus, see Fuga.

Kraek, see Finnlevy.

Kustannuskeskus Paiva Oy, PO Box 10, SF 13101 Hameenlinna 10. Tel: (917) 65 211. Dir.: Risto Kotkavuori.

Ladyland Oy, Vuolukiventie 11 L, 00710 Helsinki 71. Tel: 645 997. Mng. Dir.: Henrik Satohunsala. (Importer)

Laiho Oy (Musiikki), Lustotie 3, SF-03100 Nummela. Contact: Veikko Laiho.
Label: (Represented) Moss Music Group (USA).

LeBaron Music Oy, Bulevardi 5 A 5, 00120 Helsinki 12. Tel: (90) 604 727. Telex: 124934. Mng. Dir.: Osmo A. Ruuskanen. (Distributor)
Labels: (Distributed—not licensed) CNR (Netherlands), Goodwill (Sweden), TTR (Netherlands).

Leo Recs. Oy, PL 193, 00101 Helsinki 10; Huvilakatu 24 A 21, 00150 Helsinki 15. Tel: (90) 608 507. Telex: 121394. Owner: Edward Vesala.

Levypiste AB (Oy), Takomotie 3, SF 00380 Helsinki 38. Tel.: (90) 558-797. Telex: 122782. Mng. Dir.: Leif Lindblad. (Wholesaler/Rack Jobber)

Levytuottajat Oy, Bulevardi 5 A 5, 00120 Helsinki 12. Tel: (90) 646-401. Telex: 124934. Mng. Dir.: Veksi Salmi, Sales Mgr.: Seppo Matintalo; Int'l Prod'r.: Jussi Itkonen. (Distributed by Discophon outside Helsinki)
Labels: (Owned) Gold Disc, Mars, Rockin'.

Liberty, see EMI.

Lobo Ky, Bernhardinkatu 7A6, 00130 Helsinki 13. Tel: (90) 177 233. Exec.: Harri Saksala.

Lotus, see K-tel.

Love Kustannus, Eerikinkatu 14 A 9, 00100 Helsinki 10. Exec.: Meiju Salonen.
Label: (Owned) Ponsi.

Love, see EMI.

Lovebird, see Polarvox.

M M K S, see Musiikkikonsultit.

M N C, see Musiikkikonsultit.

M & T Prod'ns Oy, Kaskenkatu 2B, 20700 Turku 70. Tel: (921) 330 323. Mng. Dir.: Jatti Ruohonen.

Mars, see Levytuottajat.

Mellow, see Musiikkikonsultit.

Melsp, see Musiikkikonsultit.

Midnight, see Musiikkikonsultit.

Minimusic, see Harry Aaltonen.

Musiikkikonsultit Ky (Music Consultants Co.), Haameenkatu 1, SF-11100 Riihimaeki 10. Tel: (914) 30 944, 36 260. Chief Exec.: Juhani Lahti.
Labels: (Owned) Evergreen, MMKS, MNC, Mellow, Melsp, Midnight, Musko, SPLP.

Musko, see Musiikkikonsultit.

Naehoevammaisten Keskusliitto Ry, Maekelaenkatu 50, SF 00510 Helsinki 51. Tel: (90) 77041. Mng. Dir.: Pentti Lappalainen. (Cassette manufacturer for the blind)

Nukku Matti, see Polarvox.

O M, see Diarin.

Odeon, see EMI.

Diarin Musiikki Oy, Meteorinrata 3 B 42, SF 02210 Espoo 21. Tel: (90) 882 334. Mng. Dir.: Timo Narvainen. (Distributed by Discophon)
Labels: (Owned) OM, Diarin.

Organum, see Fuga.

Otava, Uudenmaankatu 8 12, SF 00120 Helsinki 12. Tel: (90) 170-471.

P E C Musiikkitukku Oy, Arinatie 6C, SF-00370 Helsinki 37. Tel: (90) 556 383. Mng. Dir.: Risto Kokonmaki. (Distributor)
Labels: (Distributed) CBS, EMI.

P L Recs. Oy, Ruoholahdenkatu 16B, SF 11080 Helsinki 18. Contact: Pentti Lasanen.

Parlophone, see EMI.

Pathe, see EMI.

Pekan Musiikki Oy, Aurakuja 5, SF 01630 Vantaa 63. Tel: 844 767. Mng. Dir.: Pekka Harkonen.
Label: Anuco.

Philips AB (Oy), Kaivokatu 8, SF 00100 Helsinki 10. Tel: (90) 17 721. Gen. Mgr.: J.W. Brans.

Poko Int'l, see Unitors.

Poko Rekords, PO Box 104, 33201 Tampere 20. Tel: (931) 20 500. Telex: 22460. Mng. Dir.: Kari Helenius. (Also see Unitor)

Polarvox Oy (AFPI), Arinatie 2, Helsinki. Tel: (90) 554-453. Cable: JUVOX. Mng. Dir.: Leena Juuranto, Gen. Mgr.: Jari Vaeaenaenen.
Labels: (Owned) Kiss, Lovebird, Nukku Matti, Polarvox; **(licensed foreign)** Aura (UK), Charly (UK), De Lite (USA), DeLuxe (Australia), Graduate (UK), Posh Boy (USA), Rockhouse (Netherlands), SOS (Sweden), Salsoul (USA), Sugar Hill (USA), Stiff (UK), Virgin (UK), **(distributed—not licensed)** Cherry Red (UK), DRG (USA), Planet (Sweden), Rascal (UK).
Int'l reps.: Denmark (Sonet), Sweden (Arne Bendiksen, SDS, Sonet).

Polymusiikki Oy, Juhana Herttuantie 7 C, SF 00600 Helsinki 60. Tel: (90) 795 942. (Distributor)

Ponsi, see Love Kustannus.

Prisma, see Ristin Voitto.

Quality Recs. Oy, PO Box 216, SF-00531 Helsinki 53. Tel: (90) 603372. Pres.: Matti Laipio, Sales Mgr.: Jarmo Santavuori.
Labels: (Owned) Quality, **(distributed—not licensed)** Advent, Delmark, Yazoo (all USA), Flyright (UK).

Ra Recs. Oy, PO Box 102, SF 00181 Helsinki 18. Tel: (90) 648 948. Mng. Dir.: Jari Olli.
Int'l rep.: Denmark (Per Meistrup).

Rebel Recs., Tuusulantie 26, SF-04200 Kerava. Tel: (90) 291 9766. Contact: Kari Heimonen.

Regal, see EMI.

Renne Recs., Kivivuorentie 4, SF-01620 Vantaa 62. Tel: (90) 890 131.

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SCANGROUP RECORDS

Ristin Voitto Ry, Sinikellonpolku, SF-01300 Vantaa Tel: (90) 826-377. Pres.: Eino O. Vanhala; Music Dept. Mgr.: Seppo J. Jaervinen.
Labels: (Owned) Gospel Sound, Prisma.

Rockin', see Levytuottajat.

Rondo, see Finndisc.

Rytmi, see Finnlevy.

S P L P, see Musiikkikonsultit.

Safir, sae Finndisc.

Sana Ja Savel, see Karas-Sana Oy.

Sauna-Musiikki Oy (Sauna Music Co. Ltd.), P.O. Box 36, 00661 Helsinki 66. Tel: (90) 745-050. Cable: SAUNAMUSIC. Admin Dir.: Anja Lehtinen; Gen. & Sales Mgr.: Rauno Lehtinen. (Distributed b: Finnscandia)
Labels: (Owned) Historia, Koivu, Sauna, Sex-E, Yes-Jees.

Savel, see Finnlevy

Scandia-Musiikki Oy (Scandia-Music Co. Ltd.) (IFPI), Takomontie 3, SF-00380 Helsinki 38. Tel: (90) 558-797. Cable: SCANDIAMUSIC. Telex: 121738. Bd. Chm.: John Eric Westoe; Mng. Dir.: Gugi Kokljuschkin; WEA Label Mgr.: Ritva Karhula; Bronze, Chrysalis, Island, Pye & Sonet Label Mgr.: Matti Kanerva; Local A&R Mgr.: Tommi Liuhala. (Distributed by Finnscandia)
Labels: (Owned) Hi-Hat, Scandia; **(licensed)** Asylum (USA), Atco (USA), Atlantic (USA), Bronze (UK), Chiswick (UK), Chrysalis (UK), Elektra (USA), Island (UK), Metronome (Sweden), Pye (UK), Reprise (USA), Sonet (Sweden, UK), Warner Bros. (USA).
Int'l reps.: Scandinavia (Metronome & Sonet in Sweden).

Sex-6, see Sauna.

Sexyvox Oy, Raitalahdentie 11 B, SF-00570 Helsinki 57. Tel: (90) 688-112.

Shokki, see Finnlevy.

Society of Finnish Composers, Runebergінkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 445-589.
Label: (Owned) Fennica.

Sokos Sound, see Suomen Osuuskauppojen Keskuskunta.

Starline, see EMI.

Studio 55/Fifty-Fifty Recs. (IFPI), Aurakatu 38, SF-20100 Turku 10. Tel: (921) 510-700.

Suni Oy, Koulukatu 1, SF-53100 Lappeenranta 10. Tel: (953) 12-800. Cable: SUNI. Sales Mgr.: Viljo Suni. (Importer)

Sunset, see EMI.

Suomalainen Musiikkikirjasto, see Fazerin.

Suomalaisen Musiikin Julkistamisseura ry, PL 149, SF-00101 Helsinki 10. Chief Exec.: Ilkka Kuusisto.
Label: Tactus.

Suomen Osuuskauppojen Keskuskunta (SOK), Vilhonkatu 7, SF-00100 Helsinki 10. Tel: (90) 650-611. Cable: KESKUSKUNTA. (Distributor/Importer)
Labels: (Owned) Sokos Sound; (licensed) Alshire (USA), Oscar (USA), Pickwick (UK, USA); **(distributed—not licensed)** Europa (Germany)

Suuri Suomalainen Kirjakerho Oy, Koydenpunojantaitu 2, SF-00180 Helsinki 18. Tel: (90) 601-522. Mng. Dir.: Pertti Aravirta.

Suuri Suomalainen Musiikkikerho Oy, Arinatie 2 A, SF-00370 Helsinki 37. Tel: (90) 554-532. Cable: JUVOX. Telex: 123166. Mng. Dir.: Leena Juuranto. (Record club)

Taborfoerlaget, Albertsgatan 31, 00180 Helsinki 18. Tel: (90) 643-401. Chief Exec.: Michael Soederlund.
Labels: (Represented) Hemmets Harold (Sweden), Maranatha! (USA), Prim (Sweden), Word.

Tactus, see Suomalaisen Musiikin Julkistamisseura.

Tophits-Finnhits (IFPI), Lemmikkitie 19, SF-01350 Vantaa 35. Tel: (90) 831-449. Gen. Mgr.: Jorma Heliander; Sales Mgr.: Timo Rantala.
Labels: (Owned) Eagle, Hitti, Ilona, Tophits-Finnhits.
Int'l rep.: Sweden (Nord Disc).

Triola, see Finnlevy.

Unitor Oy, Hallituskatu 11 A, SF-33201 Tampere 20. Tel: (931) 20-500. Telex: 22-460. Mng. Dir.: Kari E. Helenius; Sales Mgr.: Jukka Hynninen; Prod'n Mgr.: Pertti Palkoaho.
Labels: (Owned) Poko, Poko Int'l.

Vainon Soitin, Box 187, Vainonkatu 32, SF-40101 Jkyla 10. Tel: (941) 11-015. Owner: Heikki Ollilainen. (Distributor/Importer/Mail Order).

Valintatalo Oy, PO Box 176, Bulevardi 6, 00120 Helsinki 12. Tel: 602-011. Telex: 121637. Contact: Esko Koliseva. (Importer/Wholesaler)

Valitut Palat-Reader's Digest AB (Oy), Halsuantie 4, SF-00420 Helsinki 42. Tel: (90) 563-2011. Telex: 122489. Mng. Dir.: Martti Immonen; Prod. Mgr.: Martti Virtanen. (Mail Order)

Yes-Jees, see Sauna.

• music publishers

A L R Musiikki Oy, c/o Hi-Hat Recs., Takomotie 1B, SF-00380 Helsinki 38. Tel: (90) 556-501. Contact: Tommi Liuhala.

Bluebird Music Oy, see LeBaron.

Coda (Ed.) (TEOSTO), Lansiportti 4A, SF-02210 Espoo 21. Tel: (90) 880-022. Cable: OISCOY. Telex: 122705. Mng. Dir.: Johan Vikstedt; Gen. Mgr.: Marja Narhi.
Int'l firms represented: AdO (Italy), Ounbar (USA), RCA (Italy), Sunbury (UK, USA).

Ensio Music Ltd. WOy), Aurakatu 38, SF-20100 Turkuu 10. Tel (921) 510-700.
Int'l firm represented: Sonet (Sweden).

Fazer Musiikki Oy (TEOSTO), Takomotie 3 C, SF-00180 Helsinki 38. Tel: (90) 558-991. Telex: 122782. Publ'g Mgr.: Raimo Henriksson.

Finnmusic (Ed.), Ky, Rauno Lehtinen, Osuuskunnantie 50A, 00660 Helsinki 66. Tel: (90) 748-559. Cable: FINNMUSIC. Sec'y: Anja Lehtinen; Gen. Mgr.: Rauno Lehtinen.

Heliander Prod'n Oy, Lemmikkitie 19, SF-01350 Vantaa 35. Tel. (90) 873-2029. Gen. Mgr.: Jorma Heliander.

Imudico Kuustannuslinke, Arinatie 6 E, SF-00370 Helsinki 37. Tel: (90) 558-421. Telex: 122482.

J V I Kustannus T:MI, Kaemnerinkuja 1 E 52, 00740 Helsinki 75. Tel: (90) 364-148. Gen. Mgr.: Jarmo Jylha.

Jasemusiikki Ky, PO Box 136, 13101 Haemeenlinna 10. Tel: (917) 23-146. Chief Exec.: Jarmo Sermilae.

Jee Jee Music Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen.
Int'l reps.: Sweden (Sonet), UK (Cherry Red), USA (Bomp)

Johanna Kustannus, Bernhardinkatu 7 A 6, 00130 Helsinki 13. Tel: (90) 177-233. Pres.: Atte Blom; Gen. Mgr.: Elina Saksala.
Int'l rep.: Sweden (Tandan).

Jukka Kuoppamaki & Co., see Fazer.

Karas-Sana Oy, Frederikinkatu 61, 00100 Helsinki 10. Tel: (90) 694-2388.

Kirkon Nuorisotyon Keskus, Linsankatu 27-B, SF-00170 Helsinki 17.

Kompass Recs. Oy, Hakolahdenkuja 4B, 00200 Helsinki 20. Tel: (90) 676-445. Gen. Mgr.: Chris Schwindt.

LeBaron Music Oy, Bulevardi 5 A 5, 00120 Helsinki 12. Tel: (90) 604-851/727. Telex: 124934. Mng. Dir.: Osmo A. Ruuskanen.

Levysaevel Oy, Takomotie 3C, SF-00380 Helsinki 38. Tel: (90) 558-991. Telex: 122782. Publ'g Mgr.: Raimo Henriksson.

Levytuottajat Oy Kustannus, Bulevardi 5 A 5, 00120 Helsinki 12. Tel: (90) 646-401. Telex: 124934. Mng. Dir.: Vexi Salmi; Contact: Jussi Itkonen

Erik Lindstrom Kustannus, Paivankilontie 7 A1, SF-02210 Espoo 21.

Musiikkikonsultit Ky, Haemeenkatu 1, SF-11100 Riihimaeki 10. Tel: (914) 30-944, 36260. Chief Exec.: Juhani Lahti.

1 Rock Oy, PO Box 77, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Chief Exec.: Timo Vaananen; Gen. Mgr.: Tikka Kallio.
Int'l rep.: Sweden (Sonet).

Olarin Musiikki Oy, Meteorinrata 3 B 42, SF-02210 Espoo 21. Tel: (90) 882-334. Mng. Dir.: Timo Narvainen.

Polarmusic Oy, Arinatie 2, Helsinki. Tel: (90) 554-453. Cable: JUVOX. Chief Exec.: Leena Juuranto.
Int'l firms represented: Charly (UK), Universal (Netherlands)

Ra Recs. Oy, PO Box 102, SF-00181 Helsinki 18. Tel: (90) 648-948. Mng. Dir.: Jari Olli
Int'l firm represented: PMP (Oenmark).
Int'l rep.: Denmark (Per Meistrup).

Ristin Voitto, Sinikellonpolku, SF-01300 Vantaa. Tel. (90) 826-377. Pres.: Eino O. Vanhala; Music Dept. Mgr.: Seppo J. Jaervinen.

Scandia-Kustannus Oy (Scandia Publ'g Co. Ltd.), Takomontie 3C, SF-00380 Helsinki 38. Tel: (90) 556-818. Telex: 122782. Gen. Mgr.: Paavo Eimio.
Int'l firm represented: Warner Bros.

Sulasol Ry, Kluuvikatu 8, 00100 Helsinki 10.

Suomen Kanttori-Urkurilitto, Keskuskatu 44, SF 38700 Kankaanpaa.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Aani-ja Kuvatallennetuottajat ry (Finnish National Group of IFPI), Takomontie 3, SF-00380 Helsinki 38. Tel: (90) 551-021. Telex: 12 2782. Dir.: Arto Alaspaa.

Association of Finnish Musical Artists, Runebergінkatu 15 A 11. SF-00100 Helsinki 10. Tel: (090) 445-589.

Association of Finnish Music Institutes, Urho Kekkosenkatu 8 C 29, SF-00100 Helsinki 10. Tel: (3580) 694-3394. Chm.: Aarre Hemming; Gen. Mgr.: Maerta Kuokkanen.

Automaattivuokraajat ry (Renters of coin-operated machines ass'n), Orivedenkatu 12A, SF-33720 Tampere 72. Tel: (931) 170-500.

Elektroniikan Tukkukauppiaat (Importers & whslers. of electronic & hi fi installations & household appliances prods. org.), Mannerheimintie 76, SF-00250 Helsinki 25. Tel: (90) 441-651. Contact: Heikki Peutere.

Finnish Blues Society, Telakkakatu 2, SF-00150 Helsinki 15. Tel: 639-143.

Finnish Music Information Centre, Runebergінkatu 15 A 1, SF-00100 Helsinki 10. Tel: (90) 409-134. Pres.: Pekka Kallio; Exec. Sec'y: Kauko Karjalainen.

Finnish Rock Festivals Ass'n, Sepetlahdentie 14 B-10, SF 02230 Espoo 23. Tel: (90) 803-5110. Pres.: Kari A. Elo.

General Industry Group, Mariankatu 26 B 23, SF-00170 Helsinki 17. Tel: (90) 170-322.

Guild of Light Music Composers & Authors of Finland, Runebergінkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 407-991. Chm.: Arthur Fuhrmann.

Helsinki Festival, Unioninkatu 28, SF-00100 Helsinki 10. Tel: (90) 659-688. Cable: FINNFEST. Entertainment Dept. Mgr.: Tapani Naerhi.

I F P I, see Aaea-ja.

Laivamuusikot ry (Ship Musicians), Mariankatu 15a A 12, SF-00170 Helsinki 17. Tel: (90) 662-218.

Musiikkialan Ammattiyhdistysten Federaatio ry (MAF) (Federation of Trade Unions in the Field of Music), Mariankatu 15a A 12, SF-00170 Helsinki 17. Tel: (90) 662-218.
Note: MAF is the controlling organization for Laivamuusikot, Popmuusikot, Ravintolamuusikot.

National Committee of the International Music Council, Runebergінkatu 15 A 11, SF-00100, Helsinki 10. Sec'y: Taimi Kyyro

National Section of the International Society for Contemporary Music, Erottajankatu 1-3 A 10, SF-00130 Helsinki 13.

Popmuusikot ry (Pop Musicians), Uudenmaankatu 36 O 21, 00120 Helsinki 12. Tel: (90) 640-760. Gen. Mgr.: Jussi Raittinen.

Radioliikkeiden Liitto ry (Radio retailers ass'n), Vuorimiehenkatu 21, SF 00140 Helsinki 14. Tel: (90) 174-233. Chm.: Erkki Raitala.

Ravintolamuusikot ry (Restaurant Musicians), Uudnmaankatu 36 O 21, SF-00940 Helsinki 94. Tel: (90) 641-455.

Society of Finnish Composers, Runebergінkatu 15 A 11, SF-00100 Helsinki 10. Tel: (90) 445-589.

Suomen Jazzliitto (Finnish Jazz Federation), PL 54, SF-00101 Helsinki 10.

Suomen Muusikkojen Liitto (Finnish Musicians Union), Uudenmaankatu 36 O 21, SF-00120 Helsinki 12. Tel: (90) 640-760.

Suomen Postimyynti ja Suoramainontaliitto ry. (Organization for mail order firms), Topeliuksenkatu 41a, SF-00250 Helsinki 25. Tel: 418-795.

Suomen Soitintoilisuusyhdistys ry (Finnish Ass'n of Musical Instrument Mfrs.), Mariankatu 26 B 23, SF-00170 Helsinki 17. Tel: (90) 170-322.

Suomen Tiskijukat ry (Professional disk jockey ass'n), Yrjon Katu 3, SF 15100 Lahti 10. Tel: (90) 662-218. Exec.: Tapani Ripatti.

Suomen Tyovaen Musiikiliitto, Hallituskatu 19, SF 33200 Tampere 20. Tel (931) 114-416.

CATALOG SERVICES

Original Recs. Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel: (931) 38124. Mgr.: Juhani Vesikko; Sales Mgr.: Pentti Marttinen. (Rec.)

DESIGN & ARTWORK

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Rock-Along (Finland) Ltd., Sepetlahdentie 14 B-10, SF-02230 Espoo 23. Tel: (90) 803-5110. Pres.: Kari A. Elo.

Rocking Turtle Studio, Hameentie 30 O 45, SF-00530 Helsinki 53. Tel: (90) 761-099.

Saftra, Laivanvarustajankatu 3, SF-00140 Helsinki 14. Tel. (90) 666-718.

LICENSING ORGANIZATIONS, MUSIC

Gramex, Runebergінkatu 15 A 6, 00100 Helsinki 10. Tel: (90) 493 371, Contact: Mrs. Kaisu Liuhala. (Radio/TV performance fees)

Sulasol (Suomen Laulajain ja Soittajain Liitto ry), Fredrikinkatu 61, SF-00100 Helsinki 10. Tel: (90) 694 3218. Chm.: Ahti Sonninen; Gen. Mgr.: Jukka Kankainen.

T E O S T O ry (Saeveltaejaein Tekijaenoikeustoimisto—Finnish Composers Int'l Copyright Bureau), Lauttasaarentie 1, 00200 Helsinki 20. Tel: (90) 692-2511. Gen. Mgr.: Pekka Kallio. (Mechanical & performing rights)

PLATING, PROCESSING & PRESSING PLANTS

Cutting Room Oy, Huovitie 7, SF-00400 Helsinki 40. Tel. (90) 582-366. Mgr.: Rauno Liukkunen.

Lejos Oy/Finnvox Studios, Arinatie 8, SF-00370 Helsinki 37. Tel: (90) 554-521. Telex: 123166. Gen. Mgr.: Kurt Juuranto; Mgr.: Erkki Ertesuo.

Mainos-TV-Reklam AB (Oy) (MTV), Pasilankatu 44, SF-00240 Helsinki 24. Tel: (90) 413-300. Cable: COMTELE. Telex: 121544. Gen. Mgr.: Pentti Hanski; Deputy Gen. Mgr.: Jaakko Paavela; Sales Mgr.: Matti Kemilainen; Prod'n Mgr.: Kalevi Mattila.

Stereokasetti (Oy)-Stereolevy AB, PO Box 40, SF-11101 Riihimaki 10; Tehtaankatu 13, SF-11100 Riihimaki 10. Tel: (914) 30-731. Export & Import Jukka Vainio. (Pressing only)

PRINTERS & LITHOGRAPHERS

Kirjapaino E. Kuronenky, Hoelyaeaemoentie 18, SF-00380 Helsinki 38. Tel: (90) 558-955. Gen. Mgr.: Erkki Kuronen; Contact: Risto Mehtonen.

Ristin Voitto, Sinikellonpolku, SF-01300 Vantaa. Tel: (90) 826-377. Pres.: Eino O. Vanhala, Gen. Mgr.: Seppo J. Jaervinen.

RECORD PROMOTION

Moonshine Oy, Pakkamestarinkatu 1, SF 00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Rock-Along (Finland) Ltd., Sepetlahdentie 14 B-10, SF 02230 Espoo 23. Tel (90) 803-5110. Pres.: Kari A. Elo.

Suomen Tiskijukat ry (Professional disk jockey ass'n), Yrjon Katu 3, 15100 Lahti 10. Tel: (918) 46-573. Exec.: Tapani Ripatti.

TAPE CUSTOM DUPLICATORS

Kasettimonikko Oy, Pohjolankatu 35 A 1, SF 00610 Helsinki 61. Tel (90) 799-402

Kasettimonistus Oy, Waino Aaltosentie 11 A, SF-00570 Helsinki. Tel: (90) 688-122.
Audio: Cassette.

Lejos Oy/Finnvox Studio, Arinatie 8, SF-00370 Helsinki 37. Tel: (90) 554 521. Telex: 123166. Gen. Mgr.: Kurt Juuranto; Mgr.: Erkki Ertesuo.
Audio: Cassette.

Mainos-TV-Reklam AB (Oy) (MTV), Pasilankatu 44, SF-00240 Helsinki 24. Tel: (90) 413-300. Cable: COMETELE. Telex: 121544. Gen. Mgr.: Pentti Hanski, Deputy Gen. Mgr.: Jaakko Paavela; Sales Mgr.: Matti Kemilainen; Prod'n Mgr.: Kalevi Mattila.
Audio: Cassette.
Video: ¾" cassette, ½" cassette.

Stereokasetti (Oy)-Stereolevy AB, PO Box 40, SF 11101 Riihimaki 10; Tehtaankatu 13, SF-11100 Riihimaki 10. Tel: (914) 30-731. Export & Import: Jukka Vainio
Audio: Cassette

• supplies

EMPTY CASSETTES

Pyrkija Oy, Tastonie, SF-20380 Turku 38. Tel: (921) 779-555. Contact: Arto Palm.

T P-Tuotanto Oy, Valimontie 1B, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen.

JACKETS & SLEEVES

Offset Oy, Tehtaankatu 27-29, SF-00150 Helsinki 15. Tel: 659-608. Mng. Dir.: K. Jarvinen.

Painomestarit Oy, Kasarminkatu 15, SF-00130 Helsinki 13. Tel: (90) 13-061.

T P-Tuotanto Oy, Valimontie 1B, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki O. Hautanen. (Jackets only)

Tanner-Paino Oy, Sammonkatu 52, SF-33540 Tampere 54.

LABELS, DISK

Original Recs./Musiikkijussit Oy, Aleksis Kivenkatu 10, SF-33210 Tampere 21. Tel: (931) 38-124. Mgr.: Jukka Keltto.

POLYETHYLENE BAGS

Amerplast Suominen & Co., SF-33730 Tampere 73.

PROFESSIONAL TAPE SUPPLIES

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.
Brand name: Metrosound.

3 M Oy (Suomen), Sinimaentie 20, SF-02630 Espoo 63. Tel: (90) 520-011. Mng. Dir.: Oag Helgestad; Sales Mgr.: C.E. Lindholm.

TAPE, BLANK LOADED

Agfa-Gevaert AB (Oy), Suomalaistentie 7, SF-02270 Espoo 27. Tel: 803-8133. Telex: 121187. Mng. Dir.: W. Staudinger; Sales Mgr.: B. Haestoe.
Audio: Compact-cassette, open reel.
Video: 2" open reel, ¾" cassette, ½" cassette.
Brand name: Agfa.

Elektroposti Oy, Laentinen Papinkatu 6, SF-00530 Helsinki 53. Tel: (90) 753-6311, 675-199. Telex: 125144. Mng. Dir.: Kalevi Oittinen.
Audio: Cassette.

Europa, see Telagent.

Finnlevy Oy (AB), Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 558-797.
Audio: Cassette.

Helectron Oy AB, Purotie 1-3, SF 00380 Helsinki 38. Tel: (90) 558-906. (Blank only)
Audio: Cassette, open reel.
Video: 1" open reel, ¾" cassette, ½" Beta cassette.
Brand name: Sony.

Intertrade Oy, Toolonkatu 58, SF-00250 Helsinki 25. Tel: (90) 494-576. (Importer)

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.

Osmo Kalpala (Oy), Purpurinpolku 3-5, SF-00420 Helsinki 42. Tel: (90) 53-80-88. (Importer)

Permaton, see Telagent.

Philips Oy, Kaivokatu 8, SF-00100 Helsinki 10. Tel: (90) 10-915.
Audio: Cassette, open reel.
Video: ½" cassette.

Scotch, see 3M.

Sony, see Helectron.

Telagent Oy, Valimontie 2, SF-00380 Helsinki 38. Tel: (90) 554-596.
Brand names: Europa, Permaton.

3 M Oy (Suomen), Sinimaentie 20, SF-02630 Espoo 63. Tel: (90) 520-011. Mng. Dir.: Oag Helgestad; Sales Mgr.: C.E. Lindholm.
Audio: 8-tr., cassette & open reel.
Video: 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" cassette.
Brand name: Scotch.

TAPE, BULK RAW

Agfa-Gevaert, AB (Oy), Suomalaistentie 7, SF-02270 Espoo 27. Tel: 803-8133. Telex: 121187. Mng. Dir.: W. Staudinger; Sales Mgr.: B. Haestoe.
Audio: Cassette.

Brand name: Agfa.

TAPE PACKAGING & LABELING EQUIPMENT

Pyrkija Oy, Tastonie, SF-20380 Turku 38. Tel: (921) 779-555. Contact: Arto Palm.

T P-Tuotanto Oy, Valimontie 1B, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki D. Hautanen.

• accessories manufacturers

Finnlevy Oy (AB), Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 558-797.
Product: Record–record care prods.; Tape–head cleaners.

Finnmende Oy, Karvaamokuja 3, SF-00380 Helsinki 38. Tel: 558-858.
Product: Record–replacement styli.
Brand name: Shure.

Moonshine Oy, Pakkamestarinkatu 1, SF-00520 Helsinki 52. Tel: (90) 143 133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.
Product: Carrying & storage cases; Record–record care prods.; Tape–head cleaners, demagnetizers, leader & splicing tape.

Musiikki Mosse AB (Oy), Eerikinkatu 9B, SF-20110 Turku 11. Tel: (921) 11 362. Gen. Mgr.: Mosse Seera. (Importer)
Product: Carrying & storage cases.

T P-Tuotanto Oy, Valimontie 1B, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki D. Hautanen.
Product: Carrying & storage cases.

R. Vikstrom Ltd. (Oy), Ulvilantie 29/4, SF-00350 Helsinki 35. Tel: (90) 551-647. (Importer)
Product: Record–replacement styli.
Brand name: Stanton.

• store fixtures manufacturers

Finnlevy Oy (AB), Takomotie 3, SF-00380 Helsinki 38. Tel: (90) 558-797.
Product: Display racks.

Moonshine Oy, Pakkamestarinsatu 1, SF-00520 Helsinki 52. Tel: (90) 143-133. Telex: 123396. Gen. Mgr.: Timo Vaananen; Prod'n Mgr.: Richard C. Stanley.
Product: Browser boxes, display racks.

T P-Tuotanto Oy, Valimontie 1B, SF-00380 Helsinki 38. Tel: (90) 551-039. Gen. Mgr.: Erkki D. Hautanen.
Product: Display racks.

FRANCE

Population: 53,800,000.
Population by age groups: 0-14–23%, 15-20–8%, 21-65–55%, 66+–14%.
Number of family units: 19,000,000.
Rate of exchange: $1 (US) = 5.50 francs.
Per capita income: $8,000.
Holidays: January 1, May 1 (Labor Day), Ascension Day, Assumption Day, July 14 (Bastille Day), November 1 (All Saints Day), November 11 (Armistice Day), December 25.

RECORDS:

Record sales certification awards: Gold single–500,000 units, platinum single–1,000,000 units. Gold LP–100,000 units, platinum LP–400,000 units.
Records sold domestically including imports: LP's 1980–65,000,000 units; 1979–64,935,967 units. EP's 1980–2,350,000 units; 1979–3,423,787 units. Singles 1980–55,000,000 units, 1979–55,330,068 units.
Records imported from USA (factory value, CIF): 1980–$4,751,000. 1979–$4,357,000.
Records exported to USA (factory value, CIF): 1980–$4,751,000. 1979–$4,357,000.
Records exported to USA (factory value, FOB): 1980–$1,153,000. 1979–$1,138,000.
Records imported from countries other than USA (factory value, CIF): 1980–$20,894,000; 1979–$18,132,000.
Records exported to countries other than USA (factory value, FOB): 1980–$36,863,000; 1979–$39,198,000.
Record club sales: 11% of total.
Type of distribution: Mostly manufacturer to-retailer, some wholesaler-to-retailer.
Promotion: There is an emphasis on discotheques as a means of promoting records.
Note: Manufacturers are forbidden by law to set or recommend retail prices.

TAPE:

Market: Although sales of pre recorded tape are increasing, blank tape is still the best seller. The cassette is the preferred configuration. 300,000 French homes now have equipment for videotape viewing, but since pre recorded tapes have just recently been widely marketed, no trend in sales can be determined.
Pre-recorded tape sold domestically including imports: 8-tr. 1980–5,000 units, 1979–21,798 units. Cassette 1980–21,000,000 units; 1979–18,483,883 units. Open reel 1979–8,120 units.
Pre-recorded tape imported from USA (factory value, CIF): 1980–$1,781,000; 1979–$937,000.
Pre-recorded tape exported to USA (factory value, FOB): 1980–$375,000; 1979–$152,000.
Pre-recorded tape imported from countries other than USA (factory value, CIF): 1980–$11,336,000; 1979–$8,162,000.
Pre-recorded tape exported to countries other than USA (factory value, FOB): 1980–$6,937,000; 1979–$6,971,000.

RECORDS & TAPE

Total records & pre-recorded tape sold at the retail level: 1980–144,000,000 units, $750,000,000.

CONSUMER ELECTRONICS:

Percentage of homes with radios: (99%, AM/FM 44%); television sets (90%, color 45%); phonographs (83%); audio tape recorders (60%).

RADIO STATIONS:

No. of commercial 5; no. of government 6.

TELEVISION STATIONS:

No. of government 3; no. of commercial 2; 100% color (SECAM). **Henry Kahn**

• record & tape manufacturers / distributors / importers

A B A Disques, 302 Av. Jean-Jaures, 95100 Argenteuil. Tel: 980.08.17/46.34. Pres.: Helene Marischal, Dir. Gen.: Louis Marischal; Sales Mgr.: Jean Rouly.
Plant: 95810 Vallangoujard, 14 bis Rue de l'Abbeville. Tel: 466.53.26.

A B Prod'ns SA, 55 Rue Pierre Charron, 75008 Paris. Tel: (01) 233.70.42. Telex: 660894. Pres. Dir. Gen.: Claude Berda; Gen. Mgr.: Jean Luc Azoulay; Sales Mgr.: Jean Bigot. (Distributed by CBS Disques)
Label: (Owned) AB

A F A-Discara (Disques), 23 Rue Pierre Semard, 75009 Paris. Tel: (01) 526.52.47. Dir.: Freddy Carrara; PR: Florence Carrara. **Local branch: 75019 Paris,** 50 Blvd. Serurier. Tel: (01) 205.68.19.
Labels: (Owned) AFA, Discara

A & M Recs. Europe (IFPI), 35 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 266.91.41. Mng. Dir.: Marcus Bicknell; Mktg. Mgr.: Russ Curry, Financial Dir.: David Clapham; Promo.: Cathy Dudemans. (Distributed by CBS)
Labels: (Owned) A&M, Horizon.
Int'l reps: Austria (CBS), Belgium (CBS), Denmark (CBS), Finland (CBS), France (CBS), Germany (CBS), Greece (CBS), Israel (CBS), Italy (CBS), Netherlands (CBS), Norway (CBS), Portugal (Carvalho), Spain (CBS), Sweden (CBS), Switzerland (CBS), Yugoslavia (RTB).

A M P, see SFPP.

A R S Studiofrance, 25 Rue Beranger, 92100 Boulogne. Tel: (21) 922 91 43. Dirs.: Roger Lacombe, Frederic Sichler.

A Z, see Disc'AZ.

Aariana, 175 Rue de Courcelles, 75017 Paris. Tel: (01) 766.03.54. Telex: 642728. Mng. Dir.: Michele de Geyer; PR: Jean Claude Pellerin.

Abbey Road Recs., c/o EMI/NW8, 94-96 Rue Lauriston, 75116 Paris. Tel: (01) 505.91.02. Telex: 612738. Exec. R.H. Cavassuto; Gen. Mgr.: A. Hackiere. (Distributed by EMI Pathe Marconi)
Labels: (Owned) Abbey Road, LTD, NW8
Int'l reps.: Brazil (Som Brasil), France (EMI), Germany (EMI).

Accord, see Musidisc.

Adele, see Phonogram.

Ades SA, 54 Rue St. Lazare, 75009 Paris. Tel: (01) 874.85.30. Telex: 280422.
Labels: (Owned) Ades (distributed by Polydor), Enfants Sages, Petit Menestrel, Safta-Anthologie Sonore; **(distributed)** Disneyland, Vista.
Int'l reps.: Belgium (Polydor), Canada (Archambaud), Germany (Metronome), Switzerland (Jean-Claude Vial).

Adria, see Daems.

Affinity, see Charly.

Agorila, see Chant du Monde.

Ajaccio, see Daems.

Albatros Prod'ns, 43 Rue Fessart, 92100 Boulogne/Billancourt. Tel: 603.41.93. Dir.: Alain Barriere; Promo: Catherine Angelloz.

Alleluia (Prod'n), 10 Rue St. Florentin, 75001 Paris. Tel: (01) 260.85.05. Dir. Gen.: Gerard Meys.
Label: Temey

All Life, see Musica.

Allo Music SA, 17 Rue Ballu, 75009 Paris. Tel: (01) 280.61.07. Telex: 280245. Pres.: Max Amphoux, Int'l Mgr.: Maurice Bouchoux.

L'Ame de . . ., see Hugues Desalle.

America, see Musidisc.

Anarchie Des Accords, 285 Rue St. Jacques, 75005 Paris.
Label: (Represented) County (USA).

Anaxis, see Caravage.

Anvers Musique Sarl., 35 Blvd. Rochechouart, 75009 Paris. Tel: (01) 280.18.56.

Aquitania, 52 Cours Alsace Lorraine, 33000 Bordeaux. Tel: 48.83.11, 91.19.08. Admin. & Comm'l Dir.: Jean Lataste.

Arabella Sarl., 1 Rue Francois Ier, 75008 Paris. Tel: (01) 256.42.22. Telex: 650458. Gen. Mgr.: Michel Poulain; Sales Mgr.: Jacques Duchaussoy.
Labels: (Owned) Arabella, Ariola, Arista, Eurodisc.

Arcade Recs., 9 Rue de Ponthieu, 75008 Paris. Tel: (01) 225.76.06. Mng. Dir.: Georges Coqueru.

Arcadius, see Caravage.

Arc en Ciel, see Studio SM.

Arfi, see Musica.

Arfolk/Societe Bretonne d'Enregistrement, 14 Passage du Blavet, 56100 Lorient. Tel: (97) 21.23.91. Dir.: Georges Gragnic; Sales & Promo. Mgr.: G. Bono.
Labels: Arfolk, Art & Musique, Heol, Iris, Keltia III.

Argile, see RCA.

Ariama, see Daems.

Arias, 75 Rue Porte Dijeaux, Bordeaux. Tel: (56) 48.74.16. Chief Exec.: Guy Arias, Sales Mgr.: Bernard Caubert. (Importer)

Ariola, see Arabella.

Arion (Disques), 36 Av. Hoche, 75008 Paris. Tel: (01) 563.76.70. Mng. Dir. & A&R: Ariane Segal, Technical Dir.: Claude Morel; Co-ord. & Int'l: Frederic Segal, Art: Suzanne Nonette, Mfg.: Beatrix Farriana, Promo.: Margareth Losowski. (Distributed by CBS)
Labels: (Owned) Arion, Quintessence.
Int'l reps.: Australia (Discurio), Belgium (Inelco), Brazil (CBS), Canada (J.M. Marchand), Germany (Teldec), Italy (Ducale), Japan (Nippon Columbia), Mexico (Gamma), Norway (Durho), Netherlands (CRCI), Spain (Hispavox), Sweden (Electra), Switzerland (Disques Office), UK (Conifer), USA (MHS, Music Masters, Peters Int'l).

Arista, see Arabella.

Art & Musique, see Arfolk.

Astree, see Chant du Monde & Domaine Musical.

Asylum, see WEA Filipacchi.

Atco, see WEA Filipacchi.

Atlantic, see WEA Filipacchi.

Atmosfera, see Musidisc.

Atmosphere, see International Rec.

Atoll Music (IFPI), 35 Rue Marbeuf, 75008 Paris. Tel: (01) 225.65.90, 256.36.71. Telex: 642082. Pres.: Charles Ibgui; Comm'l: Martine Moscovitz. (Distributed by Atoll, Polydor, RCA)
Labels: (Owned) Atoll, Jonathan, Ouragan, Ring.
Int'l reps.: Belgium (Polydor), Germany (RMP), Greece (Phonogram), Italy (Ri-Fi), Japan (Victor), Netherlands (Telstar), Philippines (Vicor), Scandinavia (SDS), South America (RCA), Spain (RCA), Switzerland (Disques Office), USA (Prelude).

Auvidis, 47/49 Rue Polonceau, 75018 Paris. Tel: (01) 264.75.31. Gen. Mgr.: Louis Bricard; Sales Mgr.: Jean-Paul Lemaire; Prod'n Mgr.: Jean-Pierre Metz.
Int'l reps.: Belgium (Audiovisuel), Germany (Calig), Spain (Caret), Switzerland (Saint Augustin).

Azwaw (Disques), 55 Rue Marcadet, 75018 Paris. Tel: (01) 257.75.60. Dir. Gen.: M. Daoud; Artistic Dir.: M. Idir.

B A M, see Disc'AZ.

B B Z (Prod'ns) (IFPI), 21 Rue Jean-Mermoz, 75008 Paris. Tel: (01) 225.61.00. Telex: 250303. Pres.: Rolande Bismuth, Int'l Mgr.: Denis Wolff.
Labels: (Owned) BBZ, Minotaure
Int'l reps.: Canada (Able), Italy (Crisler), Japan (Nippon Phonogram), Netherlands (RCA), Portugal (Rossil).

Baboo, see Vogue.

Baccara, see WEA Filipacchi.

Baerenreiter (Eds.), 1 Allee Jean de Dckeghem, 37170 Chambray les Tours. Tel: (47) 28.10.02. Dir.: Mr. Bernstein.
Labels: (Owned) Astree, Valois.

Bagatelle SA, 10 Rue Washington, 75008 Paris. Tel: (01) 562.17.99. Telex: 640328. Pres.: Denis Bourgeois; Gen. & Int'l Mgr.: Brigitte Bertholier Spahn.
Labels: (Owned) Bagatelle, Sava, Studio 10.

Balafon's Prod'ns, 54 Rue du Faubourg St-Honore, 75008 Pares. Tel: (01) 266.57.43, 266.55.29. Telex: Colsey 650613. Dir.: Mrs. Renard; Gen. Mgr.: Kasseya Seyo; Artistic Dir.: Uta Bella.

Ballon Noir, 9 Passage Dagorno, 75020 Paris. Tel: (01) 370.88.32. Dir.: Herve Bergerat. (Distributed by CBS)

Barclay (Compagnie Phonographique Francaise), 143 Av. Charles de Gaulle, 92521 Neuilly-sur-Seine. Tel: (01) 758.12.77. Cable: BARCLAYDISC. Pres.: Eddie Barclay; Mng. Dir.: Roger Maruani; Sales Mgr.: Michel Ballan, Int'l Label Mgr.: Jean Fernandez; Int'l Sales Mgr.: Cyril Brillant, Finance Mgr.: Nicolas Tritz; Barclay A&R: Claude Righi; Riviera A&R: Leo Misser.
Labels: (Owned) Barclay, Blue Star, EGG, Riviera. **(licensed domestic)** Call Me, EMI, Malypense, **(licensed foreign)** Blitzkrieg, Decca, Greensleeves, Passport, Rolling Rock, Rough Trade.
Int'l reps.: Argentina (RCA), Australia (Festival), Austria (Amadeo), Bolivia (Lauro), Brazil (RCA), Canada (PolyGram), Colombia (Codiscos), Denmark (EMI), Finland (EMI), Germany (Metronome), Greece (Minos Matsas), Israel (Litratone), Italy (Ricordi), Japan (King), Malta (Exotique), Mexico (Musart), Netherlands (CNR), Norway (EMI), Peru (FTA), Spain (Movieplay), Sweden (EMI), USA (Jem, Peters), Venezuela (Suramericana), Yugoslavia (Jugoton).

Rene Baret SA, 26 Rue Marbeuf, 75008 Paris. Tel: (01) 256.28.80, 359.60.07, 723.98.11.

Bearsville, see Carrere.

Belior, see Radio Programmes.

Bella, see Daems.

Belles Plages, see Daems.

M. Benin, see Musica.

Paul Beuscher Recs., 27 Blvd. Beaumarchais, 75004 Paris. Tel: (01) 271.22.11. Cable: ALLMUSIC. Telex: 670877. Pres. Dir. Gen.: Philippe Seiller.

Monsieur Jean Bienvenu, 81 Rue de Stalingrad, 38100 Grenoble. Tel: (76) 09.15.52. Gen. Mgr.: Jean Bienvenu.
Label: (Owned) Dbio.

Biram France, 9 Rue de Versailles, 92430 Marnes-La-Coquette. Tel: (01) 741.61.98. Telex: 203249. Mgr.: Huguette Kluger.

Black & Blue, see WEA Filipacchi.

Bluebird, see RCA.

Blue Star, see Barclay.

Boite Magique, see P3.

Bonnet, see Daems.

Bouton d'Or, see Daems.

Burlesk, see WEA Filipacchi.

C A D I, 143 Rue du Chateau, 75014 Paris. Tel: (01) 563.17.27, 322.47.82. Telex: 202270. Pres. Dir. Gen.: Raphael Duskine. (Distributor/Importer/Exporter)

C B D, see Carrere.

C B S Disques (IFPI), 1-3 Rue de Chateau, 92522 Neuilly Cedex. Tel: (01) 758.14.22. Cable: CDLRECORD. Pres.-Dir. Gen.: Alain Levy, Sales Mgr.: Jean Claude Gastineau.
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Int'l rep.: Worldwide (CBS)

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K J C D Music, 64 Rue Sadi Carnot, 93170 Bagnolet. Tel: 360.95.52/54.74. Gen. Dir.: Benoit Kaufman; Admin. Dir.: Michel Cron.
K-tel Int'l (France) & Cie., 2 Palace du Palais Royal, 75001 Paris. Tel: (01) 297.06.70. Telex: 220176.
Kaleidoscope, see Vogue.
Kelenn, Kernvin, 29215 Guipavas. Tel: (98) 84.61.18
Keltia III, see Arfolk.
Kondo-Ra, see CBS.
Kouma, see Sonodisc.
Kuklos, see Carrere.
L M C, 56 Blvd. Exelmans, 75016 Paris. Tel: 651.41.15. Dir.: Claudio del Monaco.
L M C E (Lidc Music Champs-Elysees), 78 Av. des Champs-Elysees, 75008 Paris. Tel: (01) 359.53.50.
L T D, see Abbey Road.
Ladybird, see Daems.
Laguna, 71 Rue de Chignancourt, 75018 Paris. Tel: (01) 252.21.90. 257.29.50, 26.47.65. Admin. & Comm'l Dirs.: Messrs. Labarre & Vrutte.
Lecomte, see Daems.
Lederman, see Disc'AZ.
Ledoux Recs., PO Box 25, 62 Rue Maurice-Rigolet, 91550 Paray Vielle Poste. Tel: 048.88.24. Dir.: Sylla M. Abou.
Legal, see Daems.
Michel Legrand (Prod'ns), 12 Rue de Penthievre, 75008 Paris. Tel: (01) 266.40.42. Pres.: Marcelle Legrand; Gen. Mgr.: Marcel Rothel.
Leguiz, see Carrere.
Francis Lemarque (Les Prod'ns), 18 Av. du Mesnil, 94210 La Varenne-St. Hilaire. Tel: 883.34.21.
Let It Shine Recs., c/o Homeric, 9 Rue Jean Mermoz, 75008 Paris. Tel: (01) 720.09.09. Pres.: Philippe Renaux. (Distributed by Polydor)
Libellule, see Music for Pleasure.
Libet (Disques), 22 Rue Carnot, 76700 Harfleur. Gen. Mgr.: Guy Libet.
Licorniere, see Disco Shop.
Locomotive (Disques), 47 Av. Paul-Doumer, 75016 Paris. Tel: (01) 520.37.53. Telex: 611650. Dir. Gen.: Michel Lagens.
Loopings, see Daems.
Lumen, see Studio SM.
Lyrion Music, 17 Av. Quihou, 94160 Saint Mande. Tel: 365.57.46. Mktg. Dir.: Jean-Michel Taillade; Mgmt. Dir.: Patrick Liebermann.
Labels: (Owned) Lyrion; **(distributed—not licensed)** Ars Polona (Poland), Shandar (France), Velia (France), Voix du Globe (France).
M P D (Mirliton Prod'ns Disques), 35 Av. du Bac, 94210 La Varenne-St. Hilaire. Tel: 883.53.29. Gen Mgr.: Louise Pon.
Labels: (Owned) MPD, Mirliton.
M P 2000, see Montparnasse 2000.
M T E Co., 150 Blvd. Ney, 75018 Paris. Tel: (01) 252.37.14. Gen. Mgr.: Eric Ghenassia. (Distributed by CBS)
Madeline, see RCA.
Magiciens du Rythme, see Daems.
Maia (Disques), 27 Rue de Boulot, 75001 Paris. Tel: (01) 233.03.55. Dirs. F. Chambon, G. Burguin.
Majestic, see Radio Programmes.
Malfroy, 7 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.65.69. Owner: Dominique Malfroy; Technical & Artistic Dir., Jean Malfroy.
Malligator, see WEA Filipacchi.
Malypense, see Barclay.
Martinez, see RCA.
Mary, see Carrere.
Melinda K, 4 Rue Petrelle, 75009 Paris. Tel: 526.84.79. Telex: 642652. Pres.: Jean Louis Tersiguel; Dirs.: Agnes Lable. (Wholesaler/Exporter)
Melodisc SarL, 36 Rue Mailly, 66000 Perpignan. Tel: (68) 34.65.40. Dir.: Georges Bannier.
Mercury, see Phonogram.
Metropole Recs., 1 Rue Danton, 75006 Paris. Tel: (01) 325.02.59. Telex: 260911. Pres.: Bernard Kreif; Prod'n Dir.: Daniel Goldschmit; Press: Marianne Comtell. (Distributed by Eurogram)
Michel Meyer & Cie., 8 Rue de l'Est, 92100 Boulogne. Tel: (01) 605.43.21. Telex: 201336. Dir.: Michel Meyer; Gen. Mgr.: Philippe Terrier.
Label: (Owned) Contrast.
Meys, see Disc'AZ.
Midi, see WEA Filipacchi.
Milan, see Societe Phonogrammique.
Minotaure, see BBZ.
Mioara Venter, see Daems.
Mirliton, see MPD.
Mode, see Vogue.
Monasteres, see Studio SM.
Mondial Tele Show, see Phonogram.
Mondiomusic, see Vogue.
Montparnasse 2000, 22 Rue Drouot, 75009 Paris. Tel. (01) 246.48.47. Gen. Mgr.: Guy Szakolczai.
Labels: (Owned) IML, MP 2000, ST GDP; **(distributed)** Zero Int'l.
Int'l reps.: Argentina (Annibal Libenson), Australia (Castle), Belgium (Prestation), Canada (Creasound), Germany (Inmus), Italy (Flipper), Scandinavia (Nordiska), UK (Modern).
More, see Quenotte.
Motors/Dreyfus (Disques), 26 Av. Kleber, 75116 Paris. Tel: (01) 500.77.07. Telex: 611130. Pres.: Francis Dreyfus; Ass't: Daniele Feuillerat; Promo. Mgr.: Bernard Dulau. (Distributed by CBS)
Labels: (Owned) Dreyfus, Motors.
Int'l reps.: Belgium, Luxembourg, Netherlands (all Ariola); Germany, Greece, Israel, Scandinavia, Spain (all CBS); Switzerland (Vogue/CPSA).
Musica Dist'n SA., 39 Rue Huguerie, 33000 Bordeaux. Tel: (56) 48.97.79, 48.47.30. Owner: Alain Boucanus.
Labels: (Owned) All Life, Musica; **(distributed—not licensed domestic)** Arh, M. Benin, Carlyne, Cobalt, Cyl, Goss, Dpen, Scoppuzzle; **(distributed—not licensed foreign)** Appaloosa (Italy), Black Saint (Italy), ENJA (Germany), Hat Hut (USA), Horo (Italy), ICP (Netherlands), Red (Italy), Soulnote (Italy). SteepleChase (Denmark), Timeless (Netherlands).
Int'l reps.: Germany (Helmut Marcuse), Italy (IREC), Switzerland (Plainsphare), USA—Calif. only (Rick Ballard).
Music Control (IFPI), 35 Rue la Boetie, 75008 Paris. Tel: (01) 561.17.44, 563.61.77. Dir.: Claude Fliniaux; Gen. Mgr.: Pascale Randon.
Labels: (Owned) Capriccio, Tou Lou Lou; **(licensed domestic)** 3A; **(distributed—not licensed)** Afrovision, NTYE, Tackle.
Music for Ever, see Daems.
Music for Pleasure (IFPI), 57 Blvd. de la Republique, 78400 Chatou. Tel: (03) 071.30.79. Telex: 698730. Pres. Dir. Gen.: A Gerondeau; Sales Mgr.: G. Durampart; Finance & Admin.. J. Brown.
Labels: (Owned) Classics for Pleasure, Libellule, Music for Pleasure, Music Melody.
Music Machine, 7 Rue de l'Ecole Polytechnique, 75005 Paris. Tel: (16) 634.09.22. Telex: 620893. Gen. Mgr.: Caroline Sciot.
Labels: (Distributed—not licensed) Furax (France), Impact (France), Pickwick (UK).
Music Melody, see Music for Pleasure.
Music-Zag, Vaunaveys, 26400 Crest. Tel: (75) 75.43.64. Dir.: Philippe Feldat; Gen. Mgr.: Sabastien Felidat.
Int'l reps.: Belgium (WEA), France (WEA), Canada (Fontane).
Musidisc-Europe (Societe) (IFPI), 13-15 Rue Pages, 92152 Suresnes. Tel: 772.70.36. Telex: 630946. Pres.: Francois Grandchamp des Raux; Dir. Gen.: Jean Grandchamp des Raux; Dirs.: Serge Martiano, Jaime Dbszewicki; Prod. Dir.: Jean-Jacques Timmel; Press: Christine Lion.
Labels: (Owned) Accord, America, Cycnus, Festival, Jazz Anthology, Musidisc; **(licensed)** Arhoolie (USA), Fantasy (USA), Gull (UK), Milestone (USA), Prestige (USA), Splash (UK), Springboard (USA), Storyville (Denmark), Vanguard (USA); **(distributed—not licensed)** Atmosfera (France), CRD (UK), Epidaure (France), Riverside (Japan).
Musique Pour l'Image, 4 Rue de Beynes, Cressay, 78640 Neauphle le Chateau. Tel: (01) 489.03.07. Dir.: Robert Viger.
Musiza France SarL, 65 Rue de Belleville, 75019 Paris. Tel: (01) 872.99.36. Pres.: David Zard; Mng. Dir.: Gabriel Courlet.
N W 8, see Abbey Road
Night & Day, see Eurogram.
Noces & Banquets, see Daems.
Nonesuch, see WEA Filipacchi.
Obio, see Monsieur Jean Bienvenu.
Oceane, see Sonodisc.
Odeon, see Pathe Marconi EMI.
1-2-3, see Vendemiaire.
Open, see Musica.
Or, see Salvador.
Orange, see Detry.
Orlando, see International Shows & Carrere.
Claude Orlys, 6 Rue Capitaine Escudie, 31000 Toulouse. Tel: (61) 62.48.55.
Orphee, see Compagnie Generale du Disque.
Orphee-Disques, 24 Rue Assalit, 06000 Nice. Tel: (93) 85.48.95. Comm'l Dir. & Gen. Mgr.: Gerard Combe. (Importer—classical product)
Labels: (Imported) ABC Dunhill (USA), Acanta, Angel, Assimil, BASF, Bongiovanni, Bruno Walter Soc., CBS, Candide, Cetra, Columbia, DG, Decca, EMI, Everest, Harmonia Mundi, Hungaroton, London, Mace, Melodiya, Monitor, Nonesuch, Odyssey, Philips, Quintessence (USA), RCA, Request, Saga, Seraphim, Supraphon, Turnabout, Vanguard, Victrola, Vox-Box, Westminster (USA).
Duragan, see Atoll.
Owl Recs., 42 Rue Monge, 75005 Paris. Tel: (01) 331.63.59. Gen. Mgr.: Jean Jacques Pussiau. (Distributed by Free Bird)
P A L M, see Vendemiaire.
P F D (Production Francaise de Disques), 67 Rue des Freres Lumiere, 93330 Neuilly sur Marne. Tel: 300.53.00, 300.58.00. Telex: 212092. Chm.: E. Arav; Gen. Mgr.: N. Alshech; Sales Mgr.: J. Arav; Mfg. Mgr.: I. Alshech; PR: H. Arav.
P 3 (Prod'ns) SarL, Lattelou, 29290 Milizac. Tel: (98) 03.27.52. Dir. Gen.: Renaud Richard.
Labels: Boite Magique, Discovale, Iris.
Pacific, see Vogue.
Pastori, see Daems.
Pathe Marconi EMI (IFPI), 36 Rue Pierret, 92200 Neuilly sur Seine. Tel: (01) 758.12.48. Cable: GRAMDPHDNE. Telex: 613550. Pres. & Gen. Mgr.: Alain Gerondeau; Sales Mgr.: Yves Crevoisier; Mktg. Mgr.: Jacques Chazeau. A&R Mgr.: Alain De Ricou; Int'l Dept. Mgr.: Gilles Petard; French A&R Mgr.: Claude De Jacques.
Labels: (Owned) Columbia, Ducretet Thomson, EMI, Ddeon, Pathe Marconi, Punch, Trianon, Voix de Son Maitre—VSM; **(licensed)** Angel (USA), Apple (UK), Arista (UK), Bovema (Netherlands), Butterfly (USA), Capitol (USA), Da Capo (Italy), Dicap (Chile), Electrola (Germany), Harvest (USA), Motown (USA), PDU (Italy), RAK (UK), Real (USA), Red Bus (UK), Rolling Stones (UK), Savoy (USA), Sire (USA), Tamla (USA), Trova (Argentina), Telefunken (Germany), Toshiba (Japan), Trojan (UK),
Int'l reps.: Bolivia (Discolandia), Colombia (CBS), Czechoslovakia (Artia), Dominican Republic (Julio Tonos), Ecuador (IFESA), Israel (CBS), Japan (Toshiba), Nicaragua (Sonido), Philippines (Dyna Prods.), Portugal (Valentim de Carvalho), Thailand (Kamol Sukosol), Uruguay (Palacio de la Musica), USA (EMI America), Venezuela (Los Ruices), Yugoslavia (Jugoton), rest of world (EMI).
Pema Music, 5 Rue Denis-Poisson, 75017 Paris. Tel: (01) 574.43.72, 359.95.70. Telex: 260648. Gen. Mgr.: Georges Bacri; Sales Mgr.: Corinne Roche.
Perfect, see Carrere.
Pergola, see WEA Filipacchi.
Perides, see Disc'AZ.
Perspective, see Eurogram.
Petit Escargot, see Sibecar.
Petit Menestrel, see Ades.
Philips, see Phonogram.
Phonogram SA (IFPI), 24 Blvd. de l'Hopital, 75005 Paris. Tel: (01) 336.32.30. Telex: 270673. Pres.: Jacques Caillart; Gen. Mgr.: Marc Grandemange; Sales Mgr.: Dominique Dauphin-Meunier; Int'l A&R Mgr.: Jean-Paul Commin.
Labels: (Owned) Fontana, Impact, Mercury, Philips, Vertigo; **(licensed domestic)** Mondial Tele Show; **(licensed foreign)** Casablanca (USA), Charisma (UK), Island (UK); **(distributed—not licensed)** Adele (France), Biram (France), ECM (Germany), Rocket (UK).
Int'l reps.: Worldwide (PolyGram).
Picabou, see Disc'AZ.
Plateforme 2000, 20-22 Rue Ballu, 75009 Paris. Tel: (01) 285.83.00, Telex: 642581. Pres.: Hubert Ballay.
Playasound (Disques), 66 Rue de l'Est, 92100 Boulogne/Seine. Tel: 603.76.81. Gen. Mgr.: Alain Normand. (Distributed by Music-Control)
Labels: (Owned) Playasound; **(licensed domestic)** Jackman.
Int'l reps.: Australia (Carinia), Austria (Preiser), Belgium (Parsifal), Germany (Marcuse), Italy (IRD), Japan (Superstop), Netherlands (Sound), Switzerland (Vogue), UK (Conifer), USA (Earth).
Plein Soleil SarL, 6 Rue Galilee, 75116 Paris. Tel: (01) 723.90.10. Co-Pres.: Harry Auerhaan, Bernard Ricci.
Pluriel (Eds.), BP 21, 61350 Passais la Conception. Tel: (33) 38.77.23. Chief Exec.: Jean Foucher.
Int'l rep.: Europe (RCA/Sunbar).
Poesie pour Tous, see Hugues Desalle.
Polydor SA (IFPI), 2 Rue Cavallotti, 75882 Paris Cedex 18. Tel: (01) 522.05.39. Cable: PDLYDDRDISC. Telex: 650522. Pres. & Mng. Dir.: Alain Trossat; Sec'y-Gen.: Patrice Fichet; Financial Mgr.: Gerard Lendrieux; Mktg. Mgr.: Gilles Paire; Sales Mgr.: Marcel Mangin; Creative Serv. Mgr.: Rene Guitton.
Home office: Germany.
Labels: (Owned) Polydor, Polydor Special, Triumph, Trump; **(licensed foreign)** Archiv (Germany), Deutsche Grammophon (Germany), Dreamland (USA), EG (UK), Energy (UK), Hispavox (Spain), Logo (UK), Lollipop (Germany), Magnet (UK), Metronome (Germany), RSD (USA), Transatlantic (UK), Verve (USA); **(distributed—not licensed)** Ades, Atoll, CRC, Fauves, JMS, Jonathan, Let It Shine, Ring, Saban, Sirocco, Tristan.
PolyGram Inds. & Messageries (IFPI), Av. Maurice Ravel, 92160 Antony. Tel: 666.21.02. Telex: 270395. Directoire Pres.: Edmond Lang; Int'l Dir.: Fernand Pasquier; Sec'y Gen.: Bruno d'Drgeval; Technical Dir.: Christian March; Factory Dir.: P. Crapard; Comm'l Dir.: Jean-Michel Allays.
PolyGram SA, 53 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 225.70.40. Chief Exec.: Louis R. Hazan; Sr. Legal Advisor: Michel Libermann; Finance & Admin. Mgr.: Jean-Claude Larue.
Pop English Creations, 118 Rue Jean-Pierre Timbaud, 75011 Paris. Tel: (01) 805.63.12. Pres. & Gen. Mgr.: Michele Marie Dupire.
Porte Dceane, 21 Rue de Berne, 75008 Paris. Tel: 387.46.51. Gen. Mgr.: Marguerite Santreuil.
Pragmaphone, see PALM.
Prete-Moi Ta Plume, see De Plein Vent.
Prodes, 42 Av. Marechal Foch, 06000 Nice. Tel: (93) 80.06.02. Pres. & Dir. Gen.: F. Bauche; Gen. Mgr.: G. Lavaud; Sales Mgr.: Claude Mullender.
Promotion, see Daems.
Prosadis, 14 Av. Hoche, 75008 Paris. Tel: (01) 561.16.55. Mgr.: Claude Deffe.
Publicis-Musique, see Radio-Programmes.
Puccinella, see Sopredim.
Puerta del Sol, 32 Blvd. de Clichy, 75018 Paris. Tel: (01) 264.27.81. Gen. Mgr.: Don Diego.
Labels: (Represented) Clave (Spain), Dsvaldo Farres (USA), Puerta del Sol (Spain), Quiroga (Spain).
Int'l rep.: Spain (Quiroga).
Punch, see Pathe Marconi EMI.
Pure Gold, see RCA.
Quenotte (Ed.), 86 Rue Haxo, 75020 Paris. Tel: (01) 363.95.19. Gen. Mgr.: Jacky Reggan.
Labels: Caroline, More, Quenotte.
Quintessence, see Arion.
R C A SA (IFPI), Immeuble Matignon-Mermoz, 9 Av. Matignon, 75008 Paris. Tel: (01) 256.70.70. Telex: 650703. Pres. & Gen. Mgr.: Francois Dacla.
Home office: USA.
Labels: (Owned) Bluebird, Camden, Gold Seal, Pure Gold, RCA, RCA Int'l, Red Seal, Star Series, Sunbar, Victor, Victrola; **(licensed domestic)** Cavalier, FY, Garance, Madeline, Temporel; **(licensed foreign)** Grunt (USA), KD (Canada), Pablo (USA), Valdene; **(distributed—not licensed)** Argille, Atoll, BBZ, Ecoute S'Il Pleut, Erato, Garima, If, I Rouge, Isadora, Martinez, Saravak, Sibecar, Trema.
Int'l rep.: Worldwide (RCA).
R G R Prod'ns, 41 Rue du Chateau des Rentiers, 75013 Paris. Tel: (01) 583.67.77. Telex: 230301. Chief Exec.: Gerard Demaziere; Gen. Mgr.: Robert Vioux.
Radar, see WEA Filipacchi.
Radio-Programmes/Jacques Canetti, 24 Rue Nungesser & Coli, 75016 Paris.

Tel: (01) 605.28.70. Pres. Jacques Canetti; Dir Gen.: Lucienne Canetti; PR Francoise Canetti. (Distributed by Disc'AZ).
Labels: (Owned) Belior, Canetti, Majestic, Publicis-Musique.
Ramses, 11 Rue Jean de Beauvais, 75005 Paris. Tel: (01) 329.75.06. Dirs.: Eric Vivie, J.L. Rizet. (Distributed by Polydor)
Record Shop, 18 Rue Plisson, 94160 St-Mande. Tel: (01) 365.52.23. Telex: 240377. Pres. Dir. Gen.: Serge Kniazeff. (Distributor/Importer/Exporter)
Red, see Sopredim.
Red Seal, see RCA
Reflets d'Alsace, see Daems.
Reflets du Poitou, see Daems.
Remipa/Caro Music, 94 Rue la Fontaine, 75016 Paris. Tel: (01) 525.51.31. 527.03.07. Dir.: Jacky Giordano.
Reprise, see WEA Filipacchi.
Ricordi, 12 Rue Rougemont, 75009 Paris. Tel: (01) 246.24.97. Pres.: Guido Rignano.
Rigolo, see Salvador.
Ring, see Atoll & Polydor.
Riviera, see Barclay.
Rockhouse, see Carrere.
Rois du Musette, see Daems.
Rosario, see Daems.
S E L/Levain (Disques), 1 Rue de l'Abbe Gregoire, 75006 Paris. Tel: (01) 222.15.84. Gen. Mgr.: Daniel Truchot.
Int'l reps.: Belgium (Edibon), Canada (Levain).
S E M A SarL, PO Box 232, 03208 Vichy Cedex. Tel: (70) 32.08.41.
S E R P (Societe d'Etudes & Relations Publiques) Disques (IFPI), 6 Rue de Beaune, 75007 Paris. Tel: (01) 261.09.73. Dir.: J.M. Le Pen.
Int'l reps.: Belgium (Phono-Office), Switzerland (Ste. Lugeon).
S F P P (Societe Francaise de Prod'ns Phonographiques) (IFPI), 10 Rue Pasteur, 92300 LeVallois. Tel: (01) 737.09.15. Telex: 220064. Mng. Dir.: Michel Bachelet.
Labels: (Owned) AMP, SFP, Sloughy, Spalax; **(licensed foreign)** Gamma (Canada); **(distributed domestic—not licensed)** Eroll; **(distributed foreign—not licensed)** Tangent (UK).
Int'l reps: Belgium (Schott), Canada (Musimart), Germany (Bellaphon), Netherlands (Hosat), Sweden (SAM), Switzerland (Evasion).
S M, see Studio SM.
S P I, see Societe Phonogrammique.
S T GDP, see Montparnasse 2000.
S V D A (Sirenes), Le Triangle Place Rene Devic, Montpellier. Tel: (67) 92.23.53. Telex: 490833, 480345. Gen. Mgr.: Robert Frances.
Int'l rep.: USA (Mark Lee).
Saban, see Polydor.
Safari-Ambiance, 118-130 Av. Jean-Jaures, 75019 Paris. Tel: (01) 200.56.42, 201.59.81. Gen. Mgr.: Charles Mamatakis; A&R Dir.: Colette Lacoste.
Labels: (Owned) Disc Africana, Dragon Phenix, Volta Symphonie; **(licensed foreign)** Rite Sound (Jamaica, UK).
Safta-Anthologie Sonore, see Ades.
Salvador (Prod'ns Artistiques & Musicales), 6 Pl Vendome, 75001 Paris. Tel: (01) 260.87.80, 260.87.05. Pres. & Dir.: Henri Salvador.
Labels: (Owned) Dr. Rigolo, Salvador.
Santeliseo, see Daems.
Sappho, see Disco Shop.
Saravak, see RCA.
Sava, see Bagatelle.
Schott Freres SarL (IFPI), 35 Rue Jean Moulin 94300 Vincennes. Tel 374.30.95. Dir.: Jean-Jacques Junne. (Distributor/Importer)
Labels: (Distributed—not licensed) Baerenreiter (Germany), Cantate (Germany), Carus (Germany), Da Camera (Germany), FSM (Germany), Italia (Italy), Monitor (USA), Schwann (Germany), Toccata (Germany), Unicorn (UK), Unisono (Germany), Vox (USA), Wergo (Germany), Zephyr (Belgium).
Scopmusic, 28 Rue Pere Louis de Jabrun, 33000 Bordeaux. Tel: (56) 81.18.84. Gen. Mgr.: Gerard Dulucq.
Labels: IDI, Scopmusic.
Scoppuzzle, 3 Rue Fenelon, 24200 Sarlat. Tel: (53) 59.35.15. Chief Exec.: Bernard Batzenschlager. (Distributed by Musica)
Scorpio Music (Black Scorpio), 5 Rue Clement Marot, 75008 Paris. Tel: (01) 720.43.95. Telex: 642981. Pres.: Daniel Belolo; Sales Mgr.: Ginette Miramon.
Secretariat Artistique Prod'n, 30 Rue Pierre Semard, 75009 Paris. Tel: (01) 526.49.20.
Sephora Music, 45 Rue de Thillois, 51100 Reims. Tel: (26) 49.91.91. (Distributor)
Sforzando/Sirocco (Eds. Musicales) (IFPI), 42 Rue Laugier, 75017 Paris. Tel: (01) 267.04.69, 766.23.64. Telex: 260717 Dir.: Roger Tokarz. (Distributed by Polydor)
Label: (Owned) Sirocco.
Int'l reps.: Australia (EMI, RCA), Austria (Ariola, Hansa, Teldec), Belgium (Barclay, Polydor), Brazil (Tapecar), Canada (RCA), France (Polydor), Germany (Ariola, Hansa, Teldec), Italy (Atlas, Phonogram), Japan (Phonogram), Mexico (CBS), Netherlands (Bovema, EMI), New Zealand (RCA), Scandinavia (Hansa), Spain (Zafiro), Switzerland (Polydor), UK (GTD, Hansa), USA (TK).
Shandar-Andsom 40 Rue Mazarine, 75006 Paris. Tel: (01) 326.84.35. Dir.: Chantal Darcy. (Distributed by Lyrion)
Label: (Owned) Shandar.
Sibecar, Prod'ns Musicales, 99 Rue de Vaugirard, 75006 Paris. Tel: (01) 544.55.31. Dir.: Gilles Bleiveis; Ass't Dir.: Sylvie Cuau. (Distributed by RCA).
Labels: (Owned) Escargot, Petit Escargot; **(licensed foreign)** Le Nordet, Presqu'ile (both Canada).
Int'l reps.: Belgium (RCA), Spain (CFE), Switzerland (Evasion).
Sigem (Sistema Globo de Edicoes Musicais), 31 Blvd. Suchet, 75016 Paris. Tel; (01) 527.03.12. Contact: Elyane Georgette Peyrot.
Home office: Brazil.
Sirano SarL, 60 Av. Raymond Poincare, 75016 Paris. Tel: (01) 553.97.50. Telex: 630082. Pres.: Jean-Claude Simard; Dir.: Yves Roze; Promo.: Dorothee Becourd.
Sirenes, see SVDA Sirenes.
Sirocco, see Sforzando/Sirocco & Polydor.
Sloughy, see SFPP.
Smack, see Charly.
Societe Francaise de Prod'ns Phonographiques, 10 Rue Pasteur, 92300 Levallois. Tel: (01) 737.09.15. Dir. Gen.: Michel Bachelet; Admin'r: Claude Ferrabouc; Artistic Dir.: Jacky Chalard; Label Mgr.: Gabriel Ibos.
Societe Phonogrammique Int'le, 22 bis Rue Pajol 75018 Paris. Tel: (01) 208.76.63. Telex: 240203. Mng. Dir.: Emmanuel Chamboredon; Sales Mgr.: Jean Francois Boucher; Financial Dir.: Daniel Gibeau; Int'l Mgr.: Oldrich Horak.
Labels: (Owned) Milan, SPI, Squire; **(licensed foreign)** Ourium (Italy), Opus (Czechoslovakia), Salsoul (USA), Vox Musicalis (USA).
Int'l reps.: Belgium (WEA), Germany (Warren), Netherlands (WEA), Switzerland (Metronome).
Soleil Masque, see PALM.
Solesmes, see Studio SM
Sonafric, see Sonodisc.
Sonart (Disques). PO Box 1, 38700 La Tronche. Tel (76) 88.01.58. Dir.: Yves Chauvet.
Sonodisc (Societe Nouvelle de Distribution de Disques), 85 Rue Fondary, 75015 Paris. Tel: (01) 577.30.34. Cable. SDNDDISC. Telex: 204018. Pres. & Gen. Mgr.: Marcel Perse; Sales Mgr.: Michel David.
Labels: (Owned) Esperance, Kouma, Sonafric; **(licensed domestic)** Oceane; **(licensed foreign)** Alegre (Latin America), Ararad (Armenia), Cotique (Latin America), Fania (Latin America), Gema (Latin America), Lys (Armenia), SLD (Lebanon), Seeco (Latin America), Songhoi (Africa), Sono Cairo (Egypt), Tico (Latin America), Tropical (Latin America), Vaya (Latin America), Voice of Stars (Lebanon), WS Latino (Latin America); **(distributed—not licensed)** Debs (West Indies), Dzileka (Africa), Vacances (West Indies), Voix du Liban (Lebanon).
Int'l reps.: Australia (Z Dist'g), Canada (Almada), Egypt (Sono Cairo), Germany (Bellaphon), Italy (CBS-Sugar), Japan (Japan Musical Express), Lebanon (Voice of Stars), Morocco (Univers Dist'n), Netherlands (Sound Prods.), South Africa (CCP), Sweden (Amigo), Switzerland (Disques-Office), UK (Conifer), USA (International Book).
Sopredim, 14-bis Cite Bauer, 75014 Paris. Tel: (01) 542.91.04. Chief Exec. Suzy Haim.
Labels: Cereste, Puccinella, Red.
Souplet, see Disc'AZ.
Spalax, see SFPP.
Special Accordeon, see Daems.
Squire, see Societe Phonogrammique.
Star Series, see RCA.
Star's Music Recs., 84 Rue des Martyrs, 75018 Paris. Tel: (01) 285.59.31 Dir. Gen.: Jean-Claude Talar.
Stern, see WEA Filipacchi.
Stip, see Dave Music.
Studio ABM/Disques JBP, 29 Rue Royale, 69001 Lyon. Tel: (78) 28.33.19.
Studio Christal, 81 Rue de Collonges au Mont d'Or, Illhaeusern. Tel: (89) 71.80.40. Telex. 880815. Gen. Mgr.: Christian Bedez.
Studio Damiens, 7 Rue Damiens, 92100 Boulogne. Tel: 608.51.51. Dir.: Guy Boyer; Gen. Mgr.: Elaine Boyer; Studio Mgr.: Andy Scott.
Labels: (Owned) Cornelia, Fass Bee Int'l
Studio SM (IFPI), 3 Rue Nicholas Chuquet, 75017 Paris. Tel: (01) 267.01.37/ 02.63. Pres.: Maurice Robreau; Gen. Mgr.: Marc Bonnin; Sales Mgr.: Monique Ewertz.
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Int'l reps.: Belgium (Edibon), Canada (Archambault), Germany (Oversea), Switzerland (Disques Office).
Studio 10, see Bagatelle.
Sunbar, see RCA.
Super Stars, see Daems
Suyapa, see Studio SM.
Suzelle, see Carrere.
Swing, see Vogue.
Symphony Land, 4 Rue Pierre DuPont, 75010 Paris. Tel: (01) 239.31.11 Gen. Mgr.: Jean-Calude Smits; Artistic Dirs.: Maurice Cevrero, Janko Nilovic.
Charles Talar, see CBS Disques.
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Int'l branch: USA.
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Temporel, 2 Rue du Marquis-de-Mores, 92380 Garches. Tel: 741.46.00. Pres.: Guy Beart. (Distributed by RCA)
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Tempus, see WEA Filipacchi.
Teurlay, see Daems
39, see Carrere.
3A, see Music Control.
Tomahawk, see WEA Filipacchi.
Tonus, see Carrere.
Tou Lou Lou, see Music Control.
Trema Disques (IFPI), 62 Rue Pierre Charron, 75008 Paris. Tel: (01) 256.08.82. Cable: TREMATCH. Telex: 630170. Co-Pres.: Jacques Revaux, Regis Talar; Mktg. Mgr.: Alain Revaud; Int'l Mgr.: Claude Ebrard. (Distributed by RCA)
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Trianon, see Pathe Marconi EMI.
Tristan, see Polydor
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Trois Temps, see De Plein Vent
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Twin-Trees, see Hexagone
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Valois, see Chant du Monde & Domaine Musical.
Valprivas, see Disco Shop.
Velia (Disques), 11 Blvd. Arago, 22000 Saint-Brieuc. Tel: 61.43.29. Dir. Gen.: Yves Philippe; Comm'l Dir.: Andre Glaizot.
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Verchuren, see Disc'AZ.
Vernou (Disques), Domaine de Vernou, PO Box 22, 37130 Langeais. Tel: (47) 96,80.59. Dir. Gen.: Andree Colson; Dirs.: Marie-Joseph Amiot, Jacqueline Legris.
Versailles, see CBS Disques.
Verseau, see Disco Shop.
Vertigo, see Phonogram.
Victor, see RCA.
Victor Michel, see Daems.
Victrola, see RCA
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Mouse, Music-Music, Napolis, Neichell, Porcara, Roundabout, Sherlyn, Stovepipe, Tobias, Tuna Fish, Velocity, Worthless, Yo Mama's, Zap.

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Pierre Baetz & Co , 52 Rue du Faubourg St. Martin, 75010 Paris. Tel (01) 607.45.91. Mgr.. Pierre Baetz.

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Banco (Eds.), see Robert Salvet.

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Belwin Mills France, see Francis O'Neill.

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Int'l firms represented: Edward B. Marks (USA), New Music Corp. (Belgium).
Int'l rep.: Belgium (Vedette).

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Int'l firms represented: Essex (Belgium, UK), TRO—The Richmond Org. (USA).
Int'l reps: Worldwide including UK (Essex); Canada & USA (TRO—The Richmond Org.)

Est-Ouest Music, 65 Rue de Belleville, 75019 Paris. Tel 872.99.36. Pres. Gabriel Courlet, Promo. Mgr.: Mrs. Terry Glover

Europ Melodie, 11 Rue Bernouilli, 75008 Paris. Tel: (01) 522.81.36. Telex: 213980. Gen. Mgr.: Aubert Armand; Prof. Mgr.: Thierry Moreau.

Experience, 8 Rue Emile-Allez, 75017 Paris. Tel (01) 572.58.25, 572.42 45. Dir.: Philippe Doiteau; Gen. Mgr.: Jacques Galissant.

Fantasia (Ed.), 13 Rue Pages, 92152 Suresnes Tel: 772.70.36 Telex 630946 Pres.: Jean Grandchamp des Raux
Int'l firm represented: Tradition (USA).

Fass Bee (Ed.), see Mondio.

Fauves Bagheera (SACEM, SDRM), 1 Rue Alfred de Vigny, 75008 Paris. Tel (01) 227.39.09. Pres.: Nicolas Skorsky; Gen. Mgr.: Alain-Pierre Tocque.

Fefee Music (Eds.), 21 Rue Lauriston, 75116 Paris. Tel: (01) 553.79.68 Telex 610100.

Fil Rouge, see Mondio.

Flamophone, 12-14 Blvd. de l'Hopital, 75005 Paris. Tel: (01) 707.11.83.

Flarenasch (Eds.), 57 Rue du Faubourg Montmartre, 75009 Paris. Tel: (01) 285.02.82, 878.68.75. Dir.: Alain Puglia.

Fleurus, 31 Rue de Fleurus, 75006 Paris. Tel. (01) 544.38.34.

Formule 1 (Eds.), see Robert Salvet.

Fortin, 4 Cite Chaptal, 75009 Paris. Tel: (01) 874.58.34.

France-Etoile, 20 Rue de la Tremoille, 75008 Paris. Tel: (01) 720.76.78/78.85. Cable: BAGAD. Telex: 11180750.

France-Melodie (Eds.), 94-96 Rue Lauriston, 75116 Paris. Tel: (01) 505.91.02. Telex: 612738. Gen. Mgr Andre Hackiere.
Int'l firms represented: Al Gallico, Galleon & Algee, Turtle (all USA).

France-Rec., 33 Rue Marc Seguin, 75018 Paris. Tel: (01) 206.71.08.

Francis-Day SA Publ'ns, 94-96 Rue Lauriston, 75116 Paris. Tel: 505.91.02. Cable: FRANDAY. Telex: 612738. Gen. Mgr.: Andre Hackiere.
Int'l firms represented: Agent Orange, Buzz Cason, Coal Miners, Cookhouse, Coolwell, Desmobile, Equinox, Bobby Goldsboro, Granite, House of Gold, Kamakazi, Kidada, Marksmen, Mighty Three, Minas, Red Robin, Seven Figure, Special, State of the Arts, Sun Disc, Conway Twitty, Velvet Apple, Window, Yellow Brick Road, Zargon (all USA); Big Pig, Cam-Al, EMI, Alan Hawkshaw, Kipahulu, Pennine, Perfect, Performance, Tree (all UK).

Frogxy Music, 27-6 Rue de Noailles, 78000 Versailles. Tel: (03) 021.75.26.

Gamma Int'les (Eds.), 10 Rue Pasteur, 92300 Levallois. Tel: 270.81.40. Telex: 42-220064. Pres.: Blanche Bidard; Press: Isabelle Campet.

Garlick, see Marouani.

J Garzon (Eds.), 13 Rue de l'Echiquier, 75010 Paris. Tel: 770.39.15. Pres. Dir. Gen.: Louis Garzon.

Louis Gaste (Eds.), 5 Rue du Bois de Boulogne, 75116 Paris. Tel: (01) 500.53.53.

Gaumont Eds. Musicales, 30 Av. Charles de Gaulle, 92200 Neuilly sur Seine. Tel: 747.01.50. Telex: 610162. Chief Exec.: Nicolas Seydoux.

Gavroche Music, 3 Rue de Poissy, 93240 Stains. Tel: 822.27.64.

Gilleo, 20 Rue de la Tremoille, 75008 Paris. Tel: (01) 720.76.78. Dir.: Leo Carrier; Gen. Mgr.: Gilbert di Nino.

Gratte-Ciel, 23 Grande Rue, 95550 Bessancourt. Tel: (03) 960.70.97. Dir.: Jean-Marc Bailleux.

Haim Music, see Intersong.

Hansa France, 39 Rue Jean Goujon, 75008 Paris. Tel: (01) 225.46.52. Telex: 642760. Dir. Gen.: Frank Lipsik.

Helian, 252 Rue du Faubourg St. Honore, 75008 Paris. Tel: (01) 622.50.16.

Heloise, 5 Rue Benouville, 75116. Tel: (01) 727.07.51. Telex: 613108. Pres.: Agnes Saint-Preux.

Hexagone (Eds.) (SACEM), 81 Rue Lemercier, 75017 Paris. Tel: (01) 229.09.79. Pres.: Rene Boyer; Int'l Mgr.: Gabriel Ibos.
Int'l firms represented: Belsize, Chibell, Grade One, Impact, Mother Goose, Nib, Our Music, Red Bus, Summit (all UK), Discotel.

Hohner, 19 Rue Van Loo, 75016 Paris. Tel: (01) 224.63.50. Dir. Gen.: Jacques Coulon.

Hortensia, 46 Rue de Douai, 75009 Paris. Tel: (01) 874.52.64.

I B Music, 19 Rue de Marignan, 75008 Paris. Tel: (01) 225.52.97, 723.89.39. Telex: 642756. Pres.: Jean-Marc Berger.

Ibach & Rinieri (Nouvelles Eds.) see RCA

I'Ill (Eds. Musicales de) (SACEM), 81 Rue de Collonges au Mont d'Or, 68150 Illhaeusern. Tel: (89) 71.80.40. Telex: 880815. Gen. Mgr.: Christian Bedez.

Import Diffusion Music, 42-44 Rue du Fer a Moulin, 75005 Paris. Tel: (01) 535.44.25. Mng. Dir.: Alain L. Pierson; Gen. Mgr.: P. Ageon.
Int'l firms represented: Big 3 (USA), Bradley (USA), Charles Colin (USA), Columbia (USA), EMI (UK), Hal Leonard (USA), Music Sales (UK), Novello (UK), Studio PR (USA), Warner Bros. (USA).
Int'l reps: Belgium (Marcom), Switzerland (Songbook).

Industriel Music, see Marouani.

Intersong Paris, 6 Av. Franklin D. Roosevelt, 75008 Paris. Tel: (01) 225.66.70, 225.37.85. Cable: PARGRAM. Telex: 270673. Pres. Dir. Gen.: Jean-Jacques Tilche; Int'l Mgr.: Thomas J. Arena.
Int'l firms represented: Fred Ahlert (USA), Audigram (USA), Big Secret (UK), Blue Monster (USA), Blue Oyster Cult (USA), Blue Seas Music (USA), Boomtown Rats (UK), Burlington/Palace (UK), Carlin (UK), Casa David (USA), Caseyem (USA), Cherry (UK), Crusty (UK), Dynatone (USA), 5th Floor (USA), Fleetwood Mac (USA), Fort Knox (USA), Hill & Range (USA), Hit & Run (UK), Hudson Bay (USA), Jac (USA), Klarkee (USA), Litha (USA), Luckyu (USA), Magnet (UK), Mews (UK), Michael (USA), Midland (USA), Midsong (USA), Neon (UK), New York Times (USA), Palace (UK), Plangent Visions (UK), Elvis Presley (USA), Quickmix (USA), Rare Blue (USA), Rick's (USA), Rocket (UK), Rock Hopper (USA), Seabreeze (UK), Sweet (UK), Thames Talent (UK), Trio (USA), 20th Century Fox (USA), Warnes (USA), Bruce Welch (UK), Yellow Dog (USA), Zomba (UK).
Int'l reps.: Bron (UK), Erik (USA), Sonny Lester (UK), Muggins (USA), Sky Writing (UK).

Interworld France, see Marouani.

Intune Music, see Dick James.

Dick James Music (France) SarL, 10 Rue des Petites Ecuries, 75010 Paris. Tel: (01) 523.41.20. Mgr.: Rene Talar.

Jip Music, 6 Av. Franklin Roosevelt, 75008 Paris. Tel: (01) 225.37.85/66.70. Chief Exec.: Jean-Pierre Savelli.

Jobert SA (Societe des Eds.), 76 Rue Quincampoix, 75003 Paris. Tel: (01) 272.83 43. Gen. Mgr.: Mrs. Jobert-Georges.
Int'l firms represented: Elkan Vogel, Merion, Theodore Presser (all USA).
Int'l reps.: Canada (Theodore Presser in USA), Mexico (Theodore Presser in USA), UK (UMP), USA (Theodore Presser).

Joubert, 25 Rue d'Hauteville, 75010 Paris. Tel: (01) 770.15.73.

Justine Melody, 26 Rue de Bassano, 75116 Paris. Tel: (01) 723.40.60.

K J C O Music (Ed.), 64 Rue Sadi Carnot, 93170 Bagnolet. Tel: 360.95.52. Dirs.: B. Kaufman, B. Cron.

Kassner/Monica, see SEMI.

L M C E (Lido Music Champs Elysees), 78 Av. des Champs-Elysees, 75008 Paris. Tel: (01) 359.53.30.

L S B (Lewis Show Business), 122 Rue du Faubourg St. Martin, 75010 Paris. Tel (01) 203.70.30. Telex: 280245. Gen. Mgr.: Willy Lewis; Int'l Relations: Gisela Clark.

Michel Laguens Org., 47 Av. Paul Doumer, 75016 Paris. Tel: (01) 520.37.53. Telex: 611650. Pres : Michel Laguens.

Lamcol, see Masouza.

A Lasry, 62 Blvd. de Clichy, 75018 Paris. Tel: (01) 606.53.00.

Latin Paradise Music, 7 Blvd. Malesherbes, 75008 Paris. Tel: 266.65.50. Telex: 201150. Chm.: Jean Kriegel; Mng. Dir.: Yves Accary.

Ledoux Recs., PO Box 25, 62 Rue Maurice-Rigolet, 91550 Paray Vieille Poste. Tel: 048.88.24. Dir.: Sylla M. Abou.

Alphonse Leduc (Eds. Musicales) (SACEM), 175 Rue St. Honore, 75040 Paris Cedex 01. Tel: (01) 296.89.11. Gen. Mgrs.: Claude & Gilbert Leduc.
Int'l reps.: Argentina (Tow), Brazil (Bruno Quaino), USA (United Music).

Michel Legrand (Prod'ns), 12 Rue de Penthievre, 75008 Paris. Tel: (01) 266.40.42. Pres.: Marcelle Legrand; Gen Mgr.: Marcel Rothel. (Administered by Chappell).
Frederic Leibovitz (Eds.) (SACEM), 2 Rue Flechier, 75009 Paris. Tel: (01) 878.45.23.
Francis Lemarque, 18 Av. du Mesnil, 94210 La Varenne St. Hilaire. Tel: 883.34.21.
Henry Lemoine (Eds.), 17 Rue Pigalle, 75009 Paris. Tel: (01) 874.09.25 Dir.: Max Lemoine.
Int'l reps.: Belgium (Schott), Japan (Buffet-Crampon), UK (United Music Publ'rs), USA (Theodore Presser).
Levain (Eds. Musicales du), 1 Rue de l'Abbe Gregoire, 75006 Paris. Tel: (01) 222.15.84. Gen. Mgr.: Daniel Truchot.
Lilas Music (SACEM), 8 Rue des Rasselins, 75020 Paris. Tel: (01) 373.22.91, 371.53.39. Telex: 220064. Pres. Dir. Gen.: Sylvain Krief.
Lorgere Music, 10 Rue Washington, 75008 Paris. Tel. 563.96.67.
M A M, 1 Rue Lammenais, 75008 Paris. Tel: (01) 563.38.51, 563.66.83. Dir Charlie Ganem.
Int'l firms represented: Spanka (USA).
M C A Music (France), 1 Rue Lammenais, 75008 Paris. Tel: (01) 563.66.83, 563.38.51. Dir.: Charlie Ganem.
Int'l firms represented: ABC, Alessi (USA), CIC (UK), Evita (UK), Far Out (USA), Gymhouse, Halesouth, Leeds (UK), MAM (UK), MCA (USA), Spoone, Threshold (UK), Valley (UK), Vector (USA).
M K (Eds. Musicales) (SACEM), 44 Rue Etienne-Marcel, 75002 Paris. Tel: (01) 233.07.30. Pres. & Gen. Mgr.: Monique Knuchel.
M M Recs., 17 Impasse Raffet, 75016 Paris. Tel (01) 527.52.57.
M P D, 35 Rue du Bac, 94210 La Varenne. Tel: 883.53.29.
Majestic SarL (SACEM/SDRM), 24 Rue Nungesser & Coli, 75016 Paris. Tel: (01) 605.28.70
Malfroy, 7 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.65.69. Owner: Dominique Malfroy; Technical & Artistic Dir.: Jean Malfroy.
A. Malypense, 6 Rue de la Grange aux Belles, 75010 Paris. Tel: (01) 285.04.25. Admin. Dir.: Jean Rossgneux.
Mandarine, 25 Rue Duhesme, 75018 Paris. Tel: (01) 251.49.95.
Charles Maniatakis (SACEM), 118-130 Av. Jean Jaures, 75019 Paris. Tel. (01) 200.56.42.
March Music, 95 Rue de la Boetie, 75008 Paris. Tel: (01) 720.58.11. Mng. Dir.: Marie-France Seyrat.
Marilu, see Mondio.
E. B. Marks Music Corp., 25 Blvd. Beaumarchais, 75004 Paris. Tel: (01) 271.22.11.
Marouani (Les Eds.), 37 Rue Marbeuf, 75008 Paris. Tel: (01) 723.54.51. Telex: 640578. Pres.: Gina Marouani; Gen. Mgr. Gilbert Marouani.
Int'l firms represented: Blendingwell (USA), Broken Arrow (USA), Broken Bird (USA), Canopy (USA), Chapin (USA), Charing Cross (USA), Chrysalis (UK, USA), Curci (Italy), Deshufflin (USA), Dimi De Laurentis (USA), East Memphis (USA), Ecnirp (USA), Eighties (USA), Gear (USA), Gnossos (USA), Guerilla (USA), Interworld (USA), Louise Jack (USA), Kiss (USA), Lady Jane (USA), Little Dickens (USA), Joni Mitchell (USA), Portofino (USA), Rosy (USA), Rosy Silvers (USA), Saggfire (USA), Sandy Songs (USA), Paul Simon (USA), Siquomb (USA), Small Hill (USA), Song Mountain (USA), Bruce Springsteen (USA), Story (USA), Sumac (USA), Wayward (USA), Frank Zappa (USA), Warren Zevon (USA).
Int'l reps.: Europe (EMI) excluding Netherlands (LEM-Basart), Germany.
Mary Melody, 6 Rue d'Heliopolis, 75017 Paris. Tel: (01) 754.73.37. Dirs.: Marie-Claude Lagarde, B.R. Itic.
Masouza Music, 48 Av. Charles de Gaulle, 92200 Neuilly sur Seine. Tel: (01) 745.63.50. Gen. Mgr.: O. Zameczkowski.
Masq (Prod'ns Eds. Musicales), 9 Passage Dagorno, 75020 Paris. Tel: (01) 370.88.32. Mgr.: Herve Bergerat.
Masspacher SA (Eds.), Rue Jean Mermoz, Zl St. Guenault, 91031 Evry Cedex. Tel: (6) 078.43.11.
Match France, see ART.
Melorhin (Les Eds. Musicales), PO Box 22, 13 Rue Maurice Ravel, 68001 Colmar-Cedex. Tel: (89) 41.47.74, 41.80.01. Pres. & Gen. Mgr.: Fernand Erbsland.
Metropolitaines (Eds.), 11 Rue de Provence, 75009 Paris. Tel: (01) 246.60.33. Contact: Pierre Ribert.
Michel Meyer & Cie. (SACEM, SDRM), 8 Rue de l'Est, 92100 Boulogne. Tel: (01) 605.43.21. Telex: 201336. Dir.: Michel Meyer; Gen. Mgr.: Philippe Terrier.
Int'l firms represented: Al's Writte, Antoine, Beulah, Big Mike, Ciano, Corda, Color World, Country Star, Finch, Foresi Bay, Grawick, Grosvenor House, James Hendrix Ents., Hob & Nob, Ark, Kelly, Felix Kubik, Lucifer, Main Stave, Merrit & Norman, Nitfol, Odle, Perryal, Pineapple, Process, Purple Haze, Rhythm Valley, Right On, Satrycon, Showtime, Solar Sound, Soprano, Sorority Fraternity, Space Ark Ents., Startones, Stonebess, Sweet Stuff (all USA).
Micro, 13 Rue Washington, 75008 Paris. Tel: (01) 225.43.03.
Milan Music, 22-bis Rue Pajol, 75018 Paris. Tel: (01) 208 76.63. Telex: 240203. Dir.: Rene Meyer; Gen. Mgr. Oldrich Horak.
La Milhonnerie, Villefranche St. Phal, 89120 Charny. Tel: (86) 63.61.27.
Mille Feuilles, 14 Square de Port Royal, 75013 Paris. Tel: 555.94.64. Dir.: Bernard Bettane.
Minerva, 142 Rue Montmartre, 75002 Paris. Tel: (01) 236.93.03.
Minotaure (Eds.) (SACEM, SDRM), 21 Rue Jean Mermoz, 75008 Paris. Tel (01) 225.61.00. Telex 250303. Gen. Mgr.: Mr.. Rolande Bismuth; Int'l Denis Wolff.
Int'l firms represented: Beggars Banquet (UK).
Int'l reps.: Canada (LMS), Germany (Montana), Italy (Crisler), Japan (Kay, Music/Music), Netherlands (Ariola).
Eddy Mitchell Music, 8 Blvd. de Strasbourg, 75010 Paris. Tel: (01) 209.26.27. Mgr.: Jean-Pierre Sammut; PR Mgr.: Michel Bellamari.
Mondio Music, 20-bis Rue Louis Philippe, Neuilly. Tel 745.00.10. Sec'y Gen.: Jacques Barouh.
Int'l firms represented: Alvorada (Brazil), Earl Barton (USA), Beverly (Brazil), Big Seven/Planetary (USA), Cream (USA), Equinox (USA), Meridional (Brazil), Montage (USA), RAK (UK), Skyview/Neil (USA), WMOT (USA).
Monia Music, c/o P. Witzig, 28 Av. Hoche, 75008 Paris. Tel: (01) 227.61.58.
Montana, 71 Av. Kleber, 75016 Paris. Tel: (01) 727.04.05.
Montparnasse 2000, 22 Rue Drouot, 75009 Paris. Tel (01) 246.48.47. Gen Mgr.: Guy Szakolczai.
Int'l firms represented: Canciones del Mundo (Spain), Canopo group (Italy), Gemelli (Italy), Guitarra (Spain), Inmus (Germany), Liutto (Italy), Omega (Italy), Polyband (Germany), Prestation (Belgium), Sermi Films (Italy).
Int'l reps.: Argentina (Annibal Libenson), Belgium (Prestation), Canada (Crea Sound), Germany (Inmus), Japan (Yanami), Lebanon (SMT Film), Scandinavia (Nordiska in Sweden), UK (United Artists), Uruguay (Annibal Libenson).
Music Control (SACEM), 35 Rue La Boetie, 75008 Paris. Tel: (01) 561.17.44. Dir.: Claude Flimiaux; Gen. Mgr.: Randon Pascale; Prof. Mgr.: Gilles Sala.
Music 18, 6 Rue Galilee, 75116 Paris. Tel: (01) 723.90.10. Dir.: Jacques Plait.
Music For You, 71 Blvd. Gouvion St. Cyr, 75017 Paris. Tel: 572.27 70. Dir. Gen.: Bernard Bramnik.
Musique & Communication, 9 bis Rue de la Villette, 75019 Paris. Tel: (01) 205.93.59. Telex: 212698. Dir.: Gilbert Castro; Gen. Mgr.: Jean Karakos.
Musique Pour l'Image, 4 Rue de Beynes, Cressay, 78640 Neauphle le Chateau. Tel: (01) 489.03.07. Dir.: Robert Viger.
N W 8 Music, 94-96 Rue Lauriston, 75116 Paris. Tel: (01) 505.91.02. Gen. Mgr.: Richard Lord.
Int'l reps: Worldwide (EMI group/Francis-Day).
New York Paris Music, 35 Rue de la Rochefoucault, 92100 Boulogne. Tel: (01) 603.06.31. Pres.: Yves J. Hayat; Gen. Mgr.: Rose Marie Hayat.
Int'l reps.: UK (Carlin, Island).
Nouvelles Eds. Contemporaines (NEC), 23 Rue Pierre Semard, 75009 Paris. Tel: (01) 526.52.47. Chief Exec.: Freddy Carrara.
Francis O'Neill Org. (FONO), 71 Rue de Provence, 75009 Paris. Tel: (01) 874.11.12. Cable: FONOMUSIC. Pres.: Francis O'Neill; Prof. Mgrs.: Jean-Pierre Besson, Paul Ives.
Int'l firms represented: Belwin-Mills France (UK, USA), Berimbau (Brazil), Campbell Connelly (UK), Compass (USA), Logo (UK), Memory Lane (USA), Salsoul (USA).
Claude Orlys, 6 Rue Capitaine Escudie, 31000 Toulouse. Tel: (61) 62.48.55.
Ouvrieres (Les Eds.), 12 Av. Soeur Rosalie, 75621 Paris Cedex 13. Tel: (01) 337.93.85. Gen. Mgr.: Max Pinchard.
P A E Sarl, 143 Av. Charles de Gaulle, 92200 Neuilly sur Seine. Tel: (01) 265.87.80., Dir.: Pascal Auriat.
P E C F (Productions & Eds. Cinematographiques Francaises, div. of Albert/Warner Bros.) (SACEM), 18 Rue Troyon, 75017 Paris. Tel: (01) 267.15.35. Telex. 280542. Mng. Dir.. Jean Davoust.
Int'l firms represented: Advanced, Anterior (Esther Philips), Athwarn, Atlas, Attraction, Baby Monica, Backfin, Bar None (Chris Hillman), Benchmark, Bel-Mar, Stephen Bishop, Bountiful, Brown's Mill, Bug, Burbank, Burda, Caledonia Soul, Camad, Camulus, Camwood, Castleford, Castle Hill, Catpatch (Curtis Bros.), Chicken Flats, Chinmoy, Chi Sound, Cinco, Coffeepot, Bruce Cohn, Companion, Cotillion, Curtom, Daedalus, Dakar, Daley City, Danor, Datnew, Davalbo, Debro, Desert Moon, Desert Rain, Diamondback, Don Pow, Elektra, Ezra, Far Fetched, Farina, Feckless, Ferguson, Festival, First Artists, Flat Town, Fleetwood, Food, Foscoe, Fox-Gimbel, Freyda, Fry King, Fry Queen, Gamble Hinged, Golden Spread, Gold Hill, Gold Line-Silverline, Good Friends, Grand National, Gringo, Van Halen, Hanbo, Harms, High Wave, High Tree, Hustlers, Icarus, Ice 9, Inherit, Inherit Todd Mark, Inner Earth, Jalynne, Jazz Bird, Jefferson, Jumptunes, Kapralik, Kicking Bear, Don Kirshner, Kirshner Songs, Kittyhawk, Kuumba, Loma Alto, Ludmilla, Mae-Ken, Mansa, Mansfield, Marsaint, Mel Bren/Ditch Tunes, Van McCoy, Mr. Sunshine (Molly Hatchet), Montunes, New World, Nina, Nine Star, Nipper, Numero Uno, Open Love, Oracle, Oriandaa, Overdrive, Painless, Paisley, Paradox, Paternoster, Pepamar, Philjo, Philipsongs, Pond Tunes, Prairie League, Pronto, Radio, Raydiola (Radio), Remick, Richbare, Road Canon, Rock Steady, Rodart, Romulus, Rose Hips, Round Wound Sound, Saloon Songs, Schubert, Seagrape (Karla Bonoff), Sedaka, Sesame Street, Shoes, Siesta, Skol, Sky Harbor, Skyhill, Skylark, Slim Chance, Stephen Stills, Stinson Day, Stone Canyon, Stone Flower, Superhype, Sure Enough (Dictators), Swallow Turn, Sweetpea, Tamerlane, Tarka, Tash Howard, Tea Time, Tessa, Topographic, Triple O, Twiwt Party (Cretones), Upward Spiral, Van Cleef, Van Jan, Viva, WB, W7, Walden, Warner Bros., Warner Sevarts, Warner Tamerlane, Wax Tablet, Weillbrect Harms, Wet Dreams, Whispering, Widescreen, Windecor, Winners Circle, Witmark, Wolper, Wow & Flutter, Yessongs, Zapata (all USA); J. Albert (Australia), Astra (UK), Klaatoons (Canada), MUZ (Germany), Sparta Florida (UK), Stutter (UK), Warner Bros. (Australia, UK), Winterfold (UK), Zingaro (D. Troiano) (Canada).
Int'l reps.: Australia, Italy, UK, USA (all Warner Bros.); Germany (MUZ).
P E M Charles Talar, 61 Rue de Ponthieu, 75008 Paris. Tel: (01) 359.15.78.
Paco Rabanne, see New York Paris Music.
Palace (Eds), see Intersong.
Panache SarL (Eds.), 4 Rue de la Caille, 92310 Sevres. Tel: (01) 507.14.14. Telex: 270188. Dir.: Paul Banes; Prof. Mgr.: Daniel Betan.
Int'l firms represented: Ackee (USA), Arabella (UK), Bob Weston, Boo-Fant, British Lion, (UK), Canaan (USA), Deep Purple (UK), Eiger (UK), GH (UK), Getaway (UK), Glenn Hughes (UK), Glove (UK), Gull (UK), Hancock (USA), Heathwave, IGB (UK), Ian Gillan (UK), Inkwell (UK), Island (UK, USA), Keep on Trucking, LED (UK), Mayflower (USA), Nazsongs (UK), Owl (UK), Pablo, Pal (UK), Quatermass (UK), Riva (UK), Robot/B&C Rock (UK), Rustler (UK), SP (UK), Static (UK), Werser.
Int'l rep.: Worldwide (Panache).
Panda (Eds Musicales/Diffusion), 4 Rue de Sgt. Hoff, 75017 Paris. Tel: (01) 243.43.40. Exec. Jean-Loup Giaccardo.
Claude Pascal (Eds. Musicales), 5 Rue Denis Poisson, 75017 Paris. Tel: (01) 574.43.72, Telex: 641477. Gen. Mgr.. Claude Pascal.
Int'l firms represented: Big Brother (UK), Camex (USA), Canopy (USA), Chandos (USA), Chinnichap (UK), Country & Eastern (USA), Eaton (UK), First Artists (USA), Five Ways (UK), Folklore (USA), Gabriel Earl (USA), Golden Syrup (USA), Gypsy Boy (USA), Heath Levy (UK), Hillgreen (USA), Hush (UK), I've Got the Music (USA), Ladysmith (UK), Magic Frog (UK), Noel Gay (UK), No Exit/Rear Exit (USA), Paper (UK), Pondwater (Canada), Retrac (USA), Rockin' (UK), Sailor (USA), Satril (UK), Sonet (Sweden), Song Tailors (USA), Springtime (USA), Stage & Screen (UK), State (UK), Superwop (UK), Swell Sounds (USA), Tabasco (USA), Taradam (UK), Three T (USA), Valentine (UK), Venice (USA), Welk (USA), White Oak (USA).
Pathe Marconi (Eds. & Prod'ns Musicales), 94/96 Rue Lauriston, 75116 Paris. Tel: (01) 505.91.02. Cable: EDIMARCO Telex: 612738. Pres.: Francois Minchin; Gen. Mgr.: Jean Yves LeRoy; Promo: Jane Garton; Copyright Mgr.: Francoise Puybasset; Bus. Affairs: Pierre Henry.
Int'l firms represented: Alan Cartee/Shoals Music Mill, Audigram/Black Sheep, Barn, Braintree/Porchester, Breeze Music Switzerland, Capitol, Cayman/Cissi, Cogent, Cole A Rama, Colgems/EMI, Crystal Jukebox, Dayn, Garrett, Gigolo, Haapala, Iska/Hiyako/Nefertiti, Jacon/ Darnoc, Jobete/ Stone Diamond, KPM, Medicine Hat, Modern American/ Charleville, Mulatto, New Era, Ninja/Druse, On Time, Open Door/Good Time, Palm Beach, Peacock/Stone Gold, Pure Songs, Rondor, Saint, Saturday/Shelby Singleton, Screen Gems, Stone & Green, Stranger, Themes, Time Step/ Celedia, Tumbleweed, Trane, X-Ray.
Int'l reps.: Worldwide (EMI).
Patricia, see SEMI.
Peer Int'l, see SEMI.
Peer Southern, see SEMI.
Pema Music, 5 Rue Denis-Poisson, 75017 Paris. Tel: (01) 574.43.72, 359.95.70 Telex: 260648. Gen Mgr. Georges Bacri.
Int'l firms represented: CAM (Italy, Spain).
Int'l reps.: Argentina, Australia, Canada, Germany, Italy, Scandinavia, Spain, UK, USA (all CAM); Switzerland (Campana).
Nicolas Perides (Eds.) (SACEM), 44 Rue Etienne Marcel, 75002 Paris. Tel: (01) 233.07.30. Gen. Mgr.: Nicolas Perides.
Petit Cheval (Eds. du), 84220 Gordes. Tel: (90) 72.06.31.
Philippo, 24 Blvd. Poissonniere, 75009 Paris. Tel: (01) 824.89.24.
Pianola Music, c/o Homeric, 9 Rue Jean Mermoz, 75008 Paris. Tel: (01) 720.09.09. Publ'r: Philippe Renaux.
Plateforme 2000, 20 Rue Ballu, 75009 Paris. Tel: (01) 285.83.00. Telex: 642581. Pres. Hubert Ballay.
Plein Soleil SarL (Eds. Musicales), 6 Rue Galilee, 75116 Paris. Tel: (01) 723.90.10. Co-Pres.: Harry Auerhaan, Bernard Ricci.
Pluriel (Eds.), BP 21, 61350 Passais la Conception. Tel: (33) 38.77.23. Gen. Mgr.: Jean Foucher.
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PolyGram Inds. & Messageries, Av. Maurice Ravel, 92160 Antony. Tel: 666.21.02. Pres.: Edmond Lang; Ind'l Dir.: Fernand Pasquier; Sec'y Gen.: Bruno d'Orgeval; Technical Dir.: Christian March; Factory Dir.: P. Crapard; Comm'l Dir.: Jean-Michel Allays.
Rolland, 82 Rue du Faubourg-St. Martin, 75010 Paris. Tel: (01) 208.76.83.
Satav-Satrape, 44 Rue Pierre Joseph Proudhon, 78800 Houilles. Tel: (03) 968.60.95. Telex: 698618.
Studio 621, 31460 Loubens Laurageais. Tel: (1661) 83.12.55. (Sleeves only)
Verdier (Les Ateliers), 142 Rue de Clignancourt, 75018 Paris. Tel: (01) 606.53.97, 606.54.48.
Vogue MPP (Manufacture de Prod'ns Phonographiques) 82 Maurice Grandcoing, 93430 Villetaneuse. Tel: (01) 826.55.00. Cable: VDGDISC. Telex: 620380. (Jackets only).

LABELS, DISK

Audio Graphic Inds., 124-bis Av. de Villiers, 75017 Paris. Tel: (01) 380.65.70. Telex: 290833.
C N A I Fidsound (Compagnie Nationale d'Applications Ind'lles), 19 Rue Coysevox, 75018 Paris. Tel: (01) 228.05.91, 229.24.61. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaigne.
Charmilles (Disques & Cassettes), 62 Mail des Charmilles, 10000 Troyes. Tel: (25) 81.05.62. Gen. Mgr.: Gilbert Delforge.
Dorel (Les Procedes), 45 Rue de Tocqueville, 75017 Paris. Tel: (01) 277.70.50.
Glory Impression Cartonnage, 7 Rue Louis Armand, 92602 Asnieres. Tel: 790.62.31. Telex: 630110. Pres. Dir. Gen.: Marcel Glory; Technical Mgr.: Jacques Lesueur; Sales Mgr.: Frederic Bussiere.
Grenouilleau-Landais & Les Fils, 18 Rue Dom.-Devienne, 33000 Bordeaux, Tel: (56) 91.49.56.

I M C I, 122 bis Rue Aristide-Briand, 92300 Levallois-Perret. Tel: 737.69.08.
Imprimerie Saint-Roch, 144 Rue du Chemin-Vert, 75011 Paris. Tel. (01) 805.21.98.
M P D Disques, Rue J. Doitteau, 53700 Villaines la Juhel. Tel 16.43.03.27/35. Pres. Dir. Gen.: Pierre de Poix; Sales Mgr.: Monique de Poix.
Mood Duplication, RN 307, 78810 Feucherolles. Tel (03) 056.31.08. Telex: 698940. Pres.: M. Miller; Sales Mgrs.: P. Campiot, H. Louchet.
Offset Press, 9 Rue Edouard Renault, 93000 Le Blanc-Mesnil. Tel: (01) 931.16.82. Telex: 641431. Chief Exec.: Yves Volant; Gen. Mgr.: Guy Volant.
PolyGram Inds. & Messageries, Av. Maurice Ravel, 92160 Antony. Tel: 666.21.02. Pres.: Edmond Lang, Ind'l Dir.: Fernand Pasquier; Sec'y Gen.: Bruno d'Orgeval, Technical Dir.: Christian March; Factory Dir.: P. Crapard, Comm'l Dir.: Jean-Michel Allays.
Rolland, 82 Rue du Faubourg St. Martin, 75010 Paris. Tel: (01) 208.76.83.
Satav-Satrape, 44 Rue Pierre Joseph Proudhon, 78800 Houilles. Tel: (03) 968.60.95. Telex: 698618.
Verdier (Les Ateliers), 142 Rue de Clignancourt, 75018 Paris. Tel: (01) 606.53.97, 606.54.48.

POLYETHYLENE BAG & SHRINKWRAP SUPPLIERS

Satav-Satrape, 44 Rue Pierre Joseph Proudhon, 78800 Houilles. Tel: (03) 968.60.95. Telex: 698618. (Shrinkwrap only)
Topodis, Le Petit Parc, Zone Industrielle, 78920 Ecquevilly. Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy. (Polybags only)

PROFESSIONAL TAPE SUPPLIES

Agfa Gevaert, 274 Av. Napoleon Bonaparte, 92500 Rueil-Malmaison. Tel: 732.02.60. Cable: AGFAGEVA. Telex: 203374.
Audio: Calibration tapes, splicing & leader tapes, storage & shipping cases, NAB & CCIR hubs.
Malfroy, 7 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.65.69. Owner: Dominique Malfroy; Technical Dir.: Jean Malfroy.
Audio: Cassette shipping cases.

RECORD MANUFACTURING EQUIPMENT

Audio Graphic Inds., 124-bis Av. de Villiers, 75017 Paris. Tel. (01) 380.65.70. Telex: 290883.
Chief product: Automated injection-compression presses, automatic inking & bagging machines for 7" or 12" records.
Rhone Poulenc Systems, 47 Rue de l'Echat, 94000 Creteil. Tel: 207.48.90. Telex: 230742. Chm. & Mgr.: Michel Fromont; Dept. Mgr.: Christian Yves Nomicisio, Int'l Mgr.: Louis Delaistier.
Product: Lacquers.
Brand name: Pyral.

TAPE, RAW & BLANK LOADED

Agfa-Gevaert, 274 Av. Napoleon Bonaparte, 92500 Rueil-Malmaison. Tel: 732.02.60. Cable: AGFAGEVA. Telex: 203374.
Audio: Raw—2", 1", ½", & ¼" open reel; blank—cassette.
Video: Blank—2", 1", ¾" U-matic, ½" Beta, VHS, SV & Video 2000 cassette.
Ampex SA, 17-23 Rue du Dome, 92100 Boulogne. Tel: 609.91.55. Telex: 250025.
Audio: 2", 1", cassette, open reel.
Video: 2", 1", ¾", ½" Beta & VHS.
Audio Magnetics France, 129 Av. Charles de Gaulle, 92200 Neuilly. Tel: (01) 745.62.62. Telex: 611698. Gen. Mgr.: J. Arrighi de Casanova.
Audio Plus, 20 Av. D'Ivry, 75013 Paris. Tel: (01) 585.15.99. Telex: 201197. (Raw only)
Audio: Cassette.
Brand name: Domain Magnetics.
B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92300 Levallois. Tel: (01) 739.33.22. Audio/Video Mgr.: Robert Kaplan; Sales Mgr.: Pierre Guenoun.
Audio: Cassette, open reel.
Video: 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.
C N A I Fidsound (Compagnie Nationale d'Applications Ind'lles), 19 Rue Coysevox, 75018 Paris. Tel: (01) 228.05.91, 229.24.61. Pres. & Dir. Gen.: Jean-Claude Thuel-Chassaigne.
Audio: 8-tr., cassette, open reel.
Century-Sound, see Diffusion Artistique.
Diffusion Artistique & Musicale, 95 Rue de France, 77300 Fontainebleau. Tel: (06) 422.07.20. Telex: 692723. Pres.: Didier Briaud; Sales Mgr.: Andre Turban.
Audio: Raw & blank—cassette.
Video: Raw—½" Beta, ½" VHS.
Brand name: Century-Sound.
Domain Magnetics, see Audio Plus.
G-tape, see Greencorp.
Greencorp Magnetics, 16 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.27.40. Telex: 613188. European Sales Mgr.: F.G. Kinney.
Audio: 8-tr., cassette, open reel.
Video: ½" EIAJ open reel, ¾" cassette.
Brand names: G-tape, Greencorp, Opus.
International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris. Tel: (01) 200.29.35. Gen. & Sales Mgr.: Laurent Bussaut. (Importer)
Audio & Video: Raw & blank.
J V C Video France, 138 Av. du President Pompidou, Rueil Malmaison. Tel: (01) 708.92.12. Telex: 203627. (Blank only)
Audio: Cassette (120).
Video: ¾" U-matic cassette, ½" VHS cassette.
M F P-E M I see Music for Pleasure.
M P D Disques, Rue J. Doitteau, 53700 Villaines la Juhel. Tel: 16.43.03.27/35. Pres. Dir. Gen.: Pierre de Poix; Sales Mgr.: Monique de Poix. (Blank only).
Audio: 8 tr., cassette.
Magnex, see Sonofradis.
Malfroy, 7 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.65.69. Owner: Dominique Malfroy; Technical Dir.: Jean Malfroy.
Audio: Blank—cassette, open reel.
Mood Duplication, RN 307, 78810 Feucherolles. Tel: (03) 056.31.08. Telex: 698940. Pres.: M. Miller; Sales Mgrs.: P. Campiot, H. Louchet. (Blank only)
Audio: Cassette, open reel.
Music for Pleasure, 57 Blvd. de la Republique, 78400 Chatou. Tel: (03) 071.30.79. Telex: 698730. Gen. Mgr.: Alain Gerondeau, Sales Mgr.: G. Durampart; Finance & Admin.: M.J. Brown.
Audio: Cassette.
Brand name: MFP-EMI.
Opus, see Greencorp.
Pathe Marconi EMI, 36 Rue Pierret, 92200 Neuilly Sur Seine. Tel: (01) 758.12.48. Telex: 613550. Pres.: Alain Gerondeau.
Factory: 78400 Chatou, 2 Rue Emile Pathe. Tel: 071.92.00. Telex: 696768.
Audio: Cassette, open reel.
Publison Audio Professional, 7-9 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean.
Audio: 8-tr., open reel.
Video: Blank—1" open reel, ½" EIAJ open reel.
Brand names: Pyral, 3M.
Pyral, see Rhone Poulenc & Publison.
Rhone Poulenc Systemes, 47 Rue de l'Echat, 94000 Creteil. Tel: 207.48.90. Telex: 230742. Chm. & Mgr.: Michel Fromont; Dept. Mgr.: Christian Yves Nomicisio, Int'l Mgr.: Louis Delaistier.
Audio: Cassette & open reel.
Brand name: Pyral.
Sonofradis, 61 Rue de Ponthieu, 75008 Paris. Tel: (01) 359.15.18. Mng. Dir.: Jean Claude Ravier.
Audio: Blank—cassette.
Brand name: Magnex.
3M, see Publison.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audio Plus, 20 Av. D'Ivry, 75013 Paris. Tel. (01) 585.15.99. Telex: 201197.
Product: Duplicators.
Brand names: MTI, Telex.
B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.
C N A I Fidsound (Compagnie Nationale d'Applications Ind'lles), 19 Rue Coysevox, 75018 Paris. Tel: (01) 228.05.91, 229.24.61. Pres.: & Dir. Gen.: Jean-Claude Thuel Chassaigne.
International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris. Tel: (01) 200.29.35. Gen. & Sales Mgr.: Laurent Bussaut. (Importer)

TAPE PACKAGING & LABELING EQUIPMENT

International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris. Tel: (01) 200.29.35. Gen. & Sales Mgr.: Laurent Bussaut. (Importer)

• accessories

Ampex SA, 1723 Rue du Dome, 92100 Boulogne. Tel: 609.91.55. Telex: 250025.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).
Audio Plus, 20 Av. D'Ivry, 75013 Paris. Tel. (01) 585.15.99. Telex: 201197.
Product: Tape—splicing blocks & tape (audio) (Brady, X-edit), head cleaning tape (Tapemasters).
B A S F (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois. Tel: 739.33.22. Telex: 620445. Comm'l Dir.: Robert Kaplan.
Product: Tape—leader & splicing tape.
Delta Magnetics, 41 Quai des Martyres de la Resistance, 78700 Conflans. Tel: 972.69.81.
Product: Record—replacement styli (Stanton).
Greencorp Magnetics, 16 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.27.40. Telex: 613188. European Sales Mgr.: F.G. Kinney.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, Tape—head cleaners, demagnetizers, leader & splicing tape.
Impregna SarL, 167 Rt. de St. Leu, Epinay Sur Seine. Tel: (01) 822.64.32. Contact: Jacques Fallard.
Product: Record—record care prods. (anti-static record cleaning material)
International Prod'n Cinearts 7, 25 Rue Cavendish, 75019 Paris. Tel: (01) 200.29.35. Gen. & Sales Mgr.: Laurent Bussaut. (Importer)
Product: Record—carrying & storage cases, 45 rpm adaptors, needles; Tape—carrying & storage cases, leader & splicing tape.
Denis Lavainne (Ets.), 62 Rue des Deportes, 45200 Montargis. Tel: (38) 85.24.17.
Product: Record—record care prods.
Ma-Co SarL, 10 Rue Malakoff, 92600 Asnieres. Tel: 793.37.83. Gen. Mgr.: Ms. Benadon.
Product: Record—record care prods., 45 rpm adaptors, replacement styli; Tape—head cleaners & demagnetizers.
Mageco Electronic, 117 Rue d'Aguesseau, 92100 Boulogne. Tel: (01) 604.81.90. Telex: 204261.
Product: Record—cartridges, record care prods., replacement styli (Pickering).
Publison Audio Professional, 7-9 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07. Dir.: Peter Dean; Gen. Mgr.: Dany Dean.
Product: Record—carrying & storage cases, Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
Sofradiam-Rexon, 82 Rue Baudin, 92300 Levallois Perret. Tel: (01) 270.12.24/91.81. Chief Exec.: Michel Marcot; Gen. Mgr.: Francois Marcot.
Product: Record—carrying & storage cases, record care prods., replacement styli, Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
Symphony Land, 4 Rue Pierre DuPont, 75010 Paris. Tel: (01) 239.31.11. Gen. Mgr.: Jean-Claude Smits.
Product: Record—carrying & storage cases.
Topodis, Le Petit Parc, Zone Industrielle, 78920 Ecquevilly. Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors; Tape—carrying & storage cases (video), head cleaners, demagnetizers.
Vogue MPP (Manufacture de Prod'ns Phonographiques) 82 Rue Maurice Grandcoing, 93430 Villetaneuse. Tel: (01) 826.55.00. Cable: VOGDISC. Telex: 620380.
Product: Record—45 rpm adaptors.

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists. The key to symbols used is: (M) manufacturer; (I) importer; (D) distributor and (R) retailer.

Malfroy, 7 Rue Saint-Vincent, 40103 Dax Cedex. Tel: (58) 74.65.69. Owner: Dominique Malfroy, Technical Dir.: Jean Malfroy.
Product: Posters, T-Shirts (M).
Publi G.D. Impressions-T-Shirts, 62 Mail des Charmilles, 10000 Troyes. Tel: (25) 81.05.62.
Product: T-Shirts (M)

• store fixtures

Etalagire SA, Rue Salvador Allende, Zone Industrielle, 91120 Palaiseau. Tel: (03) 011.53.20. Dir.: T.G. Jamison; Sales Mgr.: A.W. Jamison.
Product: "Anti-theft" cassette racks (Focus)
Glory Impression Cartonnage, 7 Rue Louis Armand, 92602 Asnieres. Tel: 790.62.31. Telex: 630110. Pres. Dir. Gen.: Marcel Glory; Technical Mgr.: Jacques Lesueur; Sales Mgr.: Frederic Bussiere.
Product: Record browser boxes & divider cards.
Greencorp Magnetics, 16 Rue Ficatier, 92400 Courbevoie. Tel: (01) 333.27.40. Telex: 613188. European Sales Mgr.: F.G. Kinney.
Product: Divider cards.
Topodis, Le Petit Parc, Zone Industrielle, 78920 Ecquevilly. Tel: 475.50.21. Telex: 698074. Gen. Mgr.: Andre Gervy.
Product: Record & tape browser boxes, display racks, divider cards.
Video Diffusion Int'l, 9 Rue des Bons Enfants, 75001 Paris. Tel: (01) 261.43.85. Telex: 200695.
Product: Videotape security systems.

GERMAN DEMOCRATIC REPUBLIC (EAST)

Population: 16,750,000
Rate of exchange: $1 (US) = 1.9 ost marks
Per capita income: $5,300.
Holidays: January 1, Good Friday, May 1 (Labor Day), Whitsunday, October 7 (Republic Day), December 25, 26

• record & tape manufacturers / distributors / importers

Amiga, see Deutsche Schallplatten
Aurora, see Deutsche Schallplatten
Buchexport (Volkseigener Aussenhandelsbetrieb der Deutschen Demokratischen Republik), Leninstr. 16, DDR 7070 Leipzig. Tel: (051678) 76-61
Deutsche Schallplatten (VEB), Reichstagufer 4/5, 108 Berlin. Tel: (0311) 220-9201
Labels: (Owned) Amiga, Aurora, Eterna, Litera, Nova.
Eterna, see Deutsche Schallplatten
Litera, see Deutsche Schallplatten.
Nova, see Deutsche Schallplatten.

• music publishers

Breitkopf & Haertel Musikverlag (VEB), Karlstr. 10, DDR-7010 Leipzig. Tel: (05611) 73-51. Gen. Mgr.: Dr. Gunter Hempel; Sales Dir.: Werner Hennig
Int'l reps.: Canada (Alexander Broude), West Germany (Breitkopf & Haertel—Wiesbaden), Mexico (Alexander Broude), Netherlands (De Eerste Muziekcentrale), UK (Fentone), USA (Alexander Broude)
Deutscher Verlag fuer Musik (VEB), see Breitkopf & Haertel
Harth Musik Verlag/Pro Musica Verlag, Karl Liebknechtstr. 12, DDR 701 Leipzig. Tel: (05611) 3-26 12
Int'l reps.: Australia, Canada, UK (Breitkopf & Haertel in UK); West Germany (Apollo)
Friedrich Hofmeister Musikverlag (VEB), see Breitkopf & Haertel
Lied der Zeit (VEB), Postfach 10, Rosa-Luxemburgstr. 41, DDR-1020 Berlin Tel: (0311) 28 2 50-81
Litolff (Collection)- see Peters
Peters (Ed.) (VEB), Postfach 746, Talstr. 10, DDR-701 Leipzig. Tel: (05611) 7721. Cable: PETERSEDITION. Telex: 512381.
Pro Musica Verlag, see Harth

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Composers & Musicologists of the German Democratic Republic, Leipzigerstr. 26, DDR-108 Berlin. Tel: 220-2051
National Committee of the International Music Council, Leipzigerstr. 26, DDR-108 Berlin. Tel: 229-2772.
Neue Bachgesellschaft, Int'le Vereinigung, Karlstr. 10, DDR-701 Leipzig.
Staatliches Komitee fuer Rundfunk, Nalepastr. 18-50, DDR 116 Berlin Tel: 63-60.

LICENSING ORGANIZATION, MUSIC

A W A (Anstalt zur Wahrung der Auffuehrungsrechte auf dem Gebiete der Musik), Storkowerstr. 134, DDR-1055 Berlin. Tel: 434-2757. Gen. Dir.: Klaus Eisenbarth. (Mechanical & performing rights)

GERMAN FEDERAL REPUBLIC (WEST)

Population: 61,439,000.
Rate of exchange: $1 (US) = 2.43 marks.
Holidays: January 1, Good Friday, Easter, May 1 (Labor Day), Ascension Day, Whit Monday, June 17, November (Repentance Day), December 25, 26.

RECORDS:

Record sales certification awards: Silver single—250,000 units; gold single—500,000 units; platinum single—1,000,000 units. Silver LP—100,000 units; gold LP—250,000 units; platinum LP—500,000 units.
Records sold domestically: LP's 1980—96,900,000 units; 1979—98,200,000 units. Singles 1980—45,000,000 units; 1979—47,800,000 units.
Records exported: 1980—32,300,000 units.
Average retail price per record: LP's—$6.50; singles—$2.50.
TV merchandising: 25% of total.
Record club sales: 10% of total.
Discounting: Frequent.
Type of distribution: Manufacturer-to-retailer accounts for 75% of total sales. Manufacturer-to-wholesaler-to-retailer & rack jobbing (there are three rack jobbers) divide another 10%, and direct importing by retailers constitutes the remaining 15%. Total wholesale transactions have increased. Export sales to the United Kingdom and United States are still increasing.
Type of promotion: All radio and TV stations are important sources, especially Radio Luxembourg in Luxembourg and The Belgium Radio with German programs. Also helpful are the numerous discotheques, part-time discos and key publications. The twelve radio stations and the British and American Forces Networks have 30 hit parades weekly. Three TV

channels carry weekly international pop shows. Second German Television (ZDF) has a monthly "hit parade" featuring only German speaking artists. All German stations are controlled by representatives of private organizations, the government and the public.

Jukeboxes: 85,000.

TAPE:

Market: There are no 8-track sales. Musicassettes sales increased by 2% in 1980 compared with 1979. There is a pre-recorded video boom, especially for VHS, which now has a market share of 70%. Demand for Video 2000 is increasing. About 375,000 video recorders were sold in Germany in 1980, with an estimated 600,000 sales expected for 1981.

Pre-recorded tape sold domestically: Cassette 1980—38,800,000 units; 1979—37,400,000 units.

Average retail price per tape: Cassette—$9.00.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (95%); television sets (77%); phonographs (71%); audio tape recorders (60%); video tape recorders (4%).

RADIO STATIONS:

No. of government 12.

Comment: The pop programs of the German radio stations have international music. About 70% of the radio programs are music from the UK and USA.

TELEVISION STATIONS:

No. of government channels 3 (PAL color).

Comment: The most popular music shows are "Musikladen," "Showexpress," "Disco" and "Country Music."

IMPORT/EXPORT REGULATIONS

There are no problems in importing from countries of the European market. There are restrictions against the importation of US imports.

MARKET ANALYSIS:

The record market in 1980 stagnated, forcing some of the small dealers to close their shops and the industry to reduce releases by 30%.

Musical trends are to singer/songwriter in the German language and to heavy metal German groups. The concert scene for US and UK artists was booming. Peter Maffay had the number one album, "Revanche" (Metronome), which sold 1.2 million units from September to December. The most successful song of the year was "Santa Maria," sung and composed by Oliver Onions from Italy and released by Polydor. The most successful record companies were Deutsche Grammophon, Ariola, and EMI; for publishers, the top ones were Melodie der Welt, Intro and Peer.

Wolfgang Spahr

• record & tape manufacturers / distributors / importers

A A R, see Heinz Ulm.

A G M Schallplattenproduktion & Vertrieb, Kisslingweg 44, D-7130 Muhlacker. Tel: (07041) 47-66. Telex: (07) 263721. Dir.: Arno Graul.

A M S Musica Sacra, see Schwann.

A T R MasterCut, see Audio Trade.

Abacca, see Inmus.

Abakus, see Studio Union.

Aban, see Mixtur.

Abanori, see Mixtur.

Acanta, see Fonoteam, Bellaphon & MusiContact.

Ada, see Esplanade.

Ahorn, see Teldec.

Agil Musik & Theater GmbH, Wendelsteinstr. 11, D-8016 Feldkirchen/Riem. Tel: (089) 903-2086.
Labels: Agil, Gold, VM.

Airlift Tontraeger Vertriebs GmbH (IFPI), Clausewitzstr. 4/III, D-1000 Berlin 12. Dirs.: Maria Kopp, Wolfgang Maeder; Prod'ns: Andy Novello, Lennie Portner, Alf Carder. (Distributor)
Branch: D-8400 Regensburg, Portnergasse 6. Tel: (0941) 56-13-51.
Labels: (Owned) Airlift, Firebird.
Int'l rep.: Switzerland (Transworld).

Akropolis Musik & Film GmbH, Mauritiussteinweg 5, D-5000 Cologne 1. Tel: (0221) 23-19-00. Mng. & Prod. Dir.: Peter Power; Sales Mgr.: Ully Jonas. (Distributed by EMI Electrola)

Aladin (Peter Drloff) GmbH & Co. KG, Rauhe Hecke 2, D-5000 Cologne 91. Tel: (0221) 86-23-02, 86-20-32. Telex: (08) 873698. Mng. Dir.: Peter Drloff; Financial Mgr.: Azora Bjerke; A&R: Jurgen Hohmann.
Labels: (Owned) Aladin, Black Prince.

Albert Prod'ns, Harvestehuder Weg 21, D-2000 Hamburg 13. Tel: (040) 44-30-61. European Div. Mgr.: Alex Young.

Alcophon AV GmbH & Co. KG (IFPI), Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzsky; Gen. Mgr.: Manfred von Mangoldt.
Labels: (Owned) Alcophon, Alcophon Super, Blacky.

Des Alpes Schallplatten Produktion GmbH (IFPI), Theodor Koerner Str. 7, D-7800 Wuerzburg. Tel: (0931) 73884, 71286. Telex: (06) 8810. Mng. Dir.: Ursula Danner. (Distributor/Importer)
Labels: (Owned) DA, Echo, Lilliput, Main; **(distributed)** Amati, Bella Musica, Supertone, Welt Melodie.

Alra-Schallplatten, A. Ratajczak GmbH, Schmiedstr. 88-90, D-5120 Herzogenrath. Tel: (02406) 2095. Telex: (08) 329550. Chief Exec.: Richard Vanwersch; Gen. Mgrs.: Werner Zanders, Albert Ratajczak; Sales Mgr.: Albert Ratajczak. (Distributor/Importer—cutouts)

Altaxon, see Palm.

Die Alte Orgel, see Da Camera.

Alternum, see Thorofon.

Amati, see Supertone, Bella Musica & Des Alpes.

Amayana, see Heinz Ulm.

Der Andere Song, see Hansa Musik.

Christian Anders Musikverlag & Produktion, Hoerwarthstr. 26, D-8000 Munich 40. Tel: (089) 18-42-23. Pres.: Christian Anders; Gen. Mgr.: Ann Busse. (Distributed by EMI Electrola)
Labels: (Owned) Chranders.

Angel, see EMI Electrola.

Angel Musikverlag & Produktion A. Engel KG (IFPI), Potsdamerstr. 92, D-1000 Berlin 30. Tel: (030) 782-3030. Chief Exec.: Anneliese Engel; Vice Mgr.: Guenter Engel.
Label: (Owned) Days.
Int'l reps.: Canada (Wilson), Finland (Fazer), Ireland (Crossbar, Wilson), Italy (Beat), UK (Crossbar, Wilson), USA (Integrity, Wilson).

Angelo Musikverlag, An der Alster 37, D-2000 Hamburg 1. Tel: (040) 280-2292. Chief Exec.: Just Ptach.
Label: (Owned) Angelo.

Antagon Musikgesellschaft Jens Michow (IFPI), Leehartzstr. 15, D-2000 Hamburg 20. Tel: (040) 48-44-43. Telex: 2173473. Mng. Dir.: Jens Michow.
Labels: (Owned) Antagon; **(licensed)** Hexagone.

Arcade Recs. (Deutschland) GmbH (IFPI), Leimenrode 29, D-6000 Frankfurt/Main 1. Tel: (0611) 1543-0. Telex: (04) 189319. Mng. Dir.: Michael Levene; Gen. Mgr.: Karl-Heinz Jureit; Comm'l Mgr.: Karl-Heinrich Engelhardt; Sales Mgr.: Rosemarie Gaebke.
Home office: England.
Label: (Owned) Arcade.
Int'l reps.: Austria (Musica), Switzerland (Phonag).

Archiv Produktion, see DGG & Polydor.

Arcum Tontraegerproduktions GmbH, Waagepl. 4, D-3400 Goettingen. Tel: (0551) 5-79-22. Telex: 96646. Owners: Gerd Hahn, Siegfried Schaefer.
Label: Dmnibus.

Arendo, see Jaguar.

Ariola, see Ariola-Eurodisc.

Ariola-Eurodisc GmbH (IFPI), Steinhauserstr. 3, D-8000 Munich 80. Tel: (089) 4-13-61. Cable: EURODISC. Telex: (05) 23487. Pres.: Monti Lueftner; Mng. Dir.: Friedrich Schmidt; Finance & Admin.: Dr. Joachim Kiener; Mktg. & Promo.: Albert Czapski; Sales Mgr.: Hans Knappe; Int'l Dept.: Dorus Sturm; Export Dept.: Geiso Mampell.
Ariola Int'l Group—Pres.: Monti Lueftner; Sr. VP: Friedrich Schmidt; VP Bus. Affairs: Dr. Nickolaus Becker; VP USA & Canada: Elliot Goldman; VP A&R Mktg.: Wim Schipper; VP Latin America Activities: Ramon Segura Martinez.
Int'l branches: Austria, Belgium, Brazil, France, Mexico, Netherlands, Spain, Switzerland, UK, USA.
Labels: (Owned) Ariola, Arista, Baccarola, Eurodisc, Novus, Savoy; **(licensed domestic)** Coconut, Hansa, Hansa der Andere Songs, Oasis, Rocktopus; **(licensed foreign)** Albion (UK), Bearsville (USA), Blueprint (UK), Bronze (UK), CGD (Italy), CMH (USA), Caroline (UK), Chrysalis (UK), Clan Celentano (Italy), Dawn (UK), Dindisc (UK), Golden Hour (UK), Handshake (USA), Island (UK), I Spy (UK), MCA—Backstreet, Coral, Infinity & ABC (USA), Manticore (UK), Melodia (USSR), Musiza (Italy), PRT (UK), President (UK), Rialto (UK), Roulette (USA), Shelter (USA), Sire (UK, USA), Supraphon (Czechoslovakia), Tomato (USA), Virgin (UK).
Int'l reps.: Argentina (Microfon), Australia (Ariola—RCA, Arista—Festival), Bolivia (Lauro), Canada (Ariola—Quality, Arista—Capitol-EMI), Caribbean (West Indies), Central America (Dideca), Colombia (Sonolux), Denmark (CBS), Ecuador (Fadisa), Finland (Finndisc), East Germany (VEB), Greece (Phonogram), Hong Kong (Ariola—Pacific, Arista—EMI), India (EMI), Israel (Hed Arzi), Italy (CGD), Japan (Ariola—King, Arista—Nippon Phonogram), Korea (Ariola—Pacific/Seorabul, Arista—EMI), Malaysia (Ariola—Pacific/Araco, Arista—EMI), New Zealand (Ariola—RCA, Arista—EMI), Nigeria (Decca), Norway (CBS), Paraguay (Microfon), Peru (FTA), Philippines (Ariola—Pacific/Dcto Arts, Arista—Vicor), Poland (EMI India), Portugal (Phonogram), Romania (EMI India), Singapore (Ariola—Pacific/Chiang Huat, Arista—EMI), South Africa (RPM), Sweden (CBS), Taiwan (Ariola—Pacific/ Pac Int'l, Arista—EMI), Thailand (Ariola—Pacific/United, Arista—EMI), Turkey (Turkuola), USSR (Melodia), Uruguay (Microfon), Venezuela (Ariola—Cordica, Arista—Velvet), Yugoslavia (RTB).

Arista, see Ariola-Eurodisc.

Arminia Musikproduktion Erich Storz (IFPI), Hauptstr. 114, D-3360 Osterode am Harz. Tel: (05522) 45-11. Telex: (09) 65154. Gen. Dir.: Erich Storz; Gen. Mgr.: Marianne Dpitz; Sales Mgr.: Marianne Storz. (Also a Wholesaler as Storz GmbH)
Branches: D-2000 Hamburg, Heidenkampsweg 54. Tel: (040) 280-2939. Telex: (02) 162989—**D-4800 Bielefeld,** Am Kampchen 4. Tel: (0521) 25017. Telex: (09) 38058—**D-8702 Estenfeld bei Wurtburg,** Am Kohlerring 6. Tel: (09305) 712. Telex: 068476.
Labels: (Owned) Arminia, Storz.

arDnda Schallplattenproduktion & Vertrieb, Frankfurter Landstr. 7, D-6380 Bad Homburg. Tel: (06172) 4-68-36. Dir.: Gunther Mueller.
Label: (Owned) arDnda.

Arteg Prod'ns, Schinkelstr. 7, D-2000 Hamburg 60. Tel: (040) 279-9941. Dir.: Arno H. v. Vught Jr.

Artist Serv. GmbH, Eppendorfer Baum 13, D-2000 Hamburg 20. Tel: (040) 47-80-22, 48-70-88. Telex: (02) 163078. Mng. Dir.: Eike Heitkamp; Gen. Mgr.: Thomas Fenn.
Labels: (Licensed foreign) Capitol Prod'n/Media (USA), Tortuga (Haiti).
Int'l rep.: Denmark (Dh).

Aspekte, see Teldec.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

Audio Components Vertriebs GmbH, Postfach 762104, Ackermannstr. 36, D-2000 Hamburg 76. Tel: (040) 22-57-19. Telex: 211865. (Importer)
Label: Richardson (USA).

Audio Int'l, Gonzenheimerstr. 2b, D-6000 Frankfurt 56. Tel: 50-47-33. Telex: (04) 13039. Pres.: Hermann Hoffmann; Sales Mgr.: Randy Stahl.
Labels (Owned) Celia; **(distributed—not licensed)** Century, Klavier, M&K Real Time, Sheffield Lab, Telarc (all USA); Audio Lab (Japan).

Audiophon Classic, see Multibrand.

Audio Team, Kamp 24, D-2091 Marxen. Tel: (04185) 47-00. Telex: 2189382.
Label: (Distributed) Jeton.

Audio Trade GmbH, Kolonnenstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex: 855259. Mng. Dir.: Peter Muehlmeyer; Sales Mgr.: Dirk Feldmann
Labels: (Owned) ATR MasterCut, Gale Maximum Fidelity; **(licensed)** Direct Disk (USA), Proprius (Sweden), Three Blind Mice (Japan), Umbrella (Canada).

Audite, see Fono.

Aulos, see Fono.

Auraton, see Heinz Ulm.

Autobahn Recs., Drtnststr. 36, D-8000 Munich 81. Tel: (089) 98-56-25. Telex: 5216305. Owners: Michael Holm, Rainer Pietsch.

Autogram & Folk Recs., Burgstr. 9, D-4405 Nottuln (Kreis Muenster). Tel: (02502) 61-51. Gen. Mgr.: Willy Schwenken.
Labels: (Owned) Autogram, Doctor, Folk-Record, Monogram.

Aves Recs. & Tapes GmbH (IFPI), Harvesthuderweg 21, D-2000 Hamburg 13. Tel: (040) 41-70-07. Telex: 212659. Mng. Dir.: Horst F. Schmolzi. (Distributed by Intercord)
Labels: (Owned) Aves, Avia; **(represented)** Cube (UK), Electric (UK).

Avia, see Aves.

Babsy, see Teledisc.

Babylon, see Music Distributor

Bacillus, see Bellaphon.

Baccarola, see Ariola-Eurodisc.

Baerenreiter-Musicaphon, see Baerenreiter-Verlag & Disco-Center.

Baerenreiter-Verlag, Karl Voetterle GmbH & Co. KG, Heinrich-Schuetz-Alle 35, D-3500 Kaeel/Wilhelmshohe. Tel: (0561) 30011. Telex: (09) 92376. Mng. Dir.: Wolfgang Matthei. (Distributed by Disco-Center)
Int'l branches: England, France, Switzerland.
Labels: (Owned) Baerenreiter-Musicaphon, Bosse-Musik-Medium-Erziehung.

Baltic-Recs., PO Box 4544, Holstenplatz 1-2, D-2300 Kiel 1. Tel: (0431) 9-11-04. Owner: Heinz Ziemann.

Batchwork, see Lesser.

Bear Family Recs., (IFPI), Eduard Grunow Str. 12, D-2800 Bremen 1. Tel: (0421) 78874. Dir. & Gen. Mgr.: Richard Weize; Sales Mgr.: Hermann Knuelle.
Int'l branch: England.
Labels: (Owned) Bear Family; **(represented)** Hickory (USA).
Int'l reps.: Australia (Memory Lane), Japan (King), Switzerland (Gold), UK (Tonal), USA (City Hall, Down Home, Rounder).

Wolfgang Beecken Communications, PO Box 100544, D-2000 Hamburg 1. Tel: (040) 46-49-90. Gen. Mgr.: Wolfgang Beecken.
Label: (Owned) Kreuzberg.

Bella Musica Tontraeger GmbH (IFPI), Ismaningerstr. 102, D-8000 Munich 80. Tel: (089) 98-66-49. Telex: 5215935. Chief Exec.: Juergen Rinschler.
Labels: (Owned) Bella Musica; **(licensed domestic)** Amati, Starlet, Supertone, Welt Melodie; **(licensed foreign)** Multisound.
Int'l rep.: Austria (Discotrade).

Bellaphon Int'l, see Bellaphon.

Bellaphon Recs. GmbH & Co. KG Tontraegergesellschaft (IFPI), Mainzer Landstr. 87-89, D-6000 Frankfurt/Main 1. Tel: (0611) 23-08-01. Telex: (04) 16046. Pres.: Branko Zivanovic; Int'l Prod. Mgr.: Georg Zeiss; Classic Program Dir.: Richard Schneider; Nat'l Prod. Mgr.: Juergen Hofius; Bellaphon Int'l Sound Serv. Mgr.: Winfried Merkle.
Int'l branches: Austria, Switzerland.
Labels: (Owned) Bacillus, Bellaphon, Bellaphon Int'l, Bellaphon Klassik, Heimatland, Pfiffikus, Pick Up, Rare Bid, Schluesselloch; **(licensed domestic)** Acanta, Cain, ENJA, First Class, Peggy; **(licensed foreign)** Aristocrate (France), Audio Fidelity (USA), Avatar (UK), Fabulous (UK), Fresh (UK), Gordy (USA), Greensleeves (UK), Hitsville (USA), Jackson Sound (USA), Jamaica Sound (USA), King, Motown (USA), Mowest (USA), Muse (USA), Plantation (USA), Pompeii (USA), Power Rak (USA), Prodigal (USA), Rare Earth (USA), Roadshow (USA), Roxbury (USA), SSS Int'l (USA), Scotti Bros. (USA), Soul (USA), Stax (USA), Starday King (USA), Sun (USA), Tamla Motown (USA); **(distributed—not licensed domestic)** Birth, Biton, L+R, Nagara, Peg, Sesam, Wolfe; **(distributed—not licensed foreign)** Appaloosa (Italy), Arhoolie (USA), Black Saint (Italy), Bvhaast (Netherlands), Concord Jazz (USA), Delos (USA), Everest (USA), India Navigation (USA), JVC Direct Disk (Japan), Lyrichord (USA), Spotlight (UK), SteepleChase (Denmark), Timeless (Netherlands).
Int'l reps.: Austria (Bellaphon), Greece (Music Box), Portugal (Imavox), Spain (RCA), Switzerland (Bellaphon).

Berolina, see Fonoteam.

Berliton, see Mixtur-Schallplatten.

Das Beste GmbH (Verlag), Augustenstr. 1, D-7000 Stuttgart 1. Tel: (0711) 66-02-1. Telex: (07) 23539. Mng. Dir.: Werner Weidemann; Mktg. Dir.: Helge Weisner; Prod'n Mgr.: Klaus D. Mandl.

Big Sound, see Comma.

Bild am Sonntag Recs. (IFPI), Kaiser Wilhelm Str. 6, D-2000 Hamburg 36. Tel: 347-4254. Telex: (02) 11898. Gen. Mgr.: Joachim Luedicke.

Bingola, see Rudolf Bohnen.

Birth, see Bellaphon.

Biton, see Bellaphon.

Black Prince, see Aladin.

Blacky, see Alcophon.

Blossom, see Intersound.

Blubber Lips, see Rockport.

Blue Rose, see Pila.

Blues Beacon, see ENJA

Boccaccio, see Jaguar.

Dieter Boek, Koelner Landstr. 179, D-4000 Duesseldorf 13. Tel: (0211) 76-38-07. Gen. Mgr.: Dieter Boek. (Distributor/Importer/Exporter).
Label: (Owned) NPR.

Rudolf Bohnen (Musikverlag & Prod'n), Klenzestr. 65/1, D-8000 Munich 5. Tel: (089) 201-2292.
Labels: (Owned) Bingola, Peggy.

Bosse-Musik-Medium-Erziehung, see Baerenreiter-Verlag.

Brain, see Metronome.

G. Braun (Verlag), PO Box 1709, Karl-Friedrich-Str. 14-18, D-7500 Karlsruhe 1. Tel: (0721) 165-1. Telex: (07) 826904. Gen. Mgr.: Karl Breh; Sales Mgr.: Erhard Albrecht.
Label: dhfi-Testschallplatten.
Int'l reps.: Austria (Erb), Switzerland (Music Consort).

Heinz Brinker Musikverlagsgeschaeft, Bruchstr. 49, D-4330 Muelheim-Ruehr. Tel. (0208) 47-81-33. Prod'r: Heinz Brinker; Sales Mgr.: Michael Brinker.
Label: Lagua.

Brockhoff (Ed.), see Fono.

Brunswick, see DGG.

Buena Vista, see Walt Disney.

Bunny, see WEA.

Burda-Schallplatten-Vertrieb, Burda-Hochhaus, D-7600 Offenburg. Tel: (0781) 841.

Busch-Phonothek, see Polyband.

C B S Schallplatten GmbH (IFPI), Bleichstr. 64-66a, D-6000 Frankfurt/Main 1. Tel: (0611) 1-30-51. Cable: CDLRECORD. Telex: 416735. Mng. Dir.: Jorgen Larsen; Deputy Mng. Dir.: Karl G. Arbenz.
Home office: USA. CBS Recs. Int'l.
Labels: (Owned) CBS, Embassy, Epic, GTD, Maestro, Masterworks, Portrait; **(licensed domestic)** m music; **(licensed foreign)** A&M, Blue Sky, Caribou, Invictus, Jet, Kirshner, Monument, Philadelphia Int'l, TK, Unlimited Gold (all USA); A&R (Netherlands).

C M P Recs., Postfach 445, D-5160 Duren. Tel: (0221) 599-2031. (Distributed by Teldec Import Serv.)

C M S, see Hardt.

C R D, see MusiContact.

C R P, see MOT.

Cady, see DPP.

Cain, see Bellaphon.

Caligula, see Calig Verlag.

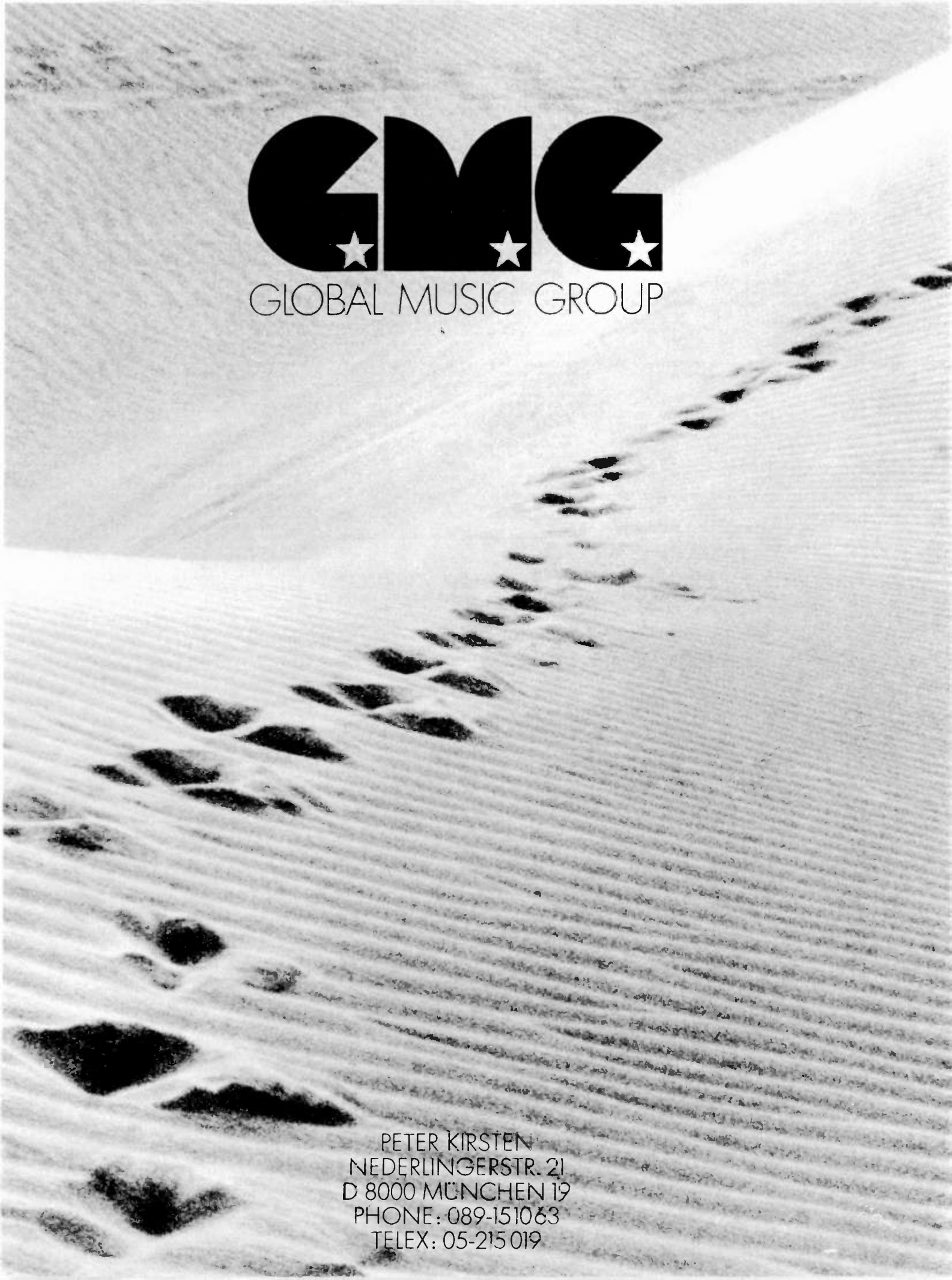
Calig Verlag GmbH, Renatastr. 71, D-8000 Munich 19. Tel. (089) 16-34-76. Pres.: Wolfgang Walter; Prod. Mgr.: Doris Hagen; Mktg. Dir.: Manfred Steinberg. (Distributed by Disco-Center)
Labels: (Owned) Calig, Caligula.
Int'l reps.: Austria (Cura), Belgium (Inelco), Japan (Universal Corp.), Netherlands (HDSAT), Sweden (Soundmaster), Switzerland (Baerenreiter, Metronome).

Calliope, see MusiContact.

Camerata, Postfach 1460, Hoffman von Fallerslebenstr. 8, D-3340 Wolfenbuettel. Tel: (05331) 4976. Owner: K.M. Moesler.

Cantabria, see Manzana-Cantabria.

Cantate, Heinrich-Schultz-Allee 35, D-3500 Kassel-Wilhelmshohe. Tel:



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(0561) 3-00-13. Telex: (09) 92376. Mng. Dir.: Wolfgang Matthei. (Distributed by Disco-Center).
Labels: (Owned) Cantate, SDG.

Canto Musikproduktion GmbH & Co. KG (IFPI), Harmstorfer Weg 11, D-2106 Bendestorf. Tel: (04183) 62-46. Pres. & Gen. Mgr.: Fred Christman. (Distributed by Teldec)
Label: (Owned) Pastels.

Capella, see Thorofon.

Capitol, see EMI Electrola.

Carsound, see Deutsche Austrophon.

Carus, see Fono.

Cassette Maya, see Zarikoton.

Cassetton GmbH Musik-Cassetten-Werk, Sudetenstr. 73, D-8192 Geretsried 2. Tel: (08171) 3031. Telex: (05) 26331. (Tape only)

Castle, see Hiltpoltstein.

Celia, see Audio Int'l.

Center-Ton Center Music (Klaus Joachim Witowski), Luetzowufer 24, D-1000 Berlin 30. Tel: (030) 262-1336.

Champ Recs., Gartenstr. 15a, D-8011 Baldham/Munich. Tel: (08106) 45-55. Contact: Robert Jung.

Chranders, see Christian Anders.

Christophorus-Verlag Herder GmbH, Hermann Herder Str. 4, D-7800 Freiburg im Breisgau. Tel: (0761) 27-171. Telex: (07) 721440. Mng. Dir.: Benno Baldes; Promo.: Horst Newmann. (Distributed by Deutsche Austrophon).

Cine Art Int'l, see Jaguar.

City, see Rocamar.

Classic Collection, see Delta.

Clear Sound, see Hanseatische.

Coconut Recs. GmbH (IFPI), Nachtigallenweg 34 D-5202 Hennef 1. Tel: (02242) 3082. Telex: 889775. Owners: Karin Hartmann, Tony Hendrik. (Distributed by Ariola-Eurodisc)
Label (Owned) Coconut.

Coda, see Radio-Music-Recs.

Colonia Musik Produktion GmbH (IFPI), Mauritiussteinweg 5, D-5000 Cologne 1. Tel: (0221) 23-19-00. Mng. Dir. & Prod'r: Peter Power; Sales Mgr.: Manfred Schmidt; Promo. Mgrs.: Ully Jones, Ingrid Broecher.
Label: (Owned) Colonia.

Colosseum, see Fono.

Coloursound Library, see Show Business.

Columbia, see EMI Electrola.

Comes, see Suewe.

Comma Recs. & Tapes, Postfach 2145, D-6078 Neu Isenburg. Tel: (6102) 56-40. Telex: 4185600. Dir.: Klaus Desterreich; Gen. Mgr.: Roland Bauer; Sales Mgr.: Theo Weinbauer.
Labels: (Owned) Big Sound, Comma, Comma Int'l; **(licensed)** Fonobosa (Columbia), IFESA (Ecuador).
Int'l reps.: Central America (Sisa), Colombia (Fonobosa), Ecuador (IFESA).

Concord, see Polyband.

Le Connaisseur Schallplatten, PO Box 4807, Waldstr. 62, D-7500 Karlsruhe 1. Tel: (0721) 2-56-12. Gen. Mgr.: Klaus Dbodda (Distributor/Importer).
Labels: (Distributed—not licensed) Classical Excellence (USA), Grand Drgue (France), Meridian (UK), Orion (USA), Saiastro (France), Sterling (Sweden).

Connyland, see Phon & Ton.

Conquest, see Lesser.

Cotillion, see WEA.

Countdown Music Musikvertrieb GmbH (IFPI), Harksheiderweg 74, D-2085 Quickborn. Tel: (04106) 24-14, 50-15. Cable: CDUNTMUS HAMBURG. Telex: 214534. Gen. Mgr.: Rainer Etzrodt; Int'l Mgr.: Thomas Fenn.
Label: (Owned) Countdown.

Coup, see Jaguar.

Credo, see Junge Gemeinde.

Crystal, see EMI Electrola.

D A, see Des Alpes.

D C M Schallplatten & Musicassetteproducktion (IFPI), Fasanenstr. 3, D-1000 Berlin 12. Tel: (08651) 47-60. Mgr.: Alfred Dostal.

D G, see DGG & Polydor.

D G G (Deutsche Grammophon GmbH) (sub. of Polydor Int'l GmbH) (IFPI), PO Box 301240, Hohe Bleichen 14-16, D-2000 Hamburg 36. Tel: (0411) 35-96-1. Telex: (02) 163923. Pres.: Rudolf Gassner; Exec. VP's: Oskar Drechsler, Reinhard Stehn.
Labels: (Owned) Archiv Produktion, Brunswick, Deutsche Grammophon (DG), Deutsche Grammophon Literatur, Heliodor, Karussell, MGM, Poly, Polydor, Verve; **(licensed domestic)** ECM; **(licensed foreign)** Capricorn (USA), Carrere (France), Dreamland (USA), Phil Spector Int'l (USA), RSO (UK), Track (UK).

dhfi-Testschallplatten, see G. Braun.

Da Camera Schallplatten-Ed. GmbH (IFPI), Lamerstr. 10/12, Mannheim. Tel: (0621) 10-20-17. Pres: Dr. Klaus Preis; Gen Mgr.: Paul Krisse; Sales Mgr.: Nikolaus Sastruphu. (Distributed by Disco-Center)
Labels: (Owned) Die Alte Orgel, Da Camera, Impromptu, Sastruphon.

Dacapo, see EMI Electrola.

Danny's Pan, see Music Distributor.

Days, see Angel.

Decca, see Teldec.

Delta Acustic, see Music Distributor.

Delta Music GmbH (IFPI), Zur Muehle, 2, D-5020 Frechen 4. Tel: (02234) 61015. Cable: DEMUS. Telex: (08) 89299. Pres.: Dr. K.J. Moll; Gen. Mgr.: P.H. Sautot; Sales Mgr.: Dr. W. Ammel.
Labels: (Owned) Classic Collection, Delta, Pancora, Satyr.

Derby, see Tonomatic.

Deutsche Austrophon GmbH (IFPI), Auf dem Esch 3, D-2840 Diepholz. Tel: (05441) 13-44. Telex: (09) 41221. Gen. Mgr.: Rolf Neumann; Sales Mgrs.: Peter Stinhoefer, Rainer Koppermann.
Labels: (Owned) Carsound, Mandolino, Orchestrola, Racket; **(licensed)** Artiphon (Switzerland), ESP-Collection (Switzerland), Elite Special (Switzerland); **(distributed—not licensed)** Christopherus, Flame, Folk Freak, JC, Jazz Point, Nash, Palm, Pelca, Selected Sound, Sky.

Deutsche Buch-Gemeinschaft (C.A. Koch's Verlag Nachf.) Abt. Schallplatten-Gemeinschaft (IFPI), Berliner Allee 6, D-6100 Darmstadt. Tel: (06151) 866-1. Telex: (04) 19261. Mng. Dir.: Ernst Leonhard; Gen. & Sales Mgr.: Hans Moeller.
Labels: (Owned) Impression, Meteor.

Deutsche Grammophon, see DGG & Polydor.

Deutsche Grammophon Int'l Music Serv. (dept. of DGG), Wendenstr. 29, D-2000 Hamburg 1. Tel: (040) 24-16-01. Telex: 2163116. Mgr.: Michael Schalke; Sales Mgr.: Ernst Rueder. (Importer)

Deutsche Grammophon Literatur, see DGG.

Deutsche Oversea Recs. GmbH (IFPI), Sigismundstr. 15, D-7750 Konstanz. Tel: (07531) 245-17. Pres.: Michel Liber; Gen. Mgr.: Alice Liber; Sales Mgr.: Armin Troesch.
Int'l branch: Switzerland.
Labels: (Owned) Dversea; **(licensed)** Athenee (Greece), Auvidis (France), Diskosan (Turkey), Durium (Italy), Equipe (Italy), Fonit-Cetra (Italy), Jugoton (Yugoslavia), Maietti (Italy), Nimbus (UK), Popular (Greece), Pull (Italy), SM (France), Said (Italy), Select (Greece), Sonor (Italy), Togo (Italy), Unidisc (France), Vanilla (Italy), Variety (Italy), Zephyr (Italy), **(distributed—not licensed)** Orange (Italy), Pearl (UK), Rubini (UK), Spark (Italy), Start (Italy), Taize (France).
Int'l reps.: France (Edwards), Greece (Plomaritis), Italy (Durium).

Deutscher Schallplatten-Club im Deutschen Buecherbund GmbH & Co., Libanonstr. 3-5, D-7000 Stuttgart 1. Tel: (0711) 2-17-91. Telex: (07) 23829. Mng. Dir.: Gerhard Fink.

Deutsches Rotes Kreuz, see Phonogram.

Deutsche Tanzmusik Produktion, Dhmstr. 9, D-8000 Munich 40. Tel: (089) 39-68-74. Mng. Dir.: Hans Lang.
Labels: (Owned) Edition Royal-Hans Lang, Royal Splendid.

Direkt to Disk, see Sonic Arts.

Disc Int'l GmbH, Koenigsbergerstr. 6-8, D-6000 Frankfurt 90. Tel: (0611) 70-34-43. Mng. Dir.: Gangolf Zimmermann.
Labels: (Owned) Get Up!, Lost & Found; **(licensed)** Gael-Linn (Ireland), Shirak (Italy); **(distributed—not licensed)** Bluesboy, Classic Jazz Masters, Crown Prince, Everybody's, Jazz Society, Mr. R&B, Route 66, Saxophonograph, Stockholm, Swing Classics, Tax (all Sweden); Frog, Halcyon, Recommended, VJM (all UK); White Label (Netherlands).
Int'l rep.: Luxembourg (Disques Int'l).

Disco-Center (Vereinigte Schallplatten-Vertriebs GmbH), Postbus 101029, Baerenreiterweg 6-8, Kassel-Wilhelmshoehe, Tel: (0561) 3-20-21. Telex: (09) 92376. Mng. Dir.: Wolfgang Matthei; PR: Eberhard Schoeppner.
Labels: (Owned) Disco-Center; **(distributed)** Albatros, BIS, Baerenreiter-Musicaphon, Baltic-Recs., Calig, Camerata, Cantate, Caprice, Christophorus, Claudius-Verlag, Claves, Da Camera, FidulaFon, Finlandia, Hungaroton, Impromptu, Muza, Panton, Pelca, QuadrigaTon, Qualiton, RBM-Musik, SDG, Sastruphon, Serenus, Sun five, Tudor, Zodiaco.

Disco-Train, see Karma.

Disneyland, see Walt Disney.

Walt Disney Prod'ns GmbH, Savignystr. 76, D-6000 Frankfurt/Main. Tel: (0611) 74-77-74. Dir.: Horst Koblischek; Mktg.: Rudolf Ludwig. (Distributed by Metronome)
Labels: (Owned) Buena Vista, Disneyland.
Int'l rep.: USA (Walt Disney).

Divina, see Erich Jung.

Doctor, see Autogram.

Domino, see Music Distributor.

Domiphon Music, Baltenweg 12, D-4790 Paderborn. Tel: (5251) 7-28-74. Telex: 936841. Gen. & Sales Mgr.: Bert Liqui.

Double Up, see EMI Electrola.

Drive-In, see Suewe.

Dux (Ed.) Arthur Tuerk (Musikverlag), Beethovenstr. 7. D-8032 Lochham. Tel: (089) 87-66-60.
Label: (Owned) Dux.

E B G, see Europaeische.

E C M Recs./Verlag GmbH (IFPI). Gleichmannstr. 10, D-8000 Munich 60. Tel: (089) 85-10-48. Cable: ECMMUSIC. Telex: (05) 21717. Co-Pres.: Manfred Eicher, Karl Egger; Sales Mgr.: Thomas Stoewsand. (Distributed by DGG).
Labels: (Owned) ECM, JAPO; **(licensed)** WATT (USA).
Int'l reps.: Andorra (Establishments Comando), Australia (Janda), Austria (Bellaphon), Belgium (Dureco), Brazil (WEA), Canada (Warner Bros.), Denmark (SteepleChase), Finland (Finnlevy), France (Phonogram), Greece (EMI), Ireland (Tamsin), Italy (Giucar), Japan (Trio), Luxembourg (Dureco), Netherlands (Dureco), New Zealand (Phonogram), Norway (Polydor), Portugal (Dargil), South Africa (Polydor), Spain (Edigsa), Sweden (Amigo), Switzerland (Phonag), UK (PolyGram), USA (Warner Bros.).

E H A, see Voggenreiter.

E J M, see Erich Jung Musik.

E M I America, see EMI Electrola.

E M I Electrola GmbH (IFPI), Maarweg 149, D-5000 Cologne 41. Tel: (0221) 4-90-21. Cable: ELECTROLATDN. Telex: (08) 881290. Mng. Dirs.: Wilfried Jung, Friedrich E. Wottawa; Nat'l A&R Dir.: Manfred Zumkeller; Int'l A&R Dir.: Jochen Kraus; Sales Dir.: Dr. Bernhard Krajewski.
Labels: (Owned) Angel, Capitol, Columbia, Crystal, Dacapo, Double Up, EMI, EMI America, Electrola, Emidisc, HMV, Harvest, Liberty, Ddeon, Parlophone, Pathe Marconi, Prisma, Regal Zonophon, Sidewalk, Starline, Stateside, United Artists, Voce del Padrone, Voix de Son Maitre, La Voz de Su Amo, Waverley, Welt Rekord; **(distributed)** Hoerzu, Klingklang, Musikant, Ruessl Raeckords, Trebol (Mexico); **(licensed domestic)** Musician's Rec. Co. Papagayo, Satellit; **(licensed foreign)** Apple (UK), Cairophon (Egypt), Encore (UK), Favorit (Austria), Kabarett aus Wien (Austria), Lebendige Vergangenheit (Austria), Monitor (USA), Oz (Australia), Preiser (Austria), RAK (UK), Rolling Stones (UK), Seraphim (USA), Soutelphan (Egypt), Sunburst (UK), Talisman (UK), Toshiba (Japan), Trianon (France), Voix du Liban (Lebanon), Voz de Dono (Portugal), World (UK).
Int'l rep.: Worldwide (EMI).

E N J A Recs. (European New Jazz Musik GmbH), 209 Nymphenburgerstr., D-8000 Munich 19. Tel: (089) 16-17-77, 16-51-72. Chief Exec.: Matthias Winckelmann; Gen. Mgr.: Horst Weber.
Labels: (Owned) Blues Beacon (dist. by Plaene), ENJA (licensed to Bellaphon).
Int'l reps.: Denmark (SteepleChase), France (Musica 2000), Italy (IRD), Japan (Polydor), Netherlands (Agram), Portugal (Dargil), Spain (Bol), Sweden (Amigo), UK (Cadillac), USA (Inner City).

E R P, see Kuckuck & Teldec Import Serv.

Echo, see Des Alpes.

Edition Royal-Hans Lang, see Deutsche Tanzmusik.

Ego, see Plaene.

Eigelstein Musikproduktion GmbH, Hansaring 80, D-5000 Cologne 1. Tel: (0221) 12-10-51. Chief Exec.: Wolfgang Hamm; Gen. Mgr.: Peter Schran; Sales Mgr.: Wolfgang Bueltmann; Promo.: Elke Hiel.
Labels: (Owned) Eigelstein, Riskant; **(licensed domestic)** Tontraeger 58 Hagen; **(licensed foreign)** Crammed (Belgium), Extraplatte (Austria), Hat Art (Switzerland), L'Orchestra (Italy), People Unite (UK); **(distributed—not licensed)** Rondo, Tritt, Warning/Ata Tak, Zick-Zack (all Germany); Bvhaast (Netherlands), Recommended (UK).
Int'l reps.: Austria (Extraplatte), Netherlands (Bvhaast), Switzerland (Voxpop).

Electrola, see EMI Electrola.

Elektra, see WEA.

Elias, see IDS.

Elster, see Trion.

Elwephon Recs., Nord-Ost-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzburger; Gen. Mgr.: Jack Cunningham.

Embassy, see CBS.

Emidisc, see EMI Electrola.

Emscherland Musikverlag & Musikproduktion, Postfach 652, Skagerrakstr. 35-35A, D4650 Gelsenkirchen. Tel: (0209) 2-46-06. Chief Exec.: Gerd G. Fortak.

Epic, see CBS.

Erlkoenig, see Hiltpoltstein & Intercord.

Eros, see Polyband.

Erotica, see Polyband.

Erus Technik GmbH (IFPI), Frankfurterstr. 7-11, D-6236 Eschborn. Tel: (06196) 493-1. Telex: (04) 15605. Gen. Mgr.: Norbert Hopf; Sales Mgr.: Georg Hofmann.
Labels: (Owned) Erus; **(licensed foreign)** Mobile Fidelity (USA).

Esplanade GmbH (Ed.), Alsterdorferstr. 365, D-2000 Hamburg 60. Tel: (040) 51-82-11. Mgr.: Mrs. R. Liebe.
Labels: (Owned) Ada, Esplanade, Moewe.

Eulenspiegel Musikproduktion-Verlag-Vertrieb (IFPI), Marktstr. 1, D-2000 Hamburg 6. Tel: (040) 43-71-44. Telex: 2164524. Chief Exec.: Horst Tubesing.
Labels: (Owned) Eulenspiegel; **(distributed—not licensed)** Autogram (Germany), Everest (USA), Mulligan (Ireland), Plant Life (UK), D. Preisser (Austria), Rubber (UK), Shanachie (USA), Tara (Ireland), Thorofon (Germany).
Int'l rep.: Austria (PolyGram).

Eurocassetta GmbH & Co. (IFPI), Mehringdamm 32/34, D-1000 Berlin 61. Tel: (030) 251-0331. Telex: (01) 83369. (Tape only)
Label: Multicassette.

Eurodisc, see Ariola-Eurodisc.

Europa, see Miller.

Europaeische Bildungsgemeinschaft Verlags GmbH (div. of Bertelsmann), Lindenspuerstr. 32, D-7000 Stuttgart 1. Tel: (0711) 6-68-31.
Labels: (Owned) EBG, Dpera.

Europhon Musikproduktion, Rotkreuzplatz 2a, D-8000 Munich 19. Tel: (089) 16-90-49.

Eurosound, see Falcon.

Extra, see RCA.

F M P, see Plaene.

F S M, see Fono.

Fairy Recs./Matuschka & Streibel, Kaiserstr. 209, D-75 Karlsruhe 1. Tel: (0721) 29015. Telex: 7826539 Hifa. Chief Exec.: Peter Streibel. (Distributor/ Importer)

Falcon Schallplatten, Rosner & Co., Postfach 1423, Oststr. 64, D-2000 Norderstedt 1. Tel: (040) 522-30-48. Telex: (02) 174646.
Labels: (Owned) Eurosound, Falcon, Florett, Golden Sound, Hit.
Int'l reps.: Austria (Foto-Quelle), Denmark (Ole Hoglund), Netherlands (Foto-Quelle), Switzerland (Intertransit).

Far Musikverlag, 18 Wittelsbacherstr., D-1000 Berlin. 13. Tel: (030) 80-10-81. Cable: INTROMUSIK. Telex: 183008. Chief Execs.: Frank Farian, Peter & Thomas Meisel; Publ'g Dir.: Karl-Heinz Klempnow.

Fass, see Phonogram.

Fidula-Verlag Johannes Holzmeister KG, Ahornweg 19/21, D-5407 Boppard-Buchanau. Tel: (06742) 24-88.
Labels: (Owned) Fidula Cassette, FidulaFon (dist. by Disco-Center).
Int'l reps.: Austria (FidulaFon), Switzerland (Hortulus).

Firebird, see Airlift.

First Class, see Bellaphon & Fonoteam.

Flop Music Produktions GmbH, Hansa Str. 47, D-2000 Hamburg 13. Tel: (040) 45-67-07. Mgrs.: Peter Uecker, Reinhard Zaum.
Labels: (Owned) Flop.

Florett, see Falcon.

Flower-Recs. Schallplatten, Rheinweg 29, D-5300 Bonn. Tel: (02221) 23-49-55. Owner & Gen. Mgr.: Horst Goetze. (Distributed by Deutsche Austrophon)
Labels: (Owned) Flower-Recs., **(distributed)** Juventus.

Folk Freak, see Deutsche Austrophon.

Folk-Record, see Autogram.

Folk-Song, see Thorofon.

Folkvariety Recs., Postfach 110142, D-2800 Bremen. Tel: (0421) 7-49-10. Owner: Juergen Fuess.

Folkwerkstatt, see Plaene.

Fono (Schallplattengesellschaft mbH) (IFPI), PO Box 2780, Friedrich-Eberstr. 110, D-4400 Muenster. Tel: (0251) 7-71-91. Telex: 892773. Pres. & Gen. Mgr.: Heinrich Brockhoff; Sales Mgr.: Christof Voll.
Labels: (Owned) FSM; **(distributed)** Audite, Aulos, Brockhoff (Ed.), Carus, Colosseum, Toccata; **(represented)** Armida (Switzerland), Sound Prods. (Netherlands), Candide (USA), Disques du Cavalier (France), Fono (Switzerland), Jecklin (Switzerland), Mirror Music (Austria), Orpheus (Switzerland), Turnabout (USA), Vox USA).
Int'l reps.: Austria (Amadeo), Belgium (Schott Freres), France (Schott Freres), Netherlands (Sound Prods.), Switzerland (Jecklin), USA (Fonodisc).

Fonoteam Produktions & Vertriebsgesellschaft mbh, Iseplatz 8, D-2000 Hamburg 20. Tel: (040) 47-40-64. Gen. Mgr.: Klaus Laubrunn. (Distributed by Bellaphon).
Labels: Acanta, Berolina, First Class, Heimat Melodie, Peg, Peggy, Piccolo.
Int'l reps.: Worldwide (Musicontact) excluding Austria, Switzerland (both Bellaphon).

Fontana, see Phonogram.

Foyer, see MusiContact.

Franke & Co. KG (Vereinigte Verlags-Gesellschaften), Karlsbader Ring 54, 8060 Dachau. Tel: (08131) 1-39-22. Mng. Dirs.: Paul Franke, Christian Unncka.
Labels: (Owned) Gloriphon, Hypnopaedia, Lingua Quick, Primaphon.

Funktionelle Musik GmbH, Leharstr. 28, D-8000 Munich 60. Tel: (089) 83-60-38. Gen. Mgr.: Leo E. Horrigan; Sales Mgr.: Michael Hartmann.

Funky Recs. (IFPI), Postfach 0267, D-1000 Berlin 41. Tel: (030) 796-1769. Cable: FUNKTURMVERLAG. Gen. Mgrs.: Jo Sehentai, Bert Hilby; Sales Mgr.: Jens Brettlay.

G E M, see Hardt.

G M V (Gigi Musikvertrieb) Schnabel GmbH, Kohlentwiete 6, D-2000 Hamburg 50. Tel: (040) 851-1131. Telex: 213308. Dir.: Dieter Schnabel. (Distributor/Importer—independent labels, deletions, overstocks)

G T O, see CBS.

Gala, see Multibrand.

Gale Maximum Fidelity, see Audio Trade.

Galgenberg-Studios, Forchenweg 21, D-7117 Bretzfeld-Schwabbach. Tel: (07946) 434. Gen. Mgr.: Ewald Schumacher.

Gammarock Musik GmbH, Dettingenstr. 66, D-8000 Munich 22. Tel: (089) 22-13-63. Telex: (05) 29378. Co-Owners: Gerhard Augustin, Patrick Gammon.
Label: (Owned) Gammarock.

Get Up!, see Disc Int'l.

Gigi Musikvertrieb, see GMV.

Gillette, see Sonic Arts.

Global Recs. (IFPI), Nederlingerstr. 21, D-8000 Munich 19. Tel: (089) 15-

10-63. Cable: GLOBALMUSIC. Telex: (05) 215019. Pres.: Peter Kirsten; Label Mgr.: Rudi Martini. (Distributed by Metronome)
Label: (Owned) Global.
Int'l reps.: Canada (Attic), UK (CBS). (SEE ADVERTISEMENT)

Globeton, see Polyband.
Gloriphon, see Franke.
Gold, see Agil.
Golden Soul, see Sonic Arts.
Golden Sound, see Falcon.
Golden State, see Sonic Arts.
Grekphon, see Polyband.
Gruner + Jahr AG & Co., Bereich Tontraeger, PO Box 302040, Fontenay 11, D-2000 Hamburg. Tel: (040) 41-18-31-75. Telex: 2173087. Chief Exec.: Wojo Euler; Admin. Mgr.: Manfred Heydweiller; Sales Mgr.: Manfred Sippli; Mktg. Mgr.; Winrich Derlien.
Labels: (Owned) Marifon, Maritim.

Gruppe & Lied, see Thorofon.
H H G Henning Handelsgesellschaft mbH, PO Box 1150, D-7263 Bad Liebenzell 1. Tel: (07243) 1-40-14. Telex: (07) 82864.
Branch: Ettlingen bei Karlsruhe, Englerstr. 24.

H & L (Hoeren & Lernen), see Schwann.
H M V, see EMI Electrola.
H T V, see Hanseatische.
Hammer, see Spring.
Hannoton, see Studio-Ton.
Hansa Int'l, see Hansa Musik.
Hansa Musik Prod'n GmbH (IFPI), Wittelsbacherstr. 18, D-1000 Berlin 31. Tel: (030) 88-10-81. Cable: INTROMUSIK. Telex: 183008. Dirs.: Irmtrud, Peter & Thomas Meisel; Gen. Mgr.: Hans-Eberhard Blume; Sales Mgr.: Sylvia Schuetrumpf. (Licensed to Ariola-Eurodisc)
Labels: (Owned) Der Andere Song, Hansa, Hansa Int'l, Rocktopus.

Hanseatische Tontraeger Vertriebs GmbH (HTV), Grosser Kamp, D-2000 Hamburg-Barshuettel. Tel: (040) 670-1089. Telex: 2164047. Gen. Mgr.: Reiner Hogrete.
Labels: Clear Sound, HTV, Melo Cord, TT; **(represented)** Pickwick (UK).

Happy Recs. Schallplatten GmbH (IFPI), Oederweg 26, D-6000 Frankfurt/Main. Tel: (0611) 59-03-19. Gen. Mgr.: Johann Michel; Gen. Mgr.: Adolf Wilms.
Label: (Owned) Happy.

Hardt Cassetten GmbH, Muehlenweg 3a, D-6370 Oberursel. Tel: (06172) 3-59-53. Gen. Mgr.: Wolfgang Engelhardt.
Labels: (Owned) GEM, Hardt; **(licensed)** CMS.

Harmonia Mundi Schallplatten GmbH & Co. Musik-produktion, Karlstr. 60, D-7800 Freiburg. Tel: (0761) 25471, 25313. Telex: (07) 72552. Dir.: Rudolf Ruby. (Distributed by EMI)
Label: (Owned) Harmonia Mundi.
Int'l reps.: Australia (Carinia), Brazil (SOM), France (Harmonia Mundi), Italy (Fonit-Cetra), Japan (Teichiku), Spain (Odeon).

Harvest, see EMI Electrola.
Heimatland, see Bellaphon.
Heimat Melodie, see Fonoteam & RCA.
Heliodor, see DGG & Polydor.
Helm, see Heinz Ulm.
Henning, see Polyband.
Herkules-Recs., Suedring 11, D-3502 Vellmar 1/Kassel. Tel: (0561) 82-27-73. Owner: Regina Theis.
Hexagone, see Antagon.
Hiltpoltstein (Tonstudio), NR 212, D-8551 Hiltpoltstein. Tel: (09192) 73-26. Telex: 624282. Owners: Jonas Porst, Manfred Neuner.
Labels: (Owned) Castle, Erlkoenig (dist. by Intercord), Shark (dist. by Intercord), Up.

Hit, see Falcon.
Hitburger Musik GmbH, Geiselgasteig-Str. 80, D-8000 Munich 90. Tel: (089) 64-03-57, 64-02-67. Mng. Dir.: Andrea Andergest.
Hit Pick Music, Baierlach 21A, D-8191 Herrnhausen/Obb. Tel: (08179) 81-01. Prod'n Mgr.: Michael Frielinghaus; PR & Promo.: Sabine Jochums.
Hoeren & Lernen, see Schwann.
Hoerzu, Kaiser-Wilhelmstr. 6, D-2000 Hamburg 36. Tel: (040) 347-2396/2831. (Distributed by EMI Electrola).
Juliana Hopp GmbH, Backnangerstr. 74, D-7152 GrossAspach. Tel: (07191) 2-02-05. Telex: 7262116. Gen. Mgr.: Peter Hopp. (Record & Tape Wholesaler/Importer/Exporter)
Hypnopaedia, see Franke.
I C, see Innovative Communication.
I D S (International Disc Serv.) (IFPI), PD Box 140105, Auf der Schanz 44, D-8500 Nuernberg 14; Tel: (09171) 6688. Telex: (06) 23987. Dir.: Hans-Joachim Rabe; Gen. Mgr.: Walter Ruff; Sales Mgr.: Sigrid Lohr.
Int'l branches: France (Trimicron), USA (Trymicron).
Labels: (Owned) Elias, IDS, Programm.

I D T-Music GmbH, Faunastr. 49, D-4000 Dusseldorf. Tel: (0211) 68-45-55. Chief Execs.: Dirk & Ingrid Tillen.
I R S/Hjalmar Harms, PO Box 104501, D-2800 Bremen. Tel: (0421) 32-67-26. Mng. Dir.: Hjalmar Harms. (Distributor/Importer/Exporter).
Impression, see Deutsche Buch-Gemeinschaft.
Impromptu, see Da Camera & Disco-Center.
Inmus (Internationaler Musik-Serv.), Elisabethstr. 38, D-8000 Munich 40. Tel: (089) 271-3781. Chief Exec. & Gen. Mgr.: Hans Wewerka.
Label: (Owned) Abacca.

Innovative Communication (IC) (IFPI), Kirchstr. 6, D-3101 Winsen. Tel: (05143) 8003. Telex: 925019. Owner: Klaus Schulze; Gen. & Sales Mgr.: Klaus D. Mueller. (Distributed by Deutsche Austrophon)
Label: (Owned) IC.
Int'l reps.: Austria (Amadeo), Japan (Disk Union), Netherlands (Simpele Fons), Norway (Uniton), Switzerland (Bellaphon), UK (Making Waves), USA (Greenworld, JEM).

Intercord Tongesellschaft mbH (IFPI), Aixheimerstr. 26, D-7000 Stuttgart 75. Tel: (0711) 47-51-41. Telex: (07) 22814. Gen. Mgr.: Herbert R. Kollisch; Mktg. & Sales Mgr.: Volker A.W. Bell; Mktg. Ass'ts: Erika Deker, Klaus Munzert; Int'l A&R: Juergen Kramar; Nat'l A&R: Karl-Heinz Rothenburg; Classic Prod. Mgr.: Peter Springer; Press: Hans Derer; Promo.: Eva-Maria Brede, Marion Koenig.
Labels: (Owned) Intercord, Saphir, Spiegelei; **(Distributed—not licensed)** Aves, BBC, Black Lion, Blue Rose, Cellier, Chart Star, Cherry Red, Cube, Electric, Erlkoenig, Freedom, Graduate (UK), Gull, Hi-Cream, Ice (UK), Kingdom, Ovation, Shark, Sonet (Sweden, UK), Toledo, Xenophon.
Int'l reps.: Australia (Quality), Austria (Amadeo), Belgium (PMP-Eurovox), Canada (Bootgroup/Attic), Denmark (RCA-Hede Nielsen), Finland (Discophon), France (L'Oiseau Musicien), Greece (Veran), Hong Kong (Studer-Revox, Hong Kong Recs.), Israel (Radiounion), Italy (Braconnier), Japan (Teichiku), Luxembourg (SEI), Netherlands (EMI-Bovema), Norway (Disco A/S), Portugal (Movieplay), South Africa (U. Naumann), Spain (Movieplay), Sweden (Electra), Switzerland (Phonag), USA (Artistic Music, Jem Recs., Peters Int'l).

International Music Serv., Hohe Bleichen 14-16, D-2000 Hamburg 36. Contact: Juergen Wolfer.
Label: (Represented) Gatemouth Rec'g (USA).

International Musikproduktion, Hochhaus, D-6096 Raunheim. Tel: (06142) 2-23-92, (06107) 4301. Cable: INTERMUSIC. Mng. Dir.: Wolfgang Heinrich; Adv., Press & PR: Hedi Zoller.
Intersound Musikverlag-Musikproduktion-Musikvertrieb GmbH & Co. KG (IFPI), Schleibinger Str. 10, D-8000 Munich 80. Tel: (089) 48-81-51. Dirs.: Gerhard & Rotheide Narholz.
Labels: (Owned) Blossom, Intersound, Pro Viva, Studio One; **(licensed)** Crea Sound (Canada).

Isarton Beka Schallplatten, Konigswieserstr. 16, D-8035 Gauting bei Munich. Tel: (089) 850-1098/4111/4008. Mng. Dir.: Alfons Bauer. (Distributed by Deutsche Grammophon)
Iton Musikproduktion-Verlag, Ludwigstr. 11, D-8033 Krailling. Tel: (089) 857-4499. Mng. Dir.: Ingo Klingbell.
J C, see Deutsche Austrophon.
J A P O, see ECM.
Jaguar Musikproduktion (IFPI), Schierbrokerstr. 29, D-2875 Ganderkesee 3. Tel: (04221) 53497, 87622. Cable: JAGUARMUSIC. Dir.: H. Schweitzer; Gen. Mgr.: Rolf Tobis; Sales Mgr.: H.J. Schweitzer Jr.; PR Mgr.: Frank Bartelt.
Int'l branches: Denmark, France.
Labels: (Owned) Cine Art Int'l, Coup, Jaguar; **(distributed)** Arendo, Boccaccio, PA.
Int'l reps.: Benelux (Cero), Switzerland (Intercool).

Jax Pax, see Juicy Peeple.
Jazz Aktuell (Vertrieb), Burgunderstr. 10, D-5000 Cologne 1.
Label: (Represented) Mustevic Sound (USA).

Jazz at the Cotton Club, see WAM.
Jazz Point, see Deutsche Austrophon.
Jeans, see Jupiter.
Jeton Recs. GmbH (IFPI), Banaterstr. 8, D-7024 Filderstadt 4. Tel: (711) 28-23-03. Gen. Mgr.: Klaus Heiligenstuehler; Ass't to Gen. Mgr.: Annemarie Heilgenstuehler; A&R Mgr.: Wolfgang M. Schmidt. (Distributed by Audio Team)
Label: (Owned) Jeton.
Int'l rep.: USA (Burns Audiotronic).

Jubilate, see Schwann.
Juicy Peeple, Anklamer Ring 18, D-2000 Hamburg 73. Tel: (040) 647-62-80. Telex: 213540. Owner: Jimmy Pratt.
Int'l branch: USA, JP Music.
Label: (Owned) Jax Pax.

Juke Box, Steinstr. 53, D-8000 Munich 80. Tel: (089) 48-79-30, 48-77-95. Dir.: Harry Fox.
Labels: (Owned) Juke Box, Sex.

Junge Gemeinde (Verlag), PO Box 979, Fangelsbachstr. 11, D-7000 Stuttgart 1. Tel: (0711) 64-30-15. Gen. Mgr.: Siegfried Krumrey.
Labels: (Owned) Credo, Trimedia.
Int'l reps.: Austria (Buchhandlung der Methodisten Kirche), Switzerland (Christliches Verlagshaus).

Erich Jung Musik (IFPI), Ledderhoserweg 19, D-6550 Bad Kreuznach. Tel: (0671) 6-90-07. Pres.: Erich Jung; Gen. Mgr.: W. Kullmann; Sales Mgr.: G. Kossmann.
Labels: Divina, EJM, Mirata.

Jupi, see Jupiter.
Jupinchen, see Jupiter.
Jupiter Recs. GmbH & Co. KG, Hoechlstr. 2, D-8000 Munich 80. Tel: (089) 98-49-26. Telex: (05) 22946. Owner & Pres.: Ralph Siegel; Gen. Mgr.: Werner Schueler; Sales Mgr.: Red Herschmann. (Distributed by Teldec)
Labels: (Owned) Jeans, Jupi, Jupinchen, Jupiter; **(represented)** Heiman (UK), Prelude (USA), Satril (UK).
Int'l reps.: Austria, Benelux, Scandinavia, Switzerland (all Teldec); Argentina (Microfon), Bolivia (Lauro), Brazil (Fermata), Colombia (Fuentes), Greece (Music Box), Hong Kong (Shun Cheong), Italy (Durium), Japan (Victor), Korea (Victor), Mexico (Musart), Spain (Columbia), Venezuela (Velvet).

Juventus, see Flower.
K-tel Int'l GmbH, Schlitzerstr. 6-8, D-6000 Frankfurt/Main. Tel: (0611) 41-01-91. Telex: (04) 17292. Gen. Mgr.: Jens R. Boldt; Sales Mgr.: Frank Pietzsch.
Home office: USA.

Kacha, see Lesser.
Kaleidoskop, see Star.
Kanon, see MusiContact.
Karma Musikproduktion GmbH, Hofbrunnstr. 11b, D-8000 Munich 71. Tel: (089) 79-90-41. Telex: (05) 28403. Pres.: Helmar Kunte; Promo. Head: Karin Wirthmann.
Labels: (Owned) Disco-Train, Karma.
Int'l reps.: Austria, Benelux, Germany, Switzerland, Scandinavia (Polydor).

Karussell, see DGG & Polydor.
Fred Kersten Schallplatten-Produktion, Rambachstr. 3, D-6750 Kaiserslautern 31. Tel: (0631) 5-56-24. Owner: Fred Kersten.
Labels: (Owned) Kersten.

Killdus, Sperberweg 7, D-5204 Lohmar Geber. Tel: (02246) 2578.
Label: (Represented) Ralph (USA).

Kingsound, see Kingtone.
Kingtone GmbH, Esmarchstr. 27, D-8000 Munich 50. Mng. Dir.: Erwin Koenig.
Labels: (Owned) Kingsound, Kingtone, Starsound.

Kiosk, see Suewe.
Kitty, see Schulte + Gerth.
Klassik, see Bellaphon.
Klinklang, see EMI Electrola.
J. Jacobsen Waren Kontor GmbH, see Membran.
Kopf, see Roof-Music.
D. Kretz (Automaten-Serv.), Sofienstr. 179, D-7500 Karlsruhe 1. Tel: (0721) 55-56-60, 59-07-20. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost. (Distributor/Importer).
Kreuzberg, see Wolfgang Beecken.
Kuckuck Schallplatten, Habsburgerplatz 2/2, D-8000 Munich 40. Tel: (089) 33-20-78. Cable: RAHNPRODUCTIONS. Telex: (05) 215497. Owner: Eckart Rahn. (Distributed by Teldec Import Serv.)
Labels: ERP, Kuckuck.

L & P (Leuenhagen & Paris), Lister Melle 39, D-3000 Hanover. Tel: (0511) 31-30-55.
L + R Recs. GmbH, Kohlseeweg 4, D-6072 Dreieich. Tel: (06103) 62081. Telex: 4185229. Chief Exec.: Horst Lippmann; Gen. Mgr.: Heinz Hartmann. (Distributed by Bellaphon)
Label: (Owned) L+R.
Int'l reps.: France (SFPP), Italy (IRD), Norway (PolyGram), Spain (Edigsa).

L S, see Suewe.
Lagua, see Heinz Brinker.
Lanteern Produktion Wort & Music & Bild, PO Box 660226, D-2000 Hamburg 5. Tel: (040) 6-07-064. Owner: Hannes Flesner.
Larry's Rec. Syndicate, Industriestr. 10/1, D-7151 Auenwald 1. Tel: (07191) 54710. Telex: (07) 245948. (Importer/Exporter) (SEE ADVERTISEMENT)
Lava, see Plaene.
Lesser Int'l, Postfach 1525, Graflingerstr. 226, D-8360 Deggendorf. Tel: (0991) 30866. Telex: 69780.
Int'l branch: USA.
Labels: (Owned) Batchwork, Conquest, Kacha, Limo; **(represented)** Earth Int'l (USA).
Int'l rep.: South America (Musidisc).

Leuenhagen & Paris, see L&P & Schwann.
Liberty, see EMI Electrola.
Lilliput, see Des Alpes.
Limo, see Lesser.
Line Recs., Papenjuderstr. 16, D-2000 Hamburg 76. (Distributed by Teldec)
Label: (Represented) Waterhouse (USA).

Lingua Quick, see Franke.
Lollipop Musik, Juergen S. Korduletsch KG, Landwehrstr. 85, D-2000 Munich 2. Tel: (089) 51-93-03. Telex: 529172. Pres.: Juergen S. Korduletsch; Gen. Mgr.: Wolfgang Dorsch. (Licensed to Teldec)
Labels: (Owned) Lollipop, Vinyl; **(licensed)** Ace, Claridge, Legrand, Vee Jay (all (USA).
Int'l reps.: Africa (Polydor), Australia (RCA), Canada (Polydor), Central & South America (Polydor), France (Carrere, Polydor), Hong Kong (Pacific), Italy (WEA), Spain (Columbia), USA (Casablanca).

Lord, see Schulte + Gerth.
Lost & Found, see Disc Int'l.
Lotus, see Rockport.
m recs., Appenweiererstr., D-7602 Oberkirch. Tel: (07802) 2805, 3819. Telex: 752613. Owners & Mgrs.: Werner Kimmig, Wilfried Richartz. (Distributed by CBS)
M G M, see DGG.
M M, see Teldec Import Serv.
M O T Musikproduktion, Postfach 100202, Am Gutleuthofhang 26a, D-6900 Heidelberg 1. Tel: (06221) 80-38-00, 80-10-10. Mng. Dir.: Rudiger Eck.
Labels: (Owned) CRP, MOT.

M P N, see Hans-Juergen Schipper.
M P S Recs. GmbH (IFPI), PO Box 1750, Richthofenstr. 3, D-7730 Villingen. Tel: (07721) 5-20-07. Telex: 792548. Pres. & Gen. Mgr.: Hans Georg Brunner-Schwer; Creative Servs. Head: Hans Pfitzer; Financial Dir. & Sec'y: Hans Wollschlaeger. (Distributed by Metronome).
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Int'l reps.: Australia (Carinia), Austria (Amadeo), Brazil (Som), Japan (Teichiku), New Zealand (Viking), Spain (Compania Fonografica Espanola), Switzerland (Metronome), USA (Pausa).

M W M Recs. Munich, Ungererstr. 43, D-8000 Munich 40. Tel: (089) 36-150-53. Dir.: Michael Wilke. (Distributed by Teldec Import Serv.)
Label: (Owned) MWM.
Int'l reps.: Sweden (EMI), UK (Roy Belcher-Big Bands).

Made in Germoney, see Recommended.
Maerchenland, see OPP & Polyband.
Maestro, see CBS.
Magna Tontraeger Produktions GmbH (IFPI), Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 68-440-28. Telex: (01) 83845. Dirs.: Juergen Freidank, Karl Moessnang. (Tape only)
Labels: (Owned) Magna, Music Mobile, Sandmaennchen; **(licensed)** International Artist (UK).

Main, see Des Alpes.
Maisonette, see UBM.
Mandolino, see Deutsche Austrophon.
Manuela Sound Musik, Alleestr. 47, D-4100 Duisburg. Tel: (0203) 56-06-86. Telex: 98257. Mng. Dir.: Heinrich Schaechter.
Manzana-Cantabria Music (IFPI), Gudrunstr. 65, D-2000 Hamburg 56. Tel: (040) 81-83-88. Telex: (02) 173114. Pres.: Christian Lohse; Gen. Mgr.: Regina Heinrich.
Labels: (Owned) Canatabria (dist. by Bellaphon), Manzana (dist. by Ocean).

Helmut Marcuse (Schallplatten-Import), Thomasiusstr. 8, D-6000 Frankfurt/Main 1. Tel: (0611) 43-97-94, 44-10-22. Telex: (04) 189306. Chief Exec.: Helmut Marcuse. (Importer)
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Marifon, see Gruner + Jahr.
Marino Recs., Limbeckstr. 128, D-4630 Bochum 7. Tel: (0234) 23-17-60. Owner: Heinz Meiser.
Label: (Owned) Marino.

Maritim, see Gruner + Jahr.

Peer Musikverlag GmbH
Hamburg, Germany

Masterworks, see CBS.
Mediaphon (IFPI), Hermann-Loensweg 57, D-5650 Solingen 11. Tel: (02122) 7-97-31. Chief Exec.: Dr. Udo Unger.
Label: (Owned) Mediaphon.
Int'l rep.: Switzerland (Phonag).
Melo Cord, see Hanseatische.
Melosmusik, see Teldec Import Serv.
Membran GmbH (Musik-Vertrieb)/J. Jacobsen Waren Kontor GmbH, Weidestr. 120, D-2000 Hamburg 76. Tel (040) 220-12-56. Telex: 2161368. Pres.. Juergen Jacobsen, Gen. Mgr. Claus-Holger Lehfeldt; Sales Mgr.: Rainer Scheer.
Mercury, see Phonogram.
Meteor, see Deutsche Buch-Gemeinschaft
Metronome Musik GmbH (IFPI), Ueberseering 21, D-2000 Hamburg 60. Tel: (040) 63-80-31. Telex: (02) 174735 Mng. Dir.: Heino Wirth; A&R Mktg. Mgr.: Ruediger Litza; Sales Mgr.: Heiner Wieland; Int'l A&R Mgr.: Detlev Kroemker.
Labels: (Owned) Brain, Global, Metronome, Nature, Reflektor, Zebra, **(licensed foreign)** Amadeo (Austria), Aura (UK) Barclay (France), CNR (Netherlands), CTI (USA), Can't Stop (USA), Cirosello (Italy), Chiswick (UK), DJM (UK), De-Lite (USA), Disney (France USA), Ensign (UK), Fiction (UK), Kudu (USA), Logo (UK), Passport (USA), Ricordi (Italy), Riviera (France), Safari, Transatlantic (UK), Vanguard (USA); **(licensed domestic)** MPS.
Int'l reps.: Australia (Carinia), Austria (Amadeo), Belgium (Barclay), Brazil (Som), Canada (PJ Imports), Central America (Ricardo Boet), Denmark (Metronome), Finland (Finnlevy), France (Phonogram), Israel (Litratone), Japan (Teichiku), Malaysia (Phonogram), Netherlands (Ariola), Norway (Polydor), Portugal (Phonogram), Singapore (Phonogram), South Africa (Gallo), Spain (Hispavox, Columbia), Sweden (Metronome), Switzerland (Metronome), UK (EMI, Logo), USA (German News, JEM, Peters Int'l).
Michael & Co. Tontraeger Vertrieb GmbH, Spaldingstr. 1, D-2000 Hamburg 1. Tel: (02102) 45031. Telex: 8585241. Mng. Dir.: Peter Bertram. (Distributor)
Branches: D-2000 Hamburg 1, Wendenstr. 29. Tel: (040) 280-3435. Telex. (02) 162916—**D-8000 Munich 45,** Ingolstaedterstr. 63. Tel: (089) 31-61-70. Telex: (05) 215910.
Micula Recs., Goethestr. 11, D-8023 Pullach. Tel: (089) 793-0260. Gen. & Sales Mgr.: Hans Schmidbauer.
Label: (Owned) Micula.
Midi, see WEA.
Miller Int'l Schallplatten GmbH (IFPI), Justus von Liebig-Ring 2-4, D-2085 Quickborn. Tel: (04106) 50-01. Telex. (02) 12336. Gen. Mgr.: Harald A. Kirsten.
Labels: (Owned) Europa, Plus, Signal.
Int'l reps.: Brazil (Fermata), Denmark (Irish Lydband), Israel (Unatex), Netherlands (MCR), New Zealand (Europa), Philippines (OctoArts), Portugal (Vadeca), Switzerland (Exclusa), USA (Sine Qua Non), Venezuela (Fermata).
Mirata, see Erich Jung.
Mitra, see Mixtur.
Mixtur-Schallplatten GmbH, Rosenheimerstr. 35, D-1000 Berlin 30. Tel: (030) 211-2050. Gen. Mgr.: Manfred Ganady.
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Int'l reps.: Italy (Bongiovanni), Netherlands (Vista).
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Monogram, see Autogram.
Mountain Music, see Roland.
Multibrand oHG Volker Ahrens & Co. (IFPI), August Mogler Str. 23, D-7100 Heilbronn/Neckar. Tel: (07131) 4-10-68. Telex: 728366. Mng. Dir. Volker Ahrens.
Labels: (Owned) Audiophon Classic, Gala, Silversound, Viola Classic.
Multicassette, see Eurocassetta.
Musica Bavarica, see Schwann.
musica viva Schallplatten, Sproetzerweg 25, D-2110 Buchholz. Tel (04181) 3-34-53. Gen. Mgr.: Dietmar Will.
Labels: (Owned) musica viva; **(distributed—not licensed)** Orpheus (Switzerland), Pape Verlag Berlin
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Music Distributor GmbH, Wendenstr. 25, D-2000 Hamburg 1. Tel (040) 24-25-96. Gen. Mgr.: Dieter Moench; Sales Mgr. Achim Groteclaes; Prod. & Mktg. Mgr.: Matthias Doering. (Distributor)
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Label: (Owned) Songbird.
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Pandora, see Delta.
Papagayo, see EMI Electrola.
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Peg, see Bellaphon & Fonoteam.
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Pergola, see Phonogram.
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Phon & Ton Schallplatten KG (IFPI), Scherbaumstr. 27, D-8000-Munich 83. Tel (089) 670-6330. Gen. Mgr.: Konrad Wolf; Sales Mgr.: Irmgard Nuding; Promo. Mgr.: Bernd Schroeder.
Labels: (Owned) Connyland, Phon & Ton.
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Pick Up, see Bellaphon.
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Pilot, see Spring.
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Plaene GmbH (IFPI), Braunschweigerstr. 20, D-4600 Dortmund 1. Tel: (0231) 81-89-25. Telex: (08) 22292. Gen. Mgr.: Wolfgang Frickenhaus; Sales Mgr.: Joachim Winderlich; PR: Sonja Kappel.
Labels: (Owned) Plaene; **(licensed foreign)** Dicap (Chile); **(distributed—not licensed domestic)** Ego, FMP, Folkwerkstatt, Lava, Moers, Musikkiste, Po Torch, Satire-Verlag; **(distributed—not licensed foreign)** Amiga, Aurora, Egrem, Eterna, Litera (all East Germany); Le Chant du Monde, Folkways (USA), Movieplay (Spain), Supraphon (Czechoslovakia).
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Playsound, see Polyband.
Plus, see Miller.
Pollux, see Star.
Poly, see DGG.
Polyband Gesellschaft fuer Tontraeger GmbH & Co. KG (IFPI), Lindwurmstr. 95, 8000 Munich 2. Tel: (089) 53-08-81. Telex: (05) 22636. (Cassette mfr.) (Also see DPP).
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Polystar, see Phonogram.
Pool, see Teldec.
Portobello, see Trion.
Portrait, see CBS.
Po Torch, see Plaene.
Power Exchange, see Phonogram.
Powerplay Music Recs. GmbH (IFPI), Dietrichsweiler 3, D-7093 Jagstzell. Tel: (07967) 568, 349. Telex: 74553. Mng. Dir.: Stefan Schick; A&R Mgr.: Ingo Rietsch; Sales Mgr.: Harold Meissner.
Labels: (Owned) Powerplay, Surfrock.
Primaphon, see Franke.
Prisma, see EMI Electrola.
Profi, (Walter Fitz & Fred Bertelmann KG), Eichenstr. 17, D-8033 Krailling. Tel: (089) 857-1454.
Labels: (Owned) Profi, Zwoelfer.
Profile, see Teldec.
Prominent, see Teldec.
Programm, see IDS.
Promoton Ton & Bildproduktionsges mbH & Co., Adalbertstr. 47, D-8000 Munich 40. Tel: (089) 280-91-53. Telex: (05) 22493. Mng. Dir.: Hans E. Haberfeld.
Pro Musica Musik & Kunstversand GmbH, Am Sandbach 32, D-4030 Ratingen. Tel: (02102) 47-00-79. Telex: (08) 585328. Chief Exec.: G. Wengler. (Direct Marketer)
Pro Viva, see Intersound.
Pyramid, see PA.
R C A Schallplatten GmbH (IFPI), PO Box 7613, Dsterstr. 116, D-2000 Hamburg 19. Tel: (040) 49-02-1. Telex: (02) 14193. Mng. Dir.: Hans-Georg Baum; Finance & Admin. Mgr.: Helmut Hecht; A&R Mgr.: Manfred Helms; Int'l Mktg. Mgr.: Eckhart Gundel; PR Mgr.: Gero Puchstein; Sales Mgr.: Ernst-W. Teske; Adv. Mgr.: Harry Sombrowski; Promo. Mgr.: George Gibb; Int'l Pop Prod. Mgr.: Jimi Boyks.
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Racket Recs., see Deutsche Austrophon.
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Labels: (Owned) Coda, Radio Music (RMC).
Rainbow Recs. GmbH, Petterweilstr. 4-8, D-6000 Frankfurt/Main. Tel: (0611) 43-01-75. Telex: 413037. Gen. Mgr.: Datty Ruth; Ass't to Gen. Mgr.: Helge Post; Sales Mgr.: Klaus Mewes. (Distributor/Importer of UK labels).
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Rare Bid, see Bellaphon.
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Recommended Recs. Germany, PO Box 183441, D-2800 Bremen 1. Tel: (0421) 34-74-20. Dir.; Heino P. Mainz; Finance, Mktg. & Policy Mgr.: Andy Ortmann.
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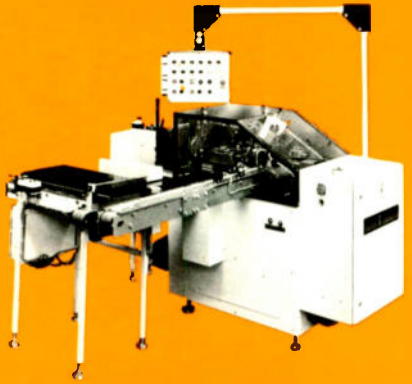

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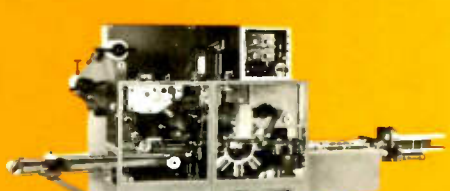

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Reflektor, see Metronome.

Regal Zonophone, see EMI Electrola.

Regina, see Otto Wrede.

Repertoire, see Sonic Arts.

Repertoire Recs. & Tapes GmbH, Harvestehuder Weg 21, D-2000 Hamburg 13. Tel: (040) 44-60-21. Cable: SLEZAKMUSIC. Telex: 213425. Owners: Killy Kumberger, Rudi Slezak.

Reprise, see WEA.

Richter GmbH (IFPI), Am Sandbach 32, D-4030 Ratingen. Tel: (0203) 70-00-34/42-36. Telex: (08) 585241.

Rimpo Tontraeger GmbH & Co. KG, Prinz-Regentstr. 50-60, D-4630 Bochum 1. Tel: (0234) 7-20-53. Telex: 0825756. Gen. Mgr.: Herbert Ludwig; Sales Mgrs.: Bernd S. Kowalzik, Juergen Roemhild. (Wholesaler/Importer/Exporter/Distributor) (SEE ADVERTISEMENT)

Ring Recs., PO Box 1612, D-413 Moers 1.
Label: (Represented) Mustevic Sound (USA).

Riskant, see Eigelstein.

Rocamar Music, Gardeschuetzenweg 61/63, D-1000 Berlin 45. Tel: (030) 834-5161. Chief Exec.: Ackhard Meier-Hardy.
Labels: (Owned) Rocamar; (Distributed by Rocomar/Pa); **(licensed domestic)** City.

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Int'l rep.: Switzerland (Pick).

Rocktopus, see Hansa.

Roland Recs. (IFPI), Furtwaenglerstr. 27, D-6900 Heidelberg. Tel: (06221) 47-27-11. Pres.: Roland Steinel; Gen. Mgr.: Joe Mountain; Sales Mgr.: Roman Sayler.
Labels: (Owned) Mountain Music, Roland.

Rondo, see Eigelstein.

Roof-Music Schallplatten & Verlags GmbH (IFPI), Prinz-Regentstr. 50-60, D-4630 Bochum. Tel: (0234) 77-36-50. Telex: (08) 25756. Dir.: Horst Krause; Gen. Mgr.: Juergen Triebel; Sales Mgr.: Bernd Kowalzik.
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Rotaria, see Simon.

Royal Splendid, see Deutsche Tanzmusik.

Ruessl Raeckords, see EMI Electrola & Star.

S A C P C M Digital, see Sonic Arts.

S D G, see Cantate & Disco-Center.

S + G, see Schulte + Gerth.

Sandmaennchen, see Magna.

Saphir, see Intercord.

Sastruphon, see Da Camera & Disco-Center.

Satellit, see EMI Electrola.

Satire-Verlag, see Plaene.

Satyr, see Delta.

Savoy, see Ariola-Eurodisc.

Schott Wergo, see Wergo.

Hans-Juergen Schipper Musik-Produktion, PO Box 1161, Fritz Reuter Str. 52, D-2940 Wilhelmshaven. Tel: (04421) 6-08-82. Mng. Dir.: Hans-Juergen Schipper.
Labels: (Owned) MPN; **(distributed)** Unicorn.

Schluesseloch, see Bellaphon.

Schulte + Gerth (Verlag), Emmeliusstr. 31, D-6334 Asslar. Tel: (06441) 84-61. Telex: 483794. Mng. Dir.: Klaus Gerth; Mgr.: Rainer Schaefer; Sales Mgr.: Christian Hellwig; Prod'rs: Mike Weller, Margret Birkenfeld.
Labels: (Owned) Kitty, Lord, S+G.

Peter Schuster, Weserstr. 23, D-1000 Berlin.
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Schwann Paedagogischer Verlag GmbH (IFPI), Am Wehrhahn 100, D-4000 Duesseldorf. Tel: (0211) 36-03-01. Dir.: Dr. Paul Boehringer; Gen. Mgr.: Wilhelm Biswanger; Sales Mgr.: Eylert Koch.
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Scout, see Texel.

Seon, see RCA.

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Sesam, see Bellaphon.

777 Musik-Produktion-Verlag, Kirchstr. 8, D-4100 Duisburg 14. Tel: (02135) 61-16-7. Pres.: Lambertus B. de Jonge Sr.; PR: Werner Schwarz.

Sex, see Juke Box.

Shark, see Hiltpoltstein & Intercord.

Show Business (Ed.) (IFPI), Gunter Greffenius & Co. oHG, Schumannstr. 8, D-8000 Munich 80. Tel: (089) 47-10-94. Chief Exec.: Dr. Gunter Greffenius.
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Int'l reps.: Australia (Penjane), France (L'illustration Musicale), Italy (Beat), Netherlands (Holland), USA (Sonatina).

Sidewalk, see EMI Electrola.

Siebenpunkt Verlags GmbH, Habsburger Platz 1, Rueckgebaeude, D-8000 Munich 40. Tel: (089) 33-18-08. Gen. Mgr.: H. Schmidt

Sieg Ton, see WPL.

Signal, see Miller.

Silent Sun, see Trion.

Silversound, see Multibrand.

Simon Recs. (IFPI), Zigeunerweg 45, D-8104 Grainau. Tel: (08821) 88-71. Chief Exec.: Hans Arno Simon.
Labels: (Owned) Rotaria, Simon.

Spoon, see Teldec Import Serv.

Sky Recs. GmbH (IFPI), Nordhaeuser Weg 16, D-2000 Hamburg 61. Tel: (040) 551-2641. Owners: Guenter Koerber, Hans-Joachim Viehr, Frank-Michael Wiegand. (Distributed by Deutsche Austrophon).
Int'l reps.: Australia (Europe Activity Ents.), Austria (IMS, PolyGram), France (Stand By), Hong Kong (Hong Kong Recs.), Italy (IRD, Discoteca Pick-Up, Musik-Import), Japan (Teichiku), Netherlands (Bertus Dists.), Norway (Strawberry), Portugal (Valentim de Carvalho), Sweden (Swecont), Switzerland (Bellaphon), UK (Making Waves, Projection), USA (Greenword, JEM).

Snoopy, see UBM.

Songbird, see Music Factory.

Sonic Arts Corp., Lerchenstr. 30, D-6751 Rodenbach. Tel. (06374) 6921. Exec. VP: Herbert P. Haas.
Labels: (Owned) Direkt to Disk, Gilette, Golden Soul, Golden State, Nostalgia, Repertoire, SAC-PCM Digital, Sonic Arts, Super Dimension Six.
Int'l reps.: Switzerland (Star), USA (Golden State, Sonic Arts).

Soul City Rec. Shop, Budapesterstr. 44, D-2000 Hamburg 4. Tel: (040) 439-79-19. Telex: 2164169. Dir. & Sec'y: Karl B. Mills; Gen. Mgr.: Marion Moeller; Sales Mgr.: Ginya Joseph. (Distributor/Importer)
Labels: (Distributed—not licensed) Cha Cha, D-Roy, Grove, Hawkeye (all UK).

Special, see RCA

Spiegelei, see Intercord.

Spotlight, see Supertone.

Spring Music-Verlag & Produktion GmbH (IFPI), Leyboldstr. 1, D-5000 Cologne 51. Tel: (0221) 38-44-48. Gen Mgr.: Guenter Faust.
Labels: (Owned) Hammer, Pilot.

Square, see Star.

Squeaky Shoes Recs., Zollernstr. 18, D-775 Konstanz Tel: (07531) 25889. Mng. Dir.: Hildegard Schneider.
Int'l branch: England.

Star-Club, see Phonogram.

Starlet, see Supertone & Bella Musica.

Starline, see EMI Electrola.

Star Musikproduktion GmbH (IFPI), Wrangelstr. 5, D-2000 Hamburg 20. Tel: (040) 460-1056. Telex: 213485. Chief Exec.: Ralf Arnie; Sales Mgr.: Jenny Arnie.
Labels: (Owned) Kaleidoskop (dist. by EMI Electrola), Pollux, Ruessl Raeckords (dist. by EMI Electrola), Square (dist. by Ruessl, Rimpo).

Starsound, see Kingtone.

Stateside, see EMI Electrola.

Steyrer Disco, Nordendstr. 8, D-8019 Moosach. Tel: (08091) 9588. Owner, Pres. & Dir.: Peter Steyrer; Gen. Mgr.: Rudolf Sax; Sales Mgr.: Anna Niesner.
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Stockfisch Produktion, Verlag & Vertrieb, Sanddornweg 13b, D-3300 Braunschweig. Tel: (0531) 5-10-38. Owners: Hansi Dobratz, Gunter Pauler.

Storz, see Arminia.

Strand, see Teldec.

Studio One, see Intersound.

Studio-Ton MusiCassetten & Schallplatten R Produktion, Jordanstr 18-A, D-3000 Hannover. Tel: (0511) 81-33-34.
Labels: (Owned) Hannoton, Studioton.

Studio Union im Lahn-Verlag, PO Box 140, Wiesbadenerstr. 1, D-6250 Limburg/Lahn 1. Tel: (06431) 40-12-11. Mng. Dir.: Engelbert Tauscher; Press & PR: Raimund B. Zoellner.
Labels: (Owned) Studio-Union; **(licensed)** Abakus.

Suewe (Vertriebs & Dienstleistungs GmbH & Co.) KG, Pressezentrum 06, D-6800 Mannheim 2. Tel: (0621) 19-21. Chief Exec. Ernst Feuser.
Labels: (Owned) Comes, Drive-In, Kiosk, LS (Leser-Service); **(licensed)** Unisono.

Summer, see WAM.

Sunrise Recs. GmbH, Sierichstr. 54, D-2000 Hamburg 60. Tel: (040) 279-4055. Telex: 2174680.

Super Dimension Six, see Sonic Arts.

Supertone Schallplatten Vertrieb (IFPI), Alfonsstr. 9/11, D-8000 Munich 19. Tel: (089) 18-37-88. Gen. Mgr.: Dr. Heinz Stein. (Licensed to Bella Musica)
Labels: (Owned) Amati, Spotlight, Starlet, Supertone, Welt Melodie.
Int'l reps.: Austria (Allround, Disco-Trade), Denmark (Dansk).

Surfrock, see Powerplay.

T I S, see Teldec Import Serv.

T T, see Hanseatische.

T W R, see Trans World.

Taxim Recs., Postfach 101143, D-2800 Bremen 1. Tel: (0421) 3164.
Label: (Represented) Philo (USA).

Teldec Import Serv. (IFPI), Borsteler Chaussee 85-99a, D-2000 Hamburg 61. Tel: (040) 511-0055. Telex: 174537. Gen. Mgr.: Rolf Baehnk; Sales Mgrs.: Bernd Janke, Juergen Tiessen, Reimer Behr. (Distributor/Importer)
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Teldec Telefunken Decca Schallplatten GmbH (IFPI), Heussweg 25, D-2000 Hamburg 19. Tel: (040) 4-01-91. Cable: TELDEC. Telex: 02134545. Mng. Dirs.: Kurt Richter, Gerhard Schulze; Domestic Sales Mgr.: Karl-Heinz Steike; Export Sales Mgr.: Elmar Hussing; A&R Int'l Gen. Mgr.: Nobby Varenholz; Nat'l A&R Mgr.: Horst Bork; Classical Mgr.: Heinrich Weritz; Pop Mktg. Mgr.: Manfred Peter.
Labels: (Owned) Aspekte, Nova, Profile, Prominent, Strand, Teldec, Telefunken; **(distributed)** AZ (France), Ahorn, All Platinum (USA), Arion (France), Ariston (Italy), Attic (Canada), Barnaby (USA), Beat (Italy), Big Mouth (Switzerland), Buddah (USA), CBD (USA), Cadet (USA), Camden (UK), Checker (USA), Chess (USA), Columbia (Spain), Creole (UK), Decca (UK), Delphine (France), Everest (USA), First American (USA), Fonit-Cetra (Italy), Gryphon (USA), H&L (USA), Inelco (Belgium, Netherlands), Line, Lollipop, London (USA), MAM (UK), Magic Moon (UK), Magnet (UK), Pinnacle (UK), Pool (Germany), RPM (South Africa), Sonet (Sweden), Stang (USA), Static (UK), Stiff (UK), Storyville (Sweden), Sugar Hill (USA), Telstar (Belgium, Netherlands), Trojan (UK), Vinyl, Vibration (USA), Vogue (France), Yep (Italy), Zomba (UK).

Teledisc-Ed.-Produktion, Tiedgestr. 5A, D-3000 Hannover 1. Tel: (0511) 81-60-41. Mng. Dir.: Wolfgang Borges; Prod. Mgr.: Dolf Brandmayer.
Label: (Owned) UTV Film-Recs; **(distributed)** Babsy.

Telefunken, see Teldec.

Telemusic, see van der Bourgh.

Tempo (Schallplatten-Vertrieb) Meissner & Co., PO Box 226, Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel: (089) 79-42-86/66. Telex: (05) 212035. Mng. Dir.: Kurt Meissner.

Texel (Ed.), PO Box 1165, Burgstr. 4, D-7830 Emmendingen. Tel: (07641) 21-78. Contacts: Reinhard Egin, Eva Morgenstern.
Labels: (Owned) Scout, Texel, Whistler Music.

Thorofon Schallplatten KG, Am Sande 7, D-3002 Wedemark 1. Tel: (05130) 41-76. Dirs.: Helga & Helmut Koenig.
Labels: (Owned) Alternum, Capella, Folk-Song, Gruppe & Lied, Thorofon, Thorofon-Discus.

Thorofon-Discus, see Thorofon.

Timewind, see Music Distributor.

Tip Top Musikverlag & Prod'n, Fasanenstr. 71, D-1000 Berlin 15. Tel: (030) 883-3443. Owner: Egon Pfrenger.
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Toccata Schallplatten GmbH, Am Schlosspark 7, D-7812 Bad Krozingen. Tel: (07633) 37-00. Mng. Dir.: Rolf Junghanns; PR: Dili-Matti Huovio. (Distributed by Fono).
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Toledo Recs., Wittelsbacher Str. 18, D-1000 Berlin 31. Tel: (030) 88-10-81. Telex: 184174. Pres.: Guenter Henne, Karl Schmitz.

Tonomatic Tontraeger GmbH, Schwabelstr. 2, D-8011 Hoehenkirchen bei Munich. Tel: (08102) 81-36. Dir.: Johann Winkler; Gen. & Sales Mgr.: Margarethe Winkler; Promo.: Marie-Luise Daum.
Labels: (Owned) Derby, Tonomatic, Tonosound, Top Hat.

Tonosound, see Tonomatic.

Tontraeger 58 Hagen, see Eigelstein.

Top Hat, see Tonomatic.

Topsound, see DPP & Polyband.

Top-Star Musikproduktion & Recs., Adalbert Stifterstr. 1, D-6909 Walldorf. Tel: (06227) 1206. Dir. & Gen. Mgr.: Willi Reinehr; Sales Mgr.: Oliver Stone; Ass't Mgr.: Mike Silverstone.
Label: (Owned) Top Star.

Trans World Recs., Bornickerstr. 39a, D-1000 Berlin 20. Tel: (030) 361-9019. Mng. Dir.: Horst Fuchs. (Distributed by Ariola-Eurodisc)
Label: (Owned) TWR.

Trend Recs. (IFPI), Ziethenstr. 59, D-6800 Mannheim 51. Tel: (0621) 79-27-69. Chief Exec.: Klaus R. Nagel; Gen. Mgrs.: Klaus R. & Heide Nagel.

Trimedia, see Junge Gemeinde.

Tritt, see Eigelstein.

Trion Sound Prod'n GmbH, Ginnheimer Landstr. 200, D-6000 Frankfurt/Main 50. Tel: (0611) 51-81-88. Mng. Dirs.: Wolf-Dieter Melzer, Hans-Walter Bruessow.
Labels: (Owned) Elster, Portobello, Silent Sun, Trion.

Troubadisc Frauenmusik Zeitung, Arcisstr. 62, D-8000 Munich.
Label: (Represented) Redwood (USA).

Tuerkueola (IFPI), Hansaring 149, D-5000 Cologne 1. Tel: (0221) 73-50-35. Telex: 8885159. Pres. & Gen. Mgr.: Yilmaz Asoecal; Sales Mgr.: Samim Uluc.
Label: (Owned) Tuerkueola.

U B M Prod'ns, Glockengasse 1, D-5000 Cologne 1. Tel: (0221) 21-08-18. Telex: (08) 881935. Pres: Uwe Buschkotter; Dir.: Harry Rosenstein.
Labels: Maisonette, Snoopy, UBM.

U F A Int'l GmbH, Sonnenstr. 19, D-8000 Munich 2. Tel: (089) 55-79-57. Cable: UFATON. Telex: (05) 23265. Gen. Mgr.: Dr. Josef Bamberger.

U T V-Film-Recs., see Teledisc.

Ullstein Musik, Kaiser Wilhelmstr. 6, D-2000 Hamburg 36. Tel: (040) 347 4254. (Distributed by RCA)

Heinz Ulm-Musik GmbH, Voelkstr. 34, D-8900 Augsburg. Tel: (0821) 51-55-55. Dir.: Heinz Ulm.
Labels: (Owned) AAR, Amayana, Auraton, Helm; **(licensed domestic)** ENJA (tape only).
Int'l reps.: Austria (Bellaphon), Greece (Music Box), Switzerland (Bellaphon).

Umbrella, see MusiContact

Umcorn, see Hans-Juergen Schipper.

Unisono, see Suewe.

United Artists, see EMI Electrola.

Up, see Hiltpoltstein.

Ursus, see Tip-Top

V M, see Agil.

V M S Musica Mundi, see Schwann.

van der Bourgh Verlage, Hubertusstr. 76, D-8035 Gauting. Tel: (089) 850 2790. Owner: Werner Berthold van der Bourgh.
Label: Telemusica.

Varia Recs. (IFPI), Plankenhofstr. 7, D-8000 Munich 81. Tel: (089) 93-18-88. Dir.: & Gen. Mgr.: Werner H. Theisen; Sales Mgr.: Christa Meininger.

Verabra, see Teldec Import Serv.

Venus Recs. GmbH (IFPI), Hauptstr. 33, D-5024 Pulheim 3. Tel: (02238) 3333, 2004. Telex: 8883241. Pres.: Dieter Dierks; Gen. Mgr.: Fred Hoock. (Distributed by Membran)

Venus—Sales Mgr.: Christine Schoenherr—see Music Distributor.

Vertigo, see Phonogram.

Verve, see DGG & Polydor.

Video & Musikvertrieb Rudolf Steiner GmbH, Ellwangerstr. 40, D-7085 Bopdingen. Tel. (07632) 49-40. Telex: 0713776.

Videothek Programm GmbH, Possmoorweg 1, D-2000 Hamburg 60. Tel: (040) 27 17, 22-34. Telex. 0213214.

Vineta Musikverlag, Ziethenstr. 59, D-6800 Mannheim 51. Tel: (0621) 79-27-69. Chief Exec.: Klaus R. Nagel; Sales Mgr.: Ebs Koenig; PR: Heide Nagel.
Labels: (Licensed) Hudson (UK), Music Scene (Italy), Rouge (UK).

Vinyl, see Lollipop & Teldec.

Viola Classic, see Multibrand.

Voce del Padrone, see EMI Electrola.

Voggenreiter Verlag (IFPI), Viktoriastr. 25, D-5300 Bonn-Bad Godesberg. Tel: (02281) 35-50-51. Telex: (08) 885662.
Labels: (Owned) EHA, Xenophon (licensed to Intercord).

Voix de Son Maitre, see EMI Electrola.

La Voz de Su Amo, see EMI Electrola.

W A M Schallplatten Produktions GmbH (IFPI), Meteorstr. 11, D-2200 Elmshorn. Tel: (0421) 6-15-32. Exec. & Sales Mgr.: Klaus Meyer; A&R & Prod'ns Mgr.: Dr. Peter Wehrspann.
Labels: (Owned) WAM (Distributed by Phonogram Import Serv.). Jazz at the Cotton Club (Distributed by d&p musicservice); **(licensed)** Summer

(Distributed by d&p musicservice)
Int'l reps.: Australia (Quality), Denmark (Danish Music Imports), Italy (Discorama), Netherlands (Golden Age, Cor de Pater, Spronk), Spain (Belter), UK (Great Jazz), USA (Bill Barry, Sourhland, Triangle Jazz).

W E A Musik GmbH (IFPI), Arndtstr. 16, D-2000 Hamburg 76. Tel: (040) 22-80-50. Telex: (02) 14881. Mng. Dir. Siegfried E. Loch; Sales Mgr.: Henning Rintelen.
Branches: D-5110 Alsdorf, Record Serv. Dist'n Center, Max Plankstr. 1-9. Tel: (02404) 2-00-01. Gen. Mgr.: K.H. Rentrop—**D-1000 Berlin,** Detmolderstr. 15. Tel: (030) 853-4011. Telex: (01) 84616. Rep.: Gerd Rehn—**D-5000 Cologne,** Kamekestr. 37. Tel: (02?1) 51-75-62. Telex: (08) 83383. Rep.: Barbara Wolf—**D-6000 Frankfurt,** Nordendstr. 30. Tel: (0611) 59-26-02. Telex: (04) 14073. Rep.: Erich Schoepe.—**D-8000 Munich,** Mauerkircherstr. 5. Tel: (089) 98-49-31. Telex: (05) 215177. Rep.: Joerg Schmidt.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Midi, Nonesuch, Reprise, WEA Int'l, Warner Bros.; **(licensed domestic)** Bunny, GMG; **(licensed foreign)** Big Tree (USA), Custom (USA), Dark Horse (USA), DiscReet (USA), F-Beat (UK), Finnadar (JSA), Little David (USA), Pacific (USA), Planet (USA), RFC (USA), Riva (UK), Swan Song (USA), Target (UK), Whitfield (USA).
Int'l reps.: Austria (Ariola), Switzerland (Musikvertrieb).

W M S Music Serv. GmbH, Wolbeckerstr. 14, D-4410 Warendorf. Tel: (02581) 70-21. Gen. Mgr.: Hans-Hermann Penn. (Rack jobber)

W P L-Vertriebs U. Musikproduktion GmbH & Co. KG (IFPI), PO Box 6160, Hubertusstr. 11, D-5340 Bad Honnef 6 (Himberg). Tel: (02224) 80726. Mng. Dir.: Wolfgang Paul Lentz; Sales Mgr.: Werner Stinkens; PR: Beata Lenz
Labels: (Owned) WPL, WPL Int'l; **(licensed)** Sieg Ton.
Int'l rep.: Benelux (WPL).

Warner Bros., see WEA.

Warning/Ata Tak, see Eigelstein.

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel. (06103) 6-10v51. Cable: WAMESCO. Telex: (04) 185331. Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier; VP & Controller: Karl Schoon. (Distributor/ Importer).

Waverley, see EMI Electrola.

Josef Weinberger GmbH, Dederweg 26, D-6000 Frankfurt/Main. Tel: (0611) 59-03-19. Pres.: Johann Michel.

Welaton (Westphal & Lange KG), Hainhaus 2, D-3012 Langenhagen 5. Tel: (0511) 73-80-31. Telex: (09) 24057.

Welt Melodie, see Supertone, Bella Musica & Des Alpes.

Welt Rekord, see EMI Electrola.

Werba-Ton, see PA.

Wergo Jazz, see Wergo Schallplatten.

Wergo Spectrum, see Wergo Schallplatten.

Wergo Schallplatten GmbH, PO Box 3640, D-6500 Mainz. Tel: (06131) 10741. Gen. Mgrs.: L. von Canstein, Juerger Luczak; Sales Mgr.: Dr. Peter Hanser-Strecker.
Labels: (Owned) Wergo, Wergo Jazz, Wergo Spectrum, Schott Wergo; **(represented)** Image (Switzerland), MMO (USA).
Int'l reps.: Belgium & France (Schott Freres), Japan (Trio), Spain (Hispavox), Switzerland (Record Serv.), USA (EAM).

Wersi Music Prod'n GmbH (IFPI), Aachenerstr. 11?, D-5000 Cologne 40. Tel: (02234) 7-10-16. Telex: (08) 89206. Mng. Dir.: Rudi Petry; Sales Mgr.: H.K. Hoppe.

Whistler Music, see Texel.

Wind Recs., Postfach 640157, D-5000 Cologne 60. Tel: (0221) 599-2031. Owner: Vera Brandes; Press: Holger Kruessmann.

Wolfe, see Bellaphon.

Otto Wrede Regina-Verlag, Postfach 6148, Schumannstr. 35, D-6200 Wiesbaden. Tel: (06121) 52-31-18. Chief Exec.: Harry Wrede.
Label: (Owned) Regina.

X-Recs., Nordenstr. 30, D-6000 Frankfurt 1. Tel (0611) 55-26-32. Telex: 414073. Gen. Mgrs.: Peter Hauke, Ingo Schant.. (Distributed by Teldec)
Label: (Owned) X-Recs.
Int'l reps.: Greece (Music-Box), Japan (RCA Victor), USA (X-Recs.).

Xenophon, see Intercord & Voggenreiter.

Yuphon, see Polyband.

Zagler, see Raphaele.

Zarikolon, Kapizinerstr. 48, D-8000 Munich 5. Tel: (089) 77-04-84. Chief Exec.: Michael Zarikos.
Labels: (Owned) Zarikoton; **(licensed domestic)** Cassette Maya.

Zebra, see Metronome.

Zick-Zack, see Eigelstein.

Zwoelfer, see Profi.

• music publishers

A M E Musikverlag Edward Kassner GmbH, Brahmsstr. 3, D-3000 Hannover 1. Tel: (0511) 66-70-61.

A-R Musikverlag, Dreimuehlenstr. 7-9, D-8000 Munich 5. Tel: (089) 76-16-31. Telex: 0529880. Owner: Armin Rahn.

Aarton-Verlag, Forchenweg 21, D-7117 Bretzfeld Schwabbach. Tel: (07946) 434. Telex: 728880. Gen. Mgr.: Ewald Schumacher.

Abacus Music, Meteorstr. 11, D-2200 Elmshorn. Tel: (04121) 6-15-32. Gen. Mgr.: Klaus Meyer. (Also see Roba)

Accord GmbH (Ed.), Maarweg 130, D-5000 Cologne 41. Tel: (0221) 54-30-36. Cable: ACCORDMUSIC. Telex: (08) 8883543. Gen. Mgr.: Holger Mueller.
Int'l firms represented: Ardmore & Beechwood (Belgium, UK), Beechwood (USA), Beechwood de Mexico (Mexico), Castle (Australia), Central Songs (USA), Champs-Elysees (France), EGO (Spain), EMI-Brigadiers (South Africa), Eco (France), Gallico (USA), Glenwood (USA), Itaipu (Brazil), KPM (UK), MAI (Argentina), Marsaint (USA), Peter Maurice (UK), Pathe Marconi (France), Saturday (USA), Toshiba (Japan), Voce del Padrone (Italy).
Int'l rep.: Worldwide (EMI group).

Acuff-Rose Musikverlag KG, Heinrich Barth Str. 30, D-2000 Hamburg 13. Tel: (040) 44-15-31. Telex: (02) 13211. Owners: Wesley Rose, Mildred Acuff; Rep.: Kirsten Gabriel. (Administered by Chappell)

Agil Musik & Theater Gmbh, Wendelsteinstr. 11, D-8016 Feldkirchen/Riem. Tel: (089) 903-2086.
Int'l branch: USA.

Albert/Francis, Day & Hunter, see Francis, Day & Hunter.

Alcophon AV GbmH & Co. KG (GEMA), Dueneoergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 2187?7. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.

Alfie (Ed.)/Joachim Heider Musikverlag, Nithackstr. 5, D-1000 Berlin 10. Tel: (030) 342-2219. Owner: Joachim Heider; Gen. Mgr.: Christina Lehmann.

Alice (Ed.), Mauritiussteinweg 5, Cologne. Tel: (0221) 23-19-00. Chief Exec.: Peter Power; Gen. Mgr.: Howard Carpendale; Prof. Mgr.: Ully Jonan.
Int'l firms represented: Nada (Netherlands), Drma (Switzerland), Sinus (Belgium).
Int'l reps.: Belgium (Sinus), Switzerland (Drma)

Christian Anders Musikverlag & Prod'n, Hoerwarthstr. 26, D-8000 Munich 40. Tel: (089) 36-53-66 Pres. Christian Anders; Gen Mgr. Ann Busse.

Angel Musikverlag & Produktion A Engel KG, Potsdamerstr. 92, D-1000 Berlin 30. Tel: (30) 782-3030. Chief Exec. & Gen. Mgr.: Anneliese Engel.

Angelo Musikverlag, An der Alster 37, D-2000 Hamburg 1. Tel: (040) 280-2292. Telex: 0217878. Chief Exec. & Gen. Mgr.: Just Ptach

April Musikverlag GmbH, An der Alster 83, D-2000 Hamburg 1. Tel. (040) 24-07-45. Telex: 02-161240. Mng. Dir.: Jeremy Pearce; Deputy Mng. Dir.: Karl G. Arbenz; Bus'g Mgr.: Volker Spielberg.
Home office: USA.
Int'l firms represented: Airs & Graces (UK), American Int'l Pictures (USA), Batt (UK), Blendingwell (USA), Bovina (USA), Clay (USA), Country Road (USA), DiMeola (USA), Duffo (UK), EMP (USA), GTD (UK), Grajonca (USA), Albert Hammond (USA), Hatband (USA), Hierophant/Winter Blues/Derringer/Silver Steed (USA), Hudmar (USA), Jet (USA), Joelsongs/Impulsive (USA), Kipner (USA), Kirshner (USA), Little Johno/Together (USA), Dave Mason (USA), Mister Mellow (UK), Mr. Sun Shine (USA), Mor-Sell (USA), Numan (UK), Olofsong (UK), Spencer D. Proffer (USA), Rockin' (UK), Roundabout (USA), Satellite (UK), Sherlyn (USA), Stave & Nickelodeon (UK), Tradition (USA), Virgin/Dinsongs (UK), Weather Report (USA).
Int'l rep.: Worldwide (April/Blackwood).

Arabella Musikverlag GmbH, Steinhauserstr. 3, D-8000 Munich 80. Tel: (089) 4-13-61. Telex: 523487. Gen. Mgr. Manno Ullrich.

Paul C.R. Arends Verlag (GEMA), Hoehenweg 36, D-8219 Rimsting/Chiemsee Tel: Prien 16-34. Pres. Gerda Arends; Gen. Mgr.: Michael Arends.
Int'l firms represented: Hazyville (Switzerland), Noslen (USA), Basil Ramsey (UK).
Int'l reps.: Austria (Arends), Scandinavia (Lappland), Switzerland (Hazyville).

Argus Musikverlag, Schwabelstr. 2, D-8011 Hoehenkirchen bei Munich. Tel: (08102) 81-36. Exec.. Johann Winkler.

Aries Music GmbH, Koelnischestr. 4, D 3500 Kassel. Tel: (0561) 10-22-04 Telex: 992299. Chief Exec.: Siegfried Schaefer; Gen. Mgr.: Hubert Hanisch; Prof. Mgr.: Dietrich Piper.
Int'l firm represented: ZAIKS (Poland).

Ralf Arnie Musik Ed., see Star.

Artist Serv. GmbH (GEMA), Eppendorfer Baum 13, D 2000 Hamburg 20. Tel: (040) 47-80-22, 48-70-88. Telex: (02) 163078. Mng. Dir.: Eike Hertkamp; Gen. Mgr.: Thomas Fenn
Int'l firms represented: Dollhouse, EuroScreen, Kronborg, Soundways, Unisound (all USA).
Int'l reps.: Scandinavia (Oh).

Aspara Musik, see Blacksmith.

Astoria Verlag GmbH, Brandenburgischestr. 22, D-1000 Berlin 31. Tel: (030) 881-8898. Contact: Keine Aenderung.

Atlas Musikverlag, Dr. Wernerstr. 4, D-8031 Groebenzell. Tel: (08142) 94-91. Owner & Mng. Dir.: Kriemhild Steidtner.

Audio Musikverlag GmbH Co. KG, Ostpreussendamm 137/138, D-1000 Berlin 45. Tel: (030) 772-4054. Pres.: Joerg Schmeier.

Autarc GmbH, Heussweg 25, D-2000 Hamburg 19 Tel. (040) 491-4145. Telex: 0213545. Gen. Mgr.: Nobby Varenholz.

Autobahn Recs., Ortnststr. 36, D-8000 Munich 81. Tel: (089) 98 56-25. Telex: 5216305. Owners: Michael Holm, Rainer Pietsch.

Avanti (Ed.), see Werner H. Theisen.

Axxis Musik GmbH, Arabellastr. 5/139, D-8000 Munich 81. Tel (089) 92-32-27-00. Telex: 0522393. Mng. Dir.: Helga Dickmann.

Barock-Musik-Verlag (BMV), see Theis.

Wolfgang Beecken Musikverlag (GEMA), Postfach 100544, D-2000 Hamburg 1; Appener Weg 3a, D-2000 Hamburg 20. Tel: (040) 46-49-90. Gen. Mgr.: Wolfgang Beecken.
Int'l firm represented: Weemeenit (UK).
Int'l rep.: UK (Weemeenit).

Bella Musica Ed. Panoram GmbH, Ismaningerstr. 102, D-8000 Munich 80. Tel: (089) 98-66-49. Telex: 5215935. Chief Exec.. Juergen Rinschler.
Int'l firm represented: Adora (Italy).

Bellver Music, Riedel & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt/Main. Tel: (0611) 23-33-22. Telex: (04) 16046. Pres.. Branko Zivanovic.
Int'l branch: Austria.
Int'l firms represented: Bilsum, Kidada, Ranjack, Rat Trap, Shade Tree, Siggy, Shelby Singleton, State of the Arts, Vibratmar, Yellow Brick Road (all USA); Charly (UK), Mercedes (Canada), No Turns (Canada), One Way (Canada).
Int'l rep.: Scandinavia (Frost).

Belmont Musikverlag GmbH, see Hammer.

Benjamin Musikverlag, Werderstr. 44, D-2000 Hamburg 13. Tel: (040) 45-12-25/66-53.

Anton J. Benjamin GmbH, Werderstr. 44, D 2000 Hamburg 13. Tel (040) 45-12-25/66-53.
Int'l firms represented: Henri Elkan (USA), Casa Musicale Giuliana (Italy), Alfred Lengnick (UK), Muzicka Nakalada (Yugoslavia), G. Schirmer (USA).
Int'l reps.: USA (AMP).

Albert Bennefeld, Schopenhauerstr. 23, D-1000 Berlin 38. Tel: (030) 801-5008.

Friedel Bauschke Musikverlag, see Angelo

Blacksmith Music, Hauptstr. 81-85, D-6236 Eschborn. Tel: (06196) 46004. Telex: (04) 15615. Mng. Dir.: Hans Schmid; Gen. Mgr. Volker Spielberg; Prof. Mgr.: Eddy Bachinger.
Int'l firms represented: Greensleeves (UK), Happy Face (UK).

Hermann Bohne Musikverlag, Bodanstr. 34, D-7750 Konstanz. Tel (07531) 2-75-94. Mng. Dir.: Else Hack.

Rudolf Bohnen (Musikverlag & Prod'n), Klenzestr. 65, D 8000 Munich 5. Tel: (089) 201-2292.

Bosworth & Co., Richartzstr. 10, D-5000 Cologne 1. Tel: (0221) 21-14-79, 23-08-82. Pres.: Margaret Sinclair; Gen. Mgr.: Reimar Segebrecht.

Bote & Bock, Hardenbergstr. 9a, D-1000 Berlin 12. Tel: (030) 312-3081

Harry Bredies Musikverlag, Postfach 9, D-7701 Buesingen. Tel: (07734) 6165. Mng. Dir.: Harry Bredies.

Breeze Music (GEMA), Hauptstr. 33, D-5024 Pulheim 3. Tel: (02238) 33-33, 20-04. Telex: (08) 883241. Pres.. Dieter Dierks; Gen. Mgr.: Fred Hoock.
Int'l branch: Switzerland.
Int'l firms represented: Breeze (Switzzerland), Payola (Belgium), Summer Breeze (USA).
Int'l reps.: France (Champs Elysees), Greece (Rose), Italy (Sugarmusic), Japan (Watanabe), Switzerland (Breeze), UK (Zomba), USA (Summer Breeze).

Breitkopf & Haertel, PO Box 1707, Walkmuhlstr. 52, D-6200 Wiesbaden. Tel: (06121) 40-20-31. Cable: BREITKOPF.
Int'l firms represented: Costallat (France), Donemus (Netherlands), Dover (USA), Fazer (Finland)
Int'l reps.: Australia (Allans), Brazil (Irmaos Vitale), France (Costallat), Greece (Philippe Nakas), UK (A.A. Kalmus) USA (AMP)

Brinker Musikverlag, Bruchstr. 49, D 4330 Muelheim Ruehr. Tel (0208) 47-81-33. Publ'r: Heinz Brinker; Prof. Mgr Michael Brinker

Brockhoff Ed (GEMA), Friedrich Ebertstr 110 D 4400 Muenster Tel: (0251) 77488. Telex 892773.

Rolf Budde Musikverlage, Hohenzollerndamm 54A, D 1000 Berlin 33 Tel: (030) 823-4015. Telex: (01) 84770. Owners & Mng Dirs.: Annemarie, Andreas & Rolf Budde.
Int'l firms represented: Alkatraz Corner (USA), Arabella (UK), Arnakata (UK), Associati (Ed.) (Italy), Belwin-Mills (UK, USA), Bewlay Bros. (USA), Big Game (UK), British Lion (UK), Chandos (USA), Combine (USA), Consolidated (USA), Daybreak (USA), Delphine (France), Dorsey Brothers (USA), Fourth Floor (USA), Hillgreen Music (USA), Al Jarreau (USA), Joyful Wisdom (USA), Magicland (USA), Edward B. Marks (USA), Joe McDonald (USA), Memory Lane (UK), Ivan Mogull (USA), New Era (Netherlands), New Town Sound (UK), Purple (UK), Resaca (USA), G. Ricordi & Co. (Italy), Larry Spier (USA), Springtime (USA), Stillmann Song Co. (USAV, Stranger (USA).
Int'l reps.: Austria (Gloria), Switzerland (Flora).

Burlington Musikverlag GmbH (GEMA), Hoehenweg 36, D-8219 Rimsting/Chiemsee. Tel: Prien 16-34. Chm.: Dr. H.H. von Rauscher auf Weeg; Gen. Mgr.: Gerda Arends; Ass't Mgr.: Michael Arends.
Int'l firms represented: Acclaim (USA), Burlington (UK), Con Brio (USA), Four Star (USA), Mikim (USA), Palace (UK), Singletree (USA), Stevenson, Tuckahoe (USA), Wiljex (USA)
Int'l rep.: Austria (Arends)

Butterfly Musikverlag GmbH (GEMA), Otto Heilmannstr 8, D-8022 Gruenwald. Tel: (089) 641-1214. Telex (05) 22279. Pres. Michael Kunze. Gen. Mgr.: Roswitha Kunze.
Int'l firm represented: Sumac/Louise Jack Music (USA)
Int'l rep.: Rosalba (USA).

C S B Kaminsky (Copyright Serv. Bureau) GmbH, Wilhelmstr 10, D-2407 Bad Schwartau. Tel: (0451) 2-15-30. Contact: Pia Kaminsky
Home office: USA.

Calig Verlag GmbH, Renatastr. 71, D-8000 Munich 19 Tel: (089) 16-34-76. Mng. Dir.: Wolfgang Walter; Prod. Mgr. Doris Hagen; Mktg. Dir.: Manfred Steinberg.

Cantabria Musikverlage, Gudrunstr. 65, D-2000 Hamburg 56. Tel. (040) 81-83-88. Telex. (02) 173114. Pres.. Christian Lohse.
Int'l firms represented: Hispavox (Spain), Metropolitaines (France), Notas Magicas (Spain).

Canzonetta (Ed.), PO Box 0108, Petzowerstr. 13, D-1000 Berlin 39 Tel: (030) 805-2740. Pres & Sales Mgr.. Frances Bochmann

Capriccio Musikverlag GmbH, see Intersong Musikverlag

Carrera Musikverlag, see Global.

Chappell & Co. GmbH, Heinrich Barth Str. 30, D 2000 Hamburg 13. Tel: (040) 44-15 31. Telex: (02) 13211. Mng Dirs.. Heinz T. Voigt, George Hildebrand; Creative Affairs Gen Mgr.. Willi Schloesser; Promo Mgr.. Brigitte Christel; Nat'l Exploitation. Kuno Dreysse. Special Projects: Juergen Tegge.
Int'l firms represented: Albion (UK), American Jade (USA), Astromark (USA), Average (USA), Bleu Disque (USA), Chappo (UK), Early Morning/Moose (Canada), Frank (USA), Handle (UK), T.B. Harms (USA), Hustler (USA), Lowery (USA), Morris-Chappell (UK), Pippin The Friendly Ranger (UK), Pink Floyd (UK), RSO (UK), Saggifire (USA), Talking Heads (USA), Tres Jolie (UK), Williamson (USA)

Chiemgau Musikproduktion Musikverlag GmbH, Schwarzbergstr. 6, D-8214 Bernau. Tel: (08051) 7366. Chief Exec. Bernhard Oberlechner; Gen Mgr.: Karl-Heinz Ruff.

Fred Christmann (Musikverlag), Harmstorfer Weg 11, D-2106 Bendestorf. Tel: (04183) 62-46. Chief Exec. & Gen. Mgr. Fred Christmann.
Int'l firms represented: John S. Hardy Music (USA), Windham Hill Music (USA).
Int'l rep.: UK (Wilson Eds.)

Cinedisc (Ed.), see Schlicht

Clarino (Ed.), see Wolfgang G. Winkel.

R. D. Clevere Musikverlag (GEMA), Postfach 2145, D-6078 Neu Isenburg. Tel: (6102) 5-26-96. Telex: 4185600. Dir.: Norman Zobel; Gen. Mgr.. Christian Marker; Prof. Mgr.. Tony Hermonez

Chovox (Ed.), see Nobile.

Coconut Musik GmbH, Wittelsbacherstr. 18, D 1000 Berlin 31. Tel (030) 88-10-81. Telex 184174. Dirs.. Karin Hartmann, Tony Hendrik.

Compact Musikverlag GmbH, Mauritiussteinweg 5, D-5000 Cologne 1 Tel. (0221) 24-25-49. Chief Exec.: Birgit Kalbelager; Gen. Mgr.: Willy Braeutigam.

Compass Musik GmbH, see Melodie der Welt.

Countdown Music, Dortstr. 39, D-2081 Hasloh (Hamburg). Tel: (04106) 6-73 37. Telex: 214534. Owner & Gen. Mgr.: Rainer Etzrodt.

Criton, see Funkturm.

Cyclus Musikverlage GmbH (GEMA), Dsterstr 116, D-2000 Hamburg 19. Tel: (04) 491-9071. Telex: (02) 11389. Gen. Mgr. Hans-Georg Baum
Int'l firms represented: Laurie (USA), Metal Machine (USA), RCA group, Saber Tooth (USA), Scott-Tone (USA)
Int'l reps.: Worldwide (RCA) excluding Austria (Josef Weinberger), USA.

Dany Music, Drususgasse 7-11, D 5000 Cologne 1 Tel 23-48 33. Gen. Mgrs.: Guenther Ilgner, Hubert Terheggen

Defroster (Ed.), see Global.

Delay (Ed.), see Global.

Delme, see Roba.

Des Alpes (Ed.), Simon-Breu-str. 32, D-8700 Wuerzburg. Tel (0931) 71286. Telex: (06) 8810. Mng. Dir.: Hans Richard Danner

Dominique Musikverlag, Baltenweg 12, D-4790 Paderborn. Tel: (5251) 7 28-74. Telex: 936841. Gen. Mgr. Uschi Liqui.

Dux (Ed.) Arthur Tuerk (Musikverlag), Beethovenstr. 7, D-8032 Lochham. Tel: (089) 87-66-60. Gen. Mgr.: Liselotte Tuerk.
Int'l firm represented: Italklang (Italy).

E N J A (European New Jazz) Musik GmbH, Nymphenburgerstr. 209, D-8000 Munich 19. Tel: (089) 16-17-77. Chief Exec.: Horst Weber; Gen. Mgr.: Matthias Winckelmann.
Int'l firms represented: Amenable (USA), Cloudpash (USA), Ekapa (USA), Booker Ervin (USA), Tommy Flanagan (USA), Fly (Italy), Fourth Way (USA), Franton (Italy), Futures Passed (USA), Galleon (USA), Hocham (USA), Elvin Jones (USA), Keiko Jones (USA), Lemac (USA), Lob II (USA), Lumont (Denmark), Matron (USA), Pat Lab (Canada), Phoebe (USA), Princedon (USA), Ryka (USA), Sanasu (USA), Staja (USA), Stanshirl (USA), Tushee (USA), Wallace (USA)
Int'l reps.: Italy (Franton), Japan (Sunkyo), USA (Black Sun, Mayflower).

E R P Musikverlag Eckart Rahn (GEMA), Habsburgerplatz 2/2, D-8000 Munich 40. Tel: (089) 33-20-78. Cable. RAHNPRDDUCTIDNS Telex. (05) 215497. Pres.: Eckart Rahn.
Int'l branch: Switzerland.

Ebony Musikverlag (GEMA), Ottostr. 9, D-8000 Munich 2. Tel: (089) 55-74-

69. Owner & Gen. Mgr.: Ingeborg Dgermann.
Int'l firms represented: Corcovado, Glamorous, Helios, Monsapec (all USA)
Int'l rep.: Canada, USA (both Helios).

Effel Music (Ed.), Max Planckstr. 3, D 8013 Haar/Munich. Tel: (089) 430 2061. Chief Exec.: Maria M. Frauenberger, Gen. Mgr.: Egon L. Frauenberger.

Eksus Musikverlag & Produktion GmbH, Bahnhofstr. 119, D 6632 Saarwellingen. Tel: (06838) 7278. Telex: 443149. Gen. Mgr.: Juergen Wolter.

Eldorado Musikverlag GmbH, see Intersong Musikverlag.

Elite (Musikverlag Ed.), Leipzigerstr. 26, D-6200 Wiesbaden. Tel: (06121) 55-36-53. Cable: ELITEEDITION. Gen. Mgr.: Dieter Poepping.

Elscha Musikverlag, see Tonos.

G. Engelhardt Musikverlag, Postfach 1728, D-637 Oberursel. Tel: (06172) 3 59-53. Gen. Mgr.: Wolfgang Engelhardt.

Esperanza/Casarica Musikverlag (Werner Triepke & Co.), Heimhuderstr. 73, D-2000 Hamburg 13. Tel: (040) 44-52 77. Telex: 2173537. Gen. Mgr.: Werner Triepke.
Int'l firm represented: Newkeys (USA)
Int'l rep.: USA (Newkeys).

Esplanade GmbH (Ed.), Alsterdorferstr. 365, D 2000 Hamburg 60. Tel: (040) 51-82-11. Mgr.: Mrs. R. Liebe.

Eurocord (Ed.), see Nobile.

Europaton/Peter Schaeffers (Musik-Ed.), Petersplatz 11, D 8000 Munich 2. Tel: (089) 260-4091
Branch: D-1000 Berlin 19, Reichsstr. 4. Tel: (030) 302 2084.

Euro Show Musik, see Blacksmith.

Far Musikverlag, 18 Wittelsbacherstr., D 1000 Berlin 13. Tel: 88.10.81. Telex: 183008. Owner: Frank Farian; Publ'g Mgr.: Karl Heinz Klempnow.

Fein (Hamburg) GmbH, see Intersong Musikverlag.

Feuerstein & Thon (Ed.), see Midway.

Finger Music Cos., Prinzregentenstr. 95, D-8000 Munich 80. Tel: (089) 47 99-11. Cable: FIMUS. Telex: (05) 24862. Owner & Pres.: Peter Peters.

Florida Musikverlag, see August Seith.

Flying Dutchman (Ed.), see Angelo.

Francis, Day & Hunter GmbH Musikverlag, Harvestehuderweg 21, D-2000 Hamburg 13. Tel: (040) 44-30-61. Cable: ARPEGGIO. Telex: (02) 12530. Gen. Mgr.: Peter Ende.
Home office: England.
Int'l firms represented: J. Albert (Australia), Audigram (USA), BBC (UK), Baby Bun (UK), Bema/Ameb (USA), Beserkley (USA), Kate Bush (UK), Cansel (UK), Buzz Cason (USA), Cookhouse (USA), Coolwell/Granite (USA), EMI (UK), Forever Endeavor (USA), Forty Love (USA), Garden Court (USA), Jobete/Black Bull (USA), Kipahulu (USA), Kiss (USA), Maria (UK), Middle Road (UK), Peter Noone (USA), Queen (UK), Tom Robinson Band (UK), St. Annes (UK), Screen Gems (UK, USA).

Friedrich Wilhelm Froehlich, Ansbacherstr. 52, D-1000 Berlin 30. Tel: (030) 24-13 77.

Funkturm Verlag Musik-Schallplatten, Postfach 0267, D 1000 Berlin 41. Tel: (30) 796-1769. Cable: FUNKTURM VERLAG.
Int'l firms represented: Euram (Belgium), Fonior (Belgium, France, Netherlands), Jenisch (Austria), Panton (Czechoslovakia), Polydisc (Austria), Wuerzburger (Italy).

Siegfried Gabler (Cortina-Musikverlag), PO Box 1926, D-7500 Karlsruhe 1. Tel: (0721) 69-54-89.

Gabriel (Ed.) KG, Hahnenkampstr. 88, D-4970 Bad Deynhausen 2. Tel: (05731) 5-12-00. Owner: Paul H. Suelwald.

Gammarock Musik GmbH, Dettingenstr. 66, D-8000 Munich 22. Tel: (089) 22 13 63. Telex: (05) 29378. Co-Owners: Gerhard Augustin, Patrick Gammon.
Int'l reps.: France (Fono), USA (Jobete, United Artists).

Garda Musikverlag, see Angelo.

Hans Gerig (Musikverlage), Drususgasse 7 11, D 5000 Cologne 1. Tel: (0221) 23 48 33. Cable: GERIGVERLAGE. Telex: (08) 881233. Co-Pres.: Erwin Boche, Guenter Ilgner, Gerig Group Gen. Mgr.: Juergen Thuernau, Essex Group Gen. Mgr.: Brigitte Wallraff.
Int'l firms represented: AA Music (Belgium), Curci (Italy), RTV (Italy), Mondia Music (Switzerland), Sidem (Eds.) (Switzerland); Coda Music Ltd., Cromwell Music Ltd., Duchess Music Ltd., Eaton Music Ltd., Eel Pie Publ'g Ltd., Essex Music Int'l Ltd., Fabulous Music Ltd., Harmarlane Music Ltd., Leeds Music Ltd., MAM Music Publ'g Ltd., Meladream, Status Quo, Sundergrade Music Ltd., Sweet 'n' Sour, Tyler Music Ltd. (all UK), ABKCO, Cintercor Music Co., Cromwell Music Inc., Duchess Music Corp., Essex Music Inc., Evil Eye Music Inc., Folkways Music Publ'g Inc., Golden Syrup Music, Hollis Music Inc., Leeds Music Corp., Ludlow Music Inc., MCA Music Inc., TRO (all USA).

German News Musikverlag-Guenter Koerber DHG, Nordhaeuser Weg 16, D 2000 Hamburg 61. Tel: (40) 551-2641
Int'l reps.: Austria (Allround), Japan (GP Music).

Gero (Ed.), see Angelo.

Klaus Gerth (Musikverlag) (GEMA), Emmelnusstr. 31, D-6334 Asslar. Tel: (06441) 84-61. Telex: 483794. Mng. Dir. & Gen. Mgr.: Klaus Gerth.

Giov Musikverlag, Destbergweg 6, D-3000 Hanover 71. Gen. Mgr.: Thomas Voigt.

Global Musikverlage, Global Musik GmbH, Nederlingerstr. 21, D-8000 Munich 19. Tel: (089) 15-10-63. Cable: GLOBALMUSIC. Telex: (05) 215019. Owner & Mng. Dir.: Peter Kirsten.
Int'l firms represented: ATV Canada, Alaska, Amundo, B-D'Cuft Songs, Earl Barton/Rose Bridge/ Strawberry Hill, Big Heart/Wooden Bear, Big Smoke, Big Teeth, Blue Chip, Boo-Fant Tunes, Braintree/Porchester, Broken Bird/Thin Ice, Broken Fiddle, Butterfly/BMG, Caesar's/Tunesmith, Cashew, Cavalcade, Cellar, Chesterfield, Chicago, Chrysalis, Cleveland Entertainment, Cogent, Crabshaw, Cram Renraff/Brew, Creole, Crystal Jukebox, D'Accord, Dawnbreaker, Deep End, Doors/Alchemical, Easy, Entertainment Co./EMP/Music Maximus, Fanfare-Bron, John Farrar, Fifth Star/Balloon, Fotomaker/Adrian Leighton, Fox Fanfare, Ganga, Gannet, Garrett, Gnossos, Golden Mountain, Goody Two Tunes, Guerilla/Staysail, Hancock, Harrisongs, Havemore-Wantmore, Homefire/Deep Canyon, Ice Age, International Aten, Intune, Jacon/Darnoc, Ja-Ma, Dick James, Jasperilla, Justin Case, Kamakazi, Lady Jane, Legion, Lido, Liedela/Dasnice, Little Dickens/Fool's Gold/Poco, Lornhole, MC/Mervyn, Rod McKuen, Medicine Hat, Mel Bren/Ditch Road, Miles Ahead, Minas, Joni Mitchell/Crazy Crow/Siquomb, Moonlight & Magnolias, Muscle Shoals, Narrow Gate/Four Aces, Perfect, Picasso/Catpatch, Pixruss, Pondwater, Polo Grounds, Pop N'Roll, RMD, Rain Forest, Remohi, Brian Rohan, Rondor, Rosy, Rubicon, David Rubinson & Friends, Rumphyboobah, Sailor/Ohio River Valley, Boz Scaggs, John Sebastian, Paul Simon, Six Pictures, Sonet, Special Rider/Big Sky, Dwarf/Ram's Horn, Billy Steinberg, Stevca/Richoroony/Wobble, Time Step/Celedia, Triumphsongs, Topanga, 20th Century, Victoria Falls/Lake Victoria, Weather Report/Mulatto/Miyako/Iska/Nefertiti/Barometer, Welbeck Canada, Wet Dreams, Whitsett-Churchill, Witsongs/Know/Make Me Smile/Play My, Zevon, Zingaro.
Int'l reps.: Austria, Finland, Scandinavia, Switzerland, UK (all Global); USA (Global, Gee Em Gee) (SEE ADVERTISEMENT)

George Gluck Musik GmbH, Wittelsbacherstr. 18, D-1000 Berlin 31. Tel: (030) 88-10-81. Mng. Dir.: George Gluck.
Int'l firms represented: George Gluck (UK), Gray Matter (USA), Rosetta Stone (UK), Shaky (UK).
Int'l reps.: Benelux (Fleet), France (Hansa), UK (George Gluck).

R. G. Gnauck (Musikverlag), see Paul Wortschach & Melodie der Welt.

Gogo Ed. Musikverlag, Burgunderstr. 13, D-8000 Munich 40. Tel: (089) 300 7081. Telex: 05215900. Owner: Helga Adler.

Goldader (Ed.) (GEMA), see Wintrup.

Goldfisch (Ed.) (GEMA), see Effel.

Go Pro, Gollin Musikverlag/Musikproduktion (GEMA), Beethovenstr. 15, D-7830 Emmendingen. Tel: (07641) 4-32-15. Chief Exec.: Bernd Gollin.
Int'l rep.: USA (Marc Michael).

Gorilla Music Verlag GmbH, Hallerstr. 72, D-2000 Hamburg 13. Tel: (040) 410-2161. Telex: 2173368. Mng. Dirs.: Frank Dostal, Achim Reichel.

Willi Griesinger Musikverlag, Possenhofenerstr. 27, D-8130 Starnberg. Tel: (08151) 1-36-17. Chief Exec.: Willi Griesinger.

Bernd Gruber Musikverlag, Kurfuerstenstr. 23, D-6050 Offenbach/Main. Tel: (0611) 86-89-36. Telex: 414895. Owner: Bernd Gruber; Press & Promo.: Ruediger Eggert.

Hammer Musik, Mannspergerstr. 113, D-7000 Stuttgart 75. Tel: (0711) 44-49-02. Chief Exec.: Ingo Kleinhammer.
Int'l firms represented: Blue Lake, Chromewood, Creative, Demain, Mick Lloyd, Lorville, MAJ, Nuel, Plum Creek, Skyview, Streeterville, Terrace (all USA); Carousel (France), Cellier (Switzerland), Dead Good Tunes (UK), Munnycraft (UK), Vogue Int'l (France).
Int'l rep.: UK (Munnycraft).

Hanseatic Musikverlag GmbH, see Intersong Musikverlag.

Happy Music Verlag GmbH & Co. KG, see Intersong Musikverlag.

Hardjob (Ed.), see Paragon.

Harmonie Verlagsgesellschaft mbH, see Intersong Musikverlag.

Hausmusik-Verlag & Druckerei, Kaekenflur 24, D-2000 Hamburg 62. Tel: (040) 527-6916. Owner: Irmgard Roenicke.

Heinrichsofen's Verlag, PO Box 620, Liebigstr. 16, D-2940 Wilhelmshaven. Tel: (04421) 20-20-04. Pres.: Otto Heinrich Noetzel, Gen. Mgr.: Dr. Viktor Kreiner, Sales Mgr.: Florian Noetzel.
Int'l firms represented: Galaxy (USA), Galliard (UK), Highgate (USA), Israeli Music Publ'ns (Israel), Pegasus (Ed.) (Switzerland), Stainer & Bell (UK).
Int'l reps.: Austria (Friedrich Hofmeister-Figaro), Israel (Israeli Music Publ'ns), Italy (Hortus Musicus), Netherlands (Heinrichshofen), Switzerland (Heinrichshofen), UK (Peters), USA (C.F. Peters).

Helm Music (GEMA), see Heinz Ulm.

G. Henle Verlag, PO Box 710466, Forstenrieder Allee 122, D-8000 Munich 71. Tel: (089) 75-40-96. Telex: (05) 216392.

Burkhard Hennen Publ'g, PO Box 1612, D-4130 Moers 1. Tel: (02841) 7741. Pres.: Burkhard Hennen; Gen. Mgr.: Axel Markens.

Hitburger Musik GmbH, Geiselgasteigstr. 80, D-8000 Munich 90. Tel: (089) 64-03-57. Pres.: Andrea Andergast.

Idee Verlag, Bornickerstr. 39a, D-1000 Berlin 20. Tel: (030) 368-5583. Mng. Dirs.: Hurst Fuchs, George Hildebrandt.

Inter Musik/J. Michel KG, see Melodie der Welt.

Intersong Int'l Musikverlag GmbH, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (040) 410-4061. Telex: (021) 2434. Pres.: Heinz T. Voigt; Exec. VP: Ton Smits; VP: Nick Firth.
Note: This is the head office for the Intersong Drg.
Int'l affiliates: Argentina (Korn), Australia (Intersong), Austria (Aberbach, Intersong), Belgium (Intersong-Primavera), Brazil (Intersong), Canada (Intersong), Denmark (Intersong), France (Intersong), Greece (Intersong), Italy (Intersong), Japan (Intersong), Mexico (Intersong), Netherlands (Intersong-Basart), Singapore (Intersong), South Africa (Intersong), Spain (Aberbach, Canciones del Mundo, Fontana), Sweden (Intersong), Switzerland (Intersong, Arena), UK (Intersong), USA (Intersong).
Int'l firms represented: (See Artemis, Netherlands).

Intersong (Musikverlag) GmbH, Hallerstr. 40, D-2000 Hamburg 13. Tel: (040) 41-29-31. Cable: INSONG. Telex: (02) 13211 PolyGram Publ'g Div. Pres.: Heinz T. Voigt; Gen. Mgr.: Horst Fuchs.
Int'l firms represented: Airport (UK), Ajay (UK), Albion (UK), Aliza-Thorah (USA), Ananas (Netherlands), April Blackwood/Neighborhood (USA), Arawak (USA), Audigram (USA), Babies (UK), Bananananas (Netherlands), Bellkat (USA), Berna (USA), Johnny Bienstock (USA), Big Apple (USA), Bohannon (USA), Boomtown Rats (Switzerland), Bridgehouse (UK), Bulk (UK), CTA (UK), Cape Ann (USA), Carlin (UK), Casablanca/ Casanca (USA), Caseyem (USA), Charlotte (UK), Cherry Vanilla (USA), Clarkee (USA), Damont (USA), Davray (UK), Doctor Snuggles (UK), Doobie Bros. (USA), Double Exposure (USA), Dough Boy (USA), Druse/ Ninja (USA), Francis Dreyfus (France), Betty Earland (USA), Erikhouse (UK), Estuary (USA), Fabel (Netherlands), Fair Field/ Brightwater (USA), Father Prod'ns (USA), Fleetwood Mac (USA), Fuse (UK), Gogly (Israel), Green Dream (UK), Harbar (UK), Hardcore/ Mighty (USA), Hensley (UK), Hill & Range (USA), Hudson Bay (USA), Jimpire (USA), Jiru (USA), Josley (UK), Kaskat (USA), Keep on Trucking (UK), Kenya (USA), Klub (UK), Lazy Lizard/Kangaroo (UK), Sonny Lester (USA), Linda (USA), Litha (USA), Little Fugitive (USA), Little Lasso/ Moonhill/Kurley M. (USA), Lois (USA), Luckyu (USA), MTM (USA), Magnet (UK), Mayday (USA), Midland (USA), Mighty (USA), Mobetta (USA), Gayle Moran (USA), Muggins (USA), Neighborhood (USA), Ninja/ Druse (USA), Normal (USA), Dam (UK), Dmtug/Shirts (UK), Orange (UK), Angel Parker (UK), Phonopub (USA), Pickwick Int'l (USA), Pocket (Canada), Elvis Presley (USA), Quickmix (USA), Rainy City (UK), Ramsel (USA), Rare Blue/Monster Island (USA), Roaring Fork (USA), Rodra (USA), Sambo (USA), Satsong (USA), Seabreeze (UK), Seacoast (USA), Sky Harbor/Seagrape (USA), Sky Writing (UK), Sleepy Dumpling (UK), Smokie (UK), Soldi Gold (Canada), Song (UK), Spelling Goldberg (USA), Subway Rhythm (USA), Sweet (UK), TH (UK), Teenage Heaven (USA), Ten East/Five West (USA), Thames Talent (USA), Times Square/Herald Square (USA), Tonechild (UK), Trio (USA), Wednesday Morning (USA), Wescraft/Bullhorn (USA), White Heaven (USA), Wishbone Ash (UK), Worlds End (UK), Yellow Dog (USA), Zum (UK).
Int'l reps.: See Int'l affiliates of Intersong Int'l.

Intersound Musikverlag-Musikproduktion-Musikvertrieb GmbH & Co./Ed. Tonarchiv KG, Schleibingerstr. 10, D-8000 Munich 80. Tel (089) 48-81-51. Dirs.: Rotheide & Gerhard Narholz.
Int'l reps.: Austria (G. Narhholz), Belgium (Prestation), Canada (Sonatina), France (L'illustration Musicale), UK (KPM), USA (Sonatina).

Interworld Musikverlag GmbH, c/o UFA-Musikverlage, Sonnenstr. 19, D 8000 Munich 2.

Intona Music (GEMA), see Ebony.

Intro Gebr. Meisel, see listing under "M"

Dick James Musikverlag, see Global.

Peter Janssens Musik Verlag, Warendorferstr. 1, D-4404 Telgte. Tel (02504) 24-74. Mng. Dir.: Wilgard Janssens.
Int'l rep.: UK (Evelyn & Hilary Talbot-Ponsonby).

Michael Jary Produktion, see Melodie der Welt.

Jeton Music, Banaterstr. 8, D-7024 Filderstadt 4. Tel: (711) 28-23-03.

Jowi-Pressedienst, Marienbaderstr. 5, D-1000 Berlin 33. Tel (030) 825 5044. Telex: (01) 84398. Chief Execs.: Joachim Wilhelm, Horst Lindow

Juicy Peeple/J. Pratt (GEMA), Anklamer Ring 18, D-2000 Hamburg 73 Tel: (040) 647-6280. Owner: Jimmy Pratt.
Int'l firms represented: Bill Holman, Little Sandy, Little Tristan, Song of Tiffany (all USA); non-exclusive—Caramba (Italy), Soss (Netherlands), Televis (Italy).

Juke Box, Steinstr. 53, D-8000 Munich 80. Tel: (089) 48-79-30. Dir. Harry Fox.

Erich Jung-Verlag, Ledderhoserweg 19, D-6550 Bad Kreuznach. Tel: (0671) 6-90-07. Pres.: Erich Jung.

Kanon Musikverlag GmbH, Dischingerstr. 5, D-6900 Heidelberg. Tel (6221) 7-36-12. Telex: 461823. Gen. Mgr.: Hagen Frank; Int'l Mgr. H.S Pfisterer.

Fred Kersten (Musikverlag), see Funkturm.

Klawei Musikverlag, PO Box 40, Suedring 4, D-8069 Schweitenkirchen. Tel (08444) 570. Owner: Klaus Weiss. Gen. Mgr.: Heide Weiss

Klenkes (Ed.) (GEMA), see Wintrup.

Otto H. Knoechel (Musikverlag), Gartenstr. 28, D-8711 Obernbreit. Tel: (09331) 23-38; (09332) 619. Owner & Dir.: Edi Hornischer.

Ulrich Koebl, Blechblaesersortiment, Ubostr. 21, D-8000 Munich 60.
Int'l firm represented: Brass Press (USA).

Komma Ed., Am Herrnberg 22, D-8210 Prien. Tel: (08051) 1529. Chief Exec.: Charly Niessen.

Konzept-Musik-Verlag, Heinrich-Vogl-Str. 9, D-8000 Munich 71. Tel: 79-91-28, 791-6480. Pres.: Joachim Ludwig; VP & Sales Mgr. Kristin Ludwig.

Kraut Music, see Roba.

Otto Kuhl Musikverlag, Am Hof 34-36, D-5000 Cologne. Tel (0221) 21-22-76. Owner: J.M. Joseph; Mng. Dir.: R. Sommer

Kurier Musik, see Blacksmith.

Landauer Tonstudio Musikverlag, see Roba.

Laudate Musikverlag, Gstatterberg 8, D-8162 Schliersee. Tel (08026) 65-75. Chief Exec.: Stefanie Fluhme.

Lesser Int'l, Postfach 1525, Graflingerstr 226, D 8360 Deggendorf 1. Tel: (0991) 30866. Telex: 69780.

Lollipop (Ed.)/Ralph Siegel (GEMA), Hoeclstr. 2 D-8000 Munich 2. Tel: (089) 98-49-26. Pres.: Juergen S. Korduletsch; Gen. Mgr.: Walter Lichte, Prof. Mgr.: Jochen Neubauer.
Int'l firms represented: Ace, Schwartz (both LSA).
Int'l reps.: Australia (ATV), Italy (Ricordi), USA (ATV).

Urs Lorenz (Musik-Ed.), see Tip-Top.

M C S (Music Contact System), Mariawaldstr. 11, D-5000 Cologne 41. Tel. (0221) 43-82-83. Cable: MUSICONTACT: Chief Execs.: Dirk Koch-Gadow, Juergen Fusshoeller.

Magazine-Music Musikverlag GmbH & Co. KG (GEMA), PO Box 302040, Fontenay 11, D-2000 Hamburg 36. Tel: (040) 41-18-21-05. Telex: (02) 11850. Dirs.: Hubert Terheggen, John Jahr Jr.; Gen. Mgr.: Peter Schmidt.
Int'l firms represented: Notas Magicas (Spain). Pilot (UK).
Int'l reps.: Belgium (RTM), France (Radio Music), Japan (Lux), Netherlands (Radio Music), Spain (Radio Pop), UK (Louvigny Marquee), USA (Radmus).

Manito (Ed.), see Global.

Manta-Music, Widenmayerstr. 38, D-8000 Munich 22. Tel: (089) 22-41-45. Chief Exec.: Dieter Weidenfeld; Gen. Mgr.: Gerdi Bartelt.

Marabu Musik/J. Michel KG, see Melodie der Welt.

Marino Musikverlag-Produktion, Limbeckstr 128, D-4630 Bochum 7 Tel: (0234) 23-17-60 Owner: Heinz Meiser.

Maxim (Ed.), Muehlenfeldstr 23, D-2800 Bremen 33. Tel: (0421) 25-92-91. Mng. Dir.: Wolfgang Roloff.

Intro Gebr. Meisel oHG (Ed.) (GEMA), Wittelsbacherstr. 18, D-1000 Berlin 31. Tel: (030) 88-10-81. Cable: INTRDMUSIK. Telex: 184174. Dirs. Irmtrud, Peter & Thomas Meisel.
Int'l firms represented: ATV-Northern (UK), Ahab (USA), Bleu Disque (USA), Bron-Dsibisa (UK), Camerica (USA), Ron Carter (USA), Castle Hill (USA), DebDave/Briarpatch (USA), Heath-Levy (UK), Heathwave (UK), I've Got The Music (USA), Roland Kluger (Benelux), Knight After Knight (USA), My Mama's Music (USA), Perks (USA), Perren-Vibes (USA), Ben Peters (USA), Planetary (USA), Scorpio (France), Song Tailors (USA), Sparta (UK), Steinberg (USA), Venice (USA), Welk (Germany).

Melodie der Welt/J. Michel KG Musikverlag, Grosse Friedbergerstr. 23-27, D-6000 Frankfurt/Main. Tel: (0611) 28-78-47. Cable: MELDDIE Telex: (04) 189248 Pres. Johann Michel; VP's: Wolfgang Mewes, Paul Lenz; Ass't Mgr.: Guenther Koch.
Int'l firms represented: Melodie der Welt group—ATV (USA), AVI (USA), Ackee (UK, USA), After Dark (USA), Fred Ahlert (USA), Alien (USA), Alienecho (USA), Alshire (USA), Aran Prod'ns (Switzerland), At Home (USA), Big Secret (UK), Blue Harbor (USA), Blue Seas (USA), Blue Mountain (UK), Boca (USA), Bosso Fataka (USA), Bourne group (USA), Bowling Green (USA), Cannon group (USA), Center City (USA), Charleville (USA), Cheap Thrills (USA), Chinnichap (UK), Coast Highway (USA), Martin Cohen (USA), Co Jac (USA), Colour Me Gone (UK), Conducive (USA), Covered Wagon (Canada), Cream group (USA), Crusty (UK), Curtis (UK), Dacapo (Austria), Diamond (UK), DiamondBack (USA), Dog Soldier (USA), Dump (USA), EMA (Switzerland), Edifo (Switzerland), Eighties (USA), Famous (USA), Far Out (USA), Firesky (USA), Fish-Scent (USA), Fleetwood (UK), Foghorn (USA), Four Knights (USA), Frabjous (USA), Freedom (UK), Gale (UK), God Tunes (USA), Gold Forever (USA), Gold Sovereign (USA), Gopam (USA), Great Honesty (USA), Gull Songs (UK), Halcyon (UK), Hello There (USA), Hit & Run (UK), Holland Dozier Holland (USA), Hollywood Allstar (USA), Hubtones (USA), Icebag (USA), Island group (UK), Jac (USA), Jana (USA), Jec (USA), Kaiser (USA), Knollwood (USA), LBG Artistes (Netherlands), La Crenega (USA), Lady Casey (USA), Larball (USA), Lestercourt (UK), Leviathan (UK), Levine & Brown (USA), Liberation (USA), Libra (UK), Light (USA), Little Dragon (USA), Lunatunes (USA), Mainmain Saag (Switzerland), Mandina (USA), Manticore (UK), Mar/Vista (USA), Micache (USA), Mighty Three (USA), Milwaukee (USA), Mister Bones (USA), Modern American (USA), Mole (USA), Montunes (USA), Morning (Canada), Munchkin (USA), Musikvertrieb (Switzerland), New Times (USA), Nightwind (USA), Nineteen Eighty Foe (USA), No Sheet (USA), Onaje (USA), On Time (USA), Open End/Oyster (USA), Pal Dog (USA), Peach Cobbler (USA), Pearlized (USA), Petra (USA), Pedro (USA), Playboy (USA), Plangent Visions (UK), Plurkanz Krundle (USA), Pods (USA), Pure Songs (USA), RAK (UK), Raton Songs (USA), Relaxed (USA), Le Rideau Rouge (France), Rock Music Ltd. (UK), Rocksmith (USA), Rocky Mountain Nat'l Park (USA), Ronin (USA), Roycoll (UK), SSP (UK), Leonard Sachs (USA), Cyril Shane (USA), Small Hill (USA), Sterling (USA), Street (UK), Sure Enough Tunes (Canada), Third Story (USA), Thursday (USA), Tree (USA), Tumbleweed (Australia), Van Halen (USA), Warfare (UK), Weed High Nightmare (USA), Josef Weinberger (Austria), Wicked Fly (UK), Wiener Musikproduktion (Austria), Wien Melodie (Austria), Wildflowers (USA), R.P. Winkelman Tunes (USA), Frank Zappa (USA), **Compass Music GmbH group**—Compass (Netherlands, UK, USA); **Frankfurt Tree group**—Ally, Chu-Fin, Cross Keys, Double R, Green Grass, Kentree, Lonzo & Oscar, Makamillion, Makamint, Eddie Miller, Music in Colour, Ruler, Southdown, Stairway, Stallion, Tata Grande, Tree, Twitty Bird, Uncanny, Vassar, Warhawk; **Inter Musik group**—Anglo-Pic (USA), Backfin (USA), Cherio (USA), Festival Attractions (USA), Frank (USA), Llee (USA), MPL (UK, USA), Pic (USA), Rytvoc (USA), Warock (USA); **Johann Michel group**—Aran Prod'ns (Switzerland), BL&H (USA), Beaver (USA), Beechmont (USA), Carlyle (USA), Montauk (USA), Music Crusaders (USA), Myriad (USA), Princess (USA), H.B. Webman (USA), We Three (USA).
Int'l reps.: Austria (Josef Weinberger, Wiener Musikproduktion, Wien Melodie), Switzerland (Edifo, Musikvertrieb).

Joe Menke (Ed.), Hamburgerstr. 2, D-2105 Seevetal 3 Tel (04105) 8-32-07, 8-26-08. Owner: Joe Menke.

Mento Music Group KG (GEMA), Schinkelstr. 7, D-2000 Hamburg 60. Tel: (040) 279-9941. Dir.. Arno H. v. Vught Jr.; Gen Mgr. Gertraud Witte.
Int'l firms represented: Auteursunie (Netherlands), Emilhenco (France), Lapapala (Canada), Pengram (Denmark), Valentine (UK), Winterlea (Canada).
Int'l reps.: Austria (E. Hochmuth), Canada (Summerlea), France (Emilhenco), Japan (GP), Netherlands (Auteursunie), Scandinavia (Pengram), UK (Valentine), USA (PBR).

Meta Musikverlag—Gen. Mgr.: Willy Braeutigam—see Compact.

Metorion (Ed.) (GEMA), see Schacht.

Johann Michel (Musikverlag), see Melodie der Welt.

Midway Musikverlag, Friedensstr 14, D-4750 Unna-Massen. Tel: (2303) 5-22-33. Chief Exec.: Dirk Osterhaus.

Mifra (GEMA), see Schacht.

Mille Musik, Am Glockenberg, D-2114 Hollenstedt. Tel: (04165) 8-00-07. Mng. Dir.: Frank Mille; Gen. Mgr.. Barbara Mille

Mini's Musik, Bekassinenau 47A, D-2000 Hamburg 73 Tel: (040) 647-1097. Chief Execs. Juergen Michaelsen, Michael Nicht.

Montana (Ed.) (GEMA), Koenigstr. 121, D-8000 Munich 40. Tel (089) 34-30-36. Cable: MONTANAMUSIC. Telex: 215200. Owner: Hans R. Beierlein; Gen. Mgr.: Rudolf Figge.
Int'l firms represented: Editions 23 (France), Roulette (France), Tanday Music (France).
Int'l rep.: France (Rosemarie Schnittler).

Moorea Music, Tesdorpfstr. 11, D-2000 Hamburg 13. Tel (040) 410-2503. Telex: 2164506. Owner & Dir.: Ulrike Schoen; Gen. Mgr.: Eberhard Plag.
Int'l firms represented: Bubblies (UK), Vivaley (UK).

Moravia Music GmbH, Lichtenbergstr. 14, D-6000 Frankfurt/Main. Tel: (0611) 52-07-07. Gen Mgr. Robert Puschmann.

Mountain Music R. Steinel, Furtwaenglerstr. 27, D-6900 Heidelberg. Tel: (06221) 47-27-11. Pres. Roland Steinel; Gen. Mgr Joe Mountain; Prof. Mgr.: Roman Sayler.

Guenther Mueller (Musikverlag) (GEMA), Frankfurter Landstr 7, D-6380 Bad Homburg. Tel: (06172) 4-68-36. Owner: Guenther Mueller.

Multi Media Music Verlags GmbH, see Peer.

Music Avenue, see Hammer.

Music Contact System, see MCS

Music in the Air Verlags GmbH, Herzog-Albrechtstr. 6, D-8035 Gauting bei Munich. Tel: (089) 850-4344. Chief Execs.: Guenther E. Thoener, Peter Rubin.

Music Sales GmbH, Kolnerstr. 199, D-5000 Cologne 90. Tel (2203) 5-50-22. Telex: 8873463. Mng. Dirs. Harald Peters, Lutz Wentscher.
Home office: USA
Int'l firm represented: EMI (UK).

Musictown (Ed.), Portnergasse 6, D-8400 Regensburg. Tel: (0941) 54-776. Owner & Dir.. Wolfgang Maeder; Gen. Mgr.: Maria Maeder.

Musikhandel Verlag Ltd., Friedrich-Wilhelm-Str. 31, D-5300 Bonn 1 Tel: (0228) 23-85-65. Telex 886727. Chief Exec. Dr. H. H. Wittgen.

Musiza Deutschland GmbH Musikverlag, Neuhauserstr. 3, D-8000 Munich 2. Tel: (089) 26-30-30. Telex: (05) 22907. Chief Exec.: David Zard.
Int'l firm represented: Musiza (Italy)

Nobile Verlag GmbH, Haendelstr. 28, D-7000 Stuttgart 1. Tel: (0711) 69-82-78. Pres. Dr. Udo Unger.
Int'l firms represented: Demain, MAJ, Springtime (all USA).
Int'l reps.: Austria (Josef Weinberger), Switzerland (Leuberg).

Octopus Musikverlag GmbH (GEMA), Theodor Heuss Ring 4, D-5000 Cologne 1. Tel. (0221) 13-70-05. Mgr.. Juergen Fritz.

Johannes Derlel Musikverlag & Buehnenvertrieb, Ainmillerstr. 42, D-8000 Munich 40. Tel. (089) 34-39-83.

Claus Dgerman Prod'n (GEMA), see Ebony.

Olymp-Edition GmbH, Platenstr. 6, D-8000 Munich 2 Tel: (089) 77-50-51. Pres . Michael Theodore.

Orbis Musikverlag, Frankfurterstr. 420, D-5000 Cologne 91. Tel: (0221) 87-75-59. Telex: (08) 8773491. Owner: Heinz Boeninghausen.

Orlando-Musikverlag, Kaprunerstr. 11, D-8000 Munich 21. Tel: (089) 56-74-26. Gen. Mgr.: H. Gartenmaier.

Otvari Music (GEMA), Schierbrokerstr. 29, D-2875 Ganderkesee 3. Tel: (04221) 87622, 53497. Cable: DTVARI. Dir.: H. Schweitzer Sr.; Gen. Mgr.: Carlo Tossa.
Int'l firms represented: Einhorn (Brazil).
Int'l rep.: Brazil (Einhorn).

Oversea Music, Sigismundstr. 15, D-7750 Konstanz. Tel (07531) 245-17.
Int'l branch: Switzerland.
Int'l firm represented: Cecil (Switzerland).

P A-Recs. Music Ed., Hafendamm 46, D-2390 Flensburg. Tel: (0461) 2-71-90. Chief Exec. Jens Dieter Badura; Gen. Mgr.: Frank Melan.
Int'l reps.: Austria (Tyrolis), Belgium (F.M. Huppermans), Scandinavia (Fred Jensen), UK (Frank Bartelt), USA (K. Hausch).

P D E M Musikverlag, Fuggerstr. 19, D-1000 Berlin 30. Tel: (05143) 8003. Telex: 925019. Owner: K.D. Mueller.
Int'l firm represented: Garrisongs (USA).

Palma Musikverlag, see August Seith.

Pan (Ed.)/Hanseatic Musikverlage, Hallerstr. 40, D-2000 Hamburg 13. Tel: (040) 41-29 31. Chief Exec.: Horst Fuchs.

Panorama Song Musikverlag GmbH, see Intersong Musikverlag.

Paragon Musikverlag GmbH, Bundesallee 88, D-1000 Berlin 41. Tel. (030) 852-2007. Telex: 181619. Gen. Mgrs.: Erhard Wenzel, Bernd Ramien.

Peco (Ed.), see United Artists.

Peer Musikverlag GmbH (GEMA), Muehlenkamp 43, D-2000 Hamburg 60. Tel: (040) 271-3371. Cable SOUTHMUSIC. Telex (02) 13387. Mng. Dir.: Michael Karnstedt.
Home office: USA, Peer-Southern.
Int'l firms represented: Airhond (UK), Astronaut (USA), Bacardi (USA), Cedarwood (USA), Jiloral (USA), Roger Miller (UK), MUSA (Mexico), Parchment (USA), Peer-Southern Drg. (Worldwide), Royal Dak (UK), Shade Tree (USA), Small Smile (UK), Sunbird Music (USA), Troika (USA), Vinco (UK).
Int'l rep.: Worldwide (Peer-Southern).

Peer-Southern Prod'ns GmbH (GEMA), see Peer

Penthouse (Ed.), Josef Raps-Str. 3, D-8000 Munich 40. Tel: (089) 32-58-39. Chief Exec. & Gen. Mgr.: Karl-Heinz Ruff.

C. F. Peters Musikverlag, Kennedyallee 101, D-6000 Frankfurt/Main 70. Tel: (0611) 63-30-66. Cable: PETERSEDIT. Telex: 411686. Gen. Mgr Dr. Johannes Petschull.
Int'l branches: England, Switzerland, USA.
Int'l firms represented: Hinrichsen (UK), C.F. Peters (USA).
Int'l rep.: UK (Hinrichsen), USA (C.F. Peters).

Pingo Musik, Tesdorpfstr. 11, D-2000 Hamburg 13. Tel: (040) 45-61-60, 44-82-84 Telex: 211018. Gen. Mgr.: Rainer Felsen.

Plaene Musik, Adenauerallee 8, D-2000 Hamburg 1 Tel: (030) 24-12-31. Telex: 2164483. Chief Exec.: Wolfgang Frickenhaus.

Plagiat (Ed.), see Paragon.

Plessow-Musikverlage, Nuernbergerstr. 17, D-1000 Berlin 30. Tel: (030) 24-58-47. Mng. Dir.: Erich Plessow.

Point Music oHG, see Nobile.

PolyGram Publ'g, Postfach 132266, Harvestehuder Weg 1-4, D-2000 Hamburg 13. Tel: (04940) 410-4061. Telex: 212434. Pres.. H.T. Voigt.

Polyphon Musikverlag, see Funkturm.

Pool Music (GEMA), see Ebony.

Powerplay Music (GEMA), Dietrichsweiler 3, D-7093 Jagstzell. Tel: (07967) 568, 349. Telex: 74553. Mng. Dir.. Stefan Schick.

Josef Preissler (Musikverlag), PO Box 521, Braeuhausstr 8, D-8000 Munich 1. Tel. (089) 22-40-51. Chief Execs.: Sabine Preissler, Inge Emslander-Preissler; Gen. Mgr.: Reinhard Tafferner.
Int'l firms represented: Berben (Italy), Charnwood (UK), Deffner (USA), Forlivesi (Italy), Frederick Harris (Canada), Waterloo (Canada).
Int'l reps.: Italy (Zanibon), UK (Charnwood), USA (Deffner).

Presto-Jac. Joergensen Buehnen & Musikverlag & Co., see Hans Gerig.

Procom Music GmbH, see Moorea.

Progressive GmbH (Musikverlag), see Intersong Musikverlag.

Prom Verlagsgesellschaft mbH, Nederlingerstr. 21, D-8000 Munich 19. Tel: (089) 15-10-63. Cable. GLOBALMUSIC. Telex: (05) 215019. Chief Exec.: Bernd Majewski; Gen. Mgr.: Alfred Meier. (Also see Global)

S. Ptach GmbH & Co. KG, see Angelo.

Robert Puschmann Music, Karl Bennerstr. 51, D-6300 Giessen. Tel: (0641) 5-18-97. Owner: Robert Puschmann; Gen. Mgr.: Marianne Puschmann; Sales Mgr.: Anna Helga Stadelmann-Rink; Rep.: Werner H. Mueck.

Quadraphonie (Ed.), see Werner H. Theisen.

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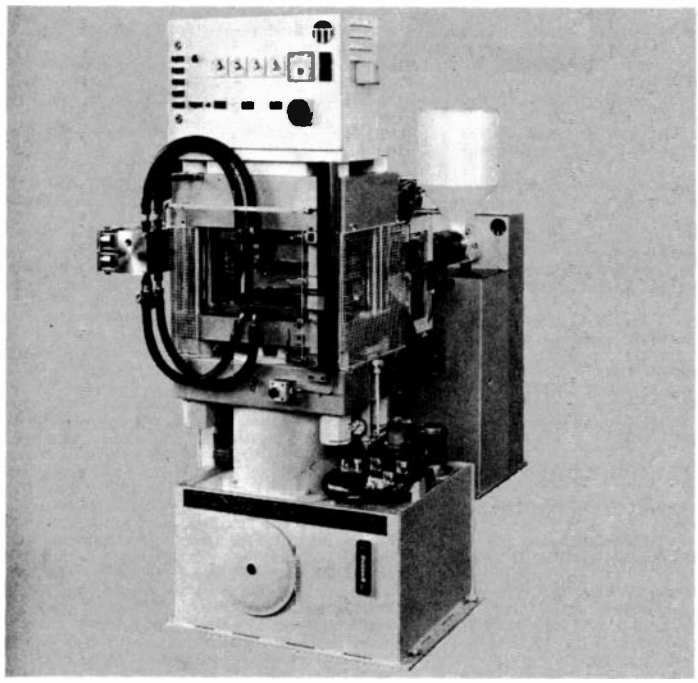

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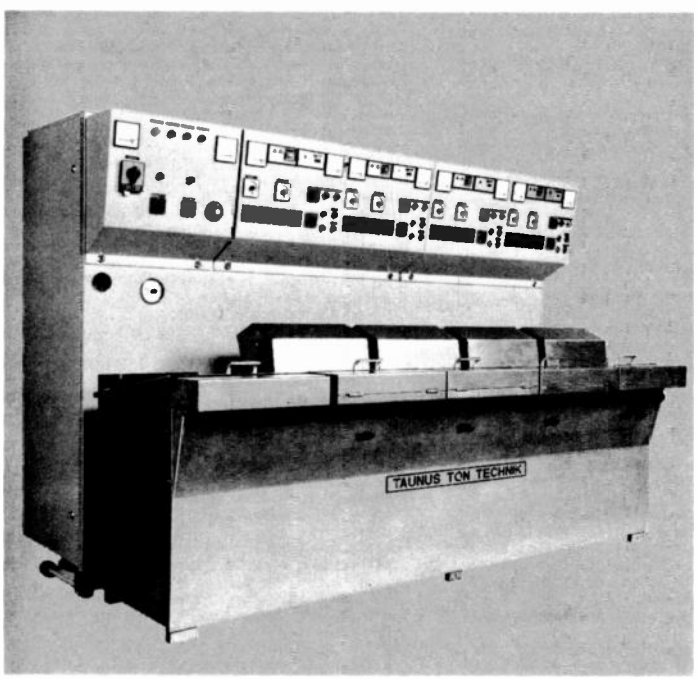

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Audio: Cassette
Video: ½" Beta & VHS cassette
Delta Music GmbH, Zur Muehle 2, D 5020 Frechen 4. Tel (02234) 61015. Cable DEMUS. Telex: (08) 89299 Pres Dr. K.J. Moll, Gen Mgr.. P.H. Sautot; Sales Mgr Dr W Ammel.
Audio: Cassette
Eurocassetta, Mehringdamm 32/34, D 1000 Berlin 61 Tel (030) 251-0331. Telex (01) 83369. Chief Exec.: Guenter A Kiefer; Chief Eng.: Klaus Mack
Audio: 8-tr., cassette
Video: 2" & 1" open reel, ¾" cassette, ½" Beta, VHS & V-2000 cassette, ½" EIAJ cartridge, LVC, SVR.
I D S (International Disc Serv.), PO Box 140105, D-8500 Nuernberg 14 Gen. Mgr. Hans-Joachim Rabe; Sales Mgr. W. Ruff. **(PKG only)**
I T P Tonband-Produktions KG, Riwo Verwaltungs GmbH & Co., Ballinstr. 16-18, D-1000 Berlin 47 Tel (030) 684-80-69. Cable 185320. Gen Mgr.. Karl Blatz; Label Mgr. Jutta Buschenhagen.
Audio: Cassette.
Loehmer GmbH, Obermiebach 10, D-5065 Overath Tel (02206) 5559.
Audio: Cassette.
M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D 7890 Waldshut. Tel: (07751) 32-58. Gen. Mgr.. Mario Taravella.
Audio: 8-tr., 8-tr. quadraphonic, cassette.
M O R (Magnetic Disc Rec'g) GmbH Germany, PO Box 140105, D-8500 Nuernberg. Tel: (0911) 63-64-08; (09122) 8-64-40. Telex: (06) 23987. Dir.. Erich Rabe, Sales Mgr.: M. Rabe **(PKG—video only)**
Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex 183845. Pres.: Juergen Freidank. **(PKG)**
Audio: Cassette.
Video: ½" Beta & VHS cassette.
Miller Int'l Schallplatten GmbH, Justus-von-Liebig-Ring 2-4, D-2085 Quickborn. Tel: (04106) 50-01. Cable: MILIN. Telex: (02) 12386. Gen. Mgr. Harald A. Kirsten. **(PKG)**
Audio: Cassette
Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel: (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossmann.
Audio: Cassette.
Polyband Gesellschaft fuer Tontrager mbH & Co. KG, Sonnenstr. 20, D-8000 Munich 2. Tel: (089) 59 28-21. Telex 522636. Chief Exec. Wolfgang C. Winkel.
Audio: Cassette, open reel.
Video: ¾" cassette, ½" Beta & VHS cassette.
PolyGram Rec. Serv. GmbH, PO Box 1409, Podbielskistr. 164. D-3000 Hanover 1. Tel (0511) 69-68-1. Telex: 922807.
Rhenus Music Fuer Fernseh, Film & Musicproduktion mbH & Co. KG Otto Hahnstr., D-5000 Cologne 50. Tel: (0221) 38-01-47. Telex: 08881404. Gen. Mgr. Karl-Heinz Muenchow.
Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.
Audio: Cassette, open reel.
Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel: (040) 24-67-74.
Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl Bertelsmann-str. 161. D-4830 Guetersloh 1. Tel: (05241) 801. Cable: SONOPRESS. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr. Heinz Kirchberg.
Audio: Cassette.
Video: ½" Beta, VHS & Video 2000 Cassette.
Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel (040) 40-19-1. Mng. Dirs.: Gerhard Schulze, Kurt Richter.
Factory: D-2353 Nortorf/Holstein, Postfach 160, Niedernstr. 3-7. Tel: (04392) 381. Telex 0299610. Plant Opns Dir.: John L. Schubach; Technical Opns. Dir.. Herbert Knothe.
Audio: Cassette.
Tonomatic Tontraeger GmbH, Schwabelstr 2, D-8011 Hoehenkirchen bei Munich. Tel (08102) 81.36. Chief Exec.. Johann Winkler; Sales Mgr.: Margarethe Winkler.
Audio: Cassette.
Heinz Ulm-Musik GmbH, Voelkstr 34, D-8900 Augsburg. Tel: (0821) 51-55-55. Cable: HELMMUSIC. Dir.. Heinz Ulm
Audio: Cassette.
Video: ½" Beta & VHS cassette.
V & C Video & Computer GmbH, Voelkstr. 34, D-8900 Augsburg. Tel. (0821) 51-68-68.
Video: ½" VHS cassette.
Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendestorf. Tel: (04183) 6035. Cable. VIDEORING. Telex: 2189719. Dirs. Paul Moeckel, Mario Villavicencio **(PKG)**
Video: 2" & 1" open reel, ¾" U-matic cassette, ½" Beta, VHS & V-2000 cassette.
W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex. (04) 185391. Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier; VP & Controller Karl Schoon.
Video: ¾" cassette, ½"; EIAJ open reel.

• supplies

CARTRIDGE & CASSETTE PARTS

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex: 792249 Pres.: Werner Weber, Mng. Dirs. Heinz Amann, Rolf Sager.
Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex: 183845. Pres.. Juergen Freidank.
Audio: Compact cassette parts.
Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel. (089) 30-65-46 Cable. PROSTUDIO Pres.: Dietrich Scharschmidt
Audio: All cassette parts.
Schweizer Design Eurosale GmbH, Koenigsweg 3, D-4973 Vlotho. Tel: (05733) 50-41. Telex. 971217. Mng. Dirs.. G. Deja, Dr M. Gaier.
Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel (040) 24-67-74.
3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1 Tel. (02101) 141. Gen. Mgr. Bo Ekman; Sales Mgr.: Juergen Wagner
V & C Video & Computer GmbH, Voelkstr. 34, Augsburg, D-8900 Augsburg. Tel (0821) 51-68-68.
Audio: Cassette labels.

EMPTY CARTRIDGES, CASSETTES & REELS

Agfa-Gevaert AG, D 5090 Leverkusen 1. Tel (0214) 301 Telex. 8510420. Chief Exec. Dr W. Abeck; Gen. Mgr.: W. Blauhut, Sales Mgr.: K.W. Rinnebach.
Audio & Video: Cassette
Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf Tel (02232) 51780. Chief Exec Ingrid Renate Roehre
Audio Club, see Magna.
Avelca, see Dietrich Scharschmidt
Eurotape, PO Box 233, D-2408 Timmendorfer Strand. Tel: (04503) 38-49.
Audio: 8-tr., cassette.
I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel (7751) 3075. Telex: 792249 Pres. Werner Weber; Mng. Dirs.. Heinz Amman, Rolf Sager.
Magna Produktions GmbH, Juliusstr 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex: 183845. Pres. Juergen Freidank.
Audio: Open reel
Video: Videocassette.
Brand names: Audio Club, Magna.
Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel (089) 30-65-46. Cable PROSTUDIO. Pres.: Dietrich Scharschmidt.
Audio: Cassette.
Brand name: Avelca
Scotch, see 3M.
3 M Deutschland GmbH, Carl Schurzstr 1, D-404 Neuss 1. Tel (02101) 141. Gen. Mgr Bo Ekman; Sales Mgr.: Juergen Wagner.
Audio: 8-tr., cassette, open reel.
Video: Cartridge, cassette, open reel
Brand name: Scotch.

ENVELOPES & MAILERS

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1z50 71. Telex 0832714. Gen. Mgr.: Dr. H. Achilles, Sales Mgr.: Hans Bayartz.

Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel: (089) 79 42 86. Telex: (05) 212035. Mng. Dir.: Kurt Meissner.

Triad Musicverlag, Guentzelstr. 54, D-1000 Berlin 31. Tel: (030) 87-07-40. Chief Exec.: Walter Ruff.

The Wurzburger Music Publ'g Co., Nord-Dst-Ring 11, D 7024 Filderstadt 1, Bernhausen. Tel: (0711) 70-27-49. Dir.: Luciano Wurzburger, Gen. Mgr.: Jack Cunningham.

JACKETS & SLEEVES

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1 50-71. Telex. 0832714. Gen. Mgr.: Dr. H. Achilles, Sales Mgr.: Hans Bayartz.

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel (02131) 8-13-78.

Sonopress Gesellschaft fuer Tontraegerherstellung mbH, Carl Bertelsmann str. Bertelsmannstr. 161, D-4830 Guetersloh 1. Tel (05241) 801. Cable SONOPRESS. Telex: 933822. Gen. Mgr.: Dr. Uwe Swientek; Sales Mgr.: Heinz Kirchberg. (Jackets only)

Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D 8023 Pullach-Grosshesselohe. Tel. (089) 79-42-86. Telex. (05) 212035. Mng. Dir.: Kurt Meissner.

The Wurzburger Music Publ'g Co., Nord-Dst-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzburger, Gen Mgr.: Jack Cunningham. (Jackets only)

LABELS, DISK

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel. (0241) 1 50 71. Telex 0832714. Gen. Mgr.: Dr. H. Achilles, Sales Mgr.: Hans Bayartz.

Attacca Musikverlag, Dr. Hammacherstr. 3, D 4100 Duisburg-Ruhrort. Tel (02131) 8-13 78.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel: (040) 24-67-74.

Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D 8023 Pullach-Grosshesselohe. Tel (089) 79 42-86. Telex. (05) 212035. Mng. Dir. Kurt Meissner.

Heinz Ulm-Musik GmbH, Voelkstr. 34, D-8900 Augsburg. Tel: (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.

The Wurzburger Music Publ'g Co., Nord-Dst-Ring 11, D-7024 Filderstadt/Bernhausen 1. Tel: (0711) 70-27-49. Dir.: Luciano Wurzburger, Gen. Mgr.: Jack Cunningham.

POLYETHYLENE BAG & SHRINKWRAP

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz. (Polybags only)

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel (02232) 51580. Chief Exec.: Ingrid Renate Roehre. (Polybags only)

Attacca Musikverlag, Dr. Hammachestr. 3, D-4100 Duisburg Ruhrort. Tel (02131) 8-13-78. (Polybags only)

Tempo (Schallplatten-Vertrieb) Meissner & Co., Rotwandstr. 16, D-8023 Pullach-Grosshesselohe. Tel (089) 79-42-86. Telex. (05) 212035. Mng. Dir.: Kurt Meissner. (Polybags only)

Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendestorf. Tel (04183) 6035. Cable: VIDEDRING. Telex 2189719. Dirs.: Paul Moeckel, Mario Villavicencio.

PROFESSIONAL TAPE SUPPLIES

T D K Electronics Europa GmbH, Georg-Glockstr. 14, D-4000 Dusseldorf. Tel (0211) 43-48-91. Telex: 8584136. Mng. Dir.: Takeshi Shibazaki, Sales Mgr.: Wolfgang Lusch; Adv. Mgr.: Toshinori Kiyose.
Audio: Plastic cassette cases & labels.

Heinz Ulm-Musik GmbH, Voelkstr. 34, D-8900 Augsburg. Tel (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.
Audio & video: Cassette labels.

V & C Video & Computer GmbH, Voelkstr. 34, D-8900 Augsburg. Tel (0821) 51-68-68.
Video: Videocassette labels.

RAW MATERIALS

Zipperling Kessler & Co. (GmbH & Co.), PO Box 1464, Kornkamp 50, D-2070 Ahrensburg. Tel (04102) 40201. Telex (02) 189842. Chief Exec.: Juan Plass Giral.
Product: Record molding compounds

RECORD MANUFACTURING EQUIPMENT

A E G-Telefunken, Lindenerstr. 15, D-3340 Wolfenbuettel. Tel: (05331) 83 289. Telex. 95651
Chief product: Studio compander

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel (0241) 1 50-71. Telex 0832714. Gen. Mgr.: Dr. H. Achilles, Sales Mgr.: Hans Bayartz
Product: Label cutting machines.
Brand name: Peacomp

Taunus Ton Technik, Alfred Petith KG, PO Box 1520, Max Planckstr., D 6832 Friedrichsdorf 1. Tel: (06172) 71255, 72588. Telex 418131
Chief product: Automatic & manual presses, record & videodisk plating units.

Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, D-2000 Hamburg 19. Tel (040) 40-19 1. Cable: TELDEC. Telex (02) 13545. Mng. Dirs.: Gerhard Schulze, Kurt Richter.
Factory: D-2353 Nortorf/Holstein, Postfach 160. Niedernstr. 3-7. Tel (04392) 381. Telex: 0299610. Plant Opns. Dir.: John L. Schubach, Technical Opns. Dir.: Herbert Knothe.
Chief product: Innersleeving, sleeving & outersleeving machines

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert AG, D-5090 Leverkusen 1, Tel (0214) 301. Telex 85 10420. Chief Exec.: Dr. W. Abeck; Gen. Mgr.: W. Blauhut; Sales Mgr.: K.W. Rinnebach.
Audio: Blank—2", 1" & ¼" open reel, cassette; raw—cassette, ¼" open reel.
Video: Blank—2" & 1" open reel, ¼" & ½" Beta & VHS cassette; raw—¾" & ½" Beta & VHS cassette.

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D 2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen Mgr.: Manfred von Mangoldt. (Blank only)
Audio; cassette.

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre. (Blank only).
Audio: Cassette, open reel.

Ampex Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel (0611) 60581. Telex 0413774. Gen. Mgr.: E. Sadeler; Tape Sales Mgr.: B. Schwartz.
Audio: 2", 1" & ¼" open reel, cassette.
Video: Blank—2" open reel, 1" open reel, ¾" cassette, ½" Beta & VHS cassette

Audio Magnetics GmbH, Borsigstr. 5, D-6054 Rodgau-Niederroden. Tel (06106) 7971. Telex. 417884.
Audio: 8-tr., cassette, open reel.

Avelca, see Dietrich Scharschmidt

B A S F AG, Gottlieb-Daimlerstr. 10, D-6800 Mannheim 1. Tel: (0621) 40081. Telex: 462621. Chief Exec.: H. Thurn; Gen. Mgr.: H.J. Versemann, Sales Mgr.: H.J. Seitz. (Blank only)
Audio: 2", 1" & ¼" open reel, cassette.
Video: 1" open reel, ¼" cassette, ½" Beta & VHS cassette

Cassetton GmbH, Sudetenstr. 73, D-8192 Geretsried 2. Tel: (08171) 3031-33. Telex: (05) 26331. Gen. Mgr.: Stan Zaoralek; Sales Mgr.: Horst Piaskowski.

E C, see Eurocassetta.

Eurocassetta, Mehringdamm 32/34, D-1000 Berlin 61. Tel: (030) 251-0331. Telex. (01) 83369. Chief Exec.: Guenter A. Kiefer, Chief Eng.: Klaus Mack. (Blank only)
Audio: Cassette
Brand name: EC.

Galaxy, see Toka

Grundig AG, Kurgartenstr. 37, 8510 Furth/Bay. Tel (0911) 70-31. Telex. (06) 23431.

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex 792249. Pres.: Werner Weber; Mng. Dirs.: Heinz Amman, Rolf Sager.

I D S (International Disc Serv.), PO Box 140105, D 8500 Nuernberg 14. Gen. Mgr.: Hans-Joachim Rabe; Sales Mgr.: W. Ruff.
Audio: Cassette, open reel.

Inter-Cassette Ltd., Poststr. 14, D 2000 Hamburg 36. Tel. (040) 35-30 79. (Blank only) (Importer)
Home office: USA.
Int'l branch: Hong Kong
Audio: Cassette.

M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (07751) 32-58. Gen. Mgr.: Mario Taravella.
Audio: 8-tr., cassette.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel. (030) 684-80-58. Telex. 183845. Pres.: Juergen Freidank; Sales Dir.: Jakob Statz; Export Dir.: J.H. Bruett. (Raw only)
Audio: Cassette, open reel.
Video: ½" Beta & VHS cassette

Maxell Europe GmbH, Emanuel-Leutzestr. 1, D 4000 Dusseldorf 1. Tel (0211) 59-40-83. Telex. (08) 587288. Dir.: T. Inoue.
Home office: Japan.
Audio: Blank—8-tr., cassette, open reel; raw—8-tr., cassette
Video: Blank—½" cassette

Memorex, see W.D. Warren

Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel (05441) 2293, 1812. Cable: PALAS. Telex. (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't. Ingeborg Grossman
Audio: Cassette.

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.
Audio: Cassette, open reel.
Video: 1" open reel, ½" EIAJ open reel
Brand name: Avelca

Scotch, see 3M.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D 2000 Hamburg 1. Tel. (040) 24-67-74. (Blank only)

Sony, see W.D. Warren

T D K Electronics Europe GmbH, Georg-Glockstr. 14, D-4000 Dusseldorf. Tel (0211) 43-48-91. Telex. 8584136. Mng. Dir.: Takeshi Shibazaki, Sales Mgr.: Wolfgang Lusch, Adv. Mgr.: Toshinori Kiyose
Audio: Cassette, open reel
Video: ½" VHS cassette.

3 M Deutschland GmbH, Carl Schurzstr. 1, D 404 Neuss 1. Tel (02101) 141. Gen. Mgr.: Bo Ekman, Sales Mgr.: Juergen Wagner
Audio: 8-tr., cassette, open reel
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.
Brand name: Scotch.

Toka Vertriebsgesellschaft mbH, Im Gaessle 13, D 7250 Leonberg 7. Tel (0611) 73 20 71. Pres.: Hugo von Blumenthal
Audio: Cassette.
Brand names: Galaxy, Toka

Triad Musikverlag, Guentzelstr. 54, D-1000 Berlin 31. Tel: (030) 87-07-40. Chief Exec.: Walter Ruff.
Audio: Raw—cassette, open reel
Video: Blank—¾" cassette

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier; VP & Controller: Karl Schoon.
Video: ¾" cassette, ½" EIAJ open reel.
Brand names: Memorex, Sony.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Asona, see Auvis-Asona

Auvis-Asona KG, Stollbergstr. 7, D 8000 Munich 22. Tel (089) 22-50 57. Cable: ASDNA. Telex (05) 22084. Dir.: Alf Kuerzeder.
Audio: Turnkey cassette duplicating plants, cassette duplicating equip
Brand name: Asona.

Bellaphon Recs. GmbH & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt. Tel (061) 23 08 01. Telex: (04) 16046. Pres.: Branko Zivanovic

Machi, see Dietrich Scharschmidt.

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel: (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.
Audio: Cassette screwing machines.
Brand name: Machi

3 M Deutschland GmbH, Carl Schurzstr. 1, D 404 Neuss 1. Tel (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner
Audio: Cassette duplicators.
Brand name: Wollensak.

Eberhard Vollmer, Schillerstr. 7, D 7310 Plochingen/N. Tel: (07153) 2 10 04. Cable: VOLLMERWERK. Gen. Mgr. & Eng.: Eberhard Vollmer, Sales Mgr.: Ms. I. Marcon.
Wollensak, see 3M

TAPE PACKAGING & LABELING EQUIPMENT

Achilles (Gebr.), Robensstr. 31, D 5100 Aachen. Tel: (0241) 1-50-71. Telex 0832714. Gen. Mgr.: Dr. H. Achilles; Sales Mgr.: Hans Bayartz

Auvis-Asona KG, Stollbergstr. 7, D 8000 Munich 22. Tel: (089) 22 50-57. Cable: ASONA. Telex: (05) 22084. Dir.: Alf Kuerzeder.
Product: Labeling equip.

Heino Ilsemann GmbH, Zum Panrepel 24, D-2800 Bremen 44. Tel (0421) 48-30-83. Telex 244055. Chief Exec.: Heino Ilsemann (SEE ADVERTISEMENT)

Magna Produktions GmbH, Juliusstr. 10/11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex. 183845. Pres.: Juergen Freidank.

• accessories

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D-2054 Geesthacht. Tel: (4152) 4031. Telex: 218707. Mng. Dir.: Hilmar Kumbartzky; Gen. Mgr.: Manfred von Mangoldt.
Product: Tape—carrying & storage cases (audio)

Agfa Gevaert AG, D-5090 Leverkusen 1. Tel: (0214) 301. Telex: 8510420. Chief Exec.: Dr. W. Abeck; Gen. Mgr.: W. Blauhut; Sales Mgr.: K.W. Rinnebach.
Product: Tape—leader tape (audio), splicing tape & equip. (audio)

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.
Product: Record—record care prods., replacement styli; Tape—leader tape, splicing tape & equip.

Ampex Europa GmbH, Walter Kolbstr. 9-11, D-6000 Frankfurt 70. Tel: (0611) 60581. Telex. 0413774. Gen. Mgr.: E. Sadeler; Tape Sales Mgr.: B. Schwartz.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).

Audio Trade GmbH, Kolonierstr. 203, D-4100 Duisburg 1. Tel: (0203) 37-35-12. Telex. 855259. Mng. Dir.: Peter Muehlmeyer; Sales Mgr.: Dirk Feldmann.
Product: Record—turntable mats.

Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel: (089) 22-50-57. Cable: ASDNA. Telex (05) 22084. Dir.: Alf Kuerzeder
Product: Tape—bulk erasers (audio), splicing tape & equip. (audio).

I C M GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel: (7751) 3075. Telex 792249. Pres.: Werner Weber; Mng. Dirs.: Heinz Amann, Rolf Sager
Product: Tape—carrying & storage cases.

I D S (International Disc Serv.), PO Box 140105, D-8500 Nuernberg 14. Gen. Mgr.: Hans-Joachim Rabe; Sales Mgr.: W. Ruff
Product: Tape—splicing tape & equip.

Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36. Tel: (040) 35-30-79.
Home office: USA.
Int'l branch: Hong Kong.
Product: Record—record care prods., sweep arms; Tape—head cleaners.

D. Kretz (Automaten-Serv.), Yorckstr. 41, D-7500 Karlsruhe 1. Tel: (0721) 55 03 95. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.
Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—head cleaners, demagnetizers.

Magna Tontraeger Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 44. Tel: (030) 684-80-58. Telex: 183845. Pres.: Juergen Freidank.
Product: Tape—carrying & storage cases (audio & video), head cleaners (audio), demagnetizers (audio), leader tape (audio & video), splicing tape & equip. (audio & video).

Maxell Europe GmbH, Emanuel-Leutzestr. 1, D-4000 Dusseldorf 1. Tel (0211) 59 40-83. Telex. (08) 587288. Dir.: T. Inoue
Home office: Japan.
Product: Tape—head cleaners.

C. Melchers & Co., Postfach 102560, Schlachte 41, D-2800 Bremen. Tel. (0421) 316-9323
Product: Record—replacement styli (Pickering).

Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't. Ingeborg Grossman.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, Tape—head cleaners & demagnetizers.

Pickering, see C. Melchers.

Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-8000 Munich 40. Tel (089) 30 65-46. Cable: PRDSTUDID. Pres.: Dietrich Scharschmidt
Product: Tape—head cleaners, demagnetizers, leader tape.

Schweizer Design Eurosale GmbH, Koenigsweg 3, D-4973 Vlotho. Tel (05733) 50-41. Telex. 971217. Mng. Dirs.: G. Deja, Dr. M. Gaier.
Product: Record—carrying & storage cases, record care prods.; Tape—carrying & storage cases, demagnetizers.

Stanton, see Teledyne

T D K Electronics Europe GmbH, Georg-Glockstr. 14, D 4000 Dusseldorf. Tel (0211) 43-48-91. Telex. 8584136. Mng. Dir.: Takeshi Shibazaki, Sales Mgr.: Wolfgang Lusch; Adv. Mgr.: Toshinori Kiyose
Product: Tape—head cleaners (audio & video), demagnetizers (audio)

Teac Tonband-Anlagen Vertriebs GmbH, Egerstr. 2, D-6200 Wiesbaden-Erbenheim. Tel (06121) 742-25. Telex. (04) 186159. Mgr.: Masao Morita
Product: Tape—head cleaners, demagnetizers

Teledyne Acoustic Research, Burgstr. 6-8, D 6200 Wiesbaden. Tel (06121) 3-91-71
Product: Record—replacement styli (Stanton).

3 M Deutschland GmbH, Carl Schurzstr. 1, D 404 Neuss 1. Tel (02101) 141. Gen. Mgr.: Bo Ekman, Sales Mgr.: Juergen Wagner
Product: Tape—leader tape, splicing tape & equip.

Videoring GmbH, PO Box 1167, Am Schierenberg 2, D-2106 Bendestorf. Tel. (04183) 6035. Cable: VIDEORING. Telex 2189719. Dirs.: Paul Moeckel, Mario Villavicencio.
Product: Tape—carrying & storage cases (video).

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 6-10-51. Cable: WAMESCO. Telex. (04) 185391. Owner: William Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier, VP & Controller: Karl Schoon.
Product: Record—replacement styli; Tape—carrying & storage cases

• store fixtures manufacturers

Achilles (Gebr.), Robensstr. 31, D-5100 Aachen. Tel: (0241) 1-50-71. Telex: 0832714. Gen. Mgr.: Dr. H. Achilles, Sales Mgr.: Hans Bayartz.
Product: Record & tape display racks

Alcophon AV GmbH & Co., Duenebergerstr. 111-113, D 2054 Geesthacht. Tel (4152) 4031. Telex 218707. Mng. Dir.: Hilmar Kumbartzky, Gen. Mgr.: Manfred von Mangoldt.
Product: Tape display racks & dividers cards (audio)

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf. Tel: (02232) 51780. Chief Exec.: Ingrid Renate Roehre.
Product: Display racks, divider cards

Audio Trade GmbH, Kolonierstr. 203, D-4100 Duisburg 1. Tel (0203) 37 35 12. Telex. 855259. Mng. Dir.: Peter Muehlmeyer; Sales Mgr.: Dirk Feldman.

Product: Record display racks
D. Kretz (Automaten-Serv.), Yorckstr. 41, D-7500 Karlsruhe 1. Tel: (0721) 55-03-95. Pres.: Diethelm Kretz; Sales Mgr.: Gertrud Drost.
Product: Display racks.
Schweizer Design Eurosale GmbH, Koenigsweg 3, D-4973 Vlotho. Tel: (05733) 50-41. Telex: 971217. Mng. Dirs.: G. Deja, Dr. M. Gaier.
Product: Record & Tape browser boxes, record display racks.
3 M Deutschland GmbH, Carl Schurzstr. 1, D 404 Neuss 1. Tel: (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.
Product: Display racks.
W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel: (06103) 6 10-51. Cable: WAMESCO. Telex: (04) 185391. Owner: William-Dirk Warren; Exec. VP: Eugene Elskens; VP Sales: Helmut Rossmaier; VP & Controller: Karl Schoon
Product: Display racks.

GREECE

Population: 9,600,000.
Population by age groups: 0-14 2,600,000; **15-24** 2,700,000; **25-49** 2,700,000; **50+** 1,600,000.
Rate of exchange: $1 (US) = 57 drachmas.
Per capita income: $4,380.
Holidays: January 1, 6, March 25 (National Day), Good Friday, Easter Monday, May 1, August 15 (Assumption), October 28 (National Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold single—50,000 units, platinum single—100,000 units. Gold LP—50,000 units, platinum LP—100,000 units.
Records sold domestically including imports (retail value): LP's 1980—6,300,000 units, $27,631,000; 1979—5,700,000 units, $24,868,000. Singles 1980—200,000 units, $235,000; 1979—340,000 units, $411,000.
Records exported to USA (factory value, FOB): 1980—120,000 units, $330,000; 1979—100,000 units, $275,000.
Records imported from countries other than USA (factory value, CIF): 300,000 units, $1,050,000; 1979—250,000 units, $875,000.
Records exported to countries other than USA (factory value, FOB): 1980—400,000 units, $1,100,000; 1979—400,000 units, $1,100,000.
Average retail price per record: LP's—$4.40; singles—$1.18.
TV merchandising: None.
Record club sales: None.
Discounting: Frequent.
Type of distribution: Manufacturer-to-retailer predominates, though manufacturer-wholesaler-retailer accounts for an appreciable part of sales volume.
Type of promotion: Radio and television are the most important promotion vehicles, largely through music programs paid for by the record companies.

TAPE:

Market: Cassettes dominate the market but are themselves dominated by a piracy that eats an estimated 85% of the total sales.
Pre-recorded tape sold domestically including imports (retail value): 8-tr. 1980—50,000 units, $193,000; 1979—60,000 units, $210,000. Cassette 1980—2,400,000 units, $9,316,000; 1979—2,800,000 units, $12,243,000.
Pre-recorded tape exported to USA (factory value, FOB): 1980—50,000 units, $130,000; 1979—50,000 units, $130,000.
Pre-recorded tape exported to countries other than USA (factory value, FOB): 1980—1,500,000 units, $3,000,000; 1979—2,000,000 units, $4,800,000.
Average retail price per tape: 8-tr.—$4.00; casset e—$3.88.

RADIO STATIONS:

No. of government 2.
Comment: Music is overwhelmingly recorded. Innovations in programming have thus far been discouraged. Most programs are compiled and paid for by record companies.

TELEVISION STATIONS:

No. of channels: 2 government, 90% color (SECAM).
Comment: Videotape predominates over live transmission, with the latter being confined to news bulletin and outdoor events. Recording companies provide programmers with video clips of their artists.

IMPORT/EXPORT REGULATIONS:

Import duties and other levies total about 43% of the CIF value of the shipment. There are no export regulations.

MARKET ANALYSIS:

In the past year, television advertising was used successfully for the first time in the selling of album compilations of international repertoire. Overall, international and local recordings are still divided about evenly. Although 1980 was a sluggish year for the Greek recording industry, there are indications that business was up as of spring 1981.

• record & tape manufacturers / distributors / importers

Angel, see Columbia-EMI.
Apollon, see Spiros Piperakis.
Apple, see Columbia-EMI.
Archiv, see PolyGram.
Astron, see Spiros Piperakis.
Boem, see Spiros Piperakis.
British Prod'ns Import, 13 Third September St., Athens. Tel: 821-3918. Gen. Mgr.: D. Patrinos.
Label: New Sty (UK).
C B S (Diski) AEBE (IFPI), PO Box 37, Halandri, 311 Mesoghion Ave., Athens. Tel: (01) 672-2150. Cable: CDLRECORD. Telex: 216220. Mng. Dir. & Gen. Mgr.: Sol Rabinowitz; Sales Mgr.: Costas Nikitas
Labels: (Owned) CBS, Embassy, Epic, Portrait; (**licensed**) A&M (USA), ARC (USA), Aarsana (France), All Platinum (USA), Ariola (Netherlands), Audio (Germany), Audiofidelity (USA), Boardwalk (USA), CGD (Italy), Chess (USA), Cleveland Int'l (USA), Delphine (France), Dreyfus (France), Emergency (USA), Friederich Prod'ns (Switzerland), Gold Unlimited (USA), Handshake (USA), Philadelphia Int'l (USA), Pool (Germany), Prelude (USA), Ricordi (Italy), Salsoul (USA), Shelter (USA), Sonet (Sweden), Sugar Hill (USA), TK (USA), Vanguard (USA).
Int'l rep.: Worldwide (CBS).
Calypso, see Music Box.
Capitol, see Columbia-EMI.
Columbia-EMI Greece SA (IFPI), PO Box 287, Central Sta., 127 Heracliou St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos. (Also see Emial).
Labels: (**Owned**) Angel, Apple, Capitol, Columbia, EMI, EMI Araby, HMV, Harvest, MFP, Odeon, Parlophone, Pathe, Regal, Toshiba-EMI; (**licensed**) Almaidan Al Funny (Libya), Ashark (Saudi Arabia), Baidaphon (Lebanon), Balkanton (Bulgaria), Bovema Negram (Netherlands), Bronze (UK), Buzaidphone (Kuwait), Byblos (Syria), Cairophon (Lebanon), Club du Disque Arabe (France), DJM (UK), Duniaphon (Lebanon), ECM (Germany), El Fen (Tunisia), Harem (Netherlands), Ima (Libya), Island (UK), Koutoubiaphone (Morocco), Liberty (USA), MCA (USA), MPL (USA), Mellouliphone (Tunisia), Moriphon (Egypt), Motown (USA), Munsphone (Sudan), Nefertiti (Egypt), Olivia Newton-John (USA), Pink Floyd (UK), Promotone (Netherlands), Queen (UK), RAK (UK), Rajaphone (Saudi Arabia), Rolling Stones (UK), Sono Cairo (Egypt), Soutelhob (Egypt), Sout El Hayat (Egypt), Sout El Kheir (Algeria), Soutelphan (Egypt), Sout El Rabee (Libya), Sout Omnia (Saudi Arabia), Sudanphone (Sudan), Union (Syria), United Artists (USA), Voice of Beirut (Lebanon), Voice of Lebanon (Lebanon), Voix de l'Islam (Egypt), Voix de l'Orient (Lebanon), Zida (Lebanon).
Int'l reps.: Cyprus (Electroacoustic), Netherlands (Sound Prods.), USA (Rashid Sales), worldwide (EMI).
Control, see Spiros Piperakis.
Coronnet, see Spiros Piperakis.
Crete, see Panivar.
D G G, see PolyGram.
Dionysos, see General.
Do-Re, see Spiros Piperakis.
E M I, see Columbia-EMI & Emial.
Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zgnon Themelis. (Distributor/Importer/Exporter).
Embassy, see CBS.
Emial SA (IFPI), 127 Heraclion St., Rizopolis, Athens 904. Tel: (021) 252-3602/3702/7502/7102. Cable: EMIRECORD. Telex: 214071. Chm.: Alan C. Boxer; Gen. Mgr.: George Petsilas; Adv. & PR: B. Apostolides; Sales Mgr.: S. Xanthopoulos; Finance & Admin.: S. Sgouros; Int'l Repertoire: G. Kivellos; Classical Repertoire & Imports: Georgia Zissi. (Distributor/Importer)
Branch: Salonica, 18 Chrys. Smyrnis. Tel: (031) 263-110, 224-669. Mgr.: Basil Metaxopoulos.
Labels: (Licensed domestic) Columbia, EMI, Regal; (**licensed foreign**) Angel (UK), Apple (UK), Balkanton (Bulgaria), Blue Note (USA), Bovema Negram (Netherlands), Bronze (UK), Capitol (USA), DJM (UK), ECM (Germany), EMI America (USA), EMI Electrola (Germany), HMV (UK), Harvest (UK), Island (UK), Liberty (USA), MCA (USA), MFP (UK), MPL (UK), Motown (USA), Odeon (Spain), Olivia Newton-John (USA), Parlophone (UK), Pathe (France), Pink Floyd (UK), Promotone (Netherlands), Queen (UK), RAK (UK), Toshiba-EMI (Japan), United Artists (USA).
Epic, see CBS.
Fidelity, see PolyGram.
Fontana, see PolyGram.
G P C, see General.
Galaxy, see General.
General Gramophone K. Elefth. Makou, 79-81 Sokratous Str., Athens. Tel: 522-6843/8030. Chief Exec.: Konstantina Makou; Gen. Mgr.: Eleftherios Makos.
Int'l reps.: Australia (Carras Emporium, P. Salapatas), Canada (Venus), Cyprus (Andreas Aristodiumou), Germany (G. Krakas, E. Papachristou), Sweden (Zorbas K. Theocharidis), UK (N.T. Patalis), USA (Takis Paralikas).
General Publ'g Co. SA (IFPI), 11 Kriezotou St., Athens 134. Tel: (01) 361-5529/6798. Cable: LYRAHELLAS. Telex: 219920. Pres. & Mng. Dir.: Alexander Patsifas; Sales Mgr.: Kyriakos Maravelias; Int'l Mgr.: Takis Tsiros.
Branch: Thessaloniki, 64 Tsimiski St. Tel: (031) 277-306. Mgr.: Arsenus Stergiou.
Labels: (Owned) Dionysos, Lyra, Minerva, Notos, Zodiac; (distributed—not licensed) GPC, Galaxy, Polytropon.
Int'l reps.: Australia (Politis), Canada (Peters Int'l), Cyprus (Electroacoustic Supply), USA (Peters Int'l).
Greek Communications Co., 17 Stournara St., Athens. Tel: 627-796. Int'l Mgr.: Alex G. Carras.
Greka, see Spiros Piperakis.
H M V, see Columbia-EMI.
Harvest, see Columbia-EMI.
Heliodor, see PolyGram.
Independent Prod'rs, 13 Third September St., Athens. Tel: (031) 522-7472. Cable: MELODY ATHENS. Pres.: Anthony Ploma; Sales Mgr.: Georges Plomaritis, PR: A. Plomaritis Jr.
Labels (Owned) Independent, Lucky, Patrinos; (**distributed—not licensed**) Oversea (Switzerland).
Int'l reps.: USA (Dino Joannidis).
Inter Mercat, PO Box 1032, Thessaloniki. Tel: (31) 276785. Mng. Dir.: Vasilios Touronis. (Importer/Exporter)
T. Kioussis, 19 Halkokondili Str., Athens 102. Tel: (021) 523-9477/2957. Chief Exec.: T. Kioussis. (Importer/Exporter)
Lakis Kleopas Prod'ns, 10 Salaminos St., Thessaloniki. Tel: (31) 516-493. Telex: 418339. Pres. & Gen. Mgr.: Lakis Kleopas; Sales Mgr.: George Kleopas; Artistic Mgr.: Lefty Kongalides.
Kyklades, 33 Veranzerou St., Athens.
Kyklos Recs., 3 Karageorgi Servias, Athens 126. Tel: (01) 323-2312. Gen. Mgr.: D. Themelis. (Distributor/Importer/Exporter)
Lucky, see Independent.
Lyra, see General.
M F P, see Columbia-EMI.
M G M, see PolyGram.
Macedonia, see Panivar.
Margo, see Minos Matsas.
Minos Matsas & Son Co. Ltd. (IFPI), 245-247 Mesoghion Ave., Athens. Tel: (021) 671-1811. Cable: MINOSMAR. Telex: 218647. Bd. Chm.: Makis Matsas; Gen. Mgr.: Roula Matsas; Sales Mgr.: V. Michailidis; Int'l Dept. Mgr.: Mikis Corinthios.
Labels: (Owned) Margo, Minos, Standard; (**licensed**) Barclay (France), Bearsville (USA), Can't Stop Prod'ns (USA), Cream (USA), Dureco (Netherlands), Ensign (UK), Logo (UK), RCA (USA), Scratch (UK), 20th Century (USA).
Int'l reps.: Australia (George Youag), Canada (Peters Int'l), USA (Peters Int'l).
Mediterranian Recs., 29 Biskini St., Athens. Tel: (00301) 770-9994. Gen. Mgr.: Evangelos Pitsiladis.
Melody, see Spiros Piperakis.
Mercury, see PolyGram.
Minerva, see General.
Minos, see Minos Matsas.
Monitor, see Spiros Piperakis.
Music-Box Martin Th. Gesar SA (IFPI), 52 Eleftheriou Venizelou Ave., Kallithea, Athens. Tel: (021) 958-0243/1135. Cable: THDMS. Telex: 221082. Pres.: Martin T. Gesar; Gen. Mgr.: Marika Gesar; Ass't Mgr.: Toula Akasoglou; Sales Mgr.: Grigoris Alvanidis.
Branch: Thessaloniki, 1 Kanolou Dil. Tel: 261-288. Gen. Mgr.: George Kleopas.
Labels (Owned) Calypso, Music-Box, Pan-Vox; (**licensed**) Ariston (Italy), Avatar (UK), Biram (Belgium, France), Cherry Red (UK), Crescendo (USA), Decca (UK), Durium (Italy), Fantasy (USA), Graduate (UK), Hansa (Germany), Hispavox (Spain), Ice (UK), Jupiter (Germany), Kultura (Hungary), Magnet (UK), PRT (UK), Polar (Sweden), RKM (Belgium), Rondelet (UK), Safari (UK), Stax (USA), Vogue (France).
Int'l reps.: Australia (Caras Emporium), UK (Andreas Pattalis), USA (Peters Int'l).
Notos, see General.
Odeon, see Columbia-EMI.
Olympia, see Panivar.
Olympic, see PolyGram.
Panivar Recs. SA, 18 Pireos St., Athens 101. Tel: (021) 523-5867. Cable: PANIVAR. Pres.: Pavlos Vardoulakis; Gen. Mgr.: Nouli Vardoulakis; Sales Mgr.: Dimitri Vardoulakis. **Local branches:** 21 Zinonos St. Tel: 523-6384; 63 Athinas St. Tel: 324-2764.
Branches: Eraklaion, Crete, 24 1978 St. Tel: 88758—**Khania, Crete,** 1 Koraka St. Tel: 53765—**Piraeus,** 38 Akti Poseidonos. Tel: 417-8059.
Labels: (Owned) Crete, Macedonia, Olympia, Panivar, Special, Victory; (**licensed foreign**) Criminal (UK), Ri-Fi (Italy).
Int'l reps.: Australia (Theodoros Petropoulos, Salapatas), Belgium (Bullanis), Canada (Peters Int'l), Cyprus (Garabet Indjirjian), Germany (George Krakas, George Lazos/Do-Re-Mi, Stylianos Serafim), UK (KK, Nik. Andreas Patalis), USA (Peters Int'l).
Pan-Vox, see Music-Box.
Parlophone, see Columbia-EMI.
Pathe, see Columbia-EMI.
Patrinos, see Independent.
Philips, see PolyGram.
Spiros Piperakis, 59 Miaouli St., Moscato-Athens 59. Tel: (021) 481-5508.
Labels (Owned) Greka; (distributed) Apollon, Astron, Boem, Control, Coronnet, Do-Re, Melody, Monitor, Panivar, Revans, Venteta.
Plomaritis Prod'ns, 13 Third September St. (office), 13 Eptanissou (factory), Athens. Tel: 522-7472, 821-3918. Cable: MELDDY. Gen. Mgr.: Anthony Plomaritis; Sales Mgr.: Georges A. Plomaritis.
Labels: Athenee, Lucky (Italy), Melody, Popular, Top Pop's (Germany, UK, USA).
Polydor, see PolyGram.
PolyGram Recs. SA (IFPI), 296 Messoghion Ave., Cholargos, Athens. Tel: (021) 652-4213. Cable: POLYGRAM ATHENS. Telex: 216124. Mng. Dir. & Gen. Mgr.: Nicolas Antippas; Sales Mgr.: Pantelis Emmanuilidis; Foreign Repertoire Prod. Mgr.: John Petridis; PR Mgr.: Jacques Menahem.
Branch: Salonica, 15 Proxenou Coromila. Tel: (031) 267-121, 274-543. Mgr.: John Socratidis.
Labels: (Owned) Archiv, DGG, Fidelity, Fontana, Heliodor, MGM, Mercury, Olympic, Philips, Polydor, Vertigo, Verve; (**licensed foreign**) Ariola (Germany), Arista (USA), Baby (Italy), Butterfly (USA), Buddah (USA), Capricorn (USA), Carrere (France), Casablanca (USA), Charisma (UK), Charly (UK), Checker (USA), Chess (USA), Chrysalis (UK), Chiswick (UK), EG (UK), Ensign (UK), Mooncrest (UK), Mountain (UK), Orlando (France), Oyster (USA), Pablo (USA), Passport (USA), RSO (UK), Rocket (UK), Stiff (UK), Track (UK), Virgin (UK).
Int'l reps.: Cyprus (CBS), USA (Peters Int'l), worldwide (PolyGram).
Polyphon, 2 Third September St., Athens. Tel: (021) 538-790.
Polytropon, see General.
Portrait, see CBS.
Progress Ltd., Platia Theatrou 24, Athens 113. Tel: (01) 991-1175. (Importer)
Regal, see Columbia-EMI & Emial.
Revans, see Spiros Piperakis.
Seagull, 17 Stournara St., Athens.
Select Prod'ns, 13 Eptanissou, Athens. Tel: (021) 821-3918. Cable: SELECT. Mgr. & Prod'r: Lucky Ploma; Gen. Mgr.: Anthony Plomaritis; Sales Mgr.: Georges Plomaritis.
Label: (Owned) Select.
Int'l reps.: Australia (L. Paschalidis), Libya (Aris Ploma), UK (Kibo Trading), USA (D. Joannidis).
Special, see Panivar.
Standard, see Minos Matsas
Studio 1 Hi Fi, 51 Proxenoy Koromila St., Thessaloniki. Tel: (031) 221-212, 262-989. Gen. Mgr.: Leandre Kupur.
Labels: (Distributed—not licensed) Crystal Clear (USA), Denon PCM (Japan).
Toshiba-EMI, see Columbia-EMI.
Venteta, see Spiros Piperakis.
Veran Rec. Co., 24 Tsimiski St., Thessaloniki. Tel: 272560. Pres.: Michael Theodore; Gen. Mgr.: Antonio Vergiadis; Sales Mgr.: Thomas Philippides.
Labels: (Owned) Veran; (**licensed foreign**) Ariola-Eurodisc (Germany), Cyclade (France), Gillette-Madison (USA), Lollipop (Germany), Som (Brazil), Splash (UK), Telefunken (Germany), Trema (France).
Vertigo, see PolyGram.
Verve, see PolyGram.
Victory, see Panivar.
W E A Recs. Ltd. (IFPI), 319 Messogheion, Athens. Tel: (021) 671-7355. Cable: WEAREC. Mng. Dir.: Evdoros Demetriou; Sales Mgr.: Ion Stambouleh; A&R Mgr.: Vassos Tsimidopoulos.
Zodiac, see General.

• music publishers

Blackwood Music Publ'g Co. Ltd., PO Box 37, Halandri, 311 Mesoghion Ave., Athens. Tel: (01) 672-5284. Cable: COLRECORD. Telex: 216220. VP: Sol Rabinowitz; Admin'r: Maria Margariti.
Int'l firms represented: Alotagood/Kool, April, Arabella, BRM, Badboy/KYD, Barnaby, Earl Barton, Robin Batteau, Bema, Big Seven, Blendingwell, Blue Seas, Boom, Bovina, Byrdland, Casa David, C'est Music/Quackenbush, Chandos, Claudine, Clay, Country Road, Cowbella, Derringer, Dickiebird, DiMeola, Dolot, Drummer, Flying Crown, Folklore, Fourteenth Hour, Gabriel Earl, Gemma, Gold Bullion/Hifalutin, Franne Golde, Grajonca/Davalex, Grand Pasha/Sasha, Great Stoned Hiway, Albert Hammond, Hatband, Heath Levy, Hierophant, Hillgreen, Hudmar, Inner Sanctum, Jac, Jet, Joelsongs/Impulsive, King's X, Stephen A. Kipner,

Kirshner/CBS, Koppelman/Cortlandt, Lady Casey, Lambert & Potter, Little Johno/Twogether, Maclaye, Mainsail, Mecca Prod./Kahlil/Gibran, Robert Mellin, Mideb, Mine, Mr. Sun Shine, Mitchell, Mor-Sell, Mouse House, Music Pool/Notes Now, Napolis, Nelchell, New Hidden Valley, Otot, Petra, Buster Poindexter, Porcara, RSVP, Rehtakol Veets, Rondor/Irving/Almo, Roundabout, Salsoul, Saybrook, Sheetfire, Sherlyn, Sheronda, Skyhill, Silver Steed, Star Spangled, Steinberg, Stovepipe, Strong Arm, Sugar, Sweet Jenny, Tobias/Lebowsky, Tuna Fish, 20th Century Fox, Velocity, Welk group, Westbrook, Winter Blues, Winter Wind, Worthless/Pointless/Propane, Yo' Mama's, Zap/Lee.

C S B/Greece, c/o Arc Music Ltd., 10 Kadmou Milssion St., Nea Smyrni, Athens.
Int'l firm represented: Copyright Serv. Bureau (USA).

Cora (Ed.), 59 Miaouli St., Moscato-Athens 59. Tel: (021) 481 5508.

E M I Music Publ'g (Greece) Ltd., PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Gen. Mgr.: Alan C. Boxer.
Int'l firms represented: Accord (Germany), Alkatraz (USA), Ardmore & Beechwood (Belgium), Belriver (Italy), Big Pig (UK), Kate Bush (UK), Valentim de Carvalho (Portugal), Colgems (USA), Deep Purple, EGO (Spain), EMI (Belgium, Netherlands, Sweden, Switzerland, UK), EMI Film & Theatre (UK), Eco (France), Gang of Four (UK), Dick James (UK), Kipahulu (USA), LEM (France), Mabrak (UK), Pathe-Marconi (France), Queen (UK), Red Bus (UK), Rideau Rouge (France), Tom Robinson (UK), Rolling Stones (UK), Screen Gems-EMI (USA), Sforzando (France), Tree (USA), Vapors (UK).

General Publ'g Co. Ltd., 11 Kriezotou St., Athens 134. Tel: (01) 361-5529/6798. Cable: LYRAHELLAS.

Grecophon, 52 Eleftheriou Venizelou Av., Kalithea, Athens. Tel: 958-0243/1135. Cable: GRECOPHONE. Dir.: Marika Gesar.
Int'l firms represented: Boot (Canada), Moring (Canada), RKM (Belgium), Riva (UK), Siegel (Germany), Valenine (UK).
Int'l rep.: Canada (Morning).

Icaros Publ'g Co., see General.

International Publ'ns, see Select.

Intersong Hellas Ltd., 296 Messoghion Ave., Cholargos, Athens 142. Tel: (021) 652 4213. Cable: POLYGRAM. Telex: 216124. Mng. Dir.: Nicolas Antippas; Gen. Mgr.: Costas Zougris.
Int'l firms represented: Abigail (USA), Affinitia (USA), Ajaye (USA), Alamenta (USA), Aliza-Thorah (USA), Audiogram (USA), Roy Ayers (UK), Barmour (USA), Johnny Belland (USA), Bellkat (USA), Johnny Bienstock (USA), B.O. Cult Songs (USA), Hamilton Bohannon (USA), Boomtown Rats (Switzerland), Bridge House (USA), Brightwater (USA), Broken Arrow (USA), Brown Sound (USA), Bulk (UK), CAM (USA), CTA (UK), Cafe Americana, Cape Ann (USA), Cape May (USA), Carlin (worldwide), Causho (UK), Chappell (worldwide), Charlotte (UK), Cherry (UK), Allan Clarke's (UK), Clarkee (USA), Bob Cor (UK), Crited (USA), Mike Curb, Davray (UK), Eumir Deodato (USA), Diagonal (USA), Walt Disney (USA), Doraflo/Bleu Disque (USA), Double Exposure (USA), Francis Dreyfus (France), Dynatone (USA), Betty Earland (USA), East (USA), Elbomo (USA), Elvis (USA), Every Little Tune (USA), Fairfield (USA), Fantasia (France), Wes Farrell (USA), Fast Western (USA), Father (USA), Fescue (UK), Five West (USA), Fleetwood Mac (USA), Four Knights (USA), Fuse (UK), Giving Room (USA), Good Morning (UK), Guerilla (USA), Hallelujah (Israel), Herald Square (USA), Hinky Dink (UK), Hit & Run (UK), I Ain't In It (UK), Island (UK), Jadar (USA), Jimpire (UK), Jiru (USA), Tom Johnston (USA), Josley (UK), Kenya (USA), Kingsley Sound (USA), Kings Point (USA), Klub (UK), Kongride (UK), Kurley (USA), Laurel Canyon (USA), Litha (USA), Little Dickens (USA), Little Lasso (USA), MTM (USA), Edward B. Marks (USA), McFleet (USA), Mews (UK), Midland (USA), Midsong (USA), Mimcy (USA), Joni Mitchell (USA), Artie Mogull (USA), Montunes (UK), David Mook (USA), Moonhill (USA), Mourbar (USA), Mountain (UK), Omaha (UK), Open End (USA), Oyster (USA), Peterman (UK), Pickwick Int'l (USA), Piedmont (USA), Pinson (USA), Pocket Full of Tunes (USA), Propane (UK), Prophet (USA), Quickmix (USA), RSO (UK), Rare Bird (UK), John Richbourg (USA), Rick's (USA), Roaring Fork (USA), Rockhopper (USA), Rockmere (UK), Rodna & Berna, Steve Rowland (UK), Ryan (UK), Sam Songs (UK), Siquomb (USA), Sky Forest (USA), Sky Harbor (USA), Sky Writing (UK), Sleepy Dumpling (UK), Song (UK), Stonebridge (USA), Strobe Light (USA), Sweet (UK), TH (USA), Tallyrand (USA), Talmont (USA), Tan Soul (USA), Ten East (USA), Thin Ice (USA), Third Story (USA), Three Cheers (USA), Times Square (USA), Tuff (UK), R.P. Winkelman Tunes (USA), Yellow Dog (USA), Frank Zappa (USA), Zum (UK).
Int'l rep.: Worldwide (Intersong).

Minos Matsas & Son Co. Ltd., 245-247 Messoghion Ave., Athens 142. Tel: (021) 671-1811. Cable: MINOSMAR. Bd. Chm.: Makis Matsas.

Mediterranian Publ'g, 29 Biskini St., Athens 622. Tel: (00301) 770-9994. Gen. Mgr.: Evangelos Pitsiladis.

Melody Publ'g, see Select.

Ivan Mogull Music Assocs., c/o AEPI, 14 Delighianni St., Athens 148.

Plomaritis Publ'rs, 13 Eptanissou, Athens. Tel: (021) 821-3918. Gen. Mgr.: Anthony Plomaritis.
Int'l firms represented: D. Caras (Australia), Grafarola (Italy), Dino Joannidis (USA).
Int'l rep.: USA (P. Petropouleas).

Select Publ'rs, 13 Eptanissou Kypseli, Athens. Tel: (031) 821 3920. Gen. Mgr.: G.P. Lucky.
Int'l branches: Canada, England, France, Italy, Switzerland, USA.
Int'l firms represented: Ariston (Italy), Constantinidis (Egypt), Cora (Italy), Curci (Italy), El Fan (Egypt), Haddad (Lebanon), King (Japan), Leonard (Italy), Melodia (Italy), Mohamed Nasr (Libya), Perou (France), G. Ricordi (Italy), Ri-Fi (Italy).
Int'l reps.: Australia (Caras), Canada (Christofer Papas, Parthenon Cassettes), France (Perou), Italy) (Cora), South Africa (Gallo), USA (Dinos Constantinou, Dino Joannidis, Petropouleas)

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Greek Composers, 38 Mitropoleos St., Athens.

E R T (Elliniki Radiophonia Tileorassis), PO Box 19, Aghia Paraskevi, Athens. Tel: 65-95-970. Cable: RADIOSTATHENS. Telex: 216066. Dir. Gen.: C. Hondros, Radio Dir.: E. Lekkas.

Federation of Musical Ass'ns of Greece, 3 Averoff St., Athens.

Jazz & Pop Club, Thessaloniki.

National Committe of the International Music Council, 38 Mitropoleos St., Athens. Tel: 223-302.

Union of Greek Musicians, 38 Mitropoleos St., Athens.

Union of TV Viewers & Radio Listeners, 57 Panepistimiou St., Athens.

LICENSING ORGANIZATION, MUSIC

A E P I (Societe Hellenique pour la Protection de la Propriete Intellectuelle SA), 14 Delighianni St., Athens 148. Tel: (021) 821-3917, 822-8006. Mng. Dir.: Constantin Macris.

DESIGN & ARTWORK
LICENSOR, RECORD & TAPE
PLATING, PROCESSING & PRESSING PLANT

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.

RECORD PROMOTION

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.

Lakis Kleopas Prod'ns, 10 Salaminos St., Thessaloniki. Tel: (31) 516-493. Telex: 418339. Pres. & Gen. Mgr.: Lakis Kleopas; Sales Mgr.: George Kleopas; Artistic Mgr.: Lefty Kongalides.

TAPE CUSTOM DUPLICATOR

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.
Audio: 8-tr., cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Costas Vlassopoulos & Co., 2 Alex. Papanastasiou St., New Filadelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primikyris.
Chief product: All 8-tr. & cassette parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Costas Vlassopioulos & Co., 2 Alex. Papanastasiou St., New Filadelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primikyris.
Audio: 8-tr. & cassette.
Brand name: Intersonic.

JACKETS & SLEEVES
LABELS, DISK

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos. (LP)

PROFESSIONAL TAPE SUPPLIES

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.
Audio: Cassette labels.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert AE, PO Box 17, Stilianou Gonata 16, Athens-Peristeri. Tel: 574-2311. Gen. Mgr.: A. Nothdurft; Sales Mgr.: A. Bouboulas.
Audio: Blank—cassette, open reel, raw—cassette.
Brand names: Agfa Carat, Agfa Ferrocolor, Agfa Stereochrome, Agfa Super Ferro Dynamic, Agfa Videochrom.

Columbia-EMI Greece SA, PO Box 287, Central Sta., 127 Heraclion St., Rizopolis, Athens. Tel: (021) 252-7502/7102/3602/3702. Cable: EMIRECORD. Telex: 214192. Mng. Dir.: Alan C. Boxer; Finance & Admin. Dir.: D. Gaetanakis; Sales Mgr.: E. Terzis; Mfg. & Studios Dir.: C. Kyriakos.
Audio: Blank—8-tr. & cassette.

Or. O.A. Delis AG, Paleologou Benizelou 5, Athens 117. Tel: 325-0301. Telex: 215336. Cable: DELICHIMIK. Chief Exec.: Antonios Fotopoulos; Sales Mgr.: T. Kokkinopoulos.
Audio & Video: Cassette.
Brand name: BASF.

Echo Ltd., 2 Korae St., Athens 132. Tel: (01) 323-4774. Gen. Mgr.: Zenon Themelis. (Distributor/Importer/Exporter)
Audio: Blank—cassette.

Magnetic Hellas Ltd., 6-8 Frangon St., Thessaloniki.
Audio: 8-tr., cassette, open reel.
Brand name: Audio Magnetics.

Costas Vlassopoulos & Co., 2 Alex. Papanastasiou St., New Filadelfia, Athens. Tel: (01) 252-0696. Cable: INTERSONIC. Telex: 214312. Mng. Dir.: Costas Vlassopoulos; Import & Export Mgr.: A. Primikyris.
Audio: Blank—8-tr. & cassette.
Brand name: Intersonic.

• accessories manufacturers

Kinotexnikh OE, 47 Stournara, Athens. Tel: 360-6998.
Product: Record—replacement styli.
Brand name: Stanton.

Spiros Piperakis, 59 Miaouli St., Moscato-Athens 59. Tel: (021) 481-5508.
Product: Record—45 rpm adaptors.

Plomaritis Prod'ns, 13 Third September St., Athens. Tel: (031) 522-7472, 821 3918. Cable: MELODY. Pres.: Anthony Plomaritis; Sales Mgr.: Georges Plomaritis
Product: Carrying & storage cases.

GUATEMALA

Population: 7,477,427
Population by age groups: 0-14—678,160; 15-24—470,272; 25-49—184,502; 50+—107,779
Rate of exchange: $1 (US) = 1.0 quetzal
Per capita income: $985
Holidays: January 1, Holy Week (Thurs. Sun.), May 1 (Labor Day), June 30 (Army Day), September 15 (Independence Day), October 20 (Revolution of 1944), November 1, December 25

RECORDS & TAPE:

Record sales certification awards: Since there is no organization in charge of tabulating record sales, no certified awards can be given. Some independent associations present annual awards to the most popular artists, but these associations are not always recognized and accepted in general. Record companies are very reserved about giving sales information.
Imports from: Costa Rica 1980—1,035,834 units. 1979—637,900 units. El Salvador 1980—546,394 units, 1979—290,868 units. Nicaragua 1980—2,031 units, 1979—none. USA 1979—25,602 units.
Exports to: Costa Rica 1980—680,733 units; 1979—632,701 units. El Salvador 1980—464,637 units; 1979—235,034 units. Honduras 1980—551,625 units; 1979—552,335 units. Nicaragua 1980—485,863 units; 1979—243,080 units.
Type of distribution: Due to cultural and geographical factors, there is no common distribution pattern. Each record company has it own system.
Type of promotion: Radio stations are an important means of promoting product. Record companies take into account station ratings and whether or not a station makes or simply plays the hits.

TAPE:

Because of the uneven geography of Guatemala, surrounded by mountains and volcanos, and the inhabitation by a 40% Indian population that lives in huts without electricity, transistor radios and tape recorders are in great demand. Thus, cassette sales are approaching the sales level of records and in some places they have surpassed it. 8-tr. is non-existent. Open reel is primarily bought by an elite group that likes classical music. Video recorder sales are developing slowly, having a high supply but a low demand.

RADIO STATIONS:

No. of commercial: 104 (92 AM, 12 FM).
No. of government: 6.
Comment: Programming consisting of romantic ballads sung in Spanish is the most popular. There are at least five stations programming youth-oriented material in English. Ranchera music (Mexican folklore), liked much in the provinces, is losing its popularity. Other programming includes that aimed at housewives and instrumental, the latter primarily featured on FM. Due to the geography, radio stations must use repeaters to reach the different zones, and in the majority of the cases, each zone has its own station, which is not influenced by the capital stations.

TELEVISION STATIONS:

Comment: Programming includes series, novels, forums, news, movies, specials, and international shows and programs via satellite. The government channel features educational and cultural programs. All stations are associated with OTI.

IMPORT/EXPORT REGULATIONS:

There are no regulations.

MARKET ANALYSIS:

In 1980, the Guatemalan record market felt the effects of the negative economic situation that existed in Central America. The result was reduced demand.

Record company managers implemented efficient measures like trimming catalogs and increasing promotion for the remaining product. The aims of the companies toward the radio stations and buyers improved through more creativity and push. Soundtracks helped sales, too.

The major record companies increased sales by 10% to 15% over 1979. Among the best promotions were Dideca's "Larga Vida del Rock" (Rock's Long Life) in which the company backed acts like Black Sabbath, Deep Purple, Paul McCartney, Queen, Genesis and Eric Clapton. Also, CBS-Indica, started a strong Salsa push, which coincided with its representing the Fania label.

The primary romantic ballad artists were Julio Iglesias, Roberto Carlos, Camilo Sesto, Jose Luis Rodriguez, Albert Hammond, Leo Dan, Jose Luis Perales, Napoleon, Jose-Jose, Juan Gabriel, Emmanuel, Rocio Durcal, Daniel Chinchilla, Vikki Carr, and Manoela Torres. Foreign artists attaining good sales included Queen, Kenny Rogers, Andy Gibb, Stevie Wonder, Paul McCartney, Diana Ross, the Commodores, the Rolling Stones, Bob Marley, Barry Manilow, Barbra Streisand, Willie Colon, Michael Jackson, Pink Floyd, Santana, Christopher Cross, John Lennon, Donna Summer, Kiss and Lipps Inc.

Marimba recordings attained their traditionally significant sales during the last months of the year. Companies promoting this type of music had excellent sales.

Pepe Estrada

• record & tape manufacturers / distributors / importers

Casa Avelar, 18 Calle 3-59 & 6-61, Zone 1, Guatemala City. Tel: 80-243, 28-545, 81 465. Gen. Mgr.: Salvador Avelar Guerra; Sales Mgr.: Ana Maria Avelar C.
Labels: (Owned) Leo, Tikal, Xelaju.
Int'l reps.: Mexico (Rex), Puerto Rico (Taurus), USA (Taurus).

Dideca (Discos de Centroamerica) (IFPI), Apartado Postal 1792, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 533-695, 519-602, 29-634, 537-137. Cable: DIDECA. Telex: 5413. Pres.: Byron Galvez-Thompson; Gen. Mgr.: Juan Jose Pezzarossi, Int'l Mgr.: Blanca Avila. **Local branch:** Impulso SA, Apdo. Postal 1792, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519-602, 533-695. Telex: 5413. Pres.: Mario Galvez-Thompson; Sales Mgr.: Byron Hernandez.
Int'l branches: Costa Rica, Gramusic, El Salvador, Musi Centro; Honduras, Audio Ritmo; Nicaragua Dideca; Panama, Sonomundi.
Labels: (Owned) Dideca, **(licensed foreign)** Ariola Int'l (Spain), Arista (USA), Billo's (Venezuela), CR (USA), Capitol (USA), Caracol (Colombia), Codiscos (Colombia), Corpordisco (Venezuela), Disqueras Unidas (Venezuela), EMI (UK), EMI America (USA), Falcon (USA), Fantasy (USA), Gamma (Mexico), Guitarra (Mexico), Hispavox (Spain), Melody (Mexico), Motown (USA), Movieplay (Spain), Odeon (UK), Phonogram (Netherlands), Polydor (Germany), Sonoven (Venezuela), Suradisco (Venezuela), United Artists (USA), Velvet (Venezuela), West Side Latino (USA).

Dila (Discos Latinoamericanos SA), Av. de las Americas 14-15, Zone 14, Guatemala City. Tel: 681 530. Pres.: Augusto Diaz-Duran; Gen. Mgr.: Marco Antonio Garcia; Sales Mgr.: Sylvia de Molina.
Labels: (Owned) Dila, **(licensed)** Alhambra (Spain), Musart (Mexico).
Int'l reps.: Argentina (Cordobesa), Colombia (Codiscos), Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), USA (Record Dists. of America).

Discos de Centroamerica, see Dideca.

Discos Latinoamericanos SA, see Dila.

Distribuidora Guatemalteca de Discos SA, 4 Ave. 13-25, Zone 9, Guatemala City. Tel: 31 65-64. Telex: 5171. Gen. Mgr.: Arnoldo Calvo Aparicio.
Home office: Costa Rica, Indica (see for labels).
Int'l rep.: Worldwide (CBS).

Electrodisco, 9A Avenida 7-05, Zone 1, Guatemala City. Tel: 535-405. Cable: ELDIS. Gen. Mgr.: Miguel Angel Armas. (Distributor/Importer/Exporter)

Indica, see Distribuidora Guatemalteca.

Leo, see Casa Avelar.

Mars Recs. & Tapes, 1A Avenida 0-15, Zone 2, Guatemala City. Tel: 28-254, 535-405. Cable: MARS. Gen. Mgr.: Miguel Angel Armas.
Labels: (Owned) Mars; **(licensed)** Nicolas Oliva (Argentina), Pira (Argen-

tina); **(distributed)** Alhambra (USA), Casablanca (USA), Decca (UK), De-Lite (USA), Leo (El Salvador), London (UK), MCA (USA).
Musical, Ing. M. R. Wunderlich, 13 Calle 9-62, Zane 1, Guatemala City. Tel: 29-645. Cable: MUSICAL. Telex: 5485. Pres.: Mario R. Wunderlich, Gen Mgr.: Jean G. Wunderlich; Sales Mgr.: Guillermo Tulio Gonzalez. (Importer)
Tikal, see Casa Avelar.
Xelaju, see Casa Avelar.

• music publishers

Dimasi, 12 Calle 3-27, Zone 1, Guatemala City. Tel 519602. Cable DIDECA. Telex: 5413. Gen. Mgr.: Otto Schwarz; Gen. Mgr.. Blanca Avila.
Maya Musical SA, Av. de las Americas 14-15, Zone 14, Guatemala City Tel 681-530. Pres.: Augusto Diaz-Duran; Gen. Mgr.: Luis Estrada Roy.
Int'l firms represented: ABC Dunhill (USA), Acapulco (Mexico), American Broadcasting (USA), Brambila (Mexico), Discorama (Spain), Edimusa (Mexico), Estrella (Mexico), Fermata (Brazil) Hnos. Marquez (Mexico), Morning (Canada), Prodemus (Colombia), Sedram (Ecuador).
Int'l reps.: Colombia (Prodemus), Ecuador (Sedram), Mexico (Edimusa)

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A G A Y C (Asociacion Guatemalteca de Autores & Compositores), 14 Calle 11-42, Zone 1, Guatemala City. Tel. 84-921/251.

DESIGN & ARTWORK
PRINTER & LITHOGRAPHER
PLATING, PROCESSING & PRESSING PLANT

Discos de Centroamerica SA. Apdo. 1792, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519602, 533695, 516907. Cable: DIDECA. Telex: 5413. Pres.: Byron Galvez Thompson; Sales Mgr.: Ernesto Porras.

TAPE CUSTOM DUPLICATOR

Discos de Centroamerica SA, Apdo. 1792, 12 Calle 3-27, Zone 1, Guatemala City. Tel: 519602, 533695, 516907 Cable: DIDECA. Telex: 5413 Pres.: Byron Galvez Thompson; Sales Mgr.: Ernesto Porras.
Audio: Cassette.

• accessories

Electrodisco, 9A Avenida 7-05, Zone 1, Guatemala City. Tel: 535-405. Cable: ELDIS. Gen. Mgr.: Miguel Angel Armas. (Distributor/Importer/Exporter)
Brand name: Ampex.
Mars Recs. & Tapes, 1A Avenida 0-15, Zone 2, Guatemala City. Tel 28-254, 535-405. Cable: MARS. Gen. Mgr.: Miguel Angel Armas. (Importer)
Brand name: Duotone.

HONG KONG

Population: 4,730,000
Rate of exchange: $1 (US) = 5.5 Hong Kong dollars.
Per capita income: $2100
Holidays: January 1, Chinese New Year, April 21 (Queen's Birthday), June 17 (Tuen Ng Festival), August 25 (Liberation Day), Mid-Autumn Festival, December 25, 26 & Christian holidays.

• record & tape manufacturers / distributors / importers

Amo Rec. Corp. (IFPI), PO Box 95170, Tsim Sha Tsui Sta., 68 Waterloo Rd., Flat A-1, Kowloon. Tel (3) 7139847 Gen. Mgr. Paul Leung.
Labels: (Owned) Amo, Kinder, Musa
Angel, see EMI
Archiv, see PolyGram
Asylum, see WEA.
Atco, see WEA
Atlantic, see WEA.
C B S/Sony Hong Kong Ltd. (IFPI), 122-124 Connaught Rd., C. 22/F, Hong Kong. Tel (5)457227 Cable: CBSSONYHKL. Telex. 74936 Mng. Dir. Peter C.H Chiu; A&R Mgr. Tony Lee. Sales Mgr.: Angela Hon.
Labels: (Owned) CBS/Sony; **(licensed foreign)** APA, ARC, Bang, Bethlehem, Boardwalk, Blue Horizon, Blue Sky, Caribou, Cat, Columbia, Columbia Masterworks, Dash, Drive, Epic, Full Moon, GTO, Glades, Invictus, Jet, Kalimba, KC & the Sunshine, Kirshner, Marlin, Mums, Nemperor, Neighbourhood, Ode, Odyssey, Okeh, Philadelphia Int'l, Portrait, Sunshine Sound, TK, T-Neck, Tappan Zee, Unlimited Gold, Windfall (all USA); CBS (UK, USA), CBS/Harmony (UK, USA), Epic/Sony (Japan), Shinlee (Taiwan).
Capitol, see EMI.
Casablanca, see PolyGram
Columbia, see EMI.
Cosdel (Hong Kong) Ltd. (IFPI), Central Sta., 1309-1310 Champion Bldg., 301-9 Nathan Rd., Kowloon Tel: (3) 302347 Cable HKCDLTEK Mng Dirs. Kenneth L Cole, T K. Whang; Dir. & Sales Mgr Robert Wong.
Reg'l branch: Singapore.
Labels: (Licensed foreign) Bethlehem, Colgems Flying Dutchman, Grunt Millennium, New York Int'l, Roadshow/Nature's Music, RCA, Solar, Tattoo, 20th Century-Fox, 20th Century/Chi Music, Windsong (all USA), **(distributed—not licensed)** Pickwick (UK)
Crown Rec Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong. Tel (5) 237845, 249534 Mng. Dir Tung Lau.
Labels: (Owned) Crown, Eagle, **(licensed)** Michelle (USA)
D G G, see PolyGram
Decca, see PolyGram
Diamond, see PolyGram
Double Up, see EMI
E M I (Hong Kong) Ltd (IFPI), 11 Fa Po St., Yau Yat Tsuen, Kowloon Tel: (3) 810321 Cable: EMITRON Telex 33512. Mng. Dir Neil Sarsfield, Creative Dir. K K Wong
Labels: (Owned) Angel, Capitol, Columbia (UK), Double Up, EMI, Encore, HMV, Harvest, Liberty, MFP (Music for Pleasure), Odeon, One Up, Parlophone, Pathe, Phoenix, Regal, Regal Zonophone, Sounds Superb, Starline, Talisman, Waverley, **(represented)** Arista (USA), Bronze (UK), DJM (UK), Disneyland (USA), Motown (USA), RAK (UK)
Eagle, see Crown
Elektra, see WEA
Encore, see EMI
Excel Hi Fi Co., Central Bldg, Rm. 708, Pedder St. Hong Kong.
Label: (Represented) Delos (USA)
Fontana, see PolyGram.
Geffen, see WEA
Green House Christian Book Co., PO Box 4221, Kowloon Central PO, Hong Kong
Label: (Represented) Maranatha! (USA)
H K, see Pacific
H M V, see EMI
Harvest, see EMI.
Hong Kong King Yoko Ltd. (IFPI), Far East Mansion, Rm K 17/F, 5-6 Middle Rd., Kowloon. Tel (3) 66-89-34, 66-80-42. Cable: KINGYOKO Gen. Mgr.: Miss C.H Koh; Sales Mgr.: Kenny K.W. Mok.
Labels: (Owned) Kinster; **(licensed foreign)** Better Days, Denon, Electric Bird, Flying Disk, Flying Dog, Invitation, JVC, King, Kitty, Polydor, Seven Sea, Toho, Tokuma, Toshiba-EMI, Watanabe, Yupiteru, Zen (all Japan); Artists House, Butterfly, CTI, Century, Kudu, Parachute (all USA); **(distributed—not licensed)** Alfa (Japan), Radio City (Japan).
Hong Kong Recs. Co Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon Tel (3) 02-52-51 Mng. Dir. Klaus Heymann (Distributor for Pacific Music)
Jones Co., 722 Tung Ying Bldg., 7th fl., 100 Nathan Rd., Kowloon. (Distributor)
Kan's Int'l Co Ltd., 90A Broadway, 20th fl., MFSC, Kowloon Tel. (3) 727478
Label: (Distributed) IAG (USA)
Kinder, see Amo
Kinster, see Hong Kong King Yoko
Lee's Sound Eng'g Ltd., 301-4 Luk Hoi Tong Bldg., 31 Queens' Rd., Central. Tel: (5) 265523 Telex. 780-76208. Mng Dir S F Lee
Label: (Represented) Direct Disk (USA).
Liberty, see EMI
M F P (Music For Pleasure), see EMI
M G M, see PolyGram
Mercury, see PolyGram
Moutrie & Co (Hong Kong) Ltd. (IFPI), Prince's Bldg., UG20 & UG23, 5D Ice House St. Tel: (5) 239-305. Mng Dir. Napoleon Ng, Gen. Mgr Ellen Ng; Sales Mgr Constance Ng.
Musa, see Amo.
Nonesuch, see WEA
Odeon, see EMI
One Up, see EMI.
Pacific Music Co. Ltd (formerly Studer Revox (HK) Ltd.) (IFPI), Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon. Tel: (3) 02-52 51. Cable PROMUSIC Mng. Dir Klaus Heymann; Gen. Mgr John D Bishop. Sales Mgr. Thomas Yeung (Distributed by Hong Kong Recs.)
Labels: (Owned) HK; **(licensed foreign)** Ariola/Eurodisc (Germany, UK, USA), Baby (Italy), Carrere (France), Chrysalis (UK), Europa (Germany), Fantasy group (USA), Harmonia Mundi (France, Germany), Hungaroton (Hungary), Intercord (Germany), Opus (Czechoslovakia), Supraphon (Czechoslovakia), Telefunken (Germany), Turnabout (USA), Virgin (UK), Vox (USA), **(distributed—not licensed)** Erato (France), Inner City (USA), Melodiya (USSR), Rediffusion (USA), Unicorn (UK)
Int'l reps.: EEC except UK (Ariola/Eurodisc), Japan (Victor)
Parlophone, see EMI
Pathe, see EMI.
Philips, see PolyGram
Phoenix, see EMI
Polydor, see PolyGram
PolyGram Recs Ltd. (IFPI), Garley Bldg. Rm 1503, 233-239 Nathan Rd., Kowloon Tel: (852) 3-674138. Cable POLYDOR Telex. 75884 Mng Dir Norman Cheng; A&R Dir Ricky Fung; Int'l Repertoire Div Mgr Douglas Chan; Classical Mktg. Mgr. Peter D'Almada e Castro.
Labels: (Owned) Archiv, Casablanca, DGG, Decca, Diamond, Fontana, MGM, Mercury, Philips, Polydor, RSD, Vertigo, Verve, **(represented)** A&M (USA), ECM (Germany), Hansa (Germany), Pablo (USA), Polar (Sweden)
Progressive Workshop/Philip Ching, 14-C, Block 8, Nam Fung Chuen, Quarry Bay. Tel (3) 91-03-89.
Label: (Represented) Theresa (USA).
R S D, see PolyGram
Regal, see EMI
Regal Zonophone, see EMI
Reprise, see WEA.
Shun Cheong Rec Co Ltd (IFPI), 1208/9 Bank Centre, 636 Nathan Rd., Kowloon. Tel. (3) 853007, 322397 Cable SHUNMARIO Telex 83314 Mng Dir. & Gen. Mgr Raymond K P. Ng; Sales Mgr Mok Yip-Ping. (Distributor))
Labels: (Licensed) AVI (USA), Bainbridge (USA), Barclay/Egg (France), Buddah (USA), Can't Stop (USA), Claude Hopper (UK), Cream/Hi (USA), Everest (USA), Jupiter (Germany), K-tel (UK), Prelude (USA), Rampage (UK), Ranwood (USA), Stiff (UK), TGD (Canada), Transatlantic (UK), Vanguard (USA), Vogue (France); **(distributed—not licensed)** Alshire (USA), Avco/H&L (USA), De-Lite (USA, Delphine (France), MCA (UK, USA)
Sounds Superb, see EMI
Starline, see EMI
Studer-Revox, see Pacific.
Talisman, see EMI.
Vertigo, see PolyGram
Verve, see PolyGram
W E A Recs Ltd. (IFPI), 2/F Landwide Bldg., 118-120 Austin Rd., Kowloon Tel (3) 697421 Telex 83979. Dir. Paul Ewing; Sales Mgr Henry Chow
Home office: USA
Labels: (Owned) Asylum, Atco, Atlantic, Elektra, Geffen, Nonesuch, Reprise, WEA, Warner Bros. (all USA), **(licensed)** Big Tree, Curtom, Dark Horse, DiscReet, Embryo, Little David, Manticore, Paradise, Planet, Scotti Bros., Sire, Swan Song, Warner/Curb, Westbound, Whitfield (all USA), Island (UK)
Warner Bros., see WEA.
Watermelon Prod'ns, 70 Conduit Rd., Flat 1C, Hong Kong Tel (5) 451719 (Distributor/Importer)
Waverley, see EMI
Yes Recs Ltd., Sincere Insurance Bldg., 4th fl., West Wing, Rm 3, Hennessy Rd., Hong Kong Tel (5) 277168 Telex 83429 Gen Mgr Oscar Yeung Chiu Sheung (Distributor/Importer)

• music publishers

April Music Publ'g (Hong Kong), 122-124 Connaught Rd., C. 22/F, Hong Kong Tel: (5)457447 Cable CBSSONYHKL Telex 74936 Mng Dir. Peter C.H Chiu
Int'l firms represented: Alotagood/Kool, Antisia, April, Arabella, Badboy/Kyd, Barnaby, Robin Batteau, Blendingwell, Blue Oyster Cult, Boom, Bovina, Bread & Butter, Byrdland Camp, Claudine, Clay, Country Road, Coverdale, Coyote, Derringer, Dickiebird, Dolot, Drum & Fiddle, Drummer, Ether, Flying Crown, Fourteenth Hour, Gamma, Gold Bullion/Hifalutin, Gospel Birds, Great Honesty, Great Stoned Hiway, Albert Hammond, Heirophant, Hudmar/Sheetfire/Porcara, Joelsongs/Impulsive, Kamikazi, Kirshner/CBS, Light, Litha, Little Johno/Twogether, MacFaye, Madison, Mainsail, Mecca/Kahlil/Gibran, Micache, Mine, Mitchell, Mouse House, Music Pool/Notes Now, Nelchell, Nicoya, North Chester, Northridge, Nouvelles Eds. Meridia, Oceans Blue/Silver Blue, Pacific, Petra, Buster Poindexter, PPI/Palopic, RSVP, Saybrook, Sherlyn, Sheronda, Silver Steed, Spellgold/SWAT, Star Spangled/American Wordway, Stovepipe, Strong Arm, Summit, Sweet Jenny, Tuna Fish, Larry Weiss, Westbrook, Winter Blues, Winter Wind, Yo'Mama's, Zap
E M I Music Publ'g (SE Asia) Ltd., 11 Fa Po St., Yau Yat Tsuen, Kowloon. Tel. (3) 810321 Cable: EMIMUS. Telex 33512. Cable: EMIMUS Gen. Mgr.: Irene Ho.
Reg'l branches: Malaysia, Singapore.
Int'l firms represented: ABC/Dunhill (USA), ATV (UK, USA), Admont (USA), J. Albert & Son (Australia), Alchemical (USA), Alfa (Japan), American Broadcasting (USA), Ardmore & Beechwood (UK), Beechwood (USA), Big Pig (UK), Big Sky (USA), Braintree (USA), Brent (USA), Bruton (UK), Bug (USA), Caleb (USA), Campbell Connelly (UK), Candlewyck (USA), Carlin (UK), Castle (Australia), Chrysalis (UK), Colgems-EMI (USA), Copyright Service Bureau (USA), Cream (USA), Donna (UK), Dwarf (UK), EMI Music (UK), Early Morning (Canada), Eaton (UK), Edwardson (UK), Essex (Australia), B. Feldman (UK), Leo Feist (UK, USA), Francis Day & Hunter (UK), Robin Gibb (UK), Glenwood (USA), Golden Egg (UK), Gralto (UK), Gypsy Boy (USA), Hollenbeck (USA), India (USA), Infinity (USA), Intune (UK), Dick James (UK), Jasperilla (USA), Jonathan (Australia), Kennedy Street (UK), Lady Jane (USA), Light (UK), Lupus (UK), MPL Communications (UK), Maribus (UK), Martin-Coulter (UK), Peter Maurice (UK), Memory Lane (UK), Mews (UK), Morning (Canada), Nippon Television (Japan), Northern Songs (UK), Olde Grog (USA), Porchester (USA), Keith Prowse (UK), Ram's Horn (USA), Razzle (Australia), Red Bus (UK), Robbins (UK, USA), Rolling Stones (UK), Rondor (UK, USA), Scorpio (France), Screen (Austria), Screen Gems-EMI (USA), Shaftesbury (UK), Shillelagh (USA), Shinko (Japan), Shoetunes & Shoesongs (USA), Smadagerg (USA), Snow (USA), Special Rider (USA), Sweet Summer Night (USA), Televis (France), Toshiba-EMI (Japan), Tree (USA), Tumbleweed (Australia), TV Asahi (Japan), Unart (USA), United Artists (UK, USA), Warner Bros (UK), Walt Disney (USA), Watanabe (Japan), Wonderland (USA), Lawrence Wright (UK), Yamaha (Japan), Zambezi (USA)
Intersong (Hong Kong) Ltd., Garley Bldg., Rm. 1001, Nathan Rd., Kowloon Tel. (3) 674138 Cable POLYDOR HONG KONG Telex 75884. Dir Norman Cheng; Sec'y: Caston Lee, Publ'g Officer Jenny Fung
Int'l firms represented: Artemis group, Chappell group.
W E A Music Publ'g Ltd., 2/F Landwide Bldg., 118-120 Austin Rd., Kowloon Tel (3) 697421. Telex. 83979. Dir Paul Ewing; Gen Mgr Josephine Lau
Int'l firms represented: Devalbo, Douglas, Ice Nine, Sergeant, Warner Bros (all USA)

• services

DESIGN & ARTWORK
RECORD PROMOTION

Creative Workshop Ltd., 1105-1406 Korea Center Tel 447483, 436399, 436390. Mng. Dir Michael Pope

PLATING, PROCESSING & PRESSING PLANT

C B S/Sony Hong Kong Ltd., 122-124 Connaught Rd., C. 22/F, Hong Kong Tel (5) 457227 Cable CBSSONYHKL Telex 74936 Mng Dir. Peter C.H Chiu

TAPE CUSTOM DUPLICATORS

C B S/Sony Hong Kong Ltd, 122-124 Connaught Rd., C. 22F, Hong Kong. Tel (5) 457227 Cable CBSSONYHKL Telex 74936 Mng. Dir. Peter C.H Chiu
Audio: Cassette
Crown Rec. Co., 34A Kennedy Rd., 7th fl., Hong Kong Tel (5) 237845 Mng. Dir Tung Lau.
Audio: Cassette

• supplies

CARTRIDGE & CASSETTE PARTS

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong Tel (5) 254527 Telex 83583
Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong Tel (5) 25-45 27 Telex 83583
Audio: Cassette

EMPTY CARTRIDGES, CASSETTES & REELS

Summit Magnetics Ltd., E. Tat Factory Bldg., 21st fl., Heung Yip Rd., Wong Chuck Hang, Aberdeen Telex 76264
Audio: Cassette
Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong. Tel (5) 25-45-27 Telex 83583
Audio: Cassette

TAPE, BLANK LOADED & BULK RAW

Audio Consultants Co. Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon Tel. (3) 02-52-51. Cable PROMUSIC. Mng Dir Klaus Heymann, Gen Mgr.: John D Bishop; Sales Mgr John Ho
Audio: Open reel
Brand name: Racal Zonal
Crown Rec. Co. (IFPI), 34A Kennedy Rd., 7th fl., Hong Kong Tel (5) 237845.
Audio: Cassette
Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong Tel (5) 254527 Telex: 83583.
Audio: 8-tr., cassette & open reel
Video: ½" EIAJ open reel
Inter Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., 13 F, Flat A, 7 Cheung Lee St., Chaiwan Tel (5) 572282 Cable INCASSETTE Telex: 85938 Pres. Wes Le Marr, Gen. Mgr Terrance Ma
Home office: USA.
Audio: Cassette
Brand names: Soundline, "private" labels
International Video Corp., Ocean Centre, Suite 1311, Tsim Sha Tsui, Kowloon Tel: (3) 690416, 685406 Telex 84154
Video: 2" & 1" professional
Jebsen & Co Ltd., Agfa-Gevaert Dept., PO Box 97, Pedder Bldg., 6th fl., Hong Kong. Tel (5) 253061 Telex 73221, 73769
Audio: Blank—compact-cassette, open reel, raw—cassette, broadcast, studio
Video: Cassette, open reel
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.
Phoenix Audio Ltd., Tung Sun Commercial Centre, 200 Lockhart Rd., Hong Kong Tel: (5) 74 72-99 Cable PHNIXAUDIO Telex 65855 Mng. Dirs.:

Paul Lloyd, Carol Lant; Gen. Mgr.: K.K. Ng.
Audio: Cassette.
Brand name: Agfa Gevaert.

Swire Magnetics Ltd., PO Box 1, General PO, Hong Kong. Contacts: Dr. David Smith, Tim Allman-Smith.

Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong. Tel: (5) 25-45-27. Telex: 83583. (Blank only)
Audio: Cassette.
Brand name: Aria.

PROFESSIONAL TAPE SUPPLIES
TAPE DUPLICATING & PROCESSING EQUIPMENT

Phoenix Audio Ltd., Tung Sun Commercial Centre, 200 Lockhart Rd., Hong Kong. Tel: (5) 74-72-99. Cable: PHNIXAUDIO. Telex: 65855. Mng. Dirs.: Paul Lloyd, Carol Lant; Gen. Mgr.: K.K. Ng.
Audio: Infonics duplicators; King loaders; Garner degaussers, MCI speed winders.

• accessories manufacturers

Audio Consultants Co. Ltd., Kai It Bldg., 9th fl., 58 Pak Tai St., Kowloon. Tel: (3) 02-52-51. Cable: PROMUSIC. Mng. Dir.: Klaus Heymann. Gen. Mgr.: John D. Bishop. Sales Mgr.: John Ho.
Product: Record-record care prods., Tape-head cleaners, demagnetizers, leader & splicing tape.

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong. Tel: (5) 254527. Telex: 83583.
Product: Carrying & storage cases, Record-record care prods., 45 rpm adaptors, Tape-head cleaners, demagnetizers, leader & splicing tape.

Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., 13-F, Flat A, 7 Cheung Lee St., Chaiwan. Tel: (5) 572282. Cable: INCASSETTE. Telex: 85938. Pres.: Wes Le Marr; Gen. Mgr.: Terrance Ma.
Home office: USA.
Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, Tape-carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.

Summit Magnetics Ltd., E. Tat Factory Bldg., 21st fl., Hueng Yip Rd., Wong Chuck Hang, Aberdeen. Telex: 76264.
Product: Tape-head cleaners.

Yorknetics Ltd., GPO Box 9789, 313 Central Bldg., Pedder St., Hong Kong. Tel: (5) 25-45-27. Telex: 83583.
Product: Record-record care prods., Tape-carrying & storage cases, head cleaners, demagnetizers, leader tape.

• store fixtures manufacturers

Greencorp Magnetics Ltd., 801 China Bldg., Pedder St., Hong Kong. Tel: (5) 254527. Telex: 83583.
Product: Divider cards.

Inter-Cassette (Hong Kong) Ltd., Man Foong Ind'l Bldg., 13-F, Flat A, 7 Cheung Lee St., Chaiwan. Tel: (5) 572282. Cable: INCASSETTE. Telex: 85938. Pres.: Wes Le Marr; Gen. Mgr.: Terrance Ma.
Product: Record & tape display racks.

• jukebox importer

Cosdel (Hong Kong) Ltd., PO Box 2650, Central Sta., 1309-1310 Champion Bldg., 301-9 Nathan Rd., Kowloon. Tel: (3) 302347. Cable: HKCOLTEK. Mng. Dirs.: Kenneth L. Cole, T.K. Whang; Dir. & Sales Mgr.: Robert Wong.
Brand name: Wurlitzer (Germany).

HUNGARY

Population: 10,713,000.
Rate of exchange: $1 (US) = 31.25 forints.
Per capita income: $2,016.
Holidays: January 1, Easter Monday, April 4 (Liberation Day), November 7 (Russian October Revolution Day), December 25.

RECORDS:

Record sales certification awards: Gold LP-50,000 units (classical), 100,000 (pop).
Records sold domestically including imports (retail value): LP's 1980-5,868,000 units, $23,652,173; 1979-5,146,000 units, $19,400,000. EP's & Singles 1980-1,243,000 units, $1,565,217. EP's 1979-2,000 units, $4,000. Singles 1979-1,428,000 units, $1,980,000.
Records exported to USA (factory value-FOB): 1980-83,523 units, $130,916; 1979-69,641 units, $86,874.
Records imported from countries other than USA (factory value-CIF): 1980-1,792,271 units, $3,761,940; 1979-1,115,000 units, $2,787,500.
Records exported to countries other than USA (factory value-FOB): 1980-1,344,407 units, $2,710,039; 1979-1,536,000 Units, $2,560,200.
Average retail price per record: LP's-$3.47; EP's-$1.73; Singles-$1.30.
Discounting: Rare.
Type of distribution: Records are distributed through the Hungarian Rec. Mfg. Co. to record shops, bookstores with record departments, department stores, etc. Discounting is left up to the discretion of directors of department stores, with chiefs of shops being authorized to make discount sales on any slow moving product.
Type of promotion: Radio and television disk jockeys play a great role in securing publicity in general. There are youth weeklys and magazines that publish individual charts based not on record sales but on letters sent by readers, thus making them unreliable and in certain cases manipulated. Radio has a pop chart with the weekly "Ifjusag/Youth," which has nothing to do with sales but depends on letters received from listeners, which do not always correlate with general opinion.
Jukeboxes: 500.

TAPE:

Market: Currently, there is no pre-recorded video market. Home taping of video is also unknown as there is no equipment yet manufactured in Hungary and the importation of American and Japanese equipment is very expensive. A few private enterprises have equipment for their own purposes.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1980-553,000 units, $3,043,078; 1979-382,000 units, $2,045,434.
Pre-recorded tape exported to USA (factory value-FOB): 1980-3,424 units, $6883; 1979-2,241 units, $4,641.
Pre-recorded tape imported from countries other than USA (factory value-CIF): 1980-24,025 units, $50,469.
Pre-recorded tape exported to countries other than USA (factory value-FOB): 1980-17,576 units, $36,909; 1979-11,300 units, $23,730.
Average retail price per tape: Cassette-$5.86.

CONSUMER ELECTRONICS:

Number of homes with: Radios-2,608,000; television sets-2,766,000.

RADIO STATIONS

No. of AM 3; no. of FM 31 (all government).
Comment: In general, all music is recorded. Important concerts and opera premieres are broadcast live. Hungarian Radio recently has promoted much jazz live in addition to recorded product of Hungarian and foreign groups. It also sponsors jazz events in provincial towns and arranges for some jazz festivals. Foreign jazz record manufacturers seeking the promotion of their recordings should contact the Jazz Editor of Hungarian Radio's Music Dept.

TELEVISION STATIONS:

No. of government channels 6; 70% color (SECAM).
Comment: Hungarian television programming features much news, politics, foreign serials, Muppet shows with Hungarian texts, Hungarian coproductions with Eastern and Western countries, and films. The number of repeat shows is sometimes annoying. There also are relays of theatrical productions, pop shows, music and concerts.

IMPORT/EXPORT REGULATIONS:

Postal parcels up to 300 forints inland value are free of custom duty. One record is allowed duty free; otherwise, the duty is rather high. Tourists traveling to Hungary can import 5 LP's free of charge. In general, customs for recorders, cassette recorder units, etc., sent by mail are 60% of the inland value. If imported by travelers the percentage is 40%. If foreign travelers re-export the items they import they do not pay any duties.

MARKET ANALYSIS

During the past year, the evening newspaper, Esti Hirlap, started criticizing the Hungarian Rec. Co. regarding pop groups, speaking of protectionism for some groups and the non-recording of other rather successful groups, especially those of provincial origin. Two television programs featured representatives of the newspaper and record company, with the latter defending its position on recording established groups with sales between 100,000 to 250,000 LP's.

The record company also makes a strong promotion effort through Pesti Musor, the Budapest Program, covering weekly events and presenting articles about popular and less popular artists. Artists and groups not appearing in this weekly claim manipulation but there has been no proof.

Paul Gyongy

• record & tape manufacturers / distributors / importers

Hungarian Rec. Co. (IFPI), Vorosmarty ter 1, 1051 Budapest V. Tel: 176-222. Cable: QUALITON. Telex: 22-6504. Gen. Dir.: Jeno Bors; Sales Mgr.: Mrs. J. Lendvai. (Distributed by Kultura)
Labels: (Owned) Hungaroton, Pepita, Qualiton; **(licensed)** Barclay (France), CBS (Italy, UK), Decca (UK), EMI (UK), Hansa (Germany), PolyGram (Germany), Phonogram (Netherlands), United Artists (UK).
Int'l reps.: France (AZ, Pathe Marconi), Hong Kong (Hong Kong), Japan (King), Luxembourg (Intermusique), Mexico (Gamma), Spain (Hispavox), UK (Barry, EMI).

Hungaroton, see Hungarian Rec. & Kultura.

Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: 388-511. Telex: 22-4441. Music Dept. Mng. Dir.: Jozsef Bako; Rec. Dept. Dir.: Marta Wiszkidenszky; Export/Import Mgrs.: Katalin Maros, George Greguss.
Labels: (Distributed) Hungaroton, Pepita, Qualiton; **(licensed)** Decca (UK), EMI (UK), Philips (Netherlands), Polydor (Germany).
Int'l reps.: Argentina (Pepita), Australia (Read & Co.), Austria (Libro-Disco), Belgium (Baltic), Canada (Alexander Trading), Denmark (Per Meistrup), Egypt (General Egyptian Book Org.), Finland (Finnlevy), France (Disc'AZ), Germany (Disco-Center), Greece (Music Box), Hong Kong (Studer-Revox), India (Gramophone), Italy (Carisch), Japan (King), Lebanon (Ste. Libanaise), Mexico (Gamma), Netherlands (Sound Prods.), Spain (Hispavox), Sweden (EMI), Switzerland (Sade), Turkey (Faruk Erengul), UK (Parnote), USA (Qualiton), Yugoslavia (Forum, Jugoton).

Pepita, see Hungarian Rec. & Kultura.

Qualiton, see Hungarian Rec. & Kultura.

• music publishers

Editio Musica Budapest, Vorosmarty ter 1, H-1051 Budapest. Tel: 184-228. Cable: EDITIOMUSICA. Mng. Dir.: Laszlo Sarlos.
Int'l firms represented: Boosey & Hawkes (UK), Ricordi (Italy).
Int'l reps.: Canada, France, Germany, Sweden, UK, USA (all Boosey & Hawkes). Austria (Universal), Finland (Fazer), Italy (Ricordi), Netherlands (Broekmans & van Poppel), Spain (Real Musical), Switzerland (Kunzelmann).

Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: 388-511. Telex: 22-4441. Music Dept. Mng. Dir.: Jozsef Bako; Music Dept. Dir.: Erzsebet Kovacs.
Int'l reps.: Australia (Boosey & Hawkes), Austria (Hofmeister), Belgium (Adagio), Canada (Boosey & Hawkes), Denmark (Wilhelm Hansen), Finland (Musik Fazer, Hellas Piano), France (Boosey & Hawkes), West Germany (Boosey & Hawkes), Greece (Nakas), Israel (From Music Supply, Steiner Music Supply), Italy (Ricordi), Japan (Yamaha), Netherlands (Broekmans & van Poppel), Norway (Norsk), Spain (Real Musical), Sweden (Boosey & Hawkes), Switzerland (Kunzelmann), UK (Boosey & Hawkes), USA (Boosey & Hawkes), Yugoslavia (Muzicka Naklada, Mladost).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Budapesti Zenei Versenyek es Festivalok Irodaja (Budapest Office of Music Competitions & Festivals, Office of Bartok Seminar), PO Box 80, Vorosmarty ter 1, H-1366 Budapest V. Tel: 179-910. Cable: FESTIVALBURO. Dir.: Peter Gorog; Gen. Sec'y: Edith Galambos.

Institute for Musicology of the Hungarian Academy of Sciences (including Bartok Archives & Museum of History of Music), PO Box 28, H-1250 Budapest I. Tel: 161-522/208. Dir.: Prof. Zoltan Falvy.

Interconcert (International Concert Mgmt.), Vorosmarty ter 1, H-1368 Budapest V. Tel: 176-222. Cable: INTERKONCERT. Press Officer: Karoly Sailer.

Magyar Nepkoztarsasag Muveszeti Alapja (Art Foundation of the Hungarian Peoples Republic), Bathori utca 10, Budapest V. Chief Musical Section Vice Dir.: Paul Gyongy.

Magyar Zenemuveszek Szovetsege (Association of Hungarian Musicians), Vorosmarty ter 1, H-1364 Budapest V. Tel: 184-243. Cable: MUSICUNION. Sec'y Gen.: Istvan Lang.

Mahir (Compagnie Hongroise de Publicite), Kozraktar U-6-8, H-1093 Budapest. Tel: 18-04-30. Organizer: Laszlo Bartos.

O R I (Orszagos Rendezo Iroda-Hungarian Nat'l Mgmt. of Light Music), Vorosmarty ter 1, H-1815 Budapest. Tel: 176-353. Telex: 224121. Gen. Mgr.: Gyorgy Bali.

Union of Hungarian Musicians, Gorkij fasor 38, Budapest VI. Tel: 211-120. Cable: MUDOSZ.

CATALOG SERVICES
DESIGN & ARTWORK

Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: 388-511. Telex: 22-4441. Music Dept. Mng. Dir.: Jozsef Bako; Rec. Dept. Dir.: Marta Wiszkidenszky.

LICENSING ORGANIZATIONS, MUSIC

Artisjus (Bureau Hongrois pour la Protection des Droits d'Auteur), Vorosmarty ter 1 H-1051 Budapest. Tel: (0361) 176-222, 184-629. Gen. Mgr.: Mihaly Ficsor; Dir. & Music Dept. Head: Dr. Imre Mora. (Mechanical & performing rights).

LICENSOR, RECORD & TAPE
PRINTER & LITHOGRAPHER

Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: 388-511. Telex: 22-4441. Music Dept. Mng. Dir.: Jozsef Bako; Rec. Dept. Dir.: Marta Wiszkidenszky.

• supplies

ENVELOPES & MAILERS
JACKETS & SLEEVES

Kultura-Hungarian Foreign Trading Co., PO Box 149, H-1389 Budapest 62. Tel: 388-511. Telex: 22-4441. Music Dept. Mng. Dir.: Jozsef Bako; Rec. Dept. Dir.: Marta Wiszkidenszky.

ICELAND

Population: 227,500.
Rate of exchange: $1 (US) = 256 krona.
Per capita income: $6,000.
Holidays: January 1, Holy Thursday, Good Friday, Easter Monday, May 1 (Labor Day), May 15 (Ascension Day), May 26 (Whit Monday), June 17 (National Day), December 25, 26 (Boxing Day).

• record & tape manufacturers / distributors / importers

Boka og Bladautgafan, Hatuni 2, 105 Reykjavik. Tel: (91) 2 07 35. Mgr.: Gudni Einarsson.
Labels: (Owned) Blada og Bokautgafan; **(distributed-not licensed)** Maranatha! (USA), Prim (Sweden), Word (USA).

Falkinn Ltd. (IFPI), Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 46 70. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.
Labels: (Owned) Falkinn; **(licensed foreign)** Arsla (Germany), Arista (USA), Barclay (France), Capitol (USA), DJM (UK), Delphine (France), EMI (UK), Island (UK), Liberty United Artists (USA), PolyGram (Germany, Netherlands), RSO (USA), Vogue (France), **(distributed-not licensed)** Decca (UK), RCA (UK, USA), Teldec (Germany).

Geimsteinn HF, Skolaveg 12, 230 Keflavik. Tel: (92) 2717. Pres.: G. Runar Juliusson, Ass't Mgr.: Porir Baldursson.

R. Gudmundsson, PO Box 1143, Skolavoroustig 42, 101 Reykjavik.

Hljodfaerahus Reykjaurkur HF., Laufavegi 96, Reykjavik. Tel: (91) 1 36 56. (Importer)

Hljomploetuutgafan HF Icelandic Rec'gs & Music Inc., Laugavegur 33, 101 Reykjavik. Tel: (91) 29544. Chm. & Dir.: Jon Olafsson, Prod'r: Magnus Kjartansson.

Iceland Music Information Center, Freyjugata 1, Reykjavik. Tel: 42037. Gen. Mgr.: Thorkell Sigurbjoernsson.
Labels: Bis (Sweden), CP² (USA), Cap (Sweden), ITM.
Int'l rep.: UK (Gramophone Exchange).

I T M, see Iceland Music Information Center.

Radio Budin HF., Klapparstig 26, Reykjavik. (Distributor/Importer)

Stal Ltd. (IFPI), Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 46 70. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

• music publishers

Geimsteinn HF (STEF), Skolaveg 12, 230 Keflavik. Tel: (92) 27 17. Pres.: G. Runar Juliusson.

Icelandic Music Inc., Laugavegur 33, 101 Reykjavik. Tel: (91) 29544. Telex: 2187. Chm. & Dir.: Jon Olafsson.

Iceland Music Information Center, Freyjugata 1, Reykjavik. Tel: 42037. Gen. Mgr.: Thorell Sigurbjoernsson.
Int'l reps.: Germany (Bote & Bock), UK (A. Lengnick), USA (Henri Elkan).

Islandia Ed., PO Box 978, Reykjavik. Tel: 21185.

Musica Islandica, see Iceland Music Information Center.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Iceland Div. of Int'l Federation of the Phonographic Inds. (IFPI), Sudurlandsbraut 8, Reykjavik. Tel: (91) 8 46 70.

Icelandic Composers Society (Tonskaldafelag Islands), Laufasvegur 40, Reykjavik. Tel: (91) 1 61 73.

Iceland Music Information Center, PO Box 978, Freyjugata 1, Reykjavik. Tel: 4 20 37.

Society of Icelandic Musical Artists (Felag islenzkra tonlistarmanna), Skolagerdi 47, Kopavogi. Tel: 4 17 40.

CATALOG SERVICES

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik. Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.

LICENSING ORGANIZATION, MUSIC

S T E F (Samband Tonskalda og Eigenda Flutningsrettar), Laufasvegur 40, Reykjavik.

TAPE, BLANK LOADED

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik Tel: (91) 8 4670 Cable: FALKINN Telex: 2078. Mng. Dir.: Olafur Haraldsson

• accessories manufacturers

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik Tel: (91) 8 4670. Cable: FALKINN. Telex: 2078. Mng. Dir.: Olafur Haraldsson.
Product: Record—record care prods., 45 rpm adaptors, replacement styli, Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

E. Farestveit & Co. H.S., Bergstadastreti 10, Reykjavik Tel: 21565
Product: Needles.
Brand name: Pickering.

• store fixtures

Falkinn Ltd., Sudurlandsbraut 8, 105 Reykjavik Tel: (91) 8 46 70 Telex: 2078. Mng. Dir.: Olafur Haraldsson
Product: Record & tape browser boxes, record display racks, record divider cards.

INDIA

Population: 680,000,000.
Rate of exchange: $1 (US) = 8.47 rupees.
Per capita income: $150.
Holidays: January 1, January 26 (Republic Day), August 15 (Independence Day), October 2 (Mahatma Ghandi's Birthday), December 25.

• record & tape manufacturers / distributors / importers

Angel, see The Gramophone Co.
Capitol, see The Gramophone Co.
Columbia, see The Gramophone Co.
Electroband (India) Pvt. Ltd., 162/69, Lake Gardens, Calcutta 700045 Tel: (42) 42-3175. Mng. Dir.: Sankar Biswas; Dir.: Krishna Biswas (Cassettes)
Fontana, see Music India.
The Gramophone Co. of India Ltd., PD Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57 2431/4163. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique, Nat'l A&R & Gen. Mgr.: V.K. Dubey, Mktg. & Promo. Mgr.: P.K. Banerjee, Export Mgr.: G. Vijayakumar; Rec'g, Copyright & Royalties Mgr.: T.P. Roy Choudhury. **Local branch:** 2 Ripon St.
Branches: Bombay, Calcutta, Delhi, Gauhati, Kanpur, Madras.
Labels: (Owned) Angel, Capitol, Columbia, HMV, Ddeon, Regal, (licensed) A&M (USA), Bronze (UK), Decca (UK), Island (UK), Motown (USA), Pye (UK), RCA (USA), United Artists (USA), WEA (USA).
H M V, see The Gramophone Co.
Karussel, see Music India.
M G M, see Music India.
Mercury, see Music India.
Music India Ltd. (IFPI), 16/2 Sterling Centre, Dr. Annie Besant Rd., Worli, Bombay 400 018. Tel: 899027. Cable: MUSICINDIA. Telex: 0115913. Exec. Chm.: Shashi Patel; Mktg. & Sales Mgr.: V.J. Lazarus.
Labels: (Owned) Fontana, Karussel, MGM, Mercury, Music India, Philips, Polydor, Soundtrack, Vertigo, Verve, **(licensed)** Capricorn, Casablanca, Dreamland, RSD (all USA).
Ddeon, see The Gramophone Co.
Philips, see Music India.
Polydor, see Music India.
Regal, see The Gramophone Co.
Soundtrack, see Music India.
Vertigo, see Polydor.
Verve, see Music India.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

The Madras Musical Ass'n, PD Box 1412, 53 Sir Thyagaraya Rd., T. Nagar, Madras 600017.

DESIGN & ARTWORK

PLATING, PROCESSING & PRESSING PLANT

The Gramophone Co. of India Ltd., PD Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique.

TAPE CUSTOM DUPLICATOR

The Gramophone Co. of India Ltd., PD Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57-2431. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique.
Audio: 8-tr., cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Vimal Ents. Ltd., 64 Industrial Estate, Umbergaon, Gujarat 396171 Tel: 342, 234, 338, 264. Cable: VIMALTAPE. Dir.: P.H. Ganatra; Gen. Mgr.: J.M. Raja; Sales Mgr.: V.P. Ganatra; Exec. Eng.: M. Sajjad.
Audio: Cassette.
Brand name: Yogesh.

EMPTY CARTRIDGES, CASSETTES & REELS

Vimal Ents., Ltd., 64 Industrial Estate, Umbergaon, Gujarat 396171 Tel: 342, 234, 338, 264. Cable: VIMALTAPE. Dir.: P.H. Ganatra; Gen. Mgr.: J.M. Raja; Sales Mgr.: V.P. Ganatra; Exec. Eng.: M. Sajjad.
Audio: Cassettes, reels.
Brand names: Vimaltape, Yogesh.

TAPE, BLANK LOADED & BULK RAW

B A S F India Ltd., PO Box 19108, Maybaker House, Sudam Kalu Ahire Marg, Bombay 400025. Tel: 463-703. Cable: BASFINDIA. Telex: (011) 2538, 6223. Sales Mgr.: H. E. Kizelbash.
Audio & Video: Cassette, open reel.
Electroband (India) Pvt. Ltd., 162/69 Lake Gardens, Calcutta 700045. Mng. Dir.: Sankar Biswas; Dir.: Krishna Biswas. (Blank only)
Susmit Sangita Intermagnetics Private Ltd., 148 Hazaribagh Rd., Ranchi 834001. Contact: R.G. Poddar.
Vimal Ents. Ltd., 64 Industrial Estate, Umbergaon, Gujarat 396171 Tel: 342, 234, 338, 264. Cable: VIMALTAPE. Dir.: P.H. Ganatra; Gen. Mgr.: J.M. Raja; Sales Mgr.: V.P. Ganatra; Exec. Eng.: M. Sajjad.
Audio: Cassette, open reel.
Brand names: Yogesh Vimaltape.

• accessories manufacturer

The Gramophone Co. of India Ltd., PD Box 699, Calcutta 700001; 33 Jessore Rd., Dum Dum, Calcutta 700028. Tel: 57 2431/4163. Cable: EMITRDN. Telex: (021) 7007. Mng. Dir.: Anil Sud; Sales Mgr.: M.A. Rafique.
Product: Record—replacement styli.

IRELAND

Population: 3,192,000.
Rate of exchange: $1.54 (US) = 1 pound.
Holidays: January 1, March 17 (St. Patrick's Day), Good Friday, Easter Monday, First Mondays in June & August, Last Monday in October, December 25, 26.

RECORDS:

Record sales certification awards: Note: There are no official industry figures set for the award of silver, gold or platinum disks. From time to time, awards are made by record companies. A gold disk has been given for 100,000 singles and a silver one for 25,000 singles.
Average retail price per record: LP's $8.40; EP's—$4.20; singles $2.42.
Record club sales: Minimal.
Type of distribution: Manufacturer-to-wholesaler-to-retailer predominates. There are two rack jobbers.
Type of promotion: Radio, television, newspapers and magazines are the key media for promotion. There has been increased exposure for modern music with the emergence of new television (RTE 2) and radio (Radio 2) channels.

TAPE:

Market: Cassettes account for a 30% share of the record and pre-recorded tape markets.
Average retail price per tape: 8-tr. & cassette—$8.93.

RADIO & TELEVISION STATIONS:

Radio has substantial coverage of classical and popular music, mainly recorded. The two government-operated radio and television stations cover a wide range of music. In addition, there are many pirate radio stations on the air. Some of Radio 2's disk jockeys and producers formerly worked for the pirates.

IMPORT/EXPORT REGULATIONS:

There is a 30% duty on records, plus a 10% VAT. As of May 1, 1980, there was a 25% VAT levied on cassettes.
Ken Stewart

• record & tape manufacturers / distributors / importers

A R A, see EMI.
Avoca Musical Inds. Inc., Upper Market St., Ennis, County Clare. Tel: Ennis 21644. Dir.: Sylvester Keane.
Int'l branch: USA.
Labels: (Owned) Avoca, Blarney Castle, IMI.
Bandbox Ltd., 3 Lower Mount St., Dublin. Tel: (01) 688-393.
Blackbird Recs., 14 Hawkins St., Dublin 2. Tel: (01) 714-855. Telex: 31561. Mng. Dir.: Maurice Cassidy.
Label: (Owned) Dgham.
Blarney Castle, see Avoca.
C B S Recs. (IFPI), 111 Cork St., Dublin 8. Tel: 780-133. Telex: 5724. Chief Exec.: David E. Duke; Mktg. Mgr.: William Kavanagh; Sales Mgr.: Maurice Byrne.
Labels: (Owned) CBS, Epic, Portrait; **(distributed)** A&M, DJM, GTD, Island, Jet, MCA, Monument, Ronco, Stiff.
C M R Ltd. (IFPI), Main St., Castlepollard, Co. Westmeath. Tel: Dublin 774229, Castlepollard 61176. Gen. Mgr. & Dir.: Donie Cassidy. (Distributed by Chart)
Label: (Owned) CMR.
Capitol, see EMI.
Carlton Prod'ns Ltd., John F. Kennedy Dr., Dublin 12. Tel: (01) 505 773. Telex: 30544. Chief Exec.: Robert McGratten; Gen. Mgr.: Patrick Trundle, Sales Mgr.: Vincent Smialek.
Chart Recs. Ltd., IMS House, 5-6 Lombard St. E., Dublin. Tel: (01) 713-426. Chief Exec. & Sales Mgr.: Peter D'Beirne; Gen. Mgr.: Noel Cusack; Sec'y: Mary D'Beirne.
Labels: (Distributed—not licensed) ARA, Avoca, CMR, Cabaret, Circa, Dolphin, Emerald Gem, Glenside, Hawk, Heritage, Homespun, Kelts, Mint, Oats, Outlet, Play, RTE, Release, Shanachie, Solo, Tara, Top Spin.
Checker Recs. Ltd., IMS House, 5 Lombard St., Dublin 2.
Chyme Music Ltd. (IFPI), John F. Kennedy Dr., Dublin 12. Tel: 505-773. Telex: 30544. Chief Exec.: Robert McGrattan; Gen. Mgr.: Patrick Trundle, Sales Mgr.: Vincent Smialek. (Distributed by Pickwick & PolyGram)
Labels: (Owned) Chyme; **(licensed foreign)** Graduate (UK)
Int'l reps.: Germany (Membran), Netherlands (Sound Prods.), UK (Spartan).
Claddagh Recs. Ltd. (IFPI), Dame House, Dame St., Dublin 2. Tel: (01) 778-034/943. Chm.: Garech Browne, Gen. Mgr.: Annie Henry, Sales Mgr.: Kathy Marsh.
Labels: (Owned) Claddagh, Phaeton, **(licensed)** AMR (UK), **(distributed—not licensed)** Celtic Music (UK), Free Reed (UK), Front Hall (USA), Gael Linn, Plant Life (UK), Sam (UK), Tara.
Int'l reps.: (Licensees) Europe (Polydor), UK (CBS), USA (CBS, Shanachie); (distributors) Australia (James Taylor), Canada (Celtic), France (Keltia), Germany (Canzone), Netherlands (Sound Prods.), UK (Jazz Servs.), USA (Shanachie).
Classics for Pleasure, see EMI.
Columbia, see EMI.
Comhaltas, see Hawk.
Crashed Recs., 106/7 Middle Abbey St., Dublin 1. Tel: (01) 747-235. Mgr.: Sheila Butterfly.
Demesne Rec. Co. Ltd. (IFPI), 22 Ellis Quay, Dublin 7. Tel: (01) 720-411. Chm.: John M. Walsh; Mng. Dir. & Gen. Mgr.: Patrick D'Neill; Dir. & Sales Mgr.: Anthony McEvoy. (Distributor/Importer)
Labels: (Licensed) Pickwick (UK); **(distributed—not licensed)** CBS, Claddagh, Denver, Dolphin, EMI, Heritage, Philips (UK), RCA (UK), Release, WEA (UK).
Dirty Nellys, see Dolphin.
Dolphin Traders Ltd. (IFPI), 97-A Talbot St., Dublin 1. Tel: 777-788. Chm. & Dir.: Joseph P. O'Reilly; Dir. & Gen. Mgr.: Brian J. Barker.
Labels: (Owned) Dirty Nellys, Dolphin, Spire, Triskel; **(distributed—not licensed)** Avoca.
Int'l reps.: Canada (Boot), France (Nevez Diffusion), UK (Outlet in Northern Ireland, I&B), USA (Release).
Double Up, see EMI.
E M I (Ireland) Ltd. (IFPI), Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: (01) 309-077. Cable: EMITRDN. Telex: 24535. Dir. & Gen. Mgr.: Terry D'Rourke; Mktg. & Sales Dir.: Freddie Middleton.
Labels: (Owned) Capitol, Classics for Pleasure, Columbia, Double Up, EMI, EMI America, EMI Int'l, HMV, Harvest, Liberty-United, Music for Pleasure, One Up, Parlophone, Sovereign, Starline, Stateside, Sunset, Talisman, Waverley, World, Zonophone; **(licensed)** Motown, Mowest, Prodigal, Purple, RAK, Rare Earth; **(distributed—not licensed)** ARA, Claddagh, Dolphin, Outlet/Homespun.
Emerald, see Solomon & Peres.
Epic, see CBS.
Gael-Linn, 26 Merrion Sq., Dublin 2. Tel: (01) 767-283.
H M V, see EMI.
Harvest, see EMI.
Hawk Recs. (IFPI), IMS House, 5/6 Lombard St., Dublin 2. Tel: (01) 774-229/220, 779-762. Mng. Dir.: Brian Molloy; Gen. Mgr.: Marcus Connaughton.
Labels: Comhaltas, Hawk, Immediate, Lunar, Misty, Nems, Opal, Puck, Ram, Stop, Target.
Int'l rep.: Canada (Boot).
Tommy Hayden Ents., 12 Pembroke Rd., Ballsbridge, Dublin. Tel: (01) 789-599.
Heritage, see Demesne.
Hit, see Release.
Homespun Rec'g Co., 13 Conyingham Rd., Dublin. Tel: (01) 714-688/879.
Horslips Recs. Ltd. (IFPI), 66 Dartmouth Square, Dublin 6. Tel: (01) 689-366, 689-613. Chief Exec.: Jim Slye; Gen. Mgr.: Angela Caffrey; Sales Mgr.: Sandra Clarke. (Distributed by Chart, Pickwick, Solomon & Peres).
Int'l rep.: Worldwide (Phonogram) excluding Ireland.
I M I, see Avoca.
Immediate, see Hawk.
Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel: (01) 779-046, 720-498, 723-364. Gen. Mgr.: Gerry D'Byrne; Sales Mgr.: Peter D'Beirne. (Distributor)
Labels: (Distributed) Claddagh, Hawk, Hit, Musikelt, Nems, Oats, Outlet, Play, Prize, R&D, Ram, Release, Shaft, Solo, Tap, Top Spin.
K-tel Int'l (Ireland) Ltd., 31 Ballsbridge Terr., Dublin 4. Tel: (01) 601-944. Telex: 24263. Mng. Dir.: Brendan Harvey.
Home office: USA.
Kick, see Meglo.
Liberty-United, see EMI.
Livia Recs. Ltd., 11 Capel St., Dublin 1. Tel: 748-169/792. Dir.: Gerald Davis.
Lunar, see Hawk.
M P I Recs., 39 Serpentine Ave., Dublin 4. Telex: 683638. Mng. Dir.: Philip Green.
Meglo Recs. Ltd. (IFPI), 24 Upper Fitzwilliam St., Dublin 2. Tel: (01) 681-298/065. Cable: MEGLD. Telex: 33268. Mng. Dir.: Patrick Dunne; Sales Mgr.: Michael Dunne. (Distributed by EMI, Chart, WEA)
Labels: (Owned) Kick, Meglo; **(licensed)** WBE (Australia).
Int'l reps.: Northern Ireland (Symphola), UK (Spartan).
Menlo-Int'l Recs., Ballincurra, Limerick. Tel: Limerick 47375.
Mint, see Solomon & Peres.
Misty, see Hawk & Solomon & Peres.
Mulligan Music Ltd., 101 Templerogue Rd., Dublin 6. Tel: (01) 905-133.
Music for Pleasure, see EMI.
Musikelt, see Independent Music.
Nems, see Hawk.
Oats, see Independent Music.
Official Recs., Lettercollum House, Timoleague, Bandon County Cork.
Home Office: USA.
Ogham, see Blackbird.
Olympic Recs., 28 Gardiner Pl., Dublin. Tel: (01) 745-545.
One Up, see EMI.
Opal, see Hawk.
Outlet/Homespun, see EMI.
Parlophone, see EMI.
Phaeton, see Claddagh.
Phonogram, see PolyGram.
Pickwick Recs. Ltd., 70 Dublin Ind'l Estate, Finglas, Dublin 11. Tel: (01) 308-511. Telex: 32992. Gen. Mgr.: Shay Hennessy.
Plamas Recs., 106/107 Middle Abbey St., Dublin 1. Tel: (01) 747-235. Gen. Mgr.: Sheila Butterfly.
Polydor, see PolyGram.
PolyGram Recs. Ltd. (IFPI), John F. Kennedy Rd., Dublin 12. Tel: (01) 508-256. Telex: 30434. Mng. Dir.: John J. Woods; Sales Mgr.: Jim Morrissey; Admin'r.: Terry Clarkin.
Labels: (Owned) Phonogram group, Polydor group; **(licensed foreign)** Chrysalis group, Pye group (both UK).
Portrait, see CBS.
Puck, see Hawk.
Quartz Recs., 20 Shielmartin Dr., Sutton, Dublin 13. Tel: (01) 325-437. Mng. Dir.: Jerry Hughes; Gen. Mgr.: Pete St. John.
R C I, see The Record Company of Ireland.
R & D, see Independent Music.
Ram, see Hawk.
The Record Company of Ireland, 66 Dartmouth Square, Dublin 6. Tel: (01) 689-366/613. Chief Exec.: Jim Slye; Gen. Mgr.: Angela Caffrey; Sales Mgr.: Sandra Clarke. (Distributed by Chart, Pickwick, Solomon & Peres)
Release Recs. Ltd. (IFPI), 5/6 Lombard St., Dublin 2. Tel: (01) 779-046, 784-529/182. Mng. Dir.: Michael Clerkin; Gen. Mgr.: Michael D'Riordan.
Int'l branch: USA.
Labels: (Owned) Hit, Release, Solo; **(represented)** Ritz (UK).
Int'l reps.: Netherlands (Sound Prods.), UK (I & B, Spartan), USA (Release).
Rip-Off, see Solomon & Peres.
Shaft, see Independent Music.
Siemens (Ireland) Ltd., 49 Middle Abbey St., Dublin 1. Tel: (01) 49975. Sales Mgr.: J. D'Donnell.
Solo, see Release.
Solomon & Peres Ltd., Dublin Ind'l Estate, 106-B, Finglas, Dublin 11. Tel: (01) 309-922. Telex: 30937. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Shay Hennessy.
Home office: Northern Ireland in UK.

Labels: (Owned) Emerald, Mint, Rip Off; **(distributed—not licensed)** Arcade, Charley, Chiswick, Decca, Ember, Enterprise, Galaxy, Logo, RCA, Stiff, WEA (all UK), Claddagh, Hawk, Misty, Release
Sovereign, see EMI.
Spider Recs. Ltd., 12 Pembroke Rd., Dublin 4. Tel: (01) 789 599/606, 600 527. Dirs.: Tony Byrne, Louis Walsh, Tommy Hayden (Distributed by CBS)
Spin Recs. Ltd., Bree, Castleblayney, Monaghan. Tel: (042) 31822. Mng. Dir.: Kevin Ward.
Label: (Owned) Top Spin
Int'l reps.: Netherlands (Sound Prods.), Scandinavia (Calle Nielson Randers), UK (England—I&B, Northern Ireland—Outlet, Scotland—Clyde Factors, Ross)
Spire, see Dolphin.
Starline, see EMI.
Stateside, see EMI.
Stop, see Hawk.
Sunset, see EMI.
Symphola Co. Ltd., 56 Harcourt St., Dublin 2. Tel: (01) 758 523. Cable: EIRE.
Home office: Northern Ireland in UK
Labels: (Owned) Spin, **(represented)** DJM
Talisman, see EMI.
Tap, see Independent Music.
Tara Ents. Ltd., 5 Tara St., Dublin 2. Tel: (01) 776 921, 771 650. Telex: 32618. Mng. Dir.: John Cook.
Labels: (Owned) Tara, **(distributed—not licensed)** Shanachie (USA)
Int'l reps.: Australia (Counterpoint), France (Keltia), Germany (Eulenspiegel), Italy (IRD), Netherlands (Sound Prods.), UK (Relay), USA (Rounder, Shanachie)
Target, see Hawk.
Topspin, see Spin & Independent Music.
Triskel, see Dolphin.
W.E.A. Recs. (Ireland) Ltd. (IFPI), Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: (01) 309 069. Telex: 24535. Gen. Mgr.: Clive Hudson; Promo. & A&R: Chris Roche; Sales Mgr.: Brian Wynne.
Waltons Music Ltd., 2-5 N. Frederick St., Dublin. Tel: (01) 747 805.
Waverley, see EMI.
World, see EMI.
Zonophone, see EMI.

• music publishers

Bandbox Ltd., 3 Lower Mount St., Dublin. Tel: (01) 688 393.
Bardis Music Ltd., 2 Carlton Terr., Novara Rd., Bray, Co. Wicklow. Tel: (01) 862-074, 867 802. Mng. Dir.: Peter Bardon.
Briar Music, see Swing.
Castle Music, Main St., Castlepollard, Co. Westmeath. Tel: Dublin 774229, Castlepollard 61176. Chief Exec.: Donie Cassidy.
Celtic Songs, 97A Talbot St., Dublin 1. Tel: 777 788. Mng. Dir.: Brian J. Barker; Gen. Mgr.: Maureen McNamee.
Int'l rep.: Canada (Morning)
Dark Fox Music, 106/107 Middle Abbey St., Dublin 1. Tel: (01) 747 235. Mng. Dir.: Johnny Lappin.
Emerald Music, Dublin Ind'l Estate, 106 B, Finglas, Dublin 11. Tel: (0001) 309-922/209. Gen. & Sales Mgr.: Louis Solomon.
Home office: Northern Ireland in UK
Int'l firms represented: Aesop's Fable (USA), Jumping Jade (USA), SPR (USA)
Int'l reps.: Australia (Leeds), France (Nouvelles, DK), South Africa (Intersong), Odyssey (USA)
Emitune, Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: 309 077. Cable: EMITRDN. Telex: 24535. Dir. & Gen. Mgr.: Terry D'Rourke.
Emma Music Ltd., 5/6 Lombard St., Dublin 2. Tel: (01) 784 420. Mng. Dir.: Michael Clerkin; Gen. Mgr.: Michael D'Riordan.
Int'l firms represented: Forest (Netherlands), King of Music (USA), Morning (Canada), Quatermass (UK), Radar (UK), Valentine group (UK), Vanilla (UK)
Green Grass Music (MCPS, PRS), Carrick Rd., Drumshanbo, County Leitrim. Tel: Drumshanbo 13, Dublin 305118.
Int'l firms represented: Bocu (UK), Contention (USA), Hello Darlin' (USA), Kelly & Lloyd (USA), Mick Lloyd (USA), Ricci Mareno (USA), Morning (Canada)
Int'l rep.: USA (Mick Lloyd)
Keady Music, 14 Hawkins St., Dublin 2. Tel: (01) 714 855. Telex: 31561.
McCullough Pigott Ltd., 11/13 Suffolk St., Dublin 2. Tel: (01) 773 138/161.
Meglo Music Ltd. (MCPS), 24 Upper Fitzwilliam St., Dublin 2. Tel: (01) 681 298/065, 941 536. Cable: MEGLO. Telex: 33268. Mng. Dir.: Patrick Dunne.
Int'l firms represented: Festival, Tumbleweed (both Australia)
Mild Music, 5 Tara St., Dublin 2. Tel: (01) 776 921, 771 650. Telex: 32618. Mng. Dir.: John Cook.
Music Publ'rs. of Ireland, 35 Westland Row, Dublin. Tel: (01) 762 024.
Disin Music, 14 Hawkins St., Dublin 2. Tel: (01) 714 409. Mng. Dir.: Shay Healy.
Raglan Music, J.F. Kennedy Rd., Dublin 12. Tel: (01) 508 256. Telex: 30434. Chief Exec.: John J. Woods.
Int'l firm represented: Chappell Int'l (UK)
Int'l rep.: Worldwide (Chappell Int'l)
Regina Music, 9/10 Hanover St. E., Dublin 2. Tel: (01) 784 755. Gen. Mgr.: Michael H. Geoghegan, Campbell Connelly; Mgr.: Phyl Mitton.
Saint Music, 20 Shielmartin Dr., Sutton, Dublin 13. Tel: (01) 325 437. Mng. Dir.: Pete St. John, Gen. Mgr.: Jerry Hughes.
Sally Ann Songs, 20 Shielmartin Dr., Sutton, Dublin 13. Tel: (01) 325 437. Mng. Dir.: Jerry Hughes; Gen. Mgr.: John Cook.
Int'l rep.: Worldwide (Campbell Connelly).
Soodlum Music Co., 153 Downpatrick Rd., Crumlin, Dublin 12.
Spider Music Ltd., 12 Pembroke Rd., Dublin 4. Tel: (01) 789 237/371.
Squirrel Music, IMS House, 3 Lombard St., Dublin 2. Tel: (01) 774-229, 779-762. Mng. Dir.: Brian Molloy, Gen. Mgr.: Marcus Connaughton.
Swing Music, 56 Moore St., Dublin 1. Tel: (01) 729-998. Gen. Mgr.: Marcus Connaughton.
Three Two Music Ltd., 26 Bigger Rd., Dublin 12. Tel: (01) 501 139. Gen. Mgr.: John McBreen.
Verno Ltd. (MCPS, PRS), 7 Cowper Dr., Dublin 6. Tel: (01) 973-722. Mng. Dir.: Bill Whelan.
Waltons Music Ltd., 2-5 N. Frederick St., Dublin. Tel: (01) 747 805.
Woodtown Music Publ'ns. Ltd., Woodtown Manor, Rathfarnham, Dublin 16. Tel: (01) 778-034. Chm.: Garech Browne; Sec'y: Jane Bolton.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

The Arts Council, 70 Merrion Square, Dublin 2. Tel: (01) 764 685. Dir.: C. D'Brien.
International Songwriters Ass'n. Ltd., Raheen, Limerick City. Tel: (061) 28837. Chm.: James D. Liddane.
Irish Ballrooms & Bands Ass'n, 62 Catherine St., Limerick. Tel: 49678. Mgr.: Edna D'Riordan.
Irish Federation of Musicians & Assoc'd Professions, 63 Lower Gardiner St., Dublin 1. Tel: (001) 744-645.
Irish Music Inds., 15 Herbert St., Dublin 2. Tel: 766-940. Gen. Mgr.: Michael D'Riordan.
Irish Nat'l Group of IFPI, c/o Gael Linn Recs., 26 Merrion Sq., Dublin 2. Tel: (01) 767-283.
R.I.M.P.A. (Republic of Ireland Music Publ'rs Ass'n), 15 Herbert St., Dublin 2. Tel: (01) 766-940. Chm.: Michael D'Riordan; Sec'y.: Vincent Smialek; PR: Johnny Lappin.
Republic Of Ireland Music Publ'rs Ass'n, see RIMPA.

CATALOG SERVICES

Abbey Music Ltd., 70 Middle Abbey St., Dublin 1. Tel: (01) 787-177/251/292/393. Chief Exec.: Raymond J. Kelly, Gen., Retail & Sales Mgr.: Roy Watson Cooper.
Solomon & Peres Ltd., Dublin Ind'l Estate, 106 B, Finglas, Dublin 11. Tel: (01) 309 922. Telex: 30937. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Shay Hennessy.

LICENSING ORGANIZATIONS, MUSIC

M.C.P.S. (Mechanical-Copyright Protection Society) Ltd., 15 Herbert St., Dublin 2. Tel: 766-940/996. Gen. Mgr.: David Buskell.
P.R.S. (Performing Right Society) Ltd., 15 Herbert St., Dublin 2. Tel: 767 388, 761-181. Mgr.: Pat Condon.

PLATING, PROCESSING & PRESSING PLANTS

Carlton Prod'ns. Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 505-773. Cable: DISCXTAPE. Telex: 30544. Mng. Dir.: Robert McGrattan; Gen. Mgr.: Patrick Trundle; Sales Mgr.: Vincent Smialek.
Audio: Cassette.

RECORD PROMOTION

Marcus Connaughton, 56 Moore St., Dublin 1. Tel: (01) 729-998.
E.M.I. (Ireland) Ltd., Dublin Ind'l Estate, 130 Slaney Rd., Finglas, Dublin 11. Tel: 309-077. Cable: EMITRDN. Telex: 24535. Dir. & Gen. Mgr.: Terry D'Rourke, Mktg. & Sales Dir.: Freddie Middleton.
Music Mktg., 71 Middle Abbey St., Dublin 1. Tel: (01) 742-627, 851 128.
Enda D'Riordan Promo., Entertainment & Pub., 62 Catherine St., Limerick. Tel: (061) 49678, 42265.
Solomon & Peres Ltd., Dublin Ind'l Estate, 106-B, Finglas, Dublin 11. Tel: (01) 309 922. Telex: 30937. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Shay Hennessy.

TAPE CUSTOM DUPLICATORS

Apex Electrical Co. Ltd., 56 Moore St., Dublin 1. Tel: 729 998. Chief Exec.: Joseph P. D'Reilly; Gen. Mgr.: Maureen McNamee; Sales Mgr.: Peter Doyle.
Audio: Cassette.
Carlton Prod'ns. Ltd., John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 505-773. Cable: DISCXTAPE. Telex: 30544. Mng. Dir.: Robert McGrattan; Gen. Mgr.: Patrick Trundle, Sales Mgr.: Vincent Smialek.
Audio: Cassette
Contek Teoranta, Carraroe, County Galway. Tel: Galway 72144. Mng. Dir.: Dr. P. Garvey.
Audio: cassette, open reel

• supplies

CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS
PROFESSIONAL TAPE SUPPLIES
TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Ltd., PO Box 368A, John F. Kennedy Dr., Naas Rd., Dublin 12. Tel: (01) 506-733. Telex: 5429. Mng. Dir.: Mr. Vervoort; Sales Mgr.: Mr. Eggers.
Audio: Blank—compact cassette, open reel, raw—cassette, broadcast, studio
Video: Cassette, open reel
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.
Denis Coakley Ltd., Clonee, County Meath. Tel: (01) 214-011. Cable: DECD. Telex: 5277. Gen. Mgr.: Mervyn Groves. (Raw & blank loaded tape only)
Audio: Blank—cassette, open reel; raw—cassette.
Video: Blank—1" open reel, ¾" U-Matic, ½" Beta & VHS cassette, LVC.
Brand name: BASF
Contek Teoranta, Carraroe, County Galway. Tel: Galway 72144. Mng. Dir.: Dr. P. Garvey. (Blank loaded tape only)
Branch: England.
Audio: Cassette.
Brand names: Audio Gold Int'l, Contek UHE

• accessories manufacturers / importers

Abbey Music Ltd., 70 Middle Abbey St., Dublin 1. Tel: (01) 787-177/251/292/393. Chief Exec.: Raymond J. Kelly; Gen., Retail & Sales Mgr.: Roy Watson Cooper.
Product: Record—carrying & storage cases, record care prods., replacement styli; Tape—head cleaners, demagnetizers, leader & splicing tape.
Contek Teoranta, Carraroe, County Galway. Tel: Galway 72144. Mng. Dir.: Dr. P. Garvey.
Branch: England
Product: Tape—head cleaners, demagnetizers, leader & splicing tape.
Demesne Recs. Ltd., 22 Ellis Quay, Dublin 7. Tel: (01) 720-411. (Distributor/Importer)
Product: Tape—carrying & storage cases.
Independent Music Sales, 5/6 Lombard St., Dublin 2. Tel: (01) 779-046. Gen. Mgr.: Gerry D'Byrne; Sales Mgr.: Peter D'Beirne.
Product: Record—record care prods.; Tape—carrying & storage cases, head cleaners, demagnetizers.
Solomon & Peres Ltd., Dublin Ind'l Estate, 106-B, Finglas, Dublin 11. Tel: (01) 309-922. Telex: 30937. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Shay Hennessy.
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli; Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

• store fixtures manufacturers / importers

Abbey Music Ltd., 70 Middle Abbey St., Dublin 1. Tel: (01) 787-177/251/292/393. Chief Exec.: Raymond J. Kelly; Gen. Retail & Sales Mgr.: Roy Watson Cooper.
Product: Tape display racks.
August Engraving Co. Ltd., 9 Burgh Quay, Dublin 2. Tel: (01) 719-275/688. Mng. Dir.: Tony Byrne.
Product: Record & tape divider cards.

ISRAEL

Population: 3,820,000.
Rate of exchange: $1 (US) = 11.4 shekels.
Per capita income: $3,675.
Holidays: (Note: Holidays begin at sundown of the preceding evening.) Passover week, April 21 (Independence Day), May 21 (Shavuot), July 22 (Tisha B'av), September 11 & 12 (Jewish New Year/Rosh Hashanah), September 20 (Day of Atonement/Yom Kippur), September 25 (Sukkot), October 3 (Simhat Torah).

• record & tape manufacturers / distributors / importers

Amir & Efrat, see Isradisc.
Arton, see Hed Arzi.
C.B.S. Recs. Ltd. (IFPI), PO Box 681, Tel Aviv 61006; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: CDLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin; Bus. Affairs Mgr.: Ronald Cole; Mktg. Dir.: Ronnie Braun; Int'l A&R: Tony Godot; Int'l Serv. Co-ord.: Jennifer Aruch; Sales Mgr.: Dave Meyerson.
Reg'l branch: Cyprus, CBS (UK) Ltd.
Labels: (Owned) CBS, Embassy, Epic, Portrait; **(licensed)** ABC (USA), A&M (worldwide), ARC (USA), Angel (UK), Bang (USA), Blue Sky (USA), CGD (Italy), Capitol (USA), Caribou (USA), Carrere (France), Cleveland Int'l (USA), GTD (UK), Handshake (USA), Jet (USA), Kirshner (USA), Liberty (UK, USA), MCA (USA), Monument (USA), PIR (USA), Polar (Sweden), Salsoul (USA), Sire (USA), Satril (UK), TK (USA), Tabu (USA), Tappan Zee (USA), T-Neck (USA).
Int'l rep.: Worldwide (CBS).
Carmel, see Hataklit.
Chimo, see K-tel.
D.R.G., see Gal-Ron.
Disneyland, see Hataklit.
Dzigan, see Gal-Ron.
Eastronics Ltd. (IFPI), PO Box 39300, 11 Rozanis St., Tel Baruch, Tel Aviv 61392. Tel: (03) 47-51-51. Cable: EASTRONIX. Telex: 33638. Mng. Dir.: Dov Peleg; Sales Mgr.: Joseph Shoam.
Labels: (Owned) Maestro; **(represented)** Acanta (Germany), Affinity (UK), Avatar (UK), CTI (USA), Charly (UK), Cream (USA), Erato (France, UK), Grunt (USA), Harmonia Mundi (Germany), Hi (USA), Inner City (USA), Logo (UK), MMD (USA), Motown (USA), RCA (worldwide), 20th Century-Fox (USA), Vanguard (USA).
Embassy, see CBS.
Epic, see CBS.
F.H.M.M., see Gal-Ron.
Folk 2000, see Hataklit.
Gal & Meytal, see Unatex.
Gal-Ron Ltd. (IFPI), 10 Sheinkin St., Tel Aviv. Tel: (03) 28-07-39, 28-89-01. Cable: ZELREX. Telex: 341118. Gen. Mgr.: A. Zborowski; Sales Mgr.: I. Levi.
Labels: (Owned) DRG, Dzigan, Gal-Ton, Gloria, Ron-Phon; **(distributed)** FHMM, Studio; **(licensed)** Evasion (Switzerland), Festival (France), GSF (USA), MK (USSR), Motors (France), DSI (France), Ri-Fi (Italy), Sonoplay (Spain), Victor (Japan).
Gal-Ton, see Gal-Ron.
Gloria, see Gal-Ron.
Good Music, see Hataklit.
Hataklit Ltd. (IFPI), PO Box 4292, 11 Herzl St., Haifa. Tel: (04) 64-55-21, 66-99-50. Cable: RECDMUSIC. Telex: 46400. Mng. Dir.: Dov Zeira; Gen. Mgr.: Sara Zeira; Int'l A&R Mgr.: Gedi Livneh; Sales Mgr.: Henri Techer.
Branch: Tel Aviv, 19 Pinsker St. Tel: (03) 29-30-08, 28-31-17. A&R Mgr.: Zvi Kagan.
Labels: (Owned) Carmel, Disneyland, Folk 2000, Good Music, Idan, Ilanot, Krypton, Moody Sound, Teen, Top Hits, Top Sound; **(licensed)** Alshire (USA), Archive of Folk & Jazz Music (USA), Archive of Piano Music (USA), BBZ (France), Biram (France), Clave (Spain), Concert Disk (USA), Contempo (UK), Counterpoint (USA), Esoteric (USA), Gaviota (Spain), Hi-Fi (USA), Hispavox (Spain), La Comedia Francaise (USA), Legacy (USA), Mashine (France), Milestone (USA), Mode (France), Olympic (USA), Palette (Belgium), Period (USA), RKM (Belgium), Roulette (USA), Topkapi (France), Tradition (USA), Up (Belgium), Vogue (France).
Int'l reps.: Benelux (RKM), France (Vogue), Netherlands (CNR), USA (House of Menorah).
Hazamir Music Ltd. (IFPI), 68 Jaffa St., Jerusalem. Tel: (02) 23-31-46. Telex: 44801. Mng. Dir. & Gen. Mgr.: Eli Mamane; Promo. Dir.: Ramy Levy. (Distributed by Hataklit)
Label: (Distributed—not licensed) Metronome (Germany).
Hed Arzi, The General Music Co. Ltd. (IFPI), 4 Hilazon St., Ramat Gan 52522. Tel: (03) 72-20-03. Cable: HEDARZI. Telex: 341667. Mng. Dir.: Zeev Lewin; Deputy Mng. Dir.: Ernest Stroh; Int'l Mgr.: Avi Brand.
Labels: (Owned) Arton, Hed Arzi; **(licensed)** Ariola (Germany), Arista (USA), Atlantic (USA), Double Dee (UK), Elektra/Asylum (USA), Fonit-Cetra (Italy), Geffen (USA), Red Bus (UK), Virgin (UK), WEA (USA), Warner Bros. (USA).
Idan, see Hataklit.
Ilanot, see Hataklit.
Isradisc Ltd., PO Box 230, 8 Smolenskin St., Tel Aviv. Tel: (03) 23-48-38, 24-91-93. Cable: PALORIENT. Pres.: Absalom Rubin; Gen. Mgr.: Nissim Yosseph; Sales Mgr.: Amos Barzel; Prod'n Mgr.: Zeev Ulman.
Labels: (Owned) Amir & Efrat, Isradisc, Israel.
Int'l rep.: House of Menorah (USA).
Israel, see Isradisc.
K-tel Int'l (Israel) Ltd., Harugey Malchut 7, Tel Aviv 69714. Tel: (03) 48-31-65. Cable: ISRALCTRA. Telex: 922-46621. A&R & Promo. Mgr.: Uri Cohen.
Labels: (Owned) Chimo, K-tel, Orange; **(licensed foreign)** Can't Stop (USA), Chrysalis (UK), DJM (UK), Hansa (Germany), Island (UK), Stiff (UK), 2 Tone (UK).
Int'l rep.: Worldwide (K-tel).
Koliphone Recs., 29 Raziel St., Jaffa-Tel Aviv. Tel: (03) 82-60-47, 83-23-70.

Kolton, see Unatex.
Krypton, see Hataklit.
Litratone Ltd. (IFPI), 7 Harugey Malchut St., Tel Aviv 69714. Tel: (03) 48-31-64. Cable: ISRALECTRA. Telex: 922-46621. Mng. Dir.: David Fuchs.
Labels: (Owned) Phonodor, Rec-O-Hit, Shai; **(licensed)** Amadeo (Austria), Archiv (Germany), Barclay (France), Capricorn (USA), Casablanca (USA), Charisma (UK), Cube (UK), DG (Germany), Fontana (France, UK), Haven (USA), Heliodor (Germany), MGM (USA), Mercury (France, USA), Metronome (Germany), Philips (France, Netherlands, USA), Polydor (Germany), RSO (UK, USA), Rocket (UK), Track (UK), Vertigo, Verve (USA)
Int'l rep.: Worldwide (PolyGram).
Maestro, see Eastronics.
Moody Sound, see Hataklit.
Orange, see K-tel.
Phonodor, see Litratone.
Portrait, see CBS.
Rec-O-Hit, see Litratone.
Ron-Phon, see Gal-Ron.
Shai, see Litratone.
Studio One, 33 Allenby Rd., Tel Aviv. Tel: (03) 5 66-56. (Distributed by Gal Ron)
Label: (Owned) Studio
Teen, see Hataklit.
Top Hits, see Hataklit.
Top Sound, see Hataklit.
Unatex Import Export Ltd. (IFPI), PO Box 2467, 29 Lilienblum St., Tel Aviv Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Telex: 35770. Gen. Mgr: Jerry Janowski; Sales Mgr.: Ronnie Janowski
Labels: (Owned) Gal & Meytal, Kolton, **(licensed foreign)** Audiofidelity (USA), Baerenreiter (Germany), Carosello (Italy), Europa (Germany), Gold (Switzerland), Lollipop (Germany), MPS (Germany), Maritim (Germany), Panarecord (Italy), Saar (Italy), Telefunken (Germany), Turicaphon (Switzerland).

• music publishers

April Music Ltd. (ACUM), PO Box 681, Tel Aviv 61006; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: COLRECORD. Telex: 33422. Gen. Mgr.: Ronald Cole.
Int'l firms represented: ABC/Dunhill (USA), ATV (UK), April/Blackwood (worldwide), Boom (USA), Chandos (USA), Gabriel Earl (USA), Hammond (USA), Hudmar (USA), Joelsongs/Impulsive (USA), Kirshner (USA), Northern Songs (UK), Rock (USA), Rondo-Irving/Almo (UK, USA), Sherlyn (USA), Tuna Fish (USA), Union (Sweden), Lawrence Wright (UK)
Int'l rep.: Worldwide (April/Blackwood).
I C L P (Israel Composers League Publ'ns Ltd.), 73 Nordau Blvd., Tel Aviv Tel: (03) 44-03-95
Ilanot Music Publ'g, PO Box 4292, 11 Herzl St., Haifa. Tel: (04) 66-99-50, 64-55-21. Cable: RECOMUSIC HAIFA. Telex: 46400. Mng. Dir.: Dov Zeira.
Int'l firms represented: Abigail (USA), Alshire group (USA), Bleu Blanc Rouge (France), Cayman (USA), Cheshire (USA), Cissy (USA), Daval (USA), Walt Disney (USA), Heath Levy (UK), Ladysmith (UK), Minotaure (France), RKM (Belgium), Rocket (UK), Wonderland (USA).
Israeli Music Publ'ns Ltd. (ACUM), PO Box 6011, Tel Aviv 61060; 105 Rehov Ben Yehuda, Tel Aviv. Tel: (03) 23-20-78. Cable: ISMUSICA
Int'l firms represented: Bote & Bock (Germany), Breitkopf (Germany), Carisch (Italy), Curci (Italy), Durand (France), Eschig (France), Faber (UK), Hans Gerig (Germany), Heinrichshofen-Impero-Pegasus (Germany, Switzerland), Leduc (France), Oxford Univ. Press (UK), Schott (Germany, UK), Hans Sikorski (Germany), Zimmermann (Germany).
Int'l reps.: Germany, Scandinavia (both Impero-Verlag); Benelux, France, Portugal, Spain & UK (all Peters-London); Italy (Carisch), USA (Theodore Presser).
Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071 Tel: (03) 28-43-97. Mng. Dir.: William Y. Elias
Int'l firms represented: Baerenreiter (West Germany), Ricordi Americana (Argentina), G. Ricordi (Italy)
Int'l reps.: Argentina (Ricordi Americana), Austria (Universal), Canada (Boosey & Hawkes), Denmark (Wilhelm Hansen), France (Boosey & Hawkes), Germany (Baerenreiter), Italy (G. Ricordi), Netherlands (Albersen), Norway (Harald Lyche), Sweden (Nordiska), Switzerland (Jecklin), UK (Universal), USA (Boosey & Hawkes)
Isratav, PO Box 230, 8 Smolenskin St., Tel Aviv. Tel: (03) 23-48-38, 24-91-93. Pres.: Absalom Rubin; Gen. Mgr.: Edna Rubin
Israzemer Music Publ'g Ltd., see Ilanot
Litratone Publ'g Ltd., 7 Harugey Malchut St., Tel Aviv 69714. Tel: (03) 48-31-64. Cable: ISRALECTRA. Telex: 922 46621. Mng. Dir.: David Fuchs, Mgr.: Ilana Cohen Zedek.
Int'l firms represented: Artemis, Chappell, Intersong
Music Library, Culture & Education Ents. Ltd., General Federation of Labor, 53 Weitzman St., Tel Aviv. Tel: (03) 21-91-83. Gen. Mgr.: Sami Zur
Musicor Ltd., 11 Rozanis St., Tel Baruch, Tel Aviv 61392. Tel: (03) 47-51-51 Cable: EASTRONIX. Telex: 33638. Dir.: Dov Peleg.
Int'l firms represented: Birdee, Butter, Career, Churn, Cream, East/Memphis, Fi, Jec (all USA).
Noga, PO Box 4025, Jerusalem.
Osnat Publ'g Ltd., 4 Hilazon St., Ramat Gan 52-521. Tel: (03) 72203. Cable: HEDARZI. Telex: 341677. Mng. Dir.: Zeev Lewin, Prof. Mgr.: Ernst Stroh
Pa'amonim, see Subar.
Sharon, see Subar.
Subar Music Publ'g Co. Ltd. (ACUM), 21 Any Ma'amin St., Ramat Hasharon 47212. Tel: (03) 47-13-23. Gen. Mgr.: Dr. Ophira Bar-Elan
Int'l firms represented: Charing Cross (USA), Playboy (USA), Screen Gems-EMI (USA), Sparta Florida (UK), Sugarmusic (Italy), Suvini Zerboni (Italy), United Artists group (USA), World (Belgium).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

International Society for Contemporary Music, League of Composers in Israel, PO Box 11180, Tel Aviv. Tel: (03) 44-03-95.
Israel Centre of the International Music Council, PO Box 176, Jerusalem
Israel Music Information Centre (ISMIC), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071. Tel: (03) 28-43-97. Mng. Dir.: William Y. Elias
Israel Music Institute (IMI), PO Box 11253, 6 Chen Blvd., Tel Aviv 64071. Tel: (03) 28-43-97. Mng. Dir.: William Y. Elias

LICENSING ORGANIZATION, MUSIC

A C U M (Authors, Composers & Music Publ'rs Ass'n), PO Box 14220, 118/120 Rothschild Blvd., Tel Aviv 61140. Tel: (03) 24-01-15. Cable: ACUMEMIS. Telex: 35770. Dir. Gen.: Ran Kedar; Gen. Sec'y: J. Ben-David

PLATING, PROCESSING & PRESSING PLANTS

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin; Mfg. & Whsle. Dir.: Gabriel Renitzky.
Hed Arzi, The General Music Co. Ltd., 4 Hilazon St., Ramat Gan 52522. Tel: 72-20-03. Cable: HEDARZI. Telex: 341667. Mng. Dir.: Zeev Lewin.

PRINTER & LITHOGRAPHER

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin, Mfg. & Whsle. Dir.: Gabriel Renitzky.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin, Mfg. & Whsle. Dir.: Gabriel Renitzky.
Audio: Cassette.
Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem. Tel: (02) 85-22-80. Telex: 26431. Dir.: Warren Green; Mktg./Sales Dirs.: F.G. Kinney, David Sable. (PKG—audio only)
Audio: Cassette
Hed Arzi, The General Music Co. Ltd., 4 Hilazon St., Ramat Gan 52522. Tel: 72-20-03. Cable: HEDARZI. Telex: 341667. Mng. Dir.: Zeev Lewin
Audio: 8-tr., cassette
M D T Cassettes Dupl'g & Rec'g Studio Ltd., Industrial Center, Maskith St., Herzelia B. Tel: (052) 58619. Telex: 341667. Mng. Dir.: Moshe Sadan

• supplies

CARTRIDGE & CASSETTE PARTS

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem. Tel: (02) 85-22-80. Telex: 26431. Dir.: Warren Green; Mktg./Sales Dirs.: F.G. Kinney, David Sable
Audio: Cassette, open reel.

EMPTY CARTRIDGES, CASSETTES & REELS

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem. Tel: (02) 85-22-80. Telex: 26431. Dir.: Warren Green; Mktg./Sales Dirs.: F.G. Kinney, David Sable.
Audio: Cassette, open reel
Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118/For x 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Audio: Cassette.

ENVELOPES & MAILERS

Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski, Sales Mgr.: Ronnie Janowski. (Importer/Exporter)

JACKETS & SLEEVES
LABELS, DISK

C B S Recs. Ltd., PO Box 681, Tel Aviv 61006; 50 Thon St., Industrial Zone, Holon 58811. Tel: (972.3) 80.01.91. Cable: COLRECORD. Telex: 33422. Mng. Dir.: Daniel Yadin, Mfg. & Whsle. Dir.: Gabriel Renitzky.
Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski, Sales Mgr.: Ronnie Janowski. (Importer/Exporter)

PROFESSIONAL TAPE SUPPLIES

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem. Tel: (02) 85-22-80. Telex: 26431. Dir.: Warren Green; Mktg./Sales Dirs.: F.G. Kinney, David Sable.
Audio: Cassette Boxes.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert, see S. Getter
Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jersusalem. Tel: (02) 85-22-80. Telex: 26431. Dir.: Warren Green, Mktg./Sales Dirs.: F.G. Kinney, David Sable.
Audio: Cassette, open reel.
Brand names: Domain, Opus.
S. Getter (Photo) Ltd., 98 Jabotinsky Rd., Petah Tiqwa, Kirjat Arje. Tel: 92-69-12. Cable: GETTERCO TELAVIV. Mng. Dir.: Paul Heger.
Audio: Blank—Compact cassette, open reel, raw—cassette, broadcast, studio.
Video: Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom
Opus, see Domain.
Palatchi & Co., PO Box 36572, Tel Aviv, 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118/For x 5998. Mng. Dir.: Isaac E. Palatchi; Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Audio: Blank—cassette, open reel; Raw—cassette
Video: Blank—½" Beta & VHS cassette.
Brand names: Aria, G-Tape, Opus, cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Comhol Ltd., PO Box 39840, 24 Feierberg St., Tel Aviv. Tel: (03) 22-49-22, 41-03-40. Telex: 341118 X 5518. Mng. Dir.: Eddie Wiegenfeld. (Importer)
Audio: High speed duplicators, 8-tr. & cassette loaders & tape exercisers
Brand names: Audiomatic, Electro Sound, Pentagon.

• accessories manufacturers

Domain Magnetics Ltd., PO Box 27085, Tozeret St., Jerusalem. Tel: (02) 85-22-80. Telex: 26431. Dir.: Warren Green; Mktg./Sales Dirs.: F.G. Kinney, David Sable
Product: Tape—head cleaners, demagnetizers, leader & splicing tape
Palatchi & Co., PO Box 36572, Tel Aviv; 111 Allenby St., Tamar Passage. Tel: (03) 61-56-14. Telex: 341118/For x 5998. Mng. Dir.: Isaac E. Palatchi, Gen. Mgr.: Yakov Bensinyor; Sales Mgr.: Rosette Palatchi. (Importer/Exporter)
Product: Tape—carrying & storage cases, head cleaners, demagnetizers
Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski. (Importer/Exporter)
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors. Tape—carrying & storage cases, head cleaners, demagnetizers.

• store fixtures

Unatex Import Export Ltd., 29 Lilienblum St., Tel Aviv. Tel: (03) 65-57-76, 65-98-41. Cable: UNAIMEX. Gen. Mgr.: Jerry Janowski; Sales Mgr.: Ronnie Janowski. (Importer/Exporter)
Product: Record display racks.

ITALY

Population: 57,570,000.
Number of family units: 18,150,000.
Rate of exchange: $1 (US) = 1,180 lire
Holidays: January 1, January 6 (Epiphany), Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), August 15 (Assumption), November 1 (All Saints' Day), December 8 (Immaculate Conception), December 25, December 26 (St. Stephen's Day).

RECORDS:

Record sales certification awards: Gold single—1,000,000 units. Gold LP—250,000 units; platinum LP—500,000 units. Note: There is no official regulation for these awards. The figures given are applied by some major record companies. Other companies award their acts gold records when they reach global sales of 1 million units with two or more records, even mixing configurations. Gold and platinum awards (silver ones are not used) are still considered as promotional means, each company feeling free to set its own rules.
Records: sold domestically including imports (retail value): LP's 1979—20,000,000 units, $135,400,000. Singles 1979—26,500,000 units $46,640,000.
Average retail price per record (including 14% AVT): LP's—$6.77; Singles—$1.76
TV merchandising: 3% of total sales.
Record club sales: 1% of total.
Discounting: Frequent.
Type of distribution: The manufacturer-to-retailer system predominates. There is no rack jobbing. Wholesalers account for about 25% of the market. About one-half of the nearly 1,500 specialist shops are seen as being fully reliable by the industry.
Type of promotion: Since the summer of 1979 there has been an impressive growth of the touring scene, involving national and international acts. Local radio stations compete with national television (RAI) as to promotional value.
Jukeboxes: 20,000.

TAPE:

Market: 8-track has virtually disappeared. Video tape sales are growing. Cassettes dominate the market, with hardware sales constantly growing. The Italian market is adversely affected by piracy. In 1979, at least 6.5 million cassette units were sold as pirated or counterfeited product. The share going to illegal manufacturers is estimated to be between 40% and 50%. Several police raids have contributed to slowing down the unlawful product, but a stricter law is still being awaited. The quality of the illegal product has improved.
Pre-recorded tape sold domestically including imports: Cassette 1979—9,000,000 units, $60,930,000.
Average retail price per tape: Cassette—$6.77.

CONSUMER ELECTRONICS

Number of units in households: Radios—16,900,000, AM—4,200,000, AM/FM—12,700,000, television sets—20,600,000, color—4,500,000, b&w—16,100,000; phonograps—6,330,000, audio tape recorders—10,400,000, video tape recorders—45,000.

RADIO STATIONS:

No. of commercial 2,000; no. of government 3
Comment: A few leading local stations in major towns function as powerful promotional channels. National radio (RAI) is contributing to the wider interest in classical music.

TELEVISION STATIONS:

No. of commercial 300, no. of government 3; 90% color (PAL)
Comment: National television (RAI) affects the singles market through popular music shows, songs used as signature themes of various programs often hit the charts. Local stations are adding pop music to their programming.

IMPORT/EXPORT REGULATIONS:

No customs are charged to members of the European Economic Community, but a 14% VAT must be paid on imports from all countries. **Daniele Caroli**

• record & tape manufacturers / distributors / importers

A R C, see RCA.
A T V, see Ricordi
Ace of Clubs, see Decca
Ace of Diamonds, see Decca
Agenda, see Base
Albatros, see Sciascia
Alpha, see CGD.
America Recs., Galleria del Corso 2, 20122 Milan. Tel: (02) 704.006. Chief Exec.: Nunzia Angeramo; Gen. Mgr.: Giovanni Samele
Amiamoci, see Ricordi
Angel, see EMI
Angelicum, see Sciascia
Antoniano, see Ri-Fi.
Appaloosa, see IREC
Apple, see EMI.
Archiv, see PolyGram.
Arcophon, see Sciascia
Area, see Studio G
Argo, see Decca
Ariete, see Carosello
Ariston SrL (IFPI), Via Massimo Gorki 21, Strada Zivido, 20098 San Giuliano (Milan). Tel: (02) 984 6974. Telex: 321466. Pres.: Alfredo Rossi, Gen. Mgr.: Antonio Celano, Sales Mgr.: Riccardo Benini, Int'l Mgr.: Graham Johnson. (Distributed by Ricordi)
Branch: 00195 Rome, Via Cantore 17. Tel: (06) 386 259. Telex: 614509
Labels: (Owned) Ariston, Auditorio Classico, Cultura Popolare, Jazz Story, Oxford; **(licensed foreign)** Affinity (UK), Charly (UK), Cherry Red (UK), Graduate (UK), Hexagone (France), Ice (UK), Safari (UK), Shelter (USA)
Int'l reps.: Argentina (RCA), Australia (Colossal), Brazil (RCA), Canada (Global), Chile (Quatro), Colombia (Fuentes), Greece (Music Box), Portu-

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Arkadia, see Fonit-Cetra.
Ars Nova, see Sciascia.
Ascolto, see CGD.
Asylum, see WEA
Atco, see WEA
Atlantic, see WEA
Atlas Recs. (IFPI), Corso Buenos Aires 10, 20124 Milan. Tel: (02) 271.5972, 273.163. Telex: 333414. Pres. & Gen. Mgr.: Alessandro Coppola; Int'l Mgr.: Ron Hanson; Press & Promo. Mgr.: Daniela Festari; PR: Claudio Meroni. (Distributed by PolyGram)
Labels: (Owned) Atlas, Clover.
Int'l reps.: Argentina (Musidisc, Sicamericanz), Colombia (Codiscos), Spain (Columbia). (SEE ADVERTISEMENT)
Audiogramm SpA. Via Vallosa 38, 25050 Passirano (Brescia). Tel: (030) 657.360. Telex: 300850. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgrs.: Italo Capoferri, Romano De Scalzi.
Label: (Owned) Audioson.
Audioson, see Audiogramm.
Auditorio Classico, see Ariston.
B S D Recs., Via Roberto de Santis 7, Scala B, 84100 Salerno. Tel: (089) 323.704. Gen. Mgr.: Cristina Barbieri.
Home office: USA.
Baby Recs. SrL (IFPI), Via Timavo 34, 20124 Milan. Tel: (02) 606.1474/1266. Cable: BABYRECORDS. Telex; 313502. Pres.: Freddy Naggiar. (Distributed by CGD-Messagerie Musicali).
Labels: (Owned) Baby, For Sale.
Int'l reps.: Austria (EMI Electrola), Belgium (Hilversum), Brazil (Som), Colombia (Codiscos), Ecuador (IFESA), Germany (EMI Electrola), Netherlands (Hilversum), Portugal (Radio Triunfo), Spain (CBS), Switzerland (Musikvertrieb). (SEE ADVERTISEMENT)
Ballo, see Belmusic.
Base Rec., Via Castiglione 109, (warehouse) Via Collamarini 26, 40136 Bologna. Tel; (051) 534.697. Telex: 511483. Dir.: Ciuseppe Nannucci; Gen. Mgr.: Alberto Caroli; Sales Mgr.: Antonio Foresti.
Labels: (Owned) Agenda, Base; **(licensed foreign)** Armageddon (UK), ESP (USA), Factory (UK), Gull (UK), Red Lightnin' (UK), Rough Trade (UK), Uniteledis (France).
Int'l reps.: (For ESP) Germany (Posy), Netherlands (Nuis), UK (Cadillac).
Beat Recs. Co. SrL (IFPI), Via Filippo Nicolai 16, 00136 Rome. Tel: (06) 348.497, 347.139. Cable: BEATRECORD. Telex: 612513. Gen. Mgr.: Franco de Gemini; Int'l Mgr.: Luciana Morello (Distributed by Fonit-Cetra).
Labels: (Owned) Beat, Pentaphon, Perladisc, Pony; **(distributed—not licensed)** Amphonic (UK), ECAP (France), Eurobeat (UK), Euroson (UK), Illustration Musicale (France), Show Business (Germany).
Int'l rep.: UK (Eurobeat).
Belcanto, see Sciascia.
Bella, see Phonotype.
La Bella Bella, 50040 Snano (Florence).
Label: (Represented) Mustevic Sound (USA).
Belmusic SrL, Via Tolmezzo 18, 20132 Milan. Tel: (02) 282.8905. Gen. Mgr.: Severino Pecchenini; Sales Mgr.: Domizia Gandolfi.
Labels: (Owned) Ballo, Belmusic, Gemini, Piggy, Snap
Bellmusic, see Ri-Fi.
Best Sound, see RCA
Birba, see Ricordi.
Black Saint, see IREC.
Black Shell, see Village Voice.
Bologna, see CGD.
Francesco Bongiovanni Recs., Via Rizzoli 28-E, 40125 Bologna. Tel: (051) 225722. Gen. Mgr.: Giancarlo Bongiovanni.
Labels: (Owned) Bongiovanni, Il mito dell'opera; **(licensed)** Carillon (Spain), Mizar; **(distributed—not licensed)** Adriano (Switzerland), Mixtur (Germany).
Int'l rep.: Germany (Mixtur).
Bread, see CGD.
Broadway, see Ducale.
Bubble, see CGD.
C A M (Creazioni Artistiche Musicali) SpA, Via Virgilio 8, 00193 Rome. Tel: (06) 382.021. Cable: CAMUSIC. Telex: 611374. Pres.: Giuseppe Campi; Prod'n Dir.: Giuseppe Giacchi; Sales Mgr.: Bruno Bianchi.
C B D Recs., Via Bocca di Leone 6, 00187 Rome. Tel (06) 679.9664. Public Telex: 610110.
Home office: USA
C B S Dischi SpA (IFPI), Via Amedei 9, 20123 Milan. Tel: (02) 809.521. Telex: 33286. Mng. Dir.: Piero La Falce; Controller: David J. Kinsley; Mktg. Mgr.: Fernando Grignani; Sales Mgr.: Franco Paradiso; Local A&R Mgr.: Fabrizio Intra; Dpns. Dir.: Franco Negri. **Distribution center:** Via Lombardia 32, Sesto Ulteriano. Tel: 988.0685.
Labels: (Owned) CBS, Epic, Masterworks, Portrait; **(licensed)** A&M (USA), ARC (USA), Bang (USA), Blue Sky (USA), Caribou (USA), Full Moon (USA), GTD (UK), Kirshner (USA), Monument (USA), Nemperor (USA), Philadelphia Int'l (USA), TK (USA), Tappan Zee (USA), Unlimited Gold (USA).
C G D-Messaggerie Musicali SpA (IFPI), Via Quintiliano 40, 20138 Milan. Tel: (02) 50.84. Cable: CIGIDISC. Telex: 321063. Mng. Dirs.: Piero Sugar, Franco Crepax; Gen. Mgr.: Sandro Delor; Financial Mgr.: Cesare Vajani; Mktg. Mgr.: Roberto Guerrazzi; Sales Mgr.: Romano Razzini; Promo. Mgr.: Johnny Porta; A&R Dir.: Alfredo Cerruti; Artistic Prod'n Mgr.: Gianni Dal Dello; Prod'n Mgr.: Cesare Brunelli; Pressing Plant Mgr.: Luciano Zemignani; Bus. Affairs Mgr.: Silvana Pervilli; Personnel Mgr.: Alberto Ferrari; Int'l Prod. Mgr.: Maurizio Cannici; Int'l Licensing & Promo. Mgr.: Adelfo Forni; Rome Office: Magda Reggiani.
Branches: Bologna, Catania, Florence, Naples, Padua, Rome.
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Int'l reps.: CGD—worldwide (CBS Int'l), excluding Austria, Germany, Netherlands & Switzerland (all Ariola); Japan (King); Canada, UK, USA; Clan—worldwide (Ariola). (SEE ADVERTISEMENT)
C L S Recs. SaS, Viale Sabotino 2, Milan. Tel: (02) 871.370. Pres.: Detto Mariano; Gen. Mgr.: Lina De Sutti; Sales Mgr.: Silvio De Sutti. (Distributed by Ricordi)
Labels: (Owned) CLS, Camaleo, Love; **(distributed—not licensed)** America, Kris, MB.
C & M Discografica di Cavalieri & C. Ed. Musicali SrL, Via Isonzo 206, Bari. Tel: (080) 224.610. Gen. Dir.; Lino Cavalieri; PR: Giuseppe Accettura. (Distributed by Panarecord)
Labels: (Distributed—not licensed) C&M, Flop, Fonocomer, Sinusoid.
Int'l rep.: North & South America (Panarecord).
C D D, see CGD.
C R A M P S, see PolyGram.
Cabaret, see Ricordi.
Cadis, see Phonotype.
California, see Ricordi.
Calycanthus, see CGD.
Camaleo, see CLS.
Canadian American, see Produttori Associati.
Canaria, see Fonit-Cetra.
Canopo (Gruppo Ed.), Via A Riboty 22, 00195 Rome. Tel: (06) 315.615.
Labels: (Owned) Canopo, Deneb, Flirt, Flower, Folkmusic, Octopus; **(represented)** MP 2000 (France).
Capitol, see EMI.
Cardinale, see Ricordi.
Carosello CEMED SrL (IFPI), Galleria del Corso 4, 20122 Milan. Tel: (02) 793.008. Cable: CURCIMUSIC. Telex: 332683. Pres.: Giuseppe Gramitto Ricci; Gen. Mgr.: Lucio Salvini. (Distributed by Ricordi).
Labels: (Owned) Ariete, Carosello, Costanza, Curci, Frog, Mustang; **(licensed)** All Platinum, Buddah, Cadet, Checker, Chess, De-Lite, Jubilee, Pacific Arts, Pyramid, Rollin' Rock, Roulette, Stang, Sugar Hill, Sutra, Turbo, Vibration (all USA); Big Bear (UK), Rockhouse (Netherlands).
Int'l reps.: Austria, Germany, Switzerland (all Melronome); Belgium (Ariola).
Caru Dischi, Piazza Garibaldi 6B, 21013 Gallarate.
Label: (Represented) Sierra/Briar (USA).
Casablanca, see PolyGram.
Centotre, see 103.
Cetra, see Fonit-Cetra.
Charter Line, see WEA.
Chic, see WEA
Ciao Recs. SrL (IFPI), Corso Buenos Aires 45, Milan. Tel: (02) 287.0081. Cable: CIADRECORDS. Mng. Dir.: Giorgio Pertici; Int'l & Pub. Mgr.: Flora Brocchetti. (Distributed by Ricordi).
Branch: 00195 Rome, Viale Mazzini 4. Tel: (06) 382.668, 383.532.
Int'l reps.: Argentina (Colour Television Discographic), Austria (Amadeo), Switzerland (Amadeo).
Cicala, see Durium.
Cicogna, see Fonit-Cetra.
Cielo-Video (Ed. Musicali), Galleria del Corso 2, 20122 Milan. Tel: (02) 705.231. Pres.: Virgilio Panzuti; Gen. Mgr.: Dante Panzuti; Sales Mgrs.: Dante & Virgilio Panzuti.
Labels: (Owned) Play, VIP, Video; **(distributed—not licensed)** Epervier (France), Selected Sound (Germany), Tele-Music (France).
Int'l reps.: France (A. Lutereau & Sforzando), Germany (Selected Sound).
Cime-Mezar, see Fonit-Cetra.
La Ciminiera, see CGD.
Cinevox Recs. SpA (IFPI), Via Romeo Romei 15, Rome. Tel: (06) 311.280. 311.870. Telex: 616241. Pres.: Carlo Bixio; Sales Mgr.: Benini Renzo. (Distributed by Ricordi)
Labels: (Owned) Cinevox, Rang, Zip
Clan, see CGD.
Classic For Pleasure, see EMI.
Classics, see CGD.
Clover, see Atlas.
College, see Ri-Fi.
Columbia, see EMI.
Come Il Vento SrL (Ed. Musicali & Discografiche), Via Montenapoleone 29, 20121 Milan. Tel: (02) 700.725/574, 791.665. Gen. Mgr.: Michele del Vecchio. (Also see CGD).
Concertazione, see Panarecord.
Coronado Prod'n, see CGD.
Corsair, see Sciascia.
Costanza, see Carosello.
Cristoforo Colombo, see CGD.
Cultura Popolare, see Ariston.
Curci, see Carosello.
D D F, see Due PI di Gianfranco Coda.
D G, see PolyGram.
D K F, see Due PI di Gianfranco Coda.
Dany, see Pinciana.
Das Alte Werk, see Decca.
Decca-Cime, see Decca.
Decca Dischi Italia SpA (IFPI), Via Brisa 3, 20123 Milan. Tel. (02) 809.136. Cable: DECCITAL. Mng. Dir.: Romano Bacchini; A&R Mgr.: Paolo Tosi; Sales Mgr.: Luigi Negro.
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Labels: (Owned) Ace of Clubs, Ace of Diamonds, Argo, Das Alte Werk, Decca, Decca-Cime, Deram, Eclipse, Griphon, London, L'Diseau Lyre, Storyville, Strand, Telefunken, Threshold.
Della Quercia (Dischi), Via Caminadella 9, 20100 Milan. Tel: (02) 89.37.02. Gen. Mgr.: Giorgio Gaslini.
Delta SrL, Corso Buenos Aires 10, Milan. Tel: (02) 271.5972, 273.163. Telex: 333414. Gen. Mgr.: Alessandro Coppola; Sales Mgr.: Claudio Meroni.
Label: (Owned) Delta.
Deneb, see Canopo.
Deram, see Decca.
Derby, see CGD.
Devil, see Saar.
Diapasounds, see Ecofina.
The Dig It Int'l Recs. SrL (IFPI), Corso Vittorio Emanuele 22, Milan. Tel: (02) 780.778. Gen. Mgr.: Pippo La Rosa. (Distributed by EMI)
Labels: (Represented) Key (USA), Trema (France), Yona (France).
Int'l reps.: France (Eurodisc, Trema), Germany (Teldec), UK (Creole), USA (Cigolo).
Dimar Dischi, Corso D'Augusto 49, 47037 Rimini. Tel: (0541) 5.42.98. Telex: 550398. Owner: Bruno Focchi.
Dire, see Panarecord.
Disco Piu SrL, Via Ascanio Sforza 41, Milan. Tel: (02) 839.1810/4385. Telex: 315413. Mng. Dir.: Maria Cantadore; Gen. Mgr.: Gian Piero Simontacchi. (Distributed by CGD-Messaggerie Musicali).
Divergo, see PolyGram.
Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Telex: 380231. Pres. & Gen. Mgr.: Davide Matalon. (Distributed by CGD).
Labels: (Owned) Broadway, Ducale, EDM, Italdisc; **(licensed)** Arion (France), Bainbridge (USA). (SEE ADVERTISEMENT)
Ducretet Thomson, see EMI.
Due PI di Gianfranco Coda, Delle Vigne 1, Reano (Turin). Tel: (011) 932.711.
Labels: (Owned) DDF, DKF, Folklore, Nastroteca.
Int'l rep.: USA (Fiesta).
Duke, see IREC.
Durium SpA (IFPI), Via Manzoni 40/42, 20121 Milan. Tel: (02) 701.008. 701.705. Cable: DURIUM. Telex. 333564. Pres. & Gen. Mgr.: Krikor Mintangian; A&R Mgr.: Aurelio Ajroldi; Sales Mgr.: Amleto Silvestri; Int'l Dept. Mgr.; Elisabel Mintangian.
Labels: (Owned) Cicala, Durium, Sprint, Start; **(licensed)** Can't Stop Prod'ns (USA), Frank Farian Prod'n (Germany), Hansa (Germany), Jupiter (Germany), Magnet (UK), RKM (Belgium); **(distributed—not licensed)** Memory Music, Mister, Targa.
Int'l reps.: Argentina (Sicamericana), Bolivia (Lauro), Brazil (Fermata), Canada (Global), Ecuador (Ecuatoriana de Sonido), France (SPI), Germany (Deutsche Oversea, Hansa), Greece (Music Box), Jamaica (Federal), Japan (Cosdel), Kuwait (Kanawati), Lebanon (Societe Libanaise du Disque), Mexico (Musart), Netherlands (Phonogram), South Africa (Teal), Switzerland (Phonag), Syria (Kanawati), Turkey (Turkuola Yilmaz Asocal), Uruguay (Sondor).
Dynamic, see Panarecord.
E D M, see Ducale.
E M G Discografica, Via S. Sebastiano 16, 80134 Naples. Tel: (081) 452.597 Pres.: Pasquale Liguori.
E M I Italiana SpA, Via Bergamo 315, 21042 Caronno Pertusella (Varese) Tel: (02) 965.0701. Cable: EMITAL SARDNND. Telex: 312679. Mng. Dir. Alexis Rotelli; A&R Mgr.: Gianpiero Scussel; Comm'l Mgr.; Roberto Magrini; Mktg. Mgr.: Franco Cabrini; Financial Controller. Alberto Vignati.
Labels: (Owned) Angel, Apple, Capitol, Classic For Pleasure, Columbia, Ducretet Thomson, EMI, EMI America, EMI Discoteca Classica, EMI Int'l, EMI Studio, Electrola, Emidisc, Harvest, His Master's Voice, MPL, Music for Pleasure, Ddeon, Parlophone, Pathe, Purple, Regal, Regal Zonophone, Seraphim, Sidewalk, Stateside, Die Stimme Seines Herrn, T Rex, La Voce del Padrone; **(distributed)** CBD, Dig-It, PDU; **(licensed)** Liberty/UA (UK, USA), Melodia (USSR), Motown (USA), Prodigal (USA), RAK (UK), Rolling Stones (UK), Sunburst (UK).
E S P, see IREC.
Eclipse, see Decca.
Ecofina SrL (IFPI), Via Leopardi 8, 20123 Milan. Tel: (02) 86.90.121, 806.125. Chief Exec.: Mourad Sabet; Factory Technical Mgr.: Roberto Roccabella.
Factory: Milan, Via Monviso 21. Tel: (02) 314.766.
Labels: (Owned) Diapasounds, Ecofina. (SEE ADVERTISEMENT)
Edibi, see Sviluppo Discografico del Mezzogiorno.
Edig/Galletti, see RCA.
Electrola, see EMI.
Elektra, see WEA.
Eleven Music Co. SrL (IFPI), Via Rossini 8, 20090 Cesano Boscone. Tel: (02) 349.8107. Cable: PAGANMUSIC. Pres. & Gen. Mgr.: Aldo Pagani.
Labels: (Owned) Eleven, Elevengreen, Ivoire, On the Rocks.
Elevengreen, see Eleven.
Emanuela Disc, see RCA.
Emidisc, see EMI.
Energy, see CGD.
Epic, see CBS.
Euro Int'l, see Ricordi.
Expanded Music, Via Sant' Isaia 49, 40123 Bologna. Tel. (051) 269.461. Chief Exec.: Carla Nannucci; Gen. Mgr.: Giovanni Natale; Sales Mgr.: Ico Venturoli.
Labels: (Owned) Italian (licensed to Ricordi), Tixe; **(licensed)** Fetish, Industrial, Postcard (all UK); **(distributed—not licensed)** Bomp (USA).
F M A SrL (Ed. Musicali & Discografiche), Galleria del Corso 2, 20122 Milan. Tel: (02) 796.823, 796.266. Mng. Dir.: Federico Monti Arduini.
F I Team, see Panarecord.
Fans, see Phonotype.
Fiammetta's, see Stereomaster.
Fiumara Ed. Musicali & Discografiche SrL, Via Adda 28, 20041 Agrate Brianza (Milan). Tel: (02) 650.983. Gen. Mgr.: Franco Reitano; Sales Mgr.: Gege Reitano. (Distributed by Durium)
Label: (Owned) Mister. (SEE ADVERTISEMENT)
Flirt, see Canopo.
Flower, see Canopo.
Fly, see Village Voice.
Folklore, see Due PI di Gianfranco Coda.
Folkmusic, see Canopo.
Fonit-Cetra SpA (IFPI), Via G. Meda 45, 20141 Milan. Tel: (02) 843.2551. Cable: FONITCETRA. Telex: 314653. Pres.: Leone Piccioni; Mng. Dir.: Carlo Fontana; Gen. Mgr.: Silvano Giuntini; Int'l Mgr.: Luigi Arduino.
Branch: 00153 Rome, Via Pietro Roselli 4 Tel. (06) 580.6159.
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Fontana, see PolyGram.
Forever, see Panarecord
For Sale, see Baby
Frog, see Carosello
Full Time Prod'n, see CGO.
G & G, see Ricordi.
Gemini, see Belmusic.
General Music, Viale Liegi 41, 00198 Rome. Tel. (06) 850.358, 865.307 Gen. Mgr. Enrico de Melis.
Label: (Owned) General Music
Int'l rep.: France (WEA Filipacchi)
Gilas, see Ri-Fi
Golden Rec., Via San Paolo 15, 20121 Milan. Tel. (02) 874.460. Owner & Prod'r: Pericle Boschetti
Green Light, see Saar
Griphon, see Decca
Grog, see Studio G
Harmony, see Saar
Harvest, see EMI
Hello, see RCA.
His Master's Voice, see EMI
Hit Hit Hurra, see Ricordi
Horo, see Village Voice
I A F, see Ri-Fi
I R D (International Rec. Dist'n) Srl., Via San G B. de la Salle 4, 20132 Milan. Tel. (02) 259.1700/2064. Telex 315493. Pres. Giovanni Bonandrini, Sales Mgr. Franco Ratti.
Labels: (Distributed—not licensed) AECO (USA), About Time (USA), Adelphi (USA), Advent (USA), Affinity (UK), Airway (USA), Ak-Ba (USA), Alligator (USA), Amadeo (Austria), Amazing (USA), Amigo (Sweden), Andrew's (USA), Anima (USA), Appaloosa, Arhoolie (USA), Bee Hive (USA), Big Daddy (USA), Biograph (USA), Birth (Germany), Biscuit City (USA), Black & Blue (France), Black Saint, Blind Pig (USA), Blue Beat (Germany), Blue Goose (USA), Blue Marge (France), Blues Classic (USA), Bvhaast (Netherlands), Calig (Germany), Candide (USA), Charlie (UK), Chiaroscuro (USA), Choice (USA), Circle (Germany), Classic Jazz Masters (Sweden), Contemporary (USA), Corvo (USA), County (USA), Creative World (USA), ORG (USA), Dawn Club (Germany), Delmark (USA), Discovery (USA), Dragon (Sweden), ENJA (Germany), FMP (Germany), Fate (USA), First American (USA), Fluid (France), Flying Fish (USA), Flying High (USA), Flyright (UK), Folk Lyric (USA), Fountain Retrieval (UK), Four Leaf Clover (USA), Fox American Retrospective (USA), Gatemouth (USA), Good Time Jazz (USA), Gramavision (USA), Gryphon (USA), Hat Hut (Switzerland), Hep (UK), Herwin (USA), Honeydew (USA), IAI (USA), ICP (Netherlands), IPS (USA), Ictus, Incus (UK), India Navigation (USA), Inner City (USA), Interplay (USA), Jazz (USA), Jazz Bird (USA), Jazz Craft (Oenmark), Jazz Society (Sweden), Kaleidoscope (USA), Kharma (USA), Labor (USA), Lovely (USA), Lyrichord (USA), MMO (USA), Mamlish (USA), Metalanguage (USA), Monitor (USA), Mosaic (UK), Mountain Railroad (USA), Mulligan (Ireland), Muse (USA), Musica (France), Musicraft (USA), Mustevic (USA), Nessa (USA), Nighthawk (USA), Nimbus (USA), Nine Winds (USA), Ogun (UK), Onari (Canada), Owl (France), PM (USA), Philly Jazz (USA), Philo (USA), Phoenix (USA), M D. Polimeni (USA), Proprius (Sweden), Pumpkin (USA), Quark (USA), Queen Disc, RCA (Black & White, Blue Bird, Master—France), Rainlight (USA), Rarities (UK), Rebel (USA), Red, Red Bud (USA), Red Lightnin' (UK), Rhino (USA), Ridge Runner (USA), Ring (Germany), Rounder (USA), Sackville (Canada), Seabreeze (USA), Shanachie (USA), Sierra Briar (USA), Sky (Germany), Soul Note, Spivey (USA), Spotlite (UK), Stash (USA), SteepleChase (Denmark), Strata East (USA), Sugar Hill (USA), Sun (France), Takoma (USA), Tapioca (France), Tax (Sweden), Theresa (USA), Three Blind Mice (Japan), Timeless (Netherlands), Tomato (USA), Trend (USA), Turnabout (USA), Unitedis (France), VGM (USA), VJM (UK), Vinyl (Germany), Vox (USA), Wagon Tracks (USA), Waterhouse (USA), Waterland (Netherlands), Wave (UK), Wheeler (USA), Windham Hill (USA), World Jazz (UK), Xanadu (USA), Yazoo (USA) (SEE ADVERTISEMENT)

I R E C (International Rec. Export Co.) Srl., Via San G.B. de la Salle 4, 20132 Milan. Tel. (02) 259.2326. Telex 315493. Pres. Giovanni Bonandrini.
Labels: (Owned) Appaloosa, Black Saint, Soul Note, **(distributed—not licensed)** Dischi Della Quercia, Duke, ESP, Ictus, Modern Jazz, Queen Disc, Red.
Int'l reps.: Australia (Larrikin), Austria (Bellaphon), Canada (Almada), Oenmark (SteepleChase), Finland (Audiovis), France (Musica), Germany (Bellaphon), Japan (Super Stop), Netherlands (Nuis-Bedrijven), Sweden (Amigo), Switzerland (Plainisphare), UK (Projection), USA (Rounder) (SEE ADVERTISEMENT)

I T, see RCA
Ictus Recs. Snc, PO Box 6, Succ. 11, Bologna. Tel: (051) 583.550. Gen. Mgr. Carla Lugli; Prod'r & Music Dir.: Andrea Centazzo. (Distributed by IRO)
Int'l reps.: Germany (Moers), Japan (Disk Union), UK (Cadillac), USA (Rick Ballard).
International, see Fonit-Cetra
Intingo, see Ricordi.
Ippopotamo, see PolyGram
Isola, see CGO.
Italdisc, see Oucale.
Italian, see Expanded & Ricordi.
It-Why Recs. & Tapes, Via Montenapoleone 29, Milan. Tel. (02) 700-574. Mng. Dir.: Paolo Cattaneo; Gen. Mgr. Michele Galasso.
Ivoire, see Eleven.
Jazz Story, see Ariston
Joker, see Saar
Jump Recs., Galleria del Corso 2, 20122 Milan. Tel. (02) 705.231. Gen. & Sales Mgrs.: Virgilio & Oante Panzuti
Labels: (Owned) Jump, Music Scene; **(represented)** Intersound (Germany), Selection/Multisound (Belgium)
Int'l reps.: Australia (Penjane), Austria (Vineta/Liveton/Bavariaton/Tip Top), Belgium (Multisound), Canada (Morning), France (Presence/Warner/ Atoll), Germany (Vineta/Liveton/Bavariaton/Tip Top), Japan (Illust), Netherlands (Multisound), New Zealand (Penjane), Scandinavia (Camp), South Africa (Gallo), Switzerland (Vineta/Liveton/Bavariaton/Tip Top), USA (TRF).
Junghans, see Phonotype.
K-tel Int'l Italy Srl., Piazza Mirabello 1, 20121 Milan. Tel. (02) 657.2791. Telex: 314239. Pres. Raymond Kives; Gen. & Sales Mgr. Liliana Azzolini (Distributed by RCA)
Home office: USA
Kappa-Q, see Phonotype
Koka, see WEA
L B I, see CGO
L E I T A M, see CGO
L M Recs., Viale Baracca 58, 48100 Ravenna
Laboratorio, see Produttori Associati
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Odeon, see EMI.
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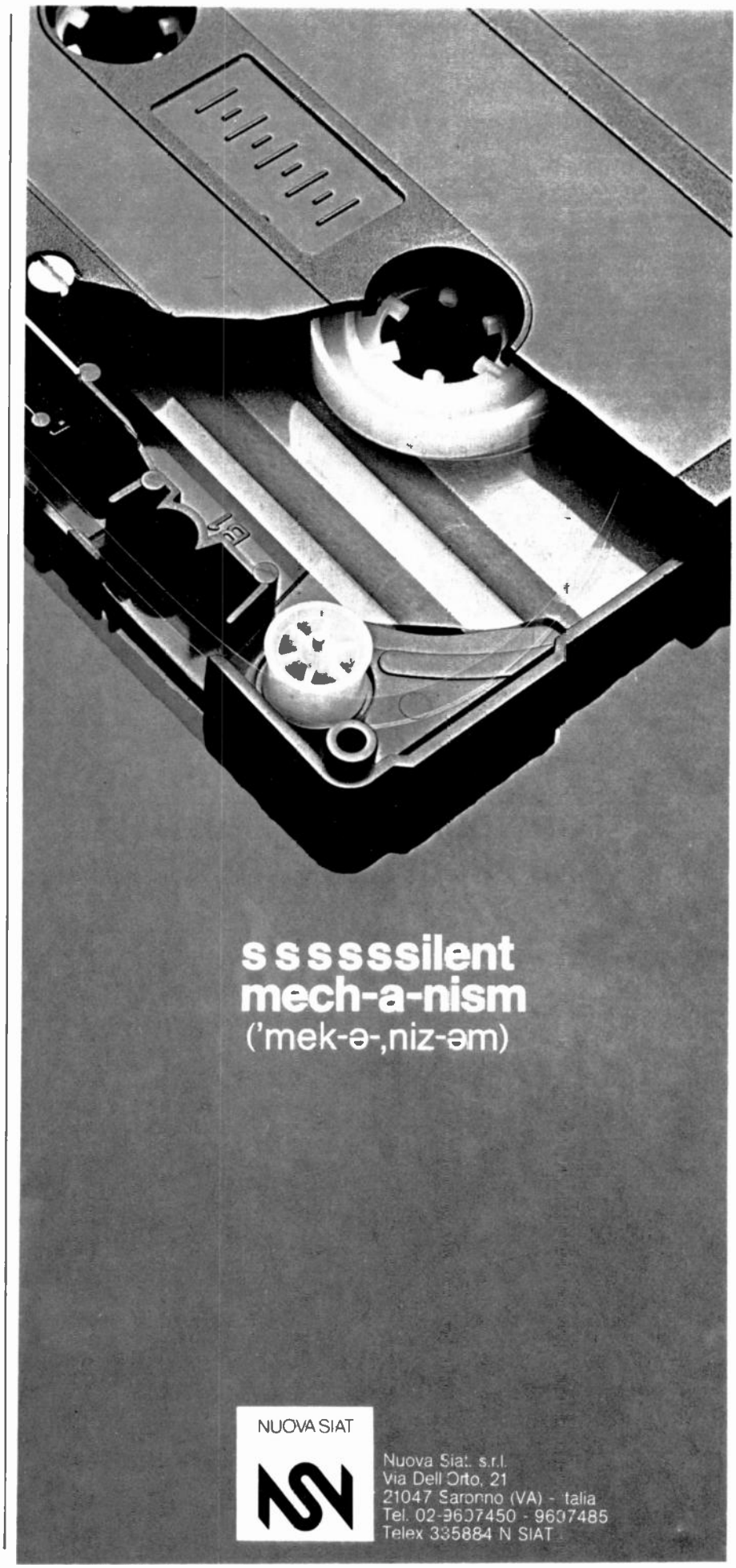

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Rockland, see CGD.
S.D.M., see Sviluppo Discografico del Mezzogiorno.
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Sidet Ed. SrL, Piazzetta Pattari 2, 20122 Milan. Tel: (02) 804.818, 861.165. Cable: MILLENOTE. Pres.: Emanuele Daniele; Gen. Mgr.: Franca Daniele; PR: Luciana Medini.
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Int'l rep.: Worldwide (RCA).
Sidewalk, see EMI.
Signal, see Saar.
Franco Simone, see WEA.
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6-Phase Superstereo, see Sciascia.
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Societa Italiana Fonografica, see SIF.
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Sorpasso, see CGD.
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Starmaker, see Stereomaster.
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Stateside, see EMI.
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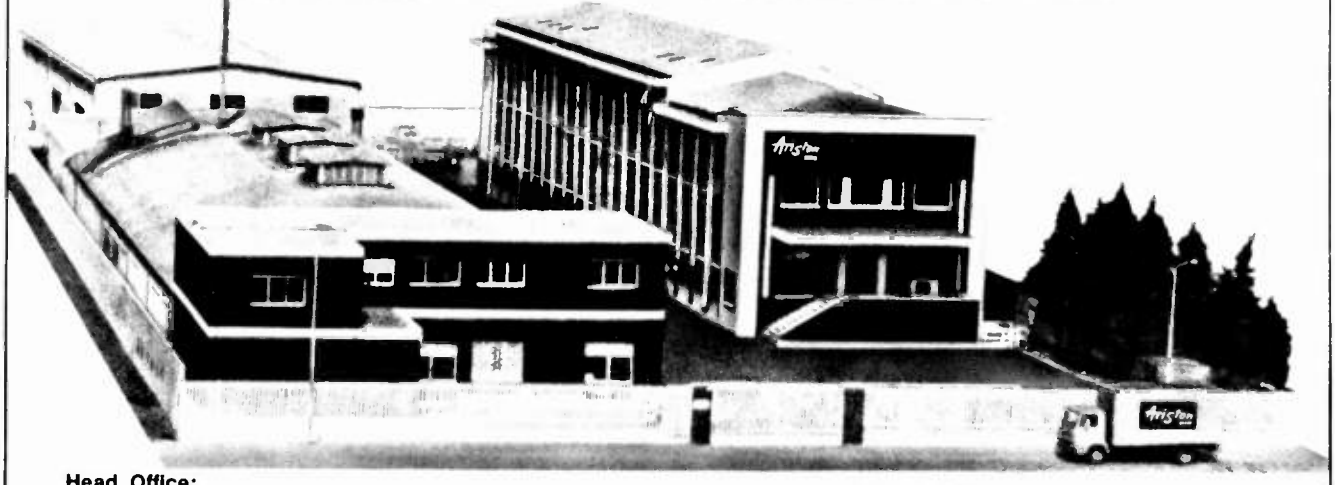

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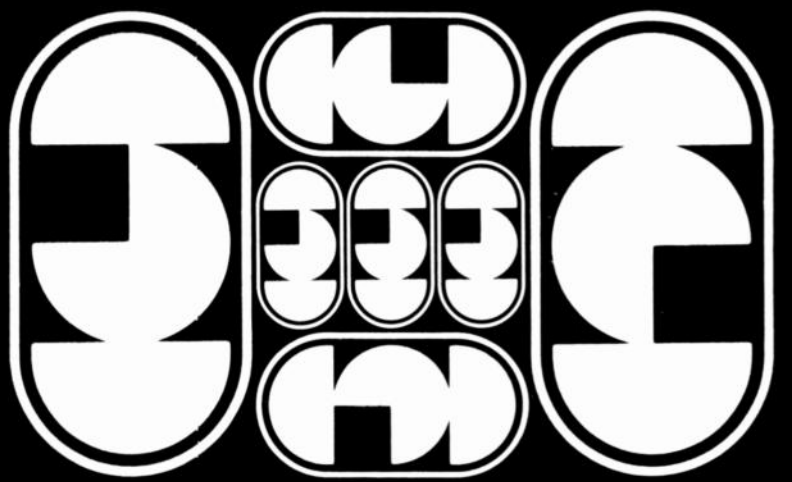

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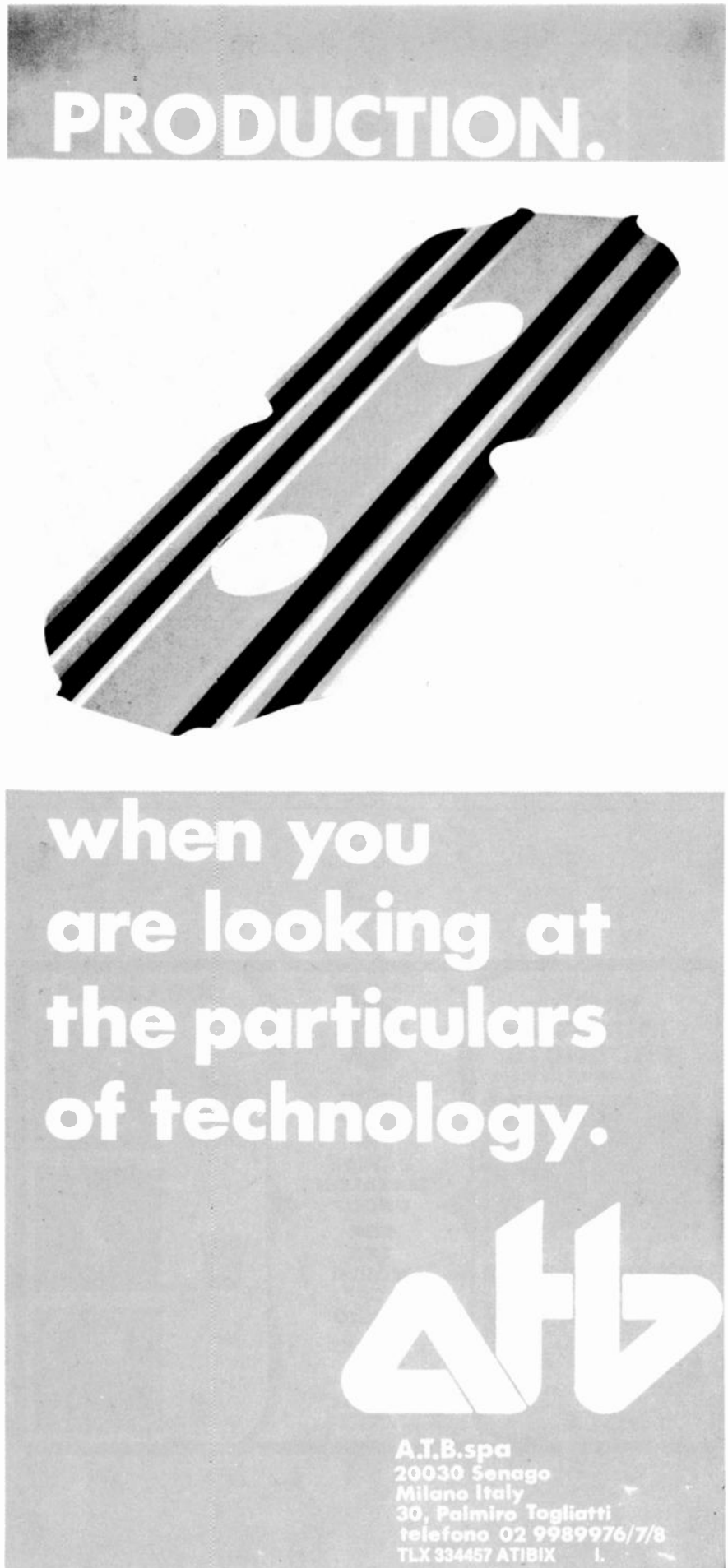

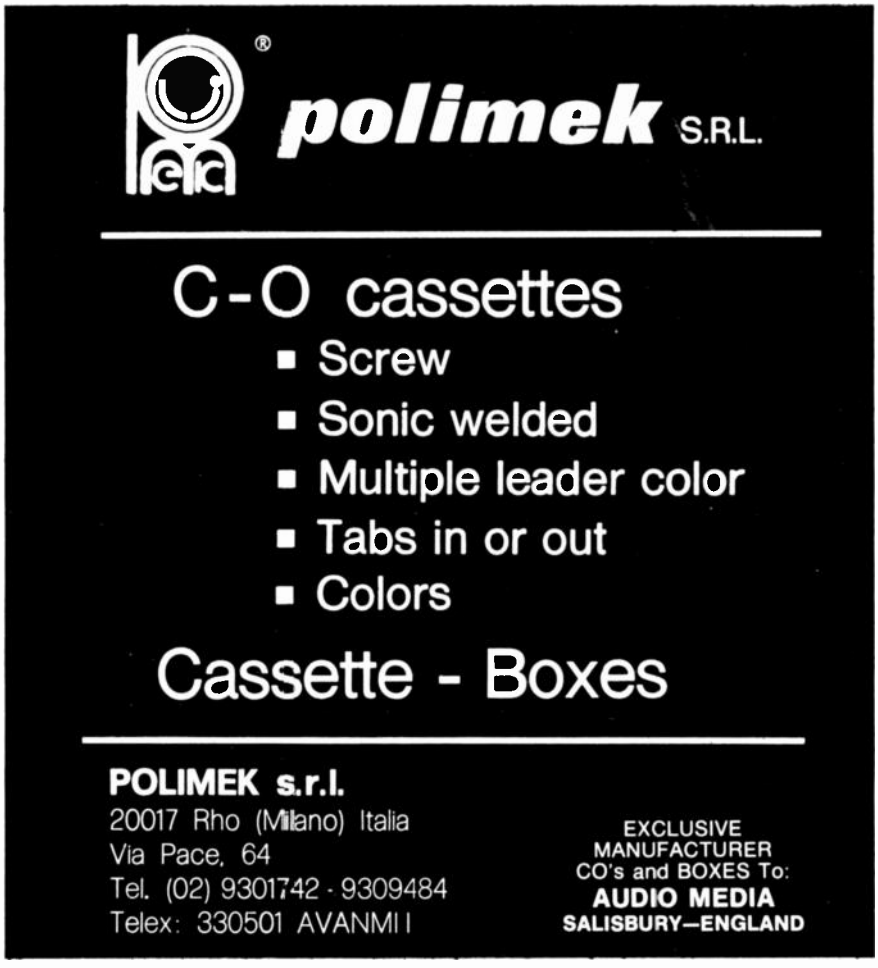

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Targa Italiana Ed Musicali, Viale Pasubio 6/8, 20154 Milan Tel (02) 650 410/356 Chief Exec Mario Rapallo

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Universale Srl (SIAE), see Numero Uno

23 Italie Srl (Ed) (SIAE), Via Albani 7, 20149 Milan Tel (02) 49 86 449 Mng Dir Liliana Azzolini
Int'l rep.: UK (Mansen)

La Voce del Padrone (SIAE), Galleria del Corso 2, 20122 Milan Tel (02) 704 401/603 Cable ARPEGGID Telex 315123 Mng Dir Alexis Rotelli, Gen Mgr Roberto Citterio
Int'l rep.: Worldwide (EMI group)

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A I D E M (Associazione Italiana Degli Ed di Musica), Piazza del Liberty 2, 20121 Milan Tel (02) 796 473 (Italian Music Publ'rs Ass'n)

U N E M I (Unione Editori de Musica Italiani), Via Berchet 2, Milan Tel (02) 88 81. Cable IDROCIR Telex 31177 Pres Eugenio Clausetti (Union of Italian Music Publ'rs)

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Saar Srl, Viale di Porta Vercellina 14, 20123 Milan Tel (02) 469 6251 Pres Walter Gurtler; Sales Mgr Sergio Balloni

DESIGN & ARTWORK

Mario Convertino, Via Giovannino dei Grassi 3, 20123 Milan Tel (02) 808 716

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Luciano Tallarini, Via Giannone 2, 20154 Milan Tel: (02) 316 427 Chief Exec. Luciano Tallarini

LICENSING ORGANIZATION, MUSIC

S I A E (Societa Italiana degli Autori ed Editori), Viale della Letteratura 30, 00100 Rome Tel: (06) 59 90 Cable AUTORI Pres Luigi Conte, Gen Mgr Lucio Capograssi (General Performing & Mechanical Rights Society)

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Ducale Ind Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770.784/189 Cable DUCALEMUSIC BREBBIA (VARESE). Telex: 380231 Pres. & Gen Mgr Davide Matalon (SEE ADVERTISEMENT)

Durium SpA, Via Manzoni 40/42, 20121 Milan. Tel (02) 701.703, 701 705, 701 008 Telex 333564 Pres. & Mng Dir. Krikor Mintangian, Sales Mgr Amleto Silvestri, Int'l Dept. Mgr Elisabel Mintangian (Pressing only)

E M I Italiana SpA, Via Bergamo 315, 21042 Caronno Pertusella (Varese). Tel (02) 965 0701. Cable EMITAL SARDNND Telex 312679. Mng Dir Alexis Rotelli, Comm'l Mgr.: Roberto Magrini, Mktg. Mgr Franco Cabrini, Factory Mgr Claudio Cattaneo

International Compact Cassette Snc, Via Larga, 25024 Porzano di Leno, Brescia Tel: (030) 906 484/7196 Telex 301247 Owner Pier Antonio Cavagnoli (SEE ADVERTISEMENT)

M I P (Music Ind Prod'ns) Srl, Via San Luca 10, Milan Tel (02) 837 0908 Mng Dir Marlene Matalon, Gen Mgr.: David Matalon, Int'l Mgrs. Daniela & Manuela Matalon

Phonoster SpA, Via G. Rossini 2, 20067 Tribiano (Milan). Tel (02) 906 0711 Cable PHONDSTER MILAN. Telex 310239; Ind'l Mgr. Giuliano Bearzi

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Home office: USA.

Saar Srl, Via Gramsci 4, 20016 Pero (Milan) Tel 353 0573/0564. Pres Walter Gurtler

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Movimento Musica Srl, Via S Maurilio 13, 20123 Milan Tel (02) 872 341, 864 423. Telex 313017 Mng. Dir Salvatore Caruselli.

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Audio: 8-tr., cassette, open reel.
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Europa Studio Tape, Via Ponte Nuovo 2, Milan. Tel: (02) 256.7655.
Audio: Cassette.

Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex: 31371, 37607.
Audio: 8-tr., cassette.

Gramegna, Via Stiago 72, 20100 Milan. Tel: (02) 255 1241. Telex: 321497 API 2308. Pres.: Franco Gramegna **(PKG only)**

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Audio: 8-tr., cassette.

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Ponzone & Vico, Via Marconi 87, 17017 Millesimo (Savona). Tel: (019) 56256. Chief Exec.: Vico Umberto. **(PKG only)**

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Home office: USA
Audio: 8-tr., cassette.

Ricordi SpA (Dischi), Via Barletta 11, 20100 Milan. Tel: (02) 539 2392. Telex: 310177. Admin. Mgr.: Giuseppe Maurelli.
Audio: Cassette.

Saar SrL, Via Gramsci 4, 20016 Pero (Milan). Tel: 353 0573/0564. Pres.: Walter Gurtler.
Audio: Cassette.

Sitma SpA, Via Vignolese 85, 41057 Spilamberto (Modena). Tel: (059) 78 42 57. Telex: 510250. Pres.: Aris Ballestrazzi. **(PKG only)**

Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan). Tel: (0362) 508 701. Cable: START. Telex: 312080. Pres.: Mario Colombo; Gen. Mgr.: Dario De Benedetti; Sales Mgr.: Luigi Cane. **(PKG only—audio)**

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Genca (General Cassette) SaS, Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex: 31371, 37607.
Audio: Hubs & rollers.

G. S. Ghelfi, Via Alberti 8, 20149 Milan. Tel: (02) 38.14.18. Gen. Mgr.: Paolo Ghelfi.

International Compact Cassette SnC, Via Larga, 25024 Porzano di Leno, Brescia. Tel: (030) 906.484/7196. Telex: 301247. Owner: Pier Antonio Cavagnoli. (SEE ADVERTISEMENT)

Italyplast SnC, Via Pezzotta 6, Albino (Bergamo). Tel: (035) 752.141. Co-Pres.: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti; Mktg. Mgr.: Franco Galimberti; Gen. Affairs Mgr.: Attilio Balduzzi; Technical Mgr.: Giuseppe Mismetti.

Pielle Lampugnani, Via Mincio 2, 20139 Milan. Tel: (02) 539.1103. Gen. Mgr.: Raffaele Lampugnani. (Audio only)

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Audio: 8-tr., cassette.
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Ampex Italiana SpA, Via Riccardo Gigante 4, 00143 Rome. Tel: (06) 546.991. Cable: AMPEX. Telex: 610492. Mng. Dir.: Riccardo Crippa; Sales Mgr.: Dino Grossi.
Home office: USA
Audio: 8-tr. cartridge, cassette, reels.
Video: 2", 1" reels, ¾" cassette, ½" Beta & VHS cassette.
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Audio: 8-tr., cassette.

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Audio: 8-tr., cassette.

Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel: (02) 618-8064. Pres.: Corrado Bresolin.
Audio: 8-tr., cassette.

Comp-Ray, see Start.

Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 380231. Pres. & Gen. Mgr.: Davide Matalon. (SEE ADVERTISEMENT)

Europa Compact Cassette SnC, Via Martiri Della Liberta 53, 25035 Ospitaletto (Brescia). Tel: (030) 640.134. Telex: 300260. Mng. Dir.: Rinaldo Bianchi.
Audio: Cassette

F I L P (Fabbrica Isolanti Laminati Plastici) SpA, Piazza Giolitti 8, 20133 Milan. Tel: (02) 235.350, 230.982.

Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20154 Milan. Tel: (02) 367.693. Gen. Mgr.: Cesare Gaetani.

G T E (General Tape Equip.) SrL, Via Ragusa 8, 20125 Milan. Tel: (02) 689 8065. Telex: 333046. Gen. Mgr.: Ottaviano Clerici Bagozzi.
Audio: 8-tr., cassette.

Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex: 31371, 37607.
Audio: Cassette.
Brand name: King Sound

G. S. Ghelfi, Via Alberti 8, 20149 Milan. Tel: (02) 38.14.48. Gen. Mgr.: Paolo Ghelfi.
Audio: Cassette

International Compact Cassette SnC, Via Larga, 25024 Porzano di Leno, Brescia. Tel: (030) 906.484/7196. Telex: 301247. Owner: Pier Antonio Cavagnoli. (SEE ADVERTISEMENT)

Italyplast SnC, Via Pezzotta 6, Albino (Bergamo). Tel: (035) 752.141. Co-Pres.: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti; Mktg. Mgr.: Franco Galimberti; Gen. Affairs Mgr.: Attilio Balduzzi; Technical Mgr.: Giuseppe Mismetti.

King Sound, see Genca.

Pielle Lampugnani, Via Mincio 2, 20139 Milan. Tel: (02) 539.1103. Gen. Mgr.: Raffaele Lampugnani.
Audio: Cassette.

Lear Jet, see Start.

M D A SrL, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Telex: 380426. Chief Exec.: Roberto Macchi; Gen. Mgr.: Pinuccia Grassi; Sales Mgr.: Eugenia Maffizzoni.
Audio: 8-tr., cassette.

M I P (Music Ind. Prod'ns) SrL, Via San Luca 10, Milan. Tel: (02) 837.0908. Mng. Dir.: Marlene Matalon; Gen. Mgr.: David Matalon; Int'l Mgr.: Daniela & Manuela Matalon.
Audio: Cassettes.

Music Box, Via Adua, 25005 Passirano (Brescia). Tel: (030) 65.73.68. Gen. Mgr.: Franco Rossetti.

Nuova SIAT (Societa Italiana Articoli Tecnici) SrL, Via dell'Orto 21, 21047

Saronno (Varese). Tel: (02) 960-7485/7450. Cable: NSIAT Telex: 335884. Mng. Dir.: Edoardo Benetton.
Audio: 8-tr. cartridge, cassette & reels; boxes.
Brand name: SIAT. (SEE ADVERTISEMENT)
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Audio: Cassette. (SEE ADVERTISEMENT)
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Scotch, see 3M.
Shamrock, see Ampex.
Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan). Tel. (0362) 508.701. Cable: START. Telex: 312080. Pres.: Mario Colombo; Gen. Mgr.: Dario De Benedetti; Sales Mgr.: Luigi Cane.
Audio: 8-tr., cassette.
Brand names: Lear Jet, Comp-Ray, Techno-Ray.
Techno-Ray, see Start.
3 M Italia SpA, San Felice-Segrate (Milan). Tel: (02) 75.451. Mng. Dir.: T.S. Skoog; Sales & Mktg. Mgr.: G. Mariano.
Audio: Reels.
Brand name: Scotch.
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Vemas SrL, Via Lavoro Industria, Rudiano (Brescia). Tel: (030) 716.211. Telex: 30060.

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Mitras di Cappellini Alfredo & Giorgio, Via Caveezoli 8/A, 20100 Milan. Tel: (02) 289.9206. Gen. Mgr.: Alfredo Cappellini (Polybags only)
Ogem, Via Mecenate 30/26, 20100 Milan. Tel: (02) 506.1281. Gen. Mgr.: G. Guarnerio. (Polybags only)
Sitma SpA, Via Vignolesi 85, 41057 Spilamberto (Modena). Tel: (059) 78.42.57. Telex: 510250. Pres.: Aris Ballestrazzi. (Polybags only)

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Product: Magnetic film.
Musical Instruments, Via Como 19, 22065 Mariano Comense (Como). Tel: (031) 749.212.
Audio: Cassette boxes.
Polimek SrL, Via Pace 64, 20017 Rho (Milan). Tel: (02) 930.1742/9484. Telex: 330501. Chief Exec.: Rosario Mandina; Gen. Mgr.: Girolamo Magotti.
Audio: Cassette boxes. (SEE ADVERTISEMENT)
Triulzi, Via Vialba 56, 20026 Novate Milanese (Milan). Tel: (02) 354.1661/1785.
Audio: Plastic shelves for cassettes.

RECORD MANUFACTURING EQUIPMENT

B M B SpA, Via E. Roselli 12, 25100 Brescia. Tel: (030) 348.191. Telex: 300895. Gen. Mgr.: Domenico Bugatti.
B M Costruzioni Elettroniche, Via Donizzetti 50, 20052 Monza (Milan). Tel: (039) 21207, 21205. Gen. Mgr.: Ferruccio Bazzi.
Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel: (0332) 770.784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 380231. Pres. & Gen. Mgr.: Davide Matalon. (Importer) (SEE ADVERTISEMENT)
I D R A SpA, Via Triumplina 13, 25100 Brescia. Tel: (030) 30.36.61., 39.33.71. Telex: 300034. Pres.: Adamo Pasotti; Sales Mgr.: Giuseppe Pasotti.
Product: Record presses
Fontana Luigi & Cia. SaS, Via Brioschi 62, 20141 Milan. Tel: (02) 849.3231.
Product: Record presses.
Metalmeccanica Plast SpA, Via Fertoni 83, 22070 Bulgarograsso (Como). Tel: (031) 931.464. Cable: METALMEC Telex: 380169. Gen. Mgr.: Franco Giani; Sales Mgr.: Dr. Nicola Liso.
Product: Record injection molding machines.
Negri-Bossi SpA, PO Box 3784, 20100 Milan; Viale Europa 64, 20093 Cologno Monzese (Milan). Tel: (02) 254-7922/9751. Cable: NEGRIBOS. Telex: 312008.
Product: Injection molding machines.
Sandretto (Filli.) Via de Amicis 44, 10097 Regina Margherita (Turin). Tel: 790.270.
Terenzio, Via Soffredini 34, 20126 Milan. Tel: (02) 257-2239/2242.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert SpA, Viale de Gasperi, 20151 Milan. Tel: (02) 307.401. Telex: 37182. Chief Exec.: Benito Chiucchini; Sales Mgr.: Giorgio Dordoni, Mktg.: Giorgio Regorda.
Audio: Blank—cassette, open reel; raw—cassette.
Video: 1" open reel.
Ampex Italiana SpA, Via Riccardo Gigante 4, 00143 Rome. Tel: (06) 546.991. Cable: AMPEX. Telex: 610492. Mng. Dir.: Riccardo Crippa; Sales Mgr.: Dino Grossi.
Home office: USA.
Audio: Cassette, open reel
Video: Blank—2" quad, 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" Beta cassette.
Audiogramm SpA, Via Vallosa 38, 25050 Passirano (Brescia). Tel: (030) 657.360. Telex: 300850. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi; Sales Mgrs.: Italo Capoferri, Romano De Scalzi.
Audio: 8-tr., cassette, open reel
Video: ½" VHS cassette.
Avelca SpA, via Emanuella 16, 21047 Saronno (Varese). Tel: (02) 960.5413/3248. Telex: 335884. Mng. Dir. & Gen. Mgr.: Sergio Moretti.
Audio: 8-tr., cassette.
Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel: (02) 618-8064. Pres.: Corrado Bresolin. (Blank only)
Audio: 8-tr., cassette.
Diamante, see Start.
Duplimatic SrL, Via Pietro Della Valle 20, 20132 Milan. Tel: (02) 256.4770. Gen. Mgr.: Guido Mezzadra; Sales Mgr.: Enrico Mezzadra
Audio: Cassette, open reel.
Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Cesare Gaetani. (Blank only)
Audio: 8-tr., cassette, open reel.
G T E (General Tape Equip.) SrL, Via Ragusa 8, 20125 Milan. Tel: 689-8065. Telex: 333046. Gen. Mgr.: Ottaviano Clerici Bagozzi. (Blank only)
Audio: 8-tr., cassette.
Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel: (02) 904-8815. Telex: 31371, 37607. (Blank only)
Audio: 8-tr., cassette.
Italyplast SnC, Via Pezzotta 6, Albino (Bergamo). Tel: (035) 752.141. Co-Pres.: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti; Mktg. Mgr.: Franco Galimberti; Gen. Affairs Mgr.: Attilio Balduzzi, Technical Mgr.: Giuseppe Mismetti.
Audio: Cassette.
M D A Cassettes SrL, Via San Giuseppe 137, 21047 Saronno. Tel: (02) 962-0914. Chief Exec.: Roberto Macchi; Gen. Mgr.: Pinuccia Grassi; Sales Mgr.: Eugenia Maffizzoni.
Audio: 8-tr., cassette.
Magnex SpA, Via G.B. Grassi 97, 20157 Milan. Tel: (02) 355.5146, 357.0946. Cable: SELECHIMIT. Telex: 331269. Pres.: Dr. Luigi Lang; Gen. Mgr.: Dr. Roberto Sanzone; Plant Mgr.: Giorgio Seitun
Audio: Cassette. (SEE ADVERTISEMENT)
Musical Instruments, Via Como 19, 22065 Mariano Comense (Como). Tel: (031) 749.212.
Audio: Cassette.
Music Box, Via Adua, 25005 Passirano (Brescia). Tel: (030) 65.73.68. Gen. Mgr.: Franco Rossetti. (Blank only)
Audio: Cassette.
Nuova SIAT (Societa Italiana Articoli Tecnici) SrL, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960-7485/7450. Cable: NSIAT. Telex: 335884. Mng. Dir.: Edoardo Benetton. (Blank only)
Audio: 8-tr., cassette. (SEE ADVERTISEMENT)
Polimek SrL, Via Pace 64, 20017 Rho (Milan). Tel: (02) 930.1742/9484. Telex: 330501. Chief Exec.: Rosario Mandina; Gen. Mgr.: Girolamo Magotti. (Raw only)
Audio: Cassette. (SEE ADVERTISEMENT)
Racall, see Roje.
Roje Telecomunicazioni SpA, Via Sant'Anatalone 15, 20147 Milan. Tel: (02) 415.4141. Gen. Mgr.: Ezioe Tunesi.
Audio: Cassette, open reel.
Brand name: Racall
S E C I, see Magnex
Scotch, see 3M.
Sonorex Tape SpA, Via Bonfadina 14, 25046 Cazzago San Martino (Brescia). Tel: (030) 725.382. Telex: 300826. Admin. Dir.: Antonio Magri, Sales Execs.: I. Capoferri, R. Descalzi. (Raw only)
Audio: 8-tr., cassette, open reel.
Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan). Tel: (0362) 508.701. Cable: START. Telex: 312080. Pres.: Mario Colombo; Gen. Mgr.: Dario De Benedetti; Sales Mgr.: Luigi Cane. (Blank only).
Audio: Cassette.
Brand name: Diamante
3 M Italia SpA, San Felice-Segrate (Milan). Tel: (02) 75.451. Telex: 31275,

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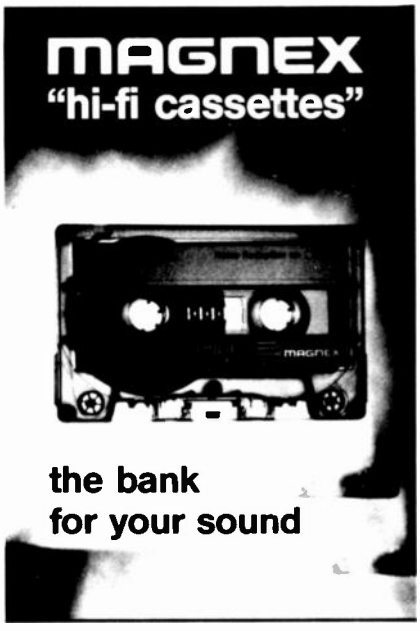
31159. Mng. Dir.: T. S. Skoog. Sales & Mktg. Mgr.: G. Mariano
Audio: 8 tr., cassette, open reel
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" cassette, ¼" EIAJ open reel, ¼" EIAJ cartridge
Brand name: Scotch.

TAPE DUPLICATING & PROCESSING EQUIPMENT

A E G Telefunken SIpA, Via Clerici 2/4, 20099 Sesto S. Giovanni (Milan). Tel. (02) 242 7812/8147/9190, 247 1176. Telex 312455. Dept. Mgr.: A. Bosco, Sales Mgr.: G. Angeletti
Audio: Duplicators, winders, C-O & blank cassette assemblers
Brand name: Telefunken
Ampex Italiana SpA, Via Riccardo Gigante 4, 00143 Rome. Tel.: (06) 546.991. Cable: AMPEX. Telex: 610492. Mng. Dir.: Riccardo Crippa, Sales Mgr.: Dino Grossi.
Home office: USA
Audio: Duplicators.
Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel.: (0332) 770 784/189. Cable: DUCALEMUSIC BREBBIA (VARESE). Telex: 380231. Pres. & Gen. Mgr.: Davide Matalon. (Audio only) (SEE ADVERTISEMENT)
Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20156 Milan. Tel.: (02) 367.693. Gen. Mgr.: Cesare Gaetani
Audio: Assembling & winding equip.
G T E (General Tape Equip.) Srl., Via Ragusa 8, 20125 Milan. Tel.: 689 8065. Telex: 333046. Gen. Mgr.: Ottaviano Clerici Bogazzio.
Audio: Automatic, semi-automatic & manual tape winders, high speed duplicators, automatic cassette assemblers & automatic cassette screwdriver, Ampex compatible slaves.
M D A Srl., Via San Giuseppe 137, 21047 Saronno. Tel.: (02) 962.0914. Chief Exec.: Roberto Macchi, Gen. Mgr.: Pinuccia Grassi, Sales Mgr.: Eugenia Maffizzoni. (Audio only)
Audio: Processing equip.
Magnex SpA, Via G.B. Grassi 97, 20157 Milan. Tel.: (02) 355 5146, 357 0946. Cable: SELECHIMIT. Telex: 331269. Pres.: Dr. Luigi Lang; Gen. Mgr.: Dr. Roberto Sanzone, Plant Mgr.: Giorgio Seitun
Audio: Coating & slitting equip. (SEE ADVERTISEMENT)
Roje Telecomunicazioni SpA, Via Sant' Anatalone 15, 20147 Milan. Tel.: (02) 415.4141. Cable: TELEROJE. Telex: 332202.
S E C I, see Magnex.
Sumat Srl., Via San Giuseppe 137, Saronno (Varese). Tel.: (02) 962 0915. Gen. Mgr.: Roberto Macchi. (Manufacturer/Importer)
Audio: Automatic cassette winders, tools.
T T L (Tape Technology Lab.) di Rizza Attilio, Via Pirandello 4/A, 20144 Milan. Tel.: (02) 469 5213, 498-4371. Pres.: Attilio Rizza
Audio: Cassette winders. (SEE ADVERTISEMENT)
Tapematic, Via Unione 13, 20050 Mezzago (Milan). Tel.: (039) 692.359. Telex: 340233. Dir.: Luciano Perego; Technical Mgr.: Giovanni Brignani
Audio: Tailoring machines w/loaders. (SEE ADVERTISEMENT)
Telefunken, see AEG-Telefunken.

TAPE PACKAGING & LABELING EQUIPMENT

G I M A (Gruppo Industriale Macchine Automatiche) Srl., Via Caduti di Amola 18, 40132 Bologna. Tel.: (051) 40.23.53. Telex: 211663
Product: Fully automatic C-O assembling system (SEE ADVERTISEMENT)
G T E (General Tape Equip.) Srl., Via Ragusa 8, 20125 Milan. Tel.: 689 8065. 376 4171. Telex: 333046



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MAGNEX

Product: Automatic cassette labeling & boxing machines.
I D R A SpA, Via Triumplina 13, 25100 Brescia. Tel.: (030) 30.36.61, 39.33 71. Telex: 300034. Pres.: Adamo Pasotti; Sales Mgr.: Giuseppe Pasotti
Audio: Cassette "shelving" machinery
M D A Srl., Via San Giuseppe 137, 21047 Saronno. Tel.: (02) 962-0914. Telex: 380426. Chief Exec.: Roberto Macchi, Gen. Mgr.: Pinuccia Grassi, Sales Mgr.: Eugenia Maffizzoni
S T M (System Transfer Matic), Via Lombardia, 20060 Vignate (Milan). Tel.: (02) 958-0227
Product: Cassette assembly & packaging equip. (SEE ADVERTISEMENT)
Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan). Tel.: (0362) 508.701. Cable: START. Telex: 312080. Pres.: Mario Colombo, Gen. Mgr.: Dario De Benedetti, Sales Mgr.: Luigi Cane
Sumat Srl., Via San Giuseppe 137, 21047 Saronno. Tel.: (02) 962-0915. Gen. Mgr.: Roberto Macchi (Manufacturer/Importer)
Product: Cassette & cartridge plastic shelves pressing machines, boxes pressing machines, cassettes-into-boxes automatic injectors.
Tapematic, Via Unione 13, 20050 Mezzago (Milan). Tel.: (039) 692.359. Telex: 340233. Dir.: Luciano Perego. Technical Mgr.: Giovanni Brignani (Audio only)
Product: Boxing & labeling machines. (SEE ADVERTISEMENT)
Techno Ray, see Start

• accessories

Agfa Gevaert SpA, Viale de Gasperi, 20151 Milan. Tel.: (02) 307 401. Telex: 37182. Chief Exec.: Benito Chiucchini, Sales Mgr.: Giorgio Dordoni, Mktg.: Giorgio Regorda
Product: Tape-head cleaners, demagnetizers, leader & splicing tape.
Ampex Italiana SpA, Via Riccardo Gigante 4, 00143 Rome. Tel.: (06) 546 991. Cable: AMPEX. Telex: 610492. Mng. Dir.: Riccardo Crippa, Sales Mgr.: Dino Grossi
Home office: USA
Product: Tape-head cleaners, demagnetizers, leader & splicing tape.
Audiogramm SpA, Via Vallosa 38, 25050 Passirano (Brescia). Tel.: (030) 657 360. Telex: 300850. Owner & Mng. Dir.: Edoardo Cattaneo; Gen. Mgr.: Francesco Nervi, Sales Mgrs.: Italo Capoferri, Romano De Scalzi
Product: Tape-head cleaners, leader tape.
Avelca SpA, Via Emanuella 16, 21047 Saronno (Varese). Tel.: (02) 960.5413/3248. Telex: 335884. Admin'r & Gen. Mgr.: Sergio Moretti.
Product: Record-record care prods.
Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel.: (02) 618-8064. Pres.: Corrado Bresolin
Product: Tape-carrying & storage cases, head cleaners, demagnetizers
Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese). Tel.: (0332) 770 784/189. Telex: 382031. Pres. & Gen. Mgr.: Davide Matalon.
Product: Tape-leader & splicing tape. (SEE ADVERTISEMENT)
Duplimatic Srl., Via Pietro Della Valle 20, 20132 Milan. Tel.: (02) 256.4770. Gen. Mgr.: Guido Mezzadra; Sales Mgr.: Enrico Mezzadra.
Product: Tape-leader & splicing tape
Ecofina Srl., Via Leopardi 8, 20123 Milan. Tel.: (02) 806 125, 869.0121. Chief Exec.: Mourad Sabet; Factory Technical Mgr.: Roberto Roccabella.
Product: Tape-carrying & storage cases, head cleaners, demagnetizers (all audio) (SEE ADVERTISEMENT)
International Compact Cassette SnC, Via Larga, 25024 Porzano di Leno, Brescia. Tel.: (030) 906 484/7196. Telex: 301247. Owner: Pier Antonio Cavagnoli
Product: Tape-head cleaners, demagnetizers, leader tape. (SEE ADVERTISEMENT)
Italyplast SnC, Via Pezzotta 6, Albino (Bergamo). Tel.: (035) 752.141. Co-Pres.: Franco Galimberti, Attilio Balduzzi, Giuseppe Mismetti, Mktg. Mgr.: Franco Galimberti, Gen. Affairs Mgr.: Attilio Balduzzi, Technical Mgr.: Giuseppe Mismetti.
Product: Tape-head cleaners, demagnetizers.
M D A Srl., Via San Giuseppe 137, 21047 Saronno. Tel.: (02) 962-0914. Telex: 380426. Chief Exec.: Roberto Macchi, Gen. Mgr.: Pinuccia Grassi, Sales Mgr.: Eugenia Maffizzoni.
Product: Tape-head cleaners, demagnetizers, cassette testers, cassette tools & moulds, tape certifiers
M I P (Music Ind. Prod'ns) Srl., Via San Luca 10, Milan. Tel.: (02) 837.0908. Mng. Dir.: Marlene Matalon, Gen. Mgr.: David Matalon, Int'l Mgrs.: Daniela & Manuela Matalon
Product: Record-carrying & storage cases, Tape-leader tape.
Magnex SpA, Via G.B. Grassi 97, 20157 Milan. Tel.: (02) 355-5146, 357.0946. Cable: SELECHIMIT. Telex: 331269. Pres.: Dr. Luigi Lang; Gen. Mgr.: Dr. Roberto Sanzone, Plant Mgr.: Giorgio Seitun.
Product: Tape-head cleaners, demagnetizers, leader tape. (SEE ADVERTISEMENT)
New Hobby In Style, Via Gabriele d'Annunzio 15, 20052 Monza. Tel.: (039) 74 51 02. Cable: NEWHOBBY. Chief Exec.: Rosella Sangalli; Gen. & Sales Mgr.: Stefano Nocera, Foreign Dept.: Giancarlo Zanini.
Product: Record-carrying & storage cases, record care prods., 45 RPM adaptors, replacement styli, Tape-carrying & storage cases, head cleaners, demagnetizers, splicing tape
Roje Telecomunicazioni SpA, Via Sant'Anatalone 15, 20147 Milan. Tel.: (02) 415.4141. Gen. Mgr.: Ezroe Tunesi
Product: Tape-leader tape.
Siemens SpA (Societa Italiana Telecomunicazione), Via A. Canova 19/A, Milan. Tel.: (02) 43.88. (Importer)
Product: Record-replacement styli (Stanton)
Sonorex Tape SpA, Via Bonfadina 14, Cazzago San Martino (Brescia). Tel.: (030) 725 382. Telex: 300826. Admin. Dir.: Antonio Magri; Sales Execs.: I. Capoferri, R. Descalzi
Product: Tape-head cleaners, demagnetizers, leader tape.
Stanton, see Siemens
Start Inc., Corso Garibaldi 120, 20030 Seveso (Milan). Tel.: (0362) 508.701. Cable: START. Telex: 312080. Pres.: Mario Colombo, Gen. Mgr.: Dario De Benedetti, Sales Mgr.: Luigi Cane
Product: Tape-head cleaners, demagnetizers
Sumat Srl., Via San Giuseppe 137, 21047 Saronno. Tel.: (02) 962 0915. Telex: 380426. Gen. Mgr.: Roberto Macchi
Product: Tape-head cleaners, demagnetizers
3 M Italia SpA, San Felice Segrate (Milan). Tel.: (02) 75 451. Telex: 31275, 31195. Mng. Dir.: T. Skoog. Sales & Mktg. Mgr.: G. Mariano
Product: Tape-carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.
Universal Plastics, Via G. Di Vittorio 2, Inzago (Milan). Tel.: (02) 95.40.79./47 55. Telex: 321615.
Product: Record-storage modules (45 & LP)
Videosuono di Maurizio Cahari, Via Sangallo 30, 20125 Milan. Tel.: (02) 717.051/351
Product: Record-carrying & storage cases, record care prods., 45 RPM adapters; Tape-carrying & storage cases (audio & video), head cleaners (audio), bulk erasers (audio), demagnetizers (audio), tape care prods. (audio).

• promotional merchandising aids

Soulfinder Int'l Rec. Imports di Carola Mirabelli, Via G.B. Vico 12, 20123 Milan. Tel.: (02) 431.319. Telex: 311250. Gen. & Sales Mgr.: Carola Mirabelli.
Product: Posters, patches, jackets, mirror albums (all I, R).

• store fixtures

Focchi Display, Via Circonvallazione Ovest 9, 47037 Rimini (Forli). Tel.: (0541) 74.00.55. Telex: 550686.
Product: Record display racks. (Ellepi System)
New Hobby In Style, Via Gabriele d'Annunzio 15, 20052 Monza. Tel.: (039) 74.51.02. Cable: NEWHOBBY. Chief Exec.: Rosella Sangalli; Gen. & Sales Mgr.: Stefano Nocera; Foreign Dept.: Giancarlo Zanini.
Product: Browser boxes, display racks.
Saar Srl., Viale di Porta Vercellina 14, 20123 Milan. Tel.: 469-6251. Pres.: Walter Gurtler, Sales Mgr.: Sergio Balloni.
Product: Browser boxes, display racks.

IVORY COAST, REPUBLIC OF

Population: 6,700,000.
Rate of exchange: $1 (US) = 225 CFA francs.
Per capita income: $850.
Holidays: January 1, Easter Monday, May 1, Ascension Day, August 15 (Assumption), November 1, December 7, 25 & traditional Muslim holidays (2 days variable).

• record & tape manufacturers / distributors / importers

Kibaru, see Societe Ivoirienne du Disque.
S I D, see Societe Ivoirienne du Disque.
Societe Ivoirienne du Disque (IFPI), 10 BP 503, Abidjan 10. Tel.: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro. (Manufacturer/Distributor/Importer)
Labels: (Owned) Kibaru, SID, Sound Explosion; **(licensed)** Amour (Canada), Gallo (South Africa), Mal's (USA), Namaco (Nigeria), Virgin (UK); AIT, Africa, Ba-Ba, Bana Beru, Do-7, King Kong, Lolwe, Moto Moto, Muziki du Zaire, Nyang Dmaki, Dwang Jaber, POK, Sungura (all Kenya); **(distributed-not licensed)** Rogers All Stars (Nigeria).
Sound Explosion, see Societe Ivoirienne du Disque.
W E A West Africa, BP 4335 Poste D'Abidjan, Plateau D'Abidjan. Tel.: 361 577/268. Mng. Dir.: Guy Gluck.
Home office: USA.

• services

DESIGN & ARTWORK

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel.: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro.

PRESSING PLANT

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel.: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro.

• supplies

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Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel.: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro.

• accessories

Societe Ivoirienne du Disque, 10 BP 503, Abidjan 10. Tel.: 36.10.25. Cable: SID. Telex: 3193. Pres. & Gen. Mgr.: Catherine Oro.
Product: Record-carrying cases.

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Per capita income: $1,496
Holidays: January 1, Ash Wednesday, Good Friday, Easter Monday, May 23 (Labor Day), August 4 (Independence Day), October 20 (National Heroes Day), December 25, 26 (Boxing Day)

• record & tape manufacturers / distributors / importers

Blank, see Record Specialists.
C G Recs. Ltd., 5 Hope St., Halfway Tree, Kingston 10. Tel: (809) 929-1128. Telex: 2252 Champion. Contact: Alvin Ranglin.
Label: (Licensed foreign) MCA—records (USA).
Carifta, see Record Specialists.
Champion, see Record Specialists
Crystal, see Federal
Dynamic, see Dynamic Sounds.
Dynamic Sounds Rec'g Co. Ltd. (IFPI), 15 Bell Rd., Kingston 11. Tel: 933-9138/9168. Cable: DYNASOUND. Telex: 2296. Pres.: Byron A. Lee; VP & Comptroller: Cecil Warren; Gen. Mgr.: Michel Khouri; Sales Mgr.: L. Gray.
Labels: (Owned) Dynamic, Jaguar, Lion, Melrose, Panther, Tiger, Tysott, Wede Bete, **(licensed)** Archiv (Germany), Ariola America (USA), Atlantic (USA), Bang (USA), CTI (USA), Casablanca (USA), Creole (UK), H&L (USA), Polar (Sweden), Polydor (Germany), Ranwood (USA), Salsoul (USAV, Springboard (USA), State (UK), TK (USA).
Int'l reps.: Africa (WEA), South Africa (EMI), UK (Creole, State).
Federal Rec. Mfg. Co. Ltd. (IFPI), 220 Marcus Garvey Dr., Kingston 11. Tel: 923-9978/7375. Telex: 2294. Cable: FEDERREC.
Labels: (Owned) Federal, LTD, Wildflower, **(licensed)** Buddah (USA), CBS (UK, USA), Columbia (UK, USA), Epic (USA), Hi (UK, USA), Marlin (USA), Philadelphia Int'l (USA), Portrait (USA), RCA (USA), T-Neck (USA), TSOP (USA); **(distributed—not licensed)** Crystal, Playback
Gorgon, see Sonic Sounds.
Jaguar, see Dynamic Sounds
L T D, see Federal.
Lion, see Dynamic Sounds.
Melrose, see Dynamic Sounds.
Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296.
Panther, see Dynamic Sounds
Playback, see Federal.
Record Specialists Ltd. (IFPI), 1-3 Torrington Rd., Kingston. Tel. (809) 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Exec. Dir.: George Benson, Dir. & Sec'y: Maryon Benson; Sales Mgr.: Delroy Morrison.
Labels: (Owned) Blank, Carifta, Champion, Saturn, Star, Venus; **(licensed foreign)** Disneyland-Vista (USA), MCA—tapes (USA), Majestic (USA), Motown (USA), Salsoul (USA), Universal (USA), Word (UK)
Saturn, see Record Specialists.
Snapper, see Sonic Sounds
Sonic Sounds Rec. Mfg. Co. Ltd., 14 Retirement Rd., Kingston 5. Tel: 926-2036/1204. Cable: VIBES. Mng. Dir.: Neville O. Lee.
Labels: (Owned) Gorgon, Snapper, Sonic, Thunderbolt, Tuna, Volcano; **(licensed foreign)** Ansta (USA), Capitol (USA), EMI (UK), United Artists (USA), WIRL (Barbados).
Star, see Record Specialists.
Thunderbolt, see Sonic Sounds
Tiger, see Dynamic Sounds.
Tuna, see Sonic Sounds.
Tysott, see Dynamic Sounds.
Venus, see Record Specialists.
Volcano, see Sonic Sounds.
Wede Bete, see Dynamic Sounds.
Wildflower, see Federal.

• music publishers

Par-Lay-Voo Music Ltd., see Woodwater.
Record Specialists Ltd., 1 Torrington Rd., Kingston, W1. Tel: 922-4865/6287. Cable: SOUNDTRACK. Telex: 2252. Exec. Dir.: George Benson; Dir. & Sec'y: Maryon Benson; Sales Mgr.: Delroy Morrison.
Int'l firm represented: Big Seven (USA).
Sheila Music Corp. Ltd. (BMI), 15 Bell Rd., Kingston 11. Tel: 933-9138/9130. Cable: DYNASOUND. Mng. Dir.: Sheila Lee.
Int'l firms represented: Cotillion, Devalbo, Douglas, Ice Nine/Fry King, Marsaint, Quackenbush, Sergeant Music/Saloon Songs, Story Songs, Viva, Warner Bros. group (all USA); State (UK).
Int'l reps.: South Africa (Plymouth), rest of world (State).
Woodwater Music Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-8817. Cable: FEOERREC. Telex: 2294.
Int'l firms represented: ATV (UK), Buckhorn (USA), Burlington (UK), Keymen (USA), Morning (Canada), Palace (UK).
Int'l reps.: Benelux (Universal Songs), Canada (Morning), Europe (April, Blackwood), South Africa (Impact), USA (Wetwater).

• services

DESIGN & ARTWORK
PLATING, PROCESSING & PRESSING PLANTS
PRINTERS & LITHOGRAPHERS
RECORD PROMOTION

Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-7375. Cable: FEDERREC. Telex: 2294.
Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296. Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri, Sales Mgr.: Junior Gray.

TAPE CUSTOM DUPLICATORS

X 9 Electronics & Rec'g Tapes Ltd., PO Box 306, 14 Northside Plaza, Kingston 6. Tel: 927-0939, 937-0212. Gen. Mgr.: Suelan Chung.
Home office: USA, Aries Int'l.
Audio: 8-tr., cassette, open reel.

• supplies

CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 933-9168. Pres.: Byron Lee, Sales Mgr.: Junior Gray.
Brand name: Dynasette.

JACKETS & SLEEVES
LABELS, DISK

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 933-9168. Pres.: Byron Lee, Sales Mgr.: Junior Gray.
Federal Rec. Mfg. Co. Ltd., 220 Marcus Garvey Dr., Kingston 11. Tel: 923-8817. Cable: FEDERREC. Telex: 2294.
Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296. Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray. (Sleeves only)

PROFESSIONAL TAPE SUPPLIES

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296. Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.
Audio: Cassette labels.

TAPE, BLANK LOADED

Multitapes Ltd., 15 Bell Rd., Kingston 11. Tel: (92) 39130. Telex: 2296. Pres.: Byron Lee; VP: Cecil Warren; Gen. Mgr.: Michael F. Khouri; Sales Mgr.: Junior Gray.
Audio: 2", 1", 8-tr., open reel.
X-9 Electronics & Rec'd Tape Co. Ltd., PO Box 306, 14 Northside Plaza, Kingston 6, Tel: 927-0939. Gen. Mgr.: Suelan Chung
Home office: USA, Aries Int'l.
Audio: 8-tr., cassette.

JAPAN

Population: 115,822,000
Rate of exchange: $1 (US) = 223 yen (floating).
Per capita income: $6,249.
Holidays: January 1, January 15 (Adult's Day), February 11 (Founding Day), Vernal Equinox Day, April 29 (Emperor's Birthday), May 3 (Constitution Oay), May 5 (Children's Day), September 15 (Respect for Aged Day), Autumnal Equinox Oay, October 10 (Athletics Day), November 3 (Culture Day), November 23 (Labor Thanksgiving Day). (If a holiday falls on a Sunday, it is celebrated on Monday).

RECORDS & TAPES:

Record production: Singles & LP's 1980—194,900,000 units, $888,430,000; 1979—198,800,000 units, $850,119,000.
Tape production: 1980—79,970,000 units, $547,100,000; 1979—61,300,000 units, $447,000,000.
Records imported: 1980—$23,650,000; 1979—$24,330,000.
Records exported: 1980—$6,700,000; 1979—$5,100,000.
Record club sales: 10% of total.
Discounting: Rare
Type of distribution: Manufacturer-to-retailer. "Contracted stores," record retailers who are directly connected with record manufacturers, constitute the core of the distribution system. This distribution system is supplemented by wholesalers who have their own distribution route made up of "non-contractors." Major mass merchandise discount chains and students' cooperative stores also handle records. Some retailers specialize in handling imported records.
Type of promotion: Radio and discotheques for international music and TV for domestic music are the most important means of promotion. There are several fan magazines which cover both the domestic and international music scenes extensively.

RADIO STATIONS:

No. of commercial: 48 AM, 4 FM; no. of government: 2 AM, 1 FM.

TELEVISION STATIONS:

No. of government channels: 2, commercial channels: 88 (all color).

• record & tape manufacturers / distributors / importers

A N Z Inc., 27-13 Higashiyama-cho, Itabashi-ku, Tokyo 174. Tel: (03) 972-1369. Cable: ANZKEEPS. Pres.: Terukazu Arita. (Importer)
Labels: (Owned) Alligator Jazz Club; **(represented)** Jazzology-GHB (USA)
A R G Corp., 306 Towa Roppongi Coop., 4-2-20 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 583-7781/7746. Gen. & Sales Mgr.: Hideaki Utsumi; Rep.: Masashi Kitamura; Bus. Dept.: Hiroshi Masuda. (Ditributor/Importer)
Label: (Licensed foreign) All Ears (USA).
Aardvark, see Canyon.
Abeno-Meikyoku-Do, 4-13-19 Abenosuji, Abeno-ku, Osaka 545. Tel: (06) 622-0373. (Distributor).
Agharta, see Canyon.
Alfa Recs Inc., 3-5-39 Shibaura, Minato-ku, Tokyo 108. Tel: (03) 455-1791. Cable: ALASSOCIA. Telex: 2424537. Pres.: Kunihiko Murai; VP A&R: Sho Kawazoe; Gen. Mgr.: Chuichi Kaneko; Sales Mgr.: Junichi Yanai; A&M Label Mgr.: Ken Kambai. (Distributed by Victor)
Labels: (Owned) Alfa; **(licensed foreign)** A&M (USA), Horizon (USA).
Int'l rep.: Europe, UK, USA (all A&M).
Alligator Jazz Club, see ANZ.
Apollon Music Ind'l Corp. (IFPI), 1-5 Wakaba, Shinjuku-ku, Tokyo 160. Tel: (03) 353-0191. Pres.: Misa Watanabe; Gen. Mgr.: Hideki Hayashi; Sales Mgr.: Ryujiro Uchida. (Tape only).
Archiv, see Polydor.
Artisco, see Canyon.
Asahi Music Servs. Inc., c/o Asahi Broadcasting Corp., 2-2-48 Ohyodo-Minami, Ohyodo-ku, Osaka 531. Tel: (06) 458-5321. Pres.: Kinkichi Kanbara; Gen. Mgr.: Kazuyuki Yagi; Sales Mgr.: Shuzo Asai.
Label: (Owned) Asahi Musipak.
Branch: Tokyo, 2-6-3 Shiba Park, Minato-ku. Zone: 105. Tel: (03) 436-5771. Cable: ASAHIHOSO TOKYO.
Asahi Musipak, see Asahi Music Servs.
Asylum, see Warner-Pioneer.
Athene Rec. Ind. Co. Ltd., 3-4-9 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 542-6651. Cable: ATHENCORO. Pres.: Hiroshi Hirano.
Atlantic, see Warner-Pioneer.
Atras, see Yupiteru Ind.
B O M Serv. Ltd., 6-5-18 Kawamo, Takarazuka, Hyogo 665. Tel: (0797) 87-0561. Pres.: Toshio Watanabe; VP: Saburo Watanabe.
Labels: (Owned) Red Clay; **(licensed)** American Heritage, Bay, County, Flying Fish, Grassound, Old Homestead, Outlet, Puritan, Rebel, Revonah, Ridge Runner, Rounder, Shiloh, Sonyatone, Sugar Hill (all USA); **(distributed—not licensed)** Biograph, CMH, Takoma, Vetco (all USA).
Black, see Teichiku.
Black Hawk & Co., 2-18-3 Dogenzaka, Shibuya-ku, Tokyo. Contact: Yoshinori Mizukami. (Distributor)
Label: (Represented) Biscuit City (USA).
Bluegrass Ents. Tokyo, Kasai Bldg., 6-15-1 Honkomagome, Bunkyo-ku, Tokyo 113. Tel: (03) 946-4663. (Distributor).
Blues Interactions Inc., 5-18-11-201 Daizawa, Setagaya-ku, Tokyo 155. Tel: (03) 412-1293. Cable: PEAVINE. Pres.: Yasufumi Higurashi; Gen. Mgr.: Akira Kochi.
Labels: (Owned) P-Vine Special; **(licensed foreign)** Giant (USA), Jewel (USA), Joliet (USA), Joromi (Nigeria), One-Derful (USA), Paula (USA), Ronn (USA), Rotel (USA), 3A (France); (distributed—not licensed) Superstar (Haiti).
Bourbon, see Tokuma.
C B S/Sony Inc. (IFPI), PO Box 17, Tokyo Int'l Airport, Tokyo 149; 1-4 Ichigaya-Tamachi, Shinjuku-ku, Tokyo 162. Tel: (03) 266-5803. Cable: CBSSONYRECORD. Telex: 24766. Pres.: Toshio Ozawa; Gen. Mgr.: Yoshiyuki Isomura; Sales Mgr.: Yoshikatsu Inoue.
Labels: (Owned) CBS/Sony, Little Gang, Openskye, People, Sound Development, Tee, UMI; **(licensed foreign)** ARC, Bang, Bearsville, Believe In A Dream, Blue Sky, Caribou, Columbia, Curb, Jet, Johnston, Kirshner, Lorimar, Monument, Nemperor, Odyssey, Pavillion, Philadelphia Int'l, Precision, Starflite, TK, T-Neck, Tabu, Tappan Zee, Uncle Jam, Unlimited Gold (all USA); Ricordi (Italy).
Int'l reps.: Worldwide (CBS), Hong Kong (CBS/Sony), Korea (Jigu), Malaysia (EMI), Philippines (Blackgold), Singapore (EMI), Taiwan (Hai Shan).
Camellia, see Polydor.
Canyon Int'l, see Canyon Recs.
Canyon Recs. Inc. (IFPI), 4-3-31 Kudan Kita, Chiyoda-ku, Tokyo 102. Tel: (03) 265-4161. Telex: 2324208. Pres.: Shigeaki Hazama; Mng. Dir.: Akira Iiichi; Sales Mgr.: Kunihiro Shimojo.
Int'l branch: USA.
Labels: (Owned) Aardvark, Agharta, Artisco, Canyon, Canyon Int'l, Cine-Disc, F, NAV, SOH, See Saw; **(licensed foreign)** Scotti Bros. (USA).
Casablanca, see Polystar.
Cine-Disc, see Canyon.
Climax, see Tokuma.
Columbia, see Nippon Columbia.
Cosdel (Japan) Ltd., Hibiya Park Bldg., Rm. 923, 1-8-1 Yuraku-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 271-5861. Cable: COSOEL. Pres.: Kenneth L. Cole. (Distributor).
Label: (Licensed) Durium (Italy).
Crown Rec. Co. Ltd., 2-10-8 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 582-4741. Pres.: Masanori Itoh; Gen. Mgr.: Noboru Saito; Sales Mgr.: Kazushige Tsuyuki.
D G, see Polydor.
Dan, see Tokuma.
Denon, see Nippon Columbia.
Disc Center Co. Ltd., CPO Box 874, Osaka 530-91. Tel: (06) 323-6350. Cable: DISCAREA. Telex: 64488. Pres.: Yasutoshi Gotoh; Gen. Mgr.: Kaoru Umeda. (Distributor/Importer/Exporter
Discomate Recs. Co. Ltd. (IFPI), Akasaka Makabe Bldg., 3-4-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-9111. Telex: 2425228. Pres.: Takayasu Yoshioka; Exec. VP: Toshiro Hoshino; Sales Mgr.: Ikuo Kogasaka. (Distributed by Victor)
Label: (Owned) Discomate; (licensed) Polar (Sweden). (SEE ADVERTISEMENT)
Disk Union Co. Ltd., 2-13-1 Iidabashi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7930. Cable: OISKUNION. Telex: 25425. Pres.: Teruichi Hirohata; Mng. Dir.: Kazuo Fukuda. (Distributor/Importer/Exporter).
Doughnut, see Toshiba-EMI.
East Wind, see Nippon Phonogram.
Elektra, see Warner-Pioneer.
Epic/Sony Inc., 8F Shin-Aoyama Bldg. Nishi, 1-1-1 Minami Aoyama, Minato-ku, Tokyo 107. Tel: (03) 475-2640. Cable: EPIC SONY. Telex: 2424132. Exec. Mng. Dir.: Shugo Matsuo; Gen. Mgr.: Hiroaki Ishikawa; Sales Mgr.: Junichi Watanabe; A&R Promo. Dir.: Terry Tsutsumi.
Labels: (Owned) Epic/Sony; **(licensed foreign)** CBS, Epic (USA), GTO (UK), Portrait (USA).
Express, see Toshiba-EMI.
F, see Canyon.
Flying Disc, see Victor.
Flying Dog, see Victor.
For Life Recs. Inc., 10F Odakyu Minamiaoyama Bldg. 7-8-1, Minato-ku, Tokyo. Tel: (03) 406-6955.
Frasco, see Nippon Phonogram.
Free Flight, see Warner-Pioneer.
Fullhouse, see Trio.
G & G Sounds Corp., 3-15-15 Izumi, Higashi-ku, Nagoya, Aichi 461. Tel: (052) 971-5030. Pres.: Yoshio Tanahashi. (Distributor/Importer)

Southern Music Publishing Co. (Japan) Ltd.
Tokyo, Japan

NOTE

discomate records

An all-round independent record company
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Globe, see Victor.
Gyugiya Kawahara-cho Ten, Sangyonan, Kawahara-cho, Cyukyo-ku, Kyoto
Label: (Represented) Sierra/Briar (USA)
Hara Int'l Inc., 1-2-5 Shirokanedai, Minato ku, Tokyo 108. Tel: (03) 445-4545. Cable HARAINT TOKYO. Chm. & Gen. Mgr.: R.N. Uehara; Office Mgr.: N. Yunoki.
Harmony House Recs., 3-1 Kanda Surugadai, Chiyoda ku 101, Tokyo
Label: (Represented) Sierra/Briar (USA).
Harvest, see Tokuma.
Herald Music Inc., 2-20-15 Shimbashi, Minato ku, Tokyo. Tel: (03) 573 1287. Cable: HERALOPICTURE. (Distributor/ Importer)
Invitation, see Victor.
J V C, see Victor
Japan Cardinals Corp., Kono Bldg. 2F, 41-23 Udagawacho, Shibuya-ku, Tokyo 150. Tel: (03) 463-9661. Cable: JJCAROT. Telex: 2422497. Chm.: Akio Takaoka; Pres.: Eiji Miki. (Importer/Exporter)
Labels: (Distributed—not licensed) all labels (USA), Astree (France), Calliope (France), OGG (Germany), EMI (UK), Erato (France), Electrola (Germany), Eurodisk (Germany), Musidisc (France), Pathe (France), Teldec (Germany), Unicorn (UK).
Japan Publ'ns Trading Co. Ltd., 1-2-1 Sarugaku-cho, Chiyoda ku, Tokyo 101. Tel. (03) 292-3751. Cable: SHUTSUBO. Telex: 27161. Pres.: Toshio Murayama; Gen. Mgr.: T. Kishi; Mgr.: M. Kokubo. (Distributor/Exporter).
Japan Rec. Trading Co. Ltd., Daiichi Honan Bldg., 2-8-17 Minami Ikebukuro, Toshima-ku, Tokyo 171. Tel: (03) 984-1587; Telex: 2722447. Pres.: Sigeru Ouchi; Dir.: Shunji Obata. (Importer).
Japan Soul Agency, 1-5-11 Sakurajyosui, Setagaya-ku, Tokyo 156. Tel: (03) 302-0208. Cable: JSATRCO. Telex: 2424586. Chief Exec.: Kazuo Akimoto; Gen. Mgr.: Nobushiro Sindo; Sales Mgr.: Eiko Yamaguchi. (Distributor/ Importer)
Jujiya Gakki, 3-21 Nishiki-cho, Kanda, Chiyoda ku, Tokyo 100. Tel: (03) 293-4671.
K tel Int'l (Japan) Ltd., 1-2-8 Nihombashi, Chuo-ku, Tokyo 103. Tel: (03) 274-4391. Telex: 2222337. Pres.: Tetsutaro Iida; Exec. VP: Raymond Kives; Gen. Mgr.: Shogo Ishii.
Home office: USA.
Kenwood, see Trio.
Kikka Trading Co. Inc., 1-7-9 Asagaya Minami, Suginami ku, Tokyo 166. Tel: (03) 583-5476, 311-1682. Cable: KIKKAINC. Telex: 02422797. Mng. Dir.: Arata Yamamoto. (Exporter).
Labels: (Exported) Major jazz & rock labels & soundtracks.
King Rec. Co. Ltd. (IFPI), 2-12-13 Otowa, Bunkyo-ku, Tokyo 112. Tel: (03) 945-2131. Telex: 24963. Pres.: Shin Tomoda; Gen. Mgr.: Goh Makino; Sales Mgr.: Yoshiaki Kajiyama; Int'l Pops Repertoire Mgr.: Kazuo Takeda.
Labels: (Owned) King, Paddle Wheel, Seven Seas, Windmill; **(licensed)** Argo, Ariston, Artists House, Barclay, Butterfly, CGO, CTI, Contemporary, Disneyland, Fonit Cetra, Hungaroton, London, Ri-Fi, Telefunken, United Artists, Vanguard.
Int'l reps.: Australia (Festival), Brazil (Altaplay), France (Compagnie Phonographique Francaise, Societe Francaise du Son), Hong Kong (Hong Kong King Yoko), UK (London), USA (Vanguard).
Kitty Ents. Inc., Kobayashi Bldg., 7th fl., 1-14-11 Shibuya, Shibuya ku, Tokyo 150. Tel: (03) 499-4711. Telex: 2425338. Pres.: Harumi Ogawa; Promo. Mgr.: Yutaka Tanaka; Int'l Mgr.: Kazuo Munakata. (Also see Polydor)
Kyushu-Ongaku-Sangyo, Ishii Bldg., 3-16-13 Hakataekimae, Hakata-Ku, Fukuoka-shi 812. Tel. (092) 29-0117. (Distributor).
Lilac Shoji, 10, Oaihoji-machi, Minami-ku, Osaka 542. Tel. (06) 244-0901 (Distributor).
Little Gang, see CBS/Sony.
Lost City Co. Ltd., 3-5-10 San Nomiya-cho, Kobe 650. Tel: (078) 331-3770. Chief Exec.: Motohiro Nozaki; Gen. Mgr.: Mamoru Okutani; Sales Mgr.: Kazuki Yamana. (Distributor/Importer).
Lucky Shokai, 2-4-1 Iwamoto-cho, Chiyoda-ku, Tokyo 101. Tel. (03) 861-7134. (Distributor)
Ma Ma, see Tokuma.
Max, see Super Stop.
Mercury, see Nippon Phonogram & Nihon Mercury
Minoruphone, see Tokuma.
Muse Trading Co. Ltd., New Atago Bldg., Atago 2-4-9, Tokyo 105. Tel: (03) 438-2525. Cable: MUSETTA. Pres.: Naokazu Kumagai; Gen. Mgr.: Kazuo Kumagai. (Distributor/Importer).
Music Minus One Japan, 3-25 Azabu Iikura, Minato-ku, Tokyo 106. (Distributor)
Home office: USA
Music Shop Kunihara, 8 Nijo, Asahikawa, Hokkaido. Tel: (0166) 23-5266. (Distributor).
N A V, see Canyon.
Nadja, see Trio.
Nihon Mercury Rec. Ltd., 2-7-3 Yamato-cho, Nakano-ku, Tokyo 165. Tel: (03) 337-8970.
Label: (Owned) Mercury
Nippon Columbia Co. Ltd. (IFPI), 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Takami Shobochi; Rec. Div. Dir. & Gen. Mgr.: Mitsugu Kumamoto; A&R Div. Dir. Gen. Mgr.: Toshio Nemoto; Int'l Repertoire Gen. Mgr.: Shuzo Kobayashi; Licensing Mgr.: Hajime Saito; Export Mgr.: Saburo Wake.
Labels: (Owned) Columbia, Denon; **(licensed)** Accent (Belgium), Baerenreiter Musicaphon (Germany), Cantate (Germany), Chandos (UK), Claudius (Germany), Da Camera (Germany), Desmar (USA), Disney (USA), Everest (USA), Ex Libris (Switzerland), Folkways (USA), MK (USSR), Mondiodis (France), Mouloudji (France), Musicalitera (Germany), Muza (Poland), Nobody's Business (UK), PPK (Netherlands), Pelca (Switzerland), Phonag (Switzerland), PolyGram (Italy), Preiser (Austria), Protone (USA), Public Image (UK), Rococo (Canada), Roulette (USA), Seeco (USA), Supraphon (Czechoslovakia), Transatlantic (USA), Turicaphon (Switzerland), Bruno Walter Society (USA).
Int'l reps.: Brazil (Altaplay), France (Erato, Sofrason), Mexico (Cisne), Spain (Discophon, Hispavox), USA (CBS, Everest, Vox).
Int'l reps. for Denon PCM: Australia (Janda), Canada (Trend), Denmark (So & Hoyem), France (Harmonique Diffusion), Germany (Teldec), Hong Kong (Taiin Radio Serv.), Italy (Franco Crippa), Netherlands (Penhold), New Zealand (EMI), Singapore (Chiang Huat), Spain (Gaplasa), Switzerland (Audio Compo), UK (Eumig), USA (Discwasher)
Nippon Gakki Co. Ltd., 7-9-18 Ginza, Chuo-ku, Tokyo 104. Tel: (03) 572-3111. Cable: YAMAHAPIANO. Telex: 252-2824. (Distributor/Importer)
Nippon Gakki Shibuya-Ten, 2-10-7 Dogenzaka, Shibuya-ku, Tokyo.
Label: (Represented) Sierra/Briar (USA).
Nippon Phonogram Co. Ltd. (IFPI), Wako Bldg., 4-8-5 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 479-3711. Cable: NIPHILDISC. Telex: 2423224. Pres.: Nobuya Itoh; Gen. Mgr.: Reijiro Itoh; Sales Mgr.: Ryuzo Tajima; Int'l Mgr.: Tadao Sekiguchi.
Labels: (Owned) East Wind, Frasco, Mercury, Philips, Vertigo, **(licensed)** Arista (USA), Charisma (UK), Shelter (USA), Timeless (Netherlands), **(distributed—not licensed)** Casablanca. (SEE ADVERTISEMENT)
Nonesuch, see Warner-Pioneer
Openskye, see CBS/Sony
Overseas, see Teichiku
P-Vine Special, see Blues Interactions.
Paddle Wheel, see King.
People, see CBS/Sony.
Phenix Trading, Central PO Box 631, Osaka 530-91. Tel: (06) 363-7106, 365-5521. Telex: 64219. Pres.: Kikuo Tarumoto; Gen. Mgr.: Morio Nakatsu; Sales Mgr.: Toshio Hashioka; Ass't Mgr.: Yutaka Matsumura. (Distributor/Importer).
Philips, see Nippon Phonogram
Pioneer, see Warner-Pioneer
Pirates, see World Rec.
Polydor KK (IFPI), 1-8-4 Ohashi, Meguro-ku, Tokyo 153. Tel: (03) 462-5131. Telex: 2422033. Pres.: Seiichiro Koh; Mng. Dirs.: Atsutaka Torio, Hideo Murakami; Sales Mgr.: Sozo Fujita; A&R Mgr.: Yasuhiro Igarashi; Special Project Mgr.: Yasuo Fujisawa
Labels: (Owned) Archiv, Camellia, DG, Kitty, Polydor, Sanrio, Time, Verve; **(licensed)** Claves (Switzerland), Dreamland (USA), Handshake (USA), MGM (USA), Pablo (USA), RSO (USA), Seon (Germany).
Polystar Co. Ltd., Ellie Bldg., 6th fl., 5-1-2 Minami-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 406-8161. Telex: 27746. Pres.: J.O. Bliersbach; Gen. Mgr.: Akio Onodera; Sales Mgr.: Yasuo Morimoto. (Distributor).
Labels: (Owned) Casablanca; **(licensed)** Brain (Germany), Metronome (Germany).
Pooh Yokocho Co. Ltd., Printemps Bldg., 2F, 447-14 Kaji-cho, Kawaramachi Imadegawasagaru, Kamigyo ku, Kyoto 602. Tel: (075) 256-2856. Pres.: Hideaki Matsuoka; Gen. Mgr.: Kenji Matsuoka; Sales Mgr.: Hirokata Sakai. (Distributor/Importer—cutouts/Exporter).
Labels: (Licensed domestic) CBS/Sony, Epic/Sony, King, Nippon Columbia, Nippon Phonogram, P-Vine, Polydor, RVC, Red Clay, Toshiba-EMI, Trio, Victor, Vivid Sound, Warner-Pioneer; **(distributed—not licensed)** Boot (Canada), County, Crystal Clear, Direct Disk, Flying Fish, Flying High, Grass Mountain, Kaleidoscope, Kicking Mule, Music Minus One, Old Homestead, Rebel, Ridge Runner, Rounder, Sugar Hill, Takoma (all USA).
R V C Corp., 1-7-8 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-3311. Cable: RVCRCARECORD. Telex: 2425162. Pres.: Ichiro Okuno.
Labels: (Licensed) Erato (France), RCA (USA) (SEE ADVERTISEMENT)
Radio City Rec. Ltd., 1-5 Wakaba, Shinjuku-ku, Tokyo 160. Tel: (03) 357-2511. (Distributed by Victor)
Rainbow Recs., Xerox Corner, Taiseido 8F, 1-22-4 Jinnan, Shibuya-ku, Tokyo 150. Tel: (03) 464-6038. Chief Exec.: Satoshi Sasaki; Gen. Mgr.: Midori Ochiai; Sales Mgr.: Naoya Yamauchi. (One Stop/Distributor/Importer)
The Reader's Digest of Japan Ltd., Palace Side Bldg., 1-1-1 Hitotsubashi, Chiyoda ku, Tokyo 100. Tel: (03) 284-4141. (Distributor).
Recommended Recs. Japan, 401 Rikuzo Bldg., 2-46-9 Matsubara, Setagaya-ku, Tokyo 156. Contact: Hideaki Utsumi
Home office: England.
Record Shop OM, Shida Bldg. 1F, 7-16-15 Nishi Shinjuku, Shinjuku-ku, Tokyo 160. (Distributor)
Label: (Represented) Mustevic Sound (USA).
Red Clay, see BOM.
Reprise, see Warner-Pioneer
Ryogaiya Co. Ltd., PO Box 10, 2-2-7 Honcho, Nagaoka, Niigata 940. Tel: (0258) 35-4500. Cable: RYONGO. Telex: 03232108. Pres.: Tamakichi Shimizu; Gen. Mgr.: Yoshio Shimizu. (Distributor/ Importer/Exporter)
S M S, see Sound Mktg.
S O H, see Canyon.
Sanrio, see Polydor
See Saw, see Canyon
Seven Seas, see King.
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J C M, see Japan Central Music.

Dick James Music Japan Ltd. (Jasrac), c/o Nichion Inc., Akasaka Makabe Bldg. 5F, 3-4-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-2771. Cable: REVUEJAPAN. Telex: 26610. Dirs.: Stephen M. & Frances Lillian James; Pres.: Richard L. James.
Home office: England.

Japan Central Music (JCM), 1-5 Wakaba, Shinjuku-ku, Tokyo 160. Tel: (03) 359-7825. Telex: 2322941.
Int'l branches: England, USA.
Int'l firms represented: Bayanihan (Philippines), Scott-Wolfe (UK), Sunbury (UK).
Int'l reps: (UK (Watal Asanuma), USA (Creative Ent. Int'l). (SEE ADVERTISEMENT)

Japan-Soviet Music Inc., Stork Bldg., 3-4 Hongoku-cho, Chuoo-Ku, Tokyo 103. Tel: (03) 243-1601. Pres.: Yooichi Noguchi.
Int'l firm represented: VAAP—USSR copyright agency (USSR).

Jenika Music Co. Ltd., 301 Sun Minami Aoyama, 3-14-14 Minami Aoyama, Tokyo 107. Tel: (03) 479-4588. Telex: J27359. Pres.: Ion Nomura; Prof. Mgr.: Kaoru Misawa, Int'l Mgr.: Maria Shimizu.

Kaeru Prod'n Co. (Jasrac), see Nichion.

Kitty Music Corp., Kobayashi Bldg., 7F, 1-14-11 Shibuya, Shibuya-ku, Tokyo 150. Tel: (03) 499-4711. Telex: 2425338. Pres.: Hidenori Taga; Gen. Mgr.: Yoshihiro Kanda.

Kogakusha Music Publ'g Co. Ltd., 1-1-11 Misakicho, Chiyoda-ku, Tokyo 101. Tel: (03) 291-4313. Cable: GAKUSHA-MUSIC. Pres.: Kanji Hara; Gen. Mgr.: Ryukichi Hara.

Kyuken Music Publ'g Co. Ltd., Hibiya Park Bldg., Rm. 923, 1-8-1 Yurakucho, Chiyoda-ku, Tokyo 100. Tel: (03) 271-5861. Rep. Dir.: Kenneth L. Cole.

Llee (Tokyo) KK, c/o Taiyo Music Inc., Miyahiro Bldg., 3-5-15 Kita-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 470-2751. Cable: TAIYDMUSIC. Telex: 26512. Rep. Dir.: Hideo Nagashima. (Administered by Taiyo Music)
Int'l firms represented: Ardmore (USA), Cherio (USA), Frank (USA), Llee (USA), McCartney (UK), Melody Lane (USA), Morley (USA), Pic (USA), Rytvoc (USA), Warock (USA).

Lux Music Tokyo KK (Jasrac), 2-12 Dgawa-Machi, Kanda, Chiyoda-ku, Tokyo 101. Tel: (03) 292-2865. Telex: 25224. Co-Pres.: Shoichi Kusano, Hubert Terheggen.
Int'l firms represented: Apollo (Belgium), Celta (USA), Foycd Europe (Belgium), Louvigny Marquee (UK), Magazine (Germany), Radio Music (France, Luxembourg, Netherlands), Radio Pop (Spain), Radio Tele (Belgium, Germany, Netherlands), Radmus (USA).

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3 Alaska, Minato-ku, Tokyo 107. Tel: (03) 584-2771. Cable: REVUEJA PAN. Telex: 26610. Pres.: Salvatore T. Chiantia.
Int'l reps.: UK (Leeds), USA (MCA).

Mad Cap Co. Ltd. (Jasrac), see Nichion.

Manase Music Publ'g Co. Ltd., Mitoko Bldg., 6-2-4 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-5511.

Mind Music Publ'rs Inc. (Jasrac), see Nichion.

Mr. K Music Publ'rs Co. Ltd. (Jasrac), see Saitani.

Ivan Mogull of Japan Inc., 2-12 Ogawa-Machi, Kanda, Chiyoda-ku, Tokyo 101. Tel: (03) 292-2867. Telex: 25224. Gen. Mgr.: Shoochi Kusano.

Music Tokyo Co., Wako Bldg., 4-8-5 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 405-0865. Cable: MUSICATO. Telex: 2423224. Mng. Dir.: Tadao Sekiguchi.

Myrica Music Publ'g Co. Ltd. (Jasrac), 1-1 Senrioka-kita, Suita, Osaka 565. Tel: (06) 878-5141. Pres.: Tadashi Amano; Gen. Mgrs.: Fumihiro Ito, Masami Fukushima.

N T V M, see Nippon Television Music.

Nagoya TV Music Inc., 2-9-18 Tachibana, Naka-ku, Nagoya 460. Tel: (052) 331-8111. Pres.: Kotaro Arai; Gen. Mgr.: Shinji Yoshimura.

Nakayoshi Group Music Publ'rs, 5-41-1 Meiji Haim 201, Jingumae, Shibuya-ku, Tokyo. Tel: (03) 406-0910.

Nichion Inc. (Jasrac), Akasaka Makabe Bldg. 5F., 3-4-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-2771. Cable: PUBLICHMUSIC. Telex: 26610. Pres.: Shunsuke Kinoshita; Mng. Dir.: Mamoru Murakami.
Int'l firms represented: Campbell Connelly (UK), Famous (UK, USA), Robert Kingston (UK), Warner Bros. (worldwide) (SEE ADVERTISEMENT)

1980 Music Inc., 3-5-39 Shibaura, Minato-ku, Tokyo 108. Tel: (03) 455-1791. Cable: ALASSOCIA. Telex: 2424537. Pres.: Kunihiko Murai; Gen. Mgr.: Tatsuo Mizutani; Prof. Mgr.: Setsuko Sakakibara.
Int'l firm represented: 1980 (USA).
Int'l rep.: USA (1980).

Nippon Hoso Shuppan Kyokai (Japan Broadcast Publ'g Co. Ltd.), 41-1 Udagawa-cho, Shibuya-ku, Tokyo 150. Tel: (03) 464-7311.
Int'l firms represented: Agencia Autorska (Poland), Cervino (Italy), Seven Seas (New Zealand), Winter Hill (USA)
Int'l rep.: USA (Theodore Presser).

Nippon Television Music Corp. (NTVM) (Jasrac), NTV Yonbancho Annex 5-6, Chiyoda-ku, Tokyo 102. Tel: (03) 262-2221. Cable: NTVMUSIC. Telex: 29410. Pres.: Junichi Yamada.
Int'l firm represented: Satril (UK). (SEE ADVERTISEMENT)

Noel Music Publ'g Co. Ltd., c/o Shinko Music Publ'g Co. Ltd., 2-12 Ogawamachi, Kanda, Chiyoda-ku, Tokyo 101. Tel: (03) 292-2861. Cable: SHINKOMUSIC. Pres.: Akio Onodera; Exec. Prod'r: Ken Hosokawa.

Noguchi Music Publ'rs Corp., 1-2-21 Shimomeguro, Meguro-ku, Tokyo 153. Tel: (03) 493-1031.

O B C Music Center Co. Ltd. (Jasrac), 5-5 Kakuda-cho, Kita-ku, Osaka. Tel: (06) 314-2211. Chief Exec.: Nobufumi Kanzaki; Gen. Mgr.: Toshio Okamoto; Prof. Mgr.: Yoshihiko Tsuji.

Ongaku No Tomo Sha Corp., 6-30 Kagurazaka, Shinjuku-ku, Tokyo 162. Tel: (03) 268-6151, 260-6271. Cable: ONGAKUNOTOMO. Pres.: Sunao Asaka.
Int'l firms represented: Baerenreiter-Verlag (Germany), Theodore Presser (USA), B. Schott's Soehne (Germany), Universal Ed. (Austria).

Osaka Music Publ'rs Co. Ltd., 27 Umeda-cho, Kita-ku, Osaka 530. Tel: (06) 361-2288.

Overseas Music Publ'rs Co. Ltd. (Jasrac), 25 Higashigoken-cho, Shinjuku-ku, Tokyo 162. Tel: (03) 260-5430. Cable: OVERMUSE. Pres.: Eijiro Shimada.

P M P, see Pacific Music Publ'g.

Pacific Music Publ'g Co. Ltd. (Jasrac), 6-5-9 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 479-4101. Cable: PACIFICMUSE. Telex: 29240. Pres.: Shigeaki Hazama.
Int'l firms represented: Albet, Alchemical, Ale, Alexscar, Alien Echo, Almo, Alruby, Amundo, Android, Andsome, Angelwing, Asleep At The Wheel, Atomic, Audiphone, Avart Garde, Back Road, Barometer, Barricade, Barton, Big Heart, Black Sun, Black Tent, Blue Harbor, Blue Monday, Bosso Fataka, Braintree, Briarpatch, Bright Moments, Brother, Brother Bill's, Brother Karl's, Bud Dain, Bug, Bug Juice, CAM-USA, Caligula, Callee, Camerica, Camex, Camino Real, Candlewyck, Alan Cartee, Cat Clothes, Center City, Charleville, Choral Art, Chrysalis, Chu-Fin, Circus Tent, Cogent, Copper Penny, Cotton Pickin' Songs, Crow Jane Alley, Danor, Dark Cloud, Dav-Mel, Debdave, Decini, Deep Canyon, Detus, Diamondback, Dimeola, Ding Dong, Discus, Ditch Road, Dixie Bow, Doors, Drifter, Dump, Durango, EMP, Earmark, Elusive Sound, Fedora, Fiction, Fireball, First Artists, First Conccurse, Fish Scent, Flowering Stone, Foghorn, Fourth Floor, Sam Fox, Fram-Dee, Friendly Finley, Funky Nassau, Garrett, Gate, Geffen, God Tunes, Good Sam, David Gornston, Grand Pasha, Grand Teton, Green Owl, Haapala, Haida, Happy Tuesday, Heavy Gravy, Helf & Hager, Hobby Horse, Hollywood Songs, Holy Moley, Homefire, Hot Curl, Hot Kitchen, House of Jones, Human, Icebag, Interior, Irving, Iska, I've Got the Music, Jana, Jeanna, Jelly Roll, Kentucky Wonder, Knee Trembler, Kradar, La Brea, Lager, Le Bill, Lenono, Little Bird, Little Dragon, Love That, Low-Bam, Lowery, Low-Ja, Lowlands, Low-Rico, Low-Sal, Low-Thom, Low-Twi, Lucky Pork, Lunatunes, Major Songs, Management III, Maraville, Marbill, Bob Marley, Mary Beth, Anna McCann, McKinley, Medicine Hat, Mel-Bren, Mel-Dave, Mercury Shoes, Milkmans Chivaree, Minas, Mr. Music, Miyako, Modern American, Mole, Mole Hole, Montana Mule, Montunes, Movietone, Mulatto, Muyheco, Naked Snake, Nefertiti, Olde Grog, Oily Maniac, Omega, Orange Tree, Paco, Pa Guz, Pamjokeen, Peacock, Peso, Piccolo, Plurb-On, Plurkanz Fataka, Pods Pub, Porchester, Primus Artists, Prize, Pseudo Songs, Pure Prairie League, Pure Songs, Quadraphonic, Ranjack, Rare Blue, Rat Trap, Rebera, Red Admiral, Red Setter, Remohj, Reynard, Ritchie, Rockfield, Rockslam, Rondor, Ronin, Rotgut, Rule One, Saber Tooth, Saga, St. Martin, Samfred, San Dino, Sands, Sasha Songs, Sattwa, Sawtooth, Scott Tone, Scribble, John Sebastian, Seeman & Mrijke, Senor, Eddie Shaw, Shidel, Shiver & I, Shoals Music Mill, Shoesongs, Shoetunes, Siggy, Sinatra Songs, Shelby Singleton, Siren, Ski Cat, Skull, Songs of Faith, Songs Music, Song Tailors, Sorn, Soul Syndicate, Sound Attack, Specific Gravity, Larry Spier, Spike's, Stargen, Stillman Song, Stone Gold, Strait James, Street People, Stygian, Sunflower, Sweet Kelley, Swell Sounds, Takoma, Take Home, Tequila, Terri, Third Son, Tintagel, Trans, Unearthly, Unicorn, Universe, University of Miami, Vabritmar, Vector, Viper, Weed High Nightmare, Weintraub/Okun, Ron Weiser, Wep, Whiskey Drinkin', Wilder, Wiloparston, Wing Command, Winsor, Wonder, Wooden Bear, Woolfsongs, X-Ray, Yankee Hillbilly, Yarone (all USA); Adonia, Air-Edel, Air Music, Air Pusic, Alucard, Ian Anderson, Bee Gee, Big Secret, Black Sheep, Blanedell, Blue Beard, Breakaway Songs, Bubblies, Budgie, Caesar, Casablanca, Chibell, Chrysalis, David Courtney, Crusty, Desert Songs, Elf, Fair, Five Star, Flash, GOAL, Giffin, Grenyoco, Gull Songs, Gurusama, HAM, Hendricks Music West, Longmanor, Macaulay, Macive-Hive, Maison Rouge, Mintknoll, Misty Days, Moth, Mother Goose, Mulligan, Our, Oval, PRP, Posse, RMO, Red Bus, Rockbottom, Rodsongs, Rolarsol, St. Annes, Salamander & Son, Schenker Songs, Secret Songs, Signal Grade, Silver Star, Sirius, Song, Sparrowpit, Steeleye Span, Straitjacket, THTH, Twickenham Tunes, Vicious, Zomba (all UK); Jonathan (Australia), Rockoko (Germany), Zomba (Switzerland).

Peer-Southern Org., see Southern Music.

People Music (Ed.) (Jasrac), 2-12 Ogawa-Machi, Kanda, Chiyoda-ku, Tokyo 101. Tel: (03) 292-0197. Cable: SHINKOMUSIC. Pres.: Hiroaki Kaneko.

R F Music Publ'r Inc., Radio Kanto Tokyo Shisha-nai, 2-2-1 Azabudai, Minato-ku, Tokyo 106. Tel: (03) 585-6611.

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Rokumonsen Music Publ'rs, Heights Taiyo 101, 1-21-10 Tomigaya, Shibuya-ku, Tokyo 150. Tel: (03) 469-4911.

S T V Pack Co. Ltd., c/o Sapporo TV Bldg., N. 1, W. 8, Sapporo 060. Tel: (011) 241-1181 x 313. Cable: STV PACK. Pres.: Tatsuo Yamamoto; Gen. Mgr.: Tatsuji Yamazaki.

Saitani Music Publ'rs Co. Ltd. (Jasrac), 3-2-11, Azabudai, Minato-ku, Tokyo 106. Tel: (03) 585-7391. Pres.: Hirohiko Takeuchi; Gen. Mgr.: Takao Kondou; Prof. Mgr.: Yasukuni Amamoto.

Satellite Music Inc. (Jasrac), Belza Ebisu Bldg., 2nd fl., 3-16-1 Higashi, Shibuya-ku, Tokyo 151. Tel: (03) 499-0270. Cable: SATMUS. Pres.: Daniel J. Nenishkis; VP & Gen. Mgr.: Knut Kraft; Sales & Promo Dir.: Kei Fujiwara.
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Seven Seas Music Co. Ltd., 2-12-13 Otowa-cho, Bunkyo-ku, Tokyo 112. Tel: (03) 945-2135. Telex: 24963. Pres.: Toshio Osawa; Gen. Mgr.: Toshio Kobayashi.
Int'l firms represented: Char-Liz (USA), Three Bros. (USA).

Shinko Music Publ'g Co. Ltd. (Jasrac), 2-12 Ogawa-Machi, Kanda, Chiyoda-ku, Tokyo 101. Tel: (03) 293-3791. Cable: SHINKOMUSIC. Telex: 25224. Pres.: Shoichi Kusano; Int'l: Joe Miyasaki. (SEE ADVERTISEMENT)

Shogakukan Prod'n Co. Ltd., Shoko Bldg., 1-29-4 Kanda Jinbo-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 262-7822. Pres.: Tetsuo Ohga; Gen. Mgr.: Michio Tamio.
Int'l firm represented: Tree (USA).

Southern Music Publ'g Co. Ltd. (Jasrac), Akasaka Makabe Bldg., 3-4-3 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-2771. Cable: SOUTHMUSIC. Telex: 26610. Mgr.: Tsugi Sakagami.
Int'l firm represented: Peer-Southern (worldwide)

Standard Music Publ'rs Inc. (Jasrac), see Nichion.

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Sugarmusic Japan, c/o Seven Seas Music Co. Ltd., 2-12-13 Otowa-cho, Bunkyo-ku, Tokyo 112. Tel: (03) 945-2181. Cable: SEVENMUSIC. Telex: 24963. Pres.: Kazumitsu Machijiri; Gen. Mgr.: Toshio Kobayashi.
Int'l firms represented: ABR, ACE Adriatica, Apollo, Araldo, Canzoni Moderne, La Cicala, Clan, Cobra, Di Lazzaro, Fantasia, Fiera, Frank, GEA, Ivana, Liberty, Margherita, Mascheroni, Melodi, Menestrello, Montagne Verdi, Rascel, Sofia, Successo, Sugarmusic, Supersonic, Suvini Zerboni, Tender, Tiber (all Italy).

Suiseisha Music Publ'rs, Townhouse S, 3-3 Sanban-cho, Chiyoda-ku, Tokyo 102. Tel: (03) 265-1055. Cable: MUSICSUISEISHA. Telex: 28690. Pres.: Michiko Sekine Kinoshita.

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Taiyo Music Inc., Miyahiro Bldg., 3-5-15 Kita-Aoyama, Minato-ku, Tokyo 107. Tel: (03) 470-2751. Cable: TAIYOMUSIC. Telex: 26512. Pres.: Tatsuji Nagashima.
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Teichiku Music Supply Co. Ltd. (Jasrac), 1-2 Nishi Shimbashi, Minato-ku, Tokyo 105. Tel: (03) 502-6658. Pres.: Shigeji Nanko. Gen. Mgr.: Manabu Okamoto.
Int'l firm represented: Belsize (UK).

Thunder Music Inc., Miyahiro Bldg., 8th fl., Kita-Aoyama 3-5 15, Minato-ku, Tokyo 107. Tel: (03) 470-6351. Telex: 26512. Pres.: Tats Nagashima; Exec. VP: Yoshiaki Nitta.

Toho Music Publ'g Corp. (Jasrac), 1-2-1 Yuraku-cho, Chiyoda-ku, Tokyo. Tel (03) 591-1211.

Tokuma Music Publ'r Co. Ltd., 1 18 21 Shinbashi, Minato-ku, Tokyo. Tel: (03) 591-9161. Cable: TOKUMAONKD. Telex: 28438 Chief Exec.: Tatsumi Yamashita.

Tokyo 12 Music Publ'g Co. Ltd. (Jasrac), 4-4-7 Shiba Park, Minato ku, Tokyo 105. Tel: (03) 433-4211. Telex: 28475. Pres.: Tatsuo Watanabe; Gen. Mgr.: Takeshi Ishiguro.

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Chief product: PCM equip.
Brand name: Denon.

Teichiku Recs. Co. Ltd., 1-2 Nishi-Shimbashi, Minato-ku, Tokyo 105. Tel: (03) 502-7213. Cable: TEICHIKU. Telex: (02) 224237. Pres.: Shigeji Nanko; Gen. Mgr.: Ichiro Kinoue; Sales Mgr.: Minori Dzaki.

TAPE, BLANK LOADED & BULK RAW

Ampex Japan Ltd., New Belle Mode Bldg., 3-3 Kojimachi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7331. Cable: VIDEDTAPE.
Audio: 2", 1", cassette, open reel.
Video: 2", 1", ¾", ½" Beta & VHS.

B A S F Japan Ltd., Tozan Bldg., 4-9 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 270-1461. Telex: 2222130. Pres.: Dr. Cantzler; Gen. Mgr.: H. Kreuels; Sales Mgr.: K. Suzuki.
Audio: Cassette, open reel.
Video: Blank–1" open reel, ¾" U-matic cassette, ½" cassette reel, raw–¾" U-matic cassette.

Fuji Photo Film Co. Ltd., 2-26-30, Nishi-Azabu, Minato-ku, Tokyo 106. Tel: (03) 406-2409. Cable: FUJIFILM. Telex: 24306. Pres.: Minoru Ohnishi; Sales Mgrs.: Juntaro Suzuki, Hiroshi Ashizawa. (Blank only)
Int'l branches: Australia, Brazil, Canada, England, Germany, Hong Kong, Korea, Philippines, Singapore, Taiwan, Thailand, USA.
Audio: Cassette.
Video: 2" quad, 1" open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.

Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6221. Cable: MAXELLELEC. Telex: 26391. Int'l Dept. Dir.: Ken Kakurai; Sales Mgr.: Tom Inoue; Ass't Sales Mgr.: Bob Fujiwara. (Blank only)
Int'l branches: Germany, Hong Kong, Kuwait, Singapore, USA
Audio: 8-tr, cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette
Brand name: Maxell.

J V C, see Victor.

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335. (Blank only)
Home office: USA.
Audio: 8-tr.

Matsushita Electric Ind'l Co. Ltd., 1006 Oaza Kadoma, Kadoma-city, Osaka 571. Tel: (06) 908-1121. Cable: MATSUOEN MORIGUCHI. Telex: 63426. Pres.: Toshihiko Yamashita. (Blank only)
Int'l branches: Germany, USA.
Audio: Cassette, open reel.
Video: ¾" U-matic cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" VHS cassette, ½" VX.
Brand names: National/Panasonic, Technics.

Maxell, see Hitachi.

National/Panasonic, see Matsushita.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Takami Shobochi; Dir.: Mitsugu Kumamoto.
Audio: Cassette, open reel.
Video: Blank–Open reel, ¾" U-matic cassette, ½" cassette; Raw–¾" U-matic cassette.

Scotch, see Sumotomo.

Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SONYCDRP. Telex: 22262, 24666. (Blank only)
Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, ¾" cassette, ½" EIAJ open reel, ½" Beta cassette.

Sumotomo 3M Co. Ltd., 3M Bldg., 2-33-1 Tamagawa-dai, Setagaya-ku, Tokyo 158. Tel: (03) 709-8480.
Audio: Blank–2", 1" & ¼" open reel, raw–8-tr.
Video: Blank–2" & 1" open reel, ¾" cassette, ½" Beta & VHS cassette.
Brand name: Scotch.

T D K Electronics Co. Ltd., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103. Tel: (03) 278-5111. Cable: TDKCORE. Pres.: Fukujiro Sono; Gen. Mgr.: Shohachi Okiyama.
Int'l branches: Germany, UK, USA
Audio: 8-tr., cassette, open reel.
Video: ¾" U-matic cassette, ½" VHS & Beta cassette.

Technics, see Matsushita.

Victor Co. Of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel: (03) 241-7811. Cable: VICTOREXPORT. Telex: 26222. (Blank only)
Int'l subsidiaries: Canada, England, France, Germany, Singapore, USA (all JVC).
Audio: Cassette.
Video: ¾" U-matic cassette, ½" VHS cassette.
Brand name: JVC.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335.
Home office: USA.
Audio: 8-tr. duplicating equip.

Matsushita Electric Ind'l Co. Ltd., 1006 Daza Kadoma, Kadoma-city, Osaka 571. Tel: (06) 908-1121. Cable: MATSUDEN MORIGUCHI. Telex: 63426. Pres.: Toshihiko Yamashita.
Int'l branches: Germany, USA
Video: Duplicators.
Brand name: National/Panasonic.

Otari Electric Co. Ltd., 4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167. Tel: (03) 333-9631. Cable: OTARIDENKI. Telex: 26604. Pres.: Masayuki Hosoda; Sales & Adv. Mgr.: Takao Aoki.
Audio: High speed tape duplicators (8x, 16x, 32x, 64x), tape winders.
Video: Tape winders.

Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SONYCORP. Telex: 22262, 24666.
Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA.
Audio & Video: Duplicators.

• accessories

Akai Electric Co. Ltd., 2-12-14 Higashi-Kojiya, Ohta-ku, Tokyo 144. Tel: (03) 742-5111.
Product: Tape–head cleaners, demagnetizers.

Ampex Japan Ltd., New Belle Mode Bldg., 3-3 Kojimachi, Chiyoda-ku, Tokyo 102. Tel: (03) 264-7331. Cable: VIDEDTAPE.
Product: Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video).

Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161.
Int'l branches: Germany, Hong Kong, USA.
Product: Carrying & storage cases.

Hitachi Maxell Ltd., Ginza Toho Seimei Bldg., 3-3-1 Ginza Chuo-ku, Tokyo 104. Tel: (03) 567-6221. Cable: MAXELLELEC. Int'l Dept. Dir.: Ken Kakurai; Sales Mgr.: Tom Inoue; Ass't Sales Mgr.: Bob Fujiwara.
Int'l branches: Germany, Hong Kong, Kuwait, Singapore, USA.
Product: Tape–cassette head cleaners (audio & video).

Magnadyne Corp., Royal Higashi Azabu Bldg., 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel: (03) 583-8335.
Home office: USA.
Product: Record–record care prods.; Tape–storage cases, splicing tape.

Nagaoka Seiki, 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo 170.
Product: Record–replacement styli.

Namiki Precision Jewel Co. Ltd., 3-22-8 Adachi-ku, Shinden, Tokyo 123. Tel: (03) 919-0101. Cable: NAMIKI. Telex: 2722288. Pres.: Kazu Namiki; VP: Nobushiro Namiki; Gen. Mgr.: Shoji Namiki; Sales Mgr.: Mastaka Shimizu.
Int'l branch: USA.
Product: Record–replacement styli.

Nippon Chikushin, 3-9-35 Tozuka-cho, Shinjuku-ku, Tokyo 160.
Product: Record–replacement styli.

Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111. Cable: NIPPONCOLUMBIA. Telex: 22591. Pres.: Takami Shobochi; Dir.: Mitsugu Kumamoto.
Product: Tape–demagnetizers.

Ogura Jewel Ind. Co. Ltd., 5-7-12 Omori Kita, Ota-ku, Tokyo 143. Tel: (03) 763-3111. Telex: 02466048.
Product: Record–replacement styli.

Sharp Corp., 22-22 Nagaike-cho, Abeno-ku, Osaka 545. Tel: (06) 621-1221. Cable: LABOMET.

Sony Corp., PO Box 10, Airport PO, Tokyo 149; 6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Cable: SDNYCORP. Telex: 22262, 24666.
Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA.
Product: Record–replacement styli; Tape–head cleaners, demagnetizers, splicing tape.

Sumotomo 3M Co. Ltd., 3M Bldg., 2-33-1 Tamagawa-dai, Setagaya-ku, Tokyo 158. Tel: (03) 709-8480
Product: Tape–leader & splicing tape.

T D K Electronics Co. Ltd., 1-13-1 Nihonbashi, Chuo-ku, Tokyo 103. Tel: (03) 278-5111. Cable: TOKCORE. Pres.: Fukujiro Sono; Gen. Mgr.: Shohachi Okiyama.
Int'l branches: Germany, UK, USA.
Product: Tape–head cleaners, demagnetizers, leader & splicing tape.

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Example: 30cm LP Picture Disk; 100,000 disks @ ¥290(yen basis) FOB Nara factory; delivery 60 days after receipt of master tape and separate color transparencies.

Picture disk of Rod Stewart's song, "Oh God, I Wish I Was Home Tonight," for Nikka Black-50.

JAPAN MUSICOLOR CO.
Tokyo Office: 2-11-19 Ginza, Chuo-ku, Tokyo 104
Tel: 03-545-1921
Nara Factory: 862 Rokujocho, Nara City 630
Tel: 0742-45-4571

Tamradio, see Tamura.
Tamura Seisakusho Co. Ltd., Han-Ei Daiichi Bldg., 1-10-3 Shinjuku, Shinjuku-ku, Tokyo 166. Tel (03) 356-7211.
Product: Tape—bulk erasers (audio)
Teac Corp., 3-7-3 Naka-cho, Musashino-shi, Tokyo 180. Tel: (0422) 53-1111. Cable: TEAC MITAKA. Telex: 2822551. Pres.: Noboru Yanase; Audio Div. Gen. Mgr.: Yukio Koide; Int'l Dept. Gen. Mgr.: Masao Morita
Int'l branches: Australia, USA.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all audio).
Victor Co. of Japan Ltd., 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo 103. Tel (03) 241-7811. Cable: VICTOREXPORT. Telex: 26222.
Int'l subsidiaries: Canada, England, France, Germany, Singapore, USA.
Product: Record—replacement styli

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists. The key to symbols used is: (M) manufacturer; (I) importer; (D) distributor and (R) retailer.

Japan Soul Agency, 1-5-11 Sakurajyosui, Setagaya-ku, Tokyo 156. Tel: (03) 302-0208. Cable: JSATRCO. Telex: 2424586.
Product: Posters (I, D), patches (I, D).

• store fixtures

Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuya-ku, Tokyo 150. Tel: (03) 463-6161
Int'l branches: Germany, Hong Kong, USA
Product: Browser boxes, display racks.
Young Japan Ent. Inc., 5-F Emerald Bldg., 4th fl., 12-7 Udagawa-cho, Shibuya-ku, Tokyo 150. Tel: (03) 476-3256. Pres.: Ken Hosokawa, Exec. VP: Akio Onodera, Exec. Prod'r: Chikanori Kikuchi

KENYA

Population: 15,800,000
Rate of exchange: $1 (US) = 8.3 shillings
Per capita income: $1,500
Holidays: January 1, Good Friday, Easter Monday, May 1 (Labor Day), June 1 (Madaraka Day), Idd Ulfittur, October 20 (Kenyatta Day), December 12 (Independence Day), 25 (Christmas), 26 (Boxing Day)

RECORDS:

Note: There are no accurate figures for the importation and exportation of recorded product. Amounts listed in these areas are estimates only.
Record sales certification awards: Silver single—30,000 units; gold single—60,000 units; platinum single—100,000 units. Silver LP—5,000 units; gold LP—10,000 units; platinum LP—25,000 units.
Records sold domestically including imports: LP's 1980—150,000 units; 1979—180,000 units. Singles 1980—2,500,000 units; 1979—2,500,000 units.
Records imported from countries other than USA: 1980—50,000 units; 1979—60,000 units.
Records exported to countries other than USA: 1980—200,000 units; 1979—300,000 units.
Average retail price per record: LP's—$9.60; singles—$1.70
Discounting: Frequent
Type of distribution: One manufacturer supplies the major licensees/distributors who sell direct to retail outlets. The small market prevents wide coverage. Sales channels are from the center of Nairobi to Mombasa, Kisumu and Nakuru primarily, with redistribution to the villages.
Type of promotion: Radio is the main promotion vehicle as much emphasis is placed on airplay exposure. There also is some advertising in magazines and newspapers. Because of the prohibitive cost, television advertising is used very little. A new television program, proposed and now accepted, will be the first of its kind in East Africa and will give exposure to local and international acts.
Jukeboxes: 120

TAPE:

Market: There are no 8-track sales whatsoever. Piracy is still a great problem and especially with cassette duplication. (The sales ratio of blank tape to pre recorded tape is about 100 to 1.) IFPI action is working at curbing the problem. The cassette market is now in the embryonic stage. Importation of cassettes and tape is banned to protect the local industry. There is no legitimate video market but there are many pirate libraries and sales points in all kinds of shops, from butcheries to pharmacies.
Pre-recorded tape sold domestically including imports: Cassette 1980—80,000 units; 1979—65,000 units.
Pre-recorded tape imported from countries other than USA: 1980—40,000 units; 1979—30,000 units
Average retail price per tape: Cassette—$11.50

RADIO STATIONS:

No. of government: 3
Comment: The three radio stations are under the Voice of Kenya and broadcast in three languages. News and information are featured, with about 40% of air time going to music.

TELEVISION STATIONS:

No. of government channels: 1.
Comment: Television programming features educational programs and imported dramas, "sitcoms" are shown from 8 p.m. on. About 2% of the programming time is devoted to music.

IMPORT/EXPORT REGULATIONS:

According to a government policy statement of September 1980, no importation of records and tapes is allowed. Materials are subject to import license application being processed. Regarding exports, the markets around Kenya are still cut off by political differences and internal strife but West Africa and Central Africa continue to deal with Kenya on a limited scale.

MARKET ANALYSIS:

Import restrictions have meant grave difficulties for manufacturers because of the lack of raw materials but on the other hand there has been an increase in the demand for locally processed records. The rise in the sales of these records has been offset by the economic restrictions in the economy which have meant that turnover has remained static, with unit sales having dropped due price increases of approximately 20% over the past year. Pirated cassettes are still a considerable threat and video piracy also is becoming a big business.
Zairean music has shown a marked resurgence in popularity along with international repertoire, both accounting for about 65% to 70% of the market. For international product, R&B and disco are still predominant with country following closely behind.
With the establishment of the fully recognized IFPI Kenyan body there should finally be some unification to combat the piracy that has long plagued the market but it appears as though it will be several years before Kenya's economy is healthy enough to allow growth in the recording industry.
R. Andrews

• record & tape manufacturers / distributors / importers

A I T Recs. (Kenya) Ltd. (IFPI), PO Box 41152, Nairobi. Tel: 24725, 26732, 334-127. Cable: DREWSCO. Telex: 22684. Mng. Dir.: M.R. Andrews; Sales Dir.: R.J. Andrews.
Labels: (Owned) AIT, Africa, Ba Ba, Bana Beru, Do 7, King Kong, Loiwe, Makassy, Masantula, Mazembe, Moto Moto, Musiki du Zaire, Nyang Omaki, Owang Jaber, POK, Sungura; **(licensed domestic)** Kung Fu; **(licensed foreign)** Capitol (USA), EMI (UK), Fantasy (USA), MCA (USA), RCA (USA), RPM (South Africa), Stax (USA), Teal (South Africa), United Artists (USA)
A S L., see PolyGram
Africa, see AIT
African Beat, see PolyGram
Apollo, see PolyGram
Ba Ba, see AIT
Bana Beru, see AIT.
C B S Recs. Kenya Ltd., PO Box 60299, Nairobi
Do-7, see AITs
King Kong, see AIT
Kung Fu, see AIT
Loiwe, see AIT
Makassy, see AIT
Masantula, see AIT
Mazembe, see AIT
Mercury, see PolyGram
Moto Moto, see AIT
Musiki du Zaire, see AIT
Nyang Omaki, see AIT
Owang Jaber, see AIT
P A, see PolyGram
P O K, see AIT.
Phonogram, see PolyGram
PolyGram Recs. Ltd. (IFPI), PO Box 43695, Nairobi. Tel: 557558. Cable: PHONREC. Telex: 22847. Mng. Dir.: Dr. J.H. Kinzl; Comm'l Mgr.: J. Costabir; Financial Admin'r: F. Schnebel.
Labels: (Owned) ASL, African Beat, Apollo, Mercury, PA, Phonogram group, Polydor group, Vibao, **(licensed)** African, De-Lite, Hansa, Isa, Motown, Pye (UK), RSO.
Int'l rep.: Worldwide (PolyGram).
Polydor, see PolyGram
Sungura, see AIT
Vibao, see PolyGram

• music publisher

E I T Publ'g., PO Box 41152, Nairobi. Tel: 24725, 26732. Cable: DREWSCO. Telex: 22864. Mng. Dir.: M.R. Andrews

• services

PLATING, PROCESSING & PRESSING PLANTS

East African Recs. Ltd., PO Box 43695, Nairobi. Mng. Dir.: J.H. Kinzl; Factory Mgr.: G. Vieweger.

TAPE CUSTOM DUPLICATOR

East African Recs. Ltd., PO Box 43695, Nairobi. Mng. Dir.: J.H. Kinzl; Factory Mgr.: G. Vieweger
Audio: Cassette

• accessories importer

A I T Recs. (Kenya) Ltd., PO Box 41152, Nairobi. Tel: 24725, 26732, 334127. Cable: DREWSCO. Telex: 22684. Mng. Dir.: M.R. Andrews; Sales Dir.: R.J. Andrews (Importer)
Product: Record—record care prods., 45 rpm adaptors; Tape—head cleaners & demagnetizers, leader & splicing tape

KOREA, SOUTH

Population: 38,700,000
Rate of exchange: $1 (US) = 500 won
Per capita income: $1,000
Holidays: January 1-3 (New Year's Days), March 1 (Independence Movement Day), March 10 (Labor Day), April 5 (Arbor Day), May 5 (Children's Day), May 21 (Lord Buddha's Birthday), June 6 (Memorial Day), July 7 (Constitution Day), August 15 (Liberation Day), September 23 (Moon Festival Day), October 1 (Armed Forces Day), October 3 (National Foundation Day), October 9 (Korean Alphabet Day), December 25.

• record & tape manufacturers / distributors / importers

Arts Int'l., Hae Young Bldg., 148 Ankuk Dong, Chongro-ku, Seoul
Label: (Licensed foreign) Cream (USA).
Hit Rec. Co., Sebu PO Box 11, 109-12 Ung Am Dong, Seo Dae Moon Koo, Seoul. Tel: 388-1279. Pres.: Tae Bong Lee; Gen. Mgr.: Eung Kyun Kim; Sales Mgr.: Hwan Pyong Lee.
Labels: (Owned) Hit, **(licensed)** Seven Seas (Italy), Telefunken (Germany), Vanguard (USA).
Jigu Recs. Corp. (IFPI), 233 Daeja-Ri, Byokje-Eup, Koyang Kun, Kyongki-Do 120-66. Pres.: Jeongsoo Lim; Jaewoo Lim, Sales Mgr.: Kwancheol Lee.
Label: (Represented) RCA (USA)
Int'l reps.: Japan (CBS/Sony), USA (RCA)
Oasis Rec. Co. (IFPI), 196-18 Anyang 7 Dong, Anyang 171. Tel: (1343) 2-1761. Cable: OASIS. Pres.: Jin Seok Sohn; Gen. Mgr.: P.M. Kim; Sales Mgr.: K.I. Suk
Labels: (Owned) Oasis; **(licensed)** EMI (UK), WEA (USA)
Sung Eum Ltd. (IFPI), CPO Box 1234, Seoul. Tel: (02) 445-0141. Cable: SEMGRAMO. Telex: 23395. Pres.: Lee Sung Hee; Gen. Mgr.: Chae Young Wha; Sales Mgr.: Lee Han Woo.
Labels: (Owned) Sung Eum; **(licensed foreign)** A&M (USA), Archiv (Germany), Casablanca (USA), Decca/London (UK, USA), Dreamland (USA), Hansa (Germany), MGM (USA), Pergola (Netherlands), Philips/Fontana (Netherlands), Polydor/DG (Germany), RSO (USA)

• music publisher

Sam Ho Music Publ'g. Co., Won Hyo Ro 2 Gta 92-2, Seoul. Tel: 713-2388. Prof. Mgr.: Kim Jung Tae.

LEBANON

Population: 3,000,000
Rate of exchange: $1 (US) = 4.32 pounds
Per capita income: $950
Holidays: January 1, February 9 (St. Maron), Good Friday, May 1 (Labor Day), August 15 (Assumption), November 22 (Independence Day), December 25, Moslem & Christian religious holidays

• record & tape manufacturers / distributors / importers

Arc, see Societe Mitri Murr & Fils
Archiv, see Philips Liban
A. Chahine & Fils, Hazmieh Chiyah Blvd., Beirut. Tel: 452 750/563. Cable: CHAHINEMUSIQUE. Pres.: Joseph A. Chahine; Gen. Mgr.: Bernard A. Chahine; Sales Mgrs.: Abdallah J. Chahine, Boutros Maroun, Joe Letayf.
Labels: (Owned) Voix de L'Orient, **(distributed—not licensed)** A&M (UK), Barclay (France), Bronze (UK), Capitol (UK), Carrere (France), DJM (UK), EMI (UK), EMI Int'l (UK), Fantasy (USA), Harvest (UK), His Master's Voice (UK), Island (UK), Motown (UK), Music For Pleasure (UK), Parlophone (UK), Pathe (France), Purple (UK), RAK (UK), Rocket (UK), Sonopresse (France), Tamla (UK), Trema (France), Treteaux (France).
Int'l reps.: France (Pathe Marconi EMI), Greece (EMI)
D G, see Philips Liban
Empire, see Societe Libanaise du Disque
Fontana, see Philips Liban
Hamada, see Societe Libanaise du Disque

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PHONE: (01) 328-4641

Heliodor, see Philips Liban.
Romeo Lahoud Prod'ns, see Societe Libanaise du Disque
M G M, see Philips Liban.
Melodisc, see Societe Libanaise du Disque
Mercury, see Philips Liban.
Metrophon, see Societe Mitri Murr & Fils.
Philips Liban SaL, Phonogram Dept., PO Box 670, Ave Sami Solh, Beirut. Tel 382 300. Cable PHILIBAN. Gen Mgr. w Raben, Sales Mgr.: Roger Ghosn.
Labels: (Owned) Archiv, DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Polyphon, Triumph, Vertigo, Verve; **(licensed)** Avco, AH Platinum, B&C, Big Tree, Biram, Bus Stop, CTI, Capricorn, Carrere, Charisma, Clearlight, ECM, Ensign, Fresh Aw, GM, GTO, Hispavox, Hot Foot, Jet, Just Sunshine, Kalan, Kalondour, Keltia, Kudu, Marzelle, Mooncrest, Mountain, Oyster, Pablo, Passport, Pergola, Phil Spector, Power Exchange, RSO, Ring'O, Shelter, Sire, Sonopresse, Spring, State, Track, Transatlantic, Trojan, 20th Century, WWA, Zagora.
Int'l reps.: Worldwide (Phonogram, Polydor)
Polydor, see Philips Liban
Polyphon, see Philips Laban
S L D, see Societe Libanaise du Disque.
Societe Libanaise du Disque SaL (IFPI), PO Box 4758, Cinema Empire Bldg., Gouraud St., Beirut. Tel. 362533, 365205, 932787. Cable CINEMPIRE Telex: 21633. Pres. & Gen. Mgr. Mario G Haddad; Prod'n Mgr. Joseph Tabet.
Labels: (Owned) Empire, Melodisc, SLO; **(licensed)** Albatros (France), Ariola (Germany), Asylum (UK), Atco (USA), Atlantic (USA), CGD (Italy), Dark Horse (France), Durium (Italy), Elektra (USA), Hansa (Germany), Reprise (USA), Ri-Fi (Italy), Warner Bros (USA), **(distributed—not licensed)** Disc'AZ (France), Ades (France), Barclay (France), Big Tree (France), Erato (France), Eurodisc (France), Flamophone (France), Flarenasch (France), Hamada, Hungaraton (Hungary), Romeo Lahoud, Malligator (France), Manticore (France), Musidisc (France), Rolling Stones (USA), Swan Song (USA), Umart, Westbound (USA), Whitfield (France).
Int'l reps.: France (Sonodisc), USA (Monitor, Peters Int'l).
Societe Mitri Murr & Fils, PO Box 11-1211, Beirut. Tel 24-46-20, 22-38-08.
Labels: (Owned) Arc, Metrophon; **(represented)** Chapter One (UK), Decca (UK), Oeram (UK), London (UK), MAM (UK), Pink Elephant (Belgium), Rex (UK), Saout El-Hob (Egypt), Threshold (UK), UK (UK), Vega (France), Weekend (Belgium)
Int'l reps.: Belgium (Fonior), Egypt (Saout El-Hob), France (Societe Francaise du Son), UK (Decca).
Triumph, see Philips Liban.
Umart, see Societe Libanaise du Disque
Vertigo, see Philips Liban
Verve, see Philips Liban.
Voix de L'Orient, see A. Chahine & Fils

MALAYSIA

Population: 12,264,345.
Population by age groups: 0-14 (16%); **15-24** (22%); **25-49** (43%); **50+** (19%).
Number of family units: 2,457,000
Weekly income per household: Under $40 (.8%); $40-$60 (2.1%); $60-$80 (11%); over $80 (86.1%).
Rate of exchange: $1 (US) = 2.15 ringgits.
Per capita income: $786.
Holidays: January 1, Chinese New Year (2 days), Prophet Muhammad's Birthday, Labor Day, Vesak Day (Buddhist festival), King's Birthday, National Day, Hari Raya Puasa (Malay Fasting festival) (2 days), Deepavali (Hindu festival), Awal Muharram (Malay religious holiday), Hari Rayi Haji (Malay New Year), Christmas.

RECORDS

Record sales certification awards: Silver LP—15,000 units; Gold LP—25,000 units; platinum LP—50,000 units.
Records sold domestically including imports: LP's 1979—2,100,000 units.
Records imported from USA: 1979—130,000 units.
Records imported from countries other than USA: 1979—6,235 units
Records exported to countries other than USA: 1979—1,430 units.
Average retail price per record: Int'l LP's pressed locally—$6.98
TV merchandising: 28% of total sales.
Discounting: Frequent.
Type of distribution: The manufacturer-to-retailer distribution trend continues to be predominant although the manufacturer-to-wholesaler-to-retailer system has gained prominence and now controls 30% of total sales. Most of the privately owned retail outlets acccount for 85% of business while manufacturer-owned outlets control 9%, with the remainder going directly from the manufactuer to the consumer.
Type of promotion: Radio and television, which allocate 42% to MOR material, are the most important means. Newspaper and magazine reviews also rate highly although press advertisements, which have proved successful before, are rarely featured. Videotape screenings have declined in promotions, perhaps due to high import taxes. Live performances and concerts remain a major form of promotion.
Jukeboxes: 50.

TAPE

Pre-recorded tape sold domestically including imports: 8-tr. 1979—750,000 units. Cassette 1979—3,200,000 units
Market: The most important note concerns the retail price reductions of both 8-tr. and cassette. Cassette equipment, which is largely available at all leading hifi stores, has seen its sales increase dramatically in the past year, mostly as a result of upgrading existing equipment. Also interesting to note is that the quality of cassettes is now below average, perhaps accounting for the reduction in prices.
Average retail price per tape: 8-tr.—$6.50, cassette—$5.60

CONSUMER ELECTRONICS

Percentage of homes with: Radios (94%), AM only (73%), AM/FM (21%), television sets (86%), color (31%), b&w (55%), phonographs (66%), audio tape recorders (84%), video tape recorders (3%)

RADIO STATIONS

No. of government 1 (AM/FM).
Comment: Music accounts for about 70% of the airtime; news, sports commentaries, features and documentaries make up the remainder. FM, which is restricted to Kuala Lumpur & selected areas, is 100% music. Popular and MOR music predominates, of which 40% is local repertoire. Classical, country and jazz figure strongly, too. Live shows are featured daily on FM.

TELEVISION STATIONS

No. of government channels 2; 2% color (PAL).
Comment: About 30% of the programs are locally produced, including news, documentaries, sports, plays and musicals. Imported music shows are limited to the MOR format.

IMPORT/EXPORT REGULATIONS

All imports are subject to a tax duty of 45% + 5% + 5%. Despite this high rate, imports of tapes, hifi equipment and records have registered a steady upward trend. Tax duty for exports, conversely, is very much less and is encouraged. **Christie Leo**

• record & tape manufacturers / distributors / importers

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
Angel, see EMI.
Baal Recs., 5115 Wisma Central, Jalan Ampang, Kuala Lumpur. Tel: 209 836.
Labels: (Owned) Baal, Best of Everything; **(licensed)** ABC, H&L (both USA).
Best of Everything, see Baal.
Capitol, see EMI.
Columbia, see EMI.
D G G, see PolyGram.
Double Up, see EMI.
E M I (Malaysia) Sdn. Bhd. (IFPI), 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07. Tel: (03) 924133, 924261, 924392. Cable: EMITRON. Telex: 30682. Dir. & Gen. Mgr.: M. Comerford; Mktg. & Sales Mgr.: Ronald Choong; Int'l A&R Mgr.: Connie Cheong; Domestic A&R Mgr.: S.P. Beh
Home office: England.
Labels: (Owned) Angel, Capitol, Columbia, Double Up, EMI, HMV, Harvest, MFP, One Up, Parlophone, Pathe, Regal, Sonopresse, Sound Superb, Starline; **(licensed)** Arista (USA), Bronze (UK), CBS (USA), Disneyland (USA), Oyna (Philippines), Epic (USA), Island (UK), MAM (UK), Magnet (UK), Motown (USA), Passport (USA), Private Stock (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Rare Earth (UK), Rocket (UK), Sherbet (Australia).
Int'l rep.: Worldwide (EMI)
Elastic, see Musico.
Fontana, see PolyGram.
Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.
H M V, see EMI
Harvest, see EMI.
Hup Hup Sdn. Bhd. (IFPI), 66-68 Jalan Raja Chulan, Kuala Lumpur. Tel: (03) 207-904/524. Cable: DISCKING. Mng. Dir.: C.H. Ng, Gen. Mgr.: A.W. Ng.
Label: (Owned) Life.
King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.
Life, see Hup Hup.
M F P, see EMI.
Malaysia Recs. Sdn. Bhd., Lot 8244, Lorong 51A/222B, Kawasan Miel, Petaling Jaya, Selangor. Tel: (03) 773-685, 773-604. Cable: MAYREC. Chm.: M.C. Brown; Factory Mgr.: Heng Yok Hong.
Mercury, see PolyGram.
Musico (Malaysia) Sdn. Bhd., China Insurance Bldg., Rm. 301, 174 Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 924-959. Mgr.: Khorjin Seong.
Labels: (Owned) Elastic, **(represented)** Barclay, Blue Note (USA), Casablanca, Fantasy (USA), JVC, King, Prestige (USA), United Artists (Germany, UK, USA).
One Up, see EMI.
Parlophone, see EMI.
Pathe, see EMI.
Philips, see PolyGram.
Polydor, see PolyGram.
PolyGram Recs. Sdn. Bhd., Jalan Bukit Bintang, 1st & 2nd fl., No. 20, Kuala Lumpur. Tel: 422-747, 429-395.
Regional headquarters: Singapore.
Labels: (Owned) OGG, Fontana, Mercury, Philips, Polydor, RSO, Vertigo, **(represented)** A&M (USA), Archiv (Germany), BBC (UK), Capricorn (USA), Casablanca (USA), Charisma (UK), Chelsea (UK), Oecca group, Oureco (Netherlands), Ensign (UK), GTO (UK), London, MGM, Monument, Pablo (Germany), Ring-O (UK), Rocket (USA)
R S O, see PolyGram.
Regal, see EMI.
Sonopresse, see EMI.
Sound Superb, see EMI.
Starline, see EMI.
Vertigo, see PolyGram.
W E A Recs. Snd. Bhd. (IFPI), Lot 8-24 Sun Complex, Jalan Bukit Bintang, Kuala Lumpur 06-24. Tel: 422-551. Telex: 30754. Dir. & Gen. Mgr.: Frankie Cheah; Sales Mgr.: Eddie Goh.
Home office: USA.

• music publishers

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
Pustaka Muzik EMI (Malaysia) Sdn. Bhd., 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07. Tel: (03) 924133, 924261, 924392. Cable: EMITRON. Telex: 30682. Mng. Dir.: Michael Comerford. Gen. Mgr.: S.P. Beh.
Int'l firm represented: EMI (Hong Kong).
Int'l rep.: UK (EMI)

• services

DESIGN & ARTWORK

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.
King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh

PLATING, PROCESSING & PRESSING PLANTS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.
King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.
Malaysia Recs. Sdn. Bhd., Lot 8244, Lorong 51A/222B, Kawasan Miel, Petaling Jaya, Selangor. Tel: (03) 773-685, 773-604. Cable: MAYREC. Chm.: M.C. Brown; Factory Mgr.: Heng Yok Hong. (Pressing only)
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

PRINTERS & LITHOGRAPHERS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.
King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien. (Rec. only)
Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, Perak. Tel: 822-246.
Int'l branch: USA, Spectrotape
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

TAPE CUSTOM DUPLICATORS

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
Emitape (Malaysia) Sdn. Bhd., 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07. Tel: (03) 924133, 924261, 924392. Cable: EMITRON. Telex: 30682. Mng. Dir.: M. Comerford; Gen. Mgr.: Jenny Thong.
Audio: 8-tr., cassette.
Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.
Audio: 8-tr., cassette & open reel.
King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

• supplies

CARTRIDGE & CASSETTE PARTS

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.
Audio: All plastic parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE.
Int'l branch: USA, Spectrotape.
Audio: Cassette
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.
Brand name: UNI-El Mar.

JACKETS & SLEEVES

LABELS, DISK

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.
King Musical Inds. Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor. Tel: (03) 561103, 561203. Cable: DISCKING. Telex: 33581. Mng. Dir.: Ng Lian Chin; Gen. Mgr.: Ng Cheong Kien.
U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh. (Labels only)

POLYETHYLENE BAGS

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.

RECORD MANUFACTURING EQUIPMENT

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGOH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.
Chief product: Presses.
Brand name: Finebilt.

TAPE, BLANK LOADED & BULK RAW

Agfa Carat, see East Asiatic.
Agfa Stereochrom, see East Asiatic
Agfa Videochrom, see East Asiatic
Ampex, see Eastland.
Anca Musical Sdn. Bhd., 58 Jalan Midah 1, Taman Midah, Cheras, Kuala Lumpur. Tel: 612-031. Mng. Dir.: Wong Kim Leng.
Audiopak, see Emitape
Capitolpak, see Emitape
East Asiatic Co. Ltd., PO Box 354, 84 Jalan Ampang, Kuala Lumpur. Tel: 25121. Telex: 246.
Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.
Video: Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom
Eastland Trading Co., 301 Jalan Pekeliling, Kuala Lumpur 17-01. Tel: 25-302. Cable: EASTLAND. Sales Mgr.: Wong Boon Sam. (Importer/Exporter)
Reg'l headquarters: Singapore.
Audio: Cassette, open reel.
Brand name: Ampex.
Emitape (Malaysia) Sdn. Bhd., 1 Lorong Haji Taib Satu, Kuala Lumpur 02-07. Tel: (03) 924133, 924261, 924392. Cable: EMITRON. Telex: 30682. Mng. Dir.: M. Comerford; Gen. Mgr.: Jenny Thong. (Blank only)

Audio: 8-tr., cassette.
Brand names: Audiopak, Capitolpak, Emitape.

Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE. (Blank only)
Int'l branch: USA, Spectrotape.
Audio: 8-tr. & cassette.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGDH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.
Audio: 8-tr., cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Eastland Trading Co., 301 Jalan Pekeliling, Kuala Lumpur 17.01. Tel: 25-302. Cable: EASTLAND. Sales Mgr.: Wong Boon Sam. (Importer/Exporter)
Reg'l headquarters: Singapore.
Audio: Duplicators.
Brand names: Ampex, Pentagon.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGDH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.
Audio: Duplicators, winders.
Brand name: Ed-Pic, King.

TAPE PACKAGING & LABELING EQUIPMENT

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGDH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.

• accessories manufacturers

Golden Voice Musical Inds. Sendirian Berhad, Tasek Ind'l Estate, Lot 11, Tasek Square, Ipoh, Perak. Tel: (05) 4-555.
Product: Carrying & storage cases.

Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE.
Product: Tape—head cleaners.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGDH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.
Product: Record—record care prods., Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

• store fixtures manufacturers

Panda Inds. Sendirian Berhad, Kamunting Ind'l Estate, Taiping, West Malaysia. Tel: (05) 822-246, 823-499. Cable: PANDATAPE.
Product: Tape display racks.

U N I Ent. Sdn. Bhd., 290 Jalan Raja Laut, Kuala Lumpur. Tel: (03) 922-971/115/291/088. Cable: UNIGDH. Telex: 31341. Mng. Dir.: S.S. Goh; Gen. Mgr.: Peter S.C. Goh; Sales Mgr.: Colin Edmonds; Office Mgr.: Liao How Soon; Factory Mgr.: Robert Goh.
Product: Tape display racks.

MEXICO

Population: 70,000,000
Rate of exchange: $1 (US) = 22.65 pesos
Holidays: January 1, February 5 (Promulgation of the Constitution), March 21 (Birthday of Benito Juarez), May 1 (Labor Day), May 5 (Cinco de Mayo), September 15 & 16 (Independence Day), October 12 (Columbus Day), November 20 (Anniversary of the Revolution), December 25.

RECORDS & TAPE:

Records & Pre-recorded tape sold domestically (retail value): 1979—$275,000,000

RECORDS:

Records sold domestically including imports: LP's 1979—30,000,000 units. EP's 1979—9,016,800 units. Singles 1979—33,439,200 units.
Average retail price per record: LP's—$3.80-$6.50. EP's—$1.40-$1.98, singles—$1.55.
Type of distribution: Manufacturer-to-retailer system predominates.
Type of promotion: Radio & tv concerts are the most important.
Jukeboxes: 27,000.

TAPE:

Pre-recorded tape sold domestically including imports: 8 tr. 1979—1,080,000 units. Cassette 1979—5,700,000 units.
Average retail price per tape: 8-tr.—$4.70; cassette—$5.00-$12.70.

TELEVISION STATIONS:

No. of channels 25, 100% in color.

Marv Fisher

• record & tape manufacturers / distributors / importers

A C (Discos) (Central de Grabaciones), Mayorazgo 83, Col. General Anaya, Mexico, 13, D.F. Tel: (905) 534-3370. Dir. Gen.: Carlos Gomez Barrera; Gen. Mgr.: Jose Antonio Zavala; Sales Mgr.: Rolando Islas; Admin. Dir.: Horacio Calderon.
Labels: (Owned) Clasica, Especial, Kabah, Palenque, Tulum.

A M S Recs. SA (Fabrica de Discos), Jerico 64, Mexico, D.F. Tel: (905) 760-3441.

Acapulco, see Musart.

Accion, see Coro.

Allegria SA (Discos), Xochicalco 242-2, Mexico 12, D.F. Tel: (905) 543-2470
Int'l rep.: USA (Fama).

America (Producciones de Discos) SA, Av. Chapultepec 57, 2nd fl., Mexico 7, D.F. Tel: (905) 578-8018. Pres.: Alejandro Quintero Ramirez; Gen. Mgr.: Javier T. Salas Pares.
Labels: America, Telediscos
Int'l reps.: El Salvador (Dicesa), USA (America Profono), Venezuela (Sonografica).

Angel, see EMI-Capitol.

Archiv, see PolyGram.

Arcoiris Musical, see Centro Musical de Tijuana.

Ariel, see Mexicanos.

Ariola America, see Bertelsmann.

Ariola World, see Bertelsmann.

Arista, see Bertelsmann.

Avon, see Coro.

Belart, see PolyGram.

Bertelsmann de Mexico SA (IFPI), Ave. de las Fuentes 41-A, 4th fl., Tecamachalco, Mexico 10, D.F. Tel: (905) 589-8400. Cable: ARIME. Telex: 1777674. Mng. Dir.: Fernando Hernandez R.; Gen. Mgr.: Hector Mendoza.
Labels: (Owned) Ariola America, Ariola World, Arista; **(licensed foreign)** Bronze (UK), Hansa (Germany), Island (UK), MCA (USA), Microfon (Argentina), Sire (USA), Sonolux (Colombia), Tomato (USA), Virgin (UK).
Int'l reps.: Bolivia (Lauro), Chile (Quatro), Colombia (Sonolux), Dominican Republic (Discomundo), Ecuador (Fadisa), Guatemala (Dideca), Panama (Sonomundi), Peru (FTA), Venezuela (Cordica), USA (Caytronics).

Brisa, see Helix.

C B S/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333. Cable: COLRECDRD. Pres.: Jose Manuel Villarreal P.; VP & Gen. Mgr.: Armando de Llano Arana; Comm'l Dir.: Raul Bejarano Teja; Mktg. Dir.: Antonio Flores Herrera; A&R Dir.: Javier Martinez Martinez.
Labels: (Owned) CBS, Epic, Harmony, Dkeh, Sultana; **(licensed foreign)** A&M, Bang, Buena Vista, Calla, Caribou, GDE, GTO, Jet, Kirshner, Nemperor, Philadelphia Int'l, Portrait, TK, T-Neck, Tabu, Tappan Zee, Unlimited Gold, (all USA).
Int'l reps.: Worldwide (CBS Int'l) except USA (Caytronics).

Camden, see RCA.

Capitol, see EMI-Capitol.

Cara, see Grever.

Casablanca, see PolyGram.

Cash, see Grever.

Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 92073, USA, 917 Constitucion Ave., Tijuana, B.C. Tel: (903) 385-1322. Pres.: Luis B. Alonso, VP: Tessy Alonso; Sales Mgr.: Manuel Magdaleno C.
Labels: (Owned) Arcoiris Musical, Rainbow Music; **(distributed)** Alhambra, Arcano, Arriba, Ariola, CBS, Capitol, Caytronics, Coco, Columbia, Fama, Fania Int'l, Fiesta, Fuentes, Gala, Gamma, Hispavox, Latin Int'l, Melody, Miami, Montilla, Musart, Nova Vox, Peerless, Polydor, Pronto, Raff, RCA, Safari, Sonido Int'l, Super Sonido
Int'l rep.: USA (Fiesta).

Ciro, see Coro.

Cisne Raff SA (Discos) (IFPI), Calle Carracci 64, Mexico 19, D.F. Tel: (905) 563-2800. Pres.: Raul Ficahi; Gen. Mgr.: Ramon Martinez Duran; Comm'l Mgr.: Ignacio Aguilar de la Torre; Promo. & Pub.: Francisco Jimenez.
Int'l branch: USA, Raff Recs.
Labels: (Owned) Cisne, Diablo, Gaviota, Hot Rock, Raff, **(licensed foreign)** Dark (Venezuela), Disc Jockey (Argentina), Hurricane (USA), Mex Melody (USA), Movieplay (Spain), Nippon Columbia (Japan), Norteno (USA), Playboy (USA), Ric (USA), SISA (Nicaragua).
Int'l rep.: Nicaragua (SISA) (SEE ADVERTISEMENT)

Cladrijo SA (Discos), Miraflores 823, Mexico 13, D.F.

Clasica, see AC.

Clave, see Gamma.

Colibri, see Sonomedios.

Corito, see Coro.

Coro SA (IFPI), Bahia de Perula 80, Mexico 10, D.F. Tel: (905) 531-2900. Pres. & Gen. Mgr.: Federico E. Rojas, Gen. Mgr.: Gloria Escobar.
Labels: (Owned) Accion, Avon, Corito, Coro, Ciro, Lyra, Musik, Redova.
Int'l reps.: Argentina (American Rec'g), Colombia (Fuentes), Guatemala (Fonica), USA (Safari), Venezuela (Discorona).

Cronos SA (Discos), Av. Obregon 1824, Guadalajara, Jal. Tel: (9136) 18-63-84.

D C M, see Discos & Cintas Melody.

D E L A (Director de la Coordinacion & Explotacion de artista & repertorio para Latinoamerica), M.A. de Quevedo 531, Mexico 21, D.F. Tel: (905) 554-2712/1422. Cable: GRAMMAPHON. Telex: (017) 74520, 71227. Dir.: Alejandro Parodi; Latin America Dir.-Delegate: Andre Toffel. (Liaison office for Polydor & Phonogram group of companies in Latin America)

D G, see PolyGram.

Diablo, see Cisne.

Diana, see Gamma.

Dimsa, see Mexicanos.

Discobolo, see Discos & Cintas Melody.

Disco Hit, see Hit.

Discos & Cintas Melody SA (IFPI), Lago Chalco 122, Mexico 17, D.F. Tel: (905) 250-1499. Cable: MELMEX. Pres.: Jose Ignacio Morales Perea; Exec. VP: Sergio Blanchet; Gen. Mgr.: Victor Marquez Mar.; Int'l: Herbe Pompeyo
Labels: (Owned) DCM, Discobolo, Melody, **(licensed)** Big Mouth (Switzerland), Fenix (Ecuador), Movieplay (Spain), Nova Vox (USA), Vanguard (USA)
Int'l reps.: Central America (Dideca), Colombia (Codiscos), Spain (Movieplay), USA (Profono), Venezuela (La Discoteca) (SEE AD)

E M I-Capitol de Mexico SA de CV (IFPI), Rio Balsas 49, Mexico 5, D.F. Tel: (905) 525-1700. Cable: CAPRECORDS. Telex: 01777406. Mng. Dir.: David Stockley; Gen. Mgr.: Roberto Figueroa; Sales Mgr.: Salvador Esparza.
Labels: (Owned) Angel, Capitol, EMI, EMI America, Liberty, Odeon, Seraphim
Int'l reps.: Worldwide (EMI group) excluding Bolivia (Dueri), Central America (Dideca), Colombia (CBS), Ecuador (IFESA), Peru (IEMPSA), USA (Alhambra), Venezuela (Los Ruices).

Eco, see Peerless.

El Dorado, see Producciones Musicales.

Epic, see CBS/Columbia.

Especial, see AC.

F A (Discos), Revillagigedo 96-405, Mexico 1, D.F. Tel: (905) 510-2595.

Fenix, see Peerless.

Fiel, see Industria Disquera Mexicana.

Fiesta (Discos), Av. Antonio de Mendoza 1099, Mexicali, B.C. Tel: (903) 8-13-88
Int'l rep.: USA (Fogata).

Flama, see Gas.

Fonomex SA, Apdo. M-9496, Mexico 13, D.F. Tel: (905) 539-0961, 532-2083. Cable: FONOMEX. Dir.: Miguel Moreno Franco, Gen. Mgr.: Carlos Emoreno Aguilar; Sales Mgr.: Esteban Alarcon
Labels: (Owned) Fonomex, Galaxia, Ja-Ja, Karma, Sideral, Stereo Star, **(licensed)** Orbita (Colombia).
Int'l reps.: Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama (all Lyra), Venezuela (Suramericana)

Fontana, see PolyGram.

Galaxia, see Fonomex.

Gamma SA (IFPI), Apdo. 7762, Zone 1, Emerson 304, 1st fl., Mexico 5, D.F. Tel: (905) 545-6735. Cable: GAMMADISC. Telex: 1772424. Pres.: Jose M. Vidal Zapater; Mng. Dir.: Luis M. Moyano; Sales Mgr.: Fidel Barquet.
Labels: (Owned) Clave, Diana, Gamma, Golondrina; **(represented)** ATC (Argentina), Amadeo (Austria), Arion (France), BWD (UK), Bearsville (USA), Butterfly (USA), CTI (USA), Century (USA), Chiswick (UK), Copacabana (Brazil), Delphine (France), Dideca (Guatemala), Discomoda (Venezuela), Erato (France), Everest (USA), Fama (USA), Fantasy (USA), Fonit-Cetra (Italy), Hallmark (UK), Harmonia Mundi (France), Hispavox (Spain), Hungaroton (Hungary), IFESA (Ecuador), JDC (USA), Mastropiero (Argentina), Original Sound (USA), Orlando Bru (USA), PRT (UK), Pausa (USA), Promus (Venezuela), RKM (Belgium), Rascal (UK), Scotti Bros. (USA), Supraphon (Czechoslovakia), Symphony Tone (Austria), Trova (Argentina), Eds. 23 (France), West End (USA), West Side (USA)
Int'l reps.: Argentina (Microfon), Australia (Festival), Bolivia (Lauro), Brazil (Gravacoes Eletricas), Central America (Dideca), Chile (Quatro), Colombia (Codiscos), Ecuador (IFESA), Peru (El Virrey), Spain (Hispavox), USA (West Side), Uruguay (Palacio de la Musica). (SEE AD)

Gas-Norteno, see Gas.

Gas SA (Discos), Av. de los 100 Metros 1201, Mexico, D.F. Tel: (905) 754-3403. Pres.: Guillermo Acosta; VP: Jesus Acosta, Promo. & Pub.: Laura Acosta.
Int'l branch: USA.
Labels: (Owned) Flama, Gas, Gas-Norteno, Inter-Gas; **(licensed domestic)** Audioton; **(licensed foreign)** Beverly (Spain), Dicesa (El Salvador), Famoso (Ecuador), Gema (USA), Infopesa (Peru), Mundo (Dominican Republic), Orbe (Colombia), TK (Argentina), Velvet (Venezuela).
Int'l reps.: Brazil (Chantecler, Fermata), Peru (Infopesa), Venezuela (Velvet) (SEE ADVERTISEMENT)

Gaviota, see Cisne.

Geminis, see Guitarra.

Golden, see Juventa.

Golondrina, see Gamma.

Gomez Dist., Apdo. 1395, Mexico 1, D.F. Contract: Jorge Gomez
Label: (Represented) Stinson (USA).

Grabaciones Mexicanas SA, Veterinarios 16, Mexico 8, D.F. Tel: (905) 582-9362.
Label: (Owned) Grabamex.

Grabamex, see Grabaciones Mexicanas.

Grever Prod'nes SA, Yautepec 107, Mexico 11, D.F. Tel: (905) 286-0599. Cable: GREVERINT. Pres.: Charles Grever; Gen. Mgr.: Angel Hernandez
Home office: USA, A-Side Dist'g.
Labels: (Owned) Cara, Cash, Lado-A.

Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-9163. Dir. & Gen. Mgr.: Luis Alberto San Martin; Sales Mgr.: Carlos Levi.
Labels: (Owned) Guitarra, Mediterraneo, Nevada; **(licensed domestic)** Geminis; **(licensed foreign)** Ansonia (USA), Barnaby (USA), Dial (Spain), Everest (USA), Musidisc (Brazil), Parnaso (Argentina), Project 3 (USA), Sonet (Sweden)
Int'l reps.: Argentina (Parnaso), Guatemala (Dideca), Spain (Dial), USA (Godel), Venezuela (Duplica)

Harmony, see CBS/Columbia.

Heliodor, see PolyGram.

Helix (Discos), Olivar 29, Mexico 19, D.F. Tel: (905) 563-0100. Dir. Gen.: Carlos Camacho, Artist Direction Mgr.: Armando Martinez; Promo. Mgr.: Hector Menia; Sales Mgr.: Alberto Yanez; Admin. Mgr.: Amado Fournier.
Labels: Brisa, Helix, Impacto, Sasiain (SEE ADVERTISEMENT)

Hit (Discos) SA, Luz Savinon 1707, Colonia Navarte, Mexico 13, D.F. Tel: (905) 590-2889. Pres.: Marco Antonio Lugo; Gen. Mgr.: Sergio Rodriguez; Sales Mgr.: Antonio Barcenas.
Labels: (Owned) Disco Hit, Hit, Super Hit; **(licensed foreign)** Teca (USA).
Int'l reps.: Colombia (Industria Nacional del Sonido), Venezuela (Corpodisco), USA (TH)

Hot Rock, see Cisne.

Impacto, see Helix.

Industria Disquera Mexicana SA, C. Central Sur 385, Mexico 15, D.F. Tel: (905) 355-0570.
Labels: Fiel, Tono.

Inter-Gas, see Gas.

Ja Ja, see Fonomex.

Juventa (Ed. Musical), Tonala 194-G, Mexico 7, D.F. Tel: (905) 574-1278. Pres. & Gen. Mgr.: Rosamaria Gonzalez Romero; VP: Jorge Batalla Salgado, A&R: Rafael de Paz Gonzalez.
Labels: (Owned) Golden, Juventa; **(represented)** Armex (USA).

Kabah, see AC.

Karma, see Fonomex.

Karussell, see PolyGram.

Lado-A, see Grever.

Laurel (Ed.), see Peerless.

Libelula, see Sonomedios.

Liberty, see EMI-Capitol.

Lubata (Producciones) SA, Cuesta 12, Pedregal-Driente, Mexico 20, D.F.
Label: (Represented) Delos (USA).

Lyra, see Coro.

M G M, see PolyGram.

Magneto, see Sonomedios.

Malibu (Discos), Palma Nte. 315-115, Mexico 1, D.F. Tel: (905) 512-4202.
Labels: (Owned) Malibu, Serape.

Maya, see Mexicanos.

Mediterraneo, see Guitarra.

Melody, see Discos & Cintas Melody.

Mercury, see PolyGram.

Mexicanos (Discos) SA/Orfeon Videovox SA (IFPI), Alce Blanco 26, San Bartolo, Naucalpan. Tel: (905) 576-8300/1500. Pres.: Rogerio Azcarraga.
Int'l branch: USA, Orfeon.
Labels: (Owned) Ariel, Dimsa, Maya, Orfeon, Premier, Studio; **(represented)** Carrere (France), Dalida (France), Fonografica Espanola (Spain), International Shows (France), Music Hall (Argentina), Pye (UK), Sabu (Argentina), Sonolux (Colombia)
Int'l reps.: Argentina (Music Hall), Central America (Indica), Colombia (Sonolux), Japan (Teichiku), Peru (El Virrey), Spain (Movieplay), Venezuela (Dark).

Musart SA (Discos) (IFPI), Av. Cuitlahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100, 399-6600. Pres.: Eduardo L. Baptista; Gen. Mgr.: Eduardo A. Baptista; Sales Mgr.: Francisco Llopis; Int'l Mgr.: Andres Baptista.
Labels: (Owned) Acapulco, Musart, Norteno, Oasis, Trebol; **(licensed)** Alshire Int'l (USA), Audio-Musik (Germany), Baby (Italy), Barclay (France), Belter (Spain), Biram (Belgium), Boona (France), Bovema Negram (Netherlands), Brasilia (USA), CNR (Netherlands), CR (USA), Buddah (USA), Can't Stop (USA), Canta Bria (Germany), Codiscos (Colombia), Columbia (Spain), Countdown (Germany), Creole (UK), Crescendo (USA), DLI (USA), Dila (Guatemala), Durium (Italy), Egrem (Cuba), Elver (Belgium), Gapoca (USA), Golden Sands (USA), Goodymusic (Italy), Jupiter (Germany), La Discoteca (Venezuela), Logo (UK), Luna (USA), Marouani (France), Novola (Spain), Claude Pascal (France), Penny Farthing (UK), Petco Int'l (Peru), Prelude (USA), Ramex (USA), Ricordi (Italy), Riviera

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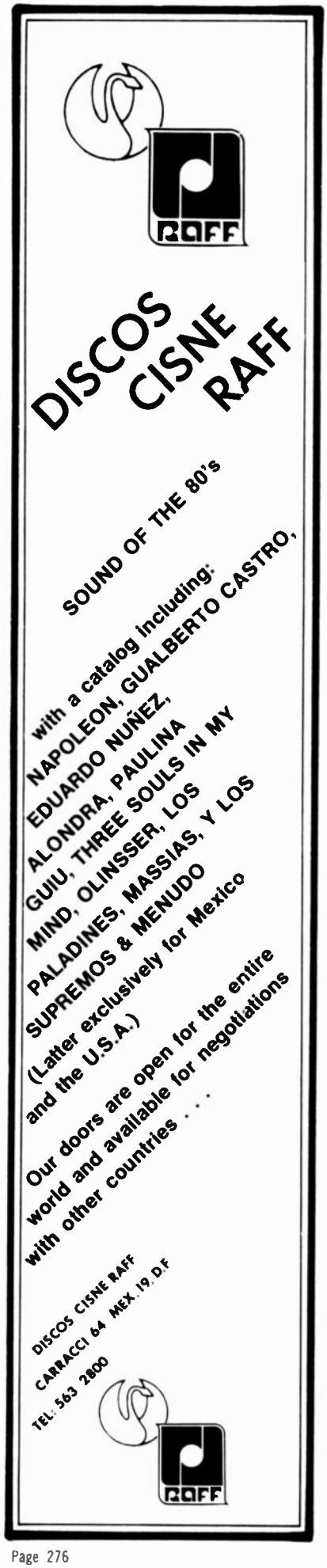

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Musik, see Coro
Nevada, see Guitarra
Norteno, see Musart
Oasis, see Musart
Odeon, see EMI-Capitol
Okeh, see CBS/Columbia
Omega, see Son*Art
Orfeon, see Mexicanos
Palenque, see AC
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Labels: (Owned) Eco, Fenix, Laurel (Ed.), Peerless, **(licensed)** Alhambra (USA), Armada & Fernandez (USA), Baby (Italy), CCI Prod'ns (USA), Car rere (France), Cyclade (France), Decca (UK), Delmar (USA), Del Valle (USA), Exaaact (France), Fadisa (Ecuador), Feraud Guzman (Ecuador), Fonior (Belgium), Freedom Sound (USA), Fuentes (Colombia), Goody (Italy), Ibach (France), Indica (Costa Rica), Industrial Sono-Radio (Peru), London (Canada, USA), Magnet (UK), Microfon (Argentina), Moss Music Group (USA), Onix (Ecuador), Palacio (Venezuela), Prism (USA), R&N (USA), Richmond (UK), SMI (USA), Seeco (USA), Som (Brazil), Sonet (Sweden), Teldec (Germany), Toledo (Germany), Traverse (Germany), Velvet (Venezuela), El Virrey (Peru), WMDT (USA). **Zagora (France)**
Int'l reps.: Argentina (Microfon), Bolivia (Lauro), Chile (Philips), Co lombia (Fuentes), Costa Rica (Indica), Ecuador (Fadisa), Peru (El Virrey), USA (Sunshine) Venezuela (Palacio de la Musica). (SEE ADVERTISE MENT)

Philips, see PolyGram
Polydor, see PolyGram.
PolyGram SA de CV, Apdo 21-069, Av Miguel Angel de Quevedo 531, Mex ico 21, D F Tel (905) 554 1422 Cable GRAMMOPHON Telex (017) 74520 Mng Dir Alejandro Parodi, Comm'l Mgr Luis Noriega, Promo & Pub Herbe Pompeyo
Home office: Germany
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Int'l reps.: Chile (Philips), Colombia (Philips), Ecuador (Fediscos), Guatemala (Dideca), USA (Velvet), Worldwide (PolyGram group) (SEE ADVERTISEMENT)

Premier, see Mexicanos
Producciones Musicales SA, Xochicalco Nte 38 1, Mexico 12, D F Tel (905) 530-6595
Label: El Dorado
Promart SA, Angel Urraza 428 3, Mexico 12, D F Tel (905) 559 7524
Promofon (Promotora Fonografica), Calle Sahuayo 82, Mexico 2, D F Tel (905) 529-3582. Owner Gabriel Gonzalez de la O, Gen Mgr O Guiller mina Lozano
R C A SA de CV, Av de Cuitlahuac 2519, Col Xochimanca, Mexico 16, D F Tel (905) 527 6020 Pres & Dir. Gen Louis Couttolenc, VP & Gen Mgr Guillermo Infante; Sales Mgr Jose Martin del Campo, Artistic & Creative Mgr Renato Lopez M., Promo & Pub Mgr. Kuku Estevez
Labels: (Owned) Camden, RCA, (represented) Hansa (Germany), Mel low (Germany), Millennium (USA), Polar (Sweden), Roadshow (USA), Salsoul (USA), Talpro (USA), Windsong (USA).
Int'l reps.: Bolivia (Prodisco), Chile (IRT), Colombia (Sonolux), Costa Rica (Dicesa), Dominican Republic (Caribe), Ecuador (Fadisa), El Salva dor (Dicesa), Guatemala (Dicesa), Honduras (Dicesa), Panama (Dicesa), Peru (Fabricantes Technicos Asociados), Trinidad (International Rec'g), Uruguay (American Prods.), Venezuela (Cordica) (SEE ADVERTISEMENT)

Raff, see Cisne.
Rainbow Music, see Centro Musical de Tijuana
Redova, see Coro
Regis, see Son*Art
Rex (Discos), Norte 75, No 2537, Mexico 16, D F Tel (905) 399 2779 Pres & Gen Mgr Jorge Acosta
Sasiain SA (Discos), Segovia 40, Col Alamos, Mexico 13, D F Tel (905) 530 5612, 538 4596.
Serape, see Malibu
Seraphim, see EMI-Capitol
Sideral, see Fonomex
Son*Art SA (Discos), Lago Hielmar 26, Mexico 17, D F Tel (905) 531 8100 Pres Teodoro Mantecon Olavarrieta; Comm'l Mgr Ber ardo Gonzalez Bernaldez
Labels: (Owned) Son*Art, Omega, Regis; **(represented)** Dinsa (Peru), Discophon (Spain), Flash (Spain), Fonica (Guatemala), Global (Argen tina), Imperial (Venezuela), King (Japan), Kubaney (USA), Malveta (Ar gentina), Tal (Colombia), Vega (France)
Int'l reps.: Argentina (Global), Guatemala (Fono Industrial), Peru (DINSA), Spain (Flash)

Sonomedios SA, Av Vallarta 2590, Guadalajara, Jal Tel (9136) 16 56 10 Gen. Dir Alejandro Diaz Romo, Gen Mgr Robert A Dubin West
Labels: (Owned) Colibri, Libelula, Magneto
Spectrum, see PolyGram
Stereo Star, see Fonomex
Studio, see Mexicanos
Sultana, see CBS/Columbia
Super Hit, see Hit
Telediscos, see America
Tequila (Discos), Ignacio Esteva, Mexico 18, D F Tel (905) 515 3590/ 6484 Owner & Mgr Dario Zorzano
Tono, see Industria Disquera Mexicana.
Trebol, see Musart
Tulum, see AC
Vertigo, see PolyGram
Verve, see PolyGram.
W E A (Producciones) SA de CV, Acapulco 37, Mexico 7, D F Tel (905) 553 6688 Telex 1777204 Answerback WARN ME Mng Dir Rene Leon
Zodiaco SA (Discos), J J Herrera 98, Mexico 14, D F Tel (905) 577-8179
Zorba Discos, Hamburgo 113, Mexico 6, D F Tel (905) 533 5412 (SEE AD VERTISEMENT)

• music publishers

A V H Musical, see Alfa
Acuariana, see Intersong
Adriana (Ed.), see Intersong
Alfa Musc, Playa Tecolutla 452, Col Marte, Mexico 13, D F Tel (905) 579 7830/1211 Gen Mgr Tere Beltran, Prof. Mgr Magdaleno Oliva
Alma Musical, see Intersong.
America Musical SA, Av Chapultepec 57, 2nd fl., Mexico 7, D F Tel (905) 578 8049. Pres Alejandro Quintero Ramirez, Gen Mgr. Javier T Salas Pares.
Amor (Eds.), see Intersong
Arabella Mexico SA, Fuente de Tritones 24, Tecamachalco, Mexico 10, D F Tel (905) 589-6867 Cable ARIME Telex 1777674 Gen Mgr Fer nando Hernandez, Admin. Co-ord. Ismael Zavaleta
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Arsa (Ed.), see Intersong
Azul & Oro, see Alfa
Barra Musical, see Intersong
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Int'l reps.: Colombia (Ecomus), Peru (Continental), worldwide (EMI group). (SEE ADVERTISEMENT)

Blanco Musical, see Intersong
Bolero Musimex (EMMAC, SACM), see Mexicana de Musica
Boni Collazo Eds Musicales, Apdo. 9982, Administracion de Correos 1, Mex ico 1, D F
Brambila Musical Mexico SA, Av Cuitlahuac 2305, Mexico 17, D F Tel (905) 527 8383 Cable MUSBRAM Gen Mgr Rogelio Brambila Pelayo, 2nd VP J Eleonor Alexander, Ass't Mgr Josefina Rodriguez, Acct'g Dept Edmundo Sanchez
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Int'l reps.: Argentina (MAI), Chile (Sochem), Colombia (Ecomus), Ecua dor (SADRAM), Peru (Conedisa), Spain (Mendaur), UK (Robert King ston), USA (Songs of Mexico), Venezuela (Alfonso Sanchez Lopez)

Buendia Musical, see Intersong
Cadena Musical, see Intersong
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Ed Musical Latino Americana SA, see EMLASA
Emroth (EMMAC SACM), see Mexicana de Musica
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Fetuchini Music, see Intersong
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Galaxia, see Intersong
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Int'l reps.: Portugal & Spain (both Hispavox) (SEE ADVERTISEMENT)
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Int'l firm represented: Parnaso (Argentina)
Golondrina (Ed.), see Intersong
Grever Int'l SA, Yautepec 107 Col Condesa Mexico 11, O F Tel (905) 286 0599 Telex 1772093 Pres Charles Grever Gen Mgr Angel Hernandez
Int'l firms represented: Handy Bros., T B Harms, MAM, Edward B Marks, G Schirmer (all USA)
Int'l reps.: Colombia (Exitos), Ecuador (SADRAM), Germany (Rudolf Slezak), Peru (SAORAM), Spain (Discorama), USA (Golden Sands Ents.)
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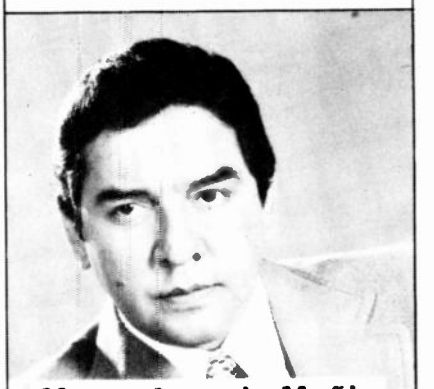

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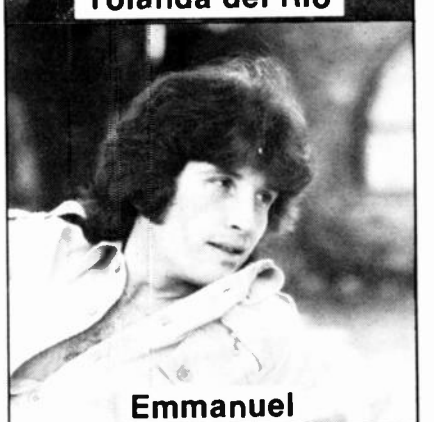

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Population: 14,100,000
Population by age groups: 0-14—3,184,000; 15-24—2,439,000; 25-49—4,823,000; 50+—3,645,000.
Rate of exchange: $1 (US) = 2.10 guilders
Per capita income: $4,825
Holidays: New Year's Day, Easter Monday, April 30 (Queen's Birthday), Ascension Day, Whitsunday, Whitmonday, December 25 & 26

RECORDS:

Record sales certification awards: Gold single—100,000 units, platinum single—150,000 units Gold LP—25,000 units, platinum LP—50,000 units

Records sold domestically including imports (retail value): LP's 1980—27,000,000 units, 1979—32,000,000 units Singles 1980—14,000,000 units; 1979—17,000,000 units, $35,000,000.

Average retail price per record: LP's—$7.10, singles—$2.40.

TV merchandising: 10% to 15% of total.

Record club sales: 6% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer is the traditional main-line of distribution. Because of parallel imports, which created rather important wholesale companies, manufacturer-to wholesaler-to-retailer is rising strongly. Rack jobbing is decreasing and is only marginal economically.

Type of promotion: Pop music is primarily promoted on television programs like "Top Pop" (AVRO), "Countdown" (VOO) and "Starclub" (TROS). This repertoire is also promoted on Hilversum 3, one of the four national radio channels. Recently recorded Dutch language product is getting heavy promotion from pirate radio stations. Classical music is pushed mainly on Hilversum 4. Oor (Ear) is the leading music magazine. Other prominent magazines include Muziek Express, Muziek Parade, Hitkrant and Popfoto. Classical is principally featured in the magazines Disk, Luister and Muziek Deze Maand. The daily newspapers are paying attention to all local and international musical trends

Jukeboxes: 6,000

TAPE:

Market: Evaluations concerning Dutch tape sales are not very encouraging. Not more than 10% of the money available for sound carriers is spent on pre recorded musicassettes. An enormous increase in the sale of blank tape and ever increasing home taping activities are cited as reasons

Pre-recorded tape sold domestically including imports (retail value): Cassette 1980—4,500,000 units; 1979—4,000,000 units.

Average retail price per tape: Cassette—$7.10

RADIO STATIONS:

No. of government 4 (1 AM, 3 FM)

Comment: Hilversum 1 and Hilversum 2 have the most varied recorded and live music and programming. Hilversum 3 is pop oriented and Hilversum 4 classical. Dutch language productions are now receiving better airplay primarily because of pirate radio stations. Commercials for records via radio are slowly losing their impact.

TELEVISION STATIONS

No. of channels 2 government, 95% color

Comment: Programming is split among nine companies. In most cases the background of these companies is political or religious. Veronica (VOO) is the Netherlands youngest broadcasting company, now about four years old. The size of a company depends upon the number of subscribers, with TROS the biggest.

Almost all Dutch television companies keep abreast of the types of music being played in the Netherlands and other countries. Pop music is presented on a regular basis by Veronica ("Countdown"), TROS ("Star club) and AVRO ("Top Pop"). The last mentioned program will be trimmed to 25 minutes in the fall of 1981 because AVRO management has the impression that pop music is losing its impact in the Netherlands. On the other hand, MDR and Dutch language music are getting more play on the various programs

Pirate stations, which are transmitting their programs via cable systems, are becoming a big threat to the entire Dutch broadcasting system. In Amsterdam alone, there are more than 10 of these stations. According to a recent statement by Mrs. Neelie Smit-Kroes, the Dutch Under-Minister of Communications, it is hard to stop these stations, mainly because the law is still not far-reaching enough

IMPORT/EXPORT REGULATIONS:

The European Community desires a flow of goods between the member states, which means that import and export regulations are kept to a minimum

MARKET ANALYSIS:

The Dutch record industry is in a far from blossoming state due to the bad economic situation. It is highly unlikely that matters will become better in the near future. Thus, all companies are trying to cut costs. One attempt at this is the joint mailing of release lists by RCA, Inelco, VIP, Telstar and Dureco. This experiment is being carried out by the Dutch Top 40 Foundation, the organization behind the Netherlands' most prominent chart system.

Record companies are also keen on diversification now in order to get maximum turnover. Video, electronic games and posters are among the fields being entered.

Last year there were some reorganizations. RCA Holland merged with RCA Belgium into RCA Benelux. And there were stronger ties between the Dutch and Belgian Ariola companies, now under one managing director. Also, a few production units were formed, including TTR for WEA Benelux and A+R (now ANR) for CBS.

Record sales declined in 1980 because of piracy, home taping, and because records are rather quickly losing their impact as a leisure time product. Pop music is getting less attention and MOR music is getting more. This means that some companies are focusing their advertising campaigns on the 25-40 age group.

Although the situation is far from optimistic, companies are doing their utmost to create interest in product. Two of these are a 10 day long record event, which will be held in the fall of 1981, and an International Disco Fair held at the same time.

Willem Hoos.

• record & tape manufacturers / distributors / importers

A A P Recs. BV, PO Box 37, Antilopespoor 238, Maarssen Tel (03465) 6 22 76. Pres. Joop Gerrits; Sales Mgr Jochem van Renesse.
Labels: (Owned) AAP, Armada, De Zilvervloot. **(licensed foreign)** Lachrarette (France).
Int'l rep.: France (Lacharette).

A R S I S, Steegstr. 16, 6041 EA Roermond Tel (04750) 3-36-98. Dir L.P.M. Lindeman. (Record Distributor)

Agram BV, Arnhemseweg 10, 6731 BS Otterlo Tel (08382) 631. Dir Henk Coops.

Agram-Blues, see Nuis Bedrijven

Alladin Music BV, Gasthuisstr. 3, 5171 GC Kaatsheuvel

Albersen & Co. BV (Muziekhandel), Gr. Hertoginnelaan 182, 2517 EV The Hague Tel (070) 45-60 00. Chief Execs. J.B.M. & H.E.A.M. Albersen. (Distributor/Importer)

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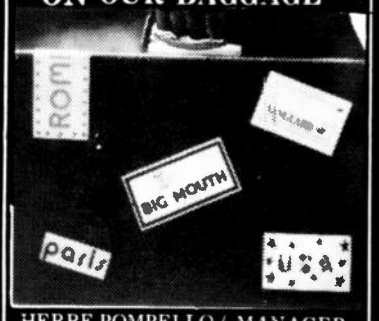

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Arcade Nederland BV, Industrieweg 11, Postbus 172, 4130 ED Vianen Tel (03473) 21-84 Telex 40420, Mng Dir Herman Heinsbroek, Creative Servs, Mgr Rob Lemmen, Prod. Mgr Peter Bushoff, Sales Mgr Rien van Hooydonk
Home office: England
Labels: Arcade, Crown, Pearl, Trent, Villa
Archiv, see Polydor
Andre Arend Agency, Vreseln C de 49A, Rotterdam Tel (010) 25-44-61
Ariola Benelux BV (IFPI), Kenaustr 1 3, 2011 MV Haarlem Tel (023) 31 92-90, Telex 41385, Mng Dir Wim Schipper, Deputy Mng Dir Anton Witkamp, Sales Mgr Jaap Grooters
Home office: Germany
Labels: (Owned) Ariola, Arista, Eurodisc, **(licensed domestic)** Fleet, **(licensed foreign)** Albion (UK), Bronze (UK), Chrysalis (UK, USA), Hansa (Germany, UK), Island (UK), Jupiter (Germany), MCA (UK, USA) Shelter (USA), Tomato (USA), Virgin (UK)
Arista, see Ariola.
Armada, see AAP
Arrival, see K tel
Artist & Rec Co., Kenaustr 3, Haarlem Tel. (023) 32 27 25
Asylum, see WEA
Atco, see WEA.
Atlantic, see WEA
Audio Import BV, Herengracht 28, 1015 BL Amsterdam Tel (020) 25-65 12 Telex 41605, Chief Exec Frits de Vnes, (Record Importer)
Label: (Represented) dbx (USA)
Audio Recs BV, Rozenpad 2, 6862 BR Dosterbeek Tel (085) 33 44 20
Automatic, see WEA
B E L Sound, Buurserstraat 356, Enschede Tel (053) 76 30 22
B M G Grammofoonplaten, Molenvlietsedijk 23 25, 4691 HS Tholen, Tel (01660) 3226
B M R, see Best Music
Herman Batelaan Prod'ns, Moerbeigaarde 112, Zoetermeer Tel (079) 31 36 37 Gen Mgr Herman Batelaan; Sales Mgr Verona Vanessa
Labels: (Owned) Chapter 2, Esart
De Bazuin, Rossinirode 19, 2717 GN Zoetermeer Tel (079) 21 53-00 Pres Nanja Leroy, Gen. Mgr Ger Leroy (Licensed to Vista)
Labels: (Owned) de Bazuin, Pavilioen
BeGe, see Wim Berkers
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Best Music, Crispynstr 9, 5171 CH Kaatsheuvel Tel (04167) 7 32 70 Mng. Dir Peter van Best
Label: (Owned) BMR
Blazer Recs. BV, Antwerpseweg 9 007, 2803 PB Gouda Tel (01820) 1 47 66 Telex 20736, Mng. Dir Peter Lassman, (Distributor/Importer/Exporter)
Carol Bloom, Dvertoom 11, 1054 HA Amsterdam
Label: (Represented) Redwood (USA)
Blossom Recs., Valkenboslaan 180 The Hague Tel (070) 45-13 79
Blue Note, see EMI Recs
Born Free Prod'ns, Albertus Perkstr 35, Hilversum Tel (035) 4 77 49
Johan van den Boschaerdt, Winkelstede 246, The Hague Tel (070) 67 03 07
Bosheck Grammofoonplaten (IFPI), PD Box 53, Aerdenhout, Tel (035) 1 27 61 Owner Willem Bosheck, Gen Mgr H R Bosheck v.d. Laan,
Labels: (Owned) Kritos, Nevofoon, Onyx, Target, Traffic, **(distributed)** CPR, **(represented)** Alvorada (Portugal), Boosey & Hawkes (UK), Carioca (Portugal), Clave (Portugal), Copacabana (Portugal), Estudio (Portugal), Intersound (Germany), Orfeu (Portugal), Rapsodia (Portugal), Roda (Portugal), Selected Sound (Germany), Sonoton (Germany), Telemusic (France), Unidisc (France)
Ted Bouwens Prod'ns, Herik 1, Huizen Tel (03451) 43-48
Bulldog Produkties, Veldwijkstr 2, Leerdam Tel (03451) 43-48.
Bvhaast Grammofoonplaten, Prinseneiland 99, 1013 LN Amsterdam Tel (020) 23 97 99
C & A Prod'ns, Hubertusdonk 15, Roosendaal Tel (01650) 4-16-11
C B S Grammofoonplaten BV (IFPI), Postbus 6175, Stationsplein 82-84, Haarlem Tel (023) 31 94-10 Telex 41051 Dir. Koos de Vreeze, Sales Mgr Will Nagel, Press & Promo Dick Pieren
Home office: USA, CBS Int'l
C B S Int'l Mfg & Serv Center, Postbus 6336, Nijverheidweg 32 36, 2031 CP Haarlem Tel (023) 319410
C N R (BV Grammofoonplaten Maatschappij) (IFPI), Gouwzeestr 1 3, 1380 AE Weesp Tel (02940) 1 52-44 Cable CENER Telex 12523 Mng Dir Kees Baas, Sales & Mktg Mgr Henk Opstelten, Admin Mgr Kees Hilhorst, Repertory Dept Mgr. Dennis Kloeth, Promo. Mgr Ruud van Dulkenraad
Labels: (Owned) CNR, Injection, **(licensed)** AVI (USA), Affinity (UK), Barclay (France), Beggar's Banquet (UK), Brain (Germany), Carrere (France), Don't Fall Off the Mountain (UK), Ensign (UK), 4AD (UK), Intercord (Germany), Melodia (USSR), Metronome (Germany), RKM (Belgium), Situation Two (UK), Zomba (UK)
C P R, see Bosheck
C R I, see Vista.
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Chanowski Prod MM BV, Prinsengracht 856, Amsterdam Tel (020) 24-55 80, Telex 13415
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Cinefoon Produkties, Postbus 95, Epe Tel (05782) 23 04
Cinerec Supraphon Holland NV, Frans Halslaan 2, Hilversum Tel (02150) 1 53 53, 4 94 38 Telex 43232
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Circle, see Grammoservice
Collector Recs., PD Box 2296, 3000 CG Rotterdam Tel (010) 22 48-89
Labels: (Owned) All Rock, Collector, Down South, Pro Forma, Unknown, White Label
Int'l reps.: Belgium (Monopole), France (Lezard Rock), Germany (RAW), UK (Flyright), USA (Down Home, J Taylor)
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Continental Sound, PO Box 81065, Rotterdam Tel (010) 21 10 98, 21-48 28, Pres. Leen La Riviere, Gen Mgr Nico Zwarts; Sales Mgr. Jan Deurlo
Labels: (Owned) Free; **(licensed)** CS (USA), Catacombs (Canada) Janz Team (Germany), **(distributed–not licensed)** Abacus (Germany)
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Cross Road Studios, Hescheweg 85a, Dss Tel (04120) 2 56 00
Crossroad, see Munich
Crown, see Arcade
D G, see Polydor
D G R, see Weton Wesgram
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Dial, see Diwa
Disco de Man DDM Prods BV, Muntstr 20, 1162 EJ Maastricht, Tel (043) 1 21 17 Gen Mgr Cees de Man (Distributed by Dureco BV)
Labels: (Owned) DDM, Plato, **(licensed)** Acanta Pop (Germany), Jumbo/Eap (UK)
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Diwa Recs., PO Box 612, 7550 AP Hengelo OV Tel (074) 4 27-62, Dir Dick Waanders
Labels: (Owned) Dial, Diwa
Doina, see Polydor
Dominion, see K tel
Down South, see Collector
Duo, see Martin A van Olderen & Munich.
Dureco (Dutch Rec Co.) BV, Pampuslaan 45, 1380 AA Weesp Tel (02940) 1-53 21 Cable RECMUS Telex 14409 Mng Dir A E. Palmans, Mktg Mgr M A C de Raaf, A&R Mgr A van Nijnatten, Int'l Mgr C.W. Jansen, Contract Mgr Eve Kliffen.
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E M I-EAR (European A&R & Mktg.), PO Box 739, Bronsteeweg 49, Heemstede. Tel: (023) 31-93-80. Telex: 41902. Dir.: R. R. Kruize; Gen. Mgr.: Dick van Vliet.
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Editio Laran, de Constant Rebecquestr. 104, The Hague. Tel: (070) 45-89-17; Chief Exec.: Max Hallensleben; Sales Mgr.: C. H. Hallensleben.
Labels: (Owned) Editio Laran; (licensed to Vista); **(licensed domestic)** Hallensleben.
Int'l rep.: Germany (Mixtur).
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Energy Recs., Postbus 6541, 4802 HM Breda. Tel: (076) 65-36-29. (Also see Xantippe)
Esart, see Herman Batelaan.
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Eurosound Studios BV, Dijkstraat 5, Herveld. Tel: (08880) 10-48. Dir. & Sales Mgr.: J. de Groot; Gen. Mgr.: E. Scheerder; Eng.: A. Vonk. (Also see Sound Prods. & Vista)
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Flying Dutchman, PO Box 170, Iepenlaan 60, 2012 AD Bloemendaal. Tel: (023) 26-05-55. Telex: 41242. Pres.: Theo Roos.
Fontana, see Phonogram BV & Phonogram Int'l BV.
Fountain Sound & Vision BV, Utrechtsestraat 105, Amsterdam. Tel: (020) 25-96-01. Telex: 33796. Mng. Dir.: Tom Jones. (Distributor)
Free, see Continental Sound & GMI.
G M I Recs. BV (Gospel Music Int'l), PO Box 210, 6880 AE Velp. Tel. (085) 64-68-15. Telex: 75079. Chief Exec.: L. Pool; Sales & Gen. Mgr. J. Groeneveld.
Labels: (Owned) Free, GMI; **(licensed)** Birdwing, Canaan, Day Spring, Grapevine, Greentree, Heartwarming, Impact, Jim, Lamb & Lion, Light, Maranatha!, Messianic, Myrrh, Pilgrim, Solid Rock, Sparrow, Star Song, Tempo, Word (all USA); Dove (UK), Kingsway (UK), Scripture in Song (Australia).
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Glorysound, Thorbeckstr. 7, Veenoord. Tel: (05915) 1273. (Licensed to Vista).
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Golden Lion Recs. BV, PO Box 181, Peerlkamplaan 5, Hilversum. Tel: (02150) 1-59-53. Chief Exec.: D. De Vilder.
Golden Oldies, see Dureco.
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Hilversum Music BV, Emmastr. 13a, 1211 NE Hilversum. Tel: (035) 23-46-46. Telex: 73254. Pres.: Charly Prick.
Int'l reps.: Austria, Germany, Switzerland (all Electrola).
Alberto de Hond Music Import-Export BV, Roetersstr. 18a, 1018 WD Amsterdam. Tel: (020) 24-12-25, 22-96-23. Telex: 17171. Pres.: Alberto de Hond; VP: Mrs. V.J. de Hond.
Platenprod Mij de Goede Hoop Bakkerstr. 1, 6999 BC Hummelo. Tel. (08348) 10-60.
Hosat (Holland South America Trading), Noordeinde 105a, 2514 GE The Hague. Tel: (070) 46-51-22. Cir.: H.J. da Silva; Sales Mgr.: M. de Jong. (Distributor)
Hunky Prod'ns, Machineweg 8, 1394 AV Nederhorst Den Berg. Tel: (02945) 17-91.
I-Scream, see Inelco.
Idee Sound, Koningsweg 15, Alkmaar. Tel: (072) 1-08-19. Gen. Mgr.: J.V. Doorn. (Distributor/Importer)
Inelco Recs. & Tapes BV (IFPI), Turfstekerstr. 63, 1431 GD Aalsmeer. Tel: (02977) 2-88-55. Telex: 14683. Mng. Dir.: Jan Mascini; Int'l A&R Mgr.: Ric Urmel; Sales Mgr.: Jaap Beutler.
Labels: (Owned) Lark; **(licensed domestic)** I-Scream, Keytone, Papagayo, Rockaway, Rockhouse; **(licensed foreign)** Aura, (UK), Avatar (UK), Baby (Italy), Cool King (UK), Criminal (UK), Earlobe (UK), Energy (UK), H&L (USA), MAM (UK), Ovation (USA), Polish (USA), Shaftesbury (UK), Sonet (Sweden, UK), Stiff (UK), Trema (France); **(distributed—not licensed)** Varagram.
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International Rec. Dist'n Amsterdam (IRDA), PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.
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International Sound Retail, Regentesselaan 64, 2562 CV, The Hague. Tel: (070) 45-33-00. Owner: Andre J. Fontijn; Gen. Mgr.: Jorita Duyk.
Iris, see Telstar.
Ivory Tower Recs., Tusveld 55, Bornerbroek. Tel: (05408) 718. Dir.: Fred Rootveld; Gen. Mgr.: Angie Rootveld. (Licensed to Dureco)
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Jubal, see Vista.
Jungle Jam, see WEA
K M K, see Vista.
K R O Klassiek, see Eurosound.
K-tel (Holland) BV, Oude Schipholweg 885, 2143 CD Boesingheliede. Tel: (02505) 683, 474. Telex: 41199. Gen. Mgr.: Peter Kloeth; Sales Mgr.: Hans Gouweloos; Financial Controller: Ed Gerritsen; Special Projects Benelux & A&R Mgr.: Paul Corduwener.
Home office: USA.
Labels: (Owned) Arrival, Commonwealth, Dominion, Hep, K-tel.
Karussell, see Polydor.
Kelrec BV, Reguliersbreestr. 3, Amsterdam. Tel: (020) 23-37-50. Pres.: Hans Kellerman.
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Killroy, see Telstar.
Klomp, see Xantippe.
J. A. W. Koers, PO Box 1373, 9701 BJ Groningen. Tel: (050) 41-19-67. (Importer)
Henk Kreeftmeyer Org., Abraham Bloemaertstr. 6, 3514 VP Utrecht. Tel: (030) 71-08-73. Telex: 73250. Dir.: Henk Kreeftmeyer; Int'l Sales Mgr.: John Wesdorp.
Labels: (Owned) Hekre, Jox, Pussycat; **(licensed)** Buckboard, Musicor, Springboard, Upfront.
Kritos, see Bosheck.
Han Kuiper Ents., De Boelelaan 435, 1082 RJ Amsterdam. Tel: (020) 42-93-96. Gen. Mgr.: Wim Johan Kuiper.
Ladybird Prod'ns BV, Huizerweg 13, Blaricum. Tel: (02153) 8-67-30.
Lark, see Inelco.
Laudate, see Telstar.
Laurens, see Vista.
Liberty, see EMI Recs.
Limbo, see Limbo Phone.
Limbo Phone, Meerssenerweg 313, 6224 AJ Maastricht. Tel: (043) 62-20-18. Dir.: Johnny Blenco; Gen. Mgr.: J. Vrezelaar; Sales Mgr.: A. Vrezelaar-Essers.
Labels: (Owned) Flandria, Limbo.
Limelight, see Phonogram Int'l.
Lorelei, see Telstar.
M G M, see Polydor.
Mamicha Music BV, Pettelaarseweg 25, 5126 BG 's-Hertogenbosch. Tel: (073) 14-73-34, 13-83-52, 13-21-71. Telex: 41605. Pres.: Wilhelm Vermeulen Windsant.
Labels: Bebopop (Canada), Mamicha, Starfighter, VVR.
Int'l rep.: Belgium (Inelco).
Mammoet Rec. Prod'ns, Postbus 450, Westersingel 83, Bergen Op Zoom. Tel. (01640) 3-33-59.
Martiniphon, see Vista.
Mavis, see Verschoor.
Mawogram, see Vista.
Mercury, see Phonogram BV & Phonogram Int'l BV.
Metro, see Polydor.
Midi, see WEA
Miller Int'l Grammofoonplaten BV, Oud Blaricummerweg 25a, Laren NH. Tel. (02153) 8-30-36.
Mirasound, Langstr. 51, 8130 BB Wijhe. Tel: (05702) 18-26. Dir.: G. Voskuylen.
Labels: (Owned) Mirasound (licensed to Dureco); **(distributed—not licensed)** CMS (USA).
Moon Base, see West World.
Moonbase, see E&E & International Rec. Dist'n.
Munich Recs. BV (IFPI), Albert Schweitzerlaan 9, 6721 AW Bennekom. Tel: (08389) 67-77. Cable: MUREC. Pres.: J. C. Zomer; Gen. Mgr.: Ben Mattijssen; Sales Mgr.: Huub Trautwein.
Labels: (Owned) Munich, Stoof; **(licensed domestic)** Oldie Blues, St. Anna; **(distributed—not licensed)** Advent (USA), Ar Folk (France), Autogram (Germany), Blue Labor (USA), Celtic Music (UK), Cezame (France), Contemp (Germany), Coreco (Netherlands), Crossroad (Netherlands), Dingles (UK), Duo (Netherlands), Earwig (USA), Evasion (France), Flying Fish (USA), Free Bird (France), GMP (Germany), Highway (UK), Inchecronin (USA), Iona (UK), JSP (UK), Joke (Germany), Kettle (UK), L&R (Germany), Mosaic (UK), Mulligan (Ireland), Ornament (Germany), Pan (Netherlands), Pan Audio (UK), Parsifal (Belgium), Rare Bid (Germany), Rounder (USA), Shanachie (USA), Springthyme (UK), Tara (Ireland), Temple (UK), Topic (UK), WAM (Germany), Waterfront (UK), Waterland (Netherlands).
Int'l reps.: Belgium (Parsifal), Germany (Bellaphon, Plaene), Switzerland (Pick), UK (Highway), USA (Shanachie).
Music House, Postbus 60, Maarn. Tel: (03432) 27-90.
Musidor BV, Herengracht 566, 1017 CH Amsterdam. Tel: (020) 25-71-60. Telex: 16593. Mng. Dirs.: A.J. van der Marel, A.J.D. Wilkinson.
Label: (Owned) Rolling Stones.
N L, see Ivory Tower.
Nederlandse Boekenclub, Prinsevinkenpark 2, The Hague. Tel: (070) 51-43-51. Gen. Dir.: P. Schreuder; Gen. Mgr.: J. Kasander. (Distributor/Importer).
Nevofoon, see Bosheck.
Nonesuch, see WEA
Nuis Bedrijven BV, Marijkelaan 21, 2421 CR Nieuwkoop. Tel: (01725) 36-72. Cable: DISTRINUIS. Dir.: Bert Nuis; Gen. Mgr.: Dick Roseboom; Sales Mgr.: Ton van Boven.
Labels: (Owned) Agram-Blues; **(distributed—not licensed)** Amigo (Sweden), Appaloosa (Italy), Base-ESP (Italy), Biograph (USA), Black Saint (Italy), CLS (Italy), Discocorp (USA), Folkways (USA), Fonit-Cetra (Italy), Herwin (USA), Klavier (USA), L&R (Germany), Lyrichord (USA), Melodiya (USSR), 1750 Arch (USA), Oversea (Switzerland), Pearl (UK), Queen (Italy), Radiola (USA), Rare Bid (Germany), Red Record (Italy), Route 66 (Sweden), Sandy Hook (USA), Soul Note (Italy), Summit (USA).
Int'l reps.: Germany (Bellaphon), Italy (IRD), Sweden (Amigo), UK (Cadillac, Swift), USA (City Hall, Rounder, Shanachie).
Obelisk, see Evan Durlacher.
Octopus, Postbus 67, Marterkamp 40, Driebergen. Tel: (03438) 44-08.
Odeon, see EMI Recs.
Ojee, see Telstar.
Martin A. van Olderen Oldie Blues, Blues Rec. Center, Postbus 12538, Maasdrielhof 175, 1106 NG Amsterdam. Tel: (020) 96-11-11. Owner & Dir.: Martin A. van Olderen. (Distributed by Munich)
Labels: (Owned) Duo, Oldie Blues; **(distributed—not licensed)** Blue Silver (France), Earwig (USA), Flyright (UK), Ornament (Germany), Red Lightnin' (UK).
Int'l reps.: Germany (Drnament), UK (Flyright/Swift), USA (Shanneky).
Oldie Blues, see Munich & Martin A. van Oldren.
Oldway-Windmill Org., Oldway Studio, Streuvelslaan 12, 4707 CH Roosendaal. Tel: (01650) 4-39-26. Telex: 74083. Gen. Mgr.: Jan Verbogt; A&R: Hans Jongmans; Press & Promo.: Jacq van Loon.
Labels: (Owned) JJ, Jojo.
Omega, see Dureco.
1000 Idioten, see RCA.
Only Yesterday, Jan Henrikstr. 72, The Hague. Tel: (070) 65-41-86. (Importer)
Onyx, see Bosheck.
Orion, see Polydor.
P C M P Inc., PO Box 469, 3130 AL Vlaardingen. Tel: (010) 35-71-20.
Panoramic, see Verschoor.
Papagayo Recs., Emmastr. 13a, 1211 NE Hilversum. Tel: (035) 23-46-46. Telex: 73254. Mng. Dir.: Charly Prick. (Distributed by Inelco.)
Labels: (Owned) Papagayo; **(licensed foreign)** Baby (Italy).
Int'l reps.: Austria (EMI Electrola), Germany (EMI Electrola), Scandinavia (K-tel), Switzerland (EMI Electrola).
Parlophone, see EMI Recs.
Pastor Recs., Barteljorisstr. 42, Haarlem. Tel: (023) 31-08-65. Cable: PASREC. Telex: 41642. Dir.: K. Th. Pastor; Gen. Mgr.: C. Sieckerman; Sales Mgr.: M. Koelman. (Distributor/Importer)
Labels: (Represented) Atlas, Bahiaphone, Boussaphone, Cairophone, Casaphone, Dounia, Ouniaphone, El Feth, Fran, Koutoubiaphone, Lyra, Nabiaphone, Oasis, Olympic, Sono Cairo, Soutelphan, Viking, Voix du Globe, Voix du Lebanon, Voix du Stars; **(distributed—not licensed)** Lyrichord, Monitor, Rounder (all USA).
Pavilioen, see de Bazuin & Vista.
Pearl, see Arcade.
Peer Southern Prod'ns (PSP), Larenseweg 159, Hilversum. Tel: (035) 83-12-14.
Philips, see Phonogram BV & Phonogram Int'l BV.
Phonogram BV (a PolyGram Co.) (IFPI), Catharina van Renneslaan 10, 1217 CX Hilversum. Tel: (035) 4-75-41. Telex: 43302. Mng. Dir.: Willem Barents; Admin'r: Adri Twigt; Nat'l A&R Dir.: Otto Vrezenberg; Pop Prod. Mgr.: Jaap Hoitingh; Mktg. Mgr.: Rob Edwards.
Labels: (Owned) Casablanca, Fontana, Mercury, Philips, Vertigo; **(licensed foreign)** Argo (UK), Charisma (UK), Decca (UK), Decca Beltona (UK), Deram (UK), Durium (Italy), Ensign (UK), Haven (USA), Landsdown (UK), London (UK), Manhattan (USA), Mountain (UK), L'Oiseau Lyre (UK), Power Exchange (UK), Threshold (UK), 20th Century (USA), Utopia (UK), Utopia Music (UK).
Phonogram Int'l BV (a PolyGram Co.) (IFPI), PO Box 23, 3740 AA Baarn; Gerrit van der Veenlaan 4, 3743 DN Baarn. Tel: (02154) 1-99-11. Cable: PHONINT. Telex: 43400. Pres.: Henk Th. Hoksbercen; Exec. VP: Aart Dalhuisen; VP: Ernst Th. van der Vossen.
Labels: (Owned) Casablanca, Fontana, Limelight, Mercury, Philips, Vertigo; **(licensed foreign)** Charisma (UK), Manhattan (USA), Mountain (UK), Rocket (UK).
Pico Recs., Ganzenhoef 28, Amsterdam. Tel: (020) 99-47-36. Dir.: Hans Douw; Gen. Mgr.: Kees Kuiper; Sales Mgr.: Atma Ramchalaon. (Distributor/Importer)
Plato, see Disco de Man & Dureco.
Plurex, Postbus 80480, 1005 BL Amsterdam; Burgemeester Cramergracht 110, 1064 AJ Amsterdam. Tel: (020) 13-07-08. Gen. Mgr.: W. van Middendorp.
Label: (Owned) Plurex.
Int'l reps.: UK (Zircon), USA (Jem).
Polydor BV (IFPI), Albertus Perkstr. 35, 1217 NL Hilversum; PO Box 2057, 1200 CB Hilversum. Tel: (035) 23-49-41. Telex: 73352. Mng. Dir.: Nico van Biemen; Mktg. Mgr.: Anton Witkamp; Sales Mgr.: Andre van der Leest; Nat'l A&R Mgr.: Harry Knipschild; Promo. Mgr.: Kees van Weijen;

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PolyGram Rec. Serv , PO Box 380, 1115 ZH Duivendrecht, van der Madeweg 12 14a, 1099 BT Amsterdam Tel (3120) 93 48 34 Telex 12048 Dir A P.J Rooimans

Pop Sound, see Evan Durlacher

Power Music, Postbus 2030, 's-Hertogenbosch Tel (073) 14-73 34 Telex 50819

Prelude, see Vista

Prima Budget Serv BV, Industrieweg 45 B, 2651 BC Berkel en Rodenrijs Tel (01891) 5722. Telex 26385. Dir Jan van der Linden, Gen Mgr Angelique Jongeneel, Sales Mgr Jacques Aeilkema

Pro Forma, see Collector

Purple Eye Prod'ns BV, Flevolaan 41, Naarden. Tel (02159) 4 62 66 Telex 43191 Dir J Brands.

Pussycat Recs , A Bloemaertstr 6, 3514 UP Utrecht Tel (030) 71-96-87 Telex 40996. (Also see Henk Kreeftmeyer)

R C A BV (IFPI), Prins Hendriklaan 26, 1075 BD Amsterdam. Tel (020) 64 00-81 Telex 18063 Mng Dir Cees Wessels, Comm'l Mgr Frank Leeman, Controller Ben Haasdijk, Promo Mgr Jaap Poort
Labels: (Licensed domestic) 1000 Idioten, **(licensed foreign)** AZ (France), Ace (UK), BBZ Prod'ns (France), Big Beat (UK), Blue Bird (USA), Chiswick (UK), DRG (USA), EMG (UK), Erato (France), Flying Dutchman (USA), Gem Toby (UK), Gold Mind (USA), Grunt (USA), Gryphon (USA), Mericana (USA), Midsong (USA), Millennium (USA), New York Int'l (USA), Numero Uno (Italy), 1000 Idioten (Netherlands), Opus Klassiek (Germany), RCA (USA), RCA Camden (USA), RCA Gold Seal (USA), RCA Pure Gold (USA), RCA Red Seal (USA), Safari (UK), Salsoul (USA), Seon (Germany), Solar (USA), 20th Century-Fox (USA), White Diamond (USA), Windsong (USA), Wooden Nickel (USA)

Rackstar, see Telstar

Radio Music Nederland, PO Box 338, Bussum Tel 4 62 66 Dirs Guus Jansen, Hubert Terheggen

Rams Horn Recs. BV, PO Box 26, 2110 AA Aerdenhout Tel (023) 24 91 31 Telex 41193 Dirs Guido & Simone Weyprecht, Sales Wim van Duyn
Labels: (Owned) Rams Horn, **(licensed)** Brunswick, Cats Jazz, Prelude

Record Serv. Benelux BV, Franse Akker 9, 4824 AL Breda Tel (076) 41 48 00 Telex 54926 Dir.: J Puijpe, Gen Mgr P V Kuijeren; Sales Mgr H Ranselaar (Record Distributor)

Rec Track Nederland BV, PO Box 113, 3600 AC Maarsen Tel (030) 43 11 44 Telex 40354 Dir , Gen & Sales Mgr M C Groeneveld (Manufacturer/Distributor/Importer/Exporter)

Red Bullet Prod'ns, PO Box 231, 1200 AE Hilversum Tel (035) 85 78 41 Telex 43956 Dir Willem J van Kooten

Religioso, see Vista.

Reprise, see WEA

Ring Recs , Orchideestr 19a, Hilversum. Tel (02150) 4 38 41 Mng. Dir Niek Lucas, Gen. Mgr Theo de Vos, Prod'n Mgr Nick P Lucas, Creative Dir Joop Doderer, Co ord Mgr Mrs Rietje Riedijk

Road Runner Prod'ns BV, Willemparkweg 123, 1071 GW Amsterdam Tel (020) 73-60 84. Dir.: Cees Wessels

Rockaway, see Inelco

Rockhouse Recs. de Platenboer BV, Stortenbekerstr 5, 2421 ES Nieuwkoop Tel (01725) 14-32 Telex 39524 Dir. Bert Rockhuizen, Gen Mgr Frances Rockhuizen (Distributed by Inelco)
Labels: (Owned) Rockhouse, **(licensed foreign)** Bomp (USA), Harlem (USA), Poko (Finland), Red Lightnin (UK), Solid Smoke (USA)
Int'l reps.: Austria (Bellaphon, Master, Teldec), Belgium (Inelco), Canada (Boot), Denmark (Sonet), Finland (Polarvox), France (Carrere, Remipa), Germany (Bellaphon, Master, Teldec), Ireland (Charly), Italy (Carosello, Cemed), New Zealand (EMI), Norway (Sonet), Spain (Auvi), Sweden (Sonet), Switzerland (Bellaphon, Master, Teldec), UK (Charly)

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Rolling Stones, see Musidor.

Rubber Recs , NZ Voorburgwal 140, Amsterdam Tel (020) 42-59-52.

Rutogram, Van Ostadestr 284, The Hague Tel (070) 33 76-90, 29-34-87

S R, see Ivory Tower

St. Anna, see Munich

Score Recs. BV, Rudonck 16, 4824 AJeBreda Tel (076) 41 77 44 Gen Mgr Andre Grootaert
Labels: (Owned) Score, **(distributed—not licensed)** **Alpha (Belgium)**, America (France), Bel Air (France), Big Beat (France), Festival (France), Jazz Anthology (France), Monopole (Belgium), Musidisc (France).

Second Life Recs , A.J Ernststr 9, 1083 GP Amsterdam Tel (020) 42-92 88 Cable SYLVAINSSHOW. Dir. Sylvain J de Haas, Gen Mgr Erna de Haas

Skyrocket, see Mike Vincent

Sonclair, see Vista

Sonopresse BV, PO Box 751, Stuwadoorstr 106, Rotterdam Tel (010) 84-47 10, 84 86 47 Telex 28478 Mng Dir Leo Ritmeester

Sound Prods Holland BV (IFPI), Oud Loosdrechtsedijk 16a, Loosdrecht Tel (02158) 51 01 Telex 43260 Dir Gert Vandermeent, Gen Mgr Marijke Bosch, Sales Mgr. Paul Karting.
Labels (Owned) Fidelio, **(licensed domestic)** Friends, Universe, **(licensed foreign)** BBC (UK), Budapest (Hungary), Cherry Red (UK), Emial (Greece), Graduate (UK), **(distributed—not licensed)** CRD (UK), Chyme (Ireland), Contemporary (USA), Delta (Germany), Fono (Germany), Harmonia Mundi (France), Hungaroton (Hungary), Muza (Poland), Plaene (Germany), Saga (UK), Turnabout (UK), Unicorn (UK)
Int'l reps.: Germany (Delta), Switzerland (Tudor)

Sound Track, see Xantippe.

Space Prod'n, Finnmark 4, 3831 JG Leusden C Tel (033) 94-18-88 Dir John Russell

Starfighter, see Mamicha

Stichting Voor Mekaar, Postbus 4688, Amsterdam Tel (020) 23-71-40

Stoof, see Munich

Sunset, see EMI Recs

Sure Shot Music BV, Oude Udenseweg 29, Uden Tel (04132) 6-88-23. Telex 50819. Gen & Sales Mgr R Peters; A&R Mgr & Prod'r T Peters (Distributor/Exporter)

Swingmaster Recs , Kruitlaan 21A, 9711 TW Groningen

T & L Prod'ns, Amersfoortseweg 18, Huis Ter Heide Tel (03404) 3 17 28

T T R, see WEA

Target, see Bosheck.

Te Deum, see Dureco

Telesonic BV, Koninginneln 25, 3762 DA Soest

Telstar Recs. BV, PO Box 70, 6000 AB Weert, Uilenweg 38, 6006 SK Weert. Tel (04950) 3-56 40 Telex 37576 Dir & Nat'l Repertoire Mgr Johnny Hoes, Gen Mgr Jacquie Hoes, Sales Mgr Adri Jan Hoes, Prod. Mgr S Djamschidi, Press, Promo & Adv Mgr Bert Salden, Export Mgr Joseph Verbiest, Radio & TV Promo. Bert Smit, Rude de Raaff, Annie de Reuver, Int'l Repertoire Mgrs Adri-Jan Hoes, Bert Salden, A&R Johnny Hoes Jr
Labels: (Owned) Gnome, Iris, Kendari, Killroy, Laudate, Lorelei, Ojee, Rackstar, Telstar
Int'l rep.: Belgium, Luxembourg (both Phonogram)

Timeless, see Wim Wigt & Dureco

Top Format Prod'ns, Parklaan 95, Haarlem Tel (023) 32-06-40. Telex 241538.

Traffic, see Bosheck

Trent, see Arcade

Triumph, see Polydor

Tutor Country, see Mike Vincent

Unisong Prod'ns, Oranje Nassaulaan 25, Amsterdam Tel (020) 79-70 47

Universe Prod'ns, Spanjaardslaan 33, Leeuwarden Tel (05100) 2 01 94, 2 45 22 Pres Wobbe van Seijen

Univox, Postbus 143, Paterswoldseweg 21A. Groningen Tel (050) 12-23-60

Unknown, see Collector

Urk, see Vista

V I P Recs BV (IFPI), PO Box 234, 1430 AE Aalsmeer Tel (02977) 4 10 21 Telex. 11837 Mng Dir Roger Meylemans, Gen Mgr Edo Peek (Distributed by Inelco Recs & Tapes)
Labels: (Licensed foreign) All Platinum (USA), Blueprint (UK), Boardwalk (USA), Buddah (USA), Cadet (USA), Calibre (UK), Checker (USA), Chess (USA), Copacabana (USA), Cream-Hi (USA), De Lite (USA), GNP Crescendo (USA), Ibis (France), Kingdom (UK), Klub (UK), Melba (France), Motown (USA), PRT (UK), Precision (UK), Pyramid (France), Rare Earth (USA), Roulette (USA), Sugar Hill (USA), Tamla (USA), Vanguard (USA), Vogue (France), WMOT (USA)

V V R, see Mamicha

Van den Bosch & Van Nieuwkoop BV/Boni Recs BV Lijnbaanstr 4, Katwijk Tel (10718) 2-39 04. Telex 39010 Co Pres G van den Bosch, J van Nieuwkoop, Sales Mgr J Frei (Distributor/Importer)

Vara (Omroepvereniging), Postbus 1991, Middenweg 1, 1200 BZ Hilversum Tel (035) 71 19 11 Telex 43212 Dir H Swets, Gen Mgr Th van der Kolk (Distributed by Inelco)
Label: (Owned) Varagram

Varagram, see Vara.

Veronica, see Evan Durlacher

Verschoor, Dr A. Kuyperstr. 46, 2841 CK Moordrecht Tel (01827) 23 57 Chief Exec V Verschoor (Distributed by Vista)
Labels: (Owned) Mavis, Panoramic

Vertigo, see Phonogram BV & Phonogram Int'l BV

Verve, see Polydor

Villa, see Arcade

Mike Vincent Prod'ns BV, Pettelaarseweg 25, 5216 BG s'Hertogenbosch Tel (073) 14 73 34, 13-83 52. Telex 41605 Pres Wilhelm Vermeulen Windsant (Distributed by Mamicha Music)
Labels: (Owned) Condor, Skyrocket, Tutor Country, Vliegende Hollander

Visco Prod'ns BV, Graafsebaan 40, 5242 JM Rosmalen Tel (04192) 91 51. Telex 50671

Vista Recs., Flegelstr 11, 5306 AW Brakel Tel (04187) 18-85 Dir.. John A. Vis, Gen Mgr Carla Vis, Sales Mgr Fokke Antonides, Repertory Dept. Ellen 't Gilde
Labels: (Owned) Canto di Vangelo, Laurens, Vista, Welkom, **(licensed domestic)** Bazuin, CRI, Editio Laran, Eurosound, Festivo, Glorysound, Jubal, KMK, Martiniphon, Mawogram, Paviljoen, Prelude, Religioso, Sonclair, Urk; **(distributed—not licensed)** Abanori (Germany), Abbey (UK), Advent (USA), Alpha (Belgium), Berliton (Germany), Cathedral (UK), Cinesound (UK), Credo (Sweden), Da Camera (Germany), Eco (Italy), Edici (France), Finlandia (Finland), GRC (USA), Gallo (Switzerland), Hed Arzi (Israel), Hibiscus (New Zealand), Impromptu (Germany), Lesborne (Austria), Lyrichord (USA), Mixtur (Germany), Monumenta Belgicae Musicae (Belgium), Motette (Germany), Organum (Finland), Pape Orgeldokumente (Germany), Pelca (Germany), Psallite (Germany), Sastruphon (Germany), Sterling (Sweden), Stil (France), Telarc (USA), VDE (Switzerland), Vista (UK), Walcker (Germany)
Int'l rep.: Belgium (Leman & Gorle), Germany (Mixtur)

Vliegende Hollander, see Mike Vincent

W E A Int'l, see WEA

W E A Recs. BV, (IFPI), Burg Lambooylaan 21, 1217 LB Hilversum Tel (035) 1-54 53 Cable WEARC. Mng Dir Ben Bunders, Gen. Mgr. Hans Tonino, Sales Mgr. Ger v d Meys, Financial Controller Kees de Wildt
Home office: USA, WEA Int'l
Labels: (Owned) Asylum, Atco, Atlantic, Automatic, Cotillion, Elektra, Midi, Nonesuch, Reprise, TTR, WEA, WEA Int'l, Warner Bros , **(licensed)** Big Tree (USA), Black & Blue/Isabel/Ahead (France), Dark Horse (USA), DiscReet (USA), Enigma (USA), F Beat (UK), Flarenasch (France), Hexagone (France), Jungle Jam, Korova (UK), Laser (UK), Little David (USA), Malligator (France), Milan (France), Mirage (USA), Ork (USA), Paradise (USA), Passport (USA), Planet (USA), Pogo (UK), RFC (USA), Radar (UK), Real (USA), Reprise (USA), Riva (USA), She (UK), Sire (USA), Swan Song (USA), Whitfield (USA).

W S P, see Weton Wesgram

W S P Select, see Weton Wesgram

Warner Bros , see WEA

Welkom, see Vista

Westland Studio's, Industriestr 21, 2671 CT Naaldwyk Tel (01740) 2-40-87 Chief Execs W A Westbroek, P van der Hout

West World Recs , PO Box 633, Amsterdam. Tel (020) 16 32 42. Gen Mgr. Peter Rensen
Labels: (Owned) Moon Base, West World

Weton-Wesgram BV, Veerlaan 84 92, 3072 ZZ Rotterdam Tel (010) 86-11 66 Telex 28798 Chief Exec M A Eygelsheim, Gen. Mgr . Chr van Duin
Labels: (Owned) DGR, WSP, WSP Select, **(distributed)** Joker, Surprise, Walt Disney.
Int'l reps.: Belgium (Keesing), Finland (Polarvox), France (Dave), Sweden (Music for All), Switzerland (Jelmoli), UK (Music Peddlers)

White Label, see Collector

Wim Wigt Prodn's/Timeless Recs., PO Box 201, Roghorst 303, 6700 AE Wageningen. Tel (08370) 1-34 40, 1 34 45. Telex 45991 Dir Wim Wigt
Labels: (Owned) Timeless, **(distributed—not licensed)** Black Saint (Italy), Circle (Germany), Horo (Italy), ICP, SteepleChase (Denmark)
Int'l reps.: Austria (Bellaphon), France (Musica), Germany (Bellaphon), Italy (IRD), Japan (Nippon Phonogram), Switzerland (Bellaphon), UK (Jazz Horizons), USA (Wim Wigt)

Xantippe Prod'ns BV, Hazepad 8 b, 4825 AV Breda Tel (076) 71 01-05 Dirs J C M. Cornel, A J.M Vermeulen, Gen & Sales Mgr Jacques Cornel (Distributed by Record Serv Benelux)
Labels: (Owned) Energy, Klomp, Sound Track, Xantippe
Int'l reps.: Belgium, Luxembourg (both Record Serv. Benelux)

Xilovox, Stipdonk 51A, 5715 PD Lierop. Tel (04920) 4 40 14

Zen, see International Rec. Dist'n

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Acorn Music, Tabaksweg 6, Elst Tel (08346) 17 34

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Albersen & Co BV (Muziekhandel), Groot Hertoginnelaan 182, 2517 EV The Hague Tel (070) 45-60-00 Chief Execs J B M & H E A M Albersen.

Alco Music Int'l BV, Machineweg 8, 1394 AV Nederhorst den Berg Tel (02945) 17 91, Mng Dir Wim Hauer

All Ears Music, Groenburgwal 25, Amsterdam. Tel (020) 22 86 90

All Rock Music Publ'rs, PO Box 2296, 3000 CG Rotterdam Tel (010) 22 48 89 Gen Mgr Cees Klop
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Int'l reps.: Belgium (Monopole), UK (Travis)

Allegro (Ed.), see Van Teeseling

W Alphenaar CV, Kruisweg 47 49, Haarlem Tel (023) 32 02 44

G Alsbach & Co , Flevoln 41, Naarden Tel (02159) 4 62 66.

Ananas, Flevolaan 41, Naarden Tel (02159) 4 62 66 Chief Exec. John Brands

April Music Holland BV, Oude Enghweg 24, 1217 JD Hilversum Tel (035) 4 91 42. Telex 73384 Gen Mgr Koos de Vreeze, Exec Mgr Joost van Os

Ariola Music Benelux BV, Lindenheuvel 3, 1217 JV Hilversum Tel (035) 23 22-41 Telex. 43639 Mng Dir Wim Schipper, Gen Mgr Tom Collins.
Int'l firms represented: Arista/Careers, Fast Western, Mayflower, Minotaure, Bryan Morrison, Prt, Tom Robinson

Arli Music Publ'g Co., (STEMRA), 519 Sir Winston Churchilllaan, Ryswyk ZH Tel (070) 94 66-57 Chief Exec & Gen Mgr Arie Ligthart

Ars Nova (Muziekuitgeverij), Oostsingel 92, Goes Tel (01100) 1-58-16
Int'l rep.: USA (Presser Co) (Also see Joh de Heer)

Artemis BV (Muziekuitgeverij), Gerrit van der Veenlaan 4, Baarn Tel (02154) 1-95-99, 1-66-83 Cable MUZARTEM Telex 43400 Pres Heinz T Voigt, Gen Mgr.: Antoon Smits.
Int'l firms represented: ATV, Andros, Argus, Arnakata, Audigram, Bananas, Baron, Barton, Johnny Bienstock, Big Apple, Big Hill, Big Pig, Blue Gum, Blue Oyster Cult, Bob Cor, Hamilton Bohannon, Boomtown Rats, Bregman Vocco & Conn, Bridge House, Broken Fiddle, Bron, Bug, Bulk, Bushka, CAM, CTA, Cafe Americana, Carlin, Charlotte, Clarkee, Contagious, Dabe, Damont, Davray, Dayn, Doctor Snuggles, Doobie Bros , Double Exposure, Dough Boy, Francis Dreyfus, Dynatone, EDM, Erik House, Wes Farrell, Father, Fedora, Fifth Floor, Fischerz Saban, Fleetwood Mac, Fort Knox, Fuse, GH, Gentoo, Giving Room, Gnossos, Gogly, Guerilla, Hallelujah, Harlene, Heath/Levy, Hensley, Hit & Run, House of Gemini, Hudson Bay, Island, Jet, Jimpire, Jedo, Jiru, Josley, Kaskat, Kenya, Klub, Kongride, Lambert & Potter, Leadsheet Land, Leros, Sonny Lester, Litha, Lois, Luckyu, MTM, Magazine, Magnet, Marson, Martin-Coulter, John Martyn, Mayday, Mews, Midsong, Neighborhood, Normal, Not For All Seasons, Omfug, Orange, Peacock, Pickwick Int'l, Pocket, Quick Mix, RSD, Rare Blue/Monster Island, Reno/Metz, Ricks, Roaring Fork, Rockhopper, Rodra Berna, Ryan, Sailor, Seabreeze, Scott/Wolfe, Shepstone & Dibbens, Siquomb, Simon Sousson, Sky Harbor, Sky Writing, Sleepy Dumpling, Songwriters Workshop, Special, Aaron Spelling Split Enz, Bruce Springsteen, Sumac, Sweet, Ten East, Thames Talent, Third Story, Third World, Peter Thomas, Times Square, Timtobe, Tonechild, Trane, Trio, 20th Century, Vanilla, White Haven, Wire, Windecor, Worlds End, Yellow Dog, Zum

Ass Artists Munich Music BV, Postbus 37, Maarssen Tel (03465) 6 22 76

Associated Artists Int'l BV, PO Box 37, Antilopespoor 238, Maarssen Tel (03465) 6 22 76 Gen Mgr Joop Gerrits, Prof Mgr Jochem van Renesse

Atlantica Ed , Zeddamseweg 38, 's Heerenberg Tel (08346) 14 36

Aussie Music, Henri Dunantstr 53, Brunssum Tel (045) 25 32 08

Auteursunie BV, Vondelstr. 90, 1054 GN Amsterdam. Tel: (020) 18-63-24. Gen. Mgr.: Wim van Vught.
Int'l firms represented: Mento (Germany), Valentine (UK), Valgroup (UK).
Int'l rep.: Germany (Mento).
Avion Music, see EMI Music Publ'g.
(B) Company of the Two P(i)eters, see Company of the Two P(i)eters.
B E L Sound, Buurserstr. 356, Enschede. Tel: (053) 76-30-22.
B M G Music, Molenvlietsedijk 23-25, 4691 HS Tholen. Tel: (01660) 3226.
Baltic (Nederland), Postbus 37, Maarssen. Tel: (03465) 6-22-76.
Annie Bank (Ed.) BV, PO Box 60061, 1005 GB Amsterdam; Anna Vondelstr. 13, 1054 GX Amsterdam. Tel: (020) 18-24-93. Dir.: H. Oostendorp.
Int'l firm represented: Doblinger (Austria).
Baranda Music, Sporkehaut 48, Huizen. Tel: (02152) 5-04-99.
Basset Music, see Mamicha.
Beau Harbour Music, see Company of the Two P(i)eters.
Behind The Dikes Music, see Warner Bros.
Bel Harbour Music, see Company of the Two P(i)eters.
Benelux Music Publ'g, PO Box 70, 6000 AB Weert; Urlenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Gen. Mgr.: Jacquie Hoes.
J. Ph. Benson, PO Box 59, 7260 AB Borne. Tel: (05490) 1-19-30. Dir.: John Phillip Benson.
Best Music, Crispynstr. 9, 5171 CH Kaatsheuvel. Tel: (04167) 7 32 70. Mng. Dir.: Peter van Best.
Black Night, see Nada.
Blenco Music, Meerssenerweg 313, Maastricht. Tel: (043) 62-20-18. Dir.: J. Vnezelaar; Prof. Mgr.: Johnny Blenco.
Blow Music CV, Poelhekkelaan 10, 5544 TN Eindhoven. Tel: (040) 11 47 94. Mng. Dir.: Ms. Wil van Schalkwijk.
Boekencentrum BV, see Joh. de Heer.
Boweevil, see Hilversum.
Broekmans & Van Poppel, Van Baer estr. 92-94, Amsterdam. Tel: (020) 72-80-84, 79-65-75, 79-61-26. Pres.: G. Ganzinotti; Sales Mgr.: P.J.A. Ganzinotti.
Int'l firms represented: Chester (UK), Forsyth Bros. (UK), Kultura (Hungary), Russian State Music (USSR), Warren & Philips (UK).
Int'l rep.: USA (Peters).
Bureau voor Uitgave van Nederlandse Orgelmuziek, Dahliastr. 30, Koog a.d. Zaan. Tel: (075) 16-22-94.
C C, see Mamicha.
C N C Producties BV, Seeligsingel 17, 4811 CN Breda. Tel: (076) 14 16 72. Contact: Angelique van Buuren.
Carlon Music, Jules Haeckstr. 4011, 7553 XJ Hengelo. Tel: (074) 43 27 06.
Centrale Muziekhandel, Cuypstr. A23, Amersfoort. Tel: (033) 1-60 70.
Chackay Music, see Blenco.
Chappell & Co. Holland BV, PO Box 338, Bussum; Flevolaan 41, 1411 KC Naarden. Tel: (02159) 4-62-66. Mgr.: Jan De Winter.
Cheese Music, Eemmeerin 15, Spakenburg. Tel: (03499) 23 70. Telex: 41605 Tekom/NL Spring.
Cloggy Music, see EMI Music Publ'g.
Coehoorn Music, see EMI Music Publ'g.
Colt Music, see Blenco.
Company of the Two P(i)eters BV, PO Box 1299, Lindenheuvel 3, 1200 BG Hilversum. Tel: (035) 23-22-41. Telex: 43639. Dirs.: Peter Schoonhoven, Pieter van Bodegraven.
Int'l firms represented: Agent Orange, Alkatraz Corner, Big Heart, Big Sky, Candlewyck, Cleveland Int'l, Daksel, Dav-Mel, Dizzy Heights, Druse, Dwarf, Eminent Meltdown, Forever Endeavor, Four Aces, Frozen Butterfly, Golden Cornflake, Hancock, Harlem/Halwill, Ice Age, Garland Jeffreys, Jimm-Ed, John & JH, Jondora, Joyful Wisdom, Kentucky Wonder, Kidada, Charles Kipps, Kiss, Le Bone Air, Light, McDonald, Mel-Dav, Moonlight & Magnolias, Narrow Gate, Olde Grog, Open End, Oyster, Pinball, Polo Grounds, Pop 'n Roll, Pure Prairie League, Ram's Horn, Rockslam, Seldak, Shoesongs, Shoetunes, Singing Ink, Special Rider, State of the Arts, Sun Disc, Tumbleweed, Tutone-Keller, Twist Party Int'l, Vicious Circle, William H. Withers/Bleunig/Golden Withers, X-Factor, Yellow Brick Road (all USA), Blue Moon (Switzerland), Robin Gibb (UK), Plangent Visions (UK), Robin Song (France).
Int'l reps.: Belgium ((B) Company of the Two P(i)eters), UK, USA (Company of the two P(i)eters).
Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21 10 98, 21 48 28. Dir.: Leen La Riviere.
Coolwine Music, Albertus Perkstr. 35, Hilversum. Tel: (035) 4-77-49.
Corona Int'l, Margrietlaan 28, 1735 HE 't Veld. Tel: (02262) 21-34. Dir.: Jan C. Buijs.
Creyghton Musicology-Musica Antiqua, Lassuslaan 45, Bilthoven. Tel: (030) 78 37 14.
Crusade Music, Stationsweg 43, Hoogezand. Tel: (05980) 9-26 35.
Cuckoo Music, Provincialeweg 47, 1561 KM Krommenie. Tel: (075) 21 50 21. Dir.: Joop Koekkoek.
Joh. de Heer & Zn. BV (Handelmij), Rozenlaan 113, Rotterdam. Tel: (010) 22 09 88. Dir.: J.A. de Heer.
Int'l firms represented: Bayley & Ferguson (UK), Chris Boss (USA), Bratfisch (Germany), Schuberth & Co. (Germany), Seifert (Germany).
Dennis Music BV, PO Box 585, Bloemstr. 32, 1200 AN Hilversum. Tel: (035) 1-27-61. Telex: 41998. Owner: Willem Bosheck, Gen. Mgr.: Ronny Bosheck van der Laan.
Int'l firms represented: Boosey & Hawkes (UK), Ed. Caramba (Italy), La Fleur & Sons (UK), Selected Sound (Germany), Sforzando (France), Sirocco (France), Sonoton (Germany), Stock Music (Belgium), Technisonor (France).
Int'l rep.: Belgium (Stock Music).
De Toorts (Muziekuitgeverij), PO Box 576, Nijverdheidsweg 1, Haarlem. Tel: (023) 31-93-60.
Dirty River Prod'ns, Utrechtseweg 10a, Hilversum. Tel: (035) 4 03 34. Mng. Dir.: Ferry Wienneke.
Dokkum Eds., PO Box 189, Gravesteen 33, 2804 GS Gouda. Tel: (01820) 1-83-14. Gen. Mgr.: W.L. Dokkum.
Drenthe Music, see Dustbug.
Driving Wheels Music, see EMI Music Publ'g.
Dustbug Music, Flevolaan 41, Naarden. Tel: (02159) 4-62-66. Chief Exec.: Andre de Raaf.
Dutch Energy Music, Hazepad 8-b, 4825 AV Breda. Tel: (076) 71-01-05. Dir.: J.C.M. Cornel; Prof. Mgr.: Jacques Cornel.
Int'l reps.: Belgium, Luxemburg (both Benelux).
Dutch Rec. Centre Ltd., Oudegracht 305, Utrecht. Tel: (030) 31-20-51.
Dutchy Publ'g BV, Pampuslaan 45, 1380 AA Weesp. Tel: (02940) 1-00-00, 1 53 21. Cable: RECMUS. Telex: 14409. Mng. Dir.: Janine Bosmans. Prof. Mgr.: Rob Ebbers.
Int'l firms represented: AMT (France), Bens (Belgium), Bospel (Belgium), Diamond (UK), Fonior (Belgium), Grande Avenue (France), Kassner (UK), Klaus Lorenzen (Germany), Metorion (Germany), Page Full of Hits (UK), Polar (Sweden), Sutton-Miller (USA), Union Songs (Sweden), Whitsett Churchill (UK, USA).
E & E Music, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen; Prof. Mgr.: John Bake.
E M I-E A R Music BV, Postbus 739, Bronsteeweg 49, Heemstede. Tel: (023) 31-93-80. Telex: 41902. Mng. Dir.: R.R. Kruize; Gen. Mgr.: D. v. Vliet.
E M I Music Publ'g Holland BV, Coehoornstr. 71, 1222 RS Hilversum. Tel: (035) 83-18-04. Telex: 73117. Mng. Dir.: Frans de Wit; Prof. Mgr.: Roek Willemze; Gen. Admin. Mgr.: Chris van Houten.
Int'l firms represented: AVI (USA), Admiral One (UK), Alaska (UK), Alein (USA), Algee (USA), Alucard (UK), Ambleside (UK), Ameb (USA), Ardmore & Beechwood (UK), Aristocrat (UK), BBC (UK), Backroad (USA), Denise Barry (USA), Beechwood (USA), Bema (USA), Bernhardt (USA), Berry (UK), Big Ben (UK), Black Bull (USA), Black Swan (UK), Blue Street (USA), Bolingbroke (UK), Bosso Fataka (USA), Buddy (USA), Bug (USA), Caligula (USA), Chibell (UK), Colgems (USA), Cross Keys (USA), Dawson's Cove (USA), Deep Canyon (USA), Diamond Back (USA), Dix (UK), Dixie Bow (USA), Donna (UK), Dynamic Cat (UK), Easy Listening (USA), ERM (UK), European (UK), Evansongs/Somerset (USA), Excellency (UK), Fate (USA), B. Feldman & Co. (UK), First Floor (UK), Fish Scent (USA), Forty Love (USA), Sam Fox (UK), Francis Day (UK), Frank & Nancy (USA), G&A (UK), Galleon (USA), Al Gallico (USA), Garnett (UK), Garrett (USA), Giant (UK), Goblet (USA), God Tunes (USA), Good Time (USA), Grade One (USA), Heart's Delight (USA), Hermusic (UK), Hollingfield (UK), Homefire (USA), Icebag (USA), Jackson (USA), Jobete (USA), KPM (UK), Keep On Trucking (UK), Kennedy (UK), Kipahulu (USA), Large (USA), Little Dragon (USA), Little Switzerland (USA), Lord Jake (USA), Lunatunes (USA), Mad Lad (USA), Maicaboom (USA), Manchester (UK), Mandina (USA), Mandy (USA), Manticore (UK), Marlboro (UK), Peter Maurice (UK), McDonald (USA), Medicine Hat (USA), Mole (USA), Moss Rose (UK), Mother Pearl (USA), Munchkin (USA), Mutual (UK), New Acme (UK), New Town Sound (UK), Neutral Grey (USA), Peter Noone (UK), Open Door (USA), Our Music (UK), Peacock (USA), Pix Russ (USA), Plurkanz-Krundle (USA), Pods (USA), Polo Grounds (USA), Prodigal Son (USA), Pride Fire (USA), Keith Prowse (UK), Queen (UK), Rams Head (USA), Ranjack (USA), Rattrap (USA), Red Bus (UK), Roar (UK), Rocksmith (USA), Rock Steady (USA), Ron Joy (USA), Rosy (USA), Robbins (UK, USA), Saints (Australia), Boz Scaggs (USA), Schlaga (USA), Screen Gems (UK, USA), Seafood (USA), Seitu (USA), Siggy (USA), Slik (UK), Stage & Screen (USA), Stone Diamond (USA), Stone Gold (USA), T Mac (UK), Tree (USA), Tribune (UK), Twitty Bird (USA), United Artists (USA), Vabritmar (USA), Van Halen (USA), Varda (UK), Walt Disney/Wonderland (USA), Larry Weiss (USA), Wemot (USA), World Copyrights (UK), Frank Zappa (USA).
Int'l rep.: Worldwide (EMI).
Eerste Muziekcentrale BV, Flevolaan 41, Naarden. Tel: (02159) 4-62-66.
Electric Co., see Company of the Two P(i)eters.
Empire Music, see Company of the Two P(i)eters.
Ericsongs Delft BV, Menno ter Braaklaan 73, Delft. Tel: (015) 56 56 54. Gen. Mgr.: Eric De Bruyn.
Essex Muziek Holland BV (BUMA), Oranje Nassaulaan 25, Amsterdam. Tel: (020) 79 70 47, 79 63 48. Gen. Mgr.: Wim Landman; Prof. Mgr.: Bram Keizer.
Home office: England.
Int'l firm represented: Essex group (UK), TRO (USA).
Esso & Co. NV, Flevolaan 41, Naarden. Tel: (02159) 4-62-66.
Fabel Music, Prinsengracht 854, Amsterdam. Tel: (020) 24-55-80.
Festa (Uitgeverij), Torenstr. 34, Winschoten. Tel: (05970) 31 84.
Finn Music, see Company of the Two P(i)eters.
Flame Music Publ'rs, Schippersstr. 5, Amsterdam. Tel: (020) 23-46-92.
Int'l rep.: UK (Charly).
Fleet Publ'g SA, Lindenheuvel 3, 1217 JV Hilversum. Tel: (035) 23-18 47. Telex: 73335. Mng. Dirs.: Roland Kluger, Rob Aardse; Gen. Mgr.: Gerda Felleman.
Int'l firms represented: Early Morning, Gas Song, Gray Matter, Intro/Hansa, Shediac.
Forest Music, Nieuw Loosdrechtsedijk 195, Loosdrecht. Tel: (2158) 51 01. Telex: 43260. Dir.: Marijke Bosch.
Int'l firm represented: Release (Ireland).
Fruitcake Music, see EMI Music Publ'g.
G M I Music, Kerkstr. 20, Velp. Tel: (085) 64-68-15. Chief Exec.: L. Pool; Sales Mgr.: J. & P.S. Groeneveld.
Geronimo Music, see Company of the Two P(i)eters.
Good News, Postbus 197, Rotterdam. Tel: (010) 56-11 63.
Goot & Sticht BV, Postbus 17, Vaartweg 51, 1211 JE Hilversum. Tel: (035) 4 81 46.
Gospel Prod'ns, Postbus 55, Rentmeesterslaan 91, Amstelveen. Tel: (020) 43-16-03, 31-69 12.
Saul B. Groen BV, Ferd. Bolstr. 6, Amsterdam. Tel: (020) 76-22-40. Dir.: S.B. Groen; Mgr.: M. de Heer.
Hammamet Music, see Mamicha.
Happy Holland Music, see Intermusic.
Harbour Recs., see Company of the Two P(i)eters.
Harmonia Uitgave, Roeltjesweg 23, Hilversum. Tel: (035) 1-43-18. Chief Exec.: Hans Zijderlaan; Gen. Mgr.: J.G. Zijderlaan; Mgr.: Frits Ham.
Int'l firms represented: Boosey & Hawkes (UK), Bosworth & Co. (Germany), J. & W. Chester (UK), Aug. Cranz (Germany), F.E.C. Leuckart (Germany), PAN (Switzerland), Emil Rabe (Germany), Suenova (Germany), Universal (Austria).
Int'l reps.: Switzerland (Emil Ruh), UK (Alfred A. Kalmus).
Chr. Bond van Harmonie en Fanfarekorpsen, Jonkerslaan 73, Grijpskerk. Tel: (05947) 22 33.
Heartbreak Songs, see EMI Music Publ'g.
Harry Heltzel, Oosterweg 9, Maastricht. Tel: (043) 1-69-90.
Heuwekemeijer (Ed.) BV, Dorpsstr. 16, 1746 AC Dirkshorn. Tel: (02245) 976.
Hilversum Happy Music, see Associated Artists.
Hilversum Music BV, Emmastr. 13a, 1211 NE Hilversum. Tel: (035) 23-46-46. Telex: 73254. Pres.: Charly Prick.
Int'l firms represented: Antisia (USA), Center City (USA), Chrysalis (UK, USA), Frabjous (USA), Hans Gerig (Germany), Gene Kennedy (USA), OAS (USA), Michael O'Connor/O'Connor Songs (USA), Ovation (USA), Retrac (USA), Rubicon (USA), Tamasin (USA), Tomake (USA), Window (USA).
Hirschland Music, see Company of the Two P(i)eters.
Hoax Music, Tolbertervaart 10, Tolbert. Tel: (05945) 95 08.
J. Hofman, Tuinbouwstr. 59a, Groningen.
Hohner Nederland BV, PO Box 158, Albertus Perkstr. 16, Hilversum. Tel: (035) 4 24 83.
Holland Music BV (Peer-Southern Org.), Larenseweg 159, 1221 CL Hilversum. Tel: (035) 83-12-14. Cable: SOUTHMUSIC. Telex: 73097. Mng. Dir.: Peter van Epen; Prof. Mgr.: Frank Wisse.
Int'l firms represented: Amphonic (UK), Bruton (UK), Capitol (USA), Cedarwood (USA), Core (Canada), Crea Sound (Canada), Harmonic (UK), KPM (UK), Mark Cain (Canada), Mondiophone (France), Themes (UK).
Home Music Ents. BV, PO Box 1267, 1200 BG Hilversum, Coehoornstr. 5, 1222 RR Hilversum. Tel: (035) 83 36 35. Mng. Dir.: Charles Ritton.

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1213XS
HILVERSUM,
HOLLAND
Phone: 035-857841
Telex: 43956

Int'l firms represented: Beggar's Banquet (UK), Black Sheep (UK), Charly (UK), Hit & Run (UK), Tom Parker (UK), Roycoll Agency (UK), Roznique (USA) Rye-Boy (USA), Schwartz (USA), Shelley (UK), Slezak group (Germany), Sonet (Sweden, UK).

Housewine Music, see Company of the Two P(i)eters

I-Scream, see Hilversum.

Intermelodie, see Associated Artists.

Intermusic BV, PO Box 312, Elkbosserweg 114, Hilversum. Tel: (035) 4-41-40. Pres.: Cees van Zijtveld.
Int'l firms represented: Audio Musikverlag (Germany), Mr. Sam (UK), Morgan (UK)

Intersong-Basart Publ'g Group BV, PO Box 338, Bussum. Tel: (02159) 4-62-66. Dir.: John Brands. Gen. Mgr.: A. de Raaf
Int'l firms represented: ABC/Dunhill, Aberbach, Bourne, Burlington, Campbell-Connelly, Carlin, Combine, Heath Levy, Hill & Range, Dick James, Intersong Int'l, MCA, Edward B. Marks, Marouani, Palace, Shelby Singleton.
Int'l rep.: Belgium (Basart).

Interworld Music BV (BUMA), Oranje Nassaulaan 25, Amsterdam. Tel: (020) 79-70-47, 79-63-48. Gen. Mgr.: Wim Landman; Prof. Mgr.: Bram Keizer
Home office: USA
Int'l firms represented: Cherry Lane (USA), Interworld (UK), Six Continents (USA), World Song (USA).

Jive la Five Music, see Company of the Two P(i)eters.

Jongeneel (Uitgeverij), Gouwe 33, Gouda. Tel: (01820) 1-27-26.

K-tel, see Hilversum.

Kelrec BV, Reguliersbreestr. 3, Amsterdam. Tel: (020) 23-37-50.

Keytone Music, see Company of the Two P(i)eters.

Klabanz Prod'ns, see Dutch Energy.

Klang Music, see Company of the Two P(i)eters.

Kluger Holland, Beethovenstr. 150hs, 1077 JT Amsterdam. Tel: (020) 79-21-05. Telex. 18417. Mng. Dir.: Roland Kluger; Gen. Mgr.: Gerda Felleman.
Int'l firms represented: Acuff-Rose (USA), Raoul Breton (France), Chess (USA), Deb Dave (USA), Heavy (USA), Perren Vibes (USA), Pi Gem (USA), RKM (Belgium), Paul Simon (USA), Sugar (Italy), Wishbone (USA), World (Belgium).
Int'l rep.: Belgium (Kluger Int'l).

Konela Muziekuitgave BV, Postbus 279, Stadhouderskade 17, Zoetermeer. Tel: (079) 16-55-61. Dir.: J.G. v. Eck.

Krips Muziek, Thorbeckelaan 71, The Hague. Tel: (070) 68-96-55. Pres.: P.H. de Slegte.

L O C Songs, see Company of the Two P(i)eters.

Ladyvon Music, Postbus 100, Westerweg 33, Bergen NH. Tel: (02208) 54-79.

W. F. Lichtenauer, Kruisplein 44, 3012 CC Rotterdam. Tel: (010) 11-82 35.

Lindenberg, see Joh. de Heer.

J. J. Lispet (BUMA), see Universal Songs.

Luma Music, see Company of the Two P(i)eters.

Lupa Music Holland, Utrechtseweg 10A, 1213 TS Hilversum. Tel: (035) 23-40-01, 23-46-12. Telex: 73253. Gen. Mgr.: Loes van de Pavert.

Mamicha Music BV, Pettelaarseweg 25, 5216 BC 's-Hertogenbosch. Tel: (073) 13-83-52, 14-73-34, 13-21-71. Telex: 41305. Pres.: Wilhelm Vermeulen Windsant.
Int'l firm represented: Lucky Sunny Day (Canada).

Marathon Music Publ'g BV, Prins Hendriklaan 26, 1075 BD Amsterdam. Tel: (020) 64-00-81. Telex: 18063. Mng. Dir.: Cees Wessels; Gen. Mgr.: Tony Berk.
Int'l firm represented: Scotti Bros. (USA).
Int'l rep.: USA (Scotti Bros./Saber Tooth).

Charles Martin Music, A.J. Ernststr. 9, 1083 GP Amsterdam. Tel: (020) 42-92-88. Cable: SYLVAINSSHOW. Dir.: Sylvain J. de Haas; Gen. Mgr.: Erna de Haas.

Master Songs, see EMI Music Publ'g.

Maywood Music, see EMI Music Publ'g.

Jerry McEasels Music, see Mamicha.

Stef Meeder BV, 's-Gravenlandseweg 620, 3119 NA Schiedam. Tel: (010) 70-39-19.

Melodia Muziekuitgaven, Amstel 52, Amsterdam C. Tel: (020) 23-08-00; (035) 4-81-04. Pres.: Cor Smit.

Miller Music, Spanjaardslaan 33, Leeuwarden. Tel: (05100) 2-01-94, 2-45-22. Pres.: Wobbe van Seijen.

Molenaar's Muziekcentrale NV, Industrieweg 23, 1521 ND Wormerveer. Tel: (075) 28-68-59. Pres.: Jan Molenaar; Dir.: Bob Molenaar.
Int'l firm represented: Martin (France).
Int'l reps.: France (Martin), Luxembourg (Pierre Wagner), Norway (Tonika), Switzerland (Ruh).

Multi Mate Music, see Company of the Two P(i)eters.

Munich Music, Larenseweg 159, 1221 CL Hilversum. Tel: (035) 83-12-14. Cable: SOUTHMUSIC. Telex: 73097. Pres.: J.C. Zomer; Gen. Mgr.: Peter van Epen; Prof. Mgr.: Frank Wisse.
Int'l reps.: Worldwide (Holland Music, Peer Southern).

Muziekuitgeverij Donar, see Warner Bros.

Nada Music BV, Alexanderlaan 2, 1213 XS Hilversum. Tel: (035) 85-78-41. Telex: 43956. Mng. Dir.: Willem van Kooten; Prof. Mgr.: Carl Bolger.
Int'l firms represented: ATV (UK, USA), Ackee (USA), Barn (UK), Blackhill (UK), Black Neon (UK), Blendingwell (USA), Casino (Canada), Curtis (UK), Dark Cloud (USA), Elliscian (UK), Fourth Floor (USA), Ganga (UK), Gear (USA), Andrew Heath (UK), Heath Wave (UK), Hightree (USA), Hustler's (USA), Island (UK, USA), Teddy Jack (USA), Hans Kusters (Belgium), Lambert & Potter (USA), Larball (USA), Lynn & Yarrak (USA), Macaulay (UK), Marksmen (UK), Nineden (UK), No Exit (USA), Painless (USA), Panache (UK), Paper (UK), Radyola (USA), Ricordi (Italy), Tony Roberts (UK), Rock (UK), Rocket (UK), Rockin' (USA), Graham Sacher (UK), Sailor (USA), Skyhill (USA), Bruce Springsteen (USA), State (UK), Street (UK), Sweet Summer Night (USA), Tessa (USA), Three Hats (USA), Wilsongs (USA), Wow & Flutter (USA), Zebra (USA), Zomba (UK).
Int'l reps.: Belgium (Hans Kusters), USA (Daylglow, Nada). (SEE ADVERTISEMENT)

Nalupa Music, see Company of the Two P(i)eters.

Nederlands Blokfluitcentrum, Oude Gracht 305, Utrecht. Tel: (030) 31-20-51.

New Bingo Songs, see Warner Bros.

New Sound-Amsterdam BV, Rooseveltlaan 75, 1079 AE Amsterdam. Tel: (020) 46-00-58. Dir.: A. Ettema.

Number One Music Holland BV, see Dustbug.

Ol' Music, see Intermusic.

Old Mill Music, Oldway Studio, Streuvelslaan 12, 4707 CH Roosendaal. Tel: (01650) 4-39-26. Telex: 74083. Dirs.: Jan Verbogt, Geoff Hardisty.

Peer-Southern Org., see Holland Music.

Pernot Music, see Hilversum.

John M. Pijlman, Croome Camp 2, Amsterdam. Tel: (020) 19-62-91.

Pink Point Music, see Warner Bros.

J. Poeltuyn, Deurloostr. 18, 1078 JA Amsterdam. Tel: (020) 72-28-27.

Prime Cut Music, see Company of the Two P(i)eters.

Promobill BV, Herengracht 566, 1017 CH Amsterdam. Tel: (020) 25-71-60. Telex: 16593. Mng. Dir. & Gen. Mgr.: A.J.D. Wilkinson.

Pussycat Music, see EMI Music Publ'g.

R & R Music, see Intermusic.

Radio City Prod'ns, see Intermusic

Reba Produkties, PO Box 259, Sassenstr. 52, Zwolle. Tel: (05200) 1-50-04. (Also see Joh. de Heer)

Ring Eds., Orchideestr. 19a, Hilversum. Tel: (02150) 4-38-41. Mng. Dir.: Niek Lucas; Gen. Mgr.: Theo de Vos; Prod'n Mgr.: Nick P. Lucas; Creative Dir.: Joop Doderer; Co-ord. Mgr.: Mrs. Rietje Riedijk.

Rockhouse Music, Stortenbekerstr. 5, 2421 ES Nieuwkoop. Tel: (01725) 14-32. Telex: 39524. Dir.: Bert Rockhuizen; Gen. Mgr.. Frances Rockhuizen.

Rockrose Music Publ'g. PD Box 170, Iepenlaan 60, 2012 AD Bloemendaal. Tel. (023) 26-05-55. Telex: 41242. Pres.: Theo Roos; Prof. Mgr.: Mirjam Emanuels.

Rose Garden Music, see EMI Music Publ'g.

Rubber Ball Music, see Company of the Two P(i)eters.

Russell's Music Inc., Finnmark 4, 3831 JG Leusden-C. Tel: (033) 94-18-88. Dir.: John Russell.

A. V. D. Schaaf & Zn. BV., Postbus 1076, Kuilstr. Ter. H200, Enschede. Tel: (053) 31-75-45.

Schroen Muziekcentrale, Dorpstr. 45, 6093 EA Heythuysen. Tel: (04749) 19-89.

Schweitzer Music, Atlanstr. 55, 1551 RA Westzaan. Tel: (075) 16-06-24. Gen. Mgr.: Richard Schweitzer.

Sea-Weed Music, see EMI Music Publ'g.

Sibo Music, see EMI Music Publ'g.

Sight & Sound Int'l Inc., PO Box 125, Waalwijk. Tel: (04160) 3-84-88. Dir.. Jan DeGraaf.

Sikorski Basart, see Intersong-Basart.

Sinsongs, see Company of the Two P(i)eters.

Smeets Kooruitgaven (BUMA), see Universal Songs.

Leo Smeets, Postbus 2612, The Hague. Tel: (070) 24-85-56.

J. H. Smit, Keizersgracht 695, Amsterdam. Tel: (020) 23-65-08.

Cor B. Smit's Muziehandel, Amstel 52, 1017 AB Amsterdam. Tel: (020) 23-88-00. (035) 4-81-04. Chief Exec.: Cor Smit.

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Soss Music, Trekweg 8, 2516 ES The Hague. Tel: (070) 88-23-38. Pres.: Dick Zwikker; Gen. Mgr.: Aad Link.
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Spargo Music, see Hilversum.

Step One Music BV, Koninginneweg 49, Hilversum. Tel: (035) 23-21-41. Telex. 73061. Mng. Dir.: Ben E. Bunders; Gen. Mgr.: Arjen Witte.
Int'l firms represented: Boardwalk, Filmways, Goldsboro, House of Gold, Mighty Three, Musicways, Mycenae (all USA); Ralph Siegel (Germany)

Stichting Klavarskribo, PO Box 39, 2980 AA Ridderkerk; Benedenrijweg 355. 2983 GE Ridderkerk. Tel: (01804) 1-27-24. Gen. Mgr.: C. Kooyman.
Int'l rep.: UK (Klavarskribo Institute).

Talent Music, see Company of the Two P(i)eters.

Tierolff-Muziekcentrale BV, PO Box 18, Markt 90-92, 4700 AA Roosendaal. Tel: (01650) 4-12-55. Pres.: A.W.H. Vergouwen.
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Int'l reps.: Belgium (Gaspy), France (Champel), Switzerland (Emil Ruh), USA (Henri Elkan).

Timeless Music BV, Poelhekkelaan 10, 5644 TN Eindhoven. Tel: (040) 11-47-94. Dirs.: Jan van Schalkwijk, David Read.
Int'l firm represented: Robert Mellin group.

Tipsy Music, see Mamicha.

Toon Hermans Music, see Hilversum.

Universal Songs BV (BUMA), Oranje Nassaulaan 25, Amsterdam 9. Tel: (020) 79-70-47, 79-63-48. Cable: UNISONG. Telex: 14475. Mng. Dir.: Wim Landman; Gen. Mgr.: Bram Keizer; Prof. Mgr : Fred Buhrs.
Int'l firms represented: J. Albert & Son (Australia), Apocolypse (UK), Beaumont (UK), Belwin Mills (UK, USA), John T. Benson (USA), Blue Echo (USA), Blue Melody (USA), Fred Bock (USA), Braintree (USA), British Lion (UK), Chinnichap/ RAK (UK), Clandalee/Ledaclan (USA), Clean Sheets (USA), Cookhouse Music (USA), Deep Purple (UK), Dunamis (USA), Dunbar (USA), 57th Street Entertainment (USA), Frettsongs (USA), Gaither (USA), Gentry (USA), Greensleeves (UK), Hamblen (USA), Heathside (UK), Hope (USA), Jack (USA), Jando (USA), Janz (Germany), Kidada (USA), Lady Jane (USA), Latter Rain (USA), Lexicon (USA), Log Music (UK), Manna (USA), Maranatha Music (USA), Memory Lane (UK, USA), Ivan Mogull (USA), Morning (Canada), New Benson (USA), New Pax (USA), Nimbus 9 (Canada), Northern Songs (UK), Paragon (USA), Purple (UK), RAK (UK), Rodeheaver (USA), Rondor (UK, USA), ScottWolfe (UK), Spaniel (UK), Strange (UK), Sunbury (UK, USA), Tembo (UK), 20th Century (USA), Lawrence Welk (USA), Word (UK, USA), Lawrence Wright (UK). (SEE ADVERTISEMENT)

Utopia, see Hilversum.

V O G G, see Joh. de Heer.

Kracht van Dmhoog, see Joh. de Heer.

Van Teeseling (Muziekuitgeverij), Buurmansweg 298, 6525 RV Nijmegen. Tel: (080) 56-27-58. Dir.: Rob van Teeseling.
Int'l firms represented: Alpuerto (Spain), Doberman (Canada), Institute of Guitar & String Instruments (Germany), Reuter & Reuter (Sweden), Studio PR (USA).

Van 't-Hoens, Oostzeedijk 364, Rotterdam. Tel: (010) 13-82-66.

Vincent Music, see Mamicha.

W W Music, PO Box 201, 6700 AE Wageningen. Tel: (08370) 1-34-40. Telex: 45991. Pres.: Wim Wigt.

J. A. H. Wagenaar, Dudegracht 109, 3511 AG Utrecht. Tel: (030) 31-04-09, 31-07-77.

Warner Bros. Music Holland BV, Koninginneweg 49, 1217 KV Hilversum. Tel: (035) 23-21-41. Telex: 73061. Mng. Dir.: Ben Bunders; Gen. Mgr.: Arjen Witte.
Int'l firms represented: Cotillion (USA), Riva/GH (UK), Third World (USA), Warner Bros. (USA).
Int'l reps.: Worldwide (Warner Bros.) excluding Japan (Nichion), Portugal (Clipper), Spain (Clipper).

Weird Music, Amstelkade 15, Amsterdam. Tel: (020) 76-20-96.

J. A. Wiest, Hofstederstr. 73b, Rotterdam. Tel: (010) 25-48-84.

J. C. Willemsen, Postbus 79, Hof 37, Amersfoort. Tel: (033) 1-62-25.

Herman Zengerink (Muziekuitgeverij), Urlusstr. 24, 3533 SN Utrecht. Tel: (030) 93-06-85. Mng. Dir.: Herman Zengerink.
Int'l firms represented: Carrara (Italy), Edelweiss (Belgium), Paulus (Switzerland).

Xantippe Prod'ns, see Dutch Energy.

• services

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Audiovisuelle Beroepsver (NBF), Keizersgracht 238, Amsterdam. Tel: (020) 24-66-33.

Conamus (Foundation), PO Box 929, 1200 AX Hilversum. Tel: (035) 1-90-18. Mng. Dir.: John De Mol.

Documentatiecentrum voor Nederlandse Groepen & Artiesten, PO Box 3524, Amsterdam. Tel: (020) 16-32-42

Donemus (Documentation of Netherlands Music), Paulus Potterstr. 14, Amsterdam. Tel: (020) 76-44-36. Dir.: R. Starreveld; Promo. Dir.: P. Hertzberger.

Dutch Nat'l Group of EFPI, see NVPI.

Gaudeamus Foundation (Promotion of Contemporary Music), PO Box 30, 3720 AA Bilthoven. Tel: (0103130) 78-70-33.

Genootschap van Nederlandse Componisten (Society of Dutch Composers), Marius Bauerstr. 30, 1062 AR Amsterdam. Tel: (020) 15-68-22. Pres.: Reinbert de Leeuw.

Jeugd & Muziek (Youth & Music), Roemer Visscherstr. 42, 1054 EZ Amsterdam. Tel: (020) 16-37-01, 76-75-11. Gen. Mgr.: Jur Naessens; Rec'g Eng.: Bart Hermelijn.

K N T V (Koninklijke Nederlandse Toonkunstenaars Vereniging: Royal Netherlands Musicians' Society), Mierevelstr. Van 13, Amsterdam. Tel: (020) 76-13-67.

Kunstenbond FNV, Passeerdersgracht 32, Amsterdam. Tel: (020) 22-00-25. Chm.: Hans Boswinkel; Gen. Mgr.: Willem Wanrooij.

Music Papers Ass'n & Music Dealers Org., PO Box 338, Bussum. Tel: (02159) 4-62-66.

Muziek Informatie Beurs, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen; PR Mgr.: Bart van der Linden.

N T B (Nederlandse Toonkunstenaars Bond), Keizersgracht 628, 1017 ER Amsterdam. Tel: (020) 23-03-47.

N V G D (Nederlandse Vereniging van Grammofoon Detailhandelaren), PO Box 5259, Roelof Hartplein 23, Amsterdam. Tel: 79-04-42, 79-15-11. Chm.: A.J. Felis; Office Dir.: R.L. Woltz.

N V P I (Nederlandse Vereniging van Producenten & Importeurs van Beeld-& Geluidsdragers) (Dutch Nat'l Group of IFPI), PO Box 7000, Amsteldijk 166, 1079 LH Amsterdam. Tel: (020) 44-41-29. Telex: 11107. Mng. Dir.: Leo Boudewijns.

National Disc Jockey Org., PO Box 633, Amsterdam. Tel: (020) 16-32-42.

Nederlandse Dmroep Stichting (Radio & TV), PO Box 10, Hilversum. Tel: (035) 77-91-11.

Nederlandse Vereniging van Grammofoonplatenhandelaren, (Record Retailers' Ass'n), PO Box 5259, Roelof Hartplein 23, Amsterdam. Tel: (020) 79-15-11, 79-04-42. Chm.: A.J. Felis; Mng. Dir.: R.L. Woltz.

Nederlandse Vereniging voor Grammofoonplaten Importeurs & Fabrikanten, see NVPI.

Stichting CAP (Commercial Activities), PO Box 5259, Roelof Hartplein 23, Amsterdam. Tel: (020) 79-15-11, 79-04-42. Chm.: A.J. Felis; Dir.: R.L. Woltz.

Stichting Contactorgaan Electronische Muziek (Contact Centre Foundation for Electronic Music), PO Box 30, 3720 AA Bilthoven. tel: (0103130) 78-70-33.

Stichting Nationale Platenbon (NVGD), Distributor of the Dutch Record Token System, PO Box 5259, Roelof Hartplein 23, Amsterdam. Tel: (020) 79-15-11, 79-04-42. Chm.: R.L. Woltz.

U N I M (Vereniging van Uitgevers van Nederlandse & Internationale Muziek), Amstel 52, Amsterdam. Tel: (020) 23-88-00. (035) 4-01-04. Sec'y: C. Smit.

V E M I, (Vereniging van Muziekinstrumentenhandelaren: Retailers of Musical Instruments Org.), Nieuwe Binnenweg 132, Rotterdam. Tel: (010) 36-17-29, 36-19-29

Vereniging van Muziekhandelaren & Uitgevers in Nederland (Dutch Music Retailers & Music Publ'rs Ass'n), Amstel 52, Amsterdam. Tel: (020) 23-88-00, (035) 4-01-04. Sec'y: Cor Smit.

Vereniging voor Nederlandsa Muziekgeschiedenis (Society for Dutch Music History), Drift 21, 3512 BR Utrecht. Tel: (030) 31-68-41. Pres.: Maarten Vente; Gen. Mgr.: Elbert van Zoeren; Sec'y: Rudolf Rasch.

W T L (Ver. v. Woord en Toondichters Der Lichte Muziek) (Dutch Guild of Songwriters), Obrechstr. 151, Amsterdam. Tel: (020) 79-21-52.

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Benelux Music Inds., PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacque Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: Sjayar Djamschidi. (Rec. & Tape)

Martin A. van Olderen Oldie Blues, Blues Rec. Centre, Postbus 12538, Maasdriehof 175, 1106 NG Amsterdam. Tel: (020) 96-11-11. Owner & Dir.: Martin A. van Olderen.

Pico Recs., Ganzenhoef 28, Amsterdam. Tel: (020) 99-47-36. Dir.: Hans Douw; Gen. Mgr.: Kees Kuiper; Sales Mgr.: Atma Ramchalaon.

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C B S Grammofoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 31-94-10. Cable: COLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens; Sales Mgr.: W.F. Ariens.

Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21-10-98, 21-48-28. Pres.: Leen La Riviere; Gen. Mgr.: Nico Zwarts.

Drukkerij van de Steeg BV, Postbus 110, 7500 AC Enschede. Tel: (053) 61-33-44. Sales Mgr.: H.H. Smit.

E & E Prod'ns, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.

E M I Servs. Benelux BV, PO Box 333, 5400 AH Uden; Industrielaan 24, 5406 XC Uden. Tel: (04132) 68155. Cable: EMI HP. Telex: 50477. Dir. & Gen. Mgr.: Dr. U.R. Mueller.

Flame Concern, Schippersstr. 5, Amsterdam. Tel: (020) 23-46-92.

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Munich Recs. BV, Albert Schweitzerlaan 9, 6721 AW Bennekom. Tel: (08389) 67-77. Pres.: J. C. Zomer; Gen. Mgr.: Ben Mattijssen; Sales Mgr.: Huub Trautwein.

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nyjverheidsweg Noord 126-128, Amersfoort. Tel: (033) 3-16-64. Telex: 79448.

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Universe Prod'ns, Spanjaardslaan 33, Leeuwarden. Tel: (05100) 2-01-94, 2-45-22. Pres.: Wobbe van Seijen; Sales Mgr.: Wim de Vries.
Wax Europe, Kattengat 2, 1012 SZ Amsterdam. Tel: (020) 25-48-14. Pres.: Morton O. Wax; European Mgr.: Jules Farber.

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Mamicha Music BV Int'l, Pettelaarseweg 25, 5216 BG 's-Hertogenbosch. Tel: (073) 14-73-34. Cable: MMCHA. Telex: 41605.
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Dureco BV, Pampuslaan 45, 1380 AA Weesp. Tel: (2940) 1-53-21. Cable: RECMUS. Telex: 16619. Mng. Dir.: A.E. Palmans; Factory Mgr.: H. Ridderikoff. (Pressing only)
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Herman Batelaan Promos., Moerbeigaarde 112, Zoetermeer. Tel: (079) 31 36-37. Gen. Mgr.: Herman Batelaan; Sales Mgr.: Verona Vanessa.
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Louis Bolsius Theater & Organisatieburo BV, Nieuwlandstr. 28, 5038 SN Tilburg. Tel: (013) 32-30-77. Cable: BOLSIUS. Gen. Mgr.: Louis Bolsius.
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Continental Sound, PO Box 81065, Rotterdam. Tel: (010) 21 10 98, 21-48-28. Pres.: Leen La Riviere; Gen. Mgr.: Nico Zwarts.
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E P M S (European Promo. & Mgmt. Serv.), PO Box 170, Iepenlaan 60, 2012 AO Bloemendaal. Tel: (023) 26-05-55. Telex: 41242. Pres. & Co-ord.: Theo Roos.
Fleet Benelux BV, PO Box 6111, 2001 HC Haarlem; Kenaustraat 3, 2011 MV Haarlem. Tel: (023) 31-94-69. Telex: 71188. Owners: Robert A. Aardse, Peter Meisel.
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Folio Groep BV/Fonorama BV, PO Box 1806, Naarderstr. 35, 1200 BV Hilversum. Tel: (035) 1-98-41. Telex: 73306. Sales Mgr.: Ben Vos.
Joop Koekkoek, Provincialweg 47, Krommenie. Tel: (075) 21-50-21. Gen. & Sales Mgr.: Joop Koekkoek.
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Mamicha Music BV Int'l, Pettelaarseweg 25, 5216 BG 's-Hertogenbosch. Tel: (073) 14-73-34. Cable: MMCHA. Telex: 41605.
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Munich Recs. BV, Albert Schweitzerlaan 9, 6721 AW Bennekom. Tel: (08389) 67-77. Pres.: J.C. Zomer; Gen. Mgr.: Ben Mattijssen; Sales Mgr.: Huub Trautwein.
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National Disc Jockey Org., PO Box 633, Amsterdam. Tel: (020) 16-32-42.
National Promoting System, PO Box 1035, Leiden. Tel: (071) 6-03-07. Gen. Mgr.: Fred van Ouuken.
Number One Music Holland BV, Gallenkamppelsweg 31, Soest. Tel: (02155) 1 03 10. Mng. Dir.: Eric Boom.
P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen. Tel: (010) 35 71 20.
Pico, Ganzenhoef 28, Amsterdam. Dir.: Hans Down; Gen. Mgr.: K. Kuiper; Sales Mgr.: A. Ramschalaon.
Ring Recs., Orchideestr. 19a, Hilversum. Tel: (02150) 4-38-41. Mng. Dir.: Niek Lucas; Gen. Mgr.: Theo de Vos; Prod'n Mgr.: Nick P. Lucas; Creative Dir.: Joop Doderer; Co-ord. Mgr.: Mrs. Rietje Riedijk.
Sylvain's Show Prod'ns, A.J. Ernststr. 9, 1083 GP Amsterdam. Tel: (020) 42 92-88. Dir.: Sylvain J. de Haas; Gen. Mgr.: Erna de Haas.
Universe Prod'ns, Spanjaardslaan 33, Leeuwarden. Tel: (05100) 2-01-94, 2-45-22. Pres.: Wobbe van Seijen; Sales Mgr.: Wim de Vries.
Aad van Holstein, Handellaan 176, 2671 VJ Naaldwijk. Tel: (01740) 2-57-61.
Ben Vreeburg, St. Camer 46, De Bilt. Tel: (030) 76-27 55.
Wax-Europe, Kattengat 2, 1012 SZ Amsterdam. Tel: (020) 25-48-14. Pres.: Morton D. Wax; European Mgr.: Jules Farber.
Wim Wigt Prod'ns, PO Box 201, Roghorstr. 303, 6700 AE Wageningen. Tel: (08370) 1-34-40. Chief Exec.: Wim Wigt.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem. Tel: (085) 22 91 23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.
Audio: Cassette, open reel.
Benelux Music Inds., PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weert. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacquie Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: Sjayar Ojamschidi. **(PKG—video only)**
Audio: 8-tr., cassette.
C B S Grammofoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 31-94-10. Cable: COLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens; Sales Mgr.: W.F. Ariens.
Audio: Cassette.
E M I Servs. Benelux BV, PO Box 333, 5400 AH Uden, Industrielaan 24, 5406 XC Uden. Tel: (04132) 6 81 55. Cable: EMI HP. Telex: 50477. Dir. & Gen. Mgr.: Dr. U.R. Mueller.
Audio: Cassette.
M C R Prod'ns BV, Hooglandseweg 62, 3813 AS Amersfoort. Tel: (033) 723401. Telex: 79388. Mng. Dir.: Foppe Damste; Chief Eng.: Ben Uytjens.
Audio: Cassette.
Polydor BV, Albertus Perkstraat 35, 1217 NL Hilversum. Tel: (035) 234941. Telex: 73352. Mng. Dir.: Nico van Biemen.
Audio: Cassette.
Sonortape Nederland BV, PO Box 113, Zonnebaan 42, 3600 AC Maarssen. Tel: (030) 43 11 44. Telex: 40354. Chief Exec.: M.C. Groeneveld.
Audio: Cassette.
Van der Garde's Audio Studios BV, De Wetstr. 10 12, 6814 AP Arnhem. Tel: (0031) 85 22 91-23. Dir.: Gert van der Garde.
Audio: Cassette.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Benelux Music Inds., PO Box 70, 6000 AB Weert; Uilenweg 38, 6006 SK Weerp. Tel: (04950) 3-56-40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacquie Hoes; Sales Mgr.: Adri-Jan Hoes; Prod. Mgr.: Sjayar Ojamschidi.
E & E Prod'ns, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16 32 42. Gen. Mgr.: Peter Rensen.

ENVELOPES & MAILERS

Joh. de Heer & Zn. BV (Handelmij), Rozenlaan 113, Rotterdam. Tel: (010) 22 09 88. Dir.: J.A. de Heer.
E & E Prod'ns, PO Box 1525, 1000 BM Amsterdam. Tel: (020) 16-32-42. Gen. Mgr.: Peter Rensen.
Nederlandse Normaal Orukkerij BV (Bramson Groep), PO Box 191, 3800 AD Amersfoort; Nyjverheidsweg Noord 126 128, Amersfoort. Tel: (033) 3 16 64. Telex: 79448.
P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen. Tel: (010) 35 71-20.

JACKETS & SLEEVES
LABELS, DISK

Almere Printing BV, Oraaibrugweg 19, 1300 AA Almere. Tel: (03240) 2 05 54. Telex: 70442. Mng. Dir.: Koert Bolhuis; Sales Mgr.: Wim Trouw (Jackets & Sleeves only—LP & Videodisk)
Benelux Music Inds., PO Box 70, 6000 AB Weert, Uilenweg 38, 6006 SK Weert. Tel: (04950) 3 56 40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacquie Hoes; Sales Mgr.: Adri-Jan Hoes, Prod. Mgr.: Sjayar Ojamschidi. (Labels only—45 & LP)
C B S Grammofoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tel: (023) 31-94-10. Cable: COLRECORD. Telex: 41538. Gen. Mgr.: Peter P. Bouwens; Sales Mgr.: W.F. Ariens.
Orukkerij van de Steeg, Postbus 110, 7500 AC Enschede. Tel: (053) 61-33-44. (Sleeves only)
E M I Servs. Benelux BV, PO Box 333, 5400 AH Uden, Industrielaan 24, 5406 XC Uden. Tel: (04132) 6 81 55. Cable: EMI HP. Telex: 50477. Dir. & Gen. Mgr.: Dr. U.R. Mueller. (Jackets & Sleeves—LP only; Labels—45 rpm only)
Magnetronics BV, De Wetstr. 12, Arnhem 6814 AP. Tel: (085) 22-91-23. Dir.: Alfred van der Garde. (Labels only)
Nederlandse Normaal Orukkerij BV (Bramson Groep), PO Box 191, 3800-AD Amersfoort; Nyjverheidsweg Noord 126-128, Amersfoort. Tel: (033) 3-16-64. Telex: 79448.
Olman Handelmaatschappij BV, PO Box 84, A. Einsteinweg 3, Alphen a/d Rijn. Tel: (01720) 3-16-31. Telex: 39796. (Labels only—45 & LP)
P C M P Inc. Holland, PO Box 469, 3130 AL, Vlaardingen. Tel: (010) 35-71-20. (Sleeves only)
Arno van Orsouw BV, Oostenburgervoorstr. 71-73, 1018 MP Amsterdam. Tel: (020) 22-28-98, 25-21-13. Telex: 13442. Mng. Dir.: Arno van Orsouw.
Zeefdrukkerij van Beers, Postbus 1123, West Havendk. 14, 4703 NZ Roosendaal. (Sleeves only)

PROFESSIONAL TAPE SUPPLIES

Benelux Music Inds., PO Box 70, 6000 AB Weert, Uilenweg 38, 6006 SK Weert. Tel: (04950) 3 56 40. Telex: 37576. Dir.: Johnny Hoes; Gen. Mgr.: Jacquie Hoes; Sales Mgr.: Adri-Jan Hoes, Prod. Mgr.: Sjayar Ojamschidi.
Product: Cassette labels.
Nederlandse Normaal Orukkerij (Bramson Groep), PO Box 191, 3800-AD Amersfoort, Nyjverheidsweg Noord 126-128, Amersfoort. Tel: (033) 3-16-64. Telex: 79448.
Audio: Inlays.
Video: Boxes.
Arno Van Orsouw BV, Oostenburgervoorstr. 71, 1018 MP Amsterdam. Tel: (020) 22-28-98, 25 21 13. Telex: 13442. Dir.: Arno Van Orsouw.
Product: Cartridge labels.

RAW MATERIALS
RECORD MANUFACTURING EQUIPMENT

Roxs Handelsonderneming BV, PO Box 36, 5140 AA Waalwijk, Grotestr. 69, 5141 JN Waalwijk. Tel: (04160) 3-25-81. Cable: ROXS. Telex: 35040. Chm.: Chris van Oelft.
Product: Aprevil PVC record compound, press molds.
Brand names: Ambrosio, Oietvorst.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem. Tel: (085) 22-91-23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde; Chief Eng.: Charles van Cattenburch.
Audio: Duplicators, loaders.
Brand name: Telefunken.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert NV, Polakweg 10 11, Rijswijk. Tel: (070) 90-66 80. Mng. Dir.: J. Oavignon; Sales Mgr.: D. van den Broek.
Audio: Cassette, open reel.
Video: 1" open reel, 1" cartridges, ¾" cassette.
Ampex BV, PO Box 9026, 3506 GA Utrecht; Zamenhofdreef 65A, 3562 JV Utrecht. Tel: (030) 61-29-21. Cable: AMPEX. Telex: 47856. Mgr.: G.C.A. de Jong.
Audio: 2", 1", cassette, open reel.
Video: 2", 1", ¾", ½" Beta & VHS.
Audioscript BV, Postbus 82, Loosdrechtsedijk 107, Loosdrecht. Tel: (02158) 5104. Dirs.: P. Oe Ruig, J.L. Cluysenaer. (Blank only)
Audio: Cassette.
Brand name: Luxman.
Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnhem. Tel: (085) 22 91 23. Telex: 75037. Pres.: Gert van der Garde; Gen. Mgr.: Alfred van der Garde, Chief Eng.: Charles van Cattenburch.
Audio: Cassette, open reel.
Video: ½" EIAJ cartridge.
B A S F Nederland BV, PO Box 1019, Kadestr. 1. Tel: (085) 71-71 71. Telex: 45111. Sales Mgr.: Willem van Workum.
Audio & video: Cassette & open reel.
P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen. Tel: (010) 35 71 20. (Raw only)
Audio: Cassette, open reel.
P O Magnetics, Magneetband Fabriek Oosterhout BV, PO Box 82, Molenstr. 37, 4900 AB Oosterhout NB. Tel: (016) 205-59-10.

• accessories

Ampex BV, PO Box 9026, 3506 GA Utrecht, Zamenhofdreef 65A, 3562 JV Utrecht. Tel: (030) 61 29 21. Cable: AMPEX. Telex: 47856. Mgr.: G.C.A. de Jong.
Product: Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video)
Audioscript BV, Postbus 82, Nieuw Loosdrechtsedijk 107, Loosdrecht. Tel: (02158) 5104. Dirs.: P. de Ruig, J.L. Cluysenaer.
Product: Record—replacement styli.
Orukkerij van de Steeg BV, Postbus 110, 7500 AC Enschede. Tel: (053) 61 33 44. Sales Mgr.: H.H. Smit.
Product: Tape—carrying & storage cases.
Inelco Nederland BV, Turfstekerstr. 63, 1431 GO Aalsmeer. Tel: (02977) 28855. Cable: INTELECT. Telex: 14683.
Product: Record—replacement styli (Pickering).
P C M P Inc. Holland, PO Box 479, 3130 AL, Vlaardingen. Tel: (010) 35 71 20.
Product: Record—replacement styli, Tape—leader & splicing tape.
Pico Recs., Ganzenhoef 28, Amsterdam. Tel: (020) 99 47 36. Dir.: Hans Douw; Gen. Mgr.: Kees Kuiper; Sales Mgr.: Atma Ramchalaon.
Product: Record—carrying & storage cases, record care prods., 45 rpm adapters, replacement styli.
Weton Wesgram BV, Veerlaan 84 92, 3072 ZZ Rotterdam. Tel: (010) 86 11 66. Telex: 28798. Exec.: M.A. Eygelsheim; Gen. Mgr.: W. van Ouin.
Product: Record—carrying & storage cases, record care prods., Tape—carrying & storage cases.

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or

its artists. The key to symbols used is: (M) manufacturer; (I) importer; (D) distributor and (R) retailer.

Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel: (03240) 2-05 54 Telex 70442 Mng Dir.: Koert Bolhuis, Sales Mgr Wim Trouw.
Product: Posters (M).

Flame Concern, Schipperstr 5, Amsterdam Tel: (020) 23-46-92
Product: Posters (M), T-shirts (M).

• store fixtures

Almere Printing BV, Draaibrugweg 19, 1300 AA Almere. Tel (03240) 2-05 54 Telex 70442 Mng Dir Koert Bolhuis; Sales Mgr Wim Trouw
Product: Record & tape browser boxes, display racks, divider cards

NEW ZEALAND

Population: 3,148,000.
Rate of exchange: $1 (US) = 1.16 NZ dollar.
Per capita income: $4,750.
Holidays: January 1, April 25 (Anzac Day), Good Friday, Easter Monday, June 5 (Queen's Birthday), October 25, December 25, 26.

RECORDS & TAPE

Records & cassettes sold domestically: 1979—$46,000,000.

• record & tape manufacturers / distributors / importers

Archiv, see PolyGram.
Asylum, see WEA
Atco, see WEA.
Atlantic, see WEA.
Bunk, see CBS.
C B S Recs. (New Zealand) Ltd. (IFPI), PO Box 37-277, Parnell, Auckland. Tel: (09) 79-75-08. Cable: CBSREC. Telex: 21490. Mng. Dir.: John McCready, Finance Mgr.: Michael Glading, Sales Mgr.: Murray Thom.
Labels: (Owned) CBS, Epic, Portrait; **(licensed domestic)** Bunk, Ripper, Stebbing, Stunn, **(licensed foreign)** Boardwalk (USA), Ensign (UK), Illegal (USA), Jet (UK), Nemperor (USA), TK (USA).
Capitol, see EMI.
Columbia, see EMI.
D G, see PolyGram
Destiny, see Sacred.
E M I (New Zealand) Ltd. (IFPI), PO Box 30849, 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable. EMITRON. Telex: 3413. Mng. Dir. D. Snell.
Branches: Auckland, PO Box 1931 Tel: 775-485. Telex 21708.
Labels: (Owned) Capitol, Columbia, EMI, HMV Harvest; **(licensed)** Arista (USA), BBC (UK), Decca (UK), Disneyland (USA), Motown (USA), RAK (UK), United Artists.
Elektra, see WEA.
Epic, see CBS.
Festival Recs. (NZ) Ltd. (IFPI), 69 Carlton Gore Rd., Newmarket, Auckland 2. Tel: 33-885. Gen. Mgr. Ray Porter; Gen. Mgr Ass't Jerry Wise; Nat'l Promos. Mgr Victor Stent.
Home office: Australia.
Labels: (Owned) Festival, Interfusion; **(licensed domestic)** Key; **(licensed foreign)** A&M (USA), ATA (Australia), Ad-Rhythm (UK), Barclay (France), Bearsville (USA), Benny Bird (USA), Beserkley (USA), Blackbird (USA), Blue Labor (USA), Bronze (UK), Butterfly (USA), Chrysalis (UK), Concord (USA), DJM (UK), Fantasy (USA), Festival (Worldwide), GNP Crescendo/Accent (USA), Hispavox (Spain), Immediate (UK), Island (UK, USA), Magnet (UK), Mainstream (USA), Milestone (USA), Monument (USA), Mushroom (Australia), Pinnacle Storyteller (UK), Prestige (USA), Project 3 (USA), Ranwood (USA), Safari (USA), Shelby Singleton group (USA), Shelter (USA), Stanyan (USA), Stax (USA), Sydney Thompson (UK), Takoma (USA), Vogue (France).
Five Star, see Ode.
Fontana, see PolyGram
H M V, see EMI
Harvest, see EMI
Hibiscus, see Kiwi/Pacific.
Hoghton Hughes Ltd., see Music World.
Inn, see Innovation.
Innovation Ents. Ltd., PO Box 45-108, 27 Bayside Ave., Te Atatu, Auckland 8. Tel: 44-444. Mng Dir Errol J Peters; Gen Mgr.. Ginny Peters; Sales Mgr.: Austin Roberts.
Labels: (Owned) Inn, Innovation, **(licensed)** Canary, E-Volve, Raven (all (USA)
Int'l rep.: USA (E-Volve).
Interfusion, see Festival.
K-tel Int'l (New Zealand) Ltd., PO Box 2614, 149 Victoria St., Auckland 1 Tel: 797-166.
Home office: USA.
Key, see Zodiac & Festival
Kiddidisc, see Music World.
Kiwi, see Kiwi/Pacific.
Kiwi/Pacific Recs Ltd., PO Box 826, 182 Wakefield St., Wellington. Tel: 849-981 Cable KIWITONE. Mng Dir.: Tony Vercoe.
Labels: (Owned) Hibiscus, Kiwi, Tartar; **(represented)** Folkways (USA), Kiddy Kassettes (UK), Melodiya (USSR), Philo (USA)
Int'l Reps.: Australia (U.A. Braunthal, Edwest, Achper), Canada (Koala Books), Pacific (Microphone, Pacific, Occidental).
M G M, see PolyGram.
Mandrill, see PolyGram.
Marmalade Recs. (N.Z.) Ltd., 13 Sturdee St., Wellington. Tel: (04) 859-050. Telex: 3850. Mng. Dir.: Rocky Douche.
Mercury, see PolyGram.
G. W. Moore Ltd., PO Box 29012, Greenwoods Corner, Auckland.
Label: (Licensed) Singcord (USA).
Music For Millions, see Music World.
Music World Ltd. (Hoghton Hughes Ltd.) (IFPI), PO Box 7134, 75 Hawdon St., Christchurch Tel: 63-187. Cable: MASTERDISC. Telex: 4611. Mng. Dir.. Hoghton Hughes; Sales Mgr.: R. Curry.
Labels: (Owned) Kiddidisc, Music For Millions, Music World, Tee Vee; **(licensed)** Arrowtabs (UK), Astor (Australia), Barnaby (USA), Beatt (UK), Boot (Canada), Carlton (Ireland), Crest (Australia), Cyclone (USA), Damont (UK), Dyna House (Australia), EMS (Australia), Ember (UK), Emerald (UK), Enterprise (UK), Everest (USA), Fable (Australia), GRT-Janus (USA), Galaxy (UK), Gusto (USA), Hawk (Ireland), Image (Australia), Ivan Berg (UK), J&B (Australia), Jupiter (Germany), Karma (Germany), Locomotive (France), Magnetic Video Corp. (USA), Mulligan (Ireland), Multiple Sound (UK), Paradiso (USA), Peter Pan (USA), Pickwick Int'l (UK), Rediffusion (UK), Release (Ireland), Scepter (USA), Sonet (Sweden), Specialty (USA), Sportsdisc (UK), Springboard (USA), Summit (Australia), Sutton-Miller (USA), Sydney Thompson (UK), Victor (Japan), W&G (Australia), Wand (USA).
Int'l reps.: Australia (EMS, Image, J&B, W&G), Canada (V Recs), France (Locomotive), Ireland (Hawk), Philippines (Octo Arts), UK (Emerald, Multiple Sounds), South Africa (David Gresham), USA (Everest, Gillette-Madison, Magnetic Video, Request).
Henry B. Norcross, PO Box 21-101, Auckland 8. Tel: (83) 67-019. Cable: HENRYBEE. Mng. Dir.: Henry B. Norcross; Gen. Mgr.: John F. Parker; Sales Mgr. Ian R. Jackson; Educational Mgr.. Graham J. Wadams.
Ode Rec. Co. Ltd. (IFPI), 199 Karangahape Rd., Auckland. Tel: 370-007. Mng. Dir.: Terence P. O'Neill-Joyce; Gen. Mgr. Robyn Kennerley.
Reg'l branch: Fiji.
Int'l branches: Australia; Cook Islands, PO Box 247, Raro Tonga.
Labels: (Owned) Five Star, Ode, Sonet, Thyme; **(licensed)** Ariola-Eurodisc (Germany), Avan-Guard (Australia), EMI-Electrola (Germany), Fable (Australia), Fidelity Sound (USA), Stony Plain (Canada), Supraphon (Czechoslovakia), Vanguard (USA).
Int'l reps.: Australia (Avan-Guard), South Africa (Sweet William), Tonga (Lemoto), USA (Fidelity Sound).
Osborn Inds., PO Box 212, Hastings.
Label: (Represented) Maranatha! (USA).
Peak, see Urlwin.
Philips, see PolyGram.
Polydor, see PolyGram.
PolyGram Rec. Serv. Ltd. (IFPI), PO Box 3517, Wexford Rd., Miramar, Wellington. Tel: 888-080. Cable: ARGENTA. Telex: 3798. Mng. Dir.: J. Graham Broughton; Gen. Mgr.: R.G. Donohue; Sales Mgr.: Stuart H. Rubin.
Branches: Auckland, PO Box 37452, Parnell, PolyGram House, 77 Grafton Rd. Tel: 775-663, 794-561. Telex: 2951 (Nat'l Sales & Mktg. Offices).
Labels: (Owned) Archiv, OG, Fontana, MGM, Mercury, Philips, Polydor, Solid Gold, Vertigo, Verve; **(licensed domestic)** Mandrill; **(licensed foreign)** All Platinum (USA), Attic (Canada), B&C (UK), Bronze (UK), CTI (USA), Cadet (USA), Capricorn (USA), Casablanca (USA), Charisma (UK), Chess (USA), Cream (USA), ECM (Germany), EG (UK), Ensign (UK), Infinity (USA), MCA (USA), Mooncrest (UK), Neighborhood (USA), Pablo (USA), Pye (UK), RSO (USA), Rocket (UK), Roulette (USA), Saga (UK), Phil Spector (USA), Spring (USA), Stiff (UK), Track (UK).
The Ponsonby Gramophone Rec. Co. Ltd., 112 Albert St., Auckland. Tel: 362-295. Cable: DIRECORD.
Labels: (Owned) Ponsonby Gramophone; **(licensed)** CTI, Kudu, Lifesong (all USA).
Portrait, see CBS.
R C A Ltd. New Zealand (IFPI), 23 Norman Spencer Dr., Wiri. Tel: Auckland 278-9189. Telex: 2208. Mng. Dir.: Brian E.W. Smith; Gen. Mgr.: Barry Forrester; Promos./Label Mgr.: David Moule.
Labels: (Licensed foreign) AWB (USA), Ariola (Germany), Buddah (USA), Can't Stop (USA), Criminal (UK), Eureka (Australia), Hansa (Germany), Lifesong (USA), Midsong (USA), Millennium (USA), Polar (Sweden), Roulette (USA), Tembo (UK), 20th Century-Fox (USA), Windsong (USA).
R T C (New Zealand) Ltd. (IFPI), PO Box 3825, 487 Parnell Rd., Parnell, Auckland. Tel: 799-963. Telex: 21831. Mng. Dir.: Brian Pitts; Nat'l Promos. Mgr.: Kama Fitzgerald; Finance Dir.: Patrick O'Sullivan.
Labels: (Full-Price) (Owned) RTC, Stewed Goose; **(licensed foreign)** Albion (UK), Armageddon (UK), Aura (UK), Avatar (UK), Beggars Banquet (UK), Cherry Red (UK), Chopper (UK), Cleopatra (Australia), Dindisc (UK), Factory (UK), Frontline (UK), Graduate (UK), Ice (UK), KR (UK), Liberation (Australia), Missing Link (Australia), Nems (UK), PVK (UK), Passport (USA), Polish (USA), Rockburgh (UK), Rondelet (UK), Safari (UK), San Juan (USA), Supermusic (UK), Surrey Sound (UK), Videominster (UK), Virgin (UK), Warwick (UK); **(distributed—not licensed)** Crystal Clear, Delos, Nautilus, Telarc (all USA). **(Mid-Price Racking) (Owned)** RTC; **(licensed foreign)** CBS, Dansan, Endeavour, Epic, Fontana, Golden Hour, Harmony, MGM, MSO, Mercury, Philips, Polydor, Polystar, Pye, Solid Gold; **(distributed—not licensed)** MCA
Int'l reps.: Australia (Liberation, Musicland).
Reader's Digest Ass'n (NZ) Ltd., PO Box 37073, Parnell, Auckland 1 Tel 770-339. Cable READIGEST. Gen. Mgr.: Robert Morley.
Home office: USA
Ripper, see CBS.
Sacred Recs. (NZ) Ltd. (IFPI), Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir.: Peter R. Harris.
Labels: (Owned) Destiny, Sacred; **(licensed)** Canaan (USA), Dayspring (USA), Good News (USA), Image 7 (Canada), Lamb & Lion (USA), Light (USA), Myrrh (USA), New Pax (USA), New Song (USA), Paragon (USA), Sacred (USA), Seed (USA), Solid Rock (USA), Word (Canada, UK, USA).
Solid Gold, see PolyGram.
Sonet, see Ode.
Stebbing, see CBS
Stewed Goose, see RTC
Stunn, see CBS.
Tartar, see Kiwi/Pacific.
Tee Vee, see Music World.
Thyme, see Ode.
Urlwin Int'l Mktg. Ltd. (IFPI), 72 Riccarton Rd., Christchurch 4. Tel 487-009. Cable: URLMARK.
Labels: (Owned) Peak; **(represented)** Artistes Francais Associes (France), Delmark (UK), Everest (USA), Societe Francaise de Prod'ns Phonographiques (France), Starlight (UK).
Vertigo, see PolyGram.
Verve, see PolyGram.
Viking Sevenseas Ltd. (IFPI), PO Box 1431, 5-9 Tory St., Wellington. Tel 859-759. Cable: VIKSEVEN. Mng. Dir.: Murdoch Riley; Gen. Mgr. Keith Southern.
Int'l branch: England.
Labels: (Licensed) Alshire (USA), Argo (UK), Carinia (Australia), MPS (Germany), Monitor (USA), Turnabout (USA); **(distributed—not licensed)** Telefunken (Germany).
Int'l reps.: USA (Carinia, Fiesta, Monitor).
W E A Recs. Ltd. (IFPI), PO Box 2915, 14-18 Federal St., Auckland. Tel: 771-699. Cable: WEAREC. Telex: 2839. Mng. Dir.: Tim Murdoch.
Labels: (Owned) Asylum, Atco, Atlantic, Elektra, WEA Int'l, Warner Bros.; **(licensed foreign)** Alberts (Australia), Beggars Banquet (UK), Big Tree (USA), Delphine (France), F-Beat (UK), Little David (USA), Paradise (USA), Radar (UK), Real (UK), Sire (USA), Swan Song (USA); **(distributed—not licensed)** Black Lion (UK).
Warner Bros., see WEA
Zodiac Recs. Ltd. (IFPI), 108-110 Jervois Rd., Auckland 2. Tel: 761-218, 762-426. Mng. Dir E.C Stebbing, Sales Mgr E MaCallum
Labels: (Owned) Key, Zodiac; **(licensed)** Carinia (Australia), Telefunken (Germany).

• music publishers

Anton's Songs, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.. Hoghton Hughes.
Int'l firms represented: Morning Music Group (Canada).
Int'l reps.: Canada (Morning Music), Ireland (Squirrel Music).
Chappell & Co. Ltd., PO Box 2766, Nimmo's Bldg., 2nd fl., 89 Willis St., Wellington C1. Tel 736-165. Gen. Mgr.. David M. Bolden.
Int'l firms represented: (See Chappell in Australia).
Innovation Music Ltd. (APRA), 27 Bayside Ave., Te Atatu, Auckland 8 Tel: 44-444. Mng. Dir Errol J Peters, Gen. Mgr.: Ginny Peters
Int'l firms represented: Billy O (Australia), Swan Sea (USA).
Int'l rep.: Australia (Essex).
Josephine & Ephraim Music, 87 Wilson St., Hawera Taranaki Tel: 7537. Gen. Mgr.: Barletta Prime; Gen. Mgr.: Dalvanius Prime, Prof. Mgr.: Eddie Prime.
Int'l reps.: Australia, Indonesia, Singapore, Thailand, UK, USA (Josephine & Ephraim).
Kiwi Music, PO Box 826, 182 Wakefield St., Wellington Tel: 849 981. Cable KIWITONE. Mng. Dir.: Tony Vercoe.
Dennis Mason Music, see Josephine & Ephraim.
Ode Music, 199 Karangahape Rd., Auckland. Tel 370-007 Mng. Dir. Terence P. O'Neill-Joyce.
Int'l firms represented: Flying Dutchman, Sweet William (both South Africa), Shwee Gee (Canada).
Orlando Music (N.Z.) Ltd., 13 Sturdee St., Wellington. Tel: (04) 859-051 Telex. 3850. Dir.: Rocky Douche; Gen Mgr.: Jeanie Douche.
Int'l rep.: Australia (Rondor)
Peer-Southern Org., see Southern.
Ponsonby Gramophone, 112 Albert St., Auckland Tel: 362-295.
R T C Music (Publ'rs) Ltd. (APRA), PO Box 3825, Auckland. Tel: 799-964. Telex: 21831. Mng. Dir Brian Pitts; Gen. Mgr.: Patrick O'Sullivan.
Int'l firms represented: Dinsong, Panache, Virgin (all UK)
Sandy Music Co. Ltd. (APRA), 5-7 Tory St., Wellington. Tel 859-759. Cable: VIKSEVEN. Mgr.: Murdoch Riley.
Home office: Australia, Sevenseas Publ'g Pty. Ltd.
Sevenseas Publ'g Pty. Ltd., see Sandy.
Southern Music Publ'g Co. (Australasia) Pty. Ltd., PO Box 656, 12 Security Bldg., 198 Queen St., Auckland C1. Tel: 23-851. Cable: SOUTHMUSIC.
Home office: USA, Peer-Southern Org.
Int'l firm represented: Sam Fox (USA).
Word Music (ASCAP), Oxford St., Levin. Tel: (069) 84-005 Cable: SACORDS. Mng. Dir.. P.R. Harris.
Int'l firms represented: Canaanland, Lexicon, Rodeheaver, Word (all USA).
Int'l rep.: USA (Word).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

New Zealand Radio & Television Mfrs. Federation, PO Box 9130, Wellington. Tel: (4) 843-688. Telex: 31129. Sr. Exec. Officer: Noel Derry.
Recording Ind. Ass'n of New Zealand Inc., PO Box 9241, Wellington. Tel. 843-523 Cable PHONOGRAPH. Mgr. F.W Smith.

CATALOG SERVICES

Record Publ'ns Ltd., PO Box 9241, Wellington. Tel 843-523. Cable: PHONOGRAPH. (Rec. only)
Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr. O A. Pemberton; Sales Mgr.: B.H. Smith.

DESIGN & ARTWORK

Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable. PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton, Sales Mgr.: B.H. Smith.

LICENSING ORGANIZATIONS, MUSIC

A P R A (Australasian Performing Right Ass'n Ltd.), BNSW Bldg., 318-324 Lambton Quay, Wellington. Tel: 724-430 (Performing rights only)
Home office: Australia.
Phonographic Performances (New Zealand) Ltd., PO Box 9241, Wellington. Tel. 843-523. Cable: PHONOGRAPH. (Performing rights only)

LICENSOR, RECORD & TAPE

Word (NZ) Ltd., Oxford St., Levin. Tel (069) 84-005. Cable: SACORDS. Mng. Dir.: P.R. Harris.

PLATING, PROCESSING & PRESSING PLANTS

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington Tel: 666-979 Cable: EMITRON Mng. Dir.. D. Snell.
PolyGram Rec. Serv. Ltd., PO Box 3517, Wellington. Tel: 888-080. Telex. 3798. Chief Exec J Graham Broughton; Gen. Mgr. R. Donohue.

PRINTERS & LITHOGRAPHERS

Cello-Kraft Ltd., 61 Ira St., Wellington 3. Tel 886-831 Mng. Dir R.C. Murray; Mgr. E.L. Verrall.
PolyGram Rec. Serv. Ltd., PO Box 3517, Wellington. Tel: 888-080. Telex: 3798. Chief Exec.: J. Graham Broughton; Gen. Mgr. R. Donohue.
Rotowax Ltd., 90-100 Hanson St., Wellington. Tel 894-095.
Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: O.A Pemberton; Sales Mgr.: B.H. Smith

RECORD PROMOTION

Record Publ'ns Ltd., PO Box 9241, Wellington Tel: 843-523. Cable: PHONOGRAPH.
Word (NZ) Ltd., Oxford St., Levin. Tel: (069) 84-005. Cable: SACORDS. Mng. Dir. P.R. Harris.

TAPE CUSTOM DUPLICATORS

E M I Mfg Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel 666-979. Cable: EMITRON. Mng. Dir.: D. Snell.
Audio: Cassette.
PolyGram Rec. Serv. Ltd., PO Box 3517, Wellington. Tel. 888-080. Telex 3798. Chief Exec.: J Graham Broughton, Gen. Mgr.: R. Donohue.
Audio: Cassette
Tape Transcriptions Ltd., PO Box 8665, Symonds St., Auckland. Tel: 798-734. Mng. Dir.. Phil T Stebbing.
Audio: Cassette

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666 979. Cable: EMITRON. Mng. Dir.: D. Snell.
PolyGram Rec. Serv. Ltd., PO Box 3517, Wellington. Tel: 888-080. Telex: 3798. Chief Exec.: J. Graham Broughton; Gen. Mgr.: R. Donohue.
Audio: Cassette.
Brand name: Philips.
Videx Systems Ltd., PO Box 3273, Auckland. Tel: (09) 478-3636. Telex: 21057. Dir.: G.L. Jones.
Audio & Video: Reels.

ENVELOPES & MAILERS

Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.

JACKETS & SLEEVES

Cello-Kraft Ltd., 61 Ira St., Wellington 3. Tel: 886-831. Mng. Dir.: R.C. Murray; Mgr.: E.L. Verrall.
Rotowax Ltd., 90-100 Hanson St., Wellington. Tel: 894-095.
Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.
Word (NZ) Ltd., Oxford St., Levin. Tel: 84-005. Cable: SACDRDS. Mng. Dir.: P.R. Harris.

LABELS, DISK

E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRDN. Mng. Dir.: D. Snell.
PolyGram Rec. Serv. Ltd., PO Box 3517, Wellington. Tel: 888-080. Telex: 3798. Chief Exec.: J. Graham Broughton; Gen. Mgr.: R. Donohue.
Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex:; 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.

POLYETHYLENE BAGS & SHRINKWRAP

Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith. (Poly Bags only)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert (New Zealand) Ltd., GPO Box 215, Shroff's Bldg., 99-101 Hobson St., Auckland 1. Tel: 34-743/717. Telex: 2934.
Audio: 8-tr., cassette, open reel
Video: Blank—½" Beta & VHS cassette, V2000, SVC/LVC; raw—2" quad, 1" open reel, ¾" U-Matic cassette, ¼".
Brand name: Agfa.
Ampex, see Videx.
Capitol, see EMI.
E M I Mfg. Ltd., 408 Hutt Rd., Lower Hutt, Wellington. Tel: 666-979. Cable: EMITRDN. Mng. Dir.: D. Snell. (Blank only)
Audio: Cassette.
Brand names: EMI, Capitol.
Magnetic Prods. Ltd., 108-110 Jervois Rd., Auckland 2. Tel: 760-607. Mng. Dir.: Greg Watson. (Blank only)
Audio: Cassette, open reel.
Brand name: Pyral.
Music World Ltd. (Hoghton Hughes Ltd.), PO Box 7134, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Curry. (Blank only)
Audio: Cassette.
Philips, see PolyGram.
PolyGram Rec. Serv. Ltd., PO Box 3517, Wellington. Tel: 888-080. Telex: 3798. Chief Exec.: J. Graham Broughton; Gen. Mgr.: R. Donohue.
Audio: Cassette.
Brand name: Philips.
Pyral, see Magnetic Prods.
Videx Systems Ltd., PO Box 3273, Auckland. Tel: (09) 478-3636. Telex: 21057. Dir.: G.L. Jones. (Blank only)
Audio: Cassette, open reel.
Video: 2" quad, 1" helical, ¾" U-matic Cassette, ½" Beta & VHS cassette.
Brand name: Ampex.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Magnetic Prods. Ltd., 108-110 Jervois Rd., Auckland 2. Tel: 760-607. Mng. Dir.: Greg Watson.
Product: Cassette duplicators & loaders
Brand name: Recortec.

• accessories manufacturers

Agfa-Gevaert (New Zealand) Ltd., GPO Box 215, Shroff's Bldg., 99-101 Hobson St., Auckland 1. Tel: 34-743/717. Telex: 2934.
Product: Tape—carrying & storage cases (audio), head cleaners (audio, video).
Music World Ltd. (Hoghton Hughes Ltd.), PO Box 7134, 75 Hawdon St., Christchurch. Tel: 63-187. Cable: MASTERDISC. Mng. Dir.: Hoghton Hughes; Sales Mgr.: R. Curry.
Product: Record—record care prods., storage racks; Tape—head cleaners, demagnetizers, cassette storage racks.
Whitcoulls Ltd., 76 Kent Terr., Wellington C3. Tel: 721-921. Cable: PRINTPAC. Telex: 3579. Prod. Div. Reg'l Mgr.: D.A. Pemberton; Sales Mgr.: B.H. Smith.
Product: Carrying & storage cases.

NICARAGUA

Population: 2,500,000
Rate of exchange: $1 (US) = 7 cordoba
Per capita income: $800
Holidays: January 1, Easter Week, May 1 (Labor Day), July 19 (Liberation Day), September 14 (Battle of San Jacinto), September 15 (Independence Day), October 12 (Columbus Day), December 25.

• record & tape manufacturers / distributors / importers

Dicesa (Discos Centroamericanos SA), Edif. de la Galeria de Arte Contemporaneo, Reparto Nva. Reforma, 180 Varas al S. del Rest. Rincon Espanol, Managua. Tel: 26123
Home office: El Salvador (see for labels)
Dideca (Discos de Centroamerica SA), Apartado Postal 2144, Managua. Tel: 23915. Cable: ARDELI
Home office: Guatemala (see for labels)
Fernando Flores, Del ATC 75 Varas al Norte-Fte. Dr. Filiberto H. Adams, Leon. Tel: 4100
Label: (Represented) Leo (El Salvador)
Indica (Nicaragua) SA, Apdo. 2622, Colonia Centroamerica K-655, Managua. Tel: 71523. Sales Mgr.: Velia Rocha Silva
Home office: Costa Rica (see for labels)

NIGERIA

Population: 75,000,000
Rate of exchange: $1 (US) = 0.64 naira
Per capita income: $500.
Holidays: January 1, October 1 (Independence Day), December 25, traditional Moslem & Christian holidays.

• record & tape manufacturers / distributors / importers

Afrodisia, see Decca
Bridge, see Record Market
Capitol, see EMI.
Casablanca, see PolyGram
Cinterdisc, see Record Market.
Coret Recs., PMB 21512, Ikeja, Lagos. Tel: 830065. Mng. Dir.: George Ddartey
Int'l branch: Ghana, Box 7657, Accra.
D G G, see PolyGram.
Decca (West Africa) Ltd. (IFPI), PO Box 412, 4 Faramobi Ajike St., Ikorodu Rd., Lagos. Tel: 962246. Cable: DECCAWA. Mng. Dir.: Robert Deges; Exec. Dir.: Alhaji S.A. Akinbolu; Mktg. Mgr.: T.I. Dloronyomi; Sales Mgr.: V.D. Nwogwugwu.
Labels: (Owned) Afrodisia, Decca, **(licensed)** Ariola/Arista, Deram (UK), London (UK), Trojan (UK), UK (UK)
Int'l reps.: France (Sofrason), UK (Decca).
E M I (Nigeria) Ltd. (IFPI), Dregun Rd., Ikeja, Lagos. Tel: (08) 45-164. Cable: EMITRDN. Mng. Dir.: G.A. Beyering; Acting Mng. Dir.: D.A. Akinyemi; Sales Mgr.: Laurence Agbenro
Branches: Owitsha, 30 Old Market Rd. Contact: G.K. Dfor—**Benin,** Block 12B Sapele Rd. Contact: C.U. Nwaiga—**Kaduna,** 5 Alli Akilu Rd. Contact: Mallam M. Shehu.
Labels (Owned) Capitol, EMI, HMV, MFP, Parlophone, Radic, United Artists, **(licensed foreign)** Atlantic (USA), Ballistic (UK), Creole (UK), Dynamic (Jamaica), Elektra (USA), Ice (UK), RAK (UK), Rolling Stones (UK), Warner Bros. (USA)
Int'l reps.: UK (EMI).
Exambag Int'l Agency, Box 2131, 7 Dkosi Rd., Dntsha, Alhambra State.
Label: (Represented) Maranatha! (USA).
Fontana, see PolyGram.
H M V, see EMI.
M F P, see EMI
Mercury, see PolyGram.
P. N. Onyekwelu Trading Co., PO Box 1864, 3 Sokoto Rd., 1 Dkwei St., Dntsha.
Label: (Licensed) Vanguard (USA).
Parlophone, see EMI
Philips, see PolyGram
Polydor, see PolyGram
PolyGram Recs. Ltd. (IFPI), PO Box 2997, Imam Dauda St., Bolex House, Lagos. Tel: (01) 830-563. Cable: PHILREC. Telex: 96121297. Mng. Dir.: Arie van Leeuwen, Financial Mgr.: N.M.C. Dkechukwu, A&R Mgr.: Mrs. Keji Dkunowo.
Labels: (Owned) Casablanca, DGG, Fontana, Mercury, Philips, Polydor, RSD, **(licensed)** Hansa (Germany), Polar (Sweden); Atlantic, Elektra, Motown, Tamla, Warner Bros. (all USA)
Int'l rep.: Worldwide (PolyGram)
R S D, see PolyGram.
Radic, see EMI
Record Market (Nigeria) Ltd., PO Box 6371, 89 Bamgbose St., Lagos. Tel: 57-945. Cable: RODPUB. (Manufacturer/Distributor/One-Stop/Rack Jobber/Importer)
Int'l branch: Ivory Coast, Cinterdisc.
Labels: (Owned) Bridge, Cinterdisc; **(licensed)** EMI-Nigeria
Senn Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Dgunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSDUND. Pres.: Kaye Abraham Sr., Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Dhajuba. (Distributor/Importer)
Tabansi Recs., 5/9 Dregun Rd., PMB 21458, Ikeja, Lagos
Label: (Licensed) Cream-Hi (USA)
United Artists, see EMI

• services

DESIGN & ARTWORK

E M I (Nigeria) Ltd., Dregun Rd., Ikeja, Lagos. Tel: (08) 45-164. Cable: EMITRDN. Mng. Dir.: G.A. Beyering; Acting Mng. Dir.: D.A. Akinyemi; Sales Mgr.: Laurence Agbenro.

PLATING, PROCESSING & PRESSING PLANTS

Decca (West Africa) Ltd., PO Box 412, 4 Faramobi Ajike St., Ikorodu Rd., Lagos. Cable: DECCAWA. Mng. Dir.: Robert Deges; Exec. Dir.: Alhaji S.A. Akinbolu; Mktg. Mgr.: T.I. Dloronyomi; Sales Mgr.: V.D. Nwogwugwu.
E M I (Nigeria) Ltd., Dregun Rd., Ikeja, Lagos. Tel: (08) 45-164. Cable: EMITRDN. Mng. Dir.: G.A. Beyering; Acting Mng. Dir.: D.A. Akinyemi; Sales Mgr.: Laurence Agbenro.
PolyGram Recs. Ltd., PO Box 2997, Bolex House, Imam Dauda St., Lagos. Tel: 830 563. Cable: PHILREC. Telex: 961 21297. Mng. Dir.: Arie van Leeuwen. Financial Mgr.: N.M.C. Dkechukwu; Factory Mgr.: A.C.Aso.

PRINTER & LITHOGRAPHER

E M I (Nigeria) Ltd., Dregun Rd., Ikeja, Lagos. Tel: (08) 45-164. Cable: EMITRDN. Mng. Dir.: G.A. Beyering; Acting Mng. Dir.: D.A. Akinyemi; Sales Mgr.: Laurence Agbenro.

TAPE CUSTOM DUPLICATORS

E M I (Nigeria) Ltd., Dregun Rd., Ikeja, Lagos. Tel: (08) 45-164. Cable: EMITRDN. Mng. Dir.: G.A. Beyering; Acting Mng. Dir.: D.A. Akinyemi; Sales Mgr.: Laurence Agbenro
Audio: 8-tr., cassette.

• supplies

JACKETS & SLEEVES

LABELS, DISK

E M I (Nigeria) Ltd., Dregun Rd., Ikeja, Lagos. Tel: (08) 45-164. Cable: EMITRDN. Mng. Dir.: G.A. Beyering; Acting Mng. Dir.: D.A. Akinyemi; Sales Mgr.: Laurence Agbenro.

TAPE, BLANK LOADED & BULK RAW

Deekay & Sons, PO Box 2065, 18 Ereko St., Lagos.
Audio: 8-tr., cassette, open reel
Brand name: Audio Magnetics.
E M I (Nigeria) Ltd., Dregun Rd., Ikeja, Lagos. Tel: (08) 45-164. Cable: EMITRDN. Mng. Dir.: G.A. Beyering; Acting Mng. Dir.: D.A. Akinyemi; Sales Mgr.: Laurence Agbenro.
Audio: Cassette, open reel.
Brand name: EMI-Emistar.
Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Dgunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSDUND. Pres.: Kaye Abraham Sr.; Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Dhajuba.
Audio: Blank—8-tr., cassette; raw—8-tr., cassette, open reel.
Video: Blank—¾" cassette.

• accessories manufacturer

Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Dgunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSDUND. Pres.: Kaye Abraham Sr., Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Dhajuba.
Product: Record—replacement styli; Tape—head cleaners, demagnetizers

• store fixtures manufacturer

Senn-Sound (West Africa) Ltd., PO Box 1262, 37 Adeniran Dgunsanya St., Surulere, Lagos. Tel: 848-337. Cable: SENNSDUND. Pres.: Kaye Abraham Sr., Gen. Mgr.: Mrs. Y.A. Abraham; Sales Mgr.: C.N. Dhajuba.
Product: Browser boxes, display racks, record divider cards

NORWAY

Population: 4,079,498.
Number of family units: 1,400,000.
Rate of exchange: $1 (US) = 5.19 krone.
Per capita income: $5,812.
Holidays: January 1, Easter (Good Thursday through Easter Monday), May 1 (Labor Day), May 17 (Constitution Day), Ascension Day, Whitsunday, Whitmonday, December 25, 26.

NOTE:

All figures reported are for IFPI members. Non-IFPI turnover and direct imports are estimated to be an additional 10% to 15%

RECORDS:

Record sales certification awards: Silver single—25,000 units; gold single—50,000 units; platinum single—100,000 units. Silver LP—25,000 units; gold LP—50,000 units; platinum LP—100,000 units.
Records sold domestically including imports: LP's 1980—3,730,000 units; 1979—4,200,000 units. Singles 1980—588,000 units; 1979—509,000 units.
Average retail price per record: LP's—$8.06; Singles—$2.07.
TV merchandising: None.
Record club sales: 6-7% of total.
Discounting: Rare.
Type of distribution: Manufacturer-to-retailer system predominates. There are two major rack jobbers, one of which is owned by the Norwegian record industry. Specialty shops account for 70-75% of consumer sales.
Type of promotion: Television is the most important medium, followed by radio (one channel each). Most of Norway's 160 daily newspapers have album reviews, and some have a weekly music page. There are three music newspapers with limited circulation. Some important weekly magazines have music columns.
Jukeboxes: 1500.

TAPE:

Pre-recorded tape sold domestically including imports: Casssette 1980—3,230,000 units, 1979—3,230,000 units.
Average retail price per tape: Cassette—$8.96.

CONSUMER ELECTRONICS:

Number of homes with: Radios—1,400,000 (99.9%); television sets—1,163,431 (83%), color—704,063 (50%), b&w—459,368 (33%); phonographs 875,000 (56.2%); audio tape recorders—1,800,000

RADIO STATIONS

No. of government: 1.
Comment: Programming is a mixture of cultural, political, educational, entertainment, and news features. About 60% of the music programming is pre-recorded & 40% is broadcast live. The ratio of classical music to popular is approximately 44/56.

TELEVISION STATIONS:

No. of channels: 1 government, 90% color (PAL).
Comment: Norwegian television programming is similar to that for radio except for less music.

• record & tape manufacturers / distributors / importers

Akkompagnementsplaten, see Norsk Grammofonkompani.
Angsgar Forlag A/S, Mollergatan 26, Oslo 1. Tel: (02) 20-85-18.
Arctic Recs., Brattorgaten 5, N-7000 Trondheim. Tel: (075) 21-1-90. Telex: 55574. Mng. Dir.: Kolbjoern Alstad; Gen. Mgr.: Gunnar Hordvik; Label Mgr.: Svein Strugstad. (Distributed by Polydor)
Arken, see Gospelhouse.
Barneplaten, see Norsk Grammofonkompani.
Arne Bendiksen A/S (IFPI), Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: (856) 19689. Pres.: Arne Bendiksen; Gen.

Mgr.: Pal Skai; Sales Mgr.: John Norman; Int'l Mgr.: Terje Engen.
Labels: (Owned) Flora, Flower, Forum, Sonet Norsk, Triola; **(licensed domestic)** Tambourine, **(licensed foreign)** Beserkley (UK), Bronze (UK), Chiswick (UK), Chrysalis (UK), Cube/Electric (UK), Island (UK), Megafon (Sweden), Pye (UK), Sonet (Denmark, Sweden, UK), Sun (USA), Vanguard (USA), Virgin (UK), Vox (USA); **(distributed)** Sensible Sound.

Blue Note, see EMI.

C B S Recs. A/S (IFPI), Oslre Akervei 19, Okern, Oslo 5. Tel. (02) 15-29 00. Telex: (856) 19356. Mng. Dir.: Per A. Jenssen; Sales Mgr.: Bjorn Kristiansen; Local A&R Mgr.: Kristian Lindeman.
Labels: (Owned) CBS, Cupol, Embassy, Epic, GTC, Maestro, Masterworks, Portrait; **(licensed)** A&M (USA), ARC (USA), Ariola (Germany), Arista (USA), Jet (USA), Kirshner (USA), Monument (USA), Philadelphia Int'l (USA), TK (USA), T-Neck (USA), **(distributed—not licensed)** Decibel (Norway), Fyra Skilling (Sweden), Glendisc (Sweden), Round-Up (Sweden).
Int'l rep.: Worldwide (CBS).

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per C. Oahlstrom. Gen. Mgr.: Finn Stokkland. (Record & tape exporter—cutouts)

Capitol, see EMI.

Classics for Pleasure, see EMI.

Columbia, see EMI.

Continental Consult AS (IFPI), Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.
Labels: (Owned) Continental, Country Collection, Hammer, Hjemmet, Home's, Horizon, Maxi; **(licensed)** De-Lite (USA).

Country Collection, see Continental.

Cupol, see CBS.

d B Recs., Oscarsgt. 15, Oslo 3. Tel: (02) 60-76-13. Gen. Mgrs.: Helge & Paul Karlsen. (Distributed by CBS)

Decca, see PolyGram.

Double Up, see EMI.

E M I Norsk A/S (IFPI), Postboks 42, Korsvoll, Frysjaveien 33, Oslo. Tel. (02) 23-14-88. Cable: EMIGRAM. Telex: (856) 16294. Mng. Dir.: Hans Ro; Mktg. & A&R Mgr.: Fredrik Mueller; Sales Mgr.: Frode Skulstad.
Labels: (Owned) Blue Note, Capitol, Classics for Pleasure, Columbia, Double Up, EMI, EMI-EAR, EMI America, EMI Int'l Electrola, Emidisc, Encore, HMV, Harvest, Hoerzu, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Regal Zonophone, Seraphim, Sidewalk, Starline, Studio Two, Sunset, Talisman, United Artists, Volkslatte, Waverley, World Rec. Club; **(licensed)** Apple (UK), Barclay (France), Blue Star (France), Carrere (France), Egg (France), Fantasy (USA), Flam (Sweden), Galaxy (USA), Hungaroton (Hungary), Kultura, Magnet (UK), Milestone (USA), Platina (Sweden), Prestige (USA), Purple (UK), RAK (UK), Rolling Stones (UK), Stax (USA); **(distributed—not licensed)** Skandinavisk Artist Prod'n.

Electrola, see EMI.

Jorg-Fr. Ellertsen A/S (IFPI), Jernbanetorvet 4, Oslo 1. Tel: (02) 425883 Cable: TROLLMUSIC. Telex: 19871 Dir. Jorg-Fr. Ellertsen. (Distributed by Polygram)
Label: (Owned) Troll.

Embassy, see CBS.

Emidisc, see EMI

Encore, see EMI.

Epic, see CBS.

Eventyrplaten, see Norsk Grammofonkompani.

Filadelfiaforlaget A/S, Box 6757, St. Olavsplass, Oslo 1. Tel: (02) 11-13-10
Mng. Dir.: Knud Rambol.
Label: (Owned) Klango.

Flora, see Arne Bendiksen.

Flower, see Arne Bendiksen.

Fontana, see PolyGram.

Forum, see Arne Bendiksen.

G T O, see CBS.

Gospelhouse Music AS (IFPI), Box 33, 1342 Jar. Tel: (02) 53-23-78. Mgr.: Helge Fjalsett; Prod'r: Kjell Fjalsett.
Labels: (Owned) Gospelhouse; **(licensed domestic)** Aiken; **(distributed—not licensed)** CBS, Cupol (Sweden), EMI, Green Tree (USA), Heart Warming (USA), Impact (USA), Lamb & Lion (USA), Marlann (Sweden), New-Pax (USA), Pilgrim (UK), Pilot (Sweden), RCA, Refuge (USA), Sharon, Snowflake.
Int'l reps.: Denmark (Nye Toner), Finland (Finngospel), Sweden (Gospel & Musikhuset).

H M V, see EMI.

Hammer, see Continental.

Harmoni, see Norsk Grammofonkompani.

Harvest, see EMI.

Helgeland's LP-Import, Postboks 120, 5501 Haugesund Tel: (047) 29943.
Gen. Mgr. Sten Olav Helgeland
Labels: (Distributed—not licensed) Folkways (USA), Heilo, Highway (UK), Mulligan (Ireland), Philo (USA), Trailer/Leader (UK).

Hjemmet, see Continental.

Hoerzu, see EMI.

Holtet's Hammerhead, Enebakkveien 164, Oslo 6. Tel. (02) 19-36-16. Mgr.: Rune Holtet. (Wholesaler/Importer/Exporter)

Home's, see Continental.

Horizon, see Continental.

Intervideo A/S, PO Box 32, Ljan, Oslo 11. Tel: (02) 79-72-00. Telex 17755. Video Mgr.: Hans Petter Gjersoe; Music Mgr.: Geir Hamnes.
Labels: (Owned) Intervideo; **(licensed)** A&R (Netherlands), Arrival (Canada, UK), CNR (Netherlands), Can't Stop (USA), Mervyn Conn (UK), Creole (UK), Impact (Canada), Imperial (Canada), K-tel Int'l (Canada, UK), Lotus (UK), PVK (UK), Papagayo (Netherlands), Prelude (USA), TTR (Netherlands), WMOT (USA), Young Blood (UK); **(distributed—not licensed)** Goodwill (Sweden), Koster (Sweden), Magna (Germany), Marlann (Sweden), My Label (Sweden), Octave, Ronco (UK), Rose, Tor (Sweden), Warwick (UK).

Jargalaedji, see Mai.

K-tel, see Intervideo.

Karusell, see PolyGram.

Klango, see Filadelfiaforlaget.

Kolibri, see Mai.

Kulturradet, see PolyGram.

Liberty, see EMI.

Maestro, see CBS.

Mai (Plateselskapet) A/S, Boks 6575, Rodelokka, Oslo 5. Tel: (02) 35-36-36. Mng. Dir., Saemund Fiskvik; Sales Mgr.: Ketil Ege; Import Mgr.: Tor Bernhardsen.
Labels: (Owned) Mai, Kolibri; **(distributed—not licensed)** Amar (Denmark), Greensleeves (UK), Horn (Denmark), Jargalaedji, Mistlur (Sweden), Musiknatet Waxholm (Sweden), October (Sweden), Ralph (USA), Rough Trade (UK), Silence (Sweden), TJ (USA)

Masterworks, see CBS.

Mayco A/S, PO Box 22, Kjelsasvn 32, Oslo 4. Tel (02) 22-54-00. Telex: 72353. Pres.: Arne Iversen; Gen. Mgr.: May-Britt Iversen
Labels: (Distributed—not licensed) Century, Delos, Fresh Aire, M&K, Mobile Fidelity, Nautilus, Sheffield Lab, Telarc (all USA); JVC, RVC (both Japan).

Maxi, see Continental.

Mellow Madness Rose Music, Parkv 5, Oslo 3. Tel: (02) 60-06-23. Mgr.: Bjorn Tveten.

Mercury, see PolyGram.

Musica, see Talent.

Music for Pleasure, see EMI.

Narvesen A/S, B. Narvesensvei 2, Oslo 6. Tel: (02) 19-40-20. Telex. 16835. Mng. Dir.: Finn Skedsmo; Prod. Mgr. Asbyoern Soegstad. (Distributor/Importer

New Noise Prod'n, Postboks 299, 1751 Halden. Tel: (031) 84791. Creative Dir.: Henning Kvitnes.

Nor-Disc, see PolyGram.

Norild, see Dag Waerner.

Norsk Grammofonkompani A/S (IFPI), Fagerhoeyveien 2, N-1324 Lysaker. Tel (02) 53-34-72. Gen. Mgr.: O. Knudsen.
Labels: (Owned) Akkompagnementsplaten, Barneplaten, Eventyrplaten, Harmoni, **(distributed—not licensed)** Music Minus One (USA).

NoteBene, Wolffsgate 5, Oslo 3. Tel: (02) 46-81-44. Mgr.: Ole Sorli.

Octave, see Intervideo.

Odeon, see EMI.

Oh Yeah!, see Dag Waerner.

On, see PolyGram.

One Up, see EMI.

Oscar Recs., Postboks 113, Boler, Oslo 6.
Label: (Represented) Ripsaw (USA).

Parlophone, see EMI.

Pathe, see EMI.

Philips, see PolyGram.

Play Music A/S, Kjelsasveien 174, Oslo 8. Tel: (02) 23-57-80. Mng. Dir.: Advokat Ragnar Heidel; Sales Mgr.: Kjell Haugen. (Distributor/Importer)
Labels: (Distributed) all Norwegian labels.

Polydor, see PolyGram.

PolyGram Rec. Serv., Marcus Thranesgate 2, Torshov/Oslo 4. Tel: (472) 37-99-44. Telex: 18252. Dir.: Peter Kaatee.

PolyGram Recs. A/S (IFPI), Marcus Thranesgate 2, Oslo 4. Tel: (02) 37-29-05. Telex: 18521. Mng. Dir.: Sigurd Johannessen; Gen. Mgr.: Michael Aas; Financial Dir.: Bob Doornbos; Sales Mgr.: Mats Nilsson.
Labels: (Owned) Decca, Fontana, Karusell, Kulturradet, Mercury, Nor-Disc, On, Philips, Polydor, Vertigo, Zarepta; **(Phonogram group—represented)** Albion, Amadeo, Better Day, Bis, Casablanca, Charisma, Deram, Electra (Sweden), Fortuna, Hagbart, Harmonia Mundi, Heilo, Impact, Dick James, MAM, Matrix, Mountain, Polar, Rocket, Rondo, Sire, Smash, Sonora, Stiff, Superstar, Teldec, Tembo, Threshold, Trojan, Troll, Unicorn, Varese; **(Polydor group—represented)** Ad Lib, Archiv, Arctic, Asylum, Atco, Atlantic, Backstreet, Beggars Banquet, Big Tree, Bluebell, CTI, Camp, Capricorn, Cat, Cotillion, Deutsche Grammophon, DiscReet, ECM, EG, Elektra (USA), Ex Libris, Fiction, Goldhawke, Heliodor, Hispavox, MCA, Metronome, Midi, NKF, Nonesuch, Norsk Metronome, Pablo, Paradise, RSO, Reprise, Riva, Rockburgh, Swan Song, Verve, WEA Int'l, Warner Bros.

Portrait, see CBS.

Olaf T. Ranum A/S, Whsle. Dept., Olav Tryggvasonsgaten 18, N-7000 Trondheim. Tel: (075) 28-355, 27-729, 22-902. Cable: MUSIKRANUM. Gen. Mgr.: Olaf T. Ranum; Sales Mgr.: Sverre Granholt.

Recommended Recs., Slemdalsveien 77, Oslo 3. Contact: Tormod Opedal.
Home office: England.

Regal Zonophone, see EMI.

Rikajo Agentur & Handel, Postboks 147, Paradis, Bergen. Tel: 27-12-72.
Mgr. John Kolbeinsen. (Importer/Exporter)

Rocade, Roald Atle Larsen & Co., PO Box 1004, Skostredet 5, 5001 Bergen. Tel (05) 21-35-69, 16-54-93. Mgr.: Roald Atle Larsen.
Labels (Owned) Rocade; **(licensed foreign)** American Heritage (USA), Belmont (USA); **(distributed—not licensed)** Gusto (USA), Sugar Hill—country (USA), Westwood (UK).
Int'l rep.: UK (Westwood).

Rose, see Intervideo.

St. Olav Bokhandel A/S, Akersveien 5, Oslo 1. Mgr. Sidsel Aasrud. (Importer)

Sensible Sound, see Arne Bendiksen.

Seraphim, see EMI.

Sidewalk, see EMI.

Siemens Norge A/S, Rosenborggaten 19, Oslo 1.

Sinar Musikk A/S, PO Box 92, Ljan, Oslo 11. Tel. (02) 28-05-80. Chief Exec.: Amund Hoff Berge; Gen. Mgr.: L.Y. Daliot. (Distributor/Importer)
Labels: (Distributed) Caprice (Sweden), Plant Life (UK), Rounder (USA), Topic (UK).

Skandinavisk Artist Prod'n, Torggt. 7, Oslo 1. Tel: (02) 41-88-85. Dir.: Leif Hemmingsen; Sales & Promo.: Per Ostmark. (Distributed by EMI)
Labels: (Owned) Snowflake; **(licensed foreign)** SOS (Sweden), Sugarhill (USA), T-Bone (Sweden).
Int'l reps.: Benelux (Phonogram), France (Polydor), Germany (Phonogram), Italy (Durium), Portugal (EMI), Sweden (EMI), UK (CBS).

Snowflake, see Skandinavisk.

Sonet Norsk, see Arne Bendiksen.

Starline, see EMI.

Strawberry, see Dag Waerner.

Studio Two, see EMI.

Sunset, see EMI.

Talent Music Org. A/S (IFPI), PO Box 2814, Toyen, Kjolberggaten 29, Oslo 6. Tel: (02) 67-95-40. Cable: MUSICA Telex: 17079. Mng. Dir.: Odd Ronning-Arnesen, A&R Mgr.: Arve Sigvaldsen; Sales &Dist'n Mgr.: Harald M. Krsitiansen; Mktg. & Promo. Mgr.: Helge Westbye.
Labels: (Owned) Musica, Talent; **(licensed)** Aura (UK), Avatar (UK), Bellaphon (Germany), Ensign (UK), Erato (France), Intercord (Germany), Logo (UK), Motown (USA), Ovation (USA), Pickwick (UK), RCA (USA), Rialto (UK), Swedish Society (Sweden), Telefunken (Germany), Viking (Sweden); **(distributed—not licensed)** Tonep.
Int'l rep.: Sweden (Scranta). (SEE ADVERTISEMENT)

Talisman, see EMI.

Tambourine, see Arne Bendiksen.

Toba Import, Postboks 252, N-5401 Stord. Tel: (054) 1-58-41. Mgr.: Jon Endal. (Importer/Exporter)

Tonep, see Talent & Toneproduksjon.

Toneproduksjon A/S, PO Box 150, Salmakerstien 5D, 1501 Moss. Tel: (032) 58373. Gen. Mgr.: Kjell Hjemmen; Sales Mgr.: Morten Kristiansen. (Distributed by Talent).
Label: (Owned) Tonep.

Triola, see Arne Bendiksen.

Troll, see Jorg-Fr. Ellertsen.

United Artists, see EMI.

Uniton, see Dag Waerner.

Vakenatt, see Dag Waerner.

Veps, see Dag Waerner.

Vertigo, see PolyGram.

Vilde Vinge, see Dag Waerner.

Volkslatte, see EMI.

Waverley, see EMI.

Dag Waerner Prod'ns, Slemdalsvn. 77, Oslo 3. Tel: (472) 14-76-89. Telex: 1850. Chief Exec.: Dag Waerner; Sales Mgr.: T. Opedal.
Labels: (Owned) Strawberry, Uniton; **(licensed)** Factory (UK); **(distributed—not licensed)** A-Disc (Sweden), Blue Silver (France), First American (USA), Flying Fish (USA), IC (Germany), JEM (USA), Norild, Oh Yeah !,Pulse (USA), Rag Baby (UK), Rhino (USA), Rough Trade (UK), Sierra (USA), Sky (Germany), Solid Smoke (USA), Spoon (Germany), Vakenatt, Veps, Vilde Vinge, Vinyard (UK), Zado.

World Rec. Club, see EMI.

Zado, see Dag Waerner.

Zarepta, see PolyGram.

• music publishers

Arctic Songs, Brattorgaten 5, N-7000 Trondheim. Tel: (075) 21-1-90. Mng. Dir.: Kolbjoern Alstad; Gen. Mgr.: Gunnar Hordvik. (Administered by Frost Music).

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Philip A. Kruse. (Also see Frost)
Int'l firms represented: Black Sheep (UK), Cherry (UK), EMI (Denmark), Noel Gay (UK), Jobete (USA), Imudico (Denmark, Sweden), Magellan (USA), Multitone (Sweden), Reuter & Reuter (Sweden), Sonet (Sweden), Southern (Sweden), Stonebridge (USA).

Benny Borg Music, see Frost.

Buccaneer Music, see Frost.

Butterfly Music, see Skjonhalsforlagene.

Chappell Norway, Marcus Thranesgate 2, Oslo 4. Tel: (02) 37-29-05. Telex: 18521. Mng. Dir.: Sigurd Johannessen; Ass't: Aase Mathisen.
Int'l reps.: Worldwide (Chappell, Intersong).

Continental Consult AS, Postboks 3707, Gamlebyen, Oslo 1. Tel: (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.
Int'l reps.: Australia (Image), France (Panache), Germany (X-Recs.), Netherlands (Hoes), UK (Panache).

Disco see Talent.

Jorg-Fr. Ellertsen A/S, Jernbanetorvet 4, Oslo 1. Tel: (02) 42-58-83. Cable: TROLLMUSIC. Telex: 19781. Pres.: Jorg-Fr. Ellertsen.

Hans Erichsen Musikforlag, see Skjonhalsforlagene.

Euronett Publ'g, see Arne Bendiksen & Frost.

Filadelfiaforlaget A/S, Box 6757, St. Olavsplass, Oslo 1. Tel: (02) 11-13-10.

Frost Music A/S, PO Box 38, Refstad, Oslo 5. Tel: (02) 41-96-90, 41-97-93.
Mng. Dir.: Philip A. Kruse; Gen. Mgr.: Holger Gulbrandsen.
Int'l firms represented: Big 3 (USA), Cherry (UK), Columbia Pictures (USA), EMI (Sweden), Forsyth (UK), Neil A. Kjos (USA), Luverne (USA), Mingles (UK), Multitone (Sweden), Next Plateau (USA), Peer-Southern, RMO (UK), Reuter & Reuter (Sweden), Sonotone (Germany), Southern (Sweden), Studio PR (USA), Sweden (Sweden), Warner Bros. (Sweden).

Gospelhouse Music, see Frost.

Harmoni House, see Arne Bendiksen & Frost.

Arnt Haugen, see Frost.

Hormonforlaget, see Frost.

Carl M. Iversen, see Arne Bendiksen & Frost.

Kare Kornelussen, see Frost.

Lyche (Ed.), Kongensgate 2, Oslo 1. Tel: (02) 33-24-15.

Manu A/S, see Frost.

Mellow Madness Rose Music, Parkv 5, Oslo 3. Tel: (02) 60-06-23. Mgr.: Bjorn Tveten.

Musikk-Huset A/S (TONO, NCB), Karl Johansgaten 45, Oslo 1. Tel: (02) 33-48-97. Mng. Dir.: Arne Damsgaard.
Int'l firms represented: Andersson (Sweden), Carl Gehrman (Sweden), Abr. Lundquist (Sweden), Moeck (Germany), Scherzando (Belgium).
Int'l rep: Sweden (Carl Gehrman).

Norsk Melodiforlag, see Skjonhalsforlagene.

Norsk Musikforlag A/S, Postboks 1499, Vika, Karl Johansgaten 39, Oslo 1. Tel: (02) 33-59-95. Mng. Dir.: Fr. J. Backer-Groendahl Jr.; Dir.: Leif Dramstad; Pop Div. Gen. Mgr.: Gert Opitz.
Int'l firms represented: Air (Sweden), April (Worldwide), Belwin-Mills (UK, USA), Barton (UK, USA), Boosey & Hawkes (UK), Chandos (UK), Chappell Nordiska (Sweden), J.&W. Chester (UK), Editio Musica (Hungary), Essex (Sweden), Hansen (USA), Wilhelm Hansen (Denmark), Intersong-Forlagen (Sweden), Magnamusic-Baton (USA), Nordic Songs (Denmark, Sweden), Nordiska (Sweden), Shawnee Press (USA), Hans Sikorski (Germany), Staff (USA), Walton (USA), Wynne (USA).
Int'l reps.: Denmark (Wilhelm Hansen), Germany (Wilhelm Hansen), Sweden (Nordiska). UK (J.&W. Chester), USA (Walton—Choral).

Norway Music, see Skjonhalsforlagene.

O A S Music, see Frost.

Skandia Musikkproduksjon, see Arne Bendiksen & Frost.

Oscar Skau, see Arne Bendiksen & Frost.

Skjonhalsforlagene, PO Box 141, Parkveien 1, N-2501 Tynset. Tel: (063-61100) 8566. Gen. Mgr.: Edgar Skjonhals.

Snowball Songs (Scandinavia) A/S, PO Box 551, Sentrum, Oslo 1. Tel: (02) 25-01-10. Telex: 19974. Dir.: Charles R. Forbes. (Also see Frost)
Int'l firms represented: Keysound (Denmark), Levytuottajat (Finland), MAM (UK), Magazine (Germany), Royton (Denmark).
Int'l reps.: Austria (Teldec/Autocrat), Benelux (Roba), Denmark (Royton/Keysound), Finland (Fazer/Levytuottajat), Germany (Teldec/Autocrat), Ireland (Meglo), Spain (Hispavox), Sweden (K-tel), Switzerland (Teldec/Autocrat), UK (Performance).

Snowflake Music, Torggt. 7, Oslo 1. Tel: (02) 41-96-90. Dir.: Leif Hemmingsen; Gen. Mgr.: Philip A. Kruse. (Also see Frost)

Talent Music, PO Box 2814, Toyen, Kjolberggaten 29, Oslo 6. Tel: (02) 67-95-40. Cable: MUSICA Telex: 17079. Prof. Mgr.: Lars Boerke.
Int'l firm represented: Melodie Der Welt (Germany).
Int'l reps.: Germany (Schacht).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Grammofonplategrossistenes Forening (Record Wholesalers' Ass'n), PO Box 4352, Torshov, Oslo 4. Tel: (02) 37-29-05. Chm.: Michael Aas.

Norges Musikkhandlerforbund (Reocrd Dealers' Org.), Prinsens 2, Oslo 1. Tel: (02) 33-01-60.

Den Norske Gruppen (IFPI Norge), Postboks 42, Korsvoll, Frysjaveien 33, Oslo 8. Tel: (02) 23-14-88. Telex: 16294.

Norsk Musikerforbund (Norwegian Musicians' Union), Stortingsgaten 28, Oslo 1. Tel: (02) 42-55-21. Pres.: Sigurd Lonseth.

Ny Musikk (Norwegian Section of the International Society for Contempo-

rary Music), Tordenskioldsgate 6B, Oslo 1. Tel (02) 41-96-75. Chief Exec.: Nils Bjerkestrand.

DESIGN & ARTWORK

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per C. Dahlstrom. Gen. Mgr.: Finn Stokkland.

Nidaros Studio AS, Nordslettveien 2, 7000 Trondheim. Tel (075) 67966. Telex: 19341.

LICENSING ORGANIZATIONS, MUSIC

Norwegian Composers' Society, Klingenberggaten 5, Oslo 1. Tel (010472) 42-56-78.

T. D. N. D. (Norsk Komponistforenings Internasjonale Musikkbyra), Klingenberggaten 5, Oslo 1. Tel (02) 42-18-08.

PLATING, PROCESSING & PRESSING PLANTS

Ulf Corneliussen & Co., Fagerhoy Str. 2, Oslo 2. Tel: (067) 35176, 53-34-72. (Pressing only)

Norsk Grammofonkompani A/S, Fagerhoyveien 2, N-1324 Lysaker. Tel (02) 53-34-72. Gen. Mgr.: D. Knudsen. (Pressing only)

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

PRINTERS & LITHOGRAPHERS

Nidaros Studio AS, Nordslettveien 2, 7000 Trondheim. Tel (075) 67966. Telex: 19341.

PolyGram Rec. Serv. (div. of Polygram Recs. A/S), Sagveien 11, Oslo 4. Tel. (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

RECORD PROMOTION

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel. (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai.

Continental Consult AS, Postboks 3767, Gamlebyen, Oslo 1. Tel (02) 68-65-62. Telex: 19341. Pres.: Barry Matheson; Gen. Mgr.: Borre Brenne.

TAPE CUSTOM DUPLICATORS

Roger Arnhoff Studio A/S, St. Olavsgaten 26, Oslo 1. Tel: (02) 11-06-35. Telex: 16686. Pres. & Gen. Mgr.: Roger Arnhoff. **(PKG—audio).**
Audio: Cassette.
Video: 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette.

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai.
Audio: Cassette.
Video: ¾" cassette, ½" EIAJ cartridge.

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per C. Dahlstrom; Gen. Mgr.: Finn Stokkland.
Audio: Cassette.

Nidaros Studio AS, Nordslettveien 2, 7000 Trondheim. Tel (075) 67966. Telex: 19341.
Audio: Cassette.

PolyGram Rec. Serv. (div. of PolyGram Recs. A/S), Sagveien 11, Oslo 4. Tel (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

Norsk Grammofonkompani A/S, Fagerhoyveien 2, N-1324 Lysaker. Tel: (02) 53-34-72. Gen. Mgr.: D. Knudsen.

• supplies

CARTRIDGE & CASSETTE PARTS EMPTY CARTRIDGES, CASSETTES & REELS

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per C. Dahlstrom; Gen. Mgr.: Finn Stokkland.
Audio: Cassette.
Brand name: Cantortape.

JACKETS & SLEEVES

PolyGram Rec. Serv. (div. of Polygram Recs. A/S), Sagveien 11, Oslo 4. Tel: (02) 37-99-44. Gen. Mgr.: Peter Kaatee.

RAW MATERIALS

S. E. S. A/S, Oesterdalsgt. 1J, Oslo 6. Tel. (02) 60-68-40.
Product: Plastic materials.

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert A/S, Postboks 2008, Thv. Meyersgate 11, 9, Oslo 5. Tel: (02) 37-68-90. Telex: 18325. Mng. Dir.: A. Naper; Dept. Mgr.: G. Larsen.
Audio: Blank—compact cassette, open reel; raw—cassette, broadcast, studio.
Video: Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

B A S F Norge A/S, PO Box 46, Skoeyen; Drammensveien 114, Oslo 2. Tel: 44-18-08. Cable: CDLDUR. Telex: 11284.
Audio: Blank—cassette, open reel; raw—cassette.
Video: 1" reel, ¾" cassette, ½" cassette.

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai. (Blank only)
Audio & video: Cassette.
Brand name: Ampex.

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per C. Dahlstrom; Gen. Mgr.: Finn Stokkland.
Audio: Cassette, open reel.
Brand name: Cantortape.

• accessories manufacturers

B A S F Norge A/S, PO Box 46, Drammensveien 114, Skoeyen, Oslo 2. Tel (02) 44-18-08. Cable: CDLDUR. Telex: 11284.
Product: Tape—carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai.
Product: Record—record care prods.; Tape—head cleaners, demagnetizers.
Brand name: A. M. Kemi.

Feiring Elektronikk A/S, Nils Hansens Vei 3-7, Oslo 6. Tel. (02) 19-62-00. Telex: 16435. Mng. Dir.: Sigurd Feiring; Sales Mgr.: Kjell Smedsaas.
Product: Record—replacement styli.
Brand names: Stanton.

Skandinavisk Elektronikk A/S, Ostre Akervei 99, Oslo 5. Tel: 15-00-90.
Product: Record—replacement styli.
Brand name: Pickering.

• store fixtures manufacturers

Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: (02) 67-67-90. Cable: BENDIKMUSIC. Telex: 19689. Dir.: Arne Bendiksen; Gen. Mgr.: Pal Skai.
Product: Tape display racks.

PAKISTAN

Population: 79,000,000
Rate of exchange: $1 (US) = 9.9 rupees.
Per capita income: $210
Holidays: March 23 (Pakistan Day), May 1 (May Day), August 14 (Independence Day), September 11, December 25 & religious holidays

• record & tape manufacturers / distributors / importers

E M I (Pakistan) Ltd., C/28 Estate Ave., SITE, Karachi 28. Tel: 29-01-21. Cable: EMITRDN. Mng. Dir.: S. Mansoor Bokhari; Sales Gen. Mgr.: Ahmedullah Siddiqi; Finance Mgr. & Sec'y: Sabir Ahmed Khan.
Branch: Lahore, Shahdin Bldg., 9-A, The Mall. Tel: 52353.
Home office: England.
Labels: (Owned) Capitol, Columbia, HMV, Parlophone, Stateside. **(licensed)** Apple, Decca, Liberty, London, RCA (all UK).

• supplies

TAPE, BLANK LOADED & BULK RAW

B A S F Pakistan Ltd., Karachi 46-A, Block 6, PECHS. Tel: 430418. Cable: BADILIN. Telex: 2704. Sales Mgr.: F. Zueger.
Audio: Cassette, open reel.

PANAMA

Population: 1,900,000
Rate of exchange: $1 (US) = 1 balboa.
Per capita income: $1,350
Holidays: January 1, January 9 (Day of Mourning), Carnival, Holy Thursday, Good Friday, May 1 (Labor Day), October 11 (Anniversary of the 1968 Revolution), November 3 (Founding of the Republic), November 4 (Day of the National Flag), November 28 (Independence from Spain), December 8 (Mother's Day), December 25.

• record & tape manufacturers / distributors / importers

Continental de Discos SA, Aptdo. 456, Panama 9-A. Tel: 27-0127. Cable: DISCOS. Pres. & Gen. Mgr.: Alcides Almanza Jr.; Sales Mgr.: Arturo Grimaldo.
Labels: (Owned) Continental, Emily, Happy; **(licensed foreign)** Armada & Fernandez (USA), Artomax (Puerto Rico), Bronco (Puerto Rico), Kubaney (USA), Mary Lou (USA), Modiner (USA), New Generation (Puerto Rico), Oliva Cantu (USA), PDC (Puerto Rico), Performance (Puerto Rico), Rana (Puerto Rico), Romey's (Trinidad), Teca (USA), WIRL (Barbados).
Int'l reps.: Guatemala (Fonica), Venezuela (Velvet).

Dicesa, see Discos de Panama.

Dideca, see Sonomundi.

Discos de Panama SA (IFPI), Centro Ind'l Drillac, Calle 1a. Panama. Tel: 61-0201/0000/0267. Cable: PADISCD. Gen. Mgr.: Carolina Arosemena Q.; Sales: Vicente Mague; Promo.: Eduardo Bragin.
Home office: El Salvador. Dicesa (see for labels).

Distribuidora Panamena de Discos SA, Apdo. 9614, Edif. Amelia Local 1, Bajos, Calle F, El Cangrejo, Panama 4. Tel: 64-58-03. Cable: DISPADISA. Telex: 2050. Gen. Mgr.: Gabriel Munoz Zapata.
Home office: Costa Rica, Indica (see for labels).

Emily, see Continental de Discos.

Happy, see Continental de Discos.

Indica, see Distribuidora Panamena.

Istmenos (Discos) SA, Aptdo. 3340, Calle 45, No. 46, Panama 4. Tel: 23-8665.
Labels: (Owned) Latino, Taboga. **(represented)** Kubaney (USA), Sono-Radio (Peru).
Int'l rep.: Peru (Sono-Radio).

Latino, see Istmenos.

Libreria Rubyl SA, Aptdo. 18-B, Av. 3 de Noviembre, David. Tel: 75-4339. Pres.: Ruben D. Cabrera; Gen. Mgr.: Viola G. Cabrera. (Distributor/Importer)
Label: (Distributed—not licensed) Nevada (Spain).

Padisco, Centro Ind'l Drillac, Calle 1A, Panama. Tel: 61-0201. Gen. Mgr.: Carolina Arosemena.
Label: (Licensed foreign) RCA (USA).

Sonomundi SA, Aptdo. 6-4297, Estafeta El Dorado, Edif. Condor, 1st fl., Calle 45, Panama. Tel: 69-4669, 69-4884. Telex: 0377-2048.
Home office: Guatemala. Dideca (see for labels).

Taboga, see Istmenos.

• music publisher

Ed. Musical de Panama SA (BIEM), Aptdo. 3340, Calle 45, No. 46, Panama. Tel: 23-8665.
Int'l firm represented: Edimusa (Peru).
Int'l rep.: Peru (Edimusa).

• services

DESIGN & ARTWORK

Discos de Panama SA, Centro Ind'l Drillac, Calle 1a, Panama. Tel: 61-0201/0000/0267. Cable: PADISCD. (Rec. only)

PLATING, PROCESSING & PRESSING PLANTS

Discos de Panama SA, Centro Ind'l Drillac, Calle 1a, Panama. Tel: 61-0201/0000/0267. Cable: PADISCD. (Pressing only)

Istmenos (Discos) SA, Aptdo. 3340, Calle 45, No. 46, Panama 4. Tel: 23-8665.

PRINTER & LITHOGRAPHER RECORD PROMOTION

Discos de Panama SA, Centro Ind'l Drillac, Calle 1a, Panama. Tel: 61-0201/0000/0267. Cable: PADISCD. (Rec. only)

TAPE CUSTOM DUPLICATOR

Istmenos (Discos) SA, Aptdo. 3340, Calle 45, No. 46, Panama. Tel: 23-8665.

• accessories importer

Libreria Rubyl SA, Aptdo. 18-B, Av. 3 de Noviembre, David. Tel: 75-4339. Pres.: Ruben D. Cabrera; Gen. Mgr.: Viola G. Cabrera.
Product: Carrying & storage cases; Record—record care prods., 45 rpm adaptors, replacement styli.

• store fixtures importer

Libreria Rubyl SA, Aptdo. 18-B, Av. 3 de Noviembre, David. Tel: 75-4339. Pres.: Ruben D. Cabrera; Gen. Mgr.: Viola G. Cabrera.
Product: Tape display racks.

PERU

Population: 17,293,083.
Rate of exchange: $1 (US) = 416 sols.
Holidays: January 1, April 3, 4, May 1 (Labor Day), June 24, July 28, 29 (Independence Anniversary), August 30 (St. Rose of Lima Day), October 9 (Day of National Dignity), November 1 (All Saints Day), December 8, 25.

RECORDS:

Records sold domestically including imports (retail value): LP's 1979—1,960,000 units, $8,251,600. Singles 1979—7,150,000 units, $5,268,421.
Record club sales: None.
Discounting: Frequent.
Type of distribution: The manufacturer-to-retailer system predominates. About 15% of sales are made by ambulatory merchants in the streets.
Type of promotion: Radio and television are the most important means. There is some promotion in newspapers and magazines by means of articles and advertising.

TAPE:

Market: The cassette share of the music market is about 12%. There are no open reel or 8-track sales.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1979—352,000 units, $1,632,075.

RADIO STATIONS:

No. of AM 312, FM 9 (80% commercial, 20% government).
Comment: The top stations play pop music from U.S. (80%) and Spain (20%).

TELEVISION STATIONS:

No. of networks 3 (40% PAL color).
Comment: The programming mix is comprised of U.S. series, music programs via satellite from Spain, pre-recorded videotapes of drama from Argentina and Mexico (top of the surveys), local shows, sports, and news.

IMPORT/EXPORT REGULATIONS:

For importation it is necessary to have a license if the merchandise value is over $2,000. The tax rate (CIF value) is 56% for records, 56% for pre-recorded tapes, and 36% for stampers. An imported record costs more than three times a local record.

MARKET ANALYSIS:

There are about 11.5 million people living in the Peruvian cities, with about 3.4 million of them between 12 and 34 years old. Of the latter figure, only 35% have the age and money to be a record buyer.

Last year, a typical hit single sold about 40,000 copies and a hit LP sold about 6,000 copies. There are five basic musical styles: Disco/pop/rock (35%), Salsa, foreign in Spanish, local "Chicha," and Peruvian folklore.

• record & tape manufacturers / distributors / importers

Bambu, see tEMPSA.

Bang!, see RPM.

Corona, see Industrial Sono-Radio.

Disa, see Galvano.

F T A (Fabricantes Tecnicos Asociados) SA (IFPI), Panamericana Norte, Km. 13.5, Lima. Tel: 23-12-30, 31-42-85. Cable: FTALIMA. Telex: 20126. Mng. Dir.: Carlos Torres D.; Rec. Div. Mgr.: Dsvaldo Vazquez.

LOOKING FOR A PARTNER IN SCANDINAVIA
SEE PAGE 307
SCANGROUP RECORDS

Labels: (Owned) FTA; **(licensed)** Ariola (Germany), Arista (UK, USA), Barclay (France), Buddah (USA), Chrysalis (UK), Dicesa (El Salvador), Discomoda (Colombia), Ensign (UK), Hansa (Germany), Island (UK), Libra/Alhambra (USA), Musidisc (Brazil), PRT (UK), RCA (USA), Rialto (UK), 20th Century (USA).
Int'l reps.: Colombia (Discomoda), Ecuador (Studio)

Fabricantes Tecnicos Asociados, see FTA

Faro, see Galvano.

Galdisa, see Galvano.

Galvano Disco SA (Galdisa), Guillermo Dansey 19 0 "A", Lima. Tel 51-86-40. Cable GALOISA. Telex 20472. Pres. Alber o Maravi; Gen Mgr Rolando Ore Garvan
Labels: (Owned) Disa, Faro, Infopesa, Midas, Pandora, Soulatino, **(licensed)** Ariston (Italy), Baby (Italy), FM (Colombia), Caribe (Venezuela), Kubaney (USA), Microfon (Argentina), Velvet (Venezuela)
Int'l reps.: Argentina (Microfon), Colombia (NS), Ecuador (Famoso), Mexico (Almar), Uruguay (Renvar), Venezuela (Velvet).

I E M P S A (Industrias Electricas & Musicales Peruanas SA) (IFPI), Av. Guillermo Dansey 1247, Lima. Tel 32-40-05, 3 -81-12. Cable IEMPSA Telex. 25570 Mng. Dir.: Augusto Sarria Salas, Admin. & Finance Mgr Rodolfo Canseco Torres; Mktg. Div Mgr Ezequiel Soto H., Prod. Div Mgr Augusto Sarria Aguirre; Mfg. Div. Mgr.. ose Mogollon I
Labels: (Owned) Bambu, IEMPSA, Lider, **(licensed)** Borinquen (Puerto Rico), Butterfly (USA), Capitol (USA), Codiscos (Colombia), Combo (USA), EMI (UK), Fonodisco (Venezuela), Liberty/United Artists (USA), Lyra (Bolivia), Melody (Mexico), Musart (Mexico), Orfeon (Mexico), Seeco (USA), TR (USA), TTH (USA), Top Hits (USA, Venezuela)
Int'l reps.: Worldwide (EMI) excluding Bolivia (Discolandia), Colombia (Codiscos), Ecuador (Alm. Musica Aguilar, Condor, Emporio Musical, Fadisa, J.D Feraud Guzman, Primicias Musicales), Mexico (Capitol), USA (TH), Venezuela (Top Hits).

Industrial Sono-Radio SA (IFPI), Av. Republica de Panama 1427, Balconcillo, Lima 13 Tel 72-33-54. Cable SONORADIO. Telex 20385. Bd Pres Luis Grana Podesta; Exec. Dir.. Luis A Aubry, Exec VP & Gen. Mgr Jaime Delgado Aparicio; Sales Mgr. Enrique Dueirolo.
Labels: (Owned) Corona, Sono-Radio; **(licensed)** Alhambra (Spain), CBS Int'l (worldwide), Fania (USA), IFESA (Ecuado).
Int'l reps.: Argentina (CBS), Bolivia (Discolandia Dueri), Chile (Philips), Colombia (CBS), Costa Rica (CBS/Indica), Ecuador (IFESA), Mexico (CBS), USA (Alhambra), Venezuela (CBS)

Industrias Electricas & Musicales Peruanas SA, see IEMPSA.

Infopesa, see Galvano

Lider, see IEMPSA.

M A G, see Sica Peruana

Midas, see Galvano.

Pandora, see Galvano

Petco SA Moquegua 157, Of 213, Lima 1 Tel 28 87-30 Contact Philip Petrone.
Int'l branch: USA, Petco Int'l
Int'l reps.: Colombia (Fonobosa), Ecuador (IFESA), Mexico (Musart), Puerto Rico (Rio Piedras), Venezuela (Sonoven)

R P M Estudios SrO, Div Fonografica, Manco Capac 495, Miraflores-Lima. Tel: 45 7912, 45-6868. Gen Mgr Luis Nevares R.
Label: (Owned) Bang!.

Reimpex Orbe SA, Av. Nicolas de Pierola 243, 2nd fl., Lima. Contact Manuel Garcia-Larco.
Label: (Represented) Moss Music Group (USA).

Sica Peruana SA, Discos MAG (IFPI), Jr. Oroya 224, Lima. Tel. 236371 Cable SICAPERU. Pres. & Gen. Mgr Manuel Guerrero; Sales Mgr Carlos M Guerrero.
Labels: (Owned) MAG; **(licensed foreign)** Baret (France), Carrere (France), Prelude (USA), Salsoul (USA)

Sono-Radio, see Industrial Sono-Radio

Soulatino, see Galvano.

El Virrey Industrias Musicales SA (IFPI), Av. Republ ca de Panama 3551, San Isidro, Lima 27. Tel 40-46-00. Cable VIRREY Telex: (354) 20276. Gen. Mgr. Enrique Brenner T.; A&R & Int'l Mgr.: Wieland Kafka; Comm'l Mgr.: Jorge Galarcep E.
Labels: (Owned) Virrey, Zeta; **(licensed)** Ansoma (USA), Asylum (USA), Atlantic (USA), Casablanca (USA), OGG (Germany), Decca (UK), Disneyland (USA), Elektra (USA), Fadisa (Ecuador), Fantasy (USA), Fuentes (Colombia), Gamma (Mexico), Geffen (USA), Gema (Puerto Rico), Hispavox (Spain), MCA (USA), MGM (worldwide), Mercury (USA), Motown (USA), Palacio (Venezuela), Peerless (Mexico), Philips (worldwide), Polydor (worldwide), RSO (USA), Reprise (USA), Vertigo (worldwide), Verve (worldwide), WEA (Worldwide), Warner Bros. (USA)
Int'l reps.: Bolivia (Imperio, Lauro), Colombia (Fuentes), Guatemala (Dideca), Mexico (Peerless), Puerto Rico (Velvet), USA (Velvet), worldwide (PolyGram)

Zeta, see El Virrey

• music publishers

Consorcio de Eds. Musicales Peruanas SA, Av Larco 743, Of 402, Lima 18. Tel 47 48 31 Cable CONEDISA. Pres.. Augusto Sarria Salas, Mgr. Gladys Watanabe. (Also see Continental & RPM)
Int'l firms represented: Brambila (Mexico), Intersong (Brasil), Korn (Argentina), Sadram (Ecuador), Sochem (Chile), Unimusica (Venezuela).
Int'l reps.: Argentina (Korn), Brazil (Intersong), Chile (Sochem), Ecuador (Sadram), Mexico (Brambila), Venezuela (Unimusica)

Continental (Ed), Av. Larco 743, Of 402, Miraflores, Lima Tel 47-48-31, 45-14-82. Mgr.. Gladys Watanabe (Also see Consorcio)
Int'l firms represented: Beechwood (Mexico), Ecomus (Colombia), Musica Argentina Int'l (Argentina), Prodemus (Colombia), Sochem (Chile).
Int'l reps.: Chile (Sochem), Colombia (Ecomus, Prodemus), Mexico (Beechwood).

Edimusa (Ed. Musicales SA), Los Topacios 141, Lima. Tel 72-33-54.

Luz (Ed) SA, see Consorcio.

Maravi Music, see Ollantay.

Musicales (Ed.) SA, see Consorcio.

Ollantay Music SA (Ed.), Guillermo Dansey 1910, Lima. Tel 51 86-40 Cable: EDOMSA. Telex: 20472 Gen. Mgr.: Alberto Maravi.
Int'l firms represented: Edifon (Argentina), Televis (Italy).
Int'l rep.: Argentina (Edifon).

Petco S.A., Moquegua 157, Of. 213, Lima 1 Tel. 28-87 30 Contact: Philip Petrone.
Int'l branch: USA, Petco Int'l.
Int'l rep.: Worldwide (Mundo Musical)

R P M Estudios SrL, Div. Editorial, Manco Capac 495, Miraflores-Lima. Tel 45-7912, 45-6868. Gen. Mgr.: Luis Nevares R.

• services

DESIGN & ARTWORK

Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima Tel 51-86-40. Cable GALOISA. Telex 20472. Pres Alberto Maravi, Gen Mgr Rolando Ore Garvan

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av Guillermo Dansey 1247, Lima. Tel 32 40-05, 31-81 12. Cable: IEMPSA. Telex 25570. Mng. Dir. Augusto Sarria Salas, Admin. & Finance Mgr Rodolfo Canseco Torres

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13 Tel 72-33-54. Cable SONORADIO. Telex 20385 Bd Pres. Luis Grana Podesta; Exec Dir Luis A Aubry, Exec VP & Gen. Mgr Jaime Delgado Aparicio; Sales Mgr Enrique Queirolo, Int'l Dept.: Maria Elena Tassara.

LICENSING ORGANIZATION, MUSIC

A P D A Y C (Asociacion Peruana de Autores & Compositores), Jiron Ica 559, Lima. Tel. 32-92-65. Cable: APDAYC Gen. Mgr Orlando Galvez Montalvo

Fonoperu, Av. Emancipacaon 271, Of. 138, Mezz., Lima Tel: 28-16-17. Mng. Dir Ruben A. Salaverry (Mechanical rights only)

LICENSOR, RECORD & TAPE

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13. Tel 72-33-54. Cable SONORADIO Telex 20385. Bd. Pres. Luis Grana Podesta; Exec. Dir.. Luis A Aubry; Exec. VP & Gen. Mgr. Jaime Delgado Aparicio; Sales Mgr.. Enrique Queirolo; Int'l Dept. Maria Elena Tassara

PLATING, PROCESSING & PRESSING PLANTS

Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel 51-86-40 Cable. GALOISA. Telex. 20472 Pres. Alberto Maravi; Gen Mgr Rolando Ore Garvan

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima. Tel. 32-40-05, 31-81-12. Cable: IEMPSA. Telex 25570. Mng. Dir : Augusto Sarria Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres.

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13. Tel 72-33 54. Cable SONORADIO. Telex 20385. Bd. Pres.: Luis Grana Podesta, Exec. Dir Luis A Aubry, Exec. VP & Gen. Mgr Jaime Delgado Aparicio; Sales Mgr Enrique Queirolo; Int'l Dept.: Maria Elena Tassara.

Sica Peruana SA, Jr Oroya 224, Lima. Tel 236371, 237559 Cable: SICA-PERU Pres & Gen. Mgr.. Manuel Guerrero; Sales Mgr Carlos M Guerrero.

El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel 40-46-00. Cable VIRREY Telex (354) 20276 Gen. Mgr.: Enrique Brenner T.; Comm'l Mgr.. Jorge Galarcep E

PRINTERS & LITHOGRAPHERS

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima Tel 32-40-05, 31 81 12 Cable IEMPSA. Telex. 25570. Mng. Dir.. Augusto Sarria Salas; Admin. & Finance Mgr.. Rodolfo Canseco Torres.

Imprenta Editora Disco SA, Pasaje Velarde 106, Lima. Tel 24 84 28, 23-16-72. Gen Mgr. Marcial Garcia Villavicencio

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13, Tel. 72-33 54 Cable SONORADIO Telex 20385 Bd. Pres.: Luis Grana Podesta; Exec Dir. Luis A Aubry, Exec VP & Gen. Mgr. Jaime Delgado Aparicio; Sales Mgr.. Enrique Queirolo, Int'l Dept.: Maria Elena Tassara.

Sica Peruana SA, Jr. Oroya 224, Lima. Tel 236371, 237559 Cable SICA-PERU. Pres. & Gen. Mgr.: Manuel Guerrero, Sales Mgr. Carlos M Guerrero.

El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27. Tel 40-46-00. Cable: VIRREY. Telex (354) 20276. Gen. Mgr Enrique Brenner T., Comm'l Mgr. Jorge Galarcep E

RECORD PROMOTION

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey 1247, Lima Tel 32-40-05, 31-81 12 Cable: IEMPSA Telex. 25570 Mng. Dir. Augusto Sarria Salas; Admin & Finance Mgr.. Rodolfo Canseco Torres.

Industrial Sono Radio SA, Av Republica de Panama 1427, Lima 13. Tel 72-33-54. Cable SONORADIO. Telex 20385. Bd Pres Luis Grana Podesta; Exec Dir Luis A Aubry; Exec. VP & Gen Mgr. Jaime Delgado Aparicio, Sales Mgr. Enrique Queirolo, Int'l Dept Maria Elena Tassara

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Estemac Laboratorio Electronico SA, Casilla 224, Lima 18. Tel 45-55-30, 45-65-97 Cable ESTEMAC Telex 25385 Pres. Heinz O Schleusner; Gen Mgr Oswaldo Garcia.
Audio: Cassette, open reel

Galvano Disco SA (Galdisa), Guillermo Dansey 1910 "A", Lima. Tel 51-86-40 Cable: GALDISA Telex 20472 Pres Alberto Maravi, Gen. Mgr.: Rolando Ore Garvan
Audio: 8-tr.

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av Guillermo Dansey 1247, Lima. Tel 32-40-05, 31-81 12 Cable: IEMPSA. Telex 25570. Mng. Dir. Augusto Sarria Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres. (PKG—audio only)
Audio: Cassette.

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13. Tel 72-33 54. Cable SONORADIO Telex 20385 Bd. Pres.: Luis Grana Podesta; Exec. Dir Luis A Aubry, Exec VP & Gen. Mgr. Jaime Delgado Aparicio, Sales Mgr.. Enrique Queirolo; Int'l Dept. Maria Elena Tassara. (PKG)
Audio: Cassette.

Sica Peruana SA, Jr. Oroya 224, Lima. Tel: 236371, 237559. Cable: SICA-PERU Pres. & Gen Mgr Manuel Guerrero; Sales Mgr. Carlos M. Guerrero
Audio: Cassette

El Virrey Industrias Musicales SA, Av Republica de Panama 3551, San Isidro, Lima 27 Tel. 40 46-00. Cable VIRREY Telex (354) 20276. Gen. Mgr. Enrique Brenner T., Comm'l Mgr Jorge Galarcep E
Audio: Cassette.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Estemac Laboratorio Electronico SA, Casilla 224, Lima 18 Tel 45-55-30, 45-65 97. Cable: ESTEMAC Telex 25385 Pres : Heinz D. Schleusner; Gen. Mgr Oswaldo Garcia
Brand names: Agfa, Eslabel-Agfa

JACKETS & SLEEVES
LABELS, DISK

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Av Guillermo Dansey 1247, Lima. Tel 32 40-05, 31-81-12. Cable IEMPSA. Telex: 25570. Mng. Dir . Augusto Sarria Salas; Admin. & Finance Mgr.: Rodolfo Canseco Torres

Sica Peruana SA, Jr. Oroya 224, Lima. Tel 236371, 237559. Cable SICA-PERU. Pres & Gen Mgr. Manuel Guerrero, Sales Mgr. Carlos M. Guerrero. (45, LP)

El Virrey Industrias Musicales SA, Av. Republica de Panama 3551, San Isidro, Lima 27 Tel 40-46-00. Cable VIRREY. Telex (354) 20276. Gen. Mgr. Enrique Brenner T.; Comm'l Mgr. Jorge Galarcep E (45, LP)

POLYETHYLENE BAGS & SHRINKWRAP

Sica Peruana SA, Jr Oroya 224, Lima. Tel 236371, 237559. Cable: SICA-PERU. Pres & Gen. Mgr Manuel Guerrero, Sales Mgr.: Carlos M. Guerrero (Poly Bags only)

PROFESSIONAL TAPE SUPPLIES

El Virrey Industrias Musicales SA, Av. Republic de Panama 3551, San Isidro, Lime 27. Tel 40-46-00 Cable: VIRREY Telex (354) 20276. Gen. Mgr.: Enrique Brenner T.; Comm'l Mgr. Jorge Galarcep E
Audio: Cassette labels

RECORD MANUFACTURING EQUIPMENT

Estemac Laboratorio Electronica SA, Casilla 224, Lima 18. Tel: 45-55-30, 45-65-97. Cable: ESTEMAC Telex 25385. Pres. Heinz O. Schleusner; Gen. Mgr Oswaldo Garcia.
Brand name: Alpha-Europafilm.

TAPE, BLANK LOADED & BULK RAW

Estemac Laboratorio Electronico SA, Casilla 224, Lima 18 Tel: 45-55-30, 45-65-97. Cable. ESTEMAC Telex: 25385. Mng Dir.: Heinz O Schleusner, Gen. Mgr. Oswaldo Garcia.
Audio: Cassette, open reel.
Brand name: Eslabel-Agfa.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Estemac Laboratorio Electronico SA, Casilla 224, Lima 18 Tel 45-55-30, 45-65-97. Cable: ESTEMAC. Telex 25385. Pres. Heinz O. Schleusner; Gen Mgr.. Oswaldo Garcia.
Audio: Duplicating equip., loaders.
Brand names: Casseton, Lyrec, RTW, TTL.

• accessories manufacturer

Estemac Laboratorio Electronico SA, Casilla 224, Lima 18. Tel 45-55-30, 45-65-97 Cable: ESTEMAC. Telex: 25385. Pres : Heinz O. Schleusner; Gen. Mgr Oswaldo Garcia.
Product: Record—carrying & storage cases, Tape—carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip

PHILIPPINES

Population: 47,000,000.
Rate of exchange: $1 (US) = 7.80 pesos.
Per Capita Income: $591.
Holidays: January 1 (New Year's), Holy Thursday, Good Friday, April 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), July 4 (Philippane-American Friendship Day), December 1 (National Heroes Day), December 25 (Christmas), December 31 (Rizal Day).

• record & tape manufacturers / distributors / importers

A R C Rec. Sales (formerly Fortune Rec. Sales), JLB Bldg., 5th fl., Ronquillo, Quiapo, Manila. Tel: 40-91-47. Chm. & Pres Buddy O. De Vera; Gen. Mgr.: Reynaldo O. De Vera; Sales Mgr. Quntin Mendoza. (Also see Alpha Recs.)
Labels: (Distributed—not licensed domestic) ARC, Alpha, Bicolandia, Cap, Cycle, Fama, Fame, Jonal, Kinaham, Mayon, Musika, Northern, VIP; **(distributed—not licensed foreign)** Arrow, Countdown, Gamma, Good Vibrations, International Artists, Solid Gold, Spire, Top Twenty, Warwick, Windmill.

A & W Horizon, see A&W Recs.

A & W Recs. Int'l (IFPI), Vergel de Dios Bldg., 2nd fl., 530 Evangelista St., Quiapo, Manila. Tel 40-54-51. Cable: AWREC. Telex: 27968. Pres.: Allan J. Villar; VP Int'l: Willie J. Villar; Mng. Dir.: Mike Jamir; Prod'n Mgr.: Isi Villar, Finance Mgr : Efren Caguicla; Promos.: Reggie Mendoza; Promos. & Prod'n: Jose Edwin Villalva.
Labels: (Owned) A&W, A&W Horizon, Cerveza, Disco, Sagittarius; **(licensed domestic)** Mango, Villar; **(licensed foreign)** AVI (USA), Cadet (USA), Cream/Hi (USA), Everest (USA), Emergency (USA), George Greeley Prod'ns (USA), JVC/Victor (Japan), King (Japan), Michele Audio (USA), Prism (USA), Rampage (UK), Ranwood (USA), Sweet City (USA), Sydney Thompson (UK), Turicaphon (Switzerland), Vanguard (USA).

Action, see Mareco.

Ad & Ad, see Platinum.

Admiral, see Empire.

Allied Artists, see Entertainment Mgmt.

Alpha Recs. Corp., JLB Bldg., 3rd fl., Ronquillo, Quiapo, Manila. Tel: 47-12-47, 40-91-47. Pres. & Gen Mgr. Buddy O. De Vera; EVP & Int'l Dir.: Reynaldo O. De Vera, VP Special Projects: Rey Cruz Jr.; Treas.: Erlinda F. De Vera; A&R: Engie Ocampo, Rey Palac, Vehnee Saturno; Promo. Dir. Bedette Villanueava; Creative Dir.: Rudy Retanan; Sales Mgr. Quntin Mendoza; Office Mgr.: Cecille de Guzman; MM Sales Mgr.: Mike Hisita; Luzon Sales Mgrs.: Rene Torres, Lito Florencio, Accounting Head: Lucy Cueto; Visayan Sales Mgr.: Ben Balboa; Mindanao Sales Mgr.: Bastie Balboa. (Distributed by ARC & Lady Lynn)
Labels: (Owned) ARC, Alpha, Bicolandia, Cap, Cycle, Fame, Jonal, Kayumanggi, Kinaham, Mayon, Metro, Musika, Northern, VIP; **(licensed)** Arrow, International Artists, Solid Gold, Top Twenty (all UK); Countdown (Germany), Excelsior (USA), Importe/12 (USA), Killroy (Netherlands), Plum (Germany), Prism (USA), Telstar (Netherlands).

American Artists, see Empire.

Anahaw, see Platinum.

April, see OctoArts.

Arlo, see Entertainment Mgmt.

Asco, see Video Vision.

Asylum, see WEA

Atco, see WEA

Atlantic, see WEA.

Banaga, see Offspring.

Bicolandia, see Alpha.

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon

City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Adv. & Promos. Mgr.: Brenda Bayhon; Int'l A&R: Victor Jose; Domestic A&R: Felicito Bautista, Int'l Co-ord: Dolly W. Karandang. (Also see Vicor).
Label: (Owned) Blackgold; **(represented)** CBS/Sony.

Bobby, see VMI.
Booma, see Offspring.
Canary, see OctoArts.
Cannon, see Empire.
Cap, see Alpha.
Cerveza, see A&W.
Chipack, see Offspring.
Chi Reet, see Offspring.
Circle, see Empire.
Contex, see Entertainment Mgmt.
Continental Artists, see Video Vision
Cotillion, see WEA.
Crystal, see JEM.
Cycle, see Alpha.
Dimension, see Video Vision.
Disc Corp. of the Philippines, Maya Bldg., Suite 1, 678 E. De Los Santos Ave., Cubao, Quezon D-3001. Tel: 98-69-40, 96-81-91, 96-81-91, Cable DISCOPHIL Manila, Exec. VP & Gen. Mgr.: Danilo P. Olivares; Admin. Officer & Comptroller: Malov V. Chipeco.
Labels: (Licensed foreign) Ariola (Germany), Buddah (USA), Casablanca (USA), Fantasy (USA), Hansa-Das s (Germany), Interglobal Music (Canada), Janus-GRT (USA), Jupiter (Canada), Milestone (USA), Prestige (USA), Salsoul (USA), Springboard (USA).

Disco, see A&W.
Dyna-Parlophone, see Dyna Prods.
Dyna Prods. Inc. (IFPI), 135 Second Ave., Grace Park, Caloocan City, Manila. Tel: 23-23-62/67-35, 40-51-11/15. Cable: DYPRD. Telex: 40361. Pres.: Albert Tan; Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin, Sales Mgr.: Vicente Ty.
Labels: (Owned) Dyna, Dyna-Parlophone, Himig, Jive, Sinamar; **(licensed)** A&M (USA), Angel (USA), Ariola (Hong Kong), Audio Fidelity (USA), Capitol (USA), Casablanca (USA), DG (Germany), DIM (UK), DM (USA), Decca (UK), EMI (UK), Fantasy (Hong Kong), Festival (Australia), Fontana (Netherlands), Hansa (Germany), Lollipop (Hong Kong), London (UK), MAM (UK), Mercury (Netherlands), Midsong (USA), Music for Pleasure (UK), Philips (Netherlands), Pickwick (UK), Polydor (Germany) Project 3 (USA), RSD (USA), Rocket (UK), Sugar Hill (USA), Telefunken (Germany), United Artists (USA), Vertigo (Netherlands).

Egypt & Cairo, see Offspring.
Elektra, see WEA.
Empire Entertainment Corp., PO Box 967, Dynasty Cinema Bldg., 827-831 Rizal Ave., Santa Cruz, Manila. Tel: 27-34-71. Cable: EMPINT.
Labels: (Owned) Admiral, American Artists, Cannon, Circle, Fanfare, Masterpiece, Movietone, Quadrant, Soundtracks; **(licensed)** Arcade (USA), Avenue (USA), Design (USA), Encounter, Europa (Germany), Europa Exquisit (Germany), Forest, GSF, Golden Ear, Happy Time (USA), Hilltop (USA), Hit (Ireland), Instant Learning Series (USA), Iris, Killroy (USA), Mr. Pickwick (USA), Mode (France), Mondiomusic (France), PIP (USA), Pacific, Peter Rabbit (USA), Pickwick Int'l (USA), Play (USA), Playhour (USA), R&R (USA), Release (Ireland), Sesame Street (USA), Showcase (USA), Somerset (Germany), Sonic (Germany), Stereo Plus 3, Swing, Telstar (Belgium).

Encore, see Platinum.
Entertainment Mgmt. & Mktg. Inc., Dynasty Super Cinema Bldg., Rizal Ave., Manila. Tel: 27-34-72.
Labels: (Owned) Allied Artists, Arlo, Contex, Hit Sound, Quad, Ten; **(represented)** AU (USA), Avenue (UK) Boss (USA), Cherry (USA), Jade (USA), Love (USA), Mongo (USA), MusicDisc (USA), National (USA), Olga (Sweden), Pop (USA), Royal (USA), Venus (USA), Young America (USA), Zel (UK).

Everstar, see Video Vision.
Express, see VMI.
Fame, see Alpha.
Fanfare, see Empire.
Fastbreak, see Offspring.
Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. el. 3545-20. Cable: FILRECO.
The Flag, see Platinum.
Funstuff Inc., Jade Bldg., Suite 406 71 Aurora Blvd., Santa Mesa, Manila. Tel: 61-95-03. Chief Exec.: Juliet Ang.
Labels: (Licensed foreign) Sesame Street (USA).

Grand, see Video Vision.
Grandeur, see Platinum.
Grandsound, see Platinum
Guestar, see Video Vision.
Hidcor, see Home Inds.
Himig, see Dyna Prods
Hit 100, see VMI.
Hit Sound, see Entertainment Mgmt.
Home Inds. Development Corp. (IFPI), PO Box 34, Quezon City. Tel: 50-86-61. Cable: HDMID. Telex: 7420409. Pres.: Alfredo M. Lustre; Gen. Mgr.: Antonio U. Lustre.
Labels: (Owned) Hidcor; **(licensed foreign)** Ariola (USA). Hi/Cream (USA), Infinity (USA), MCA (USA), Magnet (UK), Parachute (USA), Prelude (USA).

Honey, see Mareco.
Iklugia, see Offspring.
J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz; VP Dpns. Wigberto Gonzalez; VP Int'l Opns. & Mktg.: Margot M. Gallardo; Controller: Nelo Alerta; Adv. & Promos. Mgr.: Edith M. Gallardo; PR Mgr. Rose Y. Duma; Visayas & Mindanao Sales & Promos. Mgr.: Versim Enad.
Labels: (Owned) Crystal, JEM; **(licensed foreign)** Ampro. CTI, West End (all USA); **(distributed—not licensed)** New Yorker (USA).
Int'l rep.: USA (J&M).

Jive, see Dyna Prods.
Jonal, see Alpha.
Jubell, see Platinum.
Kayumanggi, see Alpha.
Kinaham, see Alpha.
Lady Lynn Rec. Center, 533 Evangelista, Quiapo, Manila. Tel: 48-82-21, 40-65-96. Gen. Mgr.: Erlinda F. De Vera; Sales Mgr.: Relita P. Torres. (Distributor)
Labels: (Distributed) Alpha group.

Luzvimin, see Platinum.
Mabuhay, see Mareco.
Mango, see A&W & Mareco.
Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECD. Telex: 7337577.
Labels: (Owned) Action, Honey, Mabuhay, Mango, Superstar, Villar; **(represented)** GNP Crescendo, Monitor, Ranwood (all USA); Hispavox (Spain).

Masterpiece, see Empire.
Mayon, see Alpha.
Metro, see Alpha.
MGMitten, see Video Vision.
Mico Inds., Inc., PO Box 2364, Mico Tower Bldg., Sales & Ronquillo Sts., Santa Cruz, Manila. Tel: 49-57-80. Cable: MICOINDUST.
Label: (Owned) Mico.

Movietone, see Empire.
Musika, see Alpha.
Naniniplaty, see Offspring.
Nonesuch, see WEA
Northern, see Alpha.
Number 1, see Video Vision.
OctoArts Int'l Inc., 945 E. de los Santos Ave., Quezon City. Tel: 968-143, 996-584. Cable: DCTOARTS. Telex: 40404, 14862 (Capwire). Pres. & Gen. Mgr.: Orlando R. Ilacad; VP Sales: Ramoncito R. Ilacad; VP Dpns.: Chito R. Ilacad; VP Domestic A&R: Sunny R. Ilacad; Int'l Labels Mgr.: Ricky R. Ilacad; Int'l Affairs Mgr.: Baby A. Gil; Purchasing Mgr.: Guy Ilacad; Finance Officer: Francis Justo; Creative Dir.: Willy Monzon; PR Mgr.: Aster A. Amoyo.
Labels: (Owned) April, Canary, DctoArts; **(licensed foreign)** Ariola (Germany, UK, USA). Baby (Italy), Carrere (France), Chrysalis (UK), H&L (USA), Hansa (UK), Miller (Germany), Motown (USA), Music World (New Zealand), Prelude (USA), Satril (UK), Victor (Japan), Virgin (UK).

Offspring Recs. Int'l, PO Box AC 468, Cubao, Quezon City. Tel: (632) 78-06-06. Cable: SPRINGPROD. Bd. Chm. & Pres.: Danee Samonte; VP Dpns: Oscar Aquino III; VP A&R: Jacinto Negrini Garon; Gen. Mgr.: Robert Barruan, Sales Mgr.: Cash Touria.
Labels: (Owned) Chipack, Egypt & Cairo, Fastbreak, Iklugia, Naniniplaty, Offspring, Silotro Delight, Zacrot; **(licensed domestic)** Banaga, Booma, Chi Reet, Soundtrack, Sungkit; **(licensed foreign)** Delvecchio (Italy), Kusinilla (India), La Vacara (USA), Ponching (China), PO Pong (Japan), Silat (Thailand); **(distributed—not licensed)** Alimango.
Int'l reps.: Hong Kong (Piao See), Japan (Po Pong), Thailand (Apurahan), Uganda (Nazareno, Negrini & Garon), UK (BooLalow), USA (Dabiana, LaVacara).

P M P, see Platinum.
Pearl, see Video Vision.
Plaka Ilocano, see VMI.
Plaka Pilipino, see Vicor.
Platinum Recs., JLB Bldg., 2nd fl., Ronquillo St., Quiapo, Manila. Tel: 40-46-15, 48-97-14. Pres.: Eli L. Balboa; Gen. Mgr.: Sebastian Balboa; Sales Mgr.: Al Balboa.
Labels: (Owned) Encore, The Flag; Grandeur, Grandsound, Jubell, Luzvimin, PMP, Sheiks; **(distributed—not licensed)** Ad & Ad, Anahaw, Solid Gold, TRC.

PopHits, see Video Vision.
PopMachines, see Video Vision.
PopTunes, see Video Vision.
Praise Inc., 175 Santo Domingo, San Francisco Del Monte, Quezon City.
Label: (Represented) Maranatha! (USA).

President, see Video Vision.
Quad, see Entertainment Mgmt.
Quadrant, see Empire.
Red White & Blue, see Video Vision.
Reprise, see WEA.
Sagittarius, see A&W.
Saturday, see Video Vision.
Sheiks, see Platinum.
Silotro Delight, see Offspring.
Sinamar, see Dyna Prods.
Solid Gold, see Platinum.
Soundtrack, see Offspring.
Soundtracks, see Empire.
Stars & Stripes, see Video Vision.
Suarez Recs., 60 Prosperidad St., Malabon. Tel: 22-41-94. Chief Exec.: Simplicio U. Suarez.
Sungkit, see Offspring.
Sunshine, see Vicor.
Superstar, see Mareco.
T R C, see Platinum.
Target, see Video Vision.
Ten, see Entertainment Mgmt.
Ugat, see Vicor.
V A, see VMI.
V I P, see Alpha.
V M I Gold, see VMI Music.
V M I Music Corp., PO Box 4042, Manila; 77 O. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Bd. Chm: Lim Han Eng; Pres. & Gen. Mgr.: Victor Que; VP Accounting: Annette Que; VP Labels: Liberato Quefichu; VP Finance: Conchita Chua; VP Legal: George Bangayan; Sales Mgr.: Ramon T. Lao; A&R: Kendrick Timothy; Adv. & Promo.: Constancia Mazon; Special Projects: Yulo Go; Davao Sales: Rosie Hao; Cebu Sales: John Dy; Luzon Sales: Jun Cu.
Labels: (Owned) Bobby, Express, Hit 100, Plaka Ilocano, VA, VMI, VMI Gold, **(licensed)** Disco (Italy), MC Group (Germany), Vanguard (USA).

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City, Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Antonio M. Dcampo; SVP Finance & Admin.: Quirino Munoz; VP Finance & Admin.: Teresita R. Cruz; VP Mktg.: Ricardo R. del Rosario; AVP Creative Research: George Canseco; AVP Personnel & Admin.: Ricardo Abcede; AVP Sales: Alberto Monzon; AVP PR: Norma Japitana; Int'l Co-ord.: Dolly W. Karandang; Prod. Mgr.: Zaida Gomez; Comptroller: Claire Diapo; Int'l A&R: Fred Samantela; Adv. & Promos Mgr.: Joel Pinga; Accounting Mgr.: Angel Magno; Purchasing Mgr.: Peter Soong; Plant Mgr.: Patricio Cabrera; Creative Dir.: Edwin Que; Domestic A&R: Spanky Rigor.
Labels: (Owned) Plaka Pilipino, Sunshine, Ugat, Victor; **(represented)** Arista (USA), Oe-lite, Disneyland (USA), RCA (USA). Victor (Japan), Vista (USA).

Video Vision Inc., Dynasty Super Cinema Bldg., Rizal Ave., Manila. Tel: (2) 27-34-73. Cable: DIMENSIDN.
Labels: (Owned) Asco, Dimension, MGMitten, Pearl, Saturday, Vivi; **(distributed)** Continental Artists, Everstar, Grand, Guestar, Number 1, Pop Hits, PopMachines, PopTunes, President, Red White & Blue, Stars & Stripes, Target, Winston.

Villar, see Mareco & A&W.
Vivi, see Video Vision.
W E A Recs., Manufacturers Bldg., Mezzanine fl., Plaza Santa Cruz, Manila 2805. Tel: 47-73-81. Cable: WEAREC. Telex: 40609. Pres.: James G. Dy; Gen. Mgr.: Ramon Chuaying.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Reprise, Warner Bros.; **(licensed)** Big Tree, Brother, Curtom, Island, Little David, Mirage, Paradise, Swan Song, Warner Curb, Whitfield (all USA).

Warner Bros., see WEA.
Wilear's Rec., 51 Auraullo St., Mandaluyong, Rizal. Tel: 70-03-14. (Distributed by Vicor)
Winston, see Video Vision.
Wonderland Recs., 1835 F.B. Harrison, Pasay City. Tel: 59-05-31. Owner & Gen. Mgr.: Alice Cabahug; Exec. Ass't: Yvette Ledesma; Sales Mgr.: Mike I. Cabahug.
Zacrot, see Offspring.

• music publishers

B A M I (Bayanihan Music Philippines Inc.), Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Amado A. Amador, Ass't VP: Linda Marqueses; Int'l Co-ord.: Dolly W. Karandang.

F A M I (Fil-am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila. Tel: 40-35-05. Cable: FAMI.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Lustre Music Publ'g Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.

Mareco Inc. (FAMI), 131 Del Monte Ave., Quezon City. Tel: 35-45-26. Cable VILMARECD.
Int'l rep.: USA (L.I. Witkoff).

Metro Music Masters Inc., JLB Bldg., 5th fl., Ronquillo, Quiapo. Manila. Tel: 40-63-21. Pres.: Buddy O. De Vera.

Sound Music House, Dynasty Super Cinema Bldg., Rizal Ave., Manila. Tel: 27-34-73.

S. S. Suarez Music Co., (Filscap, Musika), 60 Prosperidad St., Malaban, Metro Manila. Tel: 22-41-94. Gen. Mgr.: Simplicio U. Suarez.
Int'l reps.: Japan (Toho); USA (Gerard de la Chappelle).

Wonderland Recs. (Filscap), 1835 F.B. Harrison, Pasay City. Tel: 59-03-31. Pres. & Gen. Mgr.: Alice Cabahug; Exec. Ass't: Yvette Ledesma; Sales Mgr. Mike I. Cabahug.
Int'l rep.: Australia (Jonathan).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Artists Guild of the Philippines, c/o College of the Holy Spirit, 16 E. Mendiola St., Manila.

Cultural Foundation of the Philippines, San Luis Terraces, Rm. 502, E.M. Kalaw St., Ermita, Manila. Tel: 40-46-12.

League of Filipino Composers, 1665 Taft Ave., Manila.

Manila Symphony Society, PO Box 664, Elks Club Bldg., Roxas Blvd., Manila. Tel: 70-73-13. Cable: SYMPHONY.

Music Promotion Foundation of the Philippines, Ysmael Bldg., 1845 Taft Ave., Manila. Cable: MUSIPROM.

National Band Ass'n of the Philippines, 70 Boston St., Cubao, Quezon City. Tel: 70-34-94.

National Music Council of the Philippines, c/o UNESCO Nat'l Commission, Ministry of Foreign Affairs, Padre Faura St., Manila 2801. Tel: 57-29-91. Cable: UNACOM.

R I A P (Record Ind. Ass'ns of the Philippines), c/o Manuel P. Villar, r, Calvo Bldg., Escolta, Manila. Tel: 47-11-83, 40-10-81.

CATALOG SERVICES

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel. 70-40-81. Cable. VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati. Tel: (632) 828-8475, 874-734. Cable: SOUNDTRACKEAST. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danee Samonte; Gen. Mgr.: Jacinto Negrini Garon; Sales Mgr.: Ernie Ereve; Floor Dpns. Mgr.: Dagul Tabayande. (Tape only)

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.. Patricio Cabrera.

DESIGN & ARTWORK

Blackgold Recs. Corp., PO Box AC270. 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSICO. Telex: 74242056.Pres. & Chief Exec. Officer: Vicente del Rosario Jr.

Funstuff Inc., Jade Bldg., Suite 406, 71 Aurora Blvd., Santa Mesa, Manila. Tel: 61-95-03. Chief Exec.: Juliet Ang.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECD.

Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar.

V M I Music Corp., 77 O. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.

LICENSING ORGANIZATIONS, MUSIC

B A M I (Bayanihan Music Philippines Inc.), 782 Aurora Blvd., Cubao, Quezon City. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Exec. VP: Amado A. Amador; Ass't VP: Linda Marqueses.

F A M I (Fil-Am Music Inc.), Calvo Bldg., Rm. 220, Escolta, Manila. Tel: 40-35-05. Cable: FAMI. (Represents SESAC mechanical rights)

Filscap (Filipino Society of Composers, Authors & Publishers), Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila. Tel: 49-27-88. Pres.: Felipe P. de Leon; Exec. Dir. & Corp. Sec'y: Simplicio U. Suarez. (Performing rights only)

Musika Inc., Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila. Tel: 49-27-88. Pres.: Esteban B. Bautista; Gen. Mgr. & Corp. Sec'y: Simplicio U. Suarez. (Mechanical rights only)

Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar. (Mechanical rights rep.)

PLATING, PROCESSING & PRESSING PLANTS

Atlas Rec'g Co., 35 F. Josef St., Concepcion, Marikina, Metro Manila. Tel: 697-2056. Gen. Mgr.: Roger D. De Vera; Plant Mgr.: Noli O. Orteza. (Pressing only)

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

Dyna Prods. Inc., 135 Second Ave., Grace Park, Caloocan City, Manila. Tel:

23-23-62/67-35, 40-51-11/16. Cable: DYPRO. Telex: 40361. Pres.: Albert Tan; Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin; Sales Mgr.: Vicente Ty.

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-20. Cable: FILRECO.

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Tel: 7420409.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz; Pressing Plant Mgr.: Wigberto Gonzalez.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao. (Pressing only)

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

W E A Recs., Manufacturers Bldg., Mezzanine fl., Plaza Santa Cruz, Manila 2805. Tel: 47-73-81. Cable: WEAREC. Telex: 40609. Pres.: James G. Dy; Gen. Mgr.: Ramon Chuaying. (Pressing only)

PRINTERS & LITHOGRAPHERS

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-20. Cable: FILRECO.

Funstuff Inc., Jade Bldg., Suite 406, 71 Aurora Blvd., Santa Mesa, Manila. Tel: 61-95-03. Chief Exec.: Juliet Ang.

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Tel: 7420409.

Mareco Inc., 131 Del Monte Ave., Quezon City 30..0. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que; Sales Mgr.: Ramon Lao.

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.

RECORD PROMOTION

Dimads, c/o Sound Int'l, PO Box 967, Manila.

Entertainment Mgmt. & Mktg. Inc., c/o Red, White & Blue Cinemas, 8787 Aurora Blvd., Cubao, Quezon City. Tel: 78-52-31.

Fil Am Music Inc., Calvo Bldg., Rm. 220, Escolta, Manila. Tel: 40 35-05. Cable: FAMI.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Oskar Salazar Int'l Agency, PO Box 3739, Manila 2800. Tel: 60-48-44. Cable: RAZALAS. Exec. Dir.: Oskar Salazar.

Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati, Tel (632) 828-8475, 874-734. Cable: SOUNDTRACKEAST. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danee Samonte; Gen. Mgr.: Jacinto Negrini Garon; Sales Mgr.: Ernie Ereve; Floor Opns. Mgr.: Dagul Tabayande.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que, Sales Mgr.: Ramon Lao.

Vicor Entertainment Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Int'l Co-ord.: Dolly W. Karandang; Exec. VP: Mina del Rosario.

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera. **(PKG)**

Dyna Prods. Inc., 135 Second Ave., Grace Park, Caloocan City, Manila. Tel: 23-23-62/67-35, 40-51-11/16. Cable: DYPRO. Telex: 40361. Pres.: Albert Tan; Exec. VP: James G. Dy; Gen. Mgr.: Tan Huy Bin; Sales Mgr.: Vicente Ty.

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City. Tel: 70-16-66, 70-05-88. Cable: SOUND Manila. Telex: 7422020. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina.
Audio: Cassette, open reel.

Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City 3010. Tel: 3 40.20. Cable: FILRECO.

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.
Audio: Cassette.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

OctoArts Int'l Inc., 945 E. de los Santos Ave., Quezon City. Tel: 968-143. Cable: OCTOARTS. Telex: 40404. Pres. & Gen. Mgr.: Orlando R. Ilacad.
Audio: Cassette.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que, Sales Mgr.: Ramon Lao. **(PKG)**
Audio: Cassette, open reel.

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera. **(PKG)**

EMPTY CARTRIDGES, CASSETTES & REELS

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr.; Plant Mgr.: Patricio Cabrera.

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City. Tel: 70-16-66, 70-05-88. Cable: SOUND Manila. Telex: 7422020. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)
Audio: Reel, broadcast cartridge.
Video: Open reel.
Brand name: Fidelipac.

3 M Philippines Inc., 3M House, Yabut Bldg., E. de los Santos Ave., Makati, Rizal. Tel: 86-70-61. Cable: TRIMINCO. Mng. Dir.: R. G. Harber; Group Sales Mgr.: Renato P. Batucan Jr.
Audio & Video: Cassette, open reel
Brand name: Scotch.

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrero.

ENVELOPES & MAILERS

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que, Sales Mgr.: Ramon T. Lao.

Vicor Music Corp., PO Box AC 270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera.

JACKETS & SLEEVES
LABELS, DISK

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera.

Home Inds. Development Corp., PO Box 4140, Manila. Cable: HOMID. Telex: 7420409.

J E M Rec'g Co. Inc., 160 20 Ave., Cubao, Quezon City. Tel: 78-15-27, 77-24-11, 78-48-67. Pres. & Gen. Mgr.: Wilfrido B. Cruz.

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 62-58-05, 62-35-88, 61-06-63. Pres.: Victor Que, Sales Mgr.: Ramon Lao.

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera.

POLYETHYLENE BAGS

Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 35-45-26. Cable: VILMARECO.

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.

RECORD MANUFACTURING EQUIPMENT

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City. Tel: 70-16-66, 70-05-88. Cable: SOUND Manila. Telex: 7422020. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)
Chief product: Disk-cutting equipment.
Brand name: Neumann.

TAPE, BLANK LOADED & BULK RAW

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City. Tel: 70-16-66, 70-05-88. Cable: SOUND Manila. Telex: 7422020. Pres.: Benjamin P. Sarmiento, VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)
Audio: Blank–cassette, open reel; Raw–open reel. **Video:** Blank–1" open reel, ½" EIAJ open reel
Brand name: 3M.

Soundtrack Studios Inc., Philand Bldg., 3rd fl., Santillan St., Makati Tel (632) 828-8475, 874-734. Cable: SOUNDTRACKEAST. Chm. & Pres.: Greg Garcia; Exec. VP & Treas.: Danee Samonte; Gen. Mgr.: Jacinto Negrini Garon; Sales Mgr.: Ernie Ereve, Floor Opns. Mgr.: Dagul Tabayande.
Video: ¾" & ½" cassette.
Brand names: Fuji, JVC, Panasonic, RCA, Sony, TDK, Toshiba

3 M Philippines Inc., 3M House, Yabut Bldg., E. de los Santos Ave., Makati, Rizal. Tel: 86-70-61. Cable: TRIMINCO. Mng. Dir.: R.G. Harber; Group Sales Mgr.: Renato P. Batucan Jr.
Audio: Cassette.
Video: Blank–1" open reel, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge.
Brand name: Scotch

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que, Sales Mgr.: Ramon T. Lao. (Blank only)
Audio: Cassette.

TAPE DUPLICATING EQUIPMENT

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City. Tel: 70-16-66, 70-05-88. Cable: SOUND Manila. Telex: 7422020. Pres.: Benjamin P. Sarmiento; VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)
Audio: High-speed duplicators.
Brand name: Pentagon.

TAPE PACKAGING & LABELING EQUIPMENT

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que, Sales Mgr.: Ramon T. Lao.

• accessories manufacturers

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera.
Product: Record–record care prods., 45 RPM adaptors.

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City. Tel: 70-16-66, 70-05-88. Cable: SOUND Manila. Telex: 7422020. Pres.: Benjamin P. Sarmiento, VP Finance & Admin.: Joven T. Castaneda, VP Mktg.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)
Product: Record–replacement styli; tape–head cleaners, demagnetizers.

3 M Philippines Inc., 3M House, Yabut Bldg., E. de los Santos Ave., Makati, Rizal. Tel: 86-70-61. Cable: TRIMINCO. Mng. Dir.: R.G. Harber, Group Sales Mgr.: Renato P. Batucan Jr.
Product: Tape–head cleaners, leader tape

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que, Sales Mgr.: Ramon T. Lao.
Product: Record–record care prods., replacement styli, leader & splicing tape.

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera.
Product: Record–record care prods., 45 RPM adaptors.

• store fixtures manufacturers

Blackgold Recs. Corp., PO Box AC270, 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vicente del Rosario Jr., Plant Mgr.: Patricio Cabrera.
Product: Display racks.

Empire Electronics Corp., 20-A Magdalena Hemady St., corner Aurora Blvd., Quezon City. Tel: 70-16-66, 70-05-88. Cable: SOUND Manila. Telex: 7422020. Pres.: Benjamin P. Sarmiento, VP Finance & Admin.: Joven T. Castaneda; VP Mktg.: Leonida S. Rabe; Mgmt. Support Group Dir.: Jacobo M. Serina. (Distributor/Importer)
Product: Tape display racks

V M I Music Corp., 77 D. Tuazon St., Corner Sen. M. Cuenco St., Quezon City, Manila. Tel: 610-663, 623-588, 625-805. Pres.: Victor Que; Sales Mgr.: Ramon T. Lao.
Product: Record & tape display racks, divider cards.

Vicor Music Corp., PO Box AC270, Vicor Bldg., 782 Aurora Blvd., Cubao, Quezon City. Tel: 70-40-81. Cable: VIMUSCO. Telex: 74242056. Pres. & Chief Exec. Officer: Vincente del Rosario Jr., Plant Mgr.: Patricio Cabrera.
Product: Display racks.

POLAND

Population: 36,000,000.
Population by age groups: 0-14–8,549,000; 15-24–6,408,000; 25-49–12,160,000; 50+–8,883,000.
Rate of exchange: $1 (US) = 34 zlotys.
Per capita income: $2,000.
Holidays: January 1 (New Year's), Easter Monday, May 1 (Labor Day), June (Corpus Christi), July 22 (Polish National Day), November 1 (All Saints Day), December 25, 26.

RECORDS:

Record sales certification awards: Gold EP–100,000 units. Gold LP–135,000 units.
Records sold domestically including imports: LP's 1980–5,500,000 units; 1979–3,494,600 units. EP's 1980–224,763 units; 1979–250,000 units.
Records imported from countries other than USA: 1979–949,943 units, $1,900,000.
Records exported to countries other than USA: 1980–1,100,000 units, $3,300,000; 1979–1,000,000 units, $3,000,000.
Average retail price per record: LP's–$8.00; singles–$1.50.
Discounting: Never.
Type of distribution: Manufacturer-to-wholesaler-to-retailer system.
Type of promotion: The main source of record promotion is radio. Other sources include music magazines and pop columns in weekly and daily publications.

TAPE:

Market: The main cassette manufacturer, Wifon (owned by Polish Radio and TV), has stopped production because of the lack of imported material. State-owned Polskie Nagrania and Tonpress have the same problems. There is no market for 8-tr. cartridges.
Pre-recorded tape sold domestically including imports: Cassette 1980–1,131,463 units; 1979–1,004,400 units.
Average retail price per tape: Cassette–$4.00-6.00.

CONSUMER ELECTRONICS

Percentage of homes with: Television sets–color (8%), b&w (96%); phonographs (29%).

RADIO STATIONS:

All government: no. of AM 30, no. of FM 37.
Comments: Music, all of which is pre-recorded, accounts for 60% of all programming. One-half of this percentage is made up of pop and jazz.

TELEVISION STATIONS:

No. of channels: 2 government, 90% color (SECAM).
Comments: Programming comprises newsreels, political programs, sports, variety shows, and movies.

IMPORT/EXPORT REGULATIONS:

All companies are state-owned. Contacts with record companies can be made through Ars Polona.

MARKET ANALYSIS:

Polish audiences are interested in music that is in vogue, especially that from Great Britain and the USA. There are many popularity polls organized by magazines, radio and television, but the winning songs cannot be purchased on records. A list of the most popular foreign tunes popularized by Polish Radio but unavailable as records on the Polish market include "Dear Yoko," John Lennon; "I Ain't Gonna Stand For It," Stevie Wonder; "Rapture," Blondie; "What Do You Do For Money Honey?," AC/DC; "A Woman In Love," Barbra Streisand; "Xanadu," Olivia Newton-John & Electric Light Orch.; "Another One Bites The Dust," Queen; and "Super Trouper," Abba. New wave groups are very popular.

Roman Waschke

• record & tape manufacturers / distributors / importers

Ars Polona, Foreign Trade Ent., Krakowskie Przedmiescie 7, 00-068 Warsaw. Tel: 26-12-01. Cable: ARSPOLONA. Telex: 813498. Music Div. Dir.: Wladyslaw Duda; Rec. Dept. Mgr.: Maria Wilk.
Labels: Muza, Pronit, Tonpress, Veriton.
Int'l reps.: Australia (Contal), Belgium (Eurovox), Canada (Polish Alliance Press), Finland (Kansankulturii), France (Cepelia, Erato, Lirion), Italy (Ricordi), Japan (Nippon Columbia), Nethertands (Phonogram, Sound Prods.), Spain (Zafiro), UK (Polintra), USA (Polish Rec. Center).

P P Polskie Nagrania, Dluga 5, Warsaw 00-263. Tel: 31-03-49. Cable: POLNAG. Gen. Mgr.: Wlodzimierz Pospiech. (Distributed by Ars Polona)
Labels: (Owned) Muza.

P W M Edition (Polskie Wydawnictwo Muzyczne), Foreign Trade Office, Krakowskie Przedmiescie 7, 00-068 Warsaw. Tel: 26-12-01. Cable: PEWUEM.

BEHAZET. Telex: 813498. Dir.: Wladysaw Duda; Rec. Dept. Mgr.: Zbigniew Zych. (Contact for record import & export).
Int'l reps.: Australia (Carinia, Contal), Belgium (Eurovox), Canada (AA, Polish Alliance Press) Germany (Disco-Center), Italy (Fonit Cetra, Ricordi), Japan (Nippon Columbia), Netherlands (Phonogram, Sound Prods.), Spain (Zafiro), UK (Earlscourt), USA (Polish Rec. Center, Artpol)

Dionizy Piatkowski, ul. W. Komarowa 8, 62-051 Poznan-Wiry.
Label: (Represented) Touche (USA).

Tonpress-KAW (Krajowa Agencja Wydawnicza), Wilcza 46, 00-679 Warsaw. Tel: 20-26-63. Telex: 813487. Mng. Dir.: Alexandra Kepa; Sales Mgr.: Tadeusz Zepielski; Int'l Relations: Marek Proniewicz

Wifon Recs. & Tapes (IFPI), Woronicza 17, 00-950 Warsaw. Tel: 47-86-80. Telex: 817023. Mng. Dir.: Dariusz Retelski, Sales Mgr.: Eugeniusz Matejko, Technical Mgr.: Tadeusz Czechak.

• music publishers

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-58-76. Telex: 812470. Gen. Mgr.: Wladyslaw Jakubowski, Prof. Mgr.: Bianka Skorzewska.

Ars Polona, Foreign Trade Ent., Krakowskie Przedmiescie 7, 00-068 Warsaw. Tel: 26-12-01. Cable: ARSPOLONA. Telex: 813498. Music Div. Dir.: Wladyslaw Duda; Sheet Music Mgr.: Anna Skorzynska.
Int'l reps.: Denmark (Hansen), Finland (Fazer), France (Salabert), Italy (Ricordi), Netherlands (Albersen), Norway (Norsk), Sweden (Nordiska), Switzerland (Jecklin). Hire & sale—France (Boosey & Hawkes), Germany (Moeck), Japan (Nippon Gakki), Switzerland (Pan), UK (Kalmus), USA (Marks).

P W M Polskie Wydawnictwo Muzyczne), Foreign Trade Office, Krakowskie Przedmiescie 7, 00-068 Warsaw. Tel: 26-12-01. Cable: PEWUEMBEHAZET. Telex: 813498. Sheet Music Mgr.: Teresa Mochtak. (Contact for music import & export).
Int'l reps.: Orchestral materials hire—Denmark (Hansen), Finland (Fazer), France (Salabert), Germany (Moeck), Italy (Ricordi), Netherlands (Albersen), Norway (Norsk), Sweden (Nordiska), Switzerland (Jecklin); hire and sale—Germany (Moeck) Japan (Nippon Gakki), UK (Kalmus), sales—France (Boosey & Hawkes), USA (Marks, Chopin works), Switzerland (Pelikan).

Synkopa PWM, Senatorska 13/15, 00-075 Warsaw. Tel: 26-70-97. Cable: PEWUEMWAR. Dir.: Jerzy Jasienski, Gen. Mgr.: Mieczyslaw Tomaszewski.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Polish Musicians, Krucza 24/26, 00-526 Warsaw. Tel: 21-86-47, 29-34-94. Pres.: Stefan Sutkowski; Gen. Mgr.: Jadwiga Brzostowiecka; Gen. Sec'y: Edward Dulski.

Jeunesses Musicales of Poland, Chief Council, Castle of Ostrogski, Okolnik 1, Warsaw. Tel: 27-95-93.

National Section of the International Society for Contemporary Music, Polish Section, Centrum Sztuki Studio, PKiN, 00 901 Warsaw. Tel: 20-02-11. Cable: POLSIMC.

Polish Music Council, National Committee of the International Music Council, Rynek Starego Miasta 27, 00-272 Warsaw. Tel: 31-06-07.

Polskie Stowarzyszenie Jazzowe (Polish Jazz Society), PO Box 282, Rutkowskiego 20/5,00-020 Warsaw 1. Tel: 27-65-81. Cable: POLJAZZ. Telex: 812275. Pres.: Tomasz Tluczkiewicz.

Towarzystwo im. Fryderyka Chopina (Frederic Chopin Society), ul. Okolnik 1, Zamek Ostrogskich, 00-368 Warsaw. Gen. Mgr.: Wiktor Weinbaum.

Union of Polish Composers (Związek Kompozytorow Polskich), Rynek Starego Miasta 27, 00-272 Warsaw. Tel: 31-16-34, 31-17-41.

Warszawskie Towarzystwo Muzyczne im. Stanislawa Moniuszki (Warsaw Music Society), Morskie Oko 2, Warsaw.

Henryk Wieniawski Music Society, Swietoslawska 7, 61-840 Poznan. Tel: 526-42. Gen. Mgr.: Edmund Grabkowski.

Z A K R (Związek Polskich Autorow i Kompozytorow Utworow Rozrywkowych—Ass'n of Polish Authors & Composers of Pop Music), ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-60-61 x 44. Gen. Sec'y: Jacek Korczakowski; VP's: Piotr Figiel, Mateusz Swiecicki.

LICENSING ORGANIZATIONS, MUSIC

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-58-76. Telex: 812470. Gen. Mgr.: Wlacyslaw Jakubowski; Prof. Mgr.: Bianka Skorzewska. (Performing rights only)

Z A I K S (Society of Authors), ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-60-61. (Mechanical & performing rights)

RECORD PROMOTION

Authors' Agency Ltd., ul. Hipoteczna 2, 00-950 Warsaw. Tel: 27-58-76. Telex: 812470. Gen. Mgr.: Wlacyslaw Jakubowski; Prof. Mgr.: Bianka Skorzewska.

TAPE CUSTOM DUPLICATORS

Wifon Recs. & Tapes, Woronicza 17, 00-950 Warsaw. Tel: 47-86-80. Telex: 814441. Mng. Dir.: Dariusz Retelski, Sales Mgr.: Eugeniusz Matejko; Technical Mgr.: Tadeusz Czechak.
Audio: Cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

P H Z Transactor SA, PO Box 276, ul. Stawki 2, 00-950 Warsaw 1. Tel: 39-53-76, 39-61-54, 39-69-12, 39-70-17. Telex: 813288, 812359.
Brand name: BASF

PORTUGAL

Population: 9,700,000
Rate of exchange: $1 (US) = 63 escudos.
Per capita income: $1,840.
Holidays: January 1, April 25 (Freedom Day), May 1 (Workers' Day), June 10 (Community Day), October 5 (Republic Day), December 1 (Independence Day), December 25, various religious days and Carnival.

RECORDS:

Record sales certification awards: Silver single—30,000 units; gold single—50,000 units. Silver LP—15,000 units; gold LP—30,000 units.
Records sold domestically including imports (retail value): LP's 1980—4,000,000 units, $24,760,000. Singles 1980—3,500,000 units, $6,650,000.
Records exported to USA (factory value, FOB): 1979—97,826 units, $113,571.
Records exported to countries other than USA (factory value, FOB): 1979—1,253,172 units, $2,392,952.
Average retail price per record: LP's—$6.19; singles—$1.90.
Record club sales: 9.5% of total.
Discounting: Rare in main shops, frequent in popular shops.
Type of distribution: Manufacturer-to-retailer predominates but the main record companies have their own retail outlets in urban areas.
Type of promotion: Radio is the top promotion vehicle but the impact of television on sales has increased as more time is being spent on pop, folk and rock music, especially Portuguese rock artists. Five music magazines and almost all newspapers aid in the coverage.

TAPE:

Market: Due to the fight against piracy, cassette sales increased about 20%. The ratio of disk to cassette is changing significantly, with it being 90% records and only 10% cassette in 1979 versus 75%/25% in 1980. Video is used as a promotional tool for exhibitions and window displays but the prices of hardware and software are still too expensive for most consumers 8-tr. is rare.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1980—1,000,000 units, $6,190,000.
Pre-recorded tape exported to USA (factory value, FOB): 1979—591 units, $1,413.
Pre-recorded tape exported to countries other than USA (factory value, FOB): 1979—97,012 units, $203,158.
Average retail price per tape: Cassette—$6.19.

RADIO STATIONS:

No. of commercial: 3 (1 AM, 2 FM); no. of government: 6 (4 AM, 2 FM).
Comment: One channel plays classical music; the others play a variety of programs, including live pop shows.

TELEVISION STATIONS:

No. of government channels: 2; 70% color (PAL).
Comment: Television programming consists of news, political and social debates, arts, national and international pop series, sports, rock and MOR music shows, and concerts of classical music.

IMPORT/EXPORT REGULATIONS:

On imports there is a 30% Brussels regulation duty, plus 60%; an advance deposit, without interest, is required, and no financing is available.

MARKET ANALYSIS:

The year of 1980 was a very good one for rock music concerts by UK acts such as the Police, Lene Lovich, Peter Gabriel, Fischer-Z, Mike Oldfield, Camel, and the Blues Band. The live shows increased record sales and paved the way for Portuguese rock groups headed by Rui Veloso and Banda Sonora, UHF (both with number one disks), Roxigenio, Street Kids, Jafumega, GNR, Salada de Frutas and Taxi. The movement was fully supported by local record companies and was headed by Valentim de Carvalho, EMI's licensee in Portugal.

Record buyers in general showed preferences for British acts. Pink Floyd was the top group, followed by the Police, but MOR fans liked local Polydram's female quartet, As Doce, who took several gold records and toured the country with much success. Sergio Godinho topped the social song scene and attracted many people to his concerts.

The local record market is very colorful in flags and music, with national acts trying to compete with foreign product in a variety of music styles from white reggae, hard rock, straight rock to MOR. Despite an economic crisis and inflation, record and cassette sales increased in 1980, with the former up 15% and the latter 20%.

The highlights of the local music scene were the concerts by Joan Baez in Cascais (acclaimed as the "top musical event of the year"), and Brazilian singers Chico Buarque, Simone and Edu Lobo, who topped the bill of the open-air, festival organized by the weekly publication Avante. The audience in Lisbon was estimated at 200,000. **Fernando Tenente**

• record & tape manufacturers / distributors / importers

Alfama, see Telectra.
Algarve, see Radio Triunfo.
Alvorada, see Radio Triunfo.
Alvorada Int'l, see Radio Triunfo.
Aquila, see Radio Triunfo.
Archiv, see PolyGram.
Banda, see Movieplay.

Belter (Discos) Lda., Rua Constituicao 74, Porto. Tel: 498041.
Branch: Lisbon, Av. Defensores Chaves 3, 3rd fl. E. Tel: 59062.
Home office: Spain.
Labels: (Owned) Belter, Olympo, Saef.

Bonzao, see Joquei
Boom, see Nova.

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos; Rec. Dept. Mgr.: Paulo Gil; Local A&R: Mario Martins; Promo.: David Ferreira.
Labels: (Owned) VC; **(licensed)** A&M (USA), Ace of Clubs (UK), Ace of Diamonds (UK), Apple (UK), Ardeck (UK), Argo (UK), Blue Note (USA), CFP (UK), CRAMPS (Italy), Capitol (USA), Columbia (UK), Decca (UK), Deram (UK), EMI (UK), EMI-America (USA), HMV (UK), Harvest (UK), Horizon (USA), Liberty (USA), London (USA), MAM (UK), Odeon (Brazil, Spain), L'Oiseau Lyre (France), MFP (UK), Parlophone (UK), Pathe (France), Private Stock (USA), Purple (UK), RAK (UK), Regal (UK), Ri-Fi (Italy), Rolling Stones (UK), Sky (Germany), Stateside (UK), Sunset (USA), Telefunken (Germany), Threshold (UK), United Artists (USA)

Castro, Paz & Ca. Lda., Rua Julio Dinis 945, Porto. Tel: 65932.
Labels: (Owned) Clave; **(represented)** Ades (France), Poplandia (Spain), Valois (France)
Int'l reps.: Canada (Penco), France (CBS), Netherlands (Bosheck), USA (Penco).

Clave, see Castro, Paz
D G, see PolyGram.
Danova, see Nova.

Dargil (Sociedade Comercial Dargil Lda.), Av. 5 de Outubro 35, 1000 Lisbon. Tel: 574914. Cable: DARGIL. Telex: 18416. Chief Exec.: Jose Correa Mendes; Gen. Mgr.: Detlev Mastbaum; Sales Mgr.: Paulo Reis.
Labels: (Licensed foreign) ENJA (Germany), Everest (USA), Gillette (USA), Joker (Italy), MPS (Germany), Rounder (USA), SteepleChase (Denmark), Up (Italy); **(distributed—not licensed)** ECM (Germany).

Diapasao, see Sassetti.
Disco Falado, see Sassetti.

Edisco (Expresa Editora & Distribuidora de Disco Lda.), Rua Dr. Alves da Veiga 175, 4000 Oporto. Tel: 560455, 564201. Gen. Mgrs.: Laurindo Oliveira, Armando Cerqueira, Maria Fernanda Correia, Joaquim Goncalves; Domestic & Int'l A&R: Armando Cerqueira.
Labels: (Owned) Edisco, Rapsodia; **(licensed)** Le Chant du Monde (France), Fonit-Cetra (Italy).

Edisom (Edicao & Producao de Som Lda.), Rua Antonio Enes 16-2A, 1000 Lisbon. Tel: 548890, 530129. Telex: 18888. Gen. Mgr.: Carlos Jorge; Promo. Mgr.: Antonio Manuel Rolo Duarte; Domestic A&R: Ze Da Ponte, Luis Pedro Fonseca.
Labels: (Owned) Som, World; **(licensed)** CNR (Netherlands), Kingdom (UK), Metronome (Germany), Mute (UK), Qcumber (Netherlands).

Estudio, see Mundusom.
Fenix, see Arnaldo Trindade.
Flash, see Telectra.
Fontana, see PolyGram.
Gaivota, see Rossil.

Gira Industrias de Som Lda. (IFPI), Av. Melo Falcao 36 S/L Esq., Pontinha, 1675 Lisbon. Tel: 995457. Telex: 15697. Dir.: Fernando Maia; Gen. Mgr.: Martins Dos Santos; Sales Mgr.: Jose Monteiro; Int'l Dept.: Helena Gil.
Labels: (Licensed foreign) Red Bus (UK), Satril (UK).

Gladio, see Telectra.
Guilda da Musica, see Sassetti.
Harmonia, see Radio Triunfo.
Heliodor, see PolyGram.

Imavox Som & Imagem SarL (IFPI), Av. Conselheiro Fernando de Sousa 19, 4th fl., 1000 Lisbon. Tel: 656025. Telex: 13050. Pres. Mng. Council: Jose Luis A. Alves da Cunha; Gen. Mgr.: Joel Nelson M. Vaz; Sales Mgr.: Luis F.A. Santos.
Labels: (Owned) Imavox; **(licensed)** Disc' AZ (France), BBC (UK), Bellaphon (Germany), Can't Stop (USA), Carabine (France), De-Lite (USA), Delphine (France), Trema (France), Young Memories (France).

Joquei (Disco) Lda., Parque Residencial Miraflores, Lote 101-6B, Alges, Lisbon. Tel: 217719.
Labels: (Owned) Bonzao; **(represented)** Activ Tapes (Switzerland), Sunshine Tapes (USA).

L I S, see Rossil
M G M, see PolyGram.
Melodia, see Raido Triunfo.
Mercury, see PolyGram.

Movieplay Portuguesa Discografica SarL (IFPI), Rua Gregorio Lopes, Lote 1524, Loja-A, Encosta do Restelo, 1400 Lisbon. Tel: 615496. Pres. & Gen. Mgr.: Joao Maia; Sales Mgr.: Carlos Bolotinha; Account Mgr.: Fernando Santos.
Labels: (Owned) Banda, Movieplay, PSST; **(licensed)** Barclay (France), Ca. Fonografica Espanola (Spain), Chiswick (UK), DJM (UK), Dicap (Chile), Egg (France), Prelude (USA), Riviera (France), Zafiro (Spain).

Mundusom Sociedade Ind'l do Som SarL—Discos Estudio, Rua Rodrigo da Fonseca 204 r/c, Lisbon 1. Tel: 688173.
Labels: (Owned) Estudio, Trevo; **(represented)** Monitor (USA).
Int'l reps.: France (Nogueira), South Africa (Arraial), USA (Alvorada).

Nova/ Companhia de Musica (Ed. Musicais) Lda. (IFPI), Rua Angelina Vidal 23/2/E, 1100 Lisbon. Tel: 842076, 843631. Telex: 18578. Owner & Pres.: Jose Manuel Monteiro Fortunato; Gen. Mgr.: Joao Palhais Milheiras; Sales Mgr.: Fernando Morais; Nat'l A&R: Ramon Galarza; Classical A&R: J. Simoes da Hora; Int'l Stiff & Sire Label Mgr.: Antonio Sergio Ferrao; Promo. Mgr.: Luis Lourenco.
Labels: (Owned) Boom, Danova; **(licensed foreign)** Aura (UK), Butterfly (USA), Calendar (UK), Erato (France), Quality (Canada), RKM (Belgium), RPM (South Africa), Sire (USA), Springboard (USA), Stiff (UK); **(distributed—not licensed)** Cherry Red (UK), Real (UK), Satril (UK), Sojazz (Netherlands), Timeless (Netherlands), Warm (UK).

Olympo, see Belter.
Onda, see Vadeca.

Orfeu, see Arnaldo Trindade.

Oris, Editora de Discos & Fitas Gravadas Lda., Rua do Cabo 30, 1200 Lisbon. Tel: 602411. Mgr.: Jose Carlos Moura Sobral.

P S S T, see Movieplay.
Philips, see PolyGram.
Pintainho, see Rossil.
Polydor, see PolyGram.

PolyGram Discos SarL (IFPI), Rua Prof. Reinaldo dos Santos 12, 1500 Lisbon. Tel: 787101. Cable: POLYGRAM. Telex: 14074. Mng. Dir.: Rodrigo Marin, A&R Mgr.: Toze Brito; Mktg. Mgr.: Daniel Gouveia.
Labels: (Owned) Archiv, DG, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Vertigo, **(licensed)** Ariola, Chrysalis (UK), Island (UK), MCA (UK).
Int'l reps.: Worldwide (Phonogram & Polydor).

R P E, see Radio Producoes.
R T, see Radio Triunfo.

Radio Producoes Europa Lda. (IFPI), Rua Dom Fuas Roupinho 50-A, 1900 Lisbon. Tel: 826503. Chief Exec.: Dias Coelho; Gen. Mgr.: Fernando Maia, Sales Mgr.: Martins dos Santos; Promo. Mgr.: Francisco Brandao Ferreira.
Labels: (Owned) RPE; **(licensed foreign)** Logo/Transatlantic (UK); **(distributed—not licensed)** JDC (USA), Lala (France), Les 3 Oranges Blues (France).

Radio Triunfo Lda. (IFPI), Travessa Central do Seixo, 4465 S. Mamede de Infesta. Tel: 950152, 956094. Cable: RATRIL. Telex: 23127. Co-Gen. Mgrs.: Arnaldo Trindade, Jose Serafim, Deputy Gen. Mgrs.: Arnaldo Trindade Jr., Daniel Sousa; Financial Controller: Jose Simoes, Tech. Projects: Lourenco da Silva.
Branch: Lisbon, Rua do Carmo 23. Tel: 327683, 34708. Mgr.: Daniel Sousa; Sales & Mktg.: Carlos Lacerda, A&R: Bernardo Brito & Cunha; Promo.: Fernando Matias.
Int'l branches: Angola, PO Box 3875, Rua Luis de Camoes 93, 2nd fl., Luanda—**Mozambique,** PO Box 4364, Paiva de Andrada 365, Lourenco Marques.
Labels: (Owned) Algarve, Alvorada, Alvorada Int'l, Aquila, Harmonia, Melodia, RT, Sereia, Sintra; **(represented)** Asylum (USA), Atco (USA), Atlantic (USA), Baby (Italy), Beverly (Brazil), Big Tree (USA), Cartaz (Brazil), Charger (Brazil), Clave (Spain), Copacabana (Brazil), Cotillion (USA), Curtom (USA), Dark Horse (USA), DiscReet (USA), Elektra (USA), Eurovox (Belgium), Fantasy (USA), Gamma (Mexico), Harmony (USA), Hispavox (Spain), Little David (USA), Melodiya (USSR), Midi (USA), Milestone (USA), Nemperor (USA), Nonesuch (USA), Odyssey (USA), Pacific (USA), Portrait (USA), Prestige (USA), Reprise (USA), Som (Brazil), Swan Song (USA), Vanguard (USA), Warner Bros. (USA).
Int'l reps.: Mexico (Gamma), Spain (Hispavox).

Rapsodia, see Edisco.
Roda, see Vadeca.
Roda Int'l, see Vadeca.

Rossil (Edicoes) Lda. (IFPI), Av. Joao Crisostomo 39, 1st fl., 1000 Lisbon. Tel: 40043, 40053. Telex: 15836. Mng. Dirs.: Jose Antonio Crespo, Carlos Faria, Int'l Mgr.: Jean Jacques Salembier; Promo. Mgr.: Policarpo de Freitas, Sales Mgr.: Paiva Gomes.

Labels: (Owned) Gaivota, LIS, Pintainho, Rossir; **(licensed foreign)** Activ (Switzerland), Avatar (UK), Bearsville (USA), Creole (UK), Graf (USA), Legion (UK), Pinnacle (UK), Sirocco (France), Sonet (UK), Splash (UK), West End (USA).

Saef, see Belter.

Sassetti–Sociedade Portuguesa de Musica & Som SarL, Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon. Tel: 656094. Telex: 13384. Gen. Mgr.: A. Marques de Almeida; Music Div. Mgr.: Fernando Carvalheira; A&R: Jorge Zagalo.
Labels: (Owned) Diapasao, Disco Falado, Guilda da Musica, Sassetti, Zip-Zip; **(licensed foreign)** Amadeo (Austria), Le Chant du Monde (France), ESP (USA), Everest (USA), Harmonia Mundi (France), Melodia (USSR), Muza (Poland), Supraphon (Czechoslovakia), Wergo (Germany).
Int'l rep.: Spain (Edigsa).

Sereia, see Radio Triunfo.

Sintra, see Radio Triunfo.

Som, see Edisom.

Telectra–Empresa Technica de Equipamentos Electricos SarL (IFPI), Apdo. 2531, Rua Rodrigo da Fonseca 103, 1000 Lisbon. Tel: 686072. Telex: 12598. Pres.: Fernando Serrano; Gen. Mgr.: Jose Varatojo da Silva; A&R: L. Cunha.
Labels: (Owned) Alfama, Flash, Gladio, Telectra; **(licensed)** RCA group (USA).
Int'l reps.: South Africa (Teal), USA (Penco).

Trevo, see Mundusom.

Arnaldo Trindade & Ca. Lda. (IFPI), Rua de Santa Catarina 117, Porto. Tel: (02) 381341. Cable: RADILECTRA. Telex: 22266. Pres.: Arnaldo Trindade; Gen. Mgr.: Fernando Pereira; Co-ord.: Arnaldo Trindade Jr.
Promo. branch: Lisbon, Rua Alexandre Herculano 7A. Tel: (01) 539368, 576895. Telex: 13644. Mgr.: Rui Mota Alves.
Labels: (Owned) Fenix, Orfeu; **(licensed)** Cream (USA), Durium (Italy), PRT (UK), Vogue (France); **(distributed–not licensed)** Clan (Italy), Victor (Japan).
Int'l reps.: Benelux (Vogue), France (Vogue), Germany (Plaene), Spain (CFE, Hispavox), Switzerland (Vogue), USA (Penco), Venezuela (Grabaciones Mundiales).

V C, see Valentim de Carvalho

V D C, see Vadeca.

V D C Int'l, see Vadeca.

V M, see Vadeca.

Vadeca-J.C. Donas Lda. (IFPI), Rua 31 de Janeiro 210, 4000 Porto. Tel: 20471. Telex: 23437. Pres. & Gen. Mgr.: Francisco Vasconcelos; Financial Dir.: Alcino Barrento; Local A&R: Carlos Cunha; Promo.: Fernando Rocha.
Branch: 1500 Lisbon, Rua Prof. Reinaldo dos Santos, Lote 2. Tel: 789333, 786718, 788476. Telex: 14027. Int'l A&R: Idilio Viana; Promo.: Lizete Grilo, Frederico Santos.
Labels: (Owned) Onda, Roda, Roda Int'l, VDC, VDC Int'l, VM; **(licensed foreign)** CID (Brazil), Carosello (Italy), Dureco (Netherlands), Miller (Germany); **(represented)** Alhambra (Spain), RGE (Brazil), Virgin (UK).

Vertigo, see PolyGram.

World, see Edisom.

Zip-Zip, see Sassetti.

• music publishers

Belter (Ed.), Rua Constituicao 74, Porto. Tel: 498041. Dir.: A. Figueiredo. Branch: Lisbon, Av. Defensores Chaves 3, 3rd fl. E. Tel: 59062.
Home office: Spain.

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, 1200 Lisbon. Tel. 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos; Publ'g Mgr.: Henrique Amoroso.
Int'l firms represented: Chibell (UK), EMI (worldwide), Grade One (UK), Morning (Canada), Mother Goose (UK), Dur (UK), Red Bus (UK), Rondor (USA), Sigem (Brazil), Virgin (UK).

Costa Pinto (Ed. Musicais) Lda. (SPA), Rua Eqa de Queroz 20, 3rd fl., Lisbon. Tel: 562850. Pres.: Jorge Costa Pinto; Gen. Mgr.: Maria de Fatima.

Edisom (Edicao & Producao de Som Lda.), Rua Antonio Enes 16-2A, 1000 Lisbon. Tel: 548890, 530219. Telex: 18888. Gen. Mgr.: Carlos Jorge.

Musicat (Ed. Musicais Arnaldo Trindade & Ca. Lda.) (SPA), Rua de Campolide 103-C, 1000 Lisbon. Tel: (01) 688922, 681866, 658726. Cable: RADILECTRA. Pres.: Arnaldo M. Trindade; Gen. Mgr.: Fernando Albuquerque
Int'l firms represented: Binah (Netherlands), Essex (France), Nada (Netherlands), New Dayglow (Netherlands), Planet (Netherlands), Radio Music Int'l (Luxembourg), Tee Set (Netherlands), Union Songs (Sweden), Universal Songs (Netherlands), Veronica (Netherlands).
Int'l reps.: Brazil (Fermata), Finland (Love), Israel (April), Japan (MCA), UK (ATV).

Sassetti–Sociedade Portuguesa de Musica & Som SarL, Av. Conselheiro Fernando de Sousa 25 A/B, Lisbon. Tel: 656094. Telex: 13384. Gen. Mgr.: A. Marques de Almeida.

Telectra (Eds. Musicais), Rua Rodrigo da Fonseca 103, 1000 Lisbon. Tel: 686072. Telex: 12598. Pres.: Fernando Serrano. Gen. Mgr.: Jose Varatojo da Silva
Int'l firms represented: Baltic (Belgium), RCA (Brazil, Italy, Spain), Victor (Brazil).

Triunfo (Ed. Musicais), Travessa Central do Seixo 4465 S. Mamede de Infesta. Tel: 950152, 956094. Cable: RATRIL. Telex: 23127. Co-Gen. Mgrs.: Arnaldo Trindade, Jose Serafim; Ass't to Gen. Mgr.: Joao Nobre.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Circulo de Cultura Musical, Rossio 45, Lisbon 4.

Gruppo Portugues de Productores de Fonogramas & Videogramas (GPPFV), c/o PolyGram Discos SarL, Rua Prof. Reinaldo dos Sants 12, Lojas C/D, 1500 Lisbon. Tel: 789381. Telex: 12214, 16454.

International Music Council, Nat'l Committee, Instituto de Alta Cultura, Prace do Principe Real 14, Lisbon.

DESIGN & ARTWORK

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos.

Castro, Paz & Ca. Lda., Rua Julio Dinis 945, Porto. Tel. 65932.

Radio Triunfo Lda., Lugar do Seixo, 4465 S. Mamede de Infesta. Tel: 950152, 956094. D&A Mgr.: Antonio Matos.

LICENSING ORGANIZATIONS, MUSIC

S P A (Sociedade Portuguesa de Autores), Av. Duque de Loule 31, 1098 Lisbon Codex. Tel: 578320, 578370. Cable: AUTORES. Pres.: Dr. Luiz Francisco Rebello. (Mechanical & performing rights)

PLATING, PROCESSING & PRESSING PLANTS

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Grace B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos.

Fono-Companhia Ind'l de Discos Lda., Rua Angelina Vidal 23, 1100 Lisbon. Tel: 842076, 843631. Chief Exec.: Jose Manuel Monteiro Fortunato; Gen. Mgr.: Joao Palhais Milheiras.

Radio Triunfo Lda., (Pressing) Lugar do Seixo, 4465 S. Mamede de Infesta. Tel: 950152, 956094; (Plating & Processing) Rua Campo do Lindo 208, 4200 Porto. Tel: 485876. Factory Mgr.: Francisco Taveira; Technical Servs. Mgr.: Domingos Lupi Nogueira; Plating & Processing Mgr.: Eugenio de Vasconcelos.

PRINTER & LITHOGRAPHER

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos.

RECORD PROMOTION

Arnaldo Trindade & Ca. Lda., Rua de Santa Catarina 117, 4000 Porto. Tel: (02) 381341. Cable: RADILECTRA. Telex: 22266. Pres.: Arnaldo Trindade; Gen. Mgr.: Fernando Pereira; Co-ord.: Arnaldo Trindade Jr.

TAPE CUSTOM DUPLICATORS

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, 1200 Lisbon. Tel: 367051. Telex: 18420. Co-Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho, Francisco Vasconcelos; Financial Dir.: Dr. Antonio dos Santos.

Radio Producoes Europa Lda., Rua Dom Fuas Roupinho 50-A, 1900 Lisbon. Tel: 826503. Chief Exec.: Dias Coelho; Gen. Mgr.: Jose Manuel Nunesfortes; Gen. Exec.: Fernando Maia Rodrigues Goncalves.
Audio: Cassette, open reel.

Radio Triunfo Lda., Rua Anselmo Braancamp 297, 4000 Porto. Tel: 567964. Dept. Chief: Arlindo Moreira.
Audio: 8-tr. & cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert Lda., Av. 25 de Abril 9, 2795 Linda a Velha. Tel: 2190031. Cable: AGFAGEVA. Telex: 12630. Mng. Dir.: J. Kindt; Gen. Mgr.: B. Worthmann.
Audio: Blank–compact-cassette, open reel; raw–cassette, broadcast, studio.
Video: Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Amperel Electronica Ind'l Lda., Apdo. 4008, Av. Fontes Pereira de Melo 47, 4th fl., 1000 Lisbon. Tel: 532227, 532698. Cable: AMPEREL. Telex: 18588. Gen. Mgr.: A.C. Romao; Sales Mgr.: A. Dias. (Blank only)
Audio: 8-tr., cassette, open reel.
Video: 2" & 1" open reel, ¾" & ½" cassette.
Brand name: Ampex.

Audio Magnetica Lda., Apdo. 72, Sitio do Pedrogao, Caldes da Rainha. Tel: (012) 23041. Telex: 16289. (Audio & Video)

B A S F Portuguesa Lda., Apdo. 1438, Rua de Santa Barbara 46, 5th fl., Lisbon 1. Tel: 562511. Cable: BASF. Telex: 12219. Sales Mgr.: Peter Brosei. (Blank only)
Audio Cassette, open reel.
Video: 1" cartridge, ½" EIAJ cartridge.

Radio Triunfo Lda., Rua Anselmo Braancamp 297, 4000 Porto. Tel: 567964. Dept. Chief: Arlindo Moreira. (Blank only).
Audio: 8-tr., cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Amperel Electronica Ind'l Lda., Apdo. 4008, Av. Fontes Pereira de Melo 47, 4th fl., 1000 Lisbon. Tel: 532227, 532698. Cable: AMPEREL. Telex: 18588. Gen. Mgr.: A.C. Romao; Sales Mgr.: A. Dias.
Audio: Masters, slaves, recorders.
Video: 1" recorders.
Brand name: Ampex.

• accessories manufacturers

Amperel Electronica Ind'l Lda., Apdo. 4008, Av. Fontes Pereira de Melo 47, 4th fl., 1000 Lisbon. Tel: 532227, 532698. Cable: AMPEREL. Telex: 18588. Gen. Mgr.: A.C. Romao; Sales Mgr.: A. Dias.
Product: Tape–carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Joquei (Disco) Ltd., Parque Residencial Miraflores, Lote 101-6B, Alges, Lisbon. Tel: 217719.
Product: Record–record care prods., replacement styli; Tape–head cleaners, demagnetizers.

PUERTO RICO

Note: For Puerto Rican listings, please refer to the United States section.

ROMANIA

Population: 22,048,305.
Rate of exchange: $1 (US) = 4.97 lei.
Per capita income: $1,100.
Holidays: January 1 & 2, May 1 & 2 (Labor Day & Youth Day), August 23 (Liberation Day).

RECORDS:

Record sales certification awards: None.
Type of distribution: There are over 3000 stores in which records are sold, including the cooperative system, bookstores, and specialized stores. Electrecord produces about 6.5 million records yearly. Every three months Electrecord representatives have contract talks and meetings with business representatives, the latter ones having previously decided how many copies are to be published of each record. These meetings are without mediators.
Type of promotion: Radio and television are the most important means. Television is dominated by MOR music. Every three to four months, Electrecord edits a magazine, "Discul" (The Record), which presents the latest records. "Saptamina," "Flacara," "Tribuna," "Cronica," "Scinteia Tineretului," and "Orizont" have permanent musical columns dedicated to records and charts.
Average retail price per record: Domestic LP's–$4.00-$5.60; EP's & singles–$1.40-$2.40. Import LP's $8.80 (from Socialist countries), $15 (from Indian companies); EP's & singles–$3.00-$3.40.
Jukeboxes: 40.

TAPE:

Comment: 8-track is not yet used officially. Cassette & open reel tapes are very popular, especially for the former since the introduction of Romanian cassette players. Blank open reel tape is imported from West Germany (Agfa) and East Germany (Orwo); blank cassette tape is imported from West Germany, East Germany, Hungary, Switzerland Israel, and Greece.

CONSUMER ELECTRONICS:

Number of homes with: Radios–3,195,000; television sets–3,588,000 (all b&w); phonographs–925,000; color television sets & videotape recorders–"small numbers."

RADIO STATIONS:

No. stations 83.
Comment: 40% of programming is MOR and rock, 35% classical, and 25% folklore.

TELEVISION STATIONS:

No. of stations 294 (39 principal).
Comment: Romania does not yet produce programs in color but the establishment of a color recording station should change this.

IMPORT/EXPORT REGULATIONS:

Record importing and exporting is done by ILEXIM, which imports from Socialist and Indian companies only. Regarding Western music, Electrecord releases records under license. A group of Romanian artists, including Gheorghe Zamfir (Philips) and Catalin Tircolea (Ariola), have contracts with Western companies.

• record & tape manufacturers/distributors/importers

Electrecord, Str. Emil Bodnaras 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Gen. Mgr.: Grigore Petreanu; Music Dept. Chief: Daniela Caraman Fotea; Artistic Mgr.: Vasile Sirli.
Labels: (Owned) Electrecord; **(licensed)** B&J (UK), CBS (France), CBS-Sugar (Italy), Delta (Germany), International Shows (France), Juan Vallori (Spain), Metronome (Germany), Montana (Germany), PIPS (Switzerland), Philips (UK), Stop (Italy), Studio 33 (Netherlands), Symphony Tone Prod'ns (Switzerland), Transworld (Switzerland), Trilogy (USA).
Int'l reps.: Canada (Archambault), Germany (Bellaphon, Delta), Japan (Victor), Netherlands (Basart), Switzerland (Symphony Tone), USA (Monitor).

I L E X I M, Str. 13 Decembrie nr. 3, 70116 Bucharest 1. Tel: 13.98.75, 15.76.72. Musical Sec'y: Adrian Stefanescu. (Importer/Exporter)

• music publisher

Editura Muzicala (The Musical Publ'g House), Str. Poiana Narciselor 6, 70718 Bucharest 1. Tel: 16.40.99.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A R I A (Romanian Agency for Artists' Mgmt.), Str. 16 Ienachita Vacarescu, 70528 Bucharest. Tel: (90) 13.70.08. Telex: 10139. Mgr.: Carol Cozma. Ass't Mgr.: Gheorghe Ravas; Musicologist: Vasile Donose; Foreign Relations Dept. Dir.: Alexandru Dima.

A T M (Association of Artists from Theatrical & Musical Institutions), Blvd. Schitu Magureanu 1, 70626 Bucharest 6. Tel: 13.41.72/44.99. VP: Dina Cocea; Sec'y: Ana Tobosaru.

Composers' Union (Uniunea Compozitorilor), Str. 2 Constantin Esarcu, Bucharest. Tel: (90) 16-37-47. Pres.: Petre Brancusi; VP's: Zeno Vancea, Romeo Ghircoiasiu; Sec'ys: Dr. Vasile Tomescu, Theodor Grigoriu, Laurentiu Profeta, Wilhelm Berger.

Socialist Culture & Education Council (Consiliul Culturii si Educatiei Socialiste), Casa Scinteii, Piata Scinteii 1, 71341 Bucharest 1. Tel: 17.60.10/20. Music Mgr.: Nicolae Calinoiu.

LICENSOR, RECORD & TAPE
PLATING, PRESSING & PROCESSING PLANT

Electrecord, Str. Emil Bodnaras 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Gen. Mgr.: Grigore Petreanu.

PRINTERS & LITHOGRAPHERS

Editura Muzicala (The Musical Publ'g House), Str. Poiana Narciselor 6, 70718 Bucharest 1. Tel: 16.40.99.

Electrecord, Str. Emil Bodnaras 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Gen. Mgr.: Grigore Petreanu.

TAPE CUSTOM DUPLICATOR
TAPE PACKAGING & LABELING

Electrecord, Str. Emil Bodnaras 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Gen. Mgr.: Grigore Petreanu.
Audio: Cassette.

JACKETS & SLEEVES
LABELS, DISK
POLYETHYLENE BAGS
PROFESSIONAL TAPE SUPPLIES

Electrecord, Str. Emil Bodnaras 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Gen. Mgr.: Grigore Petreanu. (LP jackets & sleeves; 45, LP & cassette labels; Poly Bags)

• supplies

TAPE, BLANK LOADED & BULK RAW

Electrecord, Str. Emil Bodnaras 94, 78702 Bucharest. Tel: 78.60.78. Telex: 10086. Gen. Mgr.: Grigore Petreanu. (Blank only)
Audio: Cassette.

Reprezentanta tehnica-comerciala, Str. Giuseppe Garibaldi 14, Bucharest 1. Tel: 79-62-10/35. Telex: 11695.
Brand name: BASF.

SINGAPORE

Population: 2,370,000
Rate of exchange: 1 (US) = 2.10 Singapore dollars.
Per capita income: $3,260.
Holidays: New Year's Day, Chinese New Year, Good Friday, May 1 (Labor Day), August 9 (National Day), November 11 (Deepavali), December 25.

RECORDS:

Record sales certification awards: None
Records sold domestically including imports (retail value): LP's 1980—$8,100,000; 1979—$7,000,000
Average retail price per record: LP's—$5.20
Type of distribution: Distribution channels include manufacturer-to-wholesaler to retailer and manufacturer-to-retailer. Also, there has been a growth of rack jobbing with a local flavor, that is, wholesalers distribute to outlying districts of Singapore.
Type of promotion: The main types of promotion are airplay, record company sponsored programs, advertising in relevant magazines, news papers, and tie ins with movies and discos.
Jukeboxes: None (banned).

RADIO STATIONS:

No. of commercial 2, no. of government 2.
Comment: Recorded music, mostly MOR and AOR, is featured on radio programs, with other types of music frequently heard on programs sponsored by individual record companies.

TELEVISION STATIONS:

No. of channels: 2 government, 90% color (PAL)
Comment: More musical/variety shows are being aired, with most of them being imported from the United States.

IMPORT/EXPORT REGULATIONS:

Records and tapes must be seen and approved by the Controller of Undesirable Publications of the Ministry of Culture. Therefore, objectionable songs are not allowed, primarily those with drug connotations and related subjects.

MARKET ANALYSIS:

Piracy is still very rampant, with some estimates near 70% of the total market. The Copyright Law is not being enforced but a recent ruling by the Chief Justice has endorsed the act as being workable. Industry executives expect authorities to clamp down on piracy as promised recently by a cabinet minister. Industry members also expect a revision in the Copyright Act with stiffer penalties for pirates. All indications point to stronger enforcement in the next year.

Local and ethnic recordings are still the main lifeblood of record companies, accounting for roughly 60% of the legitimate market. Such recordings include Chinese and Malay material, and their sales level is expected to continue, perhaps even expanding.

International repertoire is comprised mainly of MOR and AOR based on United States top 40 programming. New wave is not making any headway in Singapore.

Peter Ong

• record & tape manufacturers/distributors/importers

Alby Commercial Ents. Pte. Ltd., 41C Thong Teck Bldg., 15 Scotts Rd., Singapore 0922. (Importer)
Label: (Represented) Maranatha! (USA)

Angel, see EMI

Baal Recs. Pte. Ltd. (IFPI), 803 Marina House, Shenton Way, Singapore 0207. Tel: 221-5484. Cable: BAALPROD. Dir.: Balram Shotam.
Regional branches: China, Hong Kong, Malaysia
Int'l branch: England
Labels: (Owned) Baal, Best of Everything, **(licensed)** Salsoul (USA).

Best of Everything, see Baal.

Borneo Co. Pte. Ltd., PO Box 898, Inchcape House, 450/452 Alexandra Rd., Singapore 0511. Tel: 62 5111. Cable: BORNEO. (Importer)

Capitol, see EMI.

Chiang Huat Co. Pte. Ltd., 195/199 Outram Park, Singapore 0316. Tel: 220 3444, 222-2973. Cable: CHIPMUNKS. Telex: 26785. Chm.: Pielak Chang. Gen. Mgr.: T.T. Quek; Sales Mgr.: Koh Kok Thye.
Labels: (Owned) Echo, Elastic, **(represented)** Avatar (UK, USA), De Lite (USA), Delphine (France), Denon PCM (Japan), JVC (Japan), Kinster (Hong Kong), MCA (UK, USA), Toshiba (Japan)

Cogent, see Unisong

Columbia, see EMI

Cosdel (Singapore) Pte. Ltd. (IFPI), Units 1C-5C, Block 11, 3rd fl., Kallang Bahru, Kallang Basin Ind'l Estate, Singapore 1233. Tel: 258-9944. Cable: COSDEL. Chm.: Kenneth L. Cole; Mng. Dir.: S.P. Sim; Sales Mgr.: Willie Lim. (Distributor/Importer)
Reg'l headquarters: Hong Kong.
Labels: (Licensed) Cream-Hi (USA), Ourium (Italy), Festival (Australia), Lion's Gate, RCA group (USA); **(Distributed—not licensed)** First American, Pickwick Int'l.

D.G., see PolyGram

Double Up, see EMI

E.M.I. (Singapore) Pte. Ltd. (IFPI), PO Box 182, MacDonald House, 3rd fl., Orchard Rd., Singapore 0923. Tel: 337-7686. Cable: EMITRON. Telex: 25652. Mng. Dir.: John Forrest; Sales Mgr.: Sahul Hamid.
Home office: England
Labels: (Owned) Angel, Capitol, Columbia, Double Up, EMI, Encore, HMV, Harvest, MFP (Music for Pleasure), One Up, Parlophone, Pathe, Regal, Regal Zonophone, Sounds Superb, Talisman, Waverley, **(represented)** Arista (USA), Bronze (UK), CBS/Sony (Japan), Disneyland (USA), Motown (USA), RAK (UK), United Artists (USA)
Int'l rep.: Worldwide (EMI)

Eagle, see Teo Kwan

Eastland Trading (S) Pte. Ltd., GPO Box 1128, 283A Selegie Shopping & Office Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Chm.: S. Mng. Dir.: Tee Sin Quek; Sales Dir.: See Gi Quek. (Importer)
Label: (Represented) Crystal Clear (USA)

Echo, see Chiang Huat.

Elastic, see Chiang Huat.

Encore, see EMI

Fontana, see PolyGram

H.M.V., see EMI

Harvest, see EMI

Hup Hup Sdn. Bhd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 65 1187/1333. Cable: HUPHONIC. Mng. Dir.: Ng Lian Chin; Dirs.: Ms. Ng Ay Yin, Ms. Ng Ay Na. (Distributor)
Home office: Malaysia.
Label: (Distributed) Life

Hwee Seng (Pte) Ltd., 219 Kallang Bahru, Singapore 1233. Tel: 258-8322. Cable: AUDIO. Telex: 23611. Sales Mgr.: Robert Tham.
Label: (Represented) Direct Disk (USA)

E.S. Isaac & Co. Pte. Ltd., 35-A Hongkong St., Singapore 1. Tel: 438 460/466. Cable: ISAACNCO. (Distributor)
Labels: (Distributed—not licensed) Accent (USA), Angel (India), Columbia (India), Crescendo (USA), Everest (USA), HMV (India), Hi-Fi (USA), Odeon (India), Parlophone (India), Telefunken (Germany), Vogue (France)
Int'l reps.: France (Vogue), Germany (Teldec), India (Gramophone).

Island Music Dists., Golden Mile Shopping Centre, 7th fl., Suite 5817, Beach Rd., Singapore 7. Tel: 221 9210/9325. Telex: 25466. (Distributor)

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117. Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336 5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. **Local branches: Singapore 0617,** G3 Capitol Shopping Centre, N. Bridge Rd. Tel: 338 5659—Singapore 0617, B7/8 Colombo Court, N. Bridge Rd. Tel: 338 4013, 336 3171. (Importer)

Life Rec. Inds. (Pte.) Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 265-1333/1187. Cable: LIFERECORD. Telex: 33581. **Wholesale Dept.:** 232 Serangoon Rd. Tel: 293-0129/3404

M.F.P., see EMI

Mercury, see PolyGram.

Music for Pleasure, see EMI

One Up, see EMI.

Parlophone, see EMI

Pathe, see EMI

Philips, see PolyGram.

Polydor, see PolyGram.

PolyGram Recs. Pte. Ltd. (IFPI), 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Norman Cheng; Controller: Johnny Sng Chin Watt.
Reg'l branch: Malaysia
Labels: (Owned) DG, Fontana, Mercury, Philips, Polydor. RSO **(represented)** A&M, CTI (USA), Capricorn (USA), Charisma (UK), De-Lite (USA), H&L (USA), Jupiter (Germany), MCA (USA), MGM, Metronome, Monument, Pablo (Germany), Rocket, 20th Century (USA), Vertigo, Verve
Int'l reps.: Worldwide (Phonogram, Polydor)

R.S.O., see PolyGram.

Regal, see EMI

Regal Zonophone, see EMI.

Scripture Union Christian Book Centre, 36H Prinsep St., Singapore 7. Gen. Mgr.: Winston Yap.
Labels: (Distributed—not licensed) Pilgrim (UK), Word (USA)

Singapore Audio, 225 Plaza Singapura, 2nd fl., Orchard Rd., Singapore 9.
Label: (Represented) Sheffield Lab (USA)

Sounds Superb, see EMI

Talisman, see EMI.

Teo Kwan Electric Recs. Co., 17 Ohoby Ghuat, Singapore 9. Tel: 360 402, 328 265. Cable: KWANGELECT.
Label: (Owned) Eagle

Tony, see Tony Wong.

Two Plus Ents. Pte. Ltd., 131 Orchard Tower, 1st fl., Singapore 9. Telex: 786-23511. Contact: Frankie C.C. Tan.
Label: (Represented) Direct Disk (USA)

Unisong Pte. Ltd., Shaw Towers, No. 125, Beach Rd., Singapore 7. Tel: 293 4379. Gen. Mgr.: Kuek Soo Tee; Sales Mgr.: Tay Chor Huan.
Labels: (Owned) Cogent, Unisong.

W.E.A. Recs. Pte. Ltd. (IFPI), 20/F Shaw Towers, Suite 2009, Beach Rd., Singapore 0718. Tel: 294-2601. Cable: WEARECORD. Telex: 25958. Financial Controller: Yip Yuen Han; Gen. Mgr.: Jimmy Wee; Sales Mgr.: Ronnie Loh.
Home office: USA
Labels: (Licensed) Asylum, Atco, Atlantic, Big Tree Carrere, Cotillion, Dark Horse, Elektra/Asylum, Geffen, Planet, RFC, Reprise, Scotti Bros., Sire, Swan Song, Virgin, Warner Bros., Whitfield (all USA), Island (UK), Pacific (Hong Kong).

Waverley, see EMI

Tony Wong Co. (Pte.) Ltd. (IFPI), 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong; Gen. Mgr.: Chow Yue Teng; Sales Mgr.: Eddy Chew.
Label: (Owned) Tony
Int'l reps.: Hong Kong (Wing Hing), Indonesia (P.T. Padang), Thailand (Lepso)

• music publishers

Baal Music, 803 Marina House, Shenton Way, Singapore 0207. Tel: 221-5484. Cable: BAALPROD. Dir.: Balram Shotam.
Int'l reps.: France (EPOC), Germany (Accord), Japan (Shinko), Latin America (Fermata)

E.M.I. Music Publ'g. (Singapore) Pte. Ltd., MacDonald House, 3rd fl., Orchard Rd., Singapore 0923. Tel: 327-686. Cable: EMITRON. Telex: 25652. Mng. Dir.: John Forrest; Prof. Mgr.: Adeline Fong.

Intersong Far East Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Norman Cheng; Admin'r.: Johnny Sng Chin Watt.
Int'l firms represented: Acuff Rose, Ascherberg Hopwood & Crew, Balloon Head, Bena, Irving Berlin, Canopy, Chappell, Ensign, Famous, Fox Fanfare, Albert Hammond, Hot Cha, Lowery, Mayday, E.H. Morris, Osmond, Pilot, RSO, Ranger, Fred Rose, Saggifire, Robert Stigwood Group, Subiddu, Unichappell, White Cloud (all UK)
Int'l reps.: Worldwide (Intersong), Netherlands (Artemis).

Josephine & Ephraim Music, PO Box 176, Killiney Rd., Singapore 9123. Tel: 94 865. Dir.: Aileen Keating.
Home office: New Zealand.
Int'l reps.: Southeast Asia (Josephine & Ephraim)

W.E.A. Music Pte. Ltd., 20/F Shaw Towers, Suite 2009, Beach Rd., Singapore 0718. Tel: 294-2601. Cable: WEARECORD. Telex: 25958. Financial Controller: Yip Yuen Han; Gen. Mgr.: Jimmy Wee.

Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.

• services

DESIGN & ARTWORK

Craft Print Pte. Ltd., PSA Multi-Storey Complex, Unit 513, Block 3, 5th fl., PSA Pasir Panjang Rd., Singapore 0511. Tel: 275-1816. Cable: CRAFTPRINT. Telex: 26862. Dir.: Dora Ong; Gen. Mgr.: Charlie Chan.

Life Recs. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Lian Chin.

Media Ace Pte. Ltd., 506 Colombo Court, 5th fl., Singapore 0617. Tel: 338-2512/1181. Cable: STARSHOW. Mng. Dir.: Wilson David.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.
Home office: Malaysia, UNI

PLATING, PROCESSING & PRESSING PLANTS

E.M.I. (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 22. Tel: 650-544/183, 652-092. Mng. Dir.: John Forrest; Technical Mgr.: Lee Tuck Ming; Factory Admin. Mgr.: Wee Tiong Wah.

Hardie Trading (Servs.) Pty. Ltd., Tanglin PO Box 212, Zone: 9124, 603 Shaw House, 6th fl., Orchard Rd., Singapore 0923. Tel: 235 2394/2210. Telex: 21203. Mgr.: M.G. Buscombe.

Life Rec. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Lian Chin.

PolyGram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 2262. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Norman Cheng; Controller: Johnny Sng Chin Watt; Factory Mgr.: Ng An Yang.

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong. (Pressing only)
Home office: Malaysia, UNI

Unique Art Record Ind'l. Ents. Pte. Ltd., 1-E, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268 5166/4230. Cable: CASETCO. Telex: 35131. Dir.: S.T. Tsai.
Audio: Cassette

PRINTERS & LITHOGRAPHERS

Craft Print Pte. Ltd., PSA Multi-Storey Complex, Unit 513, Block 3, 5th fl., Pasir Panjang Rd., Singapore 0511. Tel: 275-1816. Cable: CRAFTPRINT. Telex: 26862. Dir.: Oora Ong; Gen. Mgr.: Charlie Chan.

Life Recs. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Lian Chin.

Media Ace Pte. Ltd., 506 Colombo Court, 5th fl., Singapore 0617. Tel: 338-2512/1181. Cable: STARSHOW. Mng. Dir.: Wilson David.

RECORD PROMOTION

Baal Recs. Pte. Ltd., 803 Marina House, Shenton Way, Singapore 0207. Tel: 221-5484. Cable: BALLPROD. Dir.: Balram Shotam.

Gabco Pte. Ltd., 22 Jalan Hitam Manis, Singapore 1027. Tel: 633-005. Cable: GABBY. Telex: 25070. Chm.: Philip C.M. Seow; Gen. Mgr.: Jacqueline Fong; Sales Mgr.: Cindy Chang.

Rediffusion (Singapore) Pte. Ltd., 182 Clemenceau Ave., Singapore 0923. Cable: REDIFFUSE. Mng. Dir.: Jack Snowden; Gen. Mgr.: Noel Symons; Programme Controller: Ong Su Tow.

TAPE CUSTOM DUPLICATORS

E.M.I. (Singapore) Pte. Ltd., 6 Wan Lee Rd., Jurong Town, Singapore 22. Tel: 650-544/183, 652-092. Mng. Dir.: John Forrest; Technical Mgr.: Lee Tuck Ming; Factory Admin. Mgr.: Wee Tiong Wah.

Eastland Trading (S) Pte. Ltd., GPO Box 1128, 283A Selegie Shopping & Office Complex, Selegie Rd., Singapore 0718. Tel: 337-1021. Cable: EASTLAND. Telex: 33485. Chm. & Mng. Dir.: Tee Sin Quek; Sales Dir.: See Gi Quek.
Audio: 8-tr. cassette, open reel
Video: 2" quad, 1" helical, ¼" Beta & VHS cassette

Life Recs. Inds. Pte. Ltd., 5 Lorong Tukang Lima, Singapore 2261. Tel: 265-1333/1187, 261-0752. Cable: LIFERECORD. Telex: 33581. Mng. Dir.: Ng Lian Chin.
Audio: Cassette

Otari Nanpo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l. Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272 3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.
Audio: cassette

PolyGram Recs. Pte. Ltd., 6 Joo Koon Circle, Tuas, Jurong, Singapore 22. Tel: 268-1255. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Norman Cheng; Gen. Mgr.: Johnny Sng Chin Watt.

Rediffusion (Singapore) Pte. Ltd., 182 Clemenceau Ave., Singapore 0923. Cable: REDIFFUSE. Telex: 24114. Mng. Dir.: Jack Snowden; Gen. Mgr.: Noel Symons; Programme Controller: Ong Su Tow.
Audio: Cassette, open reel

Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tukang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASETCO. Telex: 35131. Dir.: S.T. Tsai; Sales Mgr.: Thomas D. Pereirra.
Audio: Cassette

Tony Wong Co. (Pte.) Ltd., 16 F, Block 9, Kallang Pl., Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.
Audio: 8-tr. cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.: Samuel Chong.
Home office: Malaysia, UNI
Audio: All plastic parts

Unimagnetic Pte. Ltd., 1-D, Lot 16, Section 2, Lorong Tunkang Lima, Jurong Town, Singapore 2261. Tel: 268-4230/5166. Cable: CASETCO. Telex: 35131. Dir.: S.T. Tsai; Sales Mgr.: Thomas D. Pereirra.
Audio: Cassette parts.

Tony Wong Co. (Pte.) Ltd., 16F, Block 9, Kallang Pl. Singapore 1233. Tel: (65) 235-3847. Cable: AUDIOTAPE. Telex: 23252. Mng. Dir.: Tony C.K. Wong.
Audio: All 8-tr. & cassette parts

EMPTY CARTRIDGES, CASSETTES & REELS

Kwang Sia Pte. Ltd., PO Box 1018, Colombo Court, Singapore 9117. Colombo Court, Rm. 308, 3rd fl., N. Bridge Rd., Singapore 0617. Tel: 336-5166. Cable: KWANGSIACO. Telex: 26689. Dir.: Ricky Ang; Mng. Dir.: Keng Seah Ang. (Importer)

Otari Nanpo Electronic & Sound Inds. (Pte.) Ltd., Redhill Ind'l. Estate, 3809D, Block 1, Jalan Bukit Merah, Singapore 0315. Tel: 272-3774. Mng. Dir.: Chang Hin Chong; Tech. Adviser: Yoshio Nabetani.
Audio: 8-tr. & cassette

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21. Tel: 667-027. Mng. Dir.: S.S. Goh; Gen. Mgr.

Samuel Chong
Home office: Malaysia, UNI
Brand name: UNI El Mar

Tony Wong Co (Pte) Ltd , 16F, Block 9, Kallang Pl Singapore 1233 Tel (65) 235 347 Cable AUDIOTAPE Telex 23252 Mng Dir Tony C K Wong
Audio: 8 tr , cassette
Brand name: Tony

JACKETS & SLEEVES
LABELS, OISK

Craft Print Pte Ltd PSA Multi Storey Complex Unit 513, Block 3 5th fl , Pasir Panjang Rd , Singapore 0511 Tel 275 1116 Cable CRAFTPRINT Telex 26862 Dir Dora Ong, Gen Mgr , Charlie Chan

Unigoh (Singapore) Pte. Ltd., 67 Jalan Jambu Ayer, Hock Seng Garden, Bukit Timah, Singapore 21 Tel 667 027 Mng Dir S S Goh, Gen Mgr Samuel Chong
Home office: Malaysia, UNI

RECORD MANUFACTURING EQUIPMENT

Hardie Trading (Servs) Pty Ltd Tanglin PO Box 212 Zone 9124 603 Shaw House 6th fl , Orchard Rd , Singapore 0923 Tel 235 2394/2210 Telex 21203 Mgr M G Buscombe (Importer)
Product: Transco master recording blanks

Unigoh (Singapore) Pte. Ltd , 67 Jalan Jambu Ayer Hock Seng Garden Bukit Timah, Singapore 21 Tel 667 027 Mng Dir S S Goh Gen Mgr Samuel Chong
Home office: Malaysia, UNI
Brand name: Finebilt

TAPE, BLANK LOAOEO & BULK RAW

Agfa Carat, see East Asiatic
Agfa Stereochrom see East Asiatic
Agfa Videochrom, see East Asiatic
Ampex, see Eastland
B A S F, see Jebsen & Jessen

East Asiatic Co Pte Ltd Agfa Gevaert Dept Finlayson House 1st fl , Raffles Quay, Singapore 1 Tel 981201 Telex 2 234 Agfa Gevaert Dept Dir Andrew Heng Seng Par
Audio: Blank–compact cassette open reel raw–cassette broadcast studio
Video: Cassette, open reel
Brand names: Agfa Carat, Agfa Stereochrom Agfa Videochrom

Eastland Trading (S) Pte Ltd , GPO Box 1128 283A Selegie Shopping & Office Complex Selegie Rd Singapore 0718 Tel 337 1021 Cable EASTLAND Telex 33485 Chm & Mng Dir Tee Sin Quek, Sales Dir See Gi Quek
Audio: Raw–cassette, open reel
Brand name: Ampex

Emitape see EMI

Intermagnetics Singapore Pte Ltd , Woodlands Factory Bldg , Block 15 No 10, Rd 9, Marsiling Ind l Estate, Singapore 25 Contact Mr Lian

Jebsen & Jessen (Singapore) Ltd , PO Box 2444, Supreme House, 10th fl , Penang Rd , Singapore 9 Tel 32 8361 Cable JEBJESSEN Telex 21487 Dir A Pons
Audio & Video: Cassette, open reel
Brand name: BASF

Kwang Sia Pte Ltd , PO Box 1018, Colombo Court Singapore 9117, Colombo Court, Rm. 308 3rd fl N Bridge Rd , Singapore 0617 Tel 336 5166 Cable KWANGSIACO Telex 26689 Di Ricky Ang Mng Dir Keng Seah Ang (Importer) (Blank only)
Audio: Cassette
Video.

Otari Nanpo Electronic & Sound Inds (Pte) Ltd Redhill Ind'l Estate 38090, Block 1, Jalan Bukit Merah, Singapore C315 Tel 272 3774 Mng Dir Chang Hin Chong, Tech Adviser Yoshio Nabetani
Audio: 8 tr & cassette

Sankei, see Unimagnetic
Tony, see Tony Wong

Unigoh (Singapore) Pte Ltd 67 Jalan Jambu Ayer Hock Seng Garden Bukit Timah, Singapore 21 Tel 667 027 Mng Dir S S Goh Gen Mgr Samuel Chong
Home office: Malaysia, UNI
Audio: 8 tr cassette

Unimagnetic Pte Ltd , 1 O Lot 16 Section 2 Lorong Tukang Lima Jurong Town, Singapore 2261 Tel 268 4230/5166 Cable CASETCO Telex 35131 Dir S T Tsai, Sales Mgr Thomas D Pereirra (Blank Only)
Audio: Cassette
Brand name: Sankei

Tony Wong Co (Pte) Ltd , 16F Block 9 Kallang Pl Singapore 1233 Tel (65) 235 3847 Cable AUOIOTAPE Telex 23252 Mng Dir Tony C K Wong
Audio: 8 tr cassette
Brand name: Tony

TAPE OUPLICATING & PROCESSING EQUIPMENT

Eastland Trading (S) Pte Ltd , GPO Box 1128, 283A Selegie Shopping & Office Complex Selegie Rd Singapore 0718 Tel 337 1021 Cable EASTLAND Telex 33485 Chm & Mng Dir Tee Sin Quek, Sales Oir See Gi Quek
Audio: Duplicators
Brand names: Ampex, Pentagon

Jebsen & Jessen (Singapore) Ltd , PO Box 2444 Supreme House 10th fl Penang Rd , Singapore 9 Tel 32-8361 Cable JEBJESSEN Telex 21487 Oir A Pons
Audio: Pancakes
Brand name: BASF

Unigoh (Singapore) Pte Ltd , 67 Jalan Jambu Ayer, Hock Seng Garden Bukit Timah, Singapore 21 Tel 667 027 Mng Dir S S Goh, Gen Mgr Samuel Chong
Home office: Malaysia UNI
Audio: Duplicators winders
Brand names: Ed Pic, King

• accessories

Eastland Trading (S) Pte Ltd , GPO Box 1128 283A Selegie Shopping & Office Complex, Selegie Rd Singapore 0718 Tel 337 1021 Cable EASTLANO Telex 33485 Chm & Mng Oir Tee Sin Quek, Sales Dir See Gi Quek
Product: Record–record care prods (Robins Watts) replacement styli Tape–head cleaners, bulk erasers demagnetizers, leader & splicing tape (all audio & video)

Kwang Sia Pte Ltd , PO Box 1018, Colombo Court, Singapore 9117, Colombo Court, Rm 308, 3rd fl , N Bridge Rd Singapore 0617 Tel 336 5166 Cable KWANGSIACO. Telex 26689 Di Ricky Ang, Mng Dir Keng Seah Ang (Importer)
Product: Record–carrying & storage cases record care prods , replacement styli

Unigoh (Singapore) Pte Ltd , 67 Jalan Jambu Ayer Hock Seng Garden, Bukit Timah, Singapore 21 Tel 667 027 Mng Dir S S Goh, Gen Mgr Samuel Chong
Home office: Malaysia, UNI
Product: Record–record care prods Tape–carrying & storage cases head cleaners, demagnetizers, leader & splicing tape

• store fixtures

Unigoh (Singapore) Pte Ltd 67 Jalan Jambu Ayer Hock Seng Garden, Bukit Timah, Singapore 21 Tel 667 027 Mng Dir S S Goh, Gen Mgr Samuel Chong
Home office: Malaysia, UNI
Product: Tape display racks

SOUTH AFRICA, REPUBLIC OF

Population: 24,091,000.
Rate of exchange: $1 (US) = 0 81 rand
Per capita income: $935
Holidays: January 1, April 6 (Founders Day), May 31 (Republic Day), October 10 (Kruger Oay), Oecember 16 (Day of the Vow) and all traditional Christian holidays

RECORDS:

Record sales certification awards: Gold single–25,000 units, platinum single–100,000 units Gold LP–20,000 units, platinum LP–50,000 units
Records sold domestically including imports (retail value): LP's 1980–$44,538,792, 1979–$31,934,752 Singles 1980–$13,635,954, 1979–$12,221,191
Records imported from USA: 1980–416,015 units, 1979–292,879 units
Records imported from countries other than USA: 1980–269,989 units, 1979–226,793 units
Average retail price per record: LP's–$8 19, singles–$2 00
Record club sales: None
Discounting: Frequent
Type of distribution: Manufacturer to retailer Rack jobbing through national chain stores accounts for a large percentage of sales.
Type of promotion: Radio is the main promotional medium Singles charts are compiled weekly by Springbok Radio, Radio 5, Disco Top 10 and the 20 Best Sellers Television features two weekly programs, Pop Shop and Easy Beat, both with film clips of international and local artists International artists on tour are interviewed on radio and television Some newspapers regularly publish supplements on all facets of the entertainment industry Springbok Radio and the record industry sponsor an annual contest to find the top South African artist and songwriter There is a stage show at which the Gold Sarie trophies are presented to the winners, and this is broadcast live on the national network
Jukeboxes: 500

TAPE:

Market: Cassettes have completely superseded 8-track Cassette player/recorders and radio cassette player/recorders for portable and auto use, along with the more technically elaborate music centers, are widely available in the marketplace.
Pre-recorded tape sold domestically including imports (retail value): 8-tr 1979–$321,737 Cassette 198C–$29,235,618, 1979–$14,805,301
Pre-recorded tape imported from USA 1980–49,285 units, 1979–22,820 units
Pre-recorded tape imported from countries other than USA: 117,581 units, 1979–85,946 units
Average retail price per tape: Cassette–$8 19

CONSUMER ELECTRONICS:

Number of homes with: AM/FM radios–2,500,000 (55%), television sets 1,500,000 (33%), phonographs–2,000,000 (44%), audio tape recorders–1,000,000 (22%)

RAOIO STATIONS:

No of independent channels 2, SABC channels 16 (5 AM, 13 FM)
Comment: Pop, MOR, classical and indigenous African records are used for a very substantial part of SABC's radio programs, particularly on the regional music stations–Radio Highveld, Port Natal, Good Hope and Radio Five–and on the programs for African people in seven tribal languages. The independent Capital Radio, based in Transkei, and Channel 702 in Bophutatswana are also record music stations

TELEVISION STATIONS:

No. of channels 1 commercial (SABC), 100% color (PAL)
Comment: The current 42-hours per-week one channel service commenced on January 5, 1976, and introduced spot advertising on January 1, 1978 A second channel, TV2, will open in 1982 to initially serve the Nguni and Sotho language groups, a third channel, TV3, is planned for 1983 or 1984 for other African language groups such as Zulu, Xhosa, and Tswana The current TV1 channel features news, detective and adventure, fiction, travel, wildlife and science documentaries, drama, opera, ballet, the arts, orchestral concerts, the church, and children's shows

IMPORT/EXPORT REGULATIONS:

Import permits are required for records Custom duty is 10% of FOB and 20% excise duty Import permits are not required for pre-recorded tapes Custom duty is 20% on FOB and 20% excise duty Exporters arrange for irrevocable documentary credit to be opened in their favor by the importers' bankers for the amounts to be paid by draft payable at sight or at a future date Usual shipping documents are required. Export credit insurance and forward exchange cover are available

MARKET ANALYSIS:

The record industry shared in the high level of economic activity and consumer spending in South Africa in 1980 Overall retail sales increased in value by almost 49% over 1979 By configuration, LPs were up 39%, singles 11% and cassettes 98%

The longtime popularity of country music is even more on an upward curve, a trend substantiated by television and radio programs and by country music festivals There is a revival in oldtime American jazz, and jazz clubs have a steady following Rock and roll maintains its popularity Sales of records by black artists of indigenous music continue their upward swing. In fact, South African recordings in general now have a major influence in sales patterns due in part to sophisticated and technically advanced studio productions

The number one spot in the weekly Springbok Radio 1980 singles chart was hit by top selling artists, including Suzi Quatro with "She's In Love With You"; Michael Jackson, "Don't Stop Till You Get Enough"; Pink Floyd, "Another Brick In The Wall", Styx, "Babe", Captain & Tennille, "Do That To Me One More Time"; KC & The Sunshine Band, "Please Don't Go", Nolan Sisters, "I'm In The Mood For Dancing"; Goombay Dance Band, "Sun Of Jamaica"; Janis Ian, "Fly Too High"; Pretenders, "Brass In Pocket", Marti Webb, "Take That Look Off Your Face"; Joy, "Paradise Road"; Village People, "Can't Stop The Music", Abba "The Winner Takes It All"; Diana Ross, "Upside Down", Ballyhoo, "Man On The Moon", and Barbra Streisand, "Woman In Love."

The South African Copyright Act of 1978 provides substantial fines and/or imprisonment for making or importing or distributing and selling unauthorized copies of records and prerecorded tapes. Home taping continues to be a problem and as in all other countries the industry has made representations for a royalty levy on sales of blank tapes and hardware.

William Ford Fraser

• record & tape manufacturers / distributors / importers

Akulalwa, see EMI-Brigadiers
All Great, see EMI-Brigadiers
Amahubu, see WEA
Angel, see EMI Brigadiers
Asylum, see WEA
Atco, see WEA
Atlantic, see WEA
B & S Int'l, see B & S Music

B & S Music Pty Ltd , 16 Edward St., Regents Park, Johannesburg Tel. 26-5010 Oirs E Schroder, Martin Ettin, B Vaughn; Gen. Mgr Estelle Vaughn, Sales Mgr Roger Rubin
Labels: (Owned) B&S Int'l, Dog, Platinum, Promise, Rejoice, Thokoza.
Int'l rep.: USA (Copyright Serv Bureau).

Bam, see CCP
Beat City, see WEA
Black Cat, see CCP
Black Music, see CCP
Blue Note, see EMI Brigadiers
Boots, see CCP
Brigadiers, see EMI-Brigadiers.
Buffalo, see Oavid Gresham & Teal
Bullet, see CCP
Butterfly, see Gramophone
C B S, see Gramophone.

C C P Rec Co (Pty) Ltd , 32 Steele St , Steeledale, Johannesburg 2197 Tel (11) 613-2011 Cable SOUNDBOX Telex 8-7406 Mng Oir Howard Ipp
Labels: (Owned) Black Cat, Black Music, Bullet, CCP, Hi Trax, Horse, Hot Stuff, Intuthuko, Lake Victoria, Mabob City, Reggae, Spes Bona, Yashingoma, Zimbabwe, **(licensed)** Creole (UK), De Lite (USA), Salsoul (USA), Stiff (UK), Virgin (UK), **(distributed–not licensed)** Bam, Boots, Oinosaur, Freeway, Hot Music, Jaguar, Kqasa, Minc, Sound Rays, Transistor

C T V, see EMI-Brigadiers
Cafe Society, see RPM
Capitol, see EMI Brigadiers
Chocolate City, see WEA
Church, see Teal
City Special, see Teal
Columbia, see EMI-Brigadiers
Contempo, see EMI Brigadiers.
Cool Blue, see EMI Brigadiers
Cotillion, see WEA
O G P Int'l, see Oavid Gresham
Dephon, see Trutone.
Oinosaur, see CCP
Oog, see B&S.
Oouble Up, see EMI Brigadiers
Oynamite, see EMI Music for Pleasure
E M I, see EMI-Brigadiers
E M I America, see EMI-Brigadiers

E M I Brigadiers (Pty) Ltd (IFPI), 32 Steele St , Steeledale, Johannesburg 2197 Tel (11) 613 2011 Cable SOUNOBOX Telex 8 7406 Mng Oir., C R Kelly, Mktg & Repertoire Oir Allan McInnes.
Labels: (Owned) Akulalwa, Angel, Blue Note, Brigadiers, Capitol, Columbia, Contempo, Cool Blue, Oouble-Up, EMI, EMI America, EMI Int'l, Goli, Gull, HMV, Harvest, Jamloti, Kaya Lami, Listen to the Wild, Molelo, N'Kanyazi, Odeon, One up, Oz, Parlophone, Purple, Regal-Zonophone, Ring, Safari, Shona Langa, Side Walk, Starline, Stateside, Swinger, Umsakazo, United/Liberty, Zodiac, **(licensed foreign)** BBC (UK), Carrere (France), Chiswick (UK), Purple (UK), RAK (UK), Wizard (Australia), **(distributed–not licensed)** All Great, CTV, FFP, Fast, Fist, Gudla-Gudla, MFA, MJR, More Music Hits, Nash, Oula, Red Label, SOV, Spinna, Summit, Sunshine, Tiger, 2 Good

E M I Int'l, see EMI-Brigadiers

E M I Music for Pleasure (Pty.) Ltd (IFPI), 32 Steele St , Steeledale, Johannesburg Tel (11) 613 2011 Cable SOUNOBOX Telex 87409 Mng Dir Neville Blignaut; Sales Mgr Barry Bothma, Mktg Mgr Johan du Plooy
Labels: (Owned) Oynamite, Flame, Mellow Mood, Skyline; **(licensed foreign)** Classics for Pleasure, Music for Pleasure, Music Way, Sounds Superb (all UK)

Elektra, see WEA
Embassy, see Gramophone
Emdubane, see Gramophone
Epic, see Gramophone
Epidemic, see RPM
Explosion see RPM
Ezomdabu, see Gallo
F F P, see EMI Brigadiers
F G B, see Gallo
Fast, see EMI-Brigadiers
Fast Move, see RPM
Fen City, see Trutone
Fist, see EMI Brigadiers
Flame, see EMI Music for Pleasure
Freeway, see CCP & Music Incorporated

G R C, see Gramophone.
Gallo (Africa) Ltd., PO Box 6216, 130 Kerk St., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Telex: 80153. Dir.: Peter Gallo; Creative Dir.: Peter Lotis; Gen. Mgr.: Fred Bugnatto; A&R & Promo. Dir.: Ivor Haarburger.
Labels: (Owned) Ezomdabu, FGB, Gallo, Gumba Gumba, Inkonkoni, MIW, Mashalashala, Mavuthela, Motella, PG Super, Smanje Manje, Soul Jazz, Soul Jazz Pop, Ziyaluma, Zobo; **(licensed domestic)** The Sun; **(licensed foreign)** Bronze (UK), Butterfly (USA), CTI (USA), Chrysalis (UK), Decca (UK), Delphine (France), Disneyland (USA), Hansa (Germany), Hispavox (Spain), Island (UK), MCA (USA) Shelter (USA).
Go Go, see Teal.
Goli, see EMI-Brigadiers.
Good as Gold, see Reveille.
Grace, see WEA
Gramophone Rec. Co. (Pty.) Ltd. (GRC) (IFPI), PO Box 2445, 132 Kerk St., Johannesburg. Tel: (11) 37-2827. Cable: AFRICORD. Telex: 8-0153. Mng. Dir.: Percy Golembo; Gen. Mgr. & Sales Mgr.: John De Beer; A&R Mgr.: Fred Pearson.
Labels: (Owned) Butterfly, CBS, Embassy, Emdubane, Epic, GRC, HVN, Harmony, Imbongi, Intuthuko, Jive Marabi, Masterpiece, Portrait, Soul Train; **(licensed)** Caribou, GTO, Jet, Kirshner, Monument, Ode, Philadelphia Int'l, Prelude, TK, T-Neck, Tappan Zee (all USA).
David Gresham Prod'ns (Pty.) Ltd., PO Box 626, Zone: 2000; 30 Eloff St., Johannesburg 2001. Tel: (011) 21-5029/5041. Cable: DAVEGRESH. Telex: 8-3645. Chm. & Mng. Dir.: D. Gresham; Sales Mgr.: Allan Goldswain; A&R Mgr.: Dennis East; Prod'r: Julian Laxton. (Distributed by Teal)
Labels: (Owned) Buffalo, DGP Int'l, Mpumemelo, NTU, Nitty Gritty; **(licensed foreign)** Red Bus, Splash (UK).
Int'l rep.: USA (David Gresham).
Groove, see JoBurg.
Gudla-Gudla, see EMI-Brigadiers.
Gull, see EMI-Brigadiers.
Gumba Gumba, see Gallo.
H M V, see EMI-Brigadiers.
H V N, see Gramophone.
Harmony, see Gramophone.
Harvest, see EMI-Brigadiers.
Highway Soul, see WEA.
Hi Trax, see CCP.
Hit Special, see Teal.
Horse, see CCP.
Hot Beat, see RPM.
Hot Music, see CCP & Music Incorporated.
Hot Stuff, see CCP.
Imbongi, see Gramophone.
Ingagasi, see Teal.
Ingwenya, see WEA.
Inkonkoni, see Gallo.
Intuthuko, see CCP & Gramophone.
Invisible Church Investments, 65 Prince Alfred St., Durban 4001. Tel: (031) 37-5414.
Label: (Represented) Maranatha! (USA).
Ipi Tombi, see Teal.
Jaguar, see CCP.
Jamloti, see EMI-Brigadiers.
Jive Marabi, see Gramophone.
JoBurg Import, see JoBurg Recs.
JoBurg Recs. & Music Publ'g (Pty.) Ltd., PO Box 93005, Yeoville, 2198 Johannesburg. Tel: (011) 41-3727. Mng. Dir.: Stan Cohen. (Distributed by WEA)
Labels: (Owned) Groove, JoBurg, JoBurg Import, King, RSA, Sound of Soul, Soweto.
Jordan, see Revelation.
Kalahari, see Teal.
Kaya-Lami, see EMI-Brigadiers.
King, see JoBurg.
Knockout, see RPM
Kqasa, see CCP.
Lake Victoria, see CCP.
Listen to the Wild, see EMI-Brigadiers.
M F A, see EMI-Brigadiers.
M I W see Gallo.
M J R, see EMI-Brigadiers.
Mabob City, see CCP.
Magic of Music, see Teal.
Maphuta, see Teal.
Mariner Music (Pty.) Ltd., Box 28530, Sunnyside, Pretoria 0132. Tel: (012) 44-4290. Cable: MUSIPUB. Telex: 8-0153. Pres.: Robert Schroeder; Gen. Mgr.: Roy Bulkin; Sales Mgr.: Moeller Louw. (Distributed by Gallo)
Label: (Owned) Rob Roy.
Mashalashala, see Gallo.
Masterpiece, see Gramophone.
Mavuthela, see Gallo.
Mellow Mood, see EMI Music for Pleasure.
Minc, see CCP & Music Incorporated.
Molelo, see EMI-Brigadiers.
Moonlight, see Teal.
Moonshine, see Trutone.
More Music Hits, see EMI-Brigadiers.
Motella, see Gallo.
Mpumemelo, see David Gresham & Teal.
Music for Pleasure, see EMI Music for Pleasure.
Music Incorporated (Pty.) Ltd., PO Box 39950, Bramley, Johannesburg 2018. Tel: (011) 37-9446. Telex: 8-6246. Mng. Dir.: Hilton Rosenthal. (Distributed by CCP)
Labels: (Owned) Freeway, Hot Music, Minc, Sound Rays; **(licensed foreign)** WMOT (USA).
Music Machine, see Teal.
N T U, see David Gresham.
Nash, see EMI-Brigadiers.
Nitty Gritty, see David Gresham & Teal.
N'Kanyazi, see EMI-Brigadiers.
Nonesuch, see WEA.
Odeon, see EMI-Brigadiers.
One-up, see EMI-Brigadiers.
One Way, see Reveille.
Oula, see EMI-Brigadiers.
Oz, see EMI-Brigadiers.
P G Super, see Gallo.
Parlophone, see EMI-Brigadiers.
Peace, see Revelation.
Phonogram, see Trutone.
Plastik, see Teal.
Platinum, see B&S.
Plum, see Teal.
Polydor, see Trutone.
Portrait, see Gramophone.
Pride, see WEA.
Promise, see B&S.
Purple, see EMI-Brigadiers.
R P M Rec. Co. (Pty.) Ltd. (IFPI), RPM House, PO Box 2807, Zone: 2000, 62 Goud St., Johannesburg 2001. Tel: (11) 29-2583. Cable: PHONOSOUND. Telex: 8-0859. Exec. Chm.: Matt Mann, Mng. Dir.: Ivor Schlosberg; Sales Mgr.: Peter Cooke; Musical Dir.: Dan Hill.
Labels: (Owned) Cafe Society, Epidemic, Explosion, Fast Move, Hot Beat, Knockout, RPM, Shumba, Spotlight; **(licensed)** A&M (UK, USA), Ariola (worldwide), Arista (UK, USA), Bearsville (USA), DJM (UK), Ice (UK), Island (UK), Magnet (UK), Motown (UK, USA), Savoy (USA).
Int'l reps.: Austria, Germany, Switzerland (all Teldec); Benelux (Ariola)
R S A, see JoBurg.
Rave, see Trutone.
The Record Centre, E14 Old Mutual Centre, Exchange Place, Cape Town 8001. Tel: 43-5258. Mng. Dir.: Andrew McKenzie. (Distributor/Importer/Exporter)
Red Label, see EMI-Brigadiers.
Regal-Zonophone, see EMI-Brigadiers.
Reggae, see CCP.
Rejoice, see B&S.
Reprise, see WEA.
Rev, see Reveille.
Reveille Recs. (Pty.) Ltd., PO Box 261141, Johannesburg 2023. Tel: (011) 23-5276/1866. Mng. Dir.: Audrey Smith.
Labels: (Owned) Good as Gold, One Way, Rev, Reveille.
Revelation Rec'gs (Pty.) Ltd., PO Box 32414, Braamfontein, Johannesburg. Tel: (011) 724-0511. Pres.: Peter E. Morkel; Mng. Dir.: P. Gavin Morkel; A&R Mgr.: David R. Ornellas; Sales Mgr.: J. Woodrow.
Labels: (Owned) Jordan, Peace, Revelation, Sonskyn; **(licensed foreign)** David Ingles (USA); **(distributed—not licensed)** Roger McDuff (USA).
Ring, see EMI-Brigadiers.
Rob Roy, see Mariner.
S D V, see EMI-Brigadiers.
Safari, see EMI-Brigadiers.
Shona Langa, see EMI-Brigadiers.
Shumba, see RPM.
Side Walk, see EMI-Brigadiers.
Skyline, see EMI Music for Pleasure.
Smanje Manje, see Gallo.
Sonskyn, see Revelation.
Soul Jazz, see Gallo.
Soul Jazz Pop, see Gallo.
Soul Soul, see Teal.
Soul Train, see Gramophone.
Sound Rays, see CCP & Music Incorporated.
Sound of Soul, see JoBurg.
Soweto, see JoBurg &-WEA.
Spes Bona, see CCP.
Spinna, see EMI-Brigadiers.
Spotlight, see RPM.
Springboard, see Trutone.
Starline, see EMI-Brigadiers.
Stateside, see EMI-Brigadiers.
Summit, see EMI-Brigadiers.
The Sun, see Gallo.
Sunshine Recs. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 4-24841. Mng. Dir.: Grahame Beggs; Gen. Mgr.: Christine Beggs. (Distributed by EMI-Brigadiers)
Label: (Represented) Abba.
Swinger, see EMI-Brigadiers.
Symphonia Studios Pty. Ltd., PO Box 656, Bedford View 2008. Tel: 53-4225. Telex: 8-3260. Mng. Dir.: H.M. Zaczek.
Label: (Licensed foreign) Sheffield (USA).
Teal Rec. Co. Ltd. (IFPI), PO Box 4105, Johannesburg 2000. Tel: (011) 28-2400. Cable: TEALREC. Telex: 8-0312. Chm.: A.G.J. McGrath; Mng. Dir.: P. Gallo; Sales Mgr.: I. Nathan; Promo. Mgr.: A. Marshall; Prod'n Mgr.: H.R. Friedman.
Labels: (Owned) Church, City Special, Go Go, Hit Special, Ingagasi, Kalahari, Magic of Music, Maphuta, Moonlight, Music Machine, Plastik, Plum, Soul Soul; **(licensed domestic)** Ipi Tombi; **(licensed)** Attic (USA), Awendo Rakedo (Kenya), Barclay (France), Boardwalk (USA), Durium (Italy), Fantasy (USA), Golden Hour (UK), Koth Kiyombi (Kenya), Kung Fu (Kenya), Milestone (USA), PRT (UK), Prestige (USA), RCA (USA), Rialto (UK), Stax (USA), Sugar Hill (USA), Vogue (France); **(distributed—not licensed)** Buffalo, Mpumemelo, Nitty Gritty.
Int'l rep.: USA (Arrow, Edelstein, Gross & Margolis).
Third Ear, see WEA
Thokoza, see B&S.
Tiger, see EMI-Brigadiers.
Transistor, see CCP.
Trutone Music (IFPI), PO Box 9299, Zone: 2000; 132 Kerk St., 5th fl., Johannesburg 2001. Tel: (11) 29-7149. Telex: 8-0312. Mng. Dir.: Bruce Mackenzie; Nat'l Sales Mgr.: Geoff Furniss; Polydor Div. Mgr.: Bill Prout-Jones; Phonogram Div. Mgr.: Val Bryant; Classical Mgr.: Willie Bredenhann; Local Exec. Prod'r: Emil Zoghby.
Labels: (Owned) Rave, Trutone; **(licensed)** Archiv (Germany), Caedmon (USA), Casablanca (USA), Charisma (UK), DG (Germany), DRG (USA), ECM (Germany), EG (UK), Fontana (Netherlands), Heliodor (Germany), Inner City (USA), Karussell (Germany), MGM (USA), MMO (USA), MPS (Germany), Mercury (USA), Pablo (USA), Philips (Netherlands), Polydor (Germany), Prelude (USA), Privilege (Germany), RSO (UK), Rocket (UK), Spoken Arts (USA), Spring (USA), Turnabout (UK), Vertigo (UK), Verve (USA, Japan), Vox (USA); **(distributed—not licensed)** Oephon, Fen City, Moonshine, Springboard.
Int'l reps.: Worldwide (Phonogram & Polydor).
The Turntable (Pty.) Ltd. (IFPI), PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer)
2 Good, see EMI-Brigadiers.
Umsakazo, see EMI-Brigadiers.
United/Liberty, see EMI-Brigadiers.
W E A Int'l, see WEA Recs.
W E A Recs. (Pty.) Ltd. (IFPI), PO Box 17356, Hillbrow 2038; 20 Ridge Rd., Parktown, Johannesburg 2193. Tel: (011) 643-3141. Cable: WEARECORSA. Telex: 4-24139. Mng. Dir.: Derek Hannan; Financial Dir.: Michael Oldfield.
Home office: USA, WEA Int'l.
Labels: (Owned) Amahubu, Asylum, Atco, Atlantic, Beat City, Chocolate City, Cotillion, Elektra, Highway Soul, Ingwenya, Nonesuch, Pride, Reprise, WEA Int'l, Warner Bros.; **(licensed foreign)** Beggars Banquet (UK), Dark Horse (USA), Lightning (UK), Logo (UK), Luapula (Zambia), Oyeyo Ringo (Kenya), Planet (USA), Radar (UK), Riva (UK), Shungu (Zimbabwe), Sire (USA), Swan Song (USA); **(distributed—not licensed)** Grace, JoBurg, Soweto, Stanyan (USA), Third Ear.
Warner Bros., see WEA
Word of Life Whsle., PO Box 698, Florida 1710. Tel: (011) 672-1192. Chief Exec.: R.B. Beeson; Gen. Mgr.: Miss C. Christopherson.
Label: (Represented) Singcord (USA).
Yashingoma, see CCP.
Zimbabwe, see CCP.
Ziyaluma, see Gallo.
Zobo, see Gallo.
Zodiac, see EMI-Brigadiers.

• music publishers

A G Music, see Clan.
Acuff-Rose SA (Pty.) Ltd., Silvern Centre, 3rd fl., Nugget & Market Sts., Johannesburg 2001. Tel: (11) 23-5276, 23-1866. Chief Exec.: Audrey Smith.
Int'l firms represented: Milene, Fred Rose (both USA); Acuff-Rose group (worldwide).
Angela Music Publ'g Co. (Pty.) Ltd., 4 Goudvis Rd., Melrose N., Johannesburg 2196. Tel: (11) 788-6094. Telex: 4-25063. Mng. Dir.: Terry Dempsey; Gen. Mgr.: Carrie Dempsey.
Int'l firm represented: Sesame Songs (UK).
Int'l reps.: Benelux (Nada), Germany (Roba), Japan (Watanabe), Scandinavia (Sweden).
Breakaway Music Co. (Pty.) Ltd., 480 Cork Ave., Ferndale, Randburg, 2194 Transvaal. Tel: (011) 793-2913. Cable: BREAKAWAY. Telex: 4-24841. Mng. Dir.: Grahame M. Beggs; Gen. Mgr.: Jenni Harris.
Int'l firm represented: Polar (Sweden).
Buffalo, see Gallo.
Carstens de Waal Music (Pty.) Ltd., see Gallo.
Cherry Lane Music Co. (Pty.) Ltd., PO Box 379, 239 Alfeskor Bldg., 32 Third Ave., Wynberg Sandton, Bergvlei 2012. Gen. Mgr.: Anton Alberts.
Home office: USA.
City Limits Music, see Minc.
Clan Music Publ'g Co. (Pty.) Ltd., PO Box 2807, Zone: 2000; 62 Goud St., Johannesburg 2001. Tel: (11) 29-2583. Cable: PHONOSOUND. Telex: 8-0859. Chm. & Mng. Dir.: Matt Mann; Gen. Mgr.: Robbie Kallenbach.
Int'l firms represented: Leo Feist (USA), Hastings (USA), Interworld (USA), Dick James (UK), Magnet (UK), Miller (USA), Robbins (USA), Shelby Singleton (USA), Sparta Florida (UK), United Artists (USA).
Int'l rep.: UK (RPM/Blue Chip).
Contagious Music (Pty.) Ltd., see Clan.
Copyright Serv. Bureau SA (Pty.) Ltd., 16 Edward St., Regents Park, Johannesburg. Tel: (11) 26-9112. Mng. Dirs.: Martin Ettin, Ernest Schroder; Gen. Mgr.: Estelle Vaughn; Prof. Mgr.: Buddy Vaughn.
Int'l firm represented: Copyright Serv. Bureau (USA).
Int'l rep.: USA (Copyright Serv. Bureau).
Dephon (Pty.) Ltd., see Reveille.
E M I-Brigadiers Music (Pty.) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: ABEEMUSIC. Telex: 87409. Mng. Dirs.: A. Venter, Clive Kelly; Gen. Mgr.: Andre Viljoen; Prof. Mgr.: Joe Nofal.
Int'l firms represented: Bay City (UK), Big Secret (UK), Bob The Dog (UK), Capitol Prod'n (USA), Chibell (UK), Crusty (UK), Dynamic Cat (UK), Gold Hill (USA), Grade One (UK), Hollingfield (UK), Jarak (USA), Lynnal (UK), Martin-Coulter (UK), Mews (UK), Mother Goose (UK), Nisbet & Beck (UK), Our (UK), Porter (USA), Red Bus (UK), Song Yard (USA), Stephen Stills (USA), Velvet Apple (USA), W & N (USA).
Int'l rep.: Worldwide (EMI).
E M I Music Publ'g (South Africa) (Pty.) Ltd. (SAMRO), 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: ABEEMUSIC. Telex: 87409. Mng. Dir.: Clive Kelly; Gen. Mgr.: Andre Viljoen; Prof. Mgr.: Joe Nofal.
Int'l firms represented: Ambleside (UK), Ardmore & Beechwood (UK), Berry (UK), Black Swan (UK), Colgems-EMI (USA), Combine (UK), Cross Keys (USA), Oix (UK), Donna (UK), EMI Film & Theatre (UK), EMI Music (UK), B. Feldman (UK), First Floor (UK), Sam Fox (UK), Francis Day & Hunter (UK), Garnett (UK), Hermusic, KPM (UK), Kennedy Street (UK), Manchester (UK), Marlboro (UK), Peter Maurice (UK), Moss Rose (UK), Mutual (UK), Keith Prowse (UK), Roar (UK), Screen Gems-EMI (UK, USA), Tree (USA), Tribune (UK), Varda (UK), World Copyrights (UK).
Int'l rep.: Worldwide (EMI).
Essex Music Group (Pty.) Ltd., PO Box 6857, Johannesburg. Tel: (11) 643-5415. Cable: SEXMUS. Mng. Dir.: Kevin J. O'Hara.
Flying Dutchman (Pty.) Ltd., see Clan.
G R P C, see Gallo.

Southern Music Publishing Co. (South Africa) Pty. Ltd. Johannesburg, Republic of South Africa

Gallo Music (Music Publ'g Co. of Africa Pty. Ltd.) (SAMRO), PO Box 6216, 130 Kerk St., Johannesburg 2000. Tel: (11) 28-2400. Cable: MUSIPUB. Telex: 8-0153. Mng. Dir.: Peter Gallo; Gen. Mgr.: John Edmond.
Int'l firms represented: Ackee (USA), Antisia, April, Arista/Career (USA), Arwin, Bleunig, Braintree (USA), Brew (USA), Brownhut, Charliz (USA), Cherry Lane, Chinnichap (UK), Chrysalis group (UK), Clandalee, Compass (USA), Cookhouse group, Cram Renraff, Walt Disney (USA), Eaton (UK), John Farrar, Fools Gold, Geffen, Golden Arthers, Heart group, Jasperilla (USA), Jim Ed (USA), Jump, KPM, Lady Jane (USA), Heath Levy (UK), Ledaclan, Lennono, Lions Head, Little Dickens (USA), Louvigny-Marquee (UK), McCartney (UK), Marksmen (UK), Masculine, Megabyte, Moonlight & Magnolias, Murray Deutch group (USA), Pennine Songs, Planetary Nom, Poco, Porchester, RAK (UK), Rondor (USA), Cyril Shane (UK), Larry Shane, Shelter, Shillelagh (USA), Skyhill (USA), Sleepy Dumpling (UK), Steinberg, Sunbury (UK), Tumbleweed (Australia), 20th Century (USA), Welk group (USA).

Gold, see Gallo.

Goldrush Music, see Angela.

Head's Music (Pty.) Ltd., see Reveille.

Impala Music Co., see Gallo.

Intersong (Pty.) Ltd., PO Box 10678, 130 Kerk St., Johannesburg 2000. Tel: (11) 37-6480. Cable: BELINDSONG. Telex: 8-4153. Dir.: B. Mackenzie; Gen. Mgr.: Art Heatlie; Prof. Mgr.: N. Edwards.
Int'l firms represented: Abigail (Australia), CAM (USA), Chappell (worldwide), Hill & Range (USA), Intersong group (worldwide), Kamikaze (USA), Penjane (Australia), RSO (UK, USA), Saggifire (USA).
Int'l reps.: Worldwide (Chappell, Intersong).

JoBurg Recs. & Music Publ'g (Pty.) Ltd. (SAMRO), PO Box 93005, Yeoville, 2198 Johannesburg. Tel: (011) 41-3727. Mng. Dir.: Stan Cohen.

Jonathan Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg. Tel: (11) 643-5415. Cable: SEXMUS. Chm.: Barry Kimberley; Mng. Dir.: Kevin O'Hara; Dir.: Vicky Bentick-Kimberley.
Int'l firms represented: Agent Orange, DeShufflin, Filmways, Modest, Musicways, Paul Simon, Bruce Springsteen, Sun Disc, TZ, Tannen, Turkey, Wayward (all USA).

Jordan Music (Southern Africa) (SAMRO), PO Box 32414, Braamfontein, Johannesburg. Tel: (011) 724-0511. Pres.: Pete E. Morkel; Mng. Dir.: P. Gavin Morkel; Gen. Mgr.: Dave Ornellas; Prof. Mgr.: J. Woodrow.

Juluka Music, see Minc.

Laetrec Music Ltd., PO Box 6216, Zone: 2000; Gallo Centre, 2nd fl., 130 Kerk St., Johannesburg 2001. Tel: (11) 28-2490. Dir.: Peter Gallo; Gen. Mgr.: John Edmond.
Int'l firms represented: Blue Ribbon/Tristar group (UK), Blue Seas (USA), Casa David (USA), C'est (USA), Goparm (USA), House of Gold (USA), Hungry Mountain (USA), Jac (USA), Kiss (USA), Lambert & Potter (USA), Morning (Canada, USA), Natural Songs (USA), Pattern (UK), Quackenbush (USA).
Int'l reps.: Worldwide (Arrow, Edelstein, Gross & Margolis) except Australia (Associated), Canada (Morning).

Leeds Music (Africa) (Pty.) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: LEEDSMUSIK. Telex: 8-0153. Gen. Mgr.: Peter Lotis.
Int'l firms represented: ABC-Dunhill (USA), ATV (UK), American Broadcasting (USA), Four Knights (UK), Graduate (UK), Tony Hiller (UK), Leeds (UK), MAM (UK), MCA (USA), Northern Songs (UK), Lawrence Wright (UK).

Linhill, see Gallo.

Little Monster Music (Pty.) Ltd. (SAMRO), PO Box 626, Johannesburg 2001. Tel: (011) 21-5029, 21-5041. Cable: DAVEGRESH. Telex: 8-3645. Mng. Dirs.: Dennis East, David Gresham; Gen. Mgr.: Dennis East; Prof. Mgr.: Pat Challis.
Int'l firms represented: Betsize (UK), Black Sheep (UK), Goldgresh (USA), Red Bus (UK), State (UK).
Int'l rep.: USA (Goldgresh).

Mamba Music (SAMRO), see Little Monster.

Mavuthela, see Gallo.

Mellin Music (Pty.) Ltd., PO Box 11254, Zone: 2000; 32 Steele St., Steeledale, Johannesburg 2001. Tel: (011) 613-2811. Cable: ABEEMUSIC. Telex: 87409. Dir.: B. Papert; Gen. Mgr.: Andre Viljoen; Prof. Mgr.: Joe Nofal.
Int'l firms represented: Robert Mellin, Sherwin (both UK).

Melodine, see Gallo.

Melody Music (Pty.) Ltd., see Gallo.

Merritone, see Gallo.

Minc Music, PO Box 39950, Bramley, Johannesburg 2018. Tel: (011) 37-9446. Telex: 8-6246. Mng. Dir.: Hilton Rosenthal.

Ivan Mogull Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg. Tel: (11) 643-5415. Cable: SEXMUS. Mng. Dir.: Kevin J. O'Hara.

Musicpiece Publ'rs (Pty.) Ltd. (NORM, SAMRO), PO Box 11254, Zone: 2000; 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDBOX. Telex: 8-7409. Mng. Dir.: Clive Calder; Mgr.: Andre Viljoen, Prof. Mgr.: Joe Nofal.
Int'l firms represented: J. Albert (Australia), Blackhill (UK), Black Scorpio (France), Boomtown Rats (Switzerland), Cam-Al (USA), City Boy (UK), GH (UK), Grade & Lynton (USA), Lercs (France), Lucky Three (USA), Macauley (UK), Mushroom (Australia), Noel Gay (UK), Riva (UK), Salsoul (USA), Scorpio (France), Street (UK).
Int'l reps.: Switzerland, UK (both Zomba).

Peer-Southern Org., see Southern Music.

David Platz Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg. Tel: (11) 643-5415. Cable: SEXMUS. Dirs.: David & Paul Platz, Kevin O'Hara.

Plymouth Music (Pty.) Ltd. (SAMRO), PO Box 11254, Zone: 2000; 32 Steele St., Steeledale, Johannesburg 2001. Tel: (011) 613-2011. Cable: ABEEMUSIC. Telex: 87409. Dir.: B. Papert; Gen. Mgr.: Andre Viljoen; Prof. Mgr.: Joe Nofal.
Int'l firms represented: Allegro Holdings (UK), Campbell Connelly (UK), Chacksfield (UK), Eros (UK), Intersound (Germany), Lemmel (UK), Andre Lutereau (France), Manette (UK), Mason (UK), Medway (UK), Rimusic (UK), Senlak (UK), Sheila (USA), Sonoton (Germany), Tonarchiv (Germany).

Reveille Music (Pty.) Ltd., PO Box 261141, Johannesburg 2023. Tel: (011) 23-5276/1866. Mng. Dir.: Audrey Smith; Gen. Mgr.: Leslie Madinga; Prof. Mgr.: Laura Bernstein.
Int'l firms represented: ATV (USA), Big Sky (USA), Birdees, Blue Band (Canada), Blue Echo (Canada), Blue Melody (Canada), Blue Street, Blythwood, Brothers Three, Brougham-Hall (USA), Buckhorn (USA), Bullpen (USA), Butter, Churn, Combine group (USA), Comet (USA), Cream, Dark Cloud, Deerwood, Dwarf, Early Morning, East Memphis, Easy Money (USA), Equinox (USA), First Generation, Greenwich, Iza, Lady Casey (USA), Mandina (USA), Meredith (USA), Mijac, Mocassin, Muscle, Music City, Perren-Vibes (USA), Pop 'N Roll, Ram's Horn (USA), Ranjack, Rat Trap, Resaca (USA), Return (USA), Rocksmith (USA), Boz Scaggs, Siggy, Silver Soul, Southern Nights, Special Rider (USA), Sweco (USA), Sweet Summer Night, Tennessee Swamp Fox, Tuff, Venice, Vibritmar, War Drum (USA), Welbeck, Wimot, Youngun.

Roan Antelope Music, see Gallo.

Robroy Music, Box 28530, Sunnyside, Pretoria 0132. Tel: (012) 44-1558. Cable: MUSIPUB. Telex: 8-0153. Pres.: Roy Bulkin; Gen. Mgr.: Robert Schroeder; Prof. Mgr.: Moeller Louw.
Int'l rep.: UK (Zomba).

Silversongs (Pty.) Ltd., see Clan.

Snider Kruise, see Southern Music.

Southern Music Publ'g Co. (SA) (Pty.) Ltd., 62 St. Patrick's Rd., Houghton, Johannesburg 2198. Tel: 648-5404. Cable: SOUTHMUSIC. Dir.: Glyn Taylor.
Home office: USA, Peer-Southern Org.
Firms represented: Edward Kassner (UK), Snider Kruise.

Southern Sky Music (Pty.) Ltd., see Clan.

Tiba Music, see Minc.

Tradelius & Co., PO Box 3159, Durban 4000. Tel: (031) 69137. Cable: ACCORDIO. Telex: 6-0389. Pres.: H. Tradelius; Int'l Div. Dir.: E. Rasch; Prof. Mgr.: Ronald Chetty.
Int'l firms represented: Alfred (USA), Chappell (UK, USA), Hal Leonard (USA), Melbay (USA), Music Sales (UK).

Valentine Music (SA), see Reveille.

Warner Bros. Music (South Africa) (Pty.) Ltd., PO Box 6857, Johannesburg. Tel: (11) 643-5415. Cable: SEXMUS. Dirs.: Kevin J. O'Hara, Derek Hannan, Ed Silvers, Leonard Golove.
Int'l firms represented: Blendingwell, Briarpatch, Bug, Candlewyck, Marty Cooper, Crabshaw, Dawnbreaker, Debdave, Delcini, Diana, Durango, Ecnirp, Emanuel, Evansongs, Fleedleedle, Fourth Floor, Frozen Butterfly, Gnossos, Jasmine, Kidada, Le Bone Aire, Malaco, Mel Bren, Milk Money, Naked Snake, Olde Grog, Purple Bull, Roaring Fork, Shoesongs, Shoetunes, Somerset, State of the Arts, Twist Party, Vicious Circle, Warner Bros., Warnes, Yellow Brick Road, Zevon (all USA); Neon, Plantgent Visions, Virgin (all UK).
Int'l reps.: Australia, Brazil, Germany, Italy, Netherlands, Sweden, UK, USA (all Warner Bros.); France (PECF).

Yackamo Music (SAMRO), PO Box 626, Johannesburg 2000. Tel: (011) 21-5029/5041. Cable: DAVEGRESH. Telex: 8-3645. Chm. & Mng. Dir.: David Gresham; Dirs.: Allan Goldswain, T.J. Masingi.
Int'l reps.: USA (Goldgresh).

• sheet jobber / supplier

Tradelius & Co., PO Box 3159, Durban 4000. Tel: (031) 69137. Cable: ACCORDIO. Telex 60389. Pres.: H. Tradelius; Int'l Div. Dir.: E. Rasch.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of the Southern African Phonographic Ind. (ASAPI), PO Box 5411, Johannesburg. Tel: (11) 613-2011. Sec'y-Treas.: W.F. Fraser.

Southern African Record & Tape Oists. Ass'n, PO Box 8213, Johannesburg 2000. Tel: (11) 613-2011. Telex: 87409. Chm.: C.R. Kelly; Sec'y-Treas.: W.F. Fraser.

LICENSING ORGANIZATIONS, MUSIC

D A L R O (Dramatic, Artistic & Literary Rights Org. Pty. Ltd.), PO Box 9292, Johannesburg 2000; SAMRO House, DeBeer & Juta Sts., Braamfontein 2001. Tel: 725-2580. Cable: LITTERA. Mng. Dir.: Gideon Roos. (Performing, recording & reprographic rights for literary, dramatic & artistic works)

N O R M (National Org. for Reproduction Rights in Music in Southern Africa Ltd.), PO Box 4378, Zone: 2000; 1017 Bosman Bldg., 99 Eloff St., Johannesburg 2001. Tel: (011) 29-0627. Chm.: George Hardie; Sec'y: Kathleen Webb. (Mechanical rights only)

S A M R O (Southern African Music Rights Org. Ltd.), PO Box 9292, Johannesburg 2000; SAMRO House, De Beer & Juta Sts., Braamfontein 2001. Tel: 725-2580. Cable: ACISUM. Mng. Dir.: Gideon Roos. (Performing rights only).

S A R R A L (South African Rec'g Rights Ass'n Ltd.), PO Box 4378, Zone: 2000; 1017 Bosman Bldg., 99 Eloff St., Johannesburg. Tel: (11) 29-0627. Cable: MECRIGHTS. Mng. Dir.: G.R. Hardie. (Mechanical rights only).

PLATING, PROCESSING & PRESSING PLANTS

E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDBOX. Telex: 87406. Factory Div. Dir. & Gen. Mgr.: E. Cumings.

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Dir.: Peter Gallo. (Pressing only).

PRINTERS & LITHOGRAPHERS

E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDBOX. Telex: 87406. factory Div. Dir. & Gen. Mgr.: E. Cumings.

Interpak (Pty.) Ltd., PO Box 8009, 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Rec. Pac Mgr.: J.N. Berz.

RECORD PROMOTION

The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke.

TAPE CUSTOM DUPLICATORS

E M I Inds. (South Africa) Pty. Ltd., 32 Steele St., Steeledale, Johannesburg 2197. Tel: (11) 613-2011. Cable: SOUNDBOX. Telex: 87406. Factory Div. Dir. & Gen. Mgr.: E. Cumings.

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg 2000. Tel: (11) 28-2400. Cable: GALLOTONE. Dir.: Peter Gallo.
Audio: 8-tr., cassette.

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Cassette.

Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-0312. Mng. Dir.: Bruce Mackenzie.
Audio: Cassette.

• supplies

CARTRIDGE & CASSETTE PARTS

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Cassette pulleys, hubs, cushion foils.

Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-0312. Mng. Dir.: Bruce Mackenzie.
Audio: Cassette boxes, lids & halves.

EMPTY CARTRIDGES, CASSETTES & REELS

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Cassette.

Trutone Music, PO Box 9299, Johannesburg 2000. Tel: (11) 29-7149. Telex: 8-0312. Mng. Dir.: Bruce Mackenzie.
Audio: Cassette.

JACKETS & SLEEVES

LABELS, DISK

Interpak (Pty.) Ltd., PO Box 8009, 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Rec. Pac Mgr.: J.N. Berz. (45, LP)

The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer–Labels)

POLYETHYLENE BAGS & SHRINKWRAP

RAW MATERIALS

RECORD MANUFACTURING EQUIPMENT

The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer)

PROFESSIONAL TAPE SUPPLIES

Interpak (Pty.) Ltd., PO Box 8009, 34 Barbara Rd., Elandsfontein, Transvaal 1406. Tel: (011) 58-8900. Cable: INPAKOR. Rec. Pac Mgr.: J.N. Berz. (Distributor/Importer)
Audio: Cassette labels.

TAPE, BLANK LOADED & BULK RAW

Agfa-Photo (Pty.) Ltd., PO Box 1366, Johannesburg 2000; Wrench Rd., Isando. Tel: 36-2811. Cable: MATADOR. Telex: 8-7936, 8-8558, 8-6406. (Blank only)
Audio: 2", 1" cassette, open reel.
Video: ½" Beta & VHS cassette.

B A S F South Africa (Pty.) Ltd., 68 Fifth St., Johannesburg 2001. Tel: (011) 673-5311. Cable: SABASF. Telex: 80304. Sales Mgr.: Mr. Mueller.
Audio: 2", 1", cassette, open reel.
Video: 1" open reel, ¾" cassette, ½" Beta & VHS cassette.

Intermagnetics Transkei Pty. Ltd., PO Box 959, Vulindela Heights, Umtata 5100, Transkei. Contact: Frank G. Goodchild.

Magnetic Duplicating Servs., PO Box 302, Somerset West 7130. Tel: (024) 36338. Chief Exec.: Geoff Carman.
Audio: Cassette.
Brand name: Fun Time Int'l.

• accessories

Agfa-Photo (Pty.) Ltd., PO Box 1366, Johannesburg 2000, Wrench Rd., Isando. Tel: 36-2811. Cable: MATADOR. Telex: 8-7936, 8-8558, 8-6406.
Product: Tape–head cleaners, leader & splicing tape.

Symphonia Studios Pty. Ltd., PO Box 656, Bedford View 2008. Tel: 53-4225. Telex: 8-3260. Mng. Dir.: H.M. Zaczek.
Product: Record–record care prods., turntable mats.

The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke. (Distributor/Importer).
Product: Record–carrying & storage cases, record care prods., turntable mats, 45 RPM adaptors, replacement styli; tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.

• store fixtures

The Turntable (Pty.) Ltd., PO Box 4645, Upper OK Mall, Carlton Centre, Johannesburg 2001. Tel: (11) 21-1471. Telex: 4-24688. Mng. Dir.: Kenneth Marks; Gen. Mgr.: Sol Marks; Sales Mgr.: Ingrid Saeke.
Product: Record & tape browser boxes, display racks, divider cards, security systems.

SPAIN

Population: 37,800,000
Rate of exchange: $1 (US) = 95 pesetas
Per capita income: $3,800.
Holidays: January 1 (Circumcision of the Lord), January 6 (Epiphany), May 1 (Labor Day), June 24 (St. John's Day), July 25 (St. James Day), August 15 (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), December 8 (Immaculate Conception) December 25 (Christmas), other Christian holidays

RECORDS:

Record sales certification awards: Gold single–75,000 units, Gold LP–50,000 units, platinum LP–150,000 units
Records sold domestically including imports (retail value): LP's 1979–15,000,000 units, $110,000,000 Singles 1979–7,000,000 units, $12,500,000.
Average retail price per record: LP's–$3.57 $9.28, singles–$1.43 $2.50.
Record club sales: 9% of total
Discounting: Rare.
Type of distribution: Manufacturer to-wholesaler to retailer (20%) manufacturer to-retailer (73%), rack jobbing (5%), mail (2%)
Type of promotion: Promotion is made through the press (3%), radio (59%), television (30%), discotheques (7%), other (1%)
Jukeboxes: 17,000

TAPE:

Pre-recorded tape sold domestically including imports (retail value): 8-tr 1979–200,000 units, $1,142,857 Cassette 1979–23,000,000 units, $164,285,714
Average retail price per tape: 8 tr $5.70, cassette–$7.14

CONSUMER ELECTRONICS

Number of homes with: Phonographs–3,200,000 (32%), audio tape recorders–5,700,000 (58%), video tape recorders–40,000 (.4%)

RADIO STATIONS:

No. of commercial 338, no. of government 63, no. of AM 181, no. of FM 220
Comment: Programming is broken down into music (40%), news (20%), amusing (20%), cultural (12%), publicity (8%). Music programming is further broken down into pop (75%), folk and flamenco (18%), classical (6%) and jazz (1%), with 97% recorded and 3% live

TELEVISION STATIONS:
No. of channels 2
Comment: Programming is broken down into films and telefilms (40%), news (20%), amusing (10%), cultural (10%), sports (10%), children's (6%), music (4%).

IMPORT/EXPORT REGULATIONS:
Record and tape exportation is free. Record importation is free but import rights represent a 55% increase over the retail price in the country of origin.
Fernando Salaverri

• record & tape manufacturers / distributors / importers

A S C E. see Movieplay.
Afrodita, Pintor Murillo 31, Alicante.
Alba, see Edigsa.
Alfid, Tres Senoras 1-5, Barcelona 21.
Alhambra, see Columbia.
Als 4 Vents, see Apolo & Edigsa
Amalgama, see EMI-Odeon.
Apolo Recs., Mascaro 23, Barcelona 32. Tel: (91) 236-6169. Chief Exec. Angel Fabregues Morla.
Labels: Als 4 Vents, Orips, Tandem, Tauro.
Archiv, see Polydor.
Aries-Canary Recs., San Vicente Ferrer 73, Santa Cruz de Tenerife, Canary Islands. Tel: (922) 27-65-63. Gen. Mgr: Jose Luis Gutierrez Solano; Int'l Mgr. Jose Manuel Garcia Santos.
Ariola, see Ariola-Eurodisc.
Ariola-Eurodisc SA (IFPI), Calle Aragon 204, 4th fl., Barcelona 11. Tel. (93) 254-9805. Cable: HISPARIOLA. Telex: 52771. VP Ariola Int'l Group: Ramon Segura Martinez, Gen. Mgr.: Alberto Serra Pujol, Int'l Dir.: Jose E. Luzardo; Mktg. Div.: Carlos Sanmartin Gonzalez; Admin. Dir.: Emilio Pere; Sales Mgr.: Camilo Muedra Fontanet
Branch: Madrid 10, General Martinez Compos 9, 1st fl. Tel (91) 447-4026. Telex: 23537.
Labels: (Owned) Ariola, Eurodisc, Vergara; **(licensed foreign)** Arista (USA), Bronze (UK), Island (UK), MCA (USA), Manticore (UK), Mericana (USA), Microfon (Argentina), Ricordi (Italy), Shelter (USA), Tomato (USA), Virgin (UK).
Int'l reps.: Argentina (Microfon), Bolivia (Lauro), Central America (Odeca), Chile (Quatro), Colombia (Sonolux), Ecuador (Fadisa), Mexico (Bertelsmann), Peru (FTA), Portugal (PolyGram), USA (Mericana), Venezuela (Cordica).
Ark, see EMI-Odeon.
Arte & Ciencia, Ygentea 2, San Sebastian
Audiens, see CIMASA.
Audiomundo, see Portadores.
Audio & Video SA (IFPI), Valehermoso 32, Madrid 15 Tel (91) 448 0955 Gen. Mgr.: Fidel Perez Hernandez.
Labels (Owned): Audio, Azar, Boa, Fase, Iris, Jack, Magnetic, Off, Spot.
Auditorium, see Phonic.
Auvi Ed. de Audio/Visuales SA (IFPI), Doctor Carulla 31-33, Barcelona 17. Tel: (93) 212-7967. Telex: 51539. Gen. Mgr.: Alfonso R. Serra; Sales Mgr.: Antonio R Ibanez; Int'l Dept.: Roberto Canto.
Labels: (Owned) Auvi, Liceo, Neuronium; **(licensed)** Affinity (UK), Charly (UK), Deesse (France), Posh Boy (USA), R&B (UK), Rockhouse (Netherlands); **(distributed—not licensed)** ORG (USA), Hansa (Germany), La La (France), Mouse (Belgium), Rounder (USA).
Int'l reps.: Argentina (American Rec'g), Colombia (Fuentes), Greece (General), Venezuela (Corpodisco).
Azar, see Audio & Video.
B & F Ents., Jose Martinez Velasco 6, Madrid 30. Tel. (91) 273-2467. Mng. Dir: Mr. Platon, Export Dir. Mgr: Miguel Fernandez. (Importer/ Exporter)
Pablo Lopez Balada, Portugalete 5, Barcelona Tel (93) 243-2579 Chief Exec.: Pablo Lopez Balada; Sales Mgr. Mr. Rouras
Label: Palobal.
Barnafon, see Zafiro
Bass-Orums, Pintor Mir 9, Bajos, Barcelona 31 Tel (93) 357-4250/0646. Pres. & Prod'r. Ramon Farran.
Label: (Owned) Orums
Belpass SA, Apdo. 13, San Carlos, Ibiza. Tel 33-03-45. Dir Erik Schoenland.
Belter SA (Oiscos) (IFPI), Calle Gomis 1, Barcelona 23. Tel (93) 211 5500 Cable: BELTEROISC. Telex: 51259 Mng. Dir: Francisco Roses; Sub Dir Gen., Gabriel Orfila; Int'l Dir: Antonio Figueiredo; Export Dir Ignacio Janer.
Branch: Madrid, Salut 17. Tel: (91) 231-61-69. Cable: BELOISC. Telex: 42065.
Int'l branch: Portugal.
Labels: (Owned) Belter, Impacto, Ocre, Olivo, Olympo, Sauce Int'l; **(licensed)** Midsong (USA), Motown (USA), Salsoul (USA); **(distributed—not licensed)** Oacapo, Ensayo, Zambra.
Int'l reps.: Argentina (Microfon Tonodisc) Australia (Carinia), Bolivia (Lauro), Central America (Promdisco), Chile (EMI Odeon), Colombia (Discomoda), Dominican Republic (Alhambra), Ecuador (Coprodisa), Mexico (Musart), Peru (Quatro) Puerto Rico (Alhambra), Switzerland (Finsterwald & Cantacuzene), USA (Alhambra), Venezuela (Suramericana) (SEE ADVERTISEMENT)
Bilbao Trading SA Import-Export, Marques del Puerto 9, Bilbao 8. Tel: (94) 415-5255 Cable: VELLIOOMUSIK Telex. 31351. Gen. Mgr. Ramon A. Rodamilans; Sales Mgr.: Jose A. del Campo. (Distributor/Importer/ Exporter)
Label: (Distributed—not licensec) Music Minus One (USA)
Boa, see Audio & Video.
Bocaccio, see Compania Fonografica Espanola & Zafiro.
C A M Espana SA, Arturo Soria 157, Madrid 33. Tel (91) 413-2837/29450 Cable: EOIMUSICAM. Telex: 23955.
Branch: Barcelona 23, Padua 38, 1st & 2nd fls Tel: 211 2936. Telex 54483. Admin. Mgr. Giuseppe Lulli; Prod'n Mgr.: Fabrizio Damiani.
C B S SA (Oiscos), Av. del Generalisimo 25, 9th fl., Madrid 16 Tel: (91) 455-3845/ 4026. Cable: COLRECORD Telex 22890 Gen. Mgr.: Tomas Munoz, Sales Mgr.: Roberto Navarro
Branch: Barcelona, Tuset 19-21, 2nd fl Tel: (93) 200.21.44.
Labels: (Owned) CBS; **(licensed)** CGO (Italy), Lifesong (USA), Tappan Zee (USA).
Int'l reps.: Worldwide (CBS Int'l).
C I M A S A (Compania Industrial de Materiales Acusticos SA), Vallehermoso 14, Madrid 15 Tel (91) 448 22.00/ 04/08
Label: (Owned) Audiens
Cabra, see Edigsa.
Cala O'Or, see Maller
Camden, see RCA
Cancela Tape, see Zafiro.
Capitol, see EMI-Odeon.
Cardisc SA, Pje Garrofers 19-21, Bajos 4a, Barcelona 26. Tel: (93) 347-3766/3933. Gen. Mgr.: Carlos Gimenez Pertinez; Sales Mgr.: Luis Garcia Porras.
Carrillon, see Edigsa.
Carnaby, see Columbia.
Casablanca, see Fonogram.
Caudal, see Zafiro.
Chapa, see Zafiro.
Chinchecle, see Movieplay.
Circulo de Lectores (Club de Oiscos) SA, Valencia 344, Barcelona 9. Tel: (93) 258.76.00. Cable: CILEC. Dir.: Juan Maymo.
Labels: (Owned) Orlador, Pergola.
Clave, see Hispavox.
Clavel, see Portadores
Cofasa (Columbia Fonogram Asociadas SA) (IFPI), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
Columbia SA (Oiscos) (IFPI), Apdo. 2299, Av. de los Madronos 27, Parque Conde de Orgaz, Madrid 33. Tel: (91) 200-8040. Cable: OISCOLUMBIA. Telex: 44316. Pres.: Aurora Inurrieta; Mng. Dir.. Enrique Inurrieta; Gen. Mgr.. Enrique M. Garea; Int'l Mgr.: Gerhard Haltermann; Mktg. Mgr.: Antonio Martinez; Financial Mgr.: Antonio Fernandez-Peinado; Export/Import Mgr.: Ramon Fernandez; Musical Dir.. Jose Luis Navarro; Promo. Dir.. Gabriel Gonzalez; Int'l Promo.. Vicente de Juan; Int'l Repertoire: Jose Manuel Gonzalez-Cuevas.
Branches: Barcelona 37, Gerona 176. Tel: (93) 257-9007. Mgr.: Rafael Olive; Sales Mgr.: Manuel Cespedes: Promo.. Romy Feliu; Classical Repertoire Mgr.: Juan Arnau.
Int'l branches: Las Palmas de Gran Canaria; USA, Alhambra.
Labels: (Owned) Alhambra, Carnaby, Columbia, Iberia; **(distributed)** Copacabana (Brazil), Jupiter (Germany), Magnet (UK), Melodiya (USSR), Pablo (USA), Polar (Sweden), Ricordi (Italy), Som (Brazil), Stiff (UK), Telefunken (Germany), UMIP (France).
Int'l reps.: Argentina (Oiscosa), Bolivia (Lauro), Brazil (Som Industria & Comercio), Chile (EMI), Colombia (Philips), Ecuador (Famoso), Germany (Teldec), Greece (Music-Box, Minos Matsas), Japan (King), Mexico (Oiscosa), Peru (Industrial Sonorado), Portugal (Vadeca), Switzerland (Musikvertrieb), Turkey (Melodi), USA (Alhambra), USSR (Melodiya), Uruguay (Sondor), Venezuela (Grabaciones Mundiales).
Compania Fonografica Espanola (IFPI), Augusto Figueroa 39, Madrid 4. Tel: (91) 222-7474. Cable: MILOISC. Gen. Mgr.: Carlos Perez Alvaro; A&R Mgr.. Jose Manuel Yanes; Guimbarda Mgr.. Manuel Dominguez. (Distributed by Zafiro)
Labels: (Owned) Bocaccio, Explosion, Guimbarda, Jazz-Stop, Poplandia; **(licensed foreign)** Arfolk (France), Cezame (France), L'Escargot (France), Everest (USA), Flying Fish (USA), Hexagone (France), High Peak (UK), Keltia III (France), Logo (UK), MPS (Germany), Philo (USA), Plant Life (UK), Radial Choice (UK), Request (USA), Revolum (France), Rounder (USA), Rubber (UK), Sonet (UK), Spotlite (UK), Temple (UK), Topic (UK), Transatlantic (UK), Ventadorn (France).
R Cuxart (Eds.), Montecasino 2, Barcelona 6. Tel (93) 201-5899. Chief Exec. Raimon Cuxart.
Labels: (Owned) Eda, Stereo 4a Dimension; **(licensed)** 12
Int'l reps.: Germany (Stereo Tape), UK (Coombe).
O G G, see Polydor.
O I S C A N, Canalejas 61-1-Izqd., Las Palmas, Canary Islands Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis
Oacapo, see Belter
Oecca, see Fonogram.
Oiada, see Oial.
Oial Oiscos SA, Po. De La Castellana 247, Madrid 16. Tel (91) 733-5243. Cable: OIALOISCOS. Gen. Mgr.. Laurentino Ramos, Sales Mgr.. Carlos Fernandez; Int'l Mgr.. Inma Ruiz.
Labels: (Owned) Oiada, Oiamante, Oiapason, Limoeiro, Nevada, **(licensed)** A-S (USA), Ansonia (USA), Audiomasters (USA), BBC (UK), Circle Line (Argentina), Everest (USA), Folkways (USA), Garzon (France), Gruner & Jahr (Germany), Guitarra (Mexico), Intercord (Germany), Koala (USA), E. Musicali Video (Italy), Opus (Czechoslovakia), Orion (USA), San Juan group (USA), Tapecar (Brazil), Top Tape (Brazil), Vee Jay Int'l (USA)
Int'l reps.: Argentina (Circle Line), Brazil (Tapecar, Top Tape), Bolivia (Oiscolandia), Chile (Sonidos), Colombia (FM), Ecuador (Ecuason), Luxembourg (Geopress Int'l), Mexico (Guitarra), Panama (Libreria Rubyl), Turkey (Melody), Venezuela (Sonografica Venezolana), USA (Ralph L. Seltzer).
Oiamante, see Oial
Oiapason, see Oial.
Oiplo, see Phonic.
Oiscobal SA, C. Felipe de Paz, 4, Barcelona 28 Tel: (93) 339-2776 Gen. Mgr.. Jose Manuel Gonzales (Tape Manufacturer/Distributor)
Labels: Oiscobal, Sira, Sueve.
Oiscophon SA (IFPI), Calle Valencia 288, Barcelona 7 Tel. (93) 215-1324. Owner. Antoni Serra Gomez.
Labels: (Licensed) ALA (USA), Bulldog (UK), Crescendo (USA), Everest (USA), PVK (UK), Palacio de la Musica (Venezuela), Phonoco (UK), Vaya-Fama (USA), Sonet (Denmark).
Orips, see Apolo.
Orums, see Bass-Orums.
E M E C, see Movieplay.
E M I-Odeon SA (IFPI), Via Augusta 2 bis, 4th fl., Barcelona 6. Tel. (93) 217-0500. Cable: GRAMOFONO. Telex 52497. Pres. Luis Sagi-Vela, Gen. Mgr.: Pierre Maget; Deputy Mgr.: Alberto Cardona; EMI-Odeon Div. Opns. Mgr.: Rafael Gil; Sales Mgr.. Julio Esclusa.
Branch: Madrid 13, Plaza de Ramales 2 Tel. (91) 242-5207.
Labels: (Owned) Amalgama, Ark, Capitol, EMI, Harvest, Liberty-United Artists, Odeon, Pathe, Reflejo, Regal, La Voz de Su Amo, **(licensed)** Deutsche Harmonia Mundi (Germany), Oiscos Top-Hits (Venezuela), La Oiscoteca (Venezuela), MPL Communications (UK), Pink Floyd (UK), Promotone (Netherlands), Purple (UK), RAK (UK), Valentim de Carvalho (Portugal).
Eda, see R. Cuxart.
Edigsa (Ed. General SA) (IFPI), Gran Via de les Corts Catalanes 654. Barcelona 10. Tel: (93) 302-2516. Gen. Mgr.. Manuel Sancho.
Labels: (Owned) Alba, Als 4 Vents, Cabra, Edigsa, Oliba, Pardal, Pebrots, Xistral, Zeleste, **(licensed)** Acanta (Germany), Balkanton (Bulgaria), Bearsville (USA), Big Beat (France), Le Chant du Monde (France), Cherry Red (UK), ORG (USA), ECM (Germany), Factory (UK), First American (USA), Folkways (USA), Fuentes (Colombia), Greensleeves (UK), Harmonia Mundi (France), Japo (Germany), L&R (Germany), Panton (Czechoslovakia), SM (France), Sono Cairo (Egypt), SteepleChase (Denmark), Watt (Germany); **(distributed—not licensed)** Carrillon
Int'l reps.: France (Le Chant du Monde, Harmonia Mundi).
Ensayo, see Belter
Epic (div. of Oiscos CBS SA) (IFPI), Po. de la Castellana 93, Madrid 16. Tel: (91) 455-3845/4026. Cable COLRECORD. Telex 22890. Mng. Dir.. Stigvon Bahr; Gen. Mgr.: Ramon Crespo; Sales Mgr. Roberto Navarro.
Labels: (Owned) Epic; **(licensed)** A&M (USA), Ariston (Italy), Boardwalk (USA), CGO (Italy), Caribou (USA), Carrere (France), Cleveland Int'l (USA), Oreyfus (France), Full Moon (USA), GTO (UK), Jet (UK), Kirshner (USA), Nemperor (USA), Orfeon (Mexico), Philadelphia Int'l (USA), Starflite (USA), Sweet City (USA), TK (USA), T-Neck (USA), Trema (France)
Espectra, see Sintonia.
Eufonic, La Fuente 16, Abrera (Barcelona)
Eurodisc, see Ariola-Eurodisc.
Explosion, see Compania Fonografica Espanola & Zafiro
Fase, see Audio & Video.
Ferysa, Virgen de Aranzazu 21, Madrid 34. Contact: Fernando Rodriguez Polo.
Label: (Represented) Moss Music Group (USA).
Ficlo Mktg., Plaza Cardona 11, Barcelona 6. Tel: (93) 251.95 77 (Distributor)
Fisam SA, Guillermo Tell 21, Barcelona 12. Tel. (93) 228-0905. Gen Mgr.. Ezequiel Beaumont; Sales Mgr.. Inmaculada Mateo. (Distributor/ Importer)
Fonal, see Maller.
Fono-2 Recs., Apdo. 22022, Nueva Zelanda 50, Madrid 35. Tel: (91) 216-4652. Chief Exec.: Jose Luis Alvarez Sanchez.
Labels: (Owned) JLA, **(licensed)** Stereo Tape (Germany)
Int'l rep.: Germany (Stereo Tape).
Fonogram SA (IFPI), Av. de America & Hernandez de Tejada s/n, Madrid 27. Tel: (91) 267-4200. Telex. 22849. Dir Mgr Jose Pascual; Gen. Mgr.. Mariano de Zuniga; Pop Mktg. Patrick Noel Burke; Sales Mgr.. Francisco Hernandez.
Branch: Barcelona 37, Calle Bruch 136. Tel. (93) 207-4512. Mgr.. Luis Lopez.
Labels: (Owned) Casablanca, Oecca, Fontana, Mercury, Philips, Vertigo, **(licensed)** CNR (Netherlands), Charisma (UK), Oe-Lite (USA)
Fontana, see Fonogram.
Gades, see Izquierdo.
Gala, see RCA.
Gaviota, see Hispavox.
Gold Seal, see RCA
Gong, see Movieplay.
Graficas Foco SA (IFPI), Av. de America & Hernandez de Tejada, Madrid 27 Tel: (91) 267-4200. Gen. Mgr. Kees Ton
Guimbarda, see Compania Fonografica Espanola
Harvest, see EMI-Odeon.
Hispavox SA (IFPI), Torrelaguna 64, Madrid 27. Tel: (91) 415-2304. Cable VOXSA Telex: 22931, 46859 Pres.: Jose Manuel Vidal Zapater, Mng Dir. Jose Luis Gil Rodriguez; Deputy Mng. Dir.: Saul Tagarro, Int'l Dir.. Luis Calvo, Int'l A&R: Carlos J. Casado
Branch: Barcelona 13, Calle Marina 291 Tel (93) 235 2390 Telex 52599.
Labels: (Owned) Clave, Gaviota, Hispavox, (licensed) Alvorada (Portugal), Amadeo (Austria) Arion (France), Asylum (USA), Atlantic (USA), Baby (Italy), CTI (USA), Chant du Monde (France), Copacabana (Brazil), Oamont (UK), Oark Horse (USA), Oelphine (France) Oisneyland (USA), Elektra (USA), Erato (France), Fantasy (USA), Gamma (Mexico), Hungaroton (Hungary), Milestone, Nonesuch (USA), Prestige, Reprise (USA), Sire (USA), Stax (USA), Swan Song (UK), Vanguard (USA) Vox (USA), Warner Bros. (USA) Wergo (Germany).
Int'l reps.: Australia (Festival), Austria (Polydor) Belgium (Polydor), Bolivia (Lauro), Canada (Polydor Warner Bros.), Central America (Odeca), Chile (Quatro), Colombia (Codiscos), Dominican Republic (Mozart), Ecuador (IFESA), France (Arion, Erato, Polydor) Germany (Polydor), Greece (Music Box), Israel (Hatahlit), Japan (Nippon Columbia, Victor), Mexico (Gamma), New Zealand (Festival), Peru (El Virrey), Portugal (Radio Triunfo), South Africa (Gallo), USA (Alhambra, Musical Heritage, Sire, Warner Bros., West Side Latino, Vox) USSR (Melodiya), Uruguay (Palacio de la Musica), Venezuela (Distribuidora Sonografica Venezolana, Love), Yugoslavia (RTB)
Iberia, see Columbia
Iberica del Sonido, Principe 12, Madrid
Impacto, see Belter
Imperial Int'l SA, Velazquez 101, Madrid 6 Tel (91) 411-2613 Telex 43448. Gen. Mgr. Alain Milhaud, Sales Mgr Angel Lopez Sanchez
Labels: (Owned) K-Tel, 333
Indalo, see RCA
Iris, see Audio & Video
Izquierdo Producciones Oiscograficas, Avda Carrero Blanco 10, Chiclana de la Frontera, Cadiz. Tel (956) 40 09 95 Chief Exec. Rafael Izquierdo
Labels: Gades, PIO
J L A, see Fono-2
Jack, see Audio & Video.
Jazz Stop, see Compania Fonografica Espanola.
K tel, see Imperial
Kardantxa, see Movieplay.

Southern Music Espanola, S.A.
Barcelona, Spain

Liberty-United Artists, see EMI-Ddeon.
Liceo, see Auvi.
Limoeiro, see Dial.
Lineatres, see RCA.
Lord Pop, Ferrer del Rio 33, Madrid 28.
M G A (Eds. & Producciones Fonograficas), Constitucion 127, Barcelona 14. Tel: (93) 332-5166. Gen. Mgr.: Manuel Gimenez Alvarez.
M G M, see Polydor.
Magnetic, see Audio & Video.
Maller SA, Vicente Juan Rossello 22, Palma de Mallorca. Tel: (971) 284-166. Dir. Gen.: Miguel Aller Martin.
Labels: (Owned) Cala D'Or, Fonal, Maller.
Marfer SA (IFPI), Paseo de la Virgen del Puerto 7, Madrid 5. Tel: (91) 265-7800. Chief Exec.: Antonio Martinez; Gen. Mgr. Emilio Fernandez; Sales Mgr.: Vicente Jimenez.
Labels: (Owned) Marfer, Succes, Trama, Turquesa, Valor; **(licensed)** Everest (USA), Record Serv. (Italy), Roulette (USA), Sweet City (USA), Turicaphon (Switzerland), Vox (USA).
Int'l reps.: Colombia (Sonolux), Costa Rica (Onda Nueva), Dominican Republic (Distribuidora Dominicana), France (Musidisc), Guatemala (Discos & Cassettes), Mexico (Alamo), Nicaragua (Discos & Cassettes), Panama (Onda Nueva), USA (Godell), Venezuela (Discorona).
Mercurio Discos, Jaime Hermida 9 Bis, Madrid 17. Tel: (91) 204-6993. Dir.: Gen.: Cruz Gonzalez Sanz.
Mercury, see Fonogram.
Metodos Vivientes SA, Muntaner 479, Barcelona 21.
Mirlo, see RCA.
Montilla, see Zafiro.
Movieplay SA (IFPI), Fernando El Santo 17, 2nd fl., Madrid 4. Tel: (91) 419-7013, 419-7266. Telex: 43861. Gen. Mgr.: Juan Santabaya; Ass't Gen.: Julio Fernandez-Cueto; Sales Mgr.: Jorge Campos; A&R Mgr.: Gustavo Ramudo; Promo. & Pub. Mgr.: Juan-Jose Guitierrez; Int'l Mgr.: Juan C. Cifuentes.
Branch: Barcelona 6, Tuset 34. Tel: (93) 218-8000. Mgr.: Manuel Ibanez.
Labels: (Owned) Chinchecle, Gong, Kardantxa, Movieplay, Serano, Xeira, Yupi; **(licensed)** Alshire (USA), Areito (Cuba), Avatar (UK), Barclay (France), Chiswick (UK), Condor/Dicap (France), Egg (France), Everest (USA), Graduate (UK), Ice (UK), Intercord (Germany), Nueva Trova (Cuba), Orfeon (Mexico), Red Bus (UK), Red Shadow (UK), Rondelet (UK), Safari (UK), Stage Coach (UK); **(distributed—not licensed)** ASCE, EMEC.
Int'l reps.: Argentina (Discosa), Australia (Festival), Austria (Intercord), Chile (Alerce), Colombia (Drbe, Philips), Costa Rica (Dideca), Dominican Republic (Alhambra), Ecuador (Coprodisa), El Salvador (Dideca), France (Chant du Monde) Germany (Intercord), Guatemala (Dideca), Honduras (Dideca), Italy (Durium), Japan (Toshiba), Mexico (Discosa), Nicaragua (Dideca), Panama (Sonomundi), Peru (El Virrey), USA (Alhambra, RCA), Venezuela (Grabaciones Mundiales).
Neuronium, see Auvi.
Nevada, see Dial.
Ocre, see Belter.
Odeon, see EMI-Odeon.
Off, see Audio & Video.
Oliba, see Edigsa.
Olivo, see Belter.
Olympo, see Belter.
Orlado, see Circulo de Lectores.
P D S, see Portadores de Sonido.
P I D, see Izquierdo.
Palobal, see Pablo Lopez Balada.
Pan & Musica, Apartado de Correos 2441, Barcelona.
Pardal, see Edigsa.
Pathe, see EMI-Odeon.
Pax (IFPI), Enrique Jardiel Poncela 4, Madrid 16. Tel: (91) 250-5310. Cable: DISCDPAX. Telex: 45051. Dir.: Jose M. Burgos Gonzalez; Dir.: Catalina Jaume.
Pazo SA, Enamorados 34, Barcelona 13.
Pebrots, see Edigsa.
Percasa, Via Carpetana 71, Madrid 19.
Pergola, see Circulo de Lectores.
Philips, see Fonogram.
Phonic SA, Calle Madrazo 14, 3rd fl., Barcelona 6. Tel: (93) 228-0905. Pres.: Jorge Doncos; Sales Mgr.: Gen. Mgr.: Luis Quintana; Jaime Ferrer.
Labels: (Owned) Auditorium, Diplo, Phonic; **(licensed)** Ampro (USA), Arrowtabs (UK), Beatt Int'l (UK), Crypto (France), M. Laguens (France), Stereo Tape (Germany), Vee-Jay (USA), Who's Who In Jazz (USA).
Phonorecord, Cuesta de Santo Domingo, Madrid 13. Tel: (91) 241-0509/0580. Dir.: Maximo Baratas.
Polydor SA (IFPI), Agastia s/n, corner of Av. de America, Madrid 27. Tel: (91) 267-4200. Telex: 22849. Chief Exec.: Carlos Borrallo; Gen. Mgr.: Mariano de Zuniga; Sales Mgr.: Julio Herrero.
Branch: Barcelona 9, Bruch 136. Tel: (93) 207-0739. Contact: Antonio Rovira.
Labels: (Owned) Archiv, DGG, MGM, Polydor **(licensed)** Dreamland (USA), EG (UK), RSO (UK).
Poplandia, see Compania Fonografica Espanola & Zafiro.
Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410.31.30. Gen. Mgr.: J.M. Estebaranz Mansilla.
Labels: (Owned) Audiomundo, Clavel, PDS; **(licensed)** Beatt (UK), Magnet (Switzerland).
Puput, see Zafiro.
Puzzle, see Zafiro.
R C A SA, Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600. Gen. Mgr.: Alberto Galtes; A&R & Int'l Liaison: Ernesto Duarte.
Branch: Barcelona.
Labels: (Owned) Camden, Gala, Gold Seal, Indalo, Lineatres, Mirlo, RCA, Red Seal, Victor, Victrola, Vik, White Diamond; (Licensed) AWB, Aura, Bacillus, Bellaphon, Buddah, Butterfly, CAM, Chanterelle, Chrysalis, Gem, Grunt, IB, Inphasion, Millennium, Numero Uno, Reader's Digest, Salsoul, Som Livre, 20th Century-Fox, Two Tone.
Int'l reps.: Worldwide (RCA).
Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241-3007/3105. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado Gen. Mgr.: Jose Antonio Jimenez; Sales Mgr.: Andres Ruiz Tarazona; Sales Ass't: Mercedes Tarazona Matilla. (Distributor/Importer)
Labels: Acanta, Ariola, Belter/Ensayo, CBS, Candide (Canada), Decca/Columbia, Deutsche Grammophon, Dial, Discophon, EMI, Edigsa, Etnos, Hispavox, Movieplay, Philips, RCA, Rubini (Italy), Supraphon (Czechoslovakia), Vox (UK), Zafiro.
Red Seal, see RCA.
Reflejo, see EMI-Odeon.
Regal, see EMI-Ddeon.
Sauce Int'l, see Belter.
Serano, see Movieplay.
Serdisco, see Zafiro.
Seven 7, Fuente del Coll 15, Barcelona 23. Tel: (93) 219-4566. Mgr.: Manuel Gomez.
Singleton Prod'ns, Via Augusta 59, Desp. 804, Barcelona 6. Tel: (93) 228-3800. Telex: 97700 Gen. Mgr.: William H. Singleton; Admin. & Finance: Madlen E. Singleton; Sales Mgr. & Serv.: Ronald F. Burke.
Label: (Owned) Vampire.
Sintonia SA (IFPI), Vallehermoso 32, Madrid 15. Tel: (91) 445-8678. Gen. Mgr.: Bartolome Espadale.
Labels: (Owned) Espectra, Sintonia.
Sira, see Discobal
Spot, see Audio & Video.
Stereo 4a Dimension, see R. Cuxart.
Succes, see Marfer.
Sueve, see Discobal.
Tandem, see Apolo.
Tauro, see Apolo.
333, see Imperial.
Trama, see Marfer.
Triton (Eds.) (IFPI), Lepanto 392, Barcelona 25. Tel: (93) 235-6325. Chief Exec.: Miquel Carbonell; Gen. Mgr.: Narcis Vidal; Sales Mgr.: Albert Vernet.
Turquesa, see Marfer.
12, R. Cuxart.
Valor, see Marfer.
Vampire, see Singleton.
Vergara, see Ariola-Eurodisc.
Vertigo, see Fonogram.
Victor, see RCA.
Victoria (AS Musical Discos), Larrard 34, Barcelona 24. Tel: 214-7302. Dir. Gen.: Juan Aules Sabartes.
Victrola, see RCA.
Vieta Audio Electronica SA, Calle Bolivia 239, Barcelona 20.
Label: (Represented) Delos (USA).
Vik, see RCA
La Voz de Su Amo, see EMI-Ddeon.
Wah-Wah Producciones Discograficas, Saliente, A, Madrid 30. Tel: (91) 274-3208. Telex: 43241. Pres.: Ricardo Manzanares. (Importer/Exporter)
White Diamond, see RCA
Xeira, see Movieplay.
Xistral, see Edigsa.
Xoxoa, Gral, Davila, 12 Bilbao. Tel: 443.08.58. Dir. Gen.. Jesus Jaima Yarritu Buruchaga; PR: Itziar Aranchamendi Ercilla.
Yupi, see Movieplay.
Zafiro Group (IFPI), Apdo. 14177, Av. de Cantabria 2-4 & 6, Madrid 22. Tel: (91) 742-1261. Cable: ZAFIRD. Telex: 22690. Mng. Dir.: Esteban Garcia Morencos; Gen. Mgr.: Antonio Ortega; Sales Mgr.: Jose Luis Ortiz; Int'l Mgr.: Angel Prieto.
Labels: (Owned) Barnafon, Cancela Tape, Caudal, Chapa, Montilla, Puput, Puzzle, Serdisco, Zafiro; **(licensed)** Cetra (Italy), Fonit (Italy), Dick James (UK), Mezhkniga (USSR), PRT (UK), PWM (Poland), Saga/Trojan (UK), Slovart (Czechoslovakia); **(distributed—not licensed)** Bocaccio, Explosion, Musart (Mexico), Poplandia, Transatlantic (UK).
Int'l reps.: Argentina (Phonogram), Chile (Quatro), Colombia (Orbe), Ecuador (Fadisa), El Salvador (Dicesa), Mexico (Musart), USA (Alhambra), Uruguay (Variety), Venezuela (Polydor).
Zambra, see Belter.
Zartos SA, San Elias 11, Barcelona 6. Tel: (93) 200-9318. Chief Exec.: Mercedes Mozar; Gen. Mgr.: Pilar Matos. (Distributor)
Int'l reps.: Argentina (Redondel), Mexico (Tiempo).
Zeleste, see Edigsa.
Zzelesta SA, Pedro Muguruza 8, 5th fl., Madrid 16. Tel: (91) 250.37.11. Gen. Mgr.: Rafael Martos.

• music publishers

Acropol (SGAE), Av. Jose Antonio 68, Madrid 13. Tel: (91) 248.31.80.
Adagio Eds. Musicales (SGAE), see Quiroga.
Albert/EGD, see EGO.
Alier (Ed.), Carmen 27, Madrid 13. Tel: (91) 221.97.71.
April Music (SGAE), Av. Generalisimo 25, 9th fl., Madrid 16. Tel: (91) 455-3845. Cable: COLRECDRD MADRID. Telex: (831) 22890. Gen. Mgr.: Antonio Perez Solis.
Int'l firms represented: April (worldwide).
Int'l reps.: Worldwide (April).
Arabella Eds. Musicales SA, Calle Aragon 204, 4th fl., Barcelona 11. Tel: (93) 254-9805. Cable: HISPARIDLA. Telex: 52771. Gen. Mgrs.: Alberto Serra, Ramon J. Segura.
Home office: Germany.
Int'l firms represented: Arabella (Germany, Mexico).
Int'l reps.: Argentina (Edifon), Central America (Dimasa), Colombia (Sono Inter), Mexico (Arabella), USA (Trina Jill), Venezuela (Unimusica).
Arnes-Canary Recs., San Vicente Ferrer 73, Santa Cruz de Tenerife, Canary Islands. Tel: (922) 27-65-63. Gen. Mgr.: Jose Luis Gutierrez Solano; Int'l Mgr.: Jose Manuel Garcia Santos.
Arpa Eds. Musicales (SGAE), see Quiroga.
Audiens (Ed.), Vallehermoso 14, Madrid 15. Tel: (91) 448-2200/04/08.
Barna, Via Layetana 158, Bajos, Barcelona 9. Tel: (93) 228.69.67.
Belter SL (Eds. Musicales) (SGAE), Salut 17, Madrid. Tel: (91) 231-61-69. Cable: BELDISC. Telex: 42065. Dir.: Manuel Cubedo.
Int'l firms represented: RKM (Belgium).
Int'l reps.: Belgium (Roland Kluger), Germany (Ralf Arnie, Intro, Minerva), USA (CAM-USA).
Bocaccio Eds. Musicales (SGAE), Recoletos 11-2C, Madrid 1. Tel: (91) 276-9230. Cable: EDIMDNT. Gen. Mgr.: Margarita Tamames.
Int'l firms represented: Andante, Avid, Big, Black Sun, Castle Hill, Celestial Harmonies, Coryell, D'Abo, Oex, Dizlo, Free Jazz, Futures Passed, Gaeda, Gillian, Greenwich, Jackaroe, Jon Mark, Joyride, Lauralee, Mandina, Mayflower, Millet, Mouzon, Elvena Mouzon, Ondine, Phase Text, Real to Real, Rocksmith, Rohm, Silkie, Solar Plexus, Smith Tunes, Tarik, Timtobe, Unit Core, Venice, Vida, Watt Works, Wonderbuns, Zid (all USA); Robinsong (France).
Boom Eds. Musicales, see Quiroga.
C A M Espana SA, Arturo Soria 157, Madrid 33. Tel: (91) 413-2837/2945. Cable: EDIMUSICAM. Telex: 23955.
Branch: Barcelona 23, Padua 30, 1st & 2nd fls. Tel: 211-2936. Telex: 54483. Admin. Mgr.: Giuseppe Lulli; Prod'n Mgr.: Fabrizio Damiani.
Int'l firms represented: Andrew Heath (UK), Compass (USA), DJM (UK), Grever (Mexico), Marquez (Mexico), Radio Tele Lux (France), Reina (Colombia), Acapulco (Mexico), Valentine (UK).
Int'l rep.: Mexico (Discorama).
Cadencia (Eds.) (SGAE), Virgen de Aranzazu 23, Local F, Madrid 34. Tel: (91) 729-1544. Pres.: Carmen Macicior Jadraque; Gen. Mgr.: Federico Moreno-Torroba Jr.
Int'l firm represented: Five Continents (USA).
Int'l reps.: Belgium (New Music), France (Caravelle), Mexico (Brambila), USA (Casa Latina).
Canciones del Mundo SA, Magallanes 25, Madrid 3. Tel: (91) 448-2350. Gen. Mgr.: Luis Regatero.
Branch: Barcelona 37, Bruch 136-138. Tel: (93) 207-4202.
Int'l firms represented: Canciones del Mundo SA— Big Seven, Blue Seas, Leo Feist, Fox Fanfare, Hastings, Medoc/Goodman group (USA), Planetary, Planetary-Nom, Shelby Singleton, Twentieth Century (all USA), **Robert Mellin Iberica SA**—Robert Mellin (UK, USA), **Eds. Musicales Sympathy SA.**
Carcelle SA (SGAE), Ronda San Pablo 11, Barcelona 15. Tel. (93) 242 5410
Chappell Iberica SA. Magallanes 25, Madrid 3. Tel. (91) 448.23.50. Gen Mgr.: Luis Regatero.
Home office: USA
Int'l firms represented: Acuff-Rose (USA), Irving Berlin (USA), Chappell (France, UK), Chappell-Morris (UK, USA), Famous (USA), Welk group (USA).
Clipper's (Grupo Ed.) (SGAE), Rambla de Cataluna 10, 3rd fl., Barcelona 7 Tel: (93) 317-4686/90. Telex: 51539. Chief Exec.: Julio Guiu Clara; Dirs Julio Guiu Arbeloa, Francisco Vinuesa Gimenez.
Int'l firms represented: ATV (UK, USA), Arnakata (UK), Blue Street (USA), Bug (USA), Campbell Connelly (UK), Cherry Lane (USA), Combine (USA), Cotillion (USA), DeShufflin (USA), Eaton (UK), Eighties (USA), John Farrar (USA), Feckless (USA), Robin Gibb (UK), Gold Hill (USA), Tony Hiller (UK), Ice Age (USA), Interworld (USA), Island (UK, USA), Jump Tunes (USA), Lupus (UK), Moonlight & Magnolias (USA), Northern Songs (UK), Plangent Visions (UK), Resaca (USA), Ricordi (Italy), Rock (UK), Boz Scaggs (USA), Paul Simon (USA), Small Hill (USA), Bruce Springsteen (USA), Warner Bros. group (UK, USA), Wow & Flutter (USA), Lawrence Wright (UK).
Coda Eds Musicales, see Quiroga.
Daimon Eds., Manuel Tamayo, Provensa 284, Barcelona 8. Tel (93) 215.03.58. Cable: EDIDAIMDN. Telex: 97648
Dial Discos Ed. Musicales SA, Po. De La Castellana 247, Madrid 16. Tel: (91) 733-5243. Cable: DIALDISCD MADRID. Gen. Mgr. Laurentino Ramos. Int'l Mgr.: Inma Ruiz.
Discorama Eds. Musicales, Av. de Jose Antonio 62, Madrid 13. Tel: (91) 248-0404. Mng. Dir., Eduardo Bartrina de Caso; Gen. Mgr. Gerd Muller.
Int'l firms represented: Acapulco (Mexico), Andrew Heath (UK), Compass (USA), DJM (UK), Grever (Mexico), Marquez (Mexico), Radio Tele Lux (France), Reina (Colombia), Valentine (UK)
Int'l rep.: Mexico (Discorama).
E D A, Montecasino 2, Barcelona 6. Tel. (93) 201-5899. Chief Exec.. Raimon Cuxart.
E G D Musical SA, Edif. Windsor, 6th fl., No. 4a, Diagonal 474, Barcelona 6. Tel: (93) 228-6242. Cable: EGDMUSICAL Telex: 52497 Gen Mgr.: Pierre Maget; Mgr.: Avelino Esparza.
Int'l firms represented: BBC (UK), Black Bull (USA), Chinnichap (UK), Colgems (USA), Cross Keys (USA), Deep Purple (UK), EMI group (worldwide), Equator (UK), Francis-Day (France), Jobete (USA), Kipahulu (USA), LEM (France), MPL (UK, USA), Mabrak/Peter Tosh (USA), Queen (UK), RAK (UK), Rocket (UK), Rolling Stones (UK), Saturday (USA), Screen Gems/EMI (UK, USA), Stone Diamond (USA), Sumac (USA), Tree.
E M E C (Ed. de Musica Espanola Contemporanea) (SGAE), see Quiroga.
Essex Espanola SA (Eds.) (SGAE), Diputacion 337, Barcelona 9 Tel: (93) 225-8489. Telex: 54040. Gen. Mgr. Jose Carreras Moysi.
Branch: Madrid 16, Encina 36. Tel: (91) 221 3650.
Int'l firms represented: Essex group (UK), TRD group (USA)
Farran Musica, Pintor Mir 9, Bajos, Barcelona 31. Tel (93) 357-4250/0646 Pres.: Ramon Farran; Gen. Mgr.: Antonio Serra.
Fiesta en Triana (Ed.), Virgen de Lujan 47, 2nd fl., Barcelona Tel: (93) 27.92.84.
Fontana SA (Eds. Musicales), Magallanes 25, Madrid 3. Tel (91) 448.23.50 Cable: EDIFON. Gen. Mgr.: Luis Regatero.
Int'l firms represented: Abigail (UK), P.E. Baker (UK), Bizarre (USA), Hudson Bay (USA), RSO (UK), Reno-Metz (USA), St. George (UK).
Hispania (Eds.), Av. Jose Antonio 31, Madrid 13. Tel (91) 231 2633, 222-6092. Dir.: Julian Suarez Ruiz; Gen. Mgr.: Julian-Mario Suarez Gomez
Int'l firms represented: SESAC (USA).
Int'l rep.: USA (SESAC).
Hispavox SA (Eds. Musicales), Torrelaguna 64, Madrid 27 Tel (91) 413-38-07. Cable: EDIVDX. Telex: 22931, 46859. Mng. Dir. Jose Luis Gil
Int'l firms represented: Char-Liz (USA), Cireco (USA), Delphine (France), Delta Research (USA), Emlasa (Mexico), Gamma (Mexico), Gold Sovereign (USA), Hastings (USA), Jondora (USA), Quincy Jones (USA), Kiss (USA), Knollwood (USA), Mabelsongs (Denmark), Mr. Bones (USA), Morro (USA), Orpheum (USA), Parker (USA), Peacock (USA), Porter (USA), Prestige (USA), RKM (Belgium), Ranjack (USA), Rat Trap (USA), Robbins (USA), Siggy (USA), Song Yard (USA), Sterling (USA), Stone Gold (USA), Sweet Summer Night (USA), Three Brothers (USA), Thursday (USA), Tru-Sound (USA), United Artists (USA), Vabritmar (USA), Velvet Apple (USA), W&N (USA), Walt Disney (USA), Wonderland (USA).
Int'l reps.: Mexico (Gamma), Portugal (Radio Triunfo), USA (Barnegat).
M G A (Eds. & Producciones Fonograficas), Constitucion 127, Barcelona 14. Tel: (93) 332-5166. Gen. Mgr.: Manuel Gimenez Alvarez
Manoir (Ed.), Berlin 95-97, Entlo. A. Barcelona. Tel: (93) 250 3907. Dir Alberto Ros Blasco; Gen. Mgr.: Manolo Catalan Gili
Marfer SA (Eds. Musicales), Paseo de la Virgen del Puerto 7, Madrid 5. Tel (91) 265.78.00. Chief Exec.. Antonio Martinez, Gen. Mgr. Emilio Fernandez.
Int'l firms represented: Ameb, Bema (both USA).
Int'l reps.: Belgium (Valentin), Colombia (Edipron), France (Vogue), Germany (Bellver), Mexico (Brambila, Intersong), Peru (Consorcio Editoras Peruanas), Venezuela (Drbe).
Robert Mellin Iberica SA, Magallanes 25, Madrid 15 Tel: (91) 448 2350 Gen. Mgr.: Luis Regatero.
Int'l firms represented: Robert Mellin (UK, USA).
Mendaur (Eds. Musicales) (SGAE), Virgen de Aranzazu 23, Local F. Madrid 34. Tel: (91) 729-1544. Pres.: Carmen Macicior Jadraque, Gen Mgr Federico Moreno-Torroba Jr.
Int'l firms represented: Abacus (USA), Bolero Musimex (Mexico), Brambila (Mexico), Ramos Brambilo (Brazil), Casa Latina (USA), Inspiracao (Brazil).
Int'l reps.: Belgium (New Music), France (Caravelle), USA (Casa Latina).
Montserrat SA (Eds. Musicales) (SGAE), Recoletos 11, 2nd fl., Madrid 1. Tel (91) 276-9230. Cable: EDIMDNT. Gen. Mgr.: Margarita Tamames.
Int'l firms represented: Joe Allen (USA), Blue Band (USA), Blue Echo (USA), Blue Melody (USA), Enoree (USA), Family of Man (Canada), House of Cash (Canada), Morning (Canada, USA), Sidewalk (USA), Song of Cash (Canada).
Musical Emporium, Rambla Canaletas 129, Barcelona 2.
Musica Moderna (Ed.) (SGAE), Marques de Cubas 6, Madrid 14. Tel (91) 221-5593. Ed. & Gen. Mgr.: Antonio Carmona.
Music Distribucion SA., Tallers 9, Pral. A, Barcelona 1. Tel: (93) 302-2744/

2592. Cable: LEONARD. Gen. Mgr.: Gabriel Lara Cano.
Int'l firms represented: Big 3 (USA), Chappell (UK), Cherry Lane (USA), Columbia Pictures (USA), EMI (UK), Fermata (Brazil), Hal Leonard (USA), Music Sales (UK), Warner Bros. (USA).

Notas Magicas SA (Grupo Ed.) (SGAE), Calle Requeros 8, Madrid 4. Tel: (91) 419-1406/8591. Cable: EDIMAGICAS. Pres.: Enrique Inurrieta; Gen. Mgr.: Enrique Garea; Prof. Mgr.: Fernando Mitjavila.
Int'l reps.: Canada (Ivan Mogull). Germany (Magazine, Hans Sikorski). Mexico (Ivan Mogull Latina). UK (Burlington). USA (Ivan Mogull).

Nuesch Publ'g Co. (SUISA), Via Augusta 59, Desp. 805, Barcelona 6. Tel: (93) 228-3800. Telex: 54015. Chief Exec. & Gen. Mgr.: Madlen E. Singleton.

Palma Music, see EGO.

Paulinas (Eds.), Protasio Gomez 15, Madrid 27. Tel: (91) 742-0511/5113.

Pax (Ed. Musicales), Enrique Jardiel Poncela 4, Madrid 16. Tel: (91) 250-5310. Cable: DISCOPAX. Telex: 45051. Dir.: Jose M. Burgos Gonzalez.

Peer-Southern Org., see Southern Music.

Penta-Music SA (SGAE), Fernando E Santo 17, 2nd fl., Madrid 4. Tel: (91) 419-7013. Gen. Mgr.: Juan Santzbaya; Mgr.: Valentin Rodriguez.

Quiroga (Eds.) (SGAE), Alcala 70, Madrid 9. Tel: (91) 276-3950/66. Cable: QUIROGAMUSIC. Telex: 42710. Fcnotxe: 42-00057. Pres.: Manuel Lopez-Quiroga; Gen. Mgr.: Carlos P. Carcio; Prof. Mgr.: Manuel Lopez-Quiroga Jr.
Branch: Barcelona 2, Canuda 45. Tel: (93) 318-6049. Gen. Mgr.: Jose Cruells Solbes.
Int'l firms represented: ABC/Dunhill (USA), Alshire (USA), American Broadcasting (USA), Amphion (France), M.P. Belaieff (Germany), Belwin-Mills (UK, USA), Breitkopf & Haertel (Germany), Carisch (Italy), Copyright Serv. Bureau (USA), Chant du Monde (France), Desert/Breakaway (UK), Ecomus (Colombia), Garden Rake (USA), General (USA), Hans Gerig (Germany), Gopam (USA), Greensleeves (UK), Homefire/Deep Canyon (USA), Intune (UK), Lady Jane (USA), Leosong (UK), Lido (USA), Edward B. Marks (USA), Musicabana (Cuba), Eds. Musicales (Cuba), Orbe (Venezuela), C.F. Peters (Germany), Prodemus (Colombia), Pump It Up (USA), Tony Roberts (UK), Rockin' (UK), B. Schott's Soehne (Germany), A. Schroeder (USA), Skyhill (USA), Stagecoach (USA), Suvini Zerboni (Italy), Thomas Fund (USA), Tonos (Germany), Universal (Austria, UK).
Int'l reps.: Colombia (Ecomus), Mexico (Pacifico), Peru (Perumusica).

R C A Espanola SA (Eds. Musicales), Dr. Fleming 43, Madrid 16. Tel: (91) 457-4600. Telex: 22460. Pres.: Alberto Galtes; Dir.: Antonio Martinez.
Int'l firms represented: Associated (Australia), Big Sky (USA), Can't Stop (USA), Chrysalis (UK), Cold Weather (USA), Dizzy Heights (UK), Dwarf (USA), Eureka (Italy), Four Aces (USA), GH (UK), Green Mountain (USA), Island, Lucky Three (USA), Lynaal/Jarak (USA), Memory Lane (USA), Metal Machine (USA), Oakfield Avenue (USA), Milton Okun/Cherry River (USA), RCA (worldwide), Ram's Horn (USA), Riva (UK), Rondor (USA), Saber Tooth (USA), Salsoul (USA), Scorpio/Black Scorpio (France), Scott-Tone (USA), Scott-Wolfe (UK), Sono Inter (Colombia), Sparta Florida group (UK), Special Rider (USA), Larry Spier (USA), Street (UK), Topspin/Lojo (Netherlands), Zebra Discorde/Bayanihan (USA), Zomba (Switzerland, UK).
Int'l rep.: Worldwide (RCA).

Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241-3007/3105. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado; Gen. Mgr.: Jose Antonio Jimenez.
Int'l firms represented: Belwin Mills (USA), Billaudot (France), Breitkopf & Haertel (East Germany), Curci (Italy), Deutscher (East Germany), Faber & Faber (UK), Heugel (France), Hofmeister (East Germany), Edwin F. Kalmus (USA), Musica Budapest (Hungary), PWM (Poland), Peters (East Germany), Schott's Sohne Mainz (West Germany), Transatlantiques (France), Universal (Austria), Wiener Urtext (Austria), Zanibon (Italy).

Ritmo & Melodia (SGAE), see Quiroga.

Segra Eds., Valencia 288, Barcelona. Tel: (93) 215-1324. Owner: Antoni Serra Gomez; Gen. Mgr.: A. Grau Queralt.

Sintonia SA Eds. Musicales, Vallehermoso 32, Madrid 15. Tel: (91) 445-8678. Gen. Mgr.: Bartolome Espadale.
Int'l firms represented: Berry (UK), Bruton (UK), De Wolfe (UK), Hudson (UK), KPM (UK), Mozart (Germany, UK), Raphaele (Germany), Rouge (UK), Sonoton (Germany), Sylvester (UK), Themes Int'l (UK).

Southern Music Espanola SA (SGAE) Diputacion 337, Barcelona 9. Tel: (93) 225-6197. Telex: 54040. Chief Exec.: Jose Carreras Moysi.
Branches: Madrid 4, Hortaleza 18. Tel: (91) 231-0661—**Valencia 5,** Arzobispo Melo 3. Tel: (960) 33.19.35.
Home office: USA, Southern Music Publ'g Co. Inc.
Int'l firms represented: Leeds (UK, USA), MAM group (UK), MCA (USA), Southern-Peer group (worldwide).

Talisman-Ronald SA, see EGO.

Union Musical Espanola SA (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: (91) 429-4877.

World Music Espanola (SGAE), Diputacion 337, Barcelona 9. Tel: (93) 225-6197. Gen. Mgr.: Jose Carreras Moysi.
Branch: Madrid 4, Hortaleza 18. Tel: (91) 231-0661.

Zzelesta (Eds. Musicales) (SGAE), see Quiroga.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A E D E M (Asociacion Espanola de Editores de Musica), Carrera de San Jeronimo 29, Madrid 14. Tel: (91) 455-5995. Telex: 22890. Pres.: Antonio Perez Solis.

A N A I P (Asociacion Espanola de Industriales de Plasticos), Raimundo Fernandez Villaverde 45, Madrid 3. Tel: (91) 234-7697. Pres.: Ramon M. Azcue; Gen. Mgr.: Jose M. Cavanillas.

A N E R S (Asociacion Nacional de Empressas de Registro de Sonido), Cinca 25, Madrid 2. Exec. Sec'y.: Jose Luis Uguet de Resayre.

A P Y M E F (Asociacion de la Pequena & Mediana Empresa Fonografica), Mascaro 23, Barcelona 32. Tel: (93) 236-1856. Pres.: Ramon Cuxart Guardia; Gen. Mgr.: Angel Fabregues Morla.

Asociacion de la Pequena & Mediana Empresa Fonografica, see APYMEF.

Asociacion Espanola de Editores de Musica, San Jeronimo 29, Madrid 14.

Asociacion Fonografica Espanola, Avda. del Brasil 17, 8th fl., Madrid 20. Tel: (91) 455-6395.

Direccion General de Musica & Teatro Ministerio de Cultura, Po. de la Castellana 109, Madrid.

International Music Council, Nat'l Committee, Martin de los Heros 56, Madrid 8. Tel: 241-5841.

International Society for Contemporary Music, Nat'l Section, Martin de los Heros 56, Madrid 8. Tel: 241-5841.

Juventudes Musicales de Barcelona (Jeunesses Musicales), Pau Claris 139, 4th fl., Barcelona 9. Tel: (93) 215.36.57.

Organizaciones Artisticas Centano, Rosellon 366, Barcelona 25. Tel: (93) 258.08.68. Chief Exec.: Antonio Centano; Gen. Mgr.: Luis Centano.

Sindicato Nacional del Papel & Artes Graficas, Fernandez de la Hoz 12, Madrid 4. Tel: 419.17.50.

CATALOG SERVICES

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7. Tel: (91) 227.91.15, 239.88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

DESIGN & ARTWORK

Jose Luis Alvarez, Apdo. 22022, Valdesangil 71-2-A, Madrid 35. Tel: (91) 216-4652. Mgr.: Jose Luis Alvarez; Sales Mgr.: Angelines Bustos.

Caro SL (Industrias Graficas), Isabelita Usera 80, Madrid 26. Tel: (91) 475-6924.

D I S C A N, Canalejas 61-1-Izqd., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis.

Ediciones Deportivas ALG, San Raimundo, Madrid.

Edigsa (Ed. General SA), Gran Via de les Corts Catalanes 654, Barcelona 10. Tel: (93) 302-2516. Chief Exec.: Manuel Sancho.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebaranz Mansilla.

S A I C Graficas Aramar, Juan de Austria 70, Barcelona. Tel: (93) 309.79.87.

LICENSING ORGANIZATIDN, MUSIC

S G A E (Sociedad General de Autores de Espana), Fernando VI 4, Madrid 4. Tel: (91) 419.21.00. Cable: SOGETORES. Telex: 46469.

PLATING, PROCESSING & PRESSING PLANTS

Barnafon SA, Av. de la Fama 16, Cornella de Llobregat, Barcelona. Tel: (93) 377.15.63. Telex: 54144. (Pressing only).

Cofasa (Columbia Fonogram Asociadas SA), Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.

E M I-Odeon SA, Poligono Manso Mateu, Prat de Llobregat, Barcelona. Tel: (93) 379-0508. Telex: 52497. Factory Mgr.: S. Matamoros. (Pressing only).

Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Sonopresse, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Cable: VOX. Telex: 22931. Gen. Mgr.: Luis Vidal Zapater. (Plating & processing only).

Vergara, General Mola 9, Barcelona 9. Tel: (93) 257.94.05. (Pressing only).

PRINTERS & LITHOGRAPHERS

Caro SL (Industrias Graficas), Isabelita Usera 80, Madrid 26. Tel: (91) 475-6924.

Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 467-4200. Gen. Mgr.: Kees Ton; Admin'r: Pedro Checa.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebaranz Mansilla.

S A I C Graficas Aramar, Juan de Austria 70, Barcelona. Tel: (93) 309.79.87.

RECORD PROMOTION

Jose Luis Alvarez, Apartado 22022, Valdesangil 71-2-A, Madrid 35. Tel: (91) 216-4652. Mgr.: Jose Luis Alvarez; Sales Mgr.: Angelines Bustos.

D I S C A N, Canalejas 61-1-Izqd., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis.

Donnelley Espanola SA, Av. del Generalisimo 43, Madrid 20. Tel: (91) 270.24.90.
Branch: Barcelona 14, Juan Guell 135-137. Tel: (93) 250.91.00.

Ediciones Deportivas ALG, San Raimundo, Madrid.

Edigsa (Ed. General SA), Gran Via de les Corts Catalanes 654, Barcelona 10. Tel: (93) 302-2516. Chief Exec.: Manuel Sancho.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Melodix, Pedro Muguruza 8, 5th fl., Madrid 16. Tel: (91) 250.37.11.

Real Musical SA, Carlos III, No. 1, Madrid 13. Tel: (91) 241-3007/3105. Telex: 45643. Dir. Gen.: Ramon Jimenez Barrado; Gen. Mgr.: Jose Antonio Jimenez; Sales Mgr.: Andres Ruiz Tarazona.

TAPE CUSTOM DUPLICATORS

C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 26. Tel: (93) 255-1307. Telex: 54536. Gen. Mgr.: Juan Deltell.
Audio: 8 tr., 8-tr. quadraphonic, cassette, open reel.

C I M A S A (Compania Industrial de Materiales Acusticos SA), Vallehermoso 14, Madrid 15. Tel: (91) 448.22.00/04/08.

Cofasa (Columbia Fonogram Asociadas SA), Av. de America & Hernandez Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.
Audio: Cassette.

D I S C A N, Canalejas 61-1-Izqd., Las Palmas, Canary Islands. Tel: (928) 36-7558. Chief Exec.: Jose Luis Gomez de Luis. **(PKG)**
Audio: Cassette.

E M I-Odeon SA, Poligono Manso Mateu, Prat de Llobregat, Barcelona. Tel: (93) 379-0508. Telex: 52497. Factory Mgr.: S. Matamoros.
Audio: Cassette.

Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra. **(PKG)**
Audio: Cassette.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797. **(PKG)**
Audio: 8-tr., 8-tr. quadraphonic, cassette.

Person Iberica SA, Torrente de Vidalet 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.

Phonic SA, Calle Madrazo 14, Barcelona 6. Tel: (93) 228-0905. Pres.: Jorge Doncos; Gen. Mgr.: Luis Quintana; Sales Mgr.: Jaime Ferrer.
Audio: Cassette.

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebaranz Mansilla.
Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

Sintonia SA, Vallehermoso 32, Madrid 15. Tel: (91) 445-8678. Gen. Mgr.: Bartolome Espadale.
Audio: 8-tr., cassette, open reel.

Sonitec SA, Gomis 42, Barcelona 23. Tel: (93) 212-6295. Chief Exec.: Goretti Palau.
Audio: Cassette, open reel.

• supplies

CARTRIDGE & CASSETTE PARTS

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Person Iberica SA, Torrente de Vidalet 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.

Jose-Maria Sala Elementos Audiovisuales, Ronda San Antonio 21, Barcelona. Tel: (93) 243-6207. Mgr.: Jose-Maria Sala.

EMPTY CARTRIDGES, CASSETTES & REELS

Audio Magnetics, see Portadores.

C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 13. Tel: (93) 255-1307. Telex: 54536. Gen. Mgr.: Juan Deltell.
Audio: 8-tr., cassette, open reel.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Person Iberica SA, Torrente de Vidalet 42-44, Barcelona 12. Tel: (93) 219-0612. Mng. Dir.: Olegario Godo; Gen. Mgr.: Jaime Gratacos.
Audio: Cassette.

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebaranz Mansilla.
Audio: 8-tr., 8-tr. quadraphonic & cassette.
Brand name: Audio Magnetics.

ENVELOPES & MAILERS

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

JACKETS & SLEEVES

Artigrafia, Tucan 12, Madrid 19. Tel: (91) 228.92.09. (Jackets only)

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7. Tel: (91) 227.91.15, 239.88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.

Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton.

Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra.

Hostench SA (Talleres Graficos), Corcega 231-233, Barcelona 36. Tel: (93) 230.55.37. Cable: FERHOSVILA. (Jackets only)

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.

Martin (Graficas), Anafil 5, Madrid 19. (Jackets only)

Offset ALG, San Raimundo 31, Madrid 20. (Jackets only)

Selecolor SA, Julian Tamarillo 53, Madrid. Tel: (91) 204.21.64. (Jackets only)

LABELS, DISK POLYETHYLENE BAGS

Forma Grafica SA, Tomas Breton 51, Naves 4 & 6, Madrid 7. Tel: (91) 227.91.15, 239.88.32. Dir.: Javier Campollo; Pres.: Vicente Baez.

Graficas Foco SA, Av. de America & Hernandez de Tejada, Madrid 27. Tel: (91) 267-4200. Gen. Mgr.: Kees Ton. (Labels only)

Hispavox SA, Torrelaguna 64, Madrid 27. Tel: (91) 415.23.04. Telex: 22931. Cable: VOX. Mng. Dir.: Jose Luis Gil; Special Projects: Gonzalo Llodra.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200, Telex: 42797. (Labels only)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert SA, Paseo de Gracia 111, Barcelona 8. Tel: (93) 227-3002. Telex: 52644. Mng. Dir.: E. Carton.
Audio: Blank—compact-cassette, open reel; raw—cassette, broadcast, studio.
Video: Cassette, open reel.
Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom.

Audio Magnetics, see Redim.

B A S F Espanola, Paseo de Gracia 99, Barcelona 8. Tel: (93) 215-1354, Audio-Video Prods. Mgr.: Jorge Guardia; Sales Mgr.: Carlos Wuest. (Blank only)

C E C S A (Compania de Electronica & Comunicaciones SA), Trovador 5, Barcelona 13. Tel: (93) 255-1307. Telex: 54536. Gen. Mgr.: Juan Deltell. (Blank only)
Audio: 8-tr., cassette, open reel.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797.
Audio: 8-tr., cassette.

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebaranz Mansilla. (Blank only)
Audio: 8-tr., cassette.

Redim, Comandante Zorita 6, Madrid.
Audio: 8-tr., cassette, open reel.
Brand name: Audio Magnetics.

Scotch, see 3M.

3 M Espana SA, Josefa Varcarcel 31, Madrid 27. Tel: (91) 742.00.12. Telex: 27499. Mng. Dir.: G.J. Partington; Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonino Vergara; Mktg. Mgr.: Manuel Martin de Barbadillo.
Audio: Blank—8-tr., cassette, open reel; raw—cassette.
Video: Blank—2", 1" open reel, ¾" cassette, ½" Beta & VHS cassette.
Brand name: Scotch.

• accessories manufacturers

Audio SA, La Granada 34, Barcelona 6. Tel: (93) 217-1554. Telex: 54293. Gen. Mgr.: Carlos Pueyo; Sales Mgr.: Antonio Colome.
Product: Record—replacement styli.
Brand name: Pickering.

Fisam SA, Guillermo Tell 21, Barcelona 12. Tel: (93) 228-0905. Gen. Mgr.: Ezequiel Beaumont; Sales Mgr.: Inmaculada Mateo.
Product: Record—carrying & storage cases, record care prods.; Tape—carrying & storage cases, head cleaners, demagnetizers.

Iberofon SA, Av. Fuentemar 35, Poligono Ind'l Coslada, Madrid. Tel: (91) 671-2200. Telex: 42797
Product: Carrying & storage cases; Record—45 rpm adaptors; Tape—leader tape.

Mabel, Calle Ripolles 84, Barcelona 13. Tel: (93) 235-4000.
Product: Record—replacement styli.
Brand name: Stanton.

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91) 410-3130. Gen. Mgr.: J.M. Estebaranz Mansilla.
Product: Tape—head cleaners.

3 M Espana SA, Josefa Varcarcel 31, Madrid 27. Tel: (91) 742.00.12. Telex: 27499. Mng. Dir.: G.J. Partington; Gen. Mgr.: Esteban Lopez; Sales Mgr.: Antonino Vergara; Mktg. Mgr.: Manuel Martin de Barbadillo.
Product: Tape—head cleaners, demagnetizers, leader & splicing tape.

• store fixtures

Fisam SA, Guillermo Tell 21, Barcelona 12. Tel: (93) 228-0905. Gen. Mgr.: Ezequiel Beaumont; Sales Mgr.: Inmaculada Mateo.
Product: Record & tape browser boxes, display racks, divider cards.

SUDAN

Population: 17,760,000
Rate of exchange: $1 (US) = 0.35 Sudan pound
Per capita income: $300
Holidays: January 1 (Independence Day), March 3 (Unity Day), May 25 (Revolution Day), October 12 (Republican Day), December 25, and various Mohammedan religious holidays

• record & tape manufacturer / importer / distributor

Munsphone Rec'g Co., PD Box 2380, Khartoum Tel 73355, 81388, 73990.
Labels: (Owned) Munsphone; **(represented)** Chahatphone (Chad), Sono Cairo (Egypt), Sout el Phan (Egypt, Greece)
Int'l reps.: Chad (Chahtaphone), Egypt (Sono Cairo), Ethiopia (Impex Radio, Yared Music Shop), Libya (El Fezani)

• services

CATALOG SERVICES
DESIGN & ARTWORK
PRINTER & LITHOGRAPHER
RECORD PROMOTION
Munsphone Rec'g Co., PD Box 2380, Khartoum Tel 73355, 73990, 81388 (all rec only

• accessories & store fixtures

Munsphone Rec'g Co., PD Box 2380, Khartoum Tel 73355, 81388, 73990
Product: Record-carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli, needles, browser boxes, display racks, divider cards

SURINAM

Population: 400,000
Per capital income: $1600
Holidays: January, 1, Good Friday, May 1 (Labor Day), July 1 (Day of Freedom), November 25 (Independence Day), December 25, 26

• record & tape manufacturers / distributors / importers

Didi Recs., PD Box 183, 2420 Paramaribo, Maleb:trumstr 4, 2438 Paramaribo Tel 76398.
Int'l branch: Netherlands, A.M. Girwar
Labels: (Owned) Didi, Did Gold

• services

DESIGN & ARTWORK
RECORD PROMOTION
Didi Recs., PD Box 183, 2420 Paramaribo, Malebatrumstr 4, 2438 Paramaribo Tel 76398

SWEDEN

Population: 8,000,000.
Rate of exchange: $1 (US) = 4.80 krona
Holidays: January 1, Epiphany, Good Friday, Easter Monday, May 1, Ascension Day, Whit Monday, Mid Summer Day, December 25, 26

RECORDS

Record sales certification awards: Gold single-25,000 units, platinum single-50,000 units Gold LP-50,000 units, platinum LP-100,000 units.
Records sold domestically: LP's 1980-15,700,000 units, $135,000,000, 1979-16,000,000 units, $140,000,000 Singles 1980-2,100,000 units, $6,100,000, 1979-1,900,000 units, $4,975,000
Average retail price per record: LP's-$8.95, singles-$2.90
Record club sales: 10% 15% of total.
Discounting: Frequent.
Type of distribution: Manufacturer to retailer system predominates There are two major rack jobbers, which comprise about 15% of the market Direct importing is frequent and is estimated to account for at least 25% of the market and about 30%-35% of full price album sales
Type of promotion: Government-controlled and non commercial radio and TV are the prime media for the promotion of records The major daily evening newspapers are important for advertisements and reviews The newly started bimonthly magazine, Schlager, has proved to be important Discos are also significant, as are in store video presentations and the UK radio station Radio Luxembourg.
Jukeboxes: 1,000

TAPE:

Market: Sales of pre recorded cassettes were up 4% in units and 14% in turnover, the latter due to price increases, and are now about 3.5 million units However, sales of blank cassettes are still about ten times that of pre-recorded. About 4% of the Swedish households have video equipment, with VHS having about 75% of this market, followed by Beta and VCR. The pre recorded video tape market is flourishing and is now dominated by rentals.
Pre-recorded tape sold domestically: Cassette 1980-3,473,000 units, $31,100,000; 1979-3,000,000 units, $30,950,000
Average retail price per tape: Cassette-$8.95

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (97%), television sets (95%), color (66%), b&w (50%); phonographs (60%), audio tape recorders (60%), video tape recorders (4%)

RADIO STATIONS

No. of commercial 3 (FM), no. of government 1 (AM)
Comment: One channel (P3) plays primarily recorded music 24 hours daily, although the percentage has lowered in the last year 24 local radio stations are now in operation

TELEVISION STATIONS:

No. of channels 2 government, 95% color (PAL)
Comment: The two non commercial channels each transmit about 40 hours per week Programs featuring rock and pop are quite rare and have ratings of only 10% to 20% of the viewers

MARKET ANALYSIS

Sales have more or less stagnated, but turnover is up a few percentage points due to price increases during 1980 The problems remain the same Home taping and direct imports Home taping is still the major problem, with blank tape sales being ten times higher than that of pre-recorded A levy on blank tape is expected to come before the end of 1981 Direct imports are now estimated to be at least 25% of the market, and certain current albums have about 35% or more sales from direct imports Canada is the biggest source for these albums
But although IFPI reported sales are down, the consumption of music is higher than ever before Many new bands are playing everywhere, and many new independent labels are now in business Swedish talent is having a higher share of the Top 20 album sales than ever before, and although top sales for an album today are not the 250,000 units they were three years ago, international acts like Bruce Springsteen and local acts like Abba and Gyllene Tider still sell in that quantity **Leif Schulman**

• record & tape manufacturers / distributors / importers

Abata Handels AB, Vanadisplan 5, S-113 31 Stockholm Tel (08) 33 75 48 (Distributor
Ad Lib Dist'n AB, PO Box 52, Skattegaerdsvaegen 49, S-162 11 Vaellingby Tel (08) 739 26-50/22 08 Exec Ivan Sundberg (Distributor/Importer)
Labels: (Distributed-not licensed) Audio Fidelity, Audiophile, CBS Collectors', CBS Encore, CBS 51 West, Chiaroscuro, Choice, Classic Jazz, Concord Jazz, GHB, Image, Improv, Inner City, Jazzology, Monmouth Evergreen, Progressive (all USA), Ahead, Black & Blue, MCM, Riverboat (all France), Jazzcraft, Matrix, SteepleChase (all Denmark), Bluebell, Coop, Fermat, Kenneth, Lyricon (all Sweden); Timeless (Netherlands)
Advent, see Amigo
Amigo Musik AB (IFPI), PO Box 6058, Norrbackagatan 47, S-10231 Stockholm Tel (08) 34 89 25 Cable GEDDAHL Telex 17840 Pres Per-Anders Boquist, A&R Mgr Jan Boquist, Sales Mgr Laila Munther, Label Mgr Soeren Lundberg
Labels: (Owned) Advent, Amigo, **(distributed-not licensed)** Advent (USA), Album (France), American (France), Anatolia (Sweden), Baerenreiter (Germany), Bee Hive (USA), Black Saint (Italy), Blue Goose (USA), Blue Sound (France), Bullfrog (USA), Candy Apple (USA), Cassandra (USA), Cellier (Switzerland), Chant du Monde (France), Contemporary (USA), Deesse (France), Delmark (USA), ECM (Germany), ENJA (Germany), FMP (Germany), Festival (France), Folksang (Sweden), Folkways (USA), Four Leaf Clover (Sweden), Free Reed (UK), Frog (Sweden), Gael Linn (Ireland), Heilo (Norway), Improvising Artists (USA), JAPO (Germany), JCDA (USA), Jefferson (Sweden), Joliet (USA), Le Roi du Blues (USA), Movieplay (Spain), Musidisc (France), Muskadine (USA), Nighthawk (USA), Ocora (France), Paredon (USA), Pearl (USA), Plaene (Germany), Playa Sound (France), Red Lightnin' (UK), SAJ (Germany), Safran (Sweden), Solid Smoke (USA), Sonodisc (France), Spotlite (UK), Swamp (Sweden), Trojan (UK), Vedette (Italy), Vogue (France), Watt (Germany), Yazoo (USA)
Anatolia, see Amigo
Anette, see Lido Prod'n
Angel, see EMI
Archiv, see PolyGram
Arrival, see TMC
Arrow Recs., PD Box 295, S 580 01 Linkoeping Tel (013) 121 997, Gen Mgr B. Roger Fransson (Importer)
Artist, see Nordiska
Asylum, see WEA Metronome
Atco, see WEA Metronome
Atlantic, see WEA Metronome
Audactiv, see EMI
Barnparaden, see Nordiska
Bastun Studio AB, Bastugatan 39, S 117 25 Stockholm Tel (08) 84-18 75 Pres Peter Olsson, A&R Dir Anders Larsson
Labels: (Owned) SWS, YTF
Be-Bop, see Tandan
Arne Bill Prod'n AB, Groendalsvaegen 18, S 147 00 Tumba Tel 379-00, 317 91
Labels: (Owned) Bill, Butler
Blitz, see Swecont
Bluebell, see Ad Lib
Blue Horizon, Styrbordsvagen 44, Oxelosund Tel (0155) 3 30 47.
Blue Note, see EMI
Bohus AB (Grammofon) (IFPI), PD Box 24, S 442 01 Kungaelv Tel (0303) 109 90, 168-71 Mng Dir Bjarne Lundqvist, Gen Mgr Gert Lengstrand (Distributed by Mariann)
Boogie, see Scranta & EMI
Bourre, see Skandinavisk Musiktjanst
Bra Musik/Skandinavisk Press AB, PD Box 803, S 201 80 Malmoe Tel (040) 10 18 30 Telex 32575 Mng Dir Rolf Nilstam, A&R Prod Mgr Hans Ingvar Hansson, Mktg Mgr Richard Larsson
Label: (Owned) United Music Int'l
Int'l reps.: Denmark (Skandinavisk Press), Finland (Mestarikustannus), Norway (Skandinavisk Press)
Buda, see EMI
Bums, see EMI
Butler, see Arne Bill
C M (Concert Music), see EMI
C B S Recs AB, (IFPI), PO Box 20037, Mariehallsvaegen 40, S-161 20 Bromma Tel (08) 98 02 50 Cable CDLRECORD Telex 17736 Mng Dir Sten af Klintegerg, Financia Mgr Ingmar Ostberg, Mktg. Mgr. Lennart Backman
Labels: (Owned) CBS, Cupol, Embassy, Epic, Harmony, Portrait; **(distributed)** Glendisc, Round Up; **(licensed)** A&M (USA), Ariola (Germany), Arista (UK, USA), GTO (UK), Jet (USA), Monument (USA), Philadelphia Int'l (USA), TK (USA), T-Neck (USA)
Int'l rep.: Worldwide (CBS)
California Sweden Grammofon Co., PD Box 117, S 721 05 Vasteras, Tel: (021) 13 12 11, 35 66-10 Mng Dir.: Sture Redin.
Labels: (Owned) California, Centy, Memphis, Montana, Omega, RR, Record, Sunrise, Swede, Sweden, WMP
Capitol, see EMI
Casablanca, see PolyGram
Centy, see California.
Cewe, see Epok
Chart, see TMC
Cirkus, see Sonet
Cisco, see Kountry Korral
Click Recs./BBS Musik AB (IFPI), PD Box 12, S 780 45 Bjoerbo Tel: (0241) 2 34 95 Mng Dir Lollo Berglund; Sales Mgr. Rolf Hallgren, Int'l Sales Mgr.: Les Carlton. (Distributed by Ad Lib, BBS, EMI)
Labels: (Owned) Click, Coop, Crux, **(licensed foreign)** Paddlewheel (Japan)
Int'l rep.: Japan (Nippon Flamingo)
Walter Cohn, Bromsvagen 25, S 125 30 Alvsjo. Tel (08) 47 35-46 (Distributor)
Columbia, see EMI
Coop, see Ad Lib & Click.
Coop Clinic, see Music Ultra.
Cotillion, see WEA Metronome
Cross Road, see Mariann.
Crux, see Click
Crystal, see EMI.
Cupol, see CBS
D G, see PolyGram
D J Special, see W Sign
D N, see Play.
Dacapo, see EMI
Dance record, see Marilla.
Double Up, see EMI
Dragon Recs./Westin & Wallgren, Lovbergavagen 9, S-132 00 Saltsjo-Boo. Tel (08) 747-9332. Gen Mgr Lars Westin; Sales Mgr Jan Wallgren.
Dux, see PolyGram
E M I Svenska AB, Box 1289, Tritonvaegen 17, S 171 25 Solna. Tel: (08) 730-0060 Cable EMIGRAM Telex 10046. Mng. Dir Rolf Nygren; Mktg. Mgr Peder Hedstrand, Sales Mgr. Hans Breitholtz; Promo. Mgr. Bengt Berg, Int'l A&R Mgr. Lars Bremar
Labels: (Owned) Angel, Blue Note, Capitol, Columbia, Crystal, Dacapo, Double Up, EMI, EMI America, EMI Int'l, Electrola, Emidisc, Encore, HMV, Harvest, Liberty, Music for Pleasure, Odeon, One Up, Parlophone, Pathe, Radio, Regal, Regal Zonophone, Rondo, Seraphim, Souvenir, Starline, Stateside, Sunset, Talisman, Tower, United Artists, Waverley, Zonophone; **(licensed)** Ballistic (UK), Barclay (France), Bulldog (UK), Carrere (France), Classic, Delta, Deutsche Harmonia Mundi (Germany), Egg (France), Ember (UK), Fantasy (USA), Magnet (UK), Matumbi (UK), Milestone (USA), Pickwick (USA), Prestige (USA), Purple (UK), RAK (UK), Ricordi (Italy), Riviera (France), Rolling Stones (UK), Rondo, SWS, Springboard (USA), Stax (USA), Tamma (UK), World Rec Club (UK); **(distributed-not licensed)** Audactiv, Boogie, Buda, Bums, Click, CM (Concert Music), Fair Play, Flam, Fortuna, Gadd, Galaxy, Glenn Music, Granite, Hamu, Jollywood Music, Kason, Kawi, Maestro, Montesuma, Noon, Nugget, Pang, Platina, RC (Rock & Country), Royal, SIR, SR, Sagia, Scranta, Sun Music, Talent, Ters, Triol, Troll Music
Edler, see Marilla
Efel, see Europa Produktion
Electra (Grammofon AB) (IFPI), PO Box 14, Dsterogatan 4, S-163 93 Spanga-Stockholm. Tel. (08) 751-0406. Telex 14075 Pres Sixten Eriksson, Gen Mgr Hans-Dve Eriksson; A&R Int'l Klas Burling; A&R Domestic Carl-Eric Hjelm, Sales Mgr. Hans Lindqvist; Press Officer: Lennart Andersson.
Labels: (Owned) Musica, Swedish Society Discofil, Telestar, Viking; **(licensed foreign)** Das Alte Werk (Germany), Arion (Italy), Attic (Canada), Aura (UK), Avatar (UK), BBC (UK), Box (UK), Cheapskate (UK), DeLuxe (Australia), Ensign (UK), Erato (France), Grunt (USA), Harmonia Mundi (France), Intercord (Germany), Jupiter (Germany), Logo (UK), Lollipop (Germany), Melodiya (USSR), Millennium (USA), Motown (USA), Nova (Germany), Ovation (USA), Pickwick (UK), Prom (Germany), RCA (USA), Rag Baby (USA), Rialto (UK), Spiegelei (Germany), Strand (Germany), Supraphon (Czechoslovakia), Teldec (Germany), Telefunken (Germany), Transatlantic (UK), Turnabout (USA), 20th Century-Fox (USA), Why-Fi (UK), Vox (USA), Zilch (UK) (SEE ADVERTISEMENT)
Electrola, see EMI
Elektra, see WEA Metronome
Embassy, see CBS
Emidisc, see EMI
Encore, see EMI
Entertainer, see Sound of Scandinavia
Epic, see CBS
Epok Skivforlag, Vintergatan 10B, Ornskoldsvik. Tel (0660) 300-52.
Labels: (Owned) Cewe, Epok
Christer T. Eriksson & Son AB, PO Box 317, S-181 03 Lidingoe Tel: (08) 766 0290 Telex 10155 Mng. Dir. Christer T. Eriksson; Sales Mgr.: Claes Eriksson (Distributor/Importer/Exporter)
Sven Eriksson (Ingenjorsfirma), PO Box 834, S 121 08 Johanneshov. Tel: (08) 19-90-50 Telex 13210 Owner Sven Eriksson
Label: (Represented) Sheffield Lab (USA)
Ess Rosling (AB), Luntmakargatan 59, S-113 58 Stockholm Tel: (08) 34-64-01 Telex 12080. Dir.: Brian Shack. (Distributor)
Europa-Produktion AB, Rasundavagen 45, S 171 52 Solna. Tel: (08) 83-31-05
Labels: (Owned) Efel, Olga.
F beat, see PolyGram
Fair Play, see EMI.
Fermat, see Ad Lib
Fixtra AB, PO Box 49021, Kungsholmsstrand 169, S-100 28 Stockholm 49. Tel (08) 54-81-07. (Distributor)
Flam, see EMI
Folksang, see Amigo
Flop, see Sonet.
Fontana, see PolyGram.
Forsyte New Music, Box 4021, S 171 55 Solna Tel: (08) 83-45-09.
Label: (Represented) Theresa (USA)
Fortuna, see EMI
Four Leaf Clover, Jaernvaegsgatan 70, S-172 35 Sundbyberg Tel: (08) 98-28-08/ 55. Exec.: Lars Samuelson (Distributed by Amigo)
Fralsningsarmens Handelsavdelning, PD Box 5090, Dstermalmsgatan 71, S 102 42 Stockholm 5. Tel (08) 63-17-00. (Distributor)
Frituna Produktion AB, Vaertavaegen 15, S-115 28 Stockholm. Tel. (08) 63-13-45. Telex: 12328 Pres. Goeran Waltner; VP A&R Claes af Geijerstam (Distributed by Sonet)
Int'l branches: Denmark, France.
Int'l reps.: Finland (EMI), Norway (Phonogram).
Frog, see Amigo

G D C (Grammofonbolagens Distributionscentral) AB, Dalvagen 4, Solna. Tel: (08) 730-0720. Pres.: Gorar Stenberg; Sales Mgrs.: Rolf Hellenius', Stig Stahl, Peter Werner. (Distributor)
Gadd, see EMI.
Galaxy, see Scranta & EMI.
Gamla Stenkakor, see Record Trading.
Gavotte, see Skandinavisk Musikitjanst.
Gazell, see Sonet.
Gilda Recs., Arkitektvaegen 24, Fack, S-161 09 Bromma. Tel: (08) 80-30-95. Chief Exec.: Ragnar Blomstroem.
Glendisc, Vallvagen 2, S-182 75 Stocksund. Tel: (08) 85-68-00. (Distributed by CBS)
Glenn Music, see EMI.
Goodwill, see Mariann.
Grammoplast AB, Box 8019, S-163 08 Spanga. Tel: (08) 761-7060. Dir: Svante Raeaet; Gen. Mgr.: Hans Johnsson.
Grand Prix, see Sonet.
Granite, see EMI.
Gummessons Book/Music Publ'r, PO Box 6302, Tegnergatan 8, S-113 81 Stockholm. Tel: (08) 15-18-30. Telex: 14275. Gen. Mgr.: Ulf Heimdahl; Sales Mgr.: Ingemar Eriksson; A&R Mgr.: Leif Lundberg.
Labels: (Owned) Signatur, Sirius, Solist; **(distributed—not licensed)** Finngospel (Finland), K-tel (Ireland, UK), Lu-Mi (Norway).
H M V, see EMI.
Hamu, see EMI.
Haparanda Budget Line Recs., Selmedalsvagen 22, S-166 55 Hagersten. Tel: (08) 46-15-11.
Happy Birthday Recs.—Exec. Prod'r: Bo Waldersten; Int'l A&R: Sanji P. Tandan—see Sound of Scandinavia
Harmony, see CBS.
Harvest, see EMI.
Heavy Sound, Regeringsgatan 89, S-111 39 Stockholm. Tel: (08) 11-81-14. Cable: HEAVY. Telex: 14339. Mng. Dir.: Torbjoern Hullegard.
Label: (Owned) Heavy Sound.
Hemmets Haerold, see Prim.
Hemmets Journal AB, Fack, S-212 05 Malmoe. Tel: (040) 934560. Telex 32449. Mng. Dir.: Jan Morch.
Impact, see TMC.
Imperial, see TMC.
Inter-Disc, see Record Trading.
Iver Rec'g Co. AB, Grev Turegatan 38, S-114 38 Stockholm. Tel. (08) 67-99-10. Cable: SOUTHMUSIC.
Label: (Represented) Spark (UK).
Int'l rep.: Worldwide (Peer-Southern).
Jefferson, see Scandinavian Blues Ass'n & Amigo.
Jockey, see Record Trading.
Jollywood Music, see EMI.
K B Rec. AB/Shushu Rec. Ltd., PO Box 4153, S-203 12 Malmoe. Tel: (040) 232-996. Dir.: Ken Brown; Gen & Sales Mgr.: Ulla Nielsson.
Labels: (Owned) KB, ShuShu.
K-tel, see TMC.
Kason, see EMI.
Kawi, see EMI.
Kenneth, see Ad Lib.
Knappupp, see Sonet.
Kontra Punkt, see Record Trading.
Koster, see Mariann.
Kountry Korral Prod'ns, PO Box 8014, S-720 08 Vasteras 8. Tel: (021) 18-86-20/90. Pres.: Lillies Ohlsson.
Labels: (Owned) Cisco, Kountry Korral.
L P-Fyndet AB, PO Box 70, S-815 01 Tierp. Tel: (0293) 131-65. Telex 47126. Gen. Mgr.: Karl-David Kilstrom; Sales Mgrs.: Kjell Gronberg, Nils-Erik Kilstrom. (Distributor/Importer)
Liberty, see EMI.
Lido Prod'n, Fack 131, S-531 01 Lidkoping. Tel: (0510) 231-25.
Label: (Owned) Anette.
Lilla Huset Musik AB, Stationsgatan 4, S-827 00 Ljusdal. Tel: (0651) 157-00. Chief Exec.: Boerje Bergstroem.
Label: (Owned) Wigwam.
Lotus, see TMC.
Lyricon, see Ad Lib.
M N W, see Musiknaetet Waxholm.
Maestro, see EMI.
Marcus Music AB (IFPI), Raesundavaegen 45, S-171 52 Solna. Tel: (08) 730-0400. Deputy Dir.: Margaretha Andersson; Gen. Mgr.: Lars Rosin; Sales Mgr.: Ann-Birgitt Carlsson; Chief Eng.: Christer Berg. (Distributed by Tor)
Mariann Int'l Recs., Hornsgatan 78, S-117 21 Stockholm. Tel: (08) 84-58-88. Telex: 17936. VP: Benny Hedlund.
Labels: (Owned) Mariann; **(distributed—not licensed)** Bohus, Cross Road, Goodwill, Koster, Rainbow, Signatur, Sirius, Solist, Starec (all Sweden); Aquarius, Warwick (UK).
Int'l reps.: Denmark, Finland, Norway (all EMI).
Marilla Grammofon AB (IFPI), Parmmaetargatan 9, S-112 24 Stockholm. Tel: (08) 54-18-30. Telex: 10625. Pres.: Hans Edler
Labels: (Owned) Dance-record Edler, Marilla.
Memphis, see California.
Mercury, see PolyGram.
Metronome, see WEA Metronome
Montana, see California.
Montax AB, Klockaregaten 27, Falkenberg S-311 00. Tel: (0346) 81060.
Montesuma, see EMI.
Moondisc, see Sound of Scandinavia.
Moonshine, see Safir.
Mudist, see Music Ultra.
Musica, see Electra.
Music Consult AB, Oestgoetagatan 17, S-116 25 Stockholm. Tel: (08) 44-03-80. Telex: 12597 Import Mgr Johan Gereholts (Distributor/Importer) (SEE ADVERTISEMENT)
Music for Pleasure, see EMI
Music Ultra Dist'n Inc. (Mudist), PO Box 6084, S-200 11 Malmoe. Tel: (040) 23-90-60, 23-90-70. Cable: PROSTGATAN. Pres. Christer Gardsby; A&R Mgr.: Ronny Klinteberg.
Labels: (Owned) Mudist, YTF; **(distributed—not licensed)** Coop Clinic, EMI.
Musiknaetet Waxholm AB (MNW), Radhusgatan 12, Box 71, S-185 00 Vaxholm. Tel: (0764) 323-45. Gen. Mgr.: Jan-Olof Schill; Sales Mgr.: Lizzie Jorgensen; Studio Mgr.: Curt-Ake Stefan; Prod'ns: Tomas Gabrielsson, Jonas Sjoestroem. (Distributed by SAM).
Label: (Owned) MNW.
Int'l reps.: Denmark (SAM), Norway (MAI).
Noon, see EMI.
Nonesuch, see WEA Metronome.
Nordiska Musikforlaget AB (IFPI), PO Box 745, S-101 30 Stockholm 1. Tel (08) 13 24-80. Cable: MUSICALIA Telex: 11859 Pres.: Bengt Edwardsson; Sales Mgr.: Tony Lonn.
Labels: (Owned) Artist, Barnparaden; **(licensed)** Acanta (Germany), All Stars (France), BASF/Acanta (Germany), Claves (Switzerland), Montparnasse 2000 (France), Music Minus One (USA), Selected Sound (Germany).
Int'l reps.: Denmark (Wilhelm Hansen), Finland (Scandia-Musiikki), Norway (Norsk).
Nugget, see EMI.
Odeon, see EMI.
Olga, see Europa-Produktion.
Omega, see California.
One Up, see EMI.
Onskesagan, see Record Trading.
Lilith Orongroid, c/o Birgitta Olsson, Bondegatan 63 II, S-116 34 Stockholm.
Label: (Represented) Redwood (USA).
Pang, see EMI.
Parlophone, see EMI.
Pathe, see EMI.
Philips, see PolyGram.
Phonograph, see W-Sign.
Pilot Music AB, Fack, S-171 19 Solna. Tel: (08) 730-0810. Pres.. Kjell Samuelson; Gen. Mgr.: Rolf Samuelson, Sales Mgr.: Bertil Lindholm.
Planet Recs. & Music, Framnaesbacken 12, S-171 42 Solna. Tel: (08) 83-73-00. Cable: PLANREC. Telex: 14392. Pres. & Mng. Dir.: Mats Olsson, Local A&R Mgr.: Anders Larsson; Press & Promo.: Madeleine Midenstrand. (Distributed by Sound of Scandinavia)
Labels: (Owned) Bastun, Planet; **(licensed foreign)** Atomic Art (USA), Celluloid (France), Cherry Red (UK), Cream (USA), Dingles (UK), Graduate (UK), Gull (UK), Heartbeat (UK), Hi (USA), Ice (UK), Medley (Denmark), Miracle (UK), Nems (UK), Pipe (UK), Xanadu (USA), **(distributed—not licensed)** Affinity (UK), Charly (UK), Different (UK), Intercord (Germany), Smack (UK).
Int'l reps.: Denmark (Royton), Finland (Polarvox), Norway (Arne Bendiksen).
Platina Recs. AB, St. Arodsgatan 29, H. Backa, S-422 43 Gothenburg. Tel: (031) 52-66-50. Pres. Evert Jakobsson. (Distributed by EMI)
Playback Inspelnings AB, Gustav Adolfs Torg 10, S 211 39 Malmo. Gen. Mgr.: Lennart Christiansson.
Label: (Owned) Playback
Play Music AB, PO Box 112, Vinterg. 5, S 172 23 Sundbyberg. Tel: (08) 98-54-30. Cable: PLAYMU. Telex: 11967. Int'l Contact: Ake Wilke. (Distributor/Importer/Rackjobber)
Int'l branch: Norway.
Labels: (Owned) Play; **(distributed)** CBS, EMI, Electra, GDC, Mariann, Metronome, Phonogram, Polar, Polydor, Sonet.
Polar Music Int'l AB, PO Box 26072, Baldersgatan 1, S-100 41 Stockholm. Tel. (08) 14-30-20. Cable: SWEDENMUSIC. Telex: 11959. Pres. & Gen. Mgr: Stig Anderson; VP: Goerel Hanser; Promo. Mgr.: Marie Anderson; Label Mgr.: Hans Bergkvist.
Labels: (Owned) Polar; **(distributed)** Boardwalk (USA).
PolyGram Direct Mktg. Scandinavia Org., PO Box 50202, Foretagsvagen 14, Arlov, S-20212 Malmoe. Tel: (40) 43-64-50. Telex 32771.
PolyGram Recs. AB, PO Box 3093, Dalvaegen 4, S 171 03 Solna Tel: (08) 730-0940. Cable: POLYG S. Telex: 10466. Mng. Dir.: Per-Arne Lindholm; Fin. & Admin. Dir. & Deputy Mng Dir.: Benno Nornholm, Local A&R MOR, Nicolai Wohrmann-Hill; Local A&R Rock/Pop: Stefan Schroder; Int'l A&R Mgrs.: Ake Blomberg, Robert Hultman; Local Pub. Mgr.: Ingvar Eriksson; Int'l Pub. Mgrs.: Elisabeth Johansson, Eva Soederqvist; Sales Mgr.: Gunnar Johnson.
Labels: (Owned) Archiv, Casablanca, DG, Oux, Fontana, Mercury, Philips, Smash, Sonora, Vertigo, Verve; **(licensed foreign)** Albion (UK), Back Door (UK), Backstreet (USA), Brain (Germany), Charisma (UK), DJM (UK), Do It (UK), Dreamland (USA), EG (UK), Fbeat (UK), Fiction (UK), Harmonia Mundi (France), Illusive (UK), Intersound, MCA (USA), Mountain (UK), PRE (UK), RSO (UK), Robot (Netherlands), Rocket (UK), Sire (USA), Spring (USA), Stiff (UK), Zomba; **(distributed—not licensed)** F-beat, Proprius, Svenska Ljud
Portrait, see CBS
Prestige AB (Scandinavian Music Club), Foretagsvagen 14, S-202 12 Malmoe. Tel: (40) 43-64-50. Telex: 32771. Chief Exec S Rosdahl.
Prim Recs. (IFPI), Dagenhuset, S-105 36 Stockholm. Tel: (08) 13-03-40 Pres. Sverre Larsson; Gen. Mgr.: Larseric Janson; Sales Mgr: David Edstroem; Prod'rs: Lennart Sjoeholm, Swante Bengtsson
Labels: (Owned) Hemmets Haerold, Prim; **(licensed foreign)** Birdwing, Oayspring, Good News, Lamb & Lion, Light, Maranatha!, Myrrh, Solid Rock, Sparrow, Spirit (all USA); Word (UK, USA)
Int'l reps.: Finland (Taborfoerlaget), Norway (Prim/Friadelfiafoerlaget).
Proprius, see PolyGram.
R C (Rock & Country), see EMI.
R R, see California.
Radio, see EMI.
Rainbow, see Mariann.
Record, see California.
Record Trading AB, Box 211, S 183 23 Taeby Tel: (08) 758-3700. Cable: GALVANOMATRIS. Telex: 11350. Pres. Kurt Westman
Labels: (Owned) Gamla Stenkakor, Inter-Disc, Jockey, Kontra Punkt, Onskesagan, Super-Sound; **(distributed—not licensed)** Alshire (USA), Audio master (USA), Opus (Czechoslovakia), Power (UK), Supraphon (Czechoslovakia).
Regal, see EMI.
Regal Zonophone, see EMI.
Reprise, see WEA Metronome.
Rock & Country Recs., PO Box 83, Stationsgatan 13, S-310 58 Vessigebro. Tel: (0346) 206-59, Gen. Mgr.: Christer Malmsted; Sales Mgr.: Bertil Janson. (Distributor/Importer)
Labels: (Owned) Rock & Country; **(licensed foreign)** Cha Cha, Oore, Gold band, Judd, Razorback, Sarg, Showay, Yucca
Rollis Grammofonskivor AB, PO Box 291, S-201 22 Malmoe. Tel (040) 23 41-01 Mng. Dir. Hans Ingvar Hansson; Pres. Lennart Carlsson; Sales Mgrs.. U. Andersson, J Eriksson. (Wholesaler/Importer/Exporter)
Rondo, see EMI.
Ronny's Music, PO Box 4297, S 203 14 Malmoe. Tel: (040) 12-89 12. Pres Ronny Hall (Importer of oldies singles)
Round Up, see CBS.
Royal, see EMI
S A M Dist'n Musik AB, Box 15, S-185 00 Vaxholm. Tel (0764) 32600, 31590. Telex: 15268. Chief Exec: Peter Karlsson; Sales Mgr.: Goeran Thuresson; Export/Import Mgrs.: Hans Andreasson, Ann-Marie Beckman, David Parmacek. (Distributor/Importer/Exporter)
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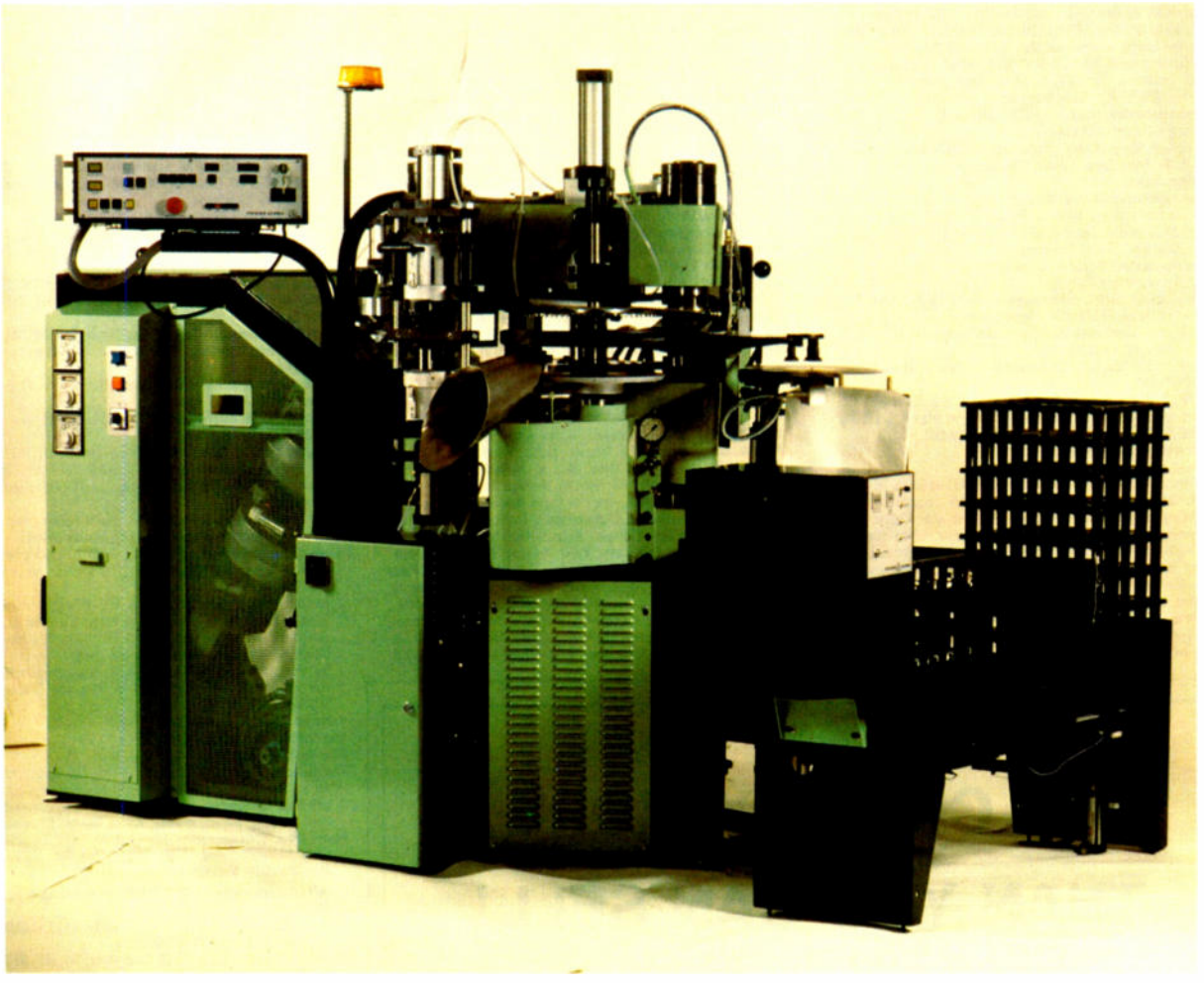

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Svensk Grammofonindustri (AB), Box 22, S-197 00 Bro. Tel: (0758) 4-61-85. Gen. Mgr.: Jan-Erik Uddegard.
Audio: Cassette.

Talkback Studios AB, Luetzengatan 12, S-115 23 Stockholm. Tel: (08) 62 01-79, 62-01-09. Pres.: C.G. Langenskioeld; Gen. & Sales Mgr.: Ulf Zwedberg; Technical Mgr.: Gunnar Silins.
Audio: Cassette, open reel.

Toolex Alpha AB, Box 176, S-172 25 Sundbyberg. Tel: (08) 28-90-30. Telex: 13378. Mng. Dir. & Gen. Mgr.: Desten Nilsson, Sales Mgr.: Gunnar Axe.
Audio: Cassette.

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEDTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.
Audio: Cassette boxes.

Videogram, PO Box 295, S-58001 Linkoeping. Tel: (013) 12 19-97. Telex: 50029. Gen. Mgr.: Roger B. Fransson, Sec'y: H. Birgitta Karlsson. (Video only)

PROFESSIONAL TAPE SUPPLIES

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel: (08) 28-29-10. Cable: VIDEDTAPE. Telex: 10867. Gen. Mgr.: W. Bjoerklund.

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P.O.Box 14,
S-163 93 Stockholm
Sweden
Tel.: 08/751 04 00
Telex: 14075

DISCOPHON OY
Lansiportti 4 A
SF - 02210 Espoo 21
Finland
Tel.: 90/880 022
Telex: 12-2705

TALENT MUSIC ORGANISATION AS
P.O.Box 2814, Tøyen
Oslo 6
Norway
Tel.: 02/67 95 40
Telex: 17079

RAW MATERIALS

Svensk Grammofonindustri (AB), Box 22, S-197 0C Bro Tel (0758) 4-61 85. Gen Mgr Jan-Erik Uddegard
Chief product: Vinyl

RECORD MANUFACTURING EQUIPME NT

Alpha, see Toolex.
Europa Film AB, PO Box 20065, S-161 20 Bromma Tel (08) 98 77 00 Cable EUROPASTUO. Telex 17656 Pres. Torbjoern Sjoeberg, Gen Mgr. Bengt Runsten, Sales Mgr.: Eric Augustsson
Chief product: Plating equip
Toolex Alpha AB, Box 176, S-172 25 Sundbyberg, Tel (08) 28 90-30. Telex 13378. Mng. Dir. Gen. Mgr Oesten Nilsson; Sales Mgr Gunnar Axe
Chief product: Automatic record presses
Brand names: Alpha Delta 7, Alpha Delta 12 (SEE ADVERTISEMENT)

TAPE, BLANK LOADED & BULK RAW

Agfa-Gevaert AB, Torshamnsgatan 18, Stockholm Tel (08) 751-03-00. Cable. AGFAGEVAERT Mng. Dir Raymond Van Roosbroeck, Sales Mgr Lennart Karsbrink.
Audio: Cassette, open reel.
Video: Blank–2" & 1" open reel.
Brand name: Agfa.
Ampex AB, Rissneleden 8, S-172 07 Sundbyberg Tel (08) 28-29-10 Cable VIOEOTAPE. Telex: 10867 Gen. Mgr.: W. Bjoerklund.
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, ¾" cassette, ½" EIAJ open reel, Beta, VHS
B A S F Svenska AB, PO Box 53008, KungsPortsavenyen 31-35, S-400 14 Goeteborg 53. Tel (031) 81-32-60. Cable: BASIMPORT Telex: 2327. Sales Mgr.: Bo Hartzell.
Audio & Video: Cassette, open reel
Ekman & Co Import AB, Box 300, Stora Nygatan 29, S-401 24 Gothenburg Tel (031) 17-45-80. Cable: EKMANS. Telex 2253, 20763
Audio: Cassette.
Brand name: Oenon.
Talkback Studios AB, Leutzengatan 12, S-115 23 Stockholm Tel (08) 62 01-79, 62 01-09. Pres. C. Langenskiold, Gen. & Sales Mgr.: Ulf Zwedberg. (Blank only)
Audio: Cassette.
Brand name: LSI-Compupac.
Track Tape AB, Box 9031, Bronsaldersgatan 7, S-200 39 Malmoe. Tel: (40) 22-45-60. Telex: 33553. Gen. Mgr. Ingegerd Engfelt.
Audio: Cassette.
Videogram, PO Box 295, S-58001 Linkoeping. Tel (013) 12 19 97. Telex 50029. Gen. Mgr Roger B. Fransson, Sec'y H. Birgitta Karlsson
Video: ½" cassette.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex AB, Rissneleden 8, S-172 07 Sundbyberg. Tel (08) 28-29-10 Cable VIOEOTAPE. Telex: 10867. Gen. Mgr W. Bjoerklund.
Audio: Duplicators.

• accessories manufacturers

Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6 Tel (08) 34-01-95 Telex 15840 Pres Per-Anders Boquist, Sales Mgr. Laila Munther.
Product: Record–45 rpm adaptors
Ampex AB, Rissneleden 8, S-172 07 Sundbyberg Tel (08) 28-29-10 Telex 10867 Gen Mgr W Bjoerklund
Product: Tape–head cleaners, demagnetizers
Georg Dahlberg AB, PO Box 6058, Norra Stationsgatan 91 93, S-102 31 Stockholm 6 Tel (08) 34 01 95 Cable GEODAHL. Telex 17840. Pres Per Anders Boquist.
Product: Record–replacement styli, Tape–carrying & storage cases, head cleaners, demagnetizers
Elfa Radio & Television AB, Industrivagen 23, S 171 17 Solna Tel (08) 730 0700. Telex 10479. Mng Dir Gunnar Roth, Sales Mgr Arne Ununger.
Product: Record–record care prods., replacement styli, Tape–head cleaners, demagnetizers, leader & splicing tape
Sven Eriksson Audio, PO Box 834, S-121 08 Johanneshov. Tel (08) 19-90-50. Telex 13210. Owner, Sven Eriksson. Sales Mgr. Gunnar Sikns. (Importer)
Product: Record–record care prods., replacement styli, Tape–head cleaners, demagnetizers.
N A S A B, Chalmersgatan 27a, S-411 35 Goeteberg Tel (031) 18 86-20
Product: Record–replacement styli.
Brand name: Pickering.
P. F Samson Aktiebolag, Sveavaegen 1, S-335 00 Gnosjoe Tel (0370) 9-18-71, 9-22-10. Cable: SAMSONGNOSJOE Telex 70392 Gen Mgr Percy F Samson, Sec'y Renate Samson.
Product: Record–stands

• store fixtures manufacturers

Amigo Musik AB, PO Box 6058, Norra Stationsgatan 91-93, S-102 31 Stockholm 6. Tel (08) 34 01-95 Telex 17840. Pres Per-Anders Boquist, Sales Mgr Laila Munther.
Product: Record divider cards.
Fors & Forss AB, PO Box 100, S-170 11 Orottningholm Tel: (08) 759-0090 Mng. Dir Haekan Forss; Sales Mgr. Ingrid Windekilde.
Product: X-rack record, MC, video & tape display racks.

SWITZERLAND

Population: 6,300,000
Population by age groups: 0-19 (28%), 20-39 (31%), 40-59 (24%), 60+ (18%)
Rate of exchange: $1 (US) = 2.10 francs.
Per capita income: $15,200
Holidays: January 1 & 2, Good Friday, Easter Monday, May 1 (certain cantons), Ascension Day, August 1 (Swiss National Day), December 25 & 26, plus a number of local holidays

RECORDS:

Record sales certification awards: Gold single–50,000 units, platinum single–100,000 units. Gold LP–25,000 units, platinum LP–50,000 units.
Records sold domestically including imports (retail value): LP's 1980–$77,000,000; 1979–8,000,000 units, $70,000,000 Singles 1980–$12,000,000, 1979–3,000,000 units, $11,000,000
Average retail price per record: LPs–$8.40, singles $2.40
Record club sales: Less than 5% of total
Discounting: Rare
Type of distribution: Most of the international representatives operate as importer/wholesalers. Smaller independent record companies use wholesalers. Six rack jobbers account for about 40% of total recording sales, large shopping chains split the remaining 60% With the weaker Swiss franc, direct imports are losing ground. However, for the rarity and specialty market–mainly jazz, blues and folk–they play a vital role that is independent of currency fluctuations. Club sales are becoming less important
Type of promotion: Newspapers and record companies are not always on friendly terms as the former tend to emphasize their independence and progressiveness with hypercritical reviews. The information monopoly has become more delicate with Blick, the largest circulation daily newspaper, having acquired Good News, a major concert agency. German, French and UK music press product is sold at almost all newsstands. Major magazines include Pop/Rocky and Music Scene. Television, radio and concert promotion is limited. With the successful launch of the first commercial radio station, Radio 24, record companies have a new promotional outlet that they frequently use.
Jukeboxes: 19,000

TAPE:

Market: 8-track is non-existent. The pre-recorded audio cassette market accounts for about 50% of the total cassette market. Widespread home duplication has increased sales of blank cassettes. About 75% of all new cars are sold with stereo radio/tape equipment. The video market is expanding rapidly, with VHS having a share of 70%, Beta 20% and Video 2000 10%. Pre-recorded tapes, which sell for $100 to $150, are primarily offered on a rental basis. Up to now, current boxoffice movies were not available.
Pre-recorded tape sold domestically including imports (retail value): Cassette 1980–$30,000,000; 1979–4,400,000 units, $27,000,000
Average retail price per tape: Cassette–$8.90

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (95%); television sets (85%), color (63%), b&w (37%); phonographs (78%); audio tape recorders (85%); video tape recorders (5%)

RADIO STATIONS:

No. of commercial 1; no. of government 6 (3 AM, 3 FM).
Comment. The first commercial and privately owned radio station, Radio 24, which broadcasts from Italy into metropolitan Zurich, has won legal battles before Italian courts against the Swiss government monopoly. Radio 24, which operates without interruption or interference, has provoked the government owned stations to introduce an MOR music night program without commercials. Concurrence is also met by the powerful broadcasting stations such as Sudwestfunk (Germany), Radio Luxembourg and the Austrian stations which are very popular among the younger generation.

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TELEVISION STATIONS:

No. of channels: 3 government, 100% color (PAL).

Comment: German and Austrian programs increase their popularity at the expense of Swiss programs. A close television network provides Swiss homes with 12 channels including local German programs and three French programs. The Swiss programmers still have not succeeded in presenting an attractive music program. Video music tapes are shown frequently. The Swiss launch of a new television satellite in conjunction with Austria is under discussion. It would offer international programs and would be able to reach the remote regions of the Swiss Alps. Its introduction is not expected before 1985. Swiss publishers are also contemplating the introduction of a private cable network that would specialize in regional programs.

MARKET ANALYSIS:

Switzerland has recovered from the negative effects of a strong Swiss franc which supported parallel imports. Turnover has been satisfactory, but profit expectations are not always met as Switzerland is considered to be a high cost country. The growth of the recorded music market at a total annual turnover of about $115 million seems to have reached its limits. Record company executives have responded by reducing labor and inventory.

Subsidiaries of international record companies such as PolyGram, CBS, and EMI, lead the market; Musikvertrieb Ltd. is the major independent company. The tendency to produce more local artists with international standing has proved successful for country singer Suzanne Klee (EMI) and hard rock band Krokus (Ariola). This development has resulted in increased local production by new names like Vic Vergat (FM), Betty Leg ler (Big Mouth), Irrwisch (EMI), Bitch (Bellaphon), Tickets (Ariola) and Trampolin (CBS).

There is a noticeable interest for dialect rock music, which is offered at its best by Polo Hofer. Anglo-American product still dominates the charts, but Italian hits by Adriano Celentano and Umberto Tozzi have fared well. The Swiss have no emphatic preferences in music tastes, but experimental music such as new wave is not readily accepted. Conservatism prevails as the release policy of the record companies.

The Swiss market is divided into three major ethnic markets/language regions—German, French, Italian—a factor that complicates matters for the record companies. Radio 24 has enabled them to promote their product more directly. Government-owned stations are now reviewing their program policies.

Major international artists regularly visit Switzerland. Concerts are organized by the two major concert agencies, Good News and Free & Virgin. The Hallenstadion of Zurich, with a capacity of 12,000, is the largest Swiss venue. Towns like Basel, Berne, Lucerne, Geneva and Lausanne have concert halls with seating up to 3,000. The major festivals like Montreux (jazz and classical), Lucerne (classical), Nyon (folk), Zurich (jazz) and Lugano (jazz) are very popular and attract visitors from all over Europe. An increased popularity of open air festivals with local artists has occurred recently. Unfortunately, Switzerland has a lack of smaller venues, but youth centers, found in almost all Swiss cities, offer cheaper and smaller concert facilities.

Recording studios such as Mountsun (Montreux), Aquarius (Geneva), and Powerplay (Zurich) meet international standards. The major record companies are preparing themselves for the promising video market. In the meantime, they await to see whether the rental or sales system will succeed.

Pierre F. Haesler

• record & tape manufacturers / distributors / importers

A P V Prod'n Ltd., Postfach A 135, Graben 1, CH 6301 Zug. Tel: (042) 21 30 42. Pres.: August P. Villiger, AR & Promo: Margrit Villiger.
Labels: Image, Montana, Trio.

A R A, see Metronome.

Activ Recs. AG, Postfach 18, CH-8753 Mollis. Tel: (058) 34 27 34. Telex: 875145. Co-Pres.: Jakob Baumgartner, Claudio Deldegan, Christoph Berger.
Labels: (Owned) Activ, Activ Special, Creativ.

African Violet, see America Sound.

Air, see Musicland.

Aktuell, see Musicland & Pick.

Alpha, see Electromusic.

Alpina, see Electromusic.

America Sound, Scheuchzerstr. 35, CH 8022 Zurich. Tel: (01) 362 01 82. Telex: 57666. Owner & Pres.: Kathi Schnyder. Gen. Mgr.: Peter Schnyder. Sales Mgrs.: Kathi & Peter Schnyder (Distributor/Importer)
Labels: (Owned) African Violet, America Sound, **(licensed domestic)** Willisau Live; **(distributed—not licensed)** Biber (Germany), Flame (Germany), Mood (Germany), PM (USA/ Philips (Brazil), Sandra (Germany).

Angel, see EMI.

Archiv, see PolyGram.

Ariola Eurodisc AG (IFPI), Letzigraben 89, CH 8047 Zurich. Tel: (01) 54 53 90. Telex: 53436. Mng. Dir.: Ludwig Schmucki, Deputy Mng. Dir. & A&R Mgr.: Bruno Huber. Mktg. & Promo Mgr.: Marco Zanotta (Distributed by Musikvertrieb)
Labels: (Owned) Ariola, Baccarola, Eurodisc, **(licensed foreign)** Albion (UK), Arabella (France), Arista (USA), Athena (Germany), Bearsville (USA), Bronze (UK), Bubble (Netherlands), CGD group (Italy), CMH (USA), Chrysalis (UK), Clan Celentano (Italy), Coconut, Coral (USA), Din Disc (UK), Freedom (USA), GRP (USA), Go-Feet (USA), Handshake (USA), Hanibal (UK), Hansa (Germany), I Spy (USA), Infinity (USA), Island (UK), Joy (UK), MCA (UK, USA), Manticore (UK), Musiza (Italy), Novus (USA), (Oasis (Germany), Ocean/Ariola, FBR Int'l (USA), Palmbeach (UK), President (UK), Real (UK), Red Star (USA), Rialto (UK), Rockburgh (UK), Rocktopus (Germany), Savoy (USA), Shelter (USA), Sire (USA), Souplet (France), Supraphon (Czechoslovakia), Tomato (USA), Two Tone (UK), Vergara (Spain), Virgin (UK), Ze (UK), Zoom (USA).

Artiphon, see Turicaphon & Musikvertrieb.

Artone, see CBS.

Arts Menagers, 80-82 Rt. de Chene, CH 1208 Geneva. Contact: R. Torre.
Label: (Represented) Moss Music Group (USA).

Artus, see Electromusic.

Asmahan, see Turicaphon.

Asylum, see WEA.

Atco, see WEA.

Atlantic, see WEA.

B T Bramticket, see Bellaphon.

Babylon, see Bellaphon.

Baccarola, see Ariola Eurodisc.

Bacillus, see Bellaphon.

Baerenreiter Verlag Basel AG, Neuweilerstr. 15, CH 4015 Basel. Tel: (061) 39 58 99. Telex: 64472. Mng. Dir.: Franz Kobel.
Labels: (Owned) Baerenreiter Musicaphon, **(distributed)** Calig, Cantate, Carus, Da Camera, JSV, RMB, Sastruphon.

Baidaphon, see Turicaphon.

Barclay PolyGram Recs. SA (IFPI), Rue du Roveray 14, CH 1207 Geneva. Tel: (022) 36 56 80. Cable: BARCLAYDISC. Telex: 23368. Deputy Mng. Dir.: Claude Aubert.
Home office: France
Labels: (Owned) Barclay, Blue Star, EGG, Riviera, Riviera LM, **(distributed domestic—not licensed)** Beau Lac de Bale, DSB, Stamy, **(distributed foreign—not licensed)** Ahead, Albatros, Aquarius, Arc en Ciel, Michel Berger, Black & Blue, Cetra, Duetto, EM, Encyclopedie de l'Drgue, Erato, FY, Fiori Musicali, Fonit, Forlane, General Music, Greensleeves, Isabel, Italia, Malypense, Musique, Pablo, Palcoscenico, Pellicano, Perides, Tresors, Vanstory.

Basilisk, see Electromusic.

Beau Lac de Bale, see Barclay PolyGram.

Bellaphon AG (IFPI), Farbhofstr. 21, CH 8048 Zurich. Tel: (01) 62 74 02. Chief Exec.: B. Zivanovic. Gen. Mgr.: Mario Magistris.
Home office: German Federal Republic.
Labels: (Owned) Bacillus, Bellaphon, Pfiffikus, **(licensed)** Boardwalk, Concord Jazz, Gordy, Rare Earth, Scotti Bros., Stax, Tamla Motown (all USA), Acanta (Germany), **(distributed—not licensed)** African Violets (Germany), Alfa (Japan), Amayana (Germany), America Sound (Germany), Aristocrate (France), Artists House (USA), Audiofidelity (USA), Avatar (UK), BT Bramticket (Switzerland), Babylon (Germany, Switzerland), Biber (Germany), Black Saint (Italy), Blue Angel (Germany), Blues Beat (Germany), Burning Sound (UK), Bvhaast (Netherlands), Cain (Germany), Circle (Germany), Coco (France), Delos (USA), Disco Party Pac, ENJA (Germany), Everest (USA), FMP (Germany), Flame (Germany), Flying Dog (Japan), IREC (Italy), Invitation (Japan), JSP (UK), JVC (Japan), L&R (Germany), Leuenhagen + Paris (Germany), Lyrichord (USA), MMD (USA), Muse (USA), Musique en Wallonie (Germany), Nagara (Germany), Natural Resources (USA), Nessa (USA), Pastels (Germany), Patmos (Germany), Pepita (Hungary), Pick Up (Germany), Prodigal (USA), Rare Bird (Germany), Record Z (Germany), Richey (USA), SSS Int'l (USA), Sackville (Canada), Schwann (Germany), Sine Qua Non (USA), Sky (Germany), Soul (USA), Soul Note (Italy), Spotlite (UK), Star Sound (Switzerland), SteepleChase (Denmark), Sun (USA), Swiss Sound (Switzerland), Timeless (Netherlands), VM (Austria), VPA/Red (Italy), Venus (Germany), Victor (USA), Woolfe (Germany), Zen (Japan).

Bimbo, see Metronome.

Blue Note, see EMI.

Blue Star, see Barclay PolyGram.

Brunswick, see PolyGram.

C B S Schallplatten AG (IFPI), Oberneuhofstr. 6, CH 6340 Baar. Tel: (042) 33 33 63. Telex: 868874. Mng. Dir.: Norman D. Block. Sales Mgr.: Achille Koelliker. Mktg. Mgr.: Edith Jakob.
Home office: USA, CBS Recs. Int'l.
Labels: (Owned) Artone, CBS, Embassy, Epic, GTD, Harmony, Masterworks, Odyssey, Okeh, Portrait, Versailles, **(licensed)** A&M (USA), Abbott (USA), Aladin (Germany), Arhoolie (USA), Bang (USA), Bethlehem (USA), Blue Classics (USA), Blue Sky (USA), Caribou (USA), Catoca (Germany), Changes (USA), Channel (USA), Cleveland Int'l (USA), Dart (UK), Date (USA), Fillmore (USA), Funckler (Netherlands), Go (USA), Hickory (USA), Him (USA), Horizon (USA), Illegal (UK), Invictus (USA), Jet (UK), Kaleidoscope (UK), Kirshner (USA), Libra (Italy), Linda (Germany), Loeve (Germany), MRC (Germany), Metromedia (USA), Meys (France), Monument (USA), Ode (USA), Oldtime (USA), Old Timey (USA), Pavillion (USA), Philadelphia Int'l (USA), Platinum (France), Raglan (USA), Star flite (USA), TK (USA), Tabu (USA), Tappan Zee (USA), UPC (USA), Vee Jay (France), Yum Yum (USA).

C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich. Tel: (01) 241.47 11. Telex: 58975. Pres.: Hugo von Blumenthal.
Label: (Owned) Galaxy.

C P S A (Cie. de Prod'ns Sonores & Audiovisuelles), Place du Grand Mont, CH 1052 Le Mont/Lausanne. Chief Exec.: Aurel Trost. Gen. Mgr.: Pierre Henri Dumont. (Distributor/Importer)
Labels: (distributed—not licensed: Black Lion (UK), Celluloid (France), Dreyfus (France), Motors (France), Movieplay (Spain), Pye (UK), RKM (Belgium), Roulette (USA), Vogue (France).

Caete, see IRC.

Capitol, see EMI.

Carex, see Eurex.

Carsound, see Turicaphon.

Casablanca, see PolyGram.

Casino, see EMI.

Cellier, see Disques Office & Phonag.

Chalet Recs./Friederich's Prod'ns, 13 Rue Marginac, CH 1206 Geneva. Tel: 47 68 10. Telex: 289789. Pres.: Gen. & Sales Mgr.: Jean-Claude Friederich.
Int'l reps.: Benelux (Trema in France), Canada (Chalet), Central & South America (RCA), France (TremaV, Greece (CBS), Hong Kong (Victor in Japan), Indonesia (Victor in Japan), Italy (Carosello), Japan (Victor), Mexico (RCA), Scandinavia (RCA), Singapore (Victor in Japan), South Africa (Gramophone), South America (RCA), Spain (CBS/Epic), Switzerland (Trema in France), Taiwan (Victor in Japan), USA (Chalet), Yugoslavia (Jugoton).

Charis, see Musicland.

Classic Pick, see Pick.

Claves Schallplatten & Musikverlag, Trueelweg 14, CH 3600 Thun. Tel: (033) 23 16 49. Cable: CLAVES. Gen. Mgr.: Marguerite Duetschler Huber.
Label: (Owned) Claves.
Int'l reps.: Austria (Musikhaus Dr. Faessler, Desterreichischer Schallplatt tenklub der Jugend), Belgium (La Boite a Musique), Canada (Mer idienne), Finland (Fuga), France (Les Magasins FNAC), Germany (Disco-Center), Hong Kong (Pacific), Israel (Israeli Music Publ'ns), Italy (La Bottega Discantica), Japan (Polydor), Netherlands (Hosat), Sweden (Nordiska), UK (Gamut), USA (Brilly Imports).

Cobra, see EMI.

Collector's, see IRC.

Coloraphon Schallplatten, Hopfengarten, CH 9451 Eichberg. Tel: (071) 75 27 55. Mng. Dir.: Carl Nauer. (Distributed by Finsterwald & Cantacuzene)

Columbia, see EMI.

Core SA, Rue Gambetta 22, CH-1815 Clarens Montreux. Tel: 61 38 88. Gen. Mgr.: Georges Choralas. Sales Mgr.: Alberto Chiellini.
Label: (Represented) Latin Percussion Ventures (USA).

Cotillion, see WEA.

Creativ, see Activ Recs.

Crystal, see EMI.

Custom, see Metronome.

D G, see PolyGram.

Dacapo, see EMI.

Discofon, see Metronome.

Disc Import, Seebahnstr. 111, CH 8003 Zurich. Tel: (01) 461.34 28. Chief Exec.: K.J. Oberleitner. (Distributor/Importer)
Labels: (Distributed—not licensed) Ars Nova (Italy), BJR (USA), Bongiovanni (Italy), Cetra Lo (Italy), Chaltont (USA), Citadel (USA), DRG (USA), Discocorp (USA), Discopaedia (Canada), Discophilia (Germany), Discoreale (France), Entr'Acte (USA), Klavier (USA), Melodram (Italy), Metropole (France), Musica Viva (Germany), Opera Rara (UK), Opus (Czechoslovakia), Orpheus, PBR (USA), Pape (Germany), Rehef (Liechtenstein), Replica (Italy), Starlog (USA), Varese Sarabande (USA).

Disques Office (IFPI), Rte. de la Glane 35, CH 1700 Fribourg. Tel: (037) 24 62 61. Telex: 36424. Gen. Mgr.: Jean-Claude Vial. Sales Mgr.: Bernard Chassot.
Labels: (Owned) Cellier, Disques-Office, Frontier, Lazer, Via Music; **(represented)** AZ Bam, Accord, Adele, Ades (France), America (France), Arfolk, Arhoolie (USA), Arion, Atoll, Ballon Noir, Biograph (USA), CT—Charles Talar (France), Canetti (France), Cavalier, Cezame (France), Club du Disque Arabe, Cobra, Debs, Deesse (France), Disneyland (France), Edici, Elver, Encyclopedie Sonore, Festival, Free Bird, GT—Gerard Tourmier (France), Hexagone (France), Ibach, Jazz Anthologie, Kebec Disc, Musidisc (Belgium), Ocora, Owl, Petit Menestrel (France), Ri-Fi (Italy), Rigolo (France), Saravah, Serp, Sono Cavo, Sonodisc, Storyville, Trema, Vista (USA), Carrere Group—Apollo, Caroline, Eagle, Fleche, Formula No. 1, Heloise.
Int'l reps.: Belgium (Musidisc), Canada (Gamma, Presqu'ile), France (Musidisc), Germany (Bellaphon), Italy (Ducale), Japan (RCA).

Double Up, see EMI.

Duraphon Recs., Drosselstr. 20, CH 4106 Therwil. Tel: (061) 73 76.36. Gen. Mgr.: Hugo Durandi.
Labels: Duraphon, Podium, Slava, Sympatic.

E G G, see Barclay-PolyGram.

E M I America, see EMI Recs.

E M I Recs. (Switzerland) AG (IFPI), Buckhauserstr. 24, CH-8048 Zurich. Tel: (01) 54 00 10. Cable: EMI RECORDS. Telex: 822150. Mng. Dir.: Guy Deluz; NCD Div. Gen. Mgr.: Kurt Cattaneo; A&R Mgr.: Lasco H. Burkhalter; Sales Mgr.: Max Trostel, Mktg. Mgr.: Beat Hausherr.
Labels: (Owned) Angel, Blue Note, Capitol, Casino, Cobra, Columbia, Crystal, Dacapo, Double Up, EMI, EMI America, Electrola group, Emidisc, HMV, Harvest, Hoer Zu, Imperial, Kaleidoskop, Liberty, MFP, Matumbi, Note, Odeon, One Up, Parlophone, Pathe, Punch, Regal, Regal Zonophone, Seraphim, Sidewalk, Starline, Sunset, Trianon, United Artists, Waverley, Zonophone; **(licensed domestic)** Elsener; **(licensed foreign)** Apple (UK), Ardeck (UK), Chranders (Germany), Colorit (Germany), Good Time Jazz (USA), Harmonia Mundi (Germany), Kling Klang (Germany), MPL (UK), Musicians (Germany), Musikant (Germany), Papagayo (Netherlands), Purple (UK), RAK (UK), Rolling Stones (UK), Ruessel (Germany), Safari (UK), Sunburst (UK), Weltrekord (Germany).

E M R, see Electromusic.

E S P Collection, see Turicaphon & Musikvertrieb.

Edito Serv. SA, 9 Ter Ch. de Roches, CH-1200 Geneva. Tel: (022) 35 52.82. Telex: 23640. Gen. Mgr.: David Josefowitz.
Labels: Concert Hall, Guilde Int'l du Disque, Jazztone, Varieton.

88 Upright, see IRC.

Einhorn, see Metronome.

Electrola group, see EMI.

Electromusic AG (IFPI), Baslerstr. 9, CH-4102 Binningen 1. Tel: (061) 47 75 50. Cable: EMAG. Telex: 63754. Prod'n & Sales Mgr.: Ditto Aebi; PR: Kurt Mettler.
Labels: (Owned) Alpina, EMR, Tell; **(distributed)** AGM (Germany), Alpha, Artus, Basilisk, Chant du Monde (France), Laellekeenig, Swiss Hit, Vero Disc.

Elektra, see WEA.

Elite, see Turicaphon.

Elite Special, see Turicaphon & Musikvertrieb.

Elsener, see EMI.

Embassy, see CBS.

Emidisc, see EMI.

Epic, see CBS.

Ere du Verseau, PD Box 90, CH-1211 Geneva 1. Cable: REGDRINT. Chief Exec.: M. Regor; Press: Regine Villars.

Eurex Recs., Hochstr. 152, CH-8330 Pfaeffikon-Zurich. Tel: (01) 950 22.31. Gen. & Sales Mgr.: Hans Rudolf Buechi. (Distributed by Finsterwald & Cantacuzene)
Labels: (Owned) Eurex, Carex (8 tr.), Lunarex (4-tr.).

Eurodisc, see Ariola Eurodisc.

Evasion SA, Place du Grand Mont, CH-1052 Le Mont/Lausanne. Tel: (021) 33.33.55. Pres.: Francois Vautier, Gen. Mgr.: Gaston Schaefer.
Labels: (Owned) Evasion, **(distributed—not licensed)** Auvidis (France), Big Beat (France), Caf'Conc. (France), Escargot (France), Gamma (Canada), JDP, Marie Josee, Mary Melody (France), Moshe Naim (France), Munich (NetherlandsV, Plant Life (UK), Playasound (France), Production 3A (France), Request (USA), Rounder (USA), SFPP (France), Umidisc (France), VDE.

Ex Libris AG Grammoclub, Hermetschloostr. 77, CH-8048 Zurich. Tel: (01) 62 51 00. Telex: 52501. Mng. Dir.: Dr. Franz Lamprecht; Mktg. Dir.: Dr. Erland Herkenrath.

Exclusiv Schallplatten, Geltenwilerstr. 16, CH-9000 St. Gallen. Tel: (071) 23 23 33. Mng. Dir.: Rico Sonderegger.

F & C, see Finsterwald & Cantacuzene.

Fass, see PolyGram.

Favorit, see John Lay.

Finsterwald & Cantacuzene (IFPI), 70 Ave. des Alpes, Montreux. Tel: (021) 62 45 55. Cable: DISQUES. Telex: 24686. Admin'r.: Jean-Jacques Finsterwald. Gen. Mgr.: Ivan Cantacuzene.
Labels: (Owned) F&C, **(distributed)** Coloraphon, Eurex, Star; **(represented)** Amati (Germany), Arrow (UK), Better (Spain), Cash (Germany), Cetra Opera (USA), Charade (France), Cigala (Italy), Circus (Italy), Clave (Spain), Collector (UK), College (Italy), Comedie Francaise (USA), Concert Disc (USA), Counterpoint-Esoteric (USA), Coup (Germany), DDM (France), Design (USA), Discophon (Spain), Durium (Italy), Echo (Germany), Eden Roc (France), Equipe (Italy), Everest (USA), Freedom (Italy), Gaviota (Spain), Hebra (Belgium), Hispavox (Spain), Impacto (Spain), Joker (Italy), Jolly (Italy), Legacy (USA), Little (Italy), Main (Germany), Megaphonie (France), Musart (Mexico), Music (Italy), Olympic (USA), Olympo (Spain), Omnia (Italy), Period (USA), Pickwick (USA), Primaphon (Germany), RIS (France, Italy), Royal (Italy), Scala (USA), Signal (Italy), Song (Germany), Spotlight (Germany), Sprint (Italy), Start (France), Stella (Italy), Tradition (USA), Welt Melodie (Germany), Zafiro (Spain).

Fono GmbH, Seidenhofstr. 14, CH-6002 Lucerne. Tel: (041) 22 22.88. Contacts: Henriette & Dr. Paul Cron.

Fontana, see PolyGram.

Foraton, see Musicland.

Friederich's Prod'ns, see Chalet.
Frontier, see Disques-Office.
G T D, see CBS.
Galaxy, see CCT.
Gallo, see VDE-Gallo.
Gold Recs., Alte Landstr. 23, CH-8942 Oberrieden. Tel: (01) 720.82.00. Telex: 59013. Owner: Bernard Henrion.
Label: (Owned) Gold, Prive Disc.
Int'l reps.: Australia (Carinna), Austria (Amadeo), Germany (Disco-Center Kassel, Teldec), Italy (DuriumV.
Golden-Jet, see Metronome.
Gong, see Metronome.
H M V, see EMI.
Hallelujah, see Phonag.
Harmony, see CBS.
Harvest, see EMI.
Hazyland, see Mabel.
Heliodor, see PolyGram.
Helvetia, see Phonag.
Hoer Zu, see EMI.
Hot Pick, see Pick.
Hug & Co. Musikverlag Zurich (IFPI), Limmatquai 26-28, CH-8022 Zurich. Tel: (01) 251.68.50. Cable: MUSIKHUG. Owner & Gen. Mgr.: Erika Hug. (Distributed by Music Consort)
Label: (Owned) Pelca.
Int'l rep.: Germany (Disco Center).
Hurrican, see Metronome.
I R C (International Rec. Center), PO Box 249, CH-8049 Zurich. Tel: (01) 56.25.15. Dir.: Theo Zwicky.
Labels: (Owned) Caete, Collector's, Jazz Circle 88 Upright, Star Performance; **(licensed)** Jazz Club (France), Swiss Jazz; **(distributed—not licensed)** Arcadia (USA), Black Jack (Germany), Dawn Club (Germany), Delmark (USA), Fat Cat's Jazz (USA), IAJRC (USA), Jazum (USA), Rarities (UK), Roots (Austria), Sackville (Canada), Vintage Jazz Mart—VJM (UK).
Int'l reps.: UK (Jazz Music), USA (City Hall).
Image, see APV & Record Serv.
Impact, see PolyGram.
Imperial, see EMI.
Indian, see Metronome.
International Pick, see Pick.
International Rec. Center, see IRC.
Intertape Ltd., Spinnereistr., CH-8753 Mollis. Tel: (058) 34.31.34. Telex: 75162. Gen. Mgr.: Peter Baumgartner. (Distributor)
Intimus, see Turicaphon & Musikvertrieb.
Iramac, Burgerstr. 17, CH-6000 Lucerne.
Home office: France.
J D P, see Evasion.
Jecklin & Co. (IFPI), Raemistr. 30 & 42, CH-8024 Zurich. Tel: (01) 47.35.20. Cable JECKLINCD. Telex: 58507. Chief Execs.: Hans & Peter Jecklin. (Distributor as Musica AG)
Labels: (Owned) Jecklin-Disco, Jecklin-Exemplia; **(distributed—not licensed)** CRD (UK), Candide (USA), Crystal Clear (USA), Fono (Germany), Jeton, Preiser (Austria), ricordi (Italy), Sheffield (USA), Turnabout (USA), Vox (USA).
Int'l reps.: France (Disco-Shop Paris), Germany (Fono Muenster), Italy (Ricordi), UK (Conifer), USA (Fonodisc Int'l).
Jazz Circle, see IRC.
Jubila, see Metronome.
K B L Prod'ns, 22 Av. de Miremont, CH-1206 Geneva. Tel: (022) 46.26.95. Prod'rs: Daniel Farhi, Christian Oestreicher.
K-tel Int'l (Switzerland) AG, Laurenzgasse 6, CH-8035 Zurich. Tel: (01) 363 50.50. Telex: 59464. Mng. Dirs.: Josef Faessler, Rene Bauer; Press & Promo.: Edith Sasser.
Kaleidoskop, see EMI.
Karussell, see PolyGram.
Kick, see DBH.
Kings Rock Corp., Kalbreitestr. 71, CH-8003 Zurich. Tel: (01) 66.22.26.
Label: (Represented) Maranatha! (USA).
Lake County Recs., Fritz Courvoisier 15, CH-2300 La Chaux-de-Fonds. Tel: (039) 22.63.03. Owner: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin.
Labels: (Owned) Lake County; **(distributed—not licensed)** major labels.
Int'l reps.: Australia (Bunnyip), Belgium (Blackjack), France (Rock 'n' Roll Promos.), Germany (Bear Family, Dieter Beek), Netherlands (DIWA), Sweden (Kountry Korral, Rock & Country), UK (Swift), USA (Ville Platte, Wix).
Laellekoenig, see Electromusic.
John Lay, Bundesstr. 9-13, CH-6003 Lucerne. Tel. (041) 23.44.55. Telex. 78610. Chief Exec.: John Lay; Mng. Dir.: Manfred S. Lay; Gen. Mgr.: Kurt S. Lay.
Sales office: CH-6002 Zurich; Seestr. 45. Tel: (01) 36.67.10.
Labels: Favorit, Layola.
Layola, see John Lay.
Lazer, see Disques-Office.
Liberty, see EMI.
Lunarex, see Eurex.
M C H, see Metronome.
M F P, see EMI.
M P A, see Metronome.
M P V, see Musicland
M R A, see Metronome.
Mabel Recs., Im Koller 17, CH-8706 Feldmeilen. Tel. (01) 923.49.17 Telex 75437. Pres.: R. Hazy Osterwald; Gen. & Sales Mgr.: Renato Cerutti. (Licensed to Phonag).
Labels: (Owned) Mabel, Hazyland; **(licensed foreign)** Arabella (France), Chart (USA), Mounted (USA); **(distributed—not licensed)** Arca, Hazohr (both Canada).
Int'l reps.: Australia (Quarint), Austria (Amadeo, Earl), Belgium (Anvers Radio, Supreme), Brazil (Central Tape), Canada (Arca, Select), France (Polydor), Germany (DCM, Metronome), Italy (Saar), South Africa (Teal), USA (Soul Vista)
Mandolino, see Turicaphon.
Marex SA, Via Generoso 6, CH-6900 Lugano. Te (091) 54.87.53. Telex. 73208. (Distributor/Importer/Exporter).
Marie Josee, see Evasion.
Masterworks, see CBS.
Matumbi, see EMI.
Max, see Metronome.
Maxii, see Metronome.
Memory Music, Postfach 18, CH-8753 Mollis. Te (058) 34.27.34. Telex: 875145. Co-Pres.: Jakob Baumgartner, Christoph Berger (Distributed by Activ)
Mercury, see PolyGram.
Meteor, see Metronome.
Metronome Recs. AG (IFPI), Toedistr. 68, CH-8810 Horgen 1. Tel (01) 725.36.83. Telex: 52941. Pres.: Juerg Zehnder; Sales Mgr.: Max Gfeller; Custom Labels Div. Mgr.: Reinhard Frey.
Labels: (Owned) ARA, Custom, Discofon, Golden-Jet, Gong, Jubila, MCH, MRA, Max, Maxii, Meteor, Metronome, Mustang, Pony, Top-Disc, Top Disc Gold; **(licensed)** Acorn (UK), Alligator (UK, USA), Amadeo (Austria), Atom (Austria), Big Bear (UK), Big T (UK), Brain (Germany), Butterfly (Germany, USA), CH-Recs. (Switzerland), CNR (Germany, Netherlands), CTI (USA), Can't Stop (Germany, USA), Carosello (Italy), Chiswick (UK), Ciao (Italy), Cinevox (Italy), DJM (Germany, UK), Einhorn (Switzerland), Ensign (Germany, UK), Factory (Germany, UK), Fado (Italy), Fantasy (Germany, USA), Fiction (Germany), Flying Fish (Sweden, UK), Folk (UK), Frog (Italy), Global (Germany), Hallmark (UK), Juwel (Germany), Kicking Mule (Sweden, UK), Kudu (USA), Lax (Germany, UK), Leader & Trailer (UK), Logo (UK), Lupus (Italy), MPS (Germany), Metronome (Germany), Milan (France), Milestone (Germany, USA), Nature (Germany), Nems (Germany, USA), Orizzonte (Italy), PMC (Germany), Pacific Arts (Germany, USA), Passport (Germany, USA), Produttori Associati (Italy), Psycho (UK), Pyramid (Italy), Reflektor (Germany), Ricordi (Italy), Riverside (Germany, USA), Rubber (UK), SPI (France), Salsoul (France, USA), Sonet (Sweden, UK), Specialty (Sweden, UK), Sussex (USA), Tangent (UK), 2001/2002 (Germany), Xtra (UK), Zebra (Germany); **(distributed—not licensed)** Bere, Bimbo, Calig (Germany), Carabine (France), Champ (Austria), Contour (UK), DSC (Netherlands), Figaro, GRT (Canada), Gold, Hurrican, Indian, Lotus (Italy), MC-Recs., MPA, Opus (Czechoslovakia), Oxford Univ. Press (UK), PSM, Panton (Czechoslovakia), Pickwick (UK, USA), Supraphon (Czechoslovakia), Symphonica (UK), Tyrolis (Austria).
Mimos GmbH, Durrmattweg 9, CH-4144 Arlesheim. Tel: (061) 72.16.72.
Montana, see AVP & Record Serv.
Musexport Ltd., Clos Belmont 12, CH-1211 Geneva 6. Contact: Norbert Ayer. (Importer/Exporter)
Musica AG, Raemistr. 42, CH-8024 Zurich. Tel: (01) 47.35.20. Telex: 58507. Mng. Dir.: Hans Jecklin; Press & Promo. Benno Frei, Felix Biegen.
Music Consort AG (IFPI), Badenerstr. 531, CH-8048 Zurich. Tel: (01) 491.72.51. Telex: 59108. Chief Exec.: Wladek Glowacz.
Labels: (Distributed—not licensed domestic) Pan, Pelca, Tudor; **(distributed—not licensed foreign)** Accent (Belgium), Astree (France), Caprice (Sweden), Christophorus (Germany), Harmonia Mundi (France), Lyrichord (USA), Monitor (USA), Motette (Germany), Music Minus One (USA), Tangent (UK), Valois (France).
Musicland AG, Althardstr. 224, CH-8105 Regensdorf/Zurich. Tel: (01) 840.60.40. Telex: 56359. Pres. & Gen. Mgr.: Gian Carlo Astore; Domestic Sales Mgr.: Hans Vetterli; Sales Dir.: Fredy P. Frei; R&D Dir.: Richard Steiner.
Int'l branch: Austria.
Labels: (Owned) Avr, Aktuell, Charis, Foraton, MPV, Musicland, S-3000, Vega 2000.
Int'l reps.: Austria (Musicland), Germany (All-Music), Norway (Sanitas Als), Sweden (Agenturfirman Tobiasson).
Music Radio Promos., PO Box 1134, CH-8047 Zurich. Dir.: Alex Pfund.
Int'l firm represented: Music Radio Promos (UK).
Musikvertrieb AG (IFPI), Badenerstr. 555, CH-8040 Zurich. Tel: (01) 54.97.54. Cable: MUSIKVERTRIEB. Telex: 52740. Pres.: Dr. Jack Dimenstein; Rec. Dept. Gen. Mgr.: Lucien Monnerat; Sales Mgr.: Juerg Hoffman. (Distributor/Importer)
Labels: (licensed domestic) Artiphon, ESP-Collection, Elite Special, Intimus, Swiss Jazz; **(licensed foreign)** Ariston (Italy), Asylum (USA), Atco (USA), Atlantic (USA), Autobahn (Germany), BTM (USA), Baby (Italy), Beggars Banquet (UK), Beserkeley (USA), Big Mouth, Buddah (USA), CAM (Italy), Crossover (USA), Dark Horse (USA), Decca (UK), Delphine (France), DiscReet (USA), Elektra (USA), Grunt (USA), Hed-Arzi (Israel), Janus (USA), Jupiter (Germany), Lollipop, London (UK), Magnet (UK), Millennium (USA), Nonesuch (USA), Nova (UK), Numero Uno (Italy), Pinball, Planet (Germany), RCA (USA), Radar, Reprise (USA), Stiff (UK), Storyville (Germany), Swan Song (USA), Strand (USA), Telefunken (Germany), Threshold (UK), Trojan (UK), 20th Century-Fox (USA), WEA Int'l (USA), Warner Bros. (USA), X-Recs. (Germany); **(distributed—not licensed)** Ariola (Germany), Arista (USA), Athena (Germany), Baccarola (Germany), Blue Mountain, Bronze (UK), CGD (Italy), Chrysalis (UK), Clan Celentano (Italy), Eurodisc (Germany), Hansa (Germany), Island, MCA (USA), Manticore (UK), Melodia, President (UK), Red Star, Shelter, Speedball, Supraphon (Czechoslovakia), Vergara (Spain), Virgin (UK).
Mustang, see Metronome.
Nonesuch, see WEA.
Note, see EMI.
D B H Musikverlag (Dtto B. Hartmann) (IFPI), PO Box 585, CH-6901 Lugano 1. Tel: (091) 68.55.86. Pres.: Dtto B. Hartmann.
Labels: (Owned) Kick, OBH.
D S B, see Barclay-PolyGram.
Odeon, see EMI.
Ddyssey, see CBS.
Dkeh, see CBS.
One Up, see EMI.
Orchestrola, see Turicaphon.
Orpheus Schallplatten, Postfach, CH-4108 Witterswil. Tel: (061) 73.13.30. Gen. Mgr.: Hanspeter Aeschlimann. (Dsitributed by Disc-Import)
Label: (Owned) Orpheus.
Int'l reps.: Austria (musica viva), France (Schott Freres), Germany (musica viva), UK (Gamut).
Oversea Recs. AG, Zuercherstr. 35, CH-8154 Oberglatt/Zurich. Tel: (01) 850.32.39. Cable: OVERSEAREC. Telex: 56479. Pres.: Michel Liber; Sales Mgr. Alice Liber.
Int'l branch: Germany, Deutsche Oversea.
Labels: (Owned) Oversea; **(represented)** Athenee (Greece), el Bimbo (Italy), Diskosan (Turkey), Edwards (France), Garnet (Germany), Luxembourg Sound (Luxembourg), Maietti (Italy), Melody (Greece), Mia (Italy), Nimbus (UK), Oiseau Musician (France), Pearl (UK), Rubini (UK), Said (Italy), Sonor (Italy), Studio SM (France), Togo (Italy), Zephyr (Italy).
Int'l reps.: France (Edwards), Germany (Deutsche Oversea), Italy (Durium).
P D U Ed. Discografiche & Musicali SA (IFPI), Via Generoso 6, CH-6900 Lugano. Tel: (091) 54.86.81, 54.87.51. Telex. 73208. Admin'r Alberto Collemberg.
Int'l branch: Italy
P S M, see Metronome.
Pan, see Music Consort.
Panorama Int'l, Panint AG, Rumlangstr. 43/53, CH-8052 Zurich. Telex 845-58835. Contacts. P. Net, P. Hollenstein.
Label: (Represented) Direct Disk (USA).
Parlophone, see EMI
Paroles, see VDE-Gallo.
Pathe, see EMI.
Pelca, see Hug & Music Consort.
Pfiffikus, see Bellaphon.
Philips, see PolyGram.
Phonag Schallplatten AG (IFPI), Wartstr. 6, CH-8400 Winterthur. Tel: (052) 23.62.31. Cable: PHONAG. Telex: 76281. Owner: Helmut Bischof; Gen. Mgr.: Heinz Rehmann; A&R Mgr.: Richard Broccon.
Labels: (Ownedv Hallelujah, Helvetia, Phonag; **(licensed domestic)** Cellier, Mabel; **(licensed foreign)** Arcade (Germany), Aves (Germany), ECM (Germany), Durium (Italy), GIG (Austria), Intercord (Germany), Jazz Point (Germany), Maritim/Marifon (Germany), Vanguard (USA), Vedette (Italy).
Pick Recs. (IFPI), Brunnwiesenstr. 26, CH-8049 Zurich. Tel: (01) 56.44.40. Cable: MUSICCENTER. Telex: 56636. Pres. & Gen. Mgr.: Jane Peterer; Sales Mgr.: Steve Peterer.
Labels: (Owned) Aktuell, Classic Pick, Hot Pick, International Pick, Pick, Pickli, Swiss Made; **(licensed foreign)** Aebersold Jamey (USA), Albatros (Germany), Eterna (East Germany), FMP (Germany), Folkways (USA), Folkwerkstatt (Germany), Inner City (USA), Isis (Germany), Jaguar (Germany), MMO (USA), Moers (Germany), Mueller Prod'ns (Germany), Nova (East Germany), Ornament, Peak (Germany), Ptaene (Germany), Quadrofoglia (Italy), Rockport (Germany), SAJ (Germany), SPR, Studio PR (USA), Topic, Tritt, Village Songs.
Pickli, see Pick.
Podium, see Duraphon.
Poly, see PolyGram.
Polydor, see PolyGram.
Polyfar, see PolyGram.
PolyGram Recs. AG (IFPI), Bahnhofstr. 6, CH-8952 Schlieren. Tel: (01) 730.52.00. Telex: 55530. Gen. Mgr.: Wolfgang Zimmermann; Sales Mgr.: H.U. Ruetschi; Mktg. Mgr.: Peter Frei; Pop Label Mgrs.: Manfred Wipfli, Alex Pfund, Robert Sulser; Classical Mgrs.: Werner Seyboth, Werner Guettinger; Adv. Mgr.: K.H. Fahrni; A&R Mgrs.: Victor Pelli, Rene Wicky.
Labels: (Owned) Archiv, Barclay, Brunswick, Casablanca, DG, Fass, Fontana, Heliodor, Impact, Karussell, Mercury, Philips, Poly, Polydor, Polyfar, Polystar, Rotkreuz, Star-Club, Swiss Gold, Vertigo; **(licensed)** Back Door (UK), Barn (UK), Biograph (USA), Blue Jeans (Germany), Capricorn (USA), Charisma (UK), Chess (USAV, Cramps (Italy), Disques H (France), Dreamland (USA), EG (UK), Eastwind (Japan), Ember (UK), Kalondour (France), Marzelle (France), Midsong Int'l (USA), Pablo (USA), Polar (Sweden), RSD (USA), Rocket (UK), Schnoutz (Switzerland), Sirocco (France), Phil Spector Int'l (UK, USA), Les 3 Oranges Bleues (France), Track (UK), Verve (USA), Zagora (France).
Polystar, see PolyGram.
Pony, see Metronome.
Poplight Recs. Ltd., PO Box 4070, Muehledorfstr. 5, CH-3001 Berne. Tel: (031) 55.66.88, 55.55.42. Telex. 33967. Gen. Mgr.: Max Wistchi; Sales Mgr.: Thomas Geiser. (Distributor/Importer/One-Stop)
Portrait, see CBS.
Prive Disc, see Gold.
Punch, see EMI.
R B Mktg., Waldstr. 8, CH-9008 St. Gallen. Tel: (071) 24.31.15. (Importer).
Recommended Recs., Seestr. 324, CH-8038 Zurich. Tel: (01) 45.24.41. Contact: Daniel Waldemar.
Home office: England.
Record Serv. Ltd., Muttenzerstr. 129, CH-4133 Pratteln. Tel: (061) 81.30.81. Telex. 63896. Owners: Jacky Studach, Jean Pierre Sollberger.
Labels: Image, Montana, Trio; **(distributed—not licensed)** Audiophile, GHB, Gusto, Jazzology, Chris LeDoux, Progressive (all USA); Europa, Sandra, Wergo (all Germany); Big R (UK)
Regal, see EMI.
Regal Zonophone, see EMI.
Reprise, see WEA
Riviera, see Barclay-PolyGram.
Riviera LM, see Barclay-PolyGram.
Rotkreuz, see PolyGram.
S-3000, see Musicland.
Alfred Sacher, Oetlingerstr. 39, CH-4000 Basel. Tel. (061) 32.46.20. (Importer).
Friedrich Schait, Via Industria 1, CH-6900 Lugano. Tel: (091) 3.88.66, 3 47.55. Dir.: Friedrich Schait. (Wholesaler/Importer—tape).
Schnoutz, see PolyGram.
Seraphim, see EMI.
Sidwalk, see EMI
Sky, see BB.
Slava, see Duraphon.
Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand.
Label: (Owned) Sonographic.
Stamy, see Barclay-PolyGram
Star Recs., PO Box 25, CH-7270 Davos 2. Tel: (083) 3.54.38. Gen Mgr. B. Bestgen.
Labels: (Owned) Star, Swiss Sound.
Star-Club, see PolyGram.
Starline, see EMI.
Star Performance, see IRC.
Star Sound, see Bellaphon.
Sunset, see EMI
Swiss Gold, see PolyGram.
Swiss Hit, see Electromusic
Swiss Jazz, see Turicaphon, IRC & Musikvertrieb.
Swiss Made, see Pick.
Swiss Sound, see Star & Bellaphon.
Sympatic, see Duraphon.
Tacoun SA, Rue St. Pierre 26, CH-1700 Fribourg. Tel (021) 62.45.55.
Tell, see Electromusic.
Top-Disc, see Metronome.
Top-Disc Gold, see Metronome.
Trianon, see EMI.
Trio, see APV & Record Serv.
Tudor Rec'g AG, Badenerstr. 531, CH-8048 Zurich. Tel: (01) 491.72.50. Telex: 59108. Chief Exec.: Wladek Glowacz (Distributed by Music Consort)
Label: (Owned) Tudor.
Int'l reps.: Austria (Amadeo), France (Harmonia Mundi), Germany (Disco-Center), UK (Parnote).
Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich. Tel: (01) 941.13.11. Telex: 52645. Cable: TURICAPHON RIEDIKON. Pres. & Gen Mgr.: Hans Oestreicher Sr.; Sales Mgr Hans Oestreicher Jr (Distributed by Musikvertrieb)
Labels: (Owned) Artiphon, Carsound, ESP-Collection, Elite, Elite Special, Intimus, Mandolino, Orchestrola, Swiss Jazz; **(distributed)** Asmahan, Baidaphon (both Lebanon).
Int'l reps.: Australia (Carinna), Austria (Amadeo), Belgium (Ineico), Brazil (Gravacoes Eletricas), Denmark (Sonet-Starbox), Finland (Poyoismainen), France (Sopholest), Germany (Deutsche Austrophon), Italy (Musik-

import/Pilvego), Japan (Victor), Netherlands (Sound Prods.), Norway (Arne Bendiksen), Spain (Marfer), Sweden (Sonet), USA (Fiesta, Peters), Yugoslavia (Jugoton).
United Artists, see EMI
V D E-Gallo, Rue de l'Ale 46, CH-1000 Lausanne 9. Tel: (021) 22.80.24. Gen. Mgr.: Olivier Buttex; Ass't Mgr.: Helene Rossi. (Distributed by Vogue & Evasion).
Labels: (Owned) Gallo, Paroles, VDE.
Int'l reps.: Australia (World Rec. Int'l), Austria (Mixtur), Belgium (Edi bon), Canada (Meridienne), Finland (Fuga), France (SFPP), Germany (Mixtur), Japan (Universal Corp.), Luxembourg (Edibon), Netherlands (Vista), New Zealand (World Rec. Int'l), Sweden (Sterling), USA (Records Int'l, Theodore Front).
Vega 2000, see Musicland.
Vero Disc, see Electromusic.
Versailles, see CBS.
Vertigo, see PolyGram.
Via Music, see Disques Office.
Vogue, Place du Grand Mont, CH-1052 Le Mont/Lausanne. Tel: 33.33.55. Commercial Dir.: Pierre Henry Oumont; Admin. Dir.: Aurel Trost.
W E A Int'l (European artists relations office & audio/video planning div.), Chillon 16, CH-1820 Montreux. Tel: (021) 61.64.31, 61.29.51. Cable: MDNTREUXSDUNDS. Telex: 453178. European Artist Relations Dir. Claude Nobs; European Tour Co-ord.: Jaquelyne Ledent Vilain (Distrib uted by Musikvertrieb)
Home office: USA
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Nonesuch, Re prise, Warner Bros.; **(licensed)** Big Tree (USA), Little David (USA), Swan Song (UK), Warner Curb (USA), Westbound (USA), Whitfield (USA); **(dis tributed—not licensed)** Bearsville, Dark Horse, Planet (all USA).
Warner Bros., see WEA.
Waverley, see EMI.
Wilisau Live, see America Sound
Young Electronics, 24-26 Ave de la Gare Des Eaux-Vives, CH 1211 Geneve 6
Label: (Represented) Sheffield Lab (USA).
Zonophone, see EMI.
Zytglogge Verlag, Eigerweg 20, CH-3073 Guemligen. Tel: (031) 52.20.30.

• music publishers

Abram Music, Postfach A-135, Graben 1, CH-6301 Zug. Tel: (042) 21.30.42. Gen. Mgr.: August P. Villiger.
Amadeus Verlag, Mottelistr. 62, CH-8405 Winterthur. Tel: (052) 28.20.38. Mng. Dir.: Bernhard Paeuler.
Ascona Music, see Wintasco.
Breeze Music Switzerland, Via Serodine 17, CH-6612 Ascona. Tel: (93) 35.32.51. Owner & Dir.: Corrin Dierks-Fortman
Burkhard & Co. Verlag, CH-8487 Zell. Tel: (052) 35.15.14
Cantate Domino, Case Postale 233, CH-1870 Monthey. Tel: (025) 71.35.85. Mng. Dir.: Lucien Genoux.
Capricorn Artist Promo. Ltd., PO Box 8121, Jungstr. 15a, CH-8050 Zurich. Tel: (01) 302.21.33. Telex: 55217. Pres.: Helena Angstmann; Gen. Mgr.: Freddy J. Angstmann.
Int'l rep.: Germany (Hans Wewerka).
Coda AC (Ed.), Brunnwiesenstr. 26, CH-8049 Zurich. Tel: (01) 56.44.40. (Affiliated with Jane Peterer)
Int'l firms represented: Meisel Prod'ns, Montana (both Germany)
Int'l reps.: Austria (Melodie), Germany (M. Hohner), Netherlands (De Eeste Muziek Centrale).
Cron (Ed.), Seidenholstr. 14, CH-6002 Lucerne. Tel: (041)e23.43.25. Gen. Mgr.: Dr. Paul Cron.
Int'l firms represented: A. Boehm (Germany), Styria (Austria).
E M I Music Publ'g (Switzerland) SA, Badenerstr. 567, CH-8048 Zurich. Tel: (01) 54.00.10. Telex: 55695. Mng. Dir.: Guy Deluz.
Int'l firms represented: EMI group, Francis Day, Marouani (all France).
Edifo SA, Badenerstr. 555, CH-8048 Zurich. Tel: (01) 491.64.77. Pres.: Dr. Veit Wyler; Gen. Mgr.: Sarah Dimenstein.
Int'l firms represented: Acuff Rose Music (USA), Melodie der Welt (Germany).
Edition Musikproduktionen (ML, SUISA) c/o Metronome Recs. AG, Toedistr. 68, CH-8810 Horgen 1. Tel: (31) 725.36.83. Telex: 52941. Pres.: Juerg Zehnder; Publ. Mgr.: Reinhard Frey.
Int'l firms represented: Abramo Allione (Italy), Associati (Italy), Rolf Budde Musikverlag KG (Germany), Eurovox (Belgium), Farran Musica (Spain), Intervox (Belgium), Nobile (Germany), Peterman & Co. Ltd. (UK), Real (Italy), Royal (Germany), Swington (Ed.) (Germany), Valentine (Belgium)
Int'l rep.: Germany (Royal).
Elbtal Musikverlag, see DBH.
Elwe Musikverlag, Zelgrankstr. 1, CH-8964 Rudolfstetten. Tel: (057) 5.78.79.
Ere du Verseau, PO Box 90, CH 1211 Geneva 1. Chief Exec.: Mr. Regor
Eulenberg (Ed.) GmbH, Albert Hunzelmann, CH-8134 Adliswil.
Evasion SA, Place du Grand Mont, CH-1052 Le Mont/Lausanne. Tel: (021) 33.33.55. Pres.: Francois Vautier; Gen. Mgr.: Gaston Schaefer.
Fantan Music H. & B. Liechti & Cie. (SUISA/ML), Rue de Hesse 8-10, CH-1211 Geneva 11. Tel: (022) 21.77.66. Telex: 28657. Mng. Dir.: Heinz Liechti; Gen. Mgr.: Bertrand Liechti.
Int'l firms represented: CAM (Italy), Essex (UK), Fermata Group (Brazil), Gerig (Germany), Goodman Group (USA), Roland Kluger (Belgium), Mills (USA), Radio Music Int'l (Luxembourg), Sugar (Italy)
Finsterwald & Cantacuzene Eds. Musicales, Av. des Alpes 70 CH-1820 Montreux. Tel: (021) 62.45.55. Pres.: Jean-Jacques Finsterwald; Gen. Mgr.: Ivan Cantacuzene.
Int'l firms represented: Belmont (Germany), Durium (Italy), Fiumara (Italy), Maas (Italy), Saar (Italy).
Friederich's Prod'ns, 13 Rue Marignac, CH-1206 Geneva. Tel: 47.68.10. Telex: 289789. Pres.: Jean-Claude Friederich.
Gorbex Musikverlag, Postfach 118, CH-5432 Neuenhof. Tel: (056) 83.32.43.
Hazyville (Ed.), Im Koller 17, CH-8706 Feldmeilen. Tel: (01) 923.49.18. Cable: DSTERWALDMUSIC. Telex: 75437. Pres.: R. Hazy Osterwld; Gen. Mgr.: Renato Cerutti.
Int'l firms represented: Allround (Austria), Arabella (France), Paul C.R. Arends (Germany), Hazyland (Germany), Eugene McDaniels (USA), Moon Shadow Music (Germany), Peach (USA), Shirley (Germany), Trumpf (Germany), Yonah (USA).
Int'l reps.: Austria (Allround), Belgium (Frankie, Virgo), Canada (Arca), Germany (Paul C.R. Arends), South Africa (Laetrec).
Helbling (Ed.) AG, Pfaeffikerstr. 6, CH-8604 Volketswil. Tel: (01) 945.43.93. Cable: HELBLINGMUSIC. Telex: 56062. Pres.: Peter Brunner.
Helena Music, see Wintasco.
Hug & Co. Musikverlag, Limmatquai 26-28, CH-8022 Zurich. Tel: (01) 251.68.50. Cable: MUSIKHLG. Owner & Gen. Mgr.: Erika Hug.
Int'l reps.: Germany (Baerenreiter), UK (Barenreiter, C.F. Peters), USA (C.F. Peters).
I M P A C T (International Music Publ'rs & Composers Trust) SA, Box 10, Via del Figlio 11, CH-6900 Cassarate/Lugano. Tel: (091) 51.80.71
Int'l firms represented: Jana, Mongo
Jacky Music, see Wintasco.
K B L, 22 Av. de Miremont, CH-1206 Geneva. Tel: (022) 46.26.95. Chief Exec.: Christian Destreicher.
Kneusslin (Ed.), Amselstr. 43, Basel. Tel: (061) 35.90.58. Chief Exec.: Fred rick Kneusslin.
Int'l reps.: Canada (C.F. Peters in USA), France (Max Eschig), Germany (Haenssler), UK (Peters), USA (C.F. Peters).
Lausanne Musique (SUISA), Rue de l'Ale 46, CH-1000 Lausanne 9. Tel: (021) 22.80.24. Gen. Mgr.: Olivier Buttex.
Lemania Music, see Ere du Verseau
Macumba (Eds.) Musicales SA, Place du Grand Mont, 1052 Le Mont/Lausanne. Tel: (21) 33.33.55. Gen. Mgrs.: Pierre-Henri Dumont, Aurel Trost.
Mueller & Schade AG, Postfach 67, CH-3000 Berne 7. Tel: (031) 22.16.91.
Music Club Verlag (SUISA), Alte Landstr. 23, CH-8942 Oberrieden. Tel: (01) 720.82.03. Telex: 59013. Owner: Bernard Henrion.
Musicland AG, Althardstr. 224, CH-8105 Regensdorf/Zurich. Tel: (01) 840.60.40. Telex: 56359. Chief Exec.: Gian Carlo Astore
Music Today SA, Baarerstr. 57, CH-6301 Zug. Tel: (042) 21.07.45.
Musikvertrieb AG, Badenerstr. 555, CH-8048 Zurich. Tel: (01) 54.97.54. Telex: 52740. Pres.: Dr. Jack Dimenstein; Mgr.: Sarah Dimenstein
Int'l firms represented: Global (Germany), Melodie der Welt (Germany), Ivan Mogull (USA), Valentine Music Group Ltd. (UK)
Nikto (Eds.), Av. de la Grenade 6, CH-1207 Geneva. Tel: (022) 35.17.62. Cable: NIKTDPRESS.
Nuesch Publ'g Co.: Postfach 176, CH-9230 Flawil.
Int'l branch: Spain
D B H Musikverlag (Ditto B. Hartmann), PO Box 585, CH 6901 Lugano 1. Tel: (091) 68.55.86. Pres.: Ditto B. Hartmann.
Int'l rep.: Japan (Hara).
Orma Verlag, Postfach 18, CH-8753 Mollis. Tel: (058) 34.27.34. Telex: 875145. Gen. Mgrs.: Jakob Baumgartner, Christoph Berger.
Oversea Music, Zuercherstr. 35, CH-8154 Oberglatt. Tel: (01) 850.32.39. Telex: 56479. Pres.: Michel Liber
P D U Eds. Discografiche & Musicali SA, Via Generoso 6, CH-6900 Lugano. el (091) 54.86.81, 54.87.51. Telex: 73208. Admin'r.: Alberto Collemberg
Int'l branch: Italy
Peer Southern Org., see Southern Music
Pegasus (Ed.), Casella Postale 1, CH-6605 Locarno-Monti.
Jane Peterer Publ'g, Brunnwiesenstr. 26, CH-8049 Zurich. Tel: (01) 56.44.40. Cable: MUSIKCENTER. Pres.: Jane Peterer.
Int'l firms represented: Melodie (ed.)—United Artists Group (Germany, USA)
Int'l reps.: Austria (Melodie), France (Hohner), Germany (M. Hohner), Latin America (Columbia Pictures), Netherlands (De eerste Muziekcent rale), USA (Studio PR)
E. Ruh Verlag, Zurichstr. 33, CH-8134 Adliswil. Tel: (01) 710.63.13.
Say Yes Music AG, Seestr. 12, CH-6072 Sachseln. Tel: (4141) 66.30.06. Telex: (45) 54138. Gen. Mgr.: Dr. Hermann Stern
Southern Music AG, Pfaeffikerstr. 6, CH-8604 Volketswil. Tel: (01) 945.43.93. Cable: SDUTHMUSIC. Telex: 56062. Mgr.: Rita Brunner
Home office: USA, Peer-Southern Org.
Int'l firms represented: Alba, Areta, Casapark, Marbot, Morel, Multi Media, Peer-Southern Prod'ns, Robin, Team (all Germany), Alrhond (USA), Cedarwood (USA), Malaco (USA), Roger Miller (USA), Musa (Mexico), Peer-Southern Org. (worldwide), Royal Oak (USA), Small Smile (UK), Sunbird (Canada), Vinco (UK).
Tudor Ed. (Switzerland), Badenerstr. 531, CH-8048 Zurich. Tel: (01) 491.72.50. Telex: 59108. Chief Exec.: Wladek Glowacz.
Turicaphon (Ed.) AG, Winterthurerstr. 40, CH-8610 Uster/Zurich. Tel: (01) 941.14.34. Cable: TURICAPHON RIEDIKON. Telex: 52645. Pres. & Gen. Mgr.: Han Destreicher Sr.
Violinada Musik Verlag, Gramatt 4, CH-8862 Schuebelbach. Tel: (055) 64.41.43. Pres. & Gen. Mgr.: Eugene Tiel
Walter Wild Eds., Posttach, CH-8712 Staefa.
Wintasco Publ'g SA, PO Box 412, CH-8040 Zurich. Tel: (01) 242.83.10. Telex: 812217. Pres.: Ernst Burkhalter. Mng. Dir.: Helen Eberhard. Gen. Mgr.: Renate Burkhalter.
Zomba Corp., Alpenstr. 14, CH-6300 Zug. Tel: (042) 21.14.66. Cable: HURZD. Telex: 78867. Dir.: Dr. Karel Zoller
Int'l reps.: Australia (Warner Bros.), Austria (Robal), Belgium (Nada), Canada (Morning), France (Intersong), Germany (Roba), Ireland (Zomba), Netherlands (Nada), New Zealand (Warner Bros.), South Africa (Musicpiece), UK, USA (Zomba)
Zurich AG (Musikverlag & Buehnenvertrieb), Utoquai 41, CH-8008 Zurich. Tel: (01) 252.77.88. Cable: ZURICHMUSIK. Dir.: Dr. Rolf Corrodi

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Communaute de Travail Pour la Diffusion de la Musique Suisse, Av. du Grammont 11 bis, CH-1000 Lausanne 13. Tel: (021) 26.63.71
European Ass'n of Music Festivals, Villa Moynier, Rue de Lausanne 122, Geneva.
European Broadcasting Union, PO Box 193, Ancienne Rt. 17A, CH-1211 Geneva 20. Tel: (022) 98.77.66. Cable: UNIRADID. Telex: 289193. Sec'y-Gen.: Regis de Kalbermatten; Legal Affairs: Marcel Caze, TV Program Dept.: Miro Vilcek, Radio Program Dept.: Antony M. Dean, Technical Centre: Rudolf Gressman.
F I M (Federation Int'le des Musiciens), Holackerstr. 7, CH-8032 Zurich. Tel: (01) 55.66.11
I F P I Schweiz (Schweizer Landesgruppe der IFPI), Toblerstr. 76A, CH-8044 Zurich. Tel: (01) 252.58.66/41.23. Telex: 57517
S M V (Swiss Musicians Union), Elisabethenstr. 2, CH-4051 Basel. Tel: (061) 23.87.86. Chief Exec.: Hans Heusi. Gen. Mgr.: Dr. Peter Kuster.
Swiss Musicians' Ass'n, Av. du Grammont 11 bis, CH-1000 Lausanne 13. Tel: (021) 26.63.71.

DESIGN & ARTWORK

Ackerel Design Studios, Schaffhauserstr. 15, Zurich. Tel: (01) 60.38.72.
E. Schweizer Design AG, Spalentorweg 54, CH-4051 Basel. Tel: (061) 22.17.65. Gen. Mgr.: Peter Krummenacher
Int'l branches: Germany, USA
Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand.

LICENSING ORGANIZATIONS, MUSIC

S U I S A (Schweizerische Gesellschaft fuer die Rechte der Urheber musikalischer Werke), Bellariastr. 82, CH-8038 Zurich. Tel: (01) 45.77.00. Cable: SUISA. Telex: 59876 (Performing & Mechanical Rights)
Symphony Tone Prod'ns, Rte. de Lussy 30, CH-1162 St. Prex/Vaud. Tel: (021) 76.10.26. Pres.: Imre Rozsa; Gen. Mgr.: Lea Manhart. (Performing rights only)

LICENSORS, RECORD & TAPE

Cross Ltd., PO Box 44, Aegeristr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger

PLATING, PROCESSING & PRESSING PLANTS

M C S (Music & Cassette Supply Ltd.), Schufelistr., CH-8863 Buttikon SZ. (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr.: Ulrich Plocher.
Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: Rs Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand.
Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich. Tel: (01) 941.13.11

PRINTER & LITHOGRAPHER

Guide Suisse Du Spectacle, PO Box 90, CH 1211 Geneva 1

RECORD PROMOTION (including Public Relations & Publicity)

Evasion SA, Place du Grand Mont, CH 1052 Le Mont/Lausanne. Tel: (021) 33.33.55. Pres.: Francois Vautier; Gen. Mgr.: Gaston Schaeler

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Atlantida SA, Chemin Moise-Duboule 49, CH-1211 Geneva 28. Tel: (022) 98.33.22. Cable: ASAINTER
Cross Ltd., PO Box 44, Aegeristr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger **(PKG only—audio)**
Intertape Ltd. (International Tape Org.), Spinnereistr. 21, CH-8753 Mollis. Tel: (058) 34.31.34. Telex: 75162. Gen. Mgr.: Peter Baumgartner; Sales Mgr.: Louis Bischof.
Audio: Cassette, open reel
Video: 1" helical open reel, ¾" U matic cassette, ½" Beta & VHS cassette
M C S (Music & Cassette Supply Ltd.), Schufelistr., CH-8863 Buttikon SZ. Tel: (055) 67.14.14. Telex: 75144. Pres.: Werner Weber; Gen. Mgr.: Mario Taravella; Sales Mgr.: Ulrich Plocher
Int'l branch: Germany
Audio: 8-tr., cassette, open reel
Musicland AG, Althardstr. 224, CH-8105 Regensdorf/Zurich. Tel: (01) 840.60.40. Telex: 56359. Pres. & Gen. Mgr.: Gian Carlo Astore
Audio: 8-tr., cassette, open reel
Ruba, Beerli & Co./Arthcoli Ch. E. Beerli, PO Box 300, Claragraben 78, CH-4000 Basel. Tel: (061) 33.23.94
Uniton Studios E. Heers, Schulstr. 56, CH-8105 Regensdorf
Werbomatic, Gramatt 4, CH-8862 Schuebelbach. Tel: (055) 64.41.43. Gen. Mgr.: Eugene Tiel
Video: ½" Beta & VHS cassette

• supplies

CARTRIDGE & CASSETTE PARTS

Alchemco AG, Althardstr. 224, CH-8105 Regensdorf. Tel: (01) 840.66.06. Telex: 56359. Pres. & Gen. Mgr.: Gian Carlo Astore; Sales Mgr.: Alfred K. Eggli; Admin. Supervisor: Walter R. Lang.
Audio: Cassette bodies, hubs, rolls, foils, pads, shields, all cartridge plastic parts, library cases.
C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich. Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenthal
I C M Ltd., Muehlebachstr. 27, CH-8800 Thalwil. Tel: (01) 720.29.42. Telex: 53759. Pres.: Werner Weber; Gen. Mgr.: Andy Baur; Sales Mgr.: Rolf Sager (SEE ADVERTISEMENT)
Lake County Recs., Fritz Courvoisier 15, CH-2300 La Chaux de Fonds. Tel: (039) 22.63.03. Chief Exec.: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin
Lenco Moulding SA, rue de l'Industrie, CH-1781 Courtaman. Tel: (037) 34.19.15. Gen. Mgr.: Gerard Koeberle; Sales Mgr.: Zita Koeberle (SEE ADVERTISEMENT)
Toka AG, see CCT.

EMPTY CARTRIDGES, CASSETTES, & REELS

Alchemco AG, Althardstr. 224, CH-8105 Regensdorf. Tel: (01) 840.66.06. Telex: 56359. Pres. & Gen. Mgr.: Gian Carlo Astore; Sales Mgr.: Alfred K. Eggli; Admin. Supervisor: Walter R. Lang
Audio: Cassettes, cartridges, digital cassettes.
C C T (Compact Cassettes Trading AG), Birmensdorferstr. 55, CH-8036 Zurich. Tel: (01) 241.47.11. Telex: 58975. Pres.: Hugo von Blumenthal (Video only)
I C M Ltd., Muehlebachstr. 27, CH-8800 Thalwil. Tel: (01) 720.29.42. Telex: 53759. Pres.: Werner Weber; Gen. Mgr.: Andy Baur; Sales Mgr.: Rolf Sager (SEE ADVERTISEMENT)
Lake County Recs., Fritz Courvoisier 15, CH-2300 La Chaux-de-Fonds. Tel: (039) 22.63.03. Chief Exec.: Michel Cattin; Gen. & Sales Mgr.: Eliane Cattin.
Lenco Moulding SA, rue de l'Industrie, CH-1781 Courtaman. Tel: (037) 34.19.15. Gen. Mgr.: Gerard Koeberle; Sales Mgr.: Zita Koeberle
Audio: C-D cassettes (SEE ADVERTISEMENT)
Musicland AG, Althardstr. 224, CH-8105 Regensdorf/Zurich. Tel: (01) 840.60.40. Telex: 56359. Pres. & Gen. Mgr.: Gian Carlo Astore

ENVELOPES & MAILERS

Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich. Tel: (01) 941.13.11

JACKETS & SLEEVES
LABELS, DISK

Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand. (Jackets & labels only)
Turicaphon AG Schweizer Schallplattenfabrik, CH-8611 Riedikon/Zurich. Tel: (01) 941.43.11. (Jackets & sleeves only).

POLYETHYLENE BAGS & SHRINKWRAP

Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (01) 730.22.29. Pres.: R. Egli; Gen. Mgr.: W.A. Wettler; Sales Mgr.: A. Brand

PROFESSIONAL TAPE SUPPLIES

Cross Ltd., PO Box 44, Aegeristr. 2, CH-6340 Baar. Tel: (042) 31.64.88. Telex: 865152. Mng. Dir.: Rolf Albinger.
Product: Cassette labels.

TAPE, BLANK LOADED & BULK RAW

Agfa Gevaert AG/SA, Stettbachstr 7, CH 8600 Duebendorf Tel Zurich 821 02 40 Telex 56961 Zurich Mng Dir R Klett Sales Mgr H Mueller
Audio: Blank Compact cassette open reel, raw–cassette broadcast, studio
Video: Cassette

Alchemco AG, Althardstr 224 CH 8105 Regensdorf Tel (01) 840 66 06 Telex 56359 Pres & Gen Mgr Gian Carlo Astore, Sales Mgr Alfred K Eggli, Admin Supervisor Walter R Lang
Audio: Raw–8 tr, cassette, open reel, blank–8 tr, cassette

Ampex World Opns SA, Rt des Arsenaux 9, CH 701 Fribourg Tel (037) 81 31 11 Cable VIDEOTAPE Telex 36196 Tape Sales Mgr J O Renevey
Audio: 2" 1" cassette, open reel
Video: 2", 1" ¾", ½" Beta & VHS

Audio Electronic AG, Raffelstr 25 CH 8045 Zurich Tel (01) 66 26 90 Telex 56556 Chm Manfred Frank, Sales Mgr Ed Isenring (Importer) (Blank only)
Audio: Cassette, open reel
Brand name: Fuji

Audio Magnetics SA Geneve, 2 Rte des Acacias, CH 1217 Geneva 24, Tel (022) 43 51 15 Telex 27152 Gen Mgr Jean Pierre Murbach, Sales Mgr Werner Meyer, Mktg Mgr Jean Jacques Eschenmoser
Int'l subsidiaries: England France Germany, Portugal (All Audio Magnetics)
Audio: 8 tr, cassette & open reel

B A S F (Switzerland) AG Appital, CH 8820 Waedenswil Tel (01) 783 91 11 Telex (08) 75275
Home office: Germany
Audio: Blank–2", 1", cassette open reel
Video: Raw–1" Blank–1", ¾" U matic cassette, ½" Beta & VHS

B B H Videocopy Ltd, Spinnereistr 21, CH 8753 Mollis Tel (058) 34 31 36 Telex (08) 75162 Gen Mgr Peter Baumgartner, Sales Mgr Louis Bischof (Blank only)
Video: ¾" U matic cassette ½" Beta & VHS cassette

Cross Ltd, PO Box 44, Aegeristr 2, CH 6340 Baar Tel (042) 31.64 88 Telex 865152 Mng Dir Rolf Albinger (Blank only)
Audio: Cassette

Fuji, see Audio Electronic

I C M Ltd, Muehlebachstr 27 CH 8800 Thalwil Te (01) 720 29 42 Telex 53759 Pres Werner Weber, Gen Mgr Andy Baur, Sales Mgr Rolf Sager (Raw only) (SEE ADVERTISEMENT)

Lenco Moulding SA, rue de l'Industrie CH 1781 Courtaman Tel (037) 34 19 15 Gen Mgr Gerard Koeberle, Sales Mgr Rita Koeberle (Blank only)
Audio: Cassette (SEE ADVERTISEMENT)

M C S (Music & Cassettes Supply Ltd), Schufelistr CH 8863 Buttikon SZ Tel (055) 67 14 14 Telex 875144 Pres Werner Weber, Gen Mgr Mario Taravella (Blank only)

MagneTec Inc, Schwarztorstr 36 CH 3007 Berne Tel (031) 25 44 74 Telex 32923 Gen Mgr Dr P J Wymann (Consulting & Engineering)

Musicland AG, Althardstr 224 Ch 8105 Regensdorf/Zurich Tel (01) 840 60 40 Telex 56359 Pres & Gen Mgr Gian Carlo Astore
Audio: 8 tr cassette, open reel

Pyral (Produits) SA, 3 Rue Beau Site CH 1211 Geneva Tel 44 65 50 Telex 23756 (Blank only)
Home office: France

Revox ELA AG, Althardstr 146, CH 8105 Regensdorf Tel (01) 840 26 71 Pres Willi Studer, Gen Mgr Michel Ray (Blank only)
Audio: Open reel

Sony Overseas SA, Baarerstr 59, CH 6301 Zug Tel (042) 23 31 21 (Blank only)
Audio: Cassette, open reel
Video: 1" open reel, ¾" cassette, ½" EIAJ cartridge

TAPE DUPLICATING EQUIPMENT

Alchemco AG, Althardstr 224 CH 8105 Regensdorf Tel (01) 840 66 06 Telex 56359 Pres & Gen Mgr Gian Carlo Astore, Sales Mgr Alfred K Eggli, Admin Supervisor Walter R Lang
Audio: Quality control equipment for CC production cassette winders, audio acoustical equipment

Audio Magnetics SA Geneve, PO Box 54, 2 Rte des Acacias, CH 1227 Geneva Tel (022) 43 51 15 Telex 27152 Gen Mgr Jean Pierre Murbach, Sales Mgr Werner Meyer Mktg Mgr Jean Jacques Eschenmoser
Int'l subsidiaries: England, France, Germany, Portugal (All Audio Magnetics)
Audio: 8 tr, cassette & open reel copiers & duplicators
Brand name: Pentagon

Cetec Int'l Ltd, Steinibachstr 3, CH 6317 Oberwil Zug Tel (042) 21 53 32 Telex 78806
Audio: High speed duplicators
Brand name: Gauss

Gauss, see Cetec Int'l

Intertechnika (div of Nichibei Technical Consultants Ltd) Case Postale 475, 4 Rue Ami Lullin, CH 1211 Geneva 3
Audio: Design & implementation of facilities

Sony Overseas SA, Baarerstr 59, CH 6300 Zug Tel (042) 23 31 21

TAPE PACKAGING & LABELING EQUIPMENT

Cross Ltd, PO Box 44, Aegeristr 2, CH 6340 Baar Tel (042) 31 64 88 Telex 865152 Mng Dir Rolf Albinger
Product: Cassette boxing & labeling machines

• accessories

Alchemco AG, Althardstr 224, CH 8105 Regensdorf Tel (01) 840 66 06 Telex 56359 Pres & Gen Mgr Gian Carlo Astore; Sales Mgr Alfred K Eggli, Admin Supervisor Walter R Lang
Product: Tape–carrying & storage cases, head cleaners, demagnetizers leader & splicing tape

Ampex World Opns SA, Rt des Arsenaux 9 CH 1701 Fribourg Tel (037) 81 31 11 Cable VIDEOTAPE Telex 36196 Tape Sales Mgr J D Renevey
Product: Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip (–II audio & video)

Dynavox Electronics, route de Villars 105, CH 1700 Fribourg Tel (037) 24 55 30
Product: Record–replacement styli
Brand name: Pickering

Electromusic AG, Baslerstr 9, CH 4102 Binningen 1 Tel (061) 47 75 50 Cable EMAG Telex 63754 Prod'n & Sales Mgr Otto Aebi, PR Kurt Mettler
Product: Record–carrying & storage cases record care prods turntable mats, 45 rpm adaptors, Tape–carrying & storage cases (audio, video), head cleaners (audio), splicing tape & equip (audio)

I C M Ltd, Muehlebachstr 27, CH 8800 Thalwil Tel (01) 720 29 42 Telex 53759 Pres Werner Weber, Gen Mgr Andy Baur, Sales Dir Rolf Sager
Product: Tape–carrying & storage cases (SEE ADVERTISEMENT)

Lake County Recs, Fritz Courvoisier 15, CH 2300 La Chaux de Fonds Tel (039) 22 63 03 Owner Michel Cattin, Gen & Sales Mgr Elaine Cattin
Product: Record–45 RPM adapters, replacement styli

M C S (Music & Cassette Supply Ltd), Schufelistr, CH 8863 Buttikon SZ Tel (055) 67 14 14 Telex 75144 Pres Werner Weber, Gen Mgr Mario Taravella, Sales Mgr Ulrich Plocher
Int'l branch: Germany
Product: Tape–head cleaners

Musicland AG, Althardstr 224, CH 8105 Regensdorf/Zurich Tel (01) 840 60 40 Telex 56359 Pres & Gen Mgr Gian Carlo Astore
Product: Tape–carrying & storage cases, head cleaners & demagnetizers

Revox ELA AG, Althardstr 146, CH 8105 Regensdorf Tel (01) 840 26 71 Pres Willi Studer, Gen Mgr Michel Ray
Product: Tape–carrying & storage cases head cleaners

E Schweizer Design AG, Spalentorweg 54, CH 4051 Basel Tel (061) 22 17 65 Telex 63403 Gen Mgr Peter Krummenacher
Int'l branches: Germany, USA
Product: Record–carrying & storage cases record care prods, Tape–head cleaners

Thorens Franz AG, Hardstr 41, CH 5430 Wettingen Tel (056) 26 28 61 Cable THORENS Telex 53682 Mng Dir Remy A Thorens Sales Dir Armin Graf
Product: Record–carrying & storage cases record care prods (Metro care), turntable mats, 45 RPM adaptors, replacement styli, Tape–carrying & storage cases, head cleaners, splicing tape & equip, (all audio)

• store fixtures

Alchemco AG, Althardstr 224 CH 8105 Regensdorf Zurich Tel (01) 840 66 06 Telex 56359 Pres & Gen Mgr Gian Carlo Astore Sales Mgr Alfred K Eggli, Admin Supervisor Walter R Lang
Product: Tape display racks

Musicland AG, Althardstr 224, CH 8105 Regensdorf Zurich Tel (01) 840 60 40 Telex 56359 Pres & Gen Mgr Gian Carlo Astore
Product: Tape display racks

E Schweizer Design AG, Spalentorweg 54 Ch 4051 Basel Tel (061) 22 17 65 Telex 63403 Gen Mgr Peter Krummenacher
Int'l branches: Germany USA
Product: Browser boxes, display racks

TAIWAN (REPUBLIC OF CHINA)

Population: 17,380,000
Rate of exchange: $1 (US) = 38 02 yuans
Per capita income: $1 415
Holidays: January 1, 2 (Founding of Republic of China), Spring Festival, March 29 (Youth Day), April 4 (China Ming Festival) June 17 (Dragon Boat Festival), Mid Autumn Festival, September 29 (Birthday of Confucius), October 10 (National Day), October 25 (Restoration Day) October 31 (Birthday of Chiang Kai Shek) November 12 (Birthday of Dr Sun Yat Sen), December 25 (Constitution Day)

• record & tape manufacturers / distributors / importers

Archiv, see Philips

Baal Recs (Taiwan) Ltd PO Box 65 Chains Bldg 66 Sec 2 Taipei Tel 361 2151
Labels: (Owned) Baal, Best of Everything

Best of Everything, see Baal

Casablanca, see Philips

D G see Philips

Decca see Philips

Discophone, see Pacific Int'l

First Recs Ltd 116 Cheng ye N Rd San Chung City, Taipei 241 Tel 971 2462
Label: (Licensed) Arrowtabs (UK)

Fontana, see Philips

Four Seas Rec Publ'g Co Ltd (IFPI) 167 Si Ning Rd, Taipei Tel 961 0187, 381 6142 Cable FOURSEAS Telex 21475 Gen Mgr C Y Liao Sales Mgr C Y Tan
Labels: (Owned) Four Seas, **(licensed)** Phonogram (Netherlands) WEA (USA)

Hsin Chao Childhood Education Publ'n Co, 115 Chung Hua Market 2nd fl, Section 8, Taipei Tel (02) 331 7748, 361 1493

Interdisc, see Pacific Int'l

Karussell, see Philips

Leico Rec Factory Co Ltd, PO Box 3360, 1 Ln 19, Chung Teh Rd, Taipei Tel (02) 541 3792, 571 4927 **Plant:** 9 Ln 57, Hua Chang Rd, Hsin Chuang Chen

Linfair Eng'g & Trading Ltd (IFPI), 7 Jen-Ai Rd, 7th fl, Sec 2, Taipei Tel (02) 321 4454 Cable LINFAIR Telex 22563 Mng Dir Linfair L F Chang
Labels: (Licensed) Decca (UK) Polar (Sweden), **(distributed–not licensed)** Cam (Italy), Coombe (UK), Yupiteru (Japan)

London, see Philips

Lucky Rec Co Ltd, No 2 8, Ln 116, Section 2, Chung Shang N Rd, Taipei 104 Tel (02) 511 8115, 521-8182 Cable BAOJANG Pres & Gen Mgr Chiu San Tseng

M G M, see Philips

Mercury, see Philips

Modern Musical Instruments Corp, PO Box 3811, Taipei Tel 391 7815/7817 Cable MOORNMUSIC (Distributor/Importer)
Label: (Represented) MMO (USA)

Orient Trading & Ind Ltd, PO Box 324C, 50 Nanking E Rd, 5th fl, Section 1, Taipei Tel (02) 551 0484, 511 2415, 571 2379 Cable OTCLTO (Importer of tapes)

Pacific Int'l Music & Publ'g Co Ltd, PO Box 46 338, Taipei Tel (02) 511 4580 Telex 11524 Chief Exec Harry Heide, Gen Mgr Jean Tsuang
Labels: (Owned) Discophone, Interdisc, Pacific, Star Disc **(licensed)** EMI (Hong Kong, Singapore)

Philips Taiwan Ltd / PolyGram Liaison Office, PO Box 22978, 57 1 Chung Shan N Rd, Section 2 7th fl, Taipei Tel (02) 563 1717 Cable PHILI CHINE Telex 21570
Labels: (Owned) Archiv, Casablanca, DG, Decca, Fontana, Karussell, London, MGM, Mercury Philips Polydor Polystar, Vertigo **(licensed)** A&M (USA), RSO (USA)

Polydor, see Philips

Polystar, see Philips

R O C Corp, President Bldg, Rm 602, 592 Linsheng N Rd, Taipei Tel (02) 581 2603

Ring Ring Recs Ind Co Ltd, 33 Ln 190 Cheng I N Rd, Sanchung City Taipei Hsien Tel (02) 971 2432

Song Iwu Rec Co, 19 7 Chung Hua II Rd Kaohsiung Tel 273312

Star Disc, see Pacific Int'l

Taiwan Electric Development Corp, Tedco House, 25 Chung Shan N Rd, Section 2, Taipei 104 Tel (02) 541 3525, 551 2525 Cable TEDCO Pres & Gen Mgr Chengchih Chen, Sales Mgr Weiyow Chen
Labels: (Distributed–not licensed) Angel (USA), Capitol (USA), OG (Germany), Oecca (Germany), Polydor (Germany), RCA (Germany), Seraphim (USA) Telefunken (Germany)

Taiwan Kolin Co Ltd (IFPI), 35 Po Ai Rd, 3rd fl, Taipei Tel (02) 314 9973 Cable TKOLIN Telex 11102 Chm K C Lee, Gen Mgr J P Liu, Sales Mgr C J Liu
Labels: (Owned) Kolin, **(licensed foreign)** A&M (USA), DG (Germany), Hansa (Germany), Philips (Netherlands) Polydor (Germany), RSO (USA)
Int'l reps.: Hong Kong, Singapore & Southeast area (PolyGram)

Taiwan Pony Music Ent Co Ltd, Pony Bldg, 5th fl, 92 1 Kum Minn St, Taipei 100 Tel (02) 381 7188
Label: (Represented) EMI
Int'l rep.: Worldwide (EMI)

Vertigo, see Philips

• music publishers

Eagle Ents Co Ltd PO Box 22655, 1C Kuang Lung Bldg, 3 1 Chen Chiang St, Taipei 100 Tel (02) 391 4823 4926 0215 Cable EAGLECOLTO Telex 11387

Four Seas Publ'g Co Ltd, 167 Si Ning Rd, Taipei Tel (02) 961 0187, 381 6142 Cable FOURSEAS Telex 21475 Gen Mgr C Y Liao Sales Mgr C Y Tan

Pacific Int'l Music & Publ'g Co Ltd, PO Box 46 338, Taipei Tel (02) 511 4580 Telex 11524 Chief Exec Harry Heide Gen Mgr Jean Tsuang

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Taiwan Importers & Exporters Ass'n, Taipei Tel (02) 311 4049 1687

Taiwan Regional Ass'n of Record Mfrs, 55 Chung Hwa Market 3rd fl Jen Section, Taipei Tel (02) 311 0276

DESIGN & ARTWORK

Taiwan Pony Music Ent Co Ltd, Pony Bldg, 5th fl 92 1 Kum Minn St, Taipei Tel (02) 381 7188

PLATING, PROCESSING & PRESSING PLANTS

Eagle Ents Co Ltd PO Box 22655, 1C Kuang Lung Bldg, 3 1 Chen Chiang St, Taipei 100 Tel (02) 391 4823 4926 0215 Cable EAGLECOLTO Telex 11387 (Pressing only)

Four Seas Rec Publ'g Co Ltd 167 Si Ning Rd, Taipei Tel 961 0187, 381 6142 Cable FOURSEAS Telex 21475 Gen Mgr C Y Liao, Sales Mgr C Y Tan

Gold Well Chemical Inds Co Ltd, 8 Chung Xi Rd Shihlin, Taipei Tel (02) 831 4556, 832 2357 Cable GOLOWELL Telex 22251

Linfair Eng'g & Trading Ltd, 7 Jen Ai Rd, 7th fl, Sec 2 Taipei Tel (02) 321 4454 Cable LINFAIR Telex 22563 Mng Dir Linfair L F Chang

Lucky Rec Co Ltd, No 2 8, Ln 116, Section 2, Chung Shang N Rd, Taipei 104 Tel (02) 511 8115, 521 8182 Cable BAOJANG Pres & Gen Mgr Chiu San Tseng

Taiwan Pony Music Ent Co Ltd Pony Bldg 5th fl 92 1 Kum Minn St Taipei Tel (02) 381 7188 (Pressing only)

PRINTERS & LITHOGRAPHERS

Kuo Fong Colored Printing Co, 231 Fu Chiang Rd Tainan Tel 26900 31688

Linfair Eng'g & Trading Ltd, 7 Jen Ai Rd, 7th fl Sec 2 Taipei Tel (02) 321 4454 Cable LINFAIR Telex 22563 Mng Dir Linfair L F Chang (Record only)

Taiwan Pony Music Ent Co Ltd Pony Bldg 5th fl 92 1 Kum Minn St Taipei Tel (02) 381 7188

RECORD PROMOTION

Four Seas Rec Publ'g Co Ltd, 167 Si Ning Rd Taipei Tel 961 0187, 381 6142 Cable FOURSEAS Telex 21475 Gen Mgr C Y Liao Sales Mgr C Y Tan

Taiwan Pony Music Ent Co Ltd, Pony Bldg 5th fl 92 1 Kum Minn St Taipei Tel (02) 381 7188

TAPE CUSTOM DUPLICATORS

Four Seas Rec Publ'g Co Ltd, 167 Si Ning Rd, Taipei Tel 961 0187, 381 6142 Cable FOURSEAS Telex 21475 Gen Mgr C Y Liao, Sales Mgr C Y Tan
Audio: Cassette

Linfair Eng'g & Trading Ltd, 7 Jen Ai Rd, 7th fl, Sec 2, Taipei Tel (02) 321 4454 Cable LINFAIR Telex 22563 Mng Dir Linfair L F Chang
Audio: 8 tr cassette

Oriental Trading Corp, PO Box 55 186 145 9 Chang Chun Rd Taipei Tel (02) 581 6286 Cable ORTACO
Audio: 8 tr, 8 tr quadraphonic cassette open reel

Taiwan Pony Music Ent Co Ltd, Pony Bldg 5th fl 92 1 Kum Minn St Taipei Tel (02) 381 7188
Audio: 8 tr & cassette
Video: ¾" cassette

• supplies

CARTRIDGE & CASSETTE PARTS

Four Seas Rec Publ'g Co Ltd, 167 Si Ning Rd, Taipei Tel 961 0187 381 6142 Cable FOURSEAS Telex 21475 Gen Mgr C Y Liao Sales Mgr C Y Tan

Liang Ming Trading Co Ltd, 9 2 Hsin Sheng S Rd, Section 3 Taipei Tel (02) 721-8436, 711 3061 Cable MSETCO (Importer)

Oriental Trading Corp, PO Box 55 186, 145 9 Chang Chun Rd Taipei Tel (02) 581 6286 Cable ORTACO

EMPTY CARTRIDGES, CASSETTES & REELS

Fuyuan Trading Co PO Box 939, 22 1 Ln 42, 2nd fl, Chung Shan N Rd

Section 2, Taipei Tel (02) 511-3016 (Importer)
Liu Bros. (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St, Nei Hu District, Taipei Tel (02) 711 0658 (Importer)
Taiwan Pony Music Ent Co Ltd, Pony Bldg, 5th fl, 92 1 Kum Minn St, Taipei Tel (02) 381 7188
Audio: Cassette.

JACKETS & SLEEVES
LABELS, DISK

Eagle Ents. Co Ltd., PO Box 22655, 1C Kuang Lung Bldg, 3 1 Chen Chiang St., Taipei 100 Tel (02) 391 4823/4926/0215 Cable EAGLECOLTD Telex 11387. (Sleeves & labels only)
Lucky Rec Co. Ltd, No. 2-8, Ln. 116, Section 2, Chung Shang N. Rd., Taipei 104. Tel: (02) 511 8115, 521-8182 Cable BAOJANG Pres & Gen Mgr Chiu San Tseng
Tong Dah Plastics Co Ltd., 28 Shih Chia Ln., Shih Chia Li, East District, Taichung Tel 224844, 236384 Cable TONDA Telex 56156 **Local branch:** 54 Shih Fu Rd Tel 226688 (Jackets & sleeves only)
Int'l branch: USA

POLYETHYLENE BAGS

Eagle Ents. Co. Ltd., PO Box 22655, 1C Kuang Lung Bldg., 3-1 Chen Chiang St., Taipei 100 Tel (02) 391-4823/4926/0215 Cable EAGLECOLTD Telex 11387
Jeou Long Plastic Works Ltd., 37 Tatu St., Tatu Hshang, Taichung Sheng. Tel (046) 99-22-90, 99-26-47. Pres R.H Hwang; Gen Mgr C M Lai
Plant: 950 San Tien Rd., Section 3, Tatu Hshang
Branch: Taipei, Morson Trading Co Ltd., 74 Section 2, Chang An E. Rd Tel (02) 521-0364/5838, 561-3789
Tong Dah Plastics Co. Ltd., 28 Shih Chia Ln., Shih Chia Li, East District, Taichung. Tel 224844, 236384 Cable TONDA Telex 56156 **Local branch:** 54 Shih Fu Rd Tel 226688
Int'l branch: USA
Tytone Inds. (Taiwan) Ltd., PO Box 3608, 18 Ln 135, Chung Shan N Rd., Section 1, Taipei Tel (02) 522-3237 Bd Chm H N Zee, Sec'y Janny Shaw
Plant: Tao Yuan, 3 Hsing Lu Rd., Kuei Shan Ind'l Zone

RAW MATERIALS

Gold Well Chemical Inds. Co Ltd., 135 Chung Xl Rd., Shihlin, Taipei Tel (02) 831 4556, 832 2357 Cable. GOLDWELL Telex 22251
Product: PVC copolymer, dry blended powder.

TAPE, BLANK LOADED & BULK RAW

A D I, see Oriental Trading
Betamax, see Shinlee
Intermagnetics Taiwan Corp., 2 Lin Sun South Rd., 7th fl., Rm 3, Taipei Contact J J Chen
Linfair Eng'g & Trading Ltd., 7 Jen Ai Rd., 7th fl, Sec 2, Taiwan. Tel (02) 321 4454. Cable LINFAIR Telex 22563 Mng Dir Linfair L F Chang (Blank only)
Audio: Open reel
Brand name: Racal-Zonal
Liu Bros. (Taiwan) Ltd., PO Box 58534, 1 Ta Hu St, Nei Hu District, Taipei Tel (02) 711 0658. (Importer–audio, blank only)
Mercuries & Assocs. Ltd., PO Box 3155, 138-140 Chung King N. Rd., Section 4, Shih Lin District, Taipei. Tel (02) 812-6100 Cable MERCURY (Importer–audio, blank only)
Oriental Trading Corp., PO Box 55 186, 145 9 Chang Chun Rd., Taipei Tel 581-6286. Cable ORTACO
Audio: 8-tr, cassette & open reel
Brand name: ADI.
Overseas Friend Co Ltd., PO Box 878, 144 Hankou St., Rm 808, Section 1, Taipei. Tel 331441. Cable IRVINGTONG (Importer–audio, blank only)
Brand name: Philips.
Philips, see Overseas Friend
Racal-Zonal, see Linfair.
Shinlee Co Ltd., 372 Lin Sen N Rd, 2nd fl, Taipei Tel (02) 521 0282 Telex 11154 (Importer)
Audio: Blank–8 tr, cassette, open reel
Video: Blank–1" open reel, ¾" U matic, ½" EIAJ open reel, ¼" cassette, raw–¾" U matic, ½" EIAJ open reel
Brand name: Betamax
Taiwan Southeastern Asia Ent Corp. Ltd., PO Box 670, 111 Chungking S Rd., 2nd fl., Section 1, Taipei Tel (02) 311 6596, 361 4802 Cable SEACO Telex 11175 (Importer–audio, blank only)

TAPE DUPLICATING & PROCESSING EQUIPMENT

Four Seas Rec. Publ'g Co Ltd., 167 Si Ning Rd., Taipei Tel 961 0187, 381 6142 Cable FOURSEAS Telex 21475 Gen Mgr C Y Liao, Sales Mgr C Y Tan.
Kuo Yi Trading Co Ltd, 12 2 Chang An Rd E, Section 1, Taipei Gen Mgr S L Lin (Importer).
Linfair Eng'g & Trading Ltd., 7 Jen Ai Rd., 7th fl, Sec 2, Taiwan Tel (02) 321 4454. Cable LINFAIR Telex 22563 Mng Dir Linfair L F Chang
Audio: Duplicators
Brand name: Electro-Sound

• accessories manufacturers

Linfair Eng'g & Trading Ltd., 7 Jen-Ai Rd., 7th fl., Sec 2, Taipei Tel (02) 321 4454. Cable LINFAIR Telex 22563 Mng Dir Linfair L F Chang
Product: Record–record care prods., replacement styli, Tape–head cleaners, demagnetizers
Oriental Trading Corp., PO Box 55 186, 145 9 Chang Chun Rd Taipei Tel (02) 581-6286 Cable ORTACO
Product: Tape–head cleaners, demagnetizers, leader & splicing tape
Taiwan Pony Music Ent. Co Ltd., Pony Bldg., 5th fl., 92 1 Kum Minn St., Taipei. Tel (02) 381-7188 (Importer)
Product: Tape–leader & splicing tape

• store fixtures manufacturer

Oriental Trading Corp., PO Box 55 186, 145-9 Chang Chun Rd., Taipei Tel (02) 581 6286 Cable ORTACO.
Product: Display racks

THAILAND

Population: 46,600,000
Rate of exchange: $1 (US) = 20 baht
Per capita income: $500
Holidays: January 1, February 13 (Makha Buja), April 6 May 1 (Labor Day), May 5 (Coronation Day), July 1, August 12 (Queen's Birthday), December 5 (King's Birthday), December 10 (Constitution Day), & all Buddhist holidays

• record & tape manufacturers / distributors / importers

Black & White Co Ltd., PO Box 335, Thai Lai Thong Bldg., 52/4 6 Surawongse Rd., Bangkok Tel 31 939, 33 720, 31 241 **Local branch:** 900 Mahachai Rd
Central Trading Co Ltd., PO Box 471, Bangkok 5 Contact Suthikiati Chirathivat
Label: (Represented) Laurie (USA)
Ching Thai Regd Ord Partnership, Burapa Palace, 669 671 Chakrapet Rd., Bangkok 2 Tel 221 4471/4241 Cable CHINTAICOM Pres Maitri Boondiskulchok, Gen Mgr Kavee Boondiskulchok, Sales Mgr Kamol Boondiskulchok (Distributor/Importer from UK & USA)
Labels: (Distributed foreign–not licensed) Amsterdam, Atlantic, Capitol, Columbia, Command, Dolton, Dunhill, Elektra, Epic, Liberty, London, MCA, MGM, Mercury, Motown, Nonesuch, Pride, RCA, United Artists, Warner Bros (all USA)
K S, see Thai Phonograph
Sri Krung Phonograph Rec Co Ltd 129 Sukumvit 21, Bangkok Tel (3) 920-208, 918 380 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat; Sales Mgr Pomphan Vasuvat
Labels: (Owned) MV Master Voice SKS Sri Krung, SPC Sri Krung, Solina Sona Tape
Int'l rep.: Germany (Asona), USA (RCA Int'l)
M V Master Voice, see Sri Krung.
S K S, see Sri Krung
S P C, see Sri Krung
Solina, see Sri Krung
Sona Tape, see Sri Krung
Thai Phonograph Rec Co Ltd., 857 Mahachai Rd., Bangkok Tel 286 1648 Mng Dir Sukit Pachimsawat, Gen Mgr Tian Chunsiripong
Label: (Owned) KS
United Recs Tape Co., 160/4 New Rd., Samoyd, Bangkok Exec Dir Sugree Chorakan

• music publisher

Kamol Sukosol Co Ltd., 857 Mahachai Rd., Bangkok Tel 222 5131 Mng Dir Sukit Pachimsawat, Gen Mgr Tian Chunsiripong

• services

DESIGN & ARTWORK
PLATING, PROCESSING & PRESSING PLANTS

Sri Krung Phonograph Rec. Co Ltd 129 Sukumvit 21, Bangkok Tel 920 208 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat
Thai Phonograph Rec Co Ltd., 857 Mahachai Rd Bangkok Tel 286-1648 Mng Dir Sukit Pachimsawat, Gen Mgr Tian Chunsiripong

PRINTER & LITHOGRAPHER
RECORD PROMOTION

Sri Krung Phonograph Rec Co Ltd., 129 Sukumvit 21, Bangkok Tel (3) 920-208 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat

TAPE CUSTOM DUPLICATORS

Sri Krung Phonograph Rec. Co Ltd., 129 Sukumvit 21, Bangkok Tel 920 208 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat
Audio: Cassette
Thai Phonograph Rec Co Ltd., 857 Mahachai Rd., Bangkok Tel 286 1648 Mng Dir Sukit Pachimsawat, Gen Mgr Tian Chunsiripong
Audio: Cassette, open reel

• supplies

CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS
TAPE, BLANK LOADED & BULK RAW

Intermagnetics (Thailand) Corp Ltd., 164/11 N Sathorn Rd., Bangkok Tel 233 2860, 234 4590 Cable TIENHONG Telex 87293 Contact S C Yuan (Blank only)
Audio: 8 tr., cassette
Sri Krung Phonograph Record Co Ltd., 129 Sukumvit 21, Bangkok Tel 920 208, 918 380 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat
Product: Cassette parts & blank loaded tape, empty cassettes & reels, sleeves & processing equip
Brand names: MV, Solina, Vasuvat

• accessories manufacturer

Sri Krung Phonograph Rec Co Ltd., 129 Sukumvit 21, Bangkok Tel 920 208 Cable VASUVAT Owner Manit Vasuvat, Gen Mgr Chaichan Vasuvat, Sales Mgr Pomphan Vasuvat
Product: Tape–carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape

TRINIDAD & TOBAGO

Population: 1 140,000
Rate of exchange: $1 (US) = 2 38 Trinidad & Tobago dollars
Per capita income: $3 200
Holidays: January 1 Good Friday Easter Monday Whit Monday, Corpus Christi June 19 (Labor Day), August 4 (Discovery Day) August 31 (Independence Day), Sepember 24 (Republic Day) Decembe 25 26

RADIO STATIONS

No of commercial 1 government 1
Comment: The commercial station transmits in both AM & FM The government owned transmits in AM FM and FM stereo

TELEVISION

Comment: There is one government owned station transmitting two channels in black & white

• record & tape manufacturers / distributors / importers

Boack see Solardisc
C L Q see Record Specialists
C S S, see Caribbean
Caribbean Rec'g Co Ltd Maingot & Gordon Sts Mount Hope Port of Spain Trinidad Tel (638) 3354
Labels: (Owned) CSS Village, **(distributed)** Helen Disc Hewanorra Mamwa Miraflores Simpet Suriname Telco **(represented)** Camille Casa Grande (both USA)
Int'l rep.: Barbados (WIRL)
Catelli see Record Specialists
D D S see Record Specialists
Helen Disc see Caribbean
Hewanorra see Caribbean
K H Recs Ltd., see Record Specialists
Leo see Solardisc
Kamut see Record Specialists
Kalaloo, see Record Specialists
Kalinda see Record Specialists
Mamwa see Caribbean
Miraflores see Caribbean
Record Specialists (Trinidad) Ltd /KH Recs Ltd (IFPI), 4 Milling Ave Sea Lots, Port of Spain, Trinidad Tel (62) 31092 36435 37789 Cable HEATSINK Mng Dir Kerry Richards
Labels: (Owned) Kaimit, Kalaloo Kalinda **(licensed domestic)** CLO Catelli DDS Ritchies SH Trinidad **(licensed foreign)** Arrow (Montserrat)
Int'l reps.: Africa Europe UK (all Tackle) USA (Charlie)
Hilton D Rhyner 54 Prince St Port of Spain Trinidad Tel (62) 35673 Gen Mgr Hilton D Rhyner, Sales Mgr Cleve Calderon (Importer)
Ritchies, see Record Specialists
S H see Record Specialists
Semp see Solardisc
Sharc Sound Servs Ltd PO Box 1010 Trinidad Tel (62) 26580 Chm Hugh A Robertson (Licensed to Solardisc)
Label: (Owned) Sharc
Sharc see Solardisc
Simpet see Caribbean
Solardisc Dist'g Co Ltd 11 Saddle Rd Maraval Trinidad Tel (62) 26580 Cable SOLARDISC Gen Mgr Rawle Jeffrey Sales Mgr Deidre Prescod (Distributor)
Labels: (Licensed domestic) Sharc, **(distributed–not licensed)** Boack Leo, Semp Startrex, Think
Startrex, see Solardisc
Suriname see Caribbean
Telco see Caribbean
Think, see Solardisc
Trinidad Recs., see Record Specialists
Village see Caribbean

• music publishers

Cucumber Music (PRS) 90 Frederick St Port of Spain Chief Exec Ben Romany
K H Music 4 Milling Ave Sea Lots Port of Spain Tel (62) 36435 31092 37789 Cable HEATSINK Mng Dir Kerry Richards
Int'l reps: France (Bagatelle) UK (PRS)
Witelco Music Co., High St Siparia Trinidad Tel (649) 2415

• services

DESIGN & ARTWORK
PLATING, PROCESSING & PRESSING PLANT

Record Specialists (Trinidad) Ltd 4 Milling Ave Sea Lots Port of Spain Trinidad Tel (62) 31092 36435 37789 Cable HEATSINK Mng Dir Kerry Richards

RECORD PROMOTION

Infinity Electronics Inc 22 Esperanza Village California Trinidad Cable INFINITY Mng Dir Ryan F Ali Sales Mgr Hadeed Ali

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Infinity Electronics Inc 22 Esperanza Village California Trinidad Cable INFINITY Mng Dir Ryan F Ali Sales Mgr Hadeed Ali **(PKG)**
Audio: 8 tr cassette open reel
Video: ½" cassette
Record Specialists (Trinidad) Ltd 4 Milling Ave Sea Lots Port of Spain Trinidad Tel (62) 31092 36435 37789 Cable HEATSINK Mng Dir Kerry Richards **(PKG** audio only)
Audio: Cassette

• supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Infinity Electronics Inc 22 Esperanza Village California Trinidad Cable INFINITY Mng Dir Ryan F Ali Sales Mgr Hadeed Ali
Audio: 8 tr cassette open reel

LABELS, DISK

Record Specialists (Trinidad) Ltd 4 Milling Ave Sea Lots Port of Spain Trinidad Tel (62) 31092 36435 37789 Cable HEATSINK Mng Dir Kerry Richards

PROFESSIONAL TAPE SUPPLIES

Infinity Electronics Inc 22 Esperanza Village California Trinidad Cable INFINITY Mng Dir Ryan F Ali Sales Mgr Hadeed Ali
Audio: Master splicing tape (3" 2" 1") master open reel
Brand name: Agfa

TAPE, BLANK LOADED & BULK RAW

Infinity Electronics Inc 22 Esperanza Village California Trinidad Cable INFINITY Mng Dir Ryan F Ali, Sales Mgr Hadeed Ali
Audio: Blank–8 tr cassette raw–cassette
Video: Blank–½" cassette

TAPE DUPLICATING & PROCESSING EQUIPMENT
TAPE PACKAGING & LABELING EQUIPMENT

Infinity Electronics Inc. 22 Esperanza Village. California Trinidad Cable INFINITY Mng. Dir Ryan F Ali, Sales Mgr Hadeed Ali

• accessories importer

Hilton O Rhyner. 54 Prince St., Port-of-Spain, Trinidad Tel (62) 35673 Gen Mgr Hilton D Rhyner. Sales Mgr Cleve Calderon
Product: Record—record care prods. 45 rpm adaptors, replacement styli Tape—head cleaners, demagnetizers

TURKEY

Population: 44,600,000
Rate of exchange: $1 (US) = 107 lira
Per capita income: $1060.
Holidays: January 1. April 23 (National Sovereignty Day). May 1 (Spring Day). May 19 (Youth & Sports Day). May 26. 27 (Freedom & Constitution Day). August WVictory Day). October 29. 30 (Republic Day). & important religious holidays

• record & tape manufacturers / distributors / importers

A S. see Muzikservis
Acar. see Oncu.
Ada. see Muzikservis
Aras. see Kent.
Bip. see Yonca.
Elektronal Elektronik Aletler Sanayi Ve Ticaret AS. Ankara Devlet Yolu 25. Soganlik Kartal. Istanbul. Tel 53-51 40 Cable ELEKTROSAN Telex 23169 Pres. Hayati Kamhi. Gen Mgr · Alen Giz; Sales Mgr Hulya Karagol
Labels: (Owned) Pop. Teletrans.
Enter. see Oncu
Forte. see Yonca
Gozde. see Oncu
Grand. see Oncu
Gunes. see Oncu.
H O P. see Yanki
Hap. see Yonca
Imece. see Melodi.
I No Plakcilik. see Yanki
Istanbul. see Muzikservis.
Jet. see Muzikservis.
Kent Muzik Ticaret ve Pazarlama Ltd., PO Box 24 IMC Blok 6 No 6328 Unkapani, Istanbul Tel (11) 26-34 65 Chief Exec Umit Guner. Gen Mgr Ali Riza Guner; Sales Mgr · Omer Borazauci
Labels: (Owned) Aras. Kent. Super Audio Techmc. Zenith. **(distributed)** BMI (Netherlands). Capitol (USA). Carosello (Italy) Columbia (UK) Dureco (Netherlands). EMI (Netherlands). His Master's Voice (UK) Liberty (USA). Parlophone (UK). Plaksan. Regal (UK). Sonet (Sweden) Sunset (USA). United Artists (USA). Yenigun
Intl'l reps.: Germany (Yilmal Exp.)
Koda. see Yonca
Lolipop. see Oncu
Melodi Rec'g & Sound Ind (IFPI). 348 Istiklal Caddesi. Istanbul Tel (92) 44 26 36 Cable MELODI Gen Mgr Kayihan Caglayan. Sales Mgr Turgut Caglayan. A&R Mgr. Vahe Dilacar
Labels: (Owned) Melodi. **(licensed foreign)** ABC (USA). Alhambra (Spain). Atlantic (USA). BBC (UK). Bronze (UK) Casablanca (USA). Oiscos Columbia (Spain). DJM (UK). Decca (UK). Elektra/Asylum (USA). Infinity (USA). Intercord (Germany). London (UK. USA). MCA (USA). Millennium (USA). Motown/Gordy/Tamla (USA). RCA (USA). Swan Song (UK). WEA Int'l (USA). Warner Bros (USA); **(distributed—not licensed)** Baby (Italy). Bovema Negram WNetherlands). Cial (Spain) Fonior (Belgium). Imece. Killroy (Netherlands). Nevada (Spain). 1 Numara. Sun (France). Victor Music (Japan)
Meteor. see Oncu
Metro. see Oncu
Metronom. see Muzikservis
Meyfon. see Oncu
Muzikservis. Nazmi Senel Prod'n. IMC Blok 6. No 6319. Unkapani, Istanbul Tel (11) 20 85 65. 27-87-82 Pres Nazmi Senel. Gen. Mgr Tunay Akdeniz; Sales Mgr Abdullah Turan
Labels: (Owned) AS. Ada. Istanbul. Metronom. Pardon. **(distributed—not licensed)** Jet. Satellite. Star. West. Zenith
Oncu. IMC 5452. Unkapani. Istanbul Tel (11) 28 25 08 Telex 22308 Gen Mgr Oktay Gork; Sales Mgr Sitki Avaz
Labels: (Owned) Gunes. Oncu. **(licensed foreign)** Copacabana (Brazil). Som (Brazil); **(distributed—not licensed)** Acar. Enter. Gozde. Grand. Lolipop. Meteor. Metro. Meyfon Yasam
1 Numara. see Melodi
Pardon. see Muzikservis.
Plaksan Plak Sanayi AS (IFPI). Bagcilar Yolu. Marmara Cad. No 12 Gungoren. Istanbul. Tel 71 67 34 Cable SANPLAK Chm Leon Gruenberg. Gen Mgr Engin Tunasar
Labels: (Licensed foreign) CBS (USA). EMI (UK). Philips (Netherlands) Polar (Sweden). Polydor (Germany)
Pop. see Elektronal
Satellite. see Muzikservis
Star. see Muzikservis
Super Audio Technic. see Kent
Teletrans. see Elektronal
West. see Muzikservis.
Yanki Yapim Ltd (IFPI). IMC Blok 6. No 6437 Unkapani, Istanbul Tel 22 07 15. Pres. Attila Cilanbol. Gen Mgr Kadir A Demirturk; Sales Mgr Ali Ihsan Oral. Contract Mgr Yasef Alguadis
Labels: (Licensed) Ourium (Italy). Hansa Int'l (Germany). **(distributed—not licensed)** Ariola Eurodisc (Germany). Barclay (France). Cyclon (France). HOP. I No Plakcilik. Int'l Show (France). Pye (UK). Saar (Italy)
Int'l reps.: France (Dalida. Cyclon. Orlando. Show Int'l). Germany (Ariola Eurodisc. Hansa). Italy (Baby. Durium. Saar). UK (Pye)
Yasam. see Oncu
Yenigun. see Kent
Yonca Plak Ve Ses End. PO Box 14. Unkapan IMC 6433 Unkapan. Istanbul Tel (11) 28 01 65 Gen Mgr Ergin Bener. Sales Mgr Hayrettin Calkilic
Labels: (Owned) Yonca. **(licensed domestic)** Bip. Forte. Koda; **(licensed foreign)** Fairytale (Denmark); **(distributed—not licensed)** Hap.
Int'l rep.: Denmark (Fairytale)
Zenith. see Kent & Muzikservis

• music publishers

Kent Music Edisyon. PO Box 66. Unkapani. Istanbul Tel (11) 20-85 65 Chief Exec Nazmi Senel. Gen. Mgr Mrs Beyhan Pastutmaz
Kent Music Ltd PO Box 24. IMC Blok 6. No 6328. Unkapani. Istanbul. Tel (11) 26 34-65 Chief Exec. Umit Guner. Gen Mgr. Ali Riza Guner
Odeon Ticaret TAO. PO Box 533. Rizapasa Yokusu. Milas Han. Istanbul. Tel (92) 26-32-60 Chm. Leon Gruenberg. Gen Mgr Benno Merovich
Yonca Music-Ergin Bener. IMC 6433 Unkapan. Istanbul. Tel (11) 28-01-65

• services

ASSOCIATION & PROFESSIONAL ORGANIZATION

Association of Phonograph Music Prod'rs (Fono Muzik Produktorleri Dernegi). Halkali Caddesi 85. Yesilkoy-Istanbul.

DESIGN & ARTWORK

Tekmanyetik San Ve Tic AS. 1375 Sok N 25/104. Izmir Tel (051) 13 33 72. 14 55-26. Telex 52572 Pres Aslan Onel. Gen Mgr Ataman Bukey. Sales Mgr Teoman Gurgan
Tekoplast. see Tekmanyetik

LICENSOR, RECORD & TAPE

Muzikservis. IMC Blok 6. No 6319. Unkapani. Istanbul Tel (11) 20 85 65 Pres Nazmi Senel. Gen. Mgr Tunay Akdeniz; Sales Mgr Abdullah Turan

PLATING, PROCESSING & PRESSING PLANTS

Melodi Rec'g & Sound Ind. 348 Istiklal Caddesi Istanbul Tel (92) 44 26 36 Cable MELODI Gen Mgr Kayihan Caglayan; Sales Mgr Turgut Caglayan.
Muzikservis. IMC Blok 6. No 6319. Unkapani. Istanbul Tel (11) 20-85 65 Pres. Nazmi Senel. Gen Mgr Tunay Akdeniz. Sales Mgr.: Abdullah Turan (Pressing only)
Plaksan Plak Sanayi AS. Bagcilar Yolu. Marmara Cad No 12 Gungoren. Istanbul Tel 71 67 34 Cable SANPLAK Chm Leon Gruenberg. Gen Mgr Engin Tunasar

PRINTERS & LITHOGRAPHERS

Tekmanyetik San Ve Tic AS. 1375 Sok N 25/104. Izmir Tel (051) 13 33-72. 14 55 26. Telex 52572 Pres Aslan Onel. Gen Mgr Ataman Bukey. Sales Mgr Teoman Gurgan
Tekoplast. see Tekmanyetik.

RECORD PROMOTION

Kent Muzik Ticaret ve Pazarlama Ltd. PO Box 24. IMC Blok 6. No 6328. Unkapani. Istanbul Tel (11) 26-34 65 Chief Exec Umit Guner. Gen Mgr Ali Riza Guner. Sales Mgr Omer Borazanci
Muzikservis. IMC Blok 6. No. 6319. Unkapani. Istanbul Tel (11) 20 85 65 Pres. Nazmi Senel. Gen Mgr Tunay Akdeniz. Sales Mgr Abdullah Turan

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Kent Muzik Ticaret ve Pazarlama Ltd. PO Box 24. IMC Blok 6 No 6328. Unkapani. Istanbul Tel (11) 26 34 65 Chief Exec Umit Guner. Gen Mgr Ali Riza Guner. Sales Mgr Omer Borazanci **(PKG)**
Audio: 8 tr. cassette. open reel
Melodi Rec'g & Sound Ind 348 Istiklal Caddesi Istanbul Tel (92) 44 26 36 Cable MELODI Gen Mgr Kayihan Caglayan Sales Mgr Turgut Caglayan
Audio: 8-tr. cassette
Muzikservis. IMC Blok 6 No 6319. Unkapani. Istanbul Tel (11) 20 85 65 Pres. Nazmi Senel. Gen Mgr Tunay Akdeniz. Sales Mgr Abdullah Turan **(PKG)**
Audio: Cassette
Video: ½" Beta cassette. VCR
Plaksan Plak Sanayi AS. Bagcilar Yolu. Marmara Cad No 12. Gungoren. Istanbul Tel 71 67 34 Cable SANPLAK Chm Leon Gruenberg. Gen Mgr Engin Tunasar
Audio: Cassette
Tekmanyetik San Ve Tic AS. 1375 Sok N 25/104 Izmir Tel (051) 13 33 72. 14 55 26 Telex 52572 Pres Aslan Onel. Gen Mgr Ataman Bukey. Sales Mgr Teomal Gurgan **(PKG)**
Audio: 8 tr cassette. open reel
Video: ½" Beta & VHS cassette
Tekoplast see Tekmanyetik
Yonca Plak Ve Ses End. PO Box 14 Unkapan IMC 6433 Unkapan. Istanbul Tel (11) 28 01 65 Gen Mgr Ergin Bener Sales Mgr Hayrettin Calkilic **(PKG)**
Audio: Cassette

• supplies

CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS

Elektronal Elektronik Aletler Sanayi Ve Ticaret AS. Ankara Devlet Yolu 25. Soganlik Kartal Istanbul Tel 53-51 40 Cable ELEKTROSAN Telex 23169 Pres Hayati Kamhi. Gen Mgr Alen Giz. Sales Mgr Hulya Karagol
Audio: Cassette hubs. rollers. shelves. shields. screws. spring pads. empty cassettes.
Plaksan Plak Sanayi AS. Bagcilar Yolu. Marmara Cad. No 12. Gungoren. Istanbul Tel 71 67 34 Cable SANPLAK Chm Leon Gruenberg. Gen Mgr Engin Tunasar
Audio: Cassette
Tekmanyetik San Ve Tic AS. 1375 Sok N 25/104 Izmir Tel (051) 13 33 72. 14 55 26 Telex 52572 Pres Aslan Onel. Gen Mgr Ataman Bukey. Sales Mgr Teoman Gurgan
Audio: 8 tr. cassette. open reel
Video: ½" Beta & VHS cassette
Brand names: Audio—Penta. Polar. Raks. Sabra. video—Master
Tekoplast. see Tekmanyetik

TAPE, BLANK LOADED & BULK RAW

Elektronal Elektronik Aletler Sanayi Ve Ticaret AS. Ankara Devlet Yolu 25. Soganlik Kartal Istanbul Tel 53 51 40 Cable ELEKTROSAN Telex 23169 Pres Hayati Kamhi; Gen Mgr Alen Giz. Sales Mgr · Hulya Karagol
Audio: Cassette
Tekmanyetik San Ve Tic AS. 1375 Sok N 25/104. Izmir Tel (051) 13 33 72. 14-55-26 Telex 52572 Pres Aslan Onel. Gen Mgr · Ataman Bukey. Sales Mgr Teoman Gurgan.
Audio: 8-tr.. cassette. open reel
Video: ½" Beta & VHS cassette
Brand names: Audio—Penta. Polar. Raks. Sabra. video—Master
Tekoplast. see Tekmanyetik.

• accessories manufacturers

Melodi Rec'g & Sound Ind.. 348 Istiklal Caddesi. Istanbul Tel: (92) 44-26-36. Cable: MELODI. Gen. Mgr.: Kayihan Caglayan. Sales Mgr. Turgut Caglayan.
Product: Carrying & storage cases
Tekmanyetik San Ve Tic AS. 1375 Sok N. 25/104. Izmir. Tel. (051) 13-33-72. 14-55-26 Telex 52572 Pres Aslan Onel; Gen Mgr.. Ataman Bukey. Sales Mgr. Teoman Gurgan
Product: Tape—carrying & storage cases. head cleaners. demagnetizers. leader & splicing tape
Tekoplast. see Tekmanyetik.
Yonca Plak Ve Ses End. PO Box 14. Unkapan. IMC 6433 Unkapan. Istanbul Tel (01) 28-01-65 Gen Mgr. Ergin Bener; Sales Mgr Hayrettin Calkilic
Product: Carrying & storage cases. record care prods

U S S R

Population: 262,442,000
Rate of exchange: $1 (US) = 6475 rubles
Per capita income: $2,010
Holidays: January 1. March 8 (Int'l Women's Day). May 1. 2 (May Day) May 9 (VE Day). October 7 (Soviet Constitution). November 7. 8 (October Revolution).

RECORDS:

Record sales certification awards: None
Record production: 1979—"slightly over" 200,000,000 units
Average retail price per record: Pop & jazz stereo LP's—$3 25 & $4 50 classical stereo LP's—$2.19. mono & stereo singles (with 3 or 4 songs)—$1 28. flexible mono singles—$.90.
Record club sales: None.
Discounting: Rare. although clearance sales at extremely low prices have been recently effected by some outlets
Type of distribution: Manufacturer to wholesaler-to retailer is the major form of distribution Wholesaler-to customer distribution exists only in the form of mail order service Nationwide retailing through newsstands has been in effect since 1969 There is no rack jobbing or one stopping in the usual form
Need for specialized record shops (retail outlets) operated by Melodia is apparent Until now. all retail outlets have been operated by Ministry of Trade organizations Certain quantities of records are retailed by Soyuzpetchat (press distribution agency) through its newsstands
Type of promotion: The government controls all airways. and there are no charts of best selling records However. Melodia promotes new recordings through handbills and through a program broadcast weekly by Mayak Radio on long and medium wavelengths It also will publish a special record/tape monthly magazine. with a catalog bulletin format. aimed at the general record collector and buyer New releases are also advertised in "Soviet Culture." in the bi weekly "Musical Life." and in some local newspapers and periodicals Radio and television programs featuring recorded music are also a valuable means of promotion. as are sales exhibitions held periodically by East European companies in the major cities
"Muzykalny Kiosk" ("Musical Newsstand"). a weekly 30 minute program on the Central TV. which promotes mainly new classical releases and some pop. jazz. easy listening and folk There are also various radio & TV programs in Estonia. Latvia and Tbilisi. dealing with promotion and record reviewing Klub. national bi-weekly magazines. runs "New Disks" column. in which most of the new Melodia releases (classical. pop. jazz. folk. literature) are reviewed by music critics and journalists. with some cover-sleeves reproduced The leading national youth paper. Komsomolskaya Pravda. as well as a number of local youth papers. launched new columns devoted entirely to the local and international pop. rock and disco music scene Readers' polls are published once a month and they spotlight the most popular and best selling recording artists and bands
Jukeboxes: 15,000 20,000

TAPE:

Market: Since the pre recorded cassette was introduced in 1971. it has become the dominant configuration. with almost no industrial production of pre-recorded open reel and no production of 8 track cartridge The national companies continue to present more sophisticated tape hardware. Two recently introduced high quality open reel tape recorders are the Mayak-001 Stereo retailing for 1,000 rubles ($1544) and the Electronika-003 Stereo for 1,500 rubles ($2316) Mass production of these two is expected soon Pre-recorded cassettes. selling for twice the price of albums. are becoming more popular but still do not rival albums in sales Melodiya does not release cassette versions of its album releases Prerecorded software consists of odd collections of various easy listening or Russian pop or folk music and usually sells out quickly Cassettes continue to have high production costs. with a pre-recorded cassette being about $1 more expensive than a blank one
Average retail price per tape: Cassette—$6.81

RADIO STATIONS:

No of government 222
Comment: All radio stations are government owned Most cities have access to cable broadcasting There are over 30 FM stations Radio Leningrad transmits for about 40 hours each week in FM stereo. programming classical (20 hours). pop and easy listening (12 13 hours) and literature The news and music format of Mayak Radio is widely listened to There is a trend toward the launching of more FM stations with a large percentage of stereo broadcasting as the national companies introduce more stereo tuners and radios

TELEVISION STATIONS:

Comment: All television stations are government owned Moscow has four channels. one of which is Central (nationwide) Most cities have their own stations. and the Central program is received everywhere. thus there

is two channel television in most of the USSR. The Central channel is fully color; other channels are partially color. SECAM type of color system is used. Both classical and easy listening music are utilized by television stations nationally. In 1978, up to 83% of the overall population in the USSR could see national television programs.

IMPORT/EXPORT REGULATIONS:

All import/export of records is controlled through Mezhdunarodnaya Kniga in Moscow. The quota for records received privately from abroad, excepting East European nations, is one unit. A customs duty of 5 rubles is charged for each additional unit enclosed. The same regulation applies to promotion copies mailed to private persons. **Vadim D. Yurchenkov**

• record & tape manufacturers / distributors / importers

Melodia, 24 Tverskoi Blvd., Moscow K-9. Tel: 229-9248. Cable: MDSCVA. Dir. Gen.: P.I. Shabanov.

Mezhdunarodnaya Kniga (V/O), 32/34 Smolenskaya-Sennaya Pl., Moscow 121200. Tel: 244-1022. Cable: MEZHKNIGA. Tel: 411160. Gen. Dir.: Youry B. Leonov; Gen. Mgr.: Igor N. Preferansky; US Sales Mgr.: Valery M. Sokolov; Sr. Export: Oleg S. Popov.

Labels (Owned): Melodia. **(licensed foreign)** Ariola (West Germany), CBS (USA), CNR (Netherlands), Chant du Monde (France), Columbia (Spain), EMI (UK), MCA (USA), Polydor (Germany), Ricordi (Italy), Zafiro (Spain); **(distributed—not licensed)** Amiga (East Germany), Balkanton (Bulgaria), Eterna (East Germany), Gramophone (India), Hungaroton (Hungary), Muza (Poland), Opus (Czechoslovakia), Qualiton (Hungary), RTB (Yugoslavia), Supraphon (Czechoslovakia).

Int'l reps.: France (Chant du Monde), Germany (Ariola, Polydor), Italy (Ricordi), Japan (Victor), Netherlands (CNR), UK (EMI), USA (Moss Music Group, Pickwick Int'l).

• music publishers

Muzychna Ukraina, Ul. Pushkinskaya 32, Kiev. Tel: 25-2104.

Soviet Composer Publ'rs, 14-12 Sadovaya-Triumfalnaya St., 103006 Moscow. Tel: 209-2384.

Branch: Leningrad, 45 Gertsen St.

State Publ'rs Music, Neglinnaya 14, Moscow K-45.

V A A P (The Copyright Agency of the USSR), Bolshaya Bronnaya 6A, 103104 Moscow K-104. Tel: 203-5355. Cable: AVTOR. Telex: 411327, 411452. Chm.: Boris D. Pankin; Music & Drama Dept. Dir.: Valeri Ivanov.

Int'l reps.: Austria (Universal), Finland (Fazer), France (Chart du Monde), Germany (Hans Sikorski), Italy (G. Ricordi), Japan (Japan Soviet), UK (Boosey & Hawkes), USA (G. Schirmer).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Muzfond, Ul. Gotvalda 10, Moscow A-47.

National Committee of the International Music Council, c/o Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9.

Soviskusstvo (div. of V/D Mezhdunarodnaya Kniga), Smolenskaya Sennaya pl. 32-34, 121200 Moscow. Tel: 244-1022. Cable: MEZHKNIGA. Telex: 411160. Dir.: Igor N. Preferansky.

State Committee of Broadcasting & Television, Ul. Pyatnitskaya 25, Moscow. Tel: 233-6356. Cable: MDSKVARADIO.

Union of Composers of the USSR, Ul. Nyezhdanovi 8, Moscow K-9. Tel: 229-5444/4893.

Branch: Leningrad, Ul. Gertzena 45. Tel: 12-16-23.

LICENSING ORGANIZATION, MUSIC

Soviskusstvo (div. of V/D Mezhdunarodnaya Kniga), Smolenskaya Sennaya pl. 32-34, 121200 Moscow. Tel: 244-1022. Cable: MEZHKNIGA. Telex: 411160. Dir.: Igor N. Preferansky.

V A A P (The Copyright Agency of the USSR), Bolshaya Bronnaya 6A, 103104 Moscow K-104. Tel: 203-5355. Cable: AVTOR. Telex: 411327, 411452. Chm.: Boris D. Pankin; Music & Drama Dept. Dir.: Valeri Ivanov.

PRESSING PLANTS

Melodia, ul. Kalntziema 40, Riga.

V S G (Vsesoyuznaya Studiya Gramzapis), Ul. Stankevitcha 8, Moscow K-9.

Branches: Leningrad, Ul. Tzvetochnaya 6—**Moscow region, Aprelevsky,** St. Aprelevska—**Tashkent,** Ul. Druzhba Narodov 4.

TAPE CUSTOM DUPLICATOR

Kazan, Photozhelatinovy Plant, Kazan, Tassr.

Audio: Cassette.

• supplies

TAPE, BLANK LOADED & BULK RAW

Melodia, Tuvase 12, Tallin 16. (Blank only)

Audio: Cassette.

Perestavl Zalesski Chemical Plant, Perestavl Zalesski, Yaroslavl Obl.

Audio: Open reel.

Shostka Chemical Plant, Shostka, Sumskaya Obl.

Audio: Open reel.

Vertretung der BASF, ul. Lunatscharskogo 7, 121002 Moscow. Tel: 241-75-09. Cable: BASF. Telex: 413167.

Brand name: BASF

UNITED KINGDOM

Population: 55,900,000

Population by age groups: 0-14—11,500,000; **15-24**—8,900,000; **25-49**—15,600,000; **50+**—19,900,000

Rate of exchange: 1 pound = $2.00

Per capita income: $5,500

Holidays: January 1, Good Friday, Easter Monday, First Monday in May, Last Monday in May, Last Monday in August, December 25, December 26 (Boxing Day)

RECORDS:

Record sales certification awards: Silver single—250,000 units, gold single—500,000 units, platinum single—1,000,000 units. Silver LP—60,000 full price units, 120,000 budget units; gold LP—100,000 full price units, 200,000 budget units; platinum LP—300,000 full price units, 600,000 budget units.

Records sold domestically including imports (retail value): LP's 1980—67,400,000 units, $445,000,000; 1979—74,500,000 units, $483,000,000. Singles 1980—77,800,000 units, $141,000,000; 1979—89,100,000 units, $150,000,000.

Records imported from USA (factory value, CIF): 1980—6,000,000 units, $18,000,000; 1979—4,000,000 units, $15,000,000.

Records exported to USA (factory value, FOB): 1980—2,500,000 units, $9,000,000; 1979—4,000,000 units, $11,000,000.

Records imported from countries other than USA (factory value, CIF): 1980—16,000,000 units, $50,000,000; 1979—11,000,000 units, $25,000,000.

Records exported to countries other than USA (factory value, FOB): 1980—10,000,000 units, $25,000,000; 1979—16,000,000 units, $50,000,000.

Typical retail price per record: LPs—$7.99, singles—$2.00.

TV merchandising: 18% of total.

Record club sales: 6% of total.

Discounting: Frequent.

Type of distribution: Mail-order sales are increasing—up to 18% from 13% in 1979; manufacturer-to-wholesaler-to-retailer system is down to about 50% from 60% in 1979; racks account for 20%; one-stops have 10%.

Type of promotion: TV advertising is now very important, with billings in 1980 around $50,000,000. Radio is also important.

Jukeboxes: 60,000.

TAPE:

Market: Audio—Cassettes entirely, but blanks are destroying industry. Video—VHS has 70% of market, Beta 30%.

Pre-recorded tape sold domestically including imports (retail value): Cassette 1980—25,200,000 units, $105,000,000; 1979—23,500,000 units.

Pre-recorded tape imported from USA (factory value, CIF): 1980—100,000 units, $500,000; 1979—100,000 units, $500,000.

Pre-recorded tape exported to USA (factory value, FOB): 1980—250,000 units, $1,000,000; 1979—750,000 units, $2,250,000.

Pre-recorded tape imported from countries other than USA (factory value, CIF): 1980—1,500,000 units, $5,000,000. 1979—500,000 units, $2,500,000.

Pre-recorded tape exported to countries other than USA (factory value, FOB): 1980—1,500,000 units, $7,500,000. 1979—2,500,000 units, $7,500,000.

Typical retail price per tape: cassette—$8.50.

CONSUMER ELECTRONICS:

Number of homes with: Radios—19,200,000 (96%), AM only—13,200,000 (66%), AM/FM—6,000,000 (30%); television sets—18,000,000 (90%), color 15,000,000 (75%), b&w—3,000,000 (15%), phonographs—16,000,000 (80%), audio tape recorders—13,800,000 (69%), video tape recorders—600,000 (3%).

RADIO STATIONS:

No. of commercial: 25 local, No. of BBC: 4 national & 22 local.

Comment: Predominantly pre recorded music programs.

TELEVISION STATIONS:

No. of channels: 2 BBC, 1 commercial, 75% color.

Comment: Very good mixture, but musical content is not strong.

IMPORT/EXPORT REGULATIONS:

There are no tariff or quota restrictions. Current rates of customs duty and VAT are payable. The unauthorized importation of copyrighted recordings from outside the EEC is illegal.

MARKET ANALYSIS:

On the whole, 1980 was a very bad year for UK based record companies. Total revenue of $504 million was more than $120 million less than was needed to stay level in real terms with 1979. But it may be that there has been a slight plateauing in the market's response to recessionary effects.

Whilst the pound remained strong, parallel imports were still an attractive proposition for independent wholesalers & retailers. It is thought that the volume of parallel imports of LP's alone totalled some 18 million units during the year.

Compared with 1979, when 74.5 million LP units were delivered to the trade, there has been a drop of over seven million units to 67.4 million. This follows a drop of 11 million units in the previous year and it must be rather more than coincidental that the loss in volume over the past two years has been matched by replacements at a cheaper price overseas. The low price of imports has clearly had an effect on UK prices and the average price of an LP increased by less than 2% during the year, compared with inflation rates which averaged 18%.

The price of pre-recorded tapes actually showed a fall during the year and this doubtless contributed to a volume increase of 7.3% over the year, rising to over 13% at the year end. Clearly, record companies are doing well in the promotion and sale of recorded music in this medium, since it was far and away the most successful sector. It has never been the pre-recorded tape market which has suffered most from the effects of home taping, this illegal practice takes its toll primarily on discs, and it goes without saying that the effect of this scourge was again felt in 1980 and probably prevented sales of at least $300 million at wholesale (well over $400 million at retail).

Overall singles declined during the year by some 11 million units (down 13%) to 77.8 million, when prices increased only by 8% to an average representing just under $2 at retail.

• record & tape manufacturers / distributors / importers

A B K, see Discourses.

A B M, see Discourses.

A C Recs. Ltd., 120 Marylebone Ln., London W1. Tel: (01) 486-0596, 935-6732. Chm.: Jim Beach; Mng. Dir.: Gavin W. Dare. A&R Dirs.: Dave Howman, Chris Harding; Mktg. Dir.: Michael J. Ashwell; Exec. Ass't.: Sue Marsh. (Distributed by RCA)

Label: (Licensed domestic) Celebrity.

A & M Recs. Ltd., A&M House, 136-140 New Kings Rd., London SW6 4LZ. Tel: (01) 736-3311. Telex: 916342. Sr. VP: Derek Green; Sr. Dir.: Tony Burdfield; Mktg. Dir.: John Cokell; Sales Dir.: Bill Groves; Pub. Dir.: Mike Hales; Promo.: Alan McGee. (Distributed by CBS)

Home office: USA

A M Z Rec'g Ltd., Amazon Studios, Music House, 15D Stopgate Ln., Simonswood, Liverpool L33 4YA. Tel: (051) 546-6444. (Distributed by PRT)

Label: Amazon.

A Side, see Sonet.

A S V, see Academy Sound.

A S V Living Era, see Academy Sound.

A S V Transacord, see Academy Sound.

Aardvark Ltd., 107 Whitham Rd., Sheffield S10 2SL. Tel: (0742) 669218. Mng. Dir.: M.D. Featherby Deconinck; Gen. Mgr.: A. Bailey. (Distributed by Kingsley Sound & Vision, Rough Trade)

Labels: (Owned) Aardvark. Limited Edition. **(licensed)** Hologram. Product.

Abbey Recs. (IFPI), 47/51 Chalton St., London NW1 1HY. Tel: (01) 388-0621. Chief Exec.: S.J. Fraser; Sales Mgr.: John Walton. (Distributed by Gamut, Lugton, Parnote, Symphola, H.R. Taylor)

Absurd Recs., 20 Cotton Ln., Withington, Manchester M20 9UX. Tel: (061) 445-2661.

Academy Sound & Vision Ltd., 115 Fulham Rd., London SW3 6RL. Tel: (01) 589-5293. Mng. Dir.: H.J. Usill; Gen. Mgr.: J. Boyce; Sales Mgr.: A. Welch. (Distributed by PRT)

Labels: (Owned) ASV, ASV Living Era; **(licensed domestic)** ASV Transacord.

Acanthus, see Nimbus.

Accessory, see Fast Product.

Ace, see Chiswick & Oakwood.

Ace of Clubs, see Decca.

Ace of Diamonds, see Decca.

Action, see B&C.

Acuff-Rose Music Ltd., 129 Park St., London W1. Tel: (01) 629-0392. Gen. Mgr.: Tony Peters.

Home office: USA

Labels: (Owned) Hickory, TRX.

Aerco Prod'ns Ltd., PO Box 22, Woking, Surrey GU22 7QU. Tel: (04862) 64082. Chief Exec.: Steve C. Smith.

Affinity, see Charly.

Aggro Recs., 3A Ashfield Parade, Southgate, London N14 5EH. Tel: (01) 886-6236. Mng. Dir.: Ross Chantelle.

Agra Music Recs., 4 Welton Rd., Wedgnock Estate, Warwick CV34 5YA. Tel: (0926) 45123, 498-924. Owner: Sheila L. Bird; Gen. Mgr.: David Rawlings; Sales Mgr.: Dave Sheriff; Promo.: Dave Ling.

Aintree Recs. Ltd., 6 Aintree Rd., Perivale, Middx. UB6 7LJ. Tel: (01) 998-0911. Cable: SCARLETT GREENFORD. Telex: 8952387 AINDISC. Mng. Dir.: Michael J. Collins; Gen. Mgr.: John E. Jennings; Sales Mgr.: Wendy Kayrl. (Importer)

Air Recs. Ltd., 12 Stratford Pl., London. Tel: (01) 408-2355. Cable: CHRYSALIS. Chm.: George Martin; Mng. Dir.: John Burgess. (Distributed by Chrysalis.)

Albion Recs. Ltd., 147 Oxford St., London W1. Tel: (01) 734-9072. Telex: 8954780. **Mng. Dirs.: Derek Savage, Dai Davies; Sec'y: William Feeny; Label/Mktg. Mgr.: Alan Bellman; A&R Mgr.: Mark Anders; Promos. Mgr.: Jane Wallace; Int'l Mgr.: Katy Feeny; Press & Pub.: Julian Henry; Prod'n Co-ord.: Anne Winwood.**

Int'l reps.: Australia (Liberation), Benelux (Ariola), France (Virgin), Germany (Ariola), Italy (Panarecords), Japan (Victor), New Zealand (Liberation), Scandinavia (Phonogram), South Africa (Transistor), South America (RCA).

Alien Heat, see Skeleton.

Alien Recs. Ltd., 109 New Bond St., London W1. Tel: (01) 408-2350. Dir.: Nigel Lucas; Gen. Mgr.: Charlene Bowen; Sales Mgr.: Ziro Baby.

Alley Cat, see Humber.

Alor Recs., 3 Bucks Cross Cottages, Bucks Cross Rd., Chelsfield, Kent BR6 7RW. Tel: (0689) 28544. Chief Exec.: Carl Anthony Snape.

Alted Prod'ns, 37B New Cavendish St., London W1M 8JR. Tel: (01) 486-5353. Chief Execs.: Ted Lemon, Alex Hughes.

Label: Top.

Int'l reps.: Austria (TTR), France (Vogue), Germany (TTR), Netherlands (Vogue), Sweden (TTR), Switzerland (Vogue).

Amalisa, Paunceford Court, Munsley, Ledbury, Hereford. Tel: (053) 183407. Chief Exec.: Charles Lucy. (Distributed by Pinnacle)

Int'l branch: USA

Amazon, see AMZ.

Amberlee Recs. Ltd., Amberlee House, 387 Harrow Rd., London W9. Tel: (01) 866-7748. Mng. Dir.: John Peters. (Distributed by Amberlee, Lugton, H.R. Taylor)

Labels: (Owned) Amberlee, Eyemark; **(represented)** Doric (USA).

Int'l rep.: USA (Doric).

Amber Music, Wellow Mead, Wellow Dr., Sherfield English, nr. Romsey, Hants. Tel: (0202) 34041. Mng. Dir.: James Montgomery. (Distributed by Amber, Pinnacle)

Amber Recs., Wyastone Leys, Monmouth NP5 3SR. Tel: (0600) 890 682. Dirs.: N. Libin, M. & G. Reynolds. (Distributed by Nimbus).

Ambulance, see Stuart Johnson.

Ames Electronics, 183 Queen's Crescent, London NW5 4DS. Tel: (01) 267-6752. Mng. Dir.: Mr. Asgar; Serv. Mgr.: W. Coxen. (Importer/Exporter)

Ami Recs., 22 Denmark St., 3rd fl., London WC2H 8 NA. Tel: (01) 836-1921/5229. (Distributed by PRT).

Amon Ra, see Saydisc.

Anchor Rec'gs., 72 The Street, Kennington, Ashford, Kent TN24 9HS.

Labels: (Represented) Epoch/NALR (USA).

Anglia Rec. Dists., 6 Fitzroy Ln., Cambridge, Cambs. Tel: (0223) 352 639. (Distributor/Importer/Exporter)

Anglo Recs., 30 Limekiln Ln., Bridlington, North Humberside YO16 5TH. Tel: (0262) 76388. Dir. & Prod'r.: Robert Fisher.

Antic, see WEA.

Anti-Pop, 20 Bigg Market, 2nd fl., Newcastle upon Tyne NE2 2AN. Tel: (0632) 25786. Proprietors: A. Inman, P. Branston. (Distributed by Pinnacle, Red Rhino, Rough Trade)

PEER SOUTHERN ORGANIZATION
LINKS THE WORLD
Southern Music Publishing Co. Ltd.
London, England

Apollo Sound, 32 Ellerdale Rd., London NW3. Tel: (01) 435-5255. Pres. & Gen. Mgr.: H. Herschmann. (Distributed by Rare Rec'd Eds., One Stop & Non Stop.)
Int'l reps.: Europe (Kunzelmann) excluding Germany (Musia).
Applause, see Riva.
Aqua Pink Ents., 62 Gloucester Pl., London W1. Tel: (01) 486-1486. Mng. Dir.: Oscar Paris. (Importer)
Aquarius, see President.
Arcade Recs. (Int'l) UK, 115-123 Bayham St., London NW1 0AL Tel (01) 485-5622. Telex: 25584. Int'l Dir. A&R. Sylvia Curd.
Int'l branches: Germany, Netherlands
Archiv, see Polydor.
Ardeck, see EMI Recs.
Argo, see Decca.
Ariola/Arista (IFPI), 3 Cavendish Square, London W1M 9HA. Tel: (01) 580 5566. Telex: 298933. Mng. Dir.: Andrew Pryor Bus. Affairs Dir.: David Simone; Comm'l Dir.: David Adams; Sr. Mgr.: Brian Yates; Mktg. Mgr Tim Read; A&R Head: Simon Potts; Promo.: Alison Short, Winston Lee; Int'l Development Head: John Briley.
Labels: (Owned) Ariola, Arista, Bell, GRP, Goal, Go-Feet, I-Spy, Mother in Law, Novus, Savoy; **(distributed—not licensed)** Double D, Handshake, Hansa, Tee.
Int'l reps.: Australia (Festival, RCA), Canada (Capitol), Italy (CGD), Japan (King, Nippon), Scandinavia (CBS), South Africa (RPM), rest of world (Ariola).
Arista, see Ariola/Arista.
Armageddon Recs. Ltd., 56 Standard Rd., London NW10. Tel (01) 731-4572. Telex: 22164. Mng. Dir.: Richard Bishop; Gen Mgr.: David Loader. Prod'n Mgr.. Peter Dyer (Distributed by Stage One)
Int'l branch: USA.
Labels: (Owned) Armageddon, Hedonics, Watteau; **(licensed domestic)** Hotbox, Musclebound; **(licensed foreign)** Plan 9 (USA).
Int'l reps.: Austria (SPI), Canada (Attic/Polydor), Denmark (SDS), Finland (Joanna), France (Disc'AZ, SPI), Germany (Roof/Rimpo), Italy (Base), Netherlands (Bertus), New Zealand (RTC), Norway (SDS), Sweden (SDS), Switzerland (SPI).
Arrival, see K-tel.
Arrival Recs., 39 Leyton Rd., Harpenden, Herts. Tel: (05827) 5098 Mng Dir.: David Blaylock; Dir.. Judy Dixon (Distributed by Pinnacle)
Int'l reps.: Austria, Germany, Scandinavia & Switzerland (all Deutsche Grammophon).
Artistic, see Submarine.
Artium, see BBC.
Ash, see Zel-la.
Asylum, see WEA.
Atco, see WEA.
Athena, see Don't Panic.
Atlantic, see WEA
Attack, see B&C & Trojan.
Attrix Recs., 3 Sydney St., Brighton, Surrey BN1 4EN Tel: (0273) 27181, 608941. Chief Execs.: Rick & Julie Blair; Prod'r: Terry Newbery. (Distributed by Pinnacle & Rough Trade)
Audio Visual Library Servs. Ltd., 10 12 Powdrake Rd., Grangemouth, Stirlingshire FK3 9UT. Tel: (0324) 471521. Mng. Dir.. Charles B. Wood; Sales Mgr.: Rosemary Grant. (Distributed by Audio Visual Library, Lugton)
Labels: (Owned) Candlelight, Colophone; **(distributed—not licensed)** JNP (USA).
Int'l reps.: Australia & New Zealand (Dunn & Mason).
Audio Wholesale, 115B Trafalgar Rd., Greenwich, London SE10 Tel: (01) 853-0797. (Distributor)
Aura Recs. Ltd., 1 Kendall Pl., London W1H 3AG. Tel: (01) 486-5288. Telex: 24224 Ref. 3145. Mng. Dir.: Aaron Sinx. (Distributed by Spartan)
Int'l reps.: Austria (Amadeo), Belgium (Inelco), Denmark (Electra) Finland (Polarvox), France (Musidisc), Germany (Metronome), Greece (Minos Matsas), Ireland (Pickwick), Italy (Panarecord), Netherlands (Inelco), New Zealand (RTC), Norway (Talent Prods.), Portugal (Gira), Sweden (Electra), Switzerland (Office), Yugoslavia (RTVL).
Automatic Rec. Co. Ltd., 5 Avery Row, London W1X 9HA. Tel: (01) 493-9744. Telex: 299978. Mng. Dir.: Nick Mobbs
Avada, see Rola.
Avatar Rec. & Screenworks Ltd., 62 Pall Mall, London SW1Y 5HZ. Tel: (01) 930-5361. Chm. & Dir.: Jon Brewer; Gen. Mgr. & Sales Mgr.: Mike Everett. (Distributed by Spartan).
Int'l reps.: Argentina (Movieplay), Australia (7 Recs.), Benelux (Inelco), France (Disc'AZ), Germany (Bellaphon), Greece (Music Box), Israel (Electronics), Italy (Records), Mexico (Movieplay), Scandinavia (Grammofon), Spain (Movieplay).
B B C Recs. & Tapes, The Langham, Portland Pl., London W1A 1AA Tel: (01) 580-4468. Cable: BROADCASTS. Telex: 265781. Chief Exec.: Alan Bilyard; A&R Mgr.: Mike Harding; Sales & Mktg. Mgr.: James Fleming; Bus. Affairs Mgr.: Mehmet Arman. (Distributed by Pye)
Labels (Owned) Artium, BBC, Beeb
Int'l reps.: Argentina (Tonodisc), Australia (Phonogram), Canada (Total Rec'gs), Denmark (Danish), Germany (Intercord), Italy (RCA), Netherlands (Sound Prods.), New Zealand (EMI), Norway (Electra), South Africa (EMI-Brigadiers), Spain (Dial), Sweden (Electra) USA (Gemcom)
B & C Rec'gs Ltd., 326 Kensal Rd., London W10 5BL Tel (01) 969-6651 Telex: 261500. Mng. Dir.: Marcel Rodd. Int'l Mgr: Lynne Kentish. (Distributed by Pinnacle).
Affiliated firm: Saga Recs. Ltd.
Labels: (Owned) Action, Attack, B&C, Horse, Lowbite, Mooncrest, Trojan.
Int'l reps.: Belgium (EMI), Canada (Almada), Denmark (CSA), Finland (PSO), France (Pathe Marconi), Germany (Teldec), Italy (Hi-Fi), Japan (Trio), Netherlands (EMI-Holland), Spain (Zafiro).
B G S Prodns Ltd., Kirkland Park Studios, Lethame Rd., Strathaven, Scotland ML10 6EE Tel: (0357) 21130. Mng. Dir.. W.B. Garden; Pub./Promos. Exec.: Dougie Stevenson. (Distributed by Clyde Factors, Concorde, Fergus Davidson, Ross)
Labels: (Owned) BGS Chord, Country House.
B G S Prod'ns Group, Superfly House, Camden High St., London NW1. Tel. (01) 388-5959/5950. Mng. Dir. B.G. Sullivan; Dir J Scrase.
Labels: (Owned) BGS, Libra Int'l.
B P M, PO Box 40, Hownslow, Middx. TW4 5DH Tel (01) 570-9495 Chief Exec.: K. Todd.
B T W Rec'd Music Library, 125 Myddleton Rd., Wood Green, London N11 4NG. Tel. (01) 888 6655. Dirs: John Ross Borthwick, R.J.T. Borthwick.
Baal Recs. Ltd. (IFPI), 62 Gloucester Pl., London W1. Tel (01) 486-1486 Cable: BAALON LDN W2. Telex 25836. Mng Dir.: John J. Brain, A&R Jay Shotam. (Distributed by Pye). (Also see Collins Int'l)
Labels: (Owned) Baal, Best of Everything, Roots.
Bach Collectors, see Oryx.
Badge Recs., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251 Cable: CARLSONG. Telex: 267488. Mng. Dir Freddy Bienstock; A&R: Robert Bienstock.
Bamboo, see Storm.
Banners & Bonnets, see Word.
Barak, see President.
Paul Barrett Rock 'n' Roll Ents., 14 Albert Crescent, Penarth, South Glam organ, South Wales Tel: (0222) 704279. Chief Exec. & A&R Dir.. Paul Barrett, Gen. Mgr.: Adrian Owlett; Sales Mgr.: Nigel Molden. (Distributed by Paul Barrett, Pinnacle)
Labels: (Owned) Crazy Rhythm, Magnum Force
Int'l reps.: Finland (Polarvox), France (Big Beat).
Harry Barter Prod'ns Ltd., 73 Newman St., London W1. Tel: (01) 631 3247 Chief Exec.: Harry Barter. (Distributed by Spartan)
Label: (Owned) Rewind.
Bartlett Bliss Prod'ns, 39 Warwick Gardens, London W14 8PH. Tel (01) 603 2451 Mng Dir.: Peter Bartlett; Gen. Mgr Barbara Bliss (Distributed by Lugton)
Label: Tellastory.
Int'l reps.: Australia (KGC, Scund Information), Canada (PolyGram), South Africa (EMI).
Battle of the Bands Ltd., 266 London House, Fulham Rd., London SW10. Tel. (01) 352-9530. Dirs.: Anthony Forrest, Dan Cherubini.
Beeb, see BBC.
John Beecher Recs & Books, 41 Elm Rd., New Malden, Surrey KT3 3HD. Tel (01) 942-7235 Contacts: John Beecher, Yvonne Trengove. (Importer/Exporter)
Beeswing, see Broadside.
Beggars Banquet Recs. Ltd., 8 Hogarth Rd., Earl's Court, London SW5. Tel (01) 370-6175. Telex: 915733. Mng. Dir. Martin Mills; Gen. Mgr.: Peter Kent; Sales Mgr.: Ivo-Watts Russell (Distributed by WEA)
Labels: (Owned) Beggars Banquet, Don't Fall Off The Mountain, 4 AD, Situation 2
Int'l reps.: Benelux (CNR), rest of world (WEA)
Bell, see Ariola/Arista
Belmont Recs., Scotia House, 169 Knightsbridge, London SW7. Tel: (01) 589 1400. Telex 22642. Mng. Dir M. Hanau; Mktg. Mgr., K Ashton
Belsize, see Splash.
Beltona, see Decca.
Ivan Berg Assocs. (Audio Publ'g) Ltd., 35A Broadhurst Gardens, London NW6 3QT Tel: (01) 624-7785. Mng Dir.: Ivan Berg. (Distributed by Spartan).
Labels: (Owned) Chiron, Ivan Berg
Int'l reps.: Australia (Music World), New Zealand (Music World), South Africa (Disc Jockey Music).
Best of Everything, see Baal
Better Boogie Discs, 1 Long Acre, Covent Garden, London WC2 Tel: (01) 836-0555. Dir. Carole Striker. (Distributed by Fresh, Rough Trade)
Label: (Owned) Strike.
Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel (01) 223-5955. Dir: K.H. Bourke-Borrowes; Gen. Mgr.. M Shepherd; Sales Mgr. G Pearman; Export Mgr.. D. Power.
Labels: (Owned) Bibi, High Life, Look Listen & Learn, Orchid; **(distributed—not licensed)** Music For You (France).
Big Bear Recs., 190 Monument Rd., Birmingham B16 8UU. Tel: (021) 454-7020. Cable. BEARSONGS. Mng. Dir.: Jim Simpson; Gen. Mgr. Kate Munn. (Distributed by Pinnacle)
Labels: (Owned) Big Bear, Grandstand, Truckers Delight.
Int'l reps.: France (ADDA), Italy (Carosello), South Africa (WEA), Spain (Satosa), Sweden (PolyGram).
Big Beat, see Chiswick.
Big Ben, see Tangent
Big Cock, see Hit.
Big Muff Recs., 9 Forres House, Cameron Close, Brentwood, Essex. Tel (0277) 225551. Chm. Graham Smith; Gen. Mgr Harry Spooner, Sales Mgr. Lucy Smith; Promo. Mgr.: Ian Davey. (Distributed by Pinnacle)
Big 'R' Recs (Europe) Ltd., 29 High St., Biggar, Lanarkshire, Scotland ML12 6ED Tel: (0899) 20666. Telex. 78357 Mng. Dir Drew Taylor, Gen Mgr.. Trudy MacKenzie; Sales Mgr. Christine Dewar
Labels: (Owned) Big 'R'; **(represented)** Column One, Door Knob (both USA)
Billy Goat, see Chick A-Boom
Birds Nest, see Happy Face
Black Label Recs., 62 The Chase, London SW4. Tel: (01) 404 5011 Mng. Dir. John Owen Williams; Gen Mgr. Paul Smith (Distributed by Stage One)
Black Mountain Recs., PO Box 207, Mumbles, Swansea, Wales Tel. (0792) 43984. Mng. Dir: M.D. Evans.
Black Music National Ost'n, 44 Cloudesdale Rd., Tooting, London SW17 Tel (01) 223-6543. Chm.: Oscar Carrol. (Distributor)
Black Panther Recs., 112 Sunny Gardens Rd., London NW4. Tel. (01) 203-1324. Chief Exec. John Stedman. Sales Mgr., K Pryor.
Terry Blood (Recs.) Ltd., Rosevale Rd., Units 18/20, Chesterton, Newcastle-Under-Lyme, Staffs. Tel: (0782) 620-321. Telex: 367106. Chief Exec.. Terry Blood, Gen. Mgr. Graham Vernon. (Distributor/Importer)
Blue Chip Recs. (IFPI), 132 Western Rd., Mitcham, London. Tel. (01) 648-7000. Labels Mgr.. Matt Haywood. (Distributed by PRT)
Labels: (Owned) Blue Chip, Gallo, RPM.
Int'l reps.: Austria (Teldec), Benelux (Ariola), Germany (Teldec), Scandinavia (Sound of Scandinavia), South Africa (RPM), Switzerland (Teldec)
Blue Inc Recs Ltd., 155 Church St., London W2 1NA. Tel: (01) 723-9090/6561. Mng. Dirs: Billy Russell, Billy Carruthers.
Labels: (Owned) Blue Inc, Index.
Blueport Recs., 752 Kelvin Grove, Sandyford, Newcastle. Tel: (0632) 812-377, 612-849. Prime Co-ord. Mike Maurice; Promos. Mgr.: Tony Glover. (Distributed by Spartan)
Bond Street Music Ltd., 100 New Bond St., London W1Y 9LG. Tel (01) 629-5454. Mng. Dir.. Stanley Simmonds; Gen. Mgr. Norman Austin. (Importer) (Distributed by Lugton, H.R. Taylor)
Labels: (Licensed foreign) Panton, Supraphon (both Czechoslovakia)
Boring Recs., 23 Dalkeith Ave. Bishopbriggs, Glasgow, Scotland. Tel: (041) 772 2290. Mng. Dir Graham Scott: Dirs.: Stan Workman, Dougie Burns.
Boulevard, see Saga.
Bridge House Recs. Ltd., 23 Barking Rd., Canning Town, London E16. Tel: (01) 476-2889. Pres Chris Thompson; Gen. Mgr Terence Murphy; Sales Mgr: Colin Barton, Admin. Mgr.. John McGeady.
Int'l rep.: France (Underdog).
Bright Recs., 34/36 Maddox St., London W1. Tel (01) 408 0288 Mng Dir.: Martin Wyatt
Britannia Music Co. Ltd. (IFPI), 60-70 Roden St., Ilford, Essex IG1 2AQ. Tel (01) 553-3333. Cable. ACBLON. Telex 896073 Mng. Dir.. Michael J Pateman.
Note Direct marketer/distributor for PolyGram group and third party labels.
Britannia Recs., 32 Thames Court, Victoria Ave., Hurst Park, East Molesey KT8 9TP. Tel: (01) 979-0914. Chief Execs Michael O. St. Clair, M Miller. (Distributed by Spartan)
Broadcast Recs Ltd., 51 Rossiter Rd., London SW12 Tel (01) 675-1832. Cable: REDFOX Mng. Dir. Tim Hodgkinson; Gen Mgr.: Henry Cow. (Distributed by Recommended)
Int'l reps.: France (Celluloid), Italy (L'Orchestra), USA (Random Radar, Red).
Broadside Recs., Studley House, Limes Rd., Tettenhall, Wolverhampton WY6 8RB. Founder Jon Raven (Distributed by Jazz Servs., Pinnacle, H.R. Taylor)
Labels: (Owned) Beeswing, Jester's Court.
Bronze Recs. Ltd., 100 Chalk Farm Rd., London NW1 8EH. Tel: (01) 267-4499. Cable: HITMUSIC. Telex: 261653. Mng. Dir.: Gerry Bron; Gen. Mgr.: Robert Lemon; Int'l Co-ord.: Gordon Simpson. (Licensed to Polydor)
Int'l reps.: Argentina (Microfon), Australia (Festival), Austria (Ariola), Belgium (Ariola), Bolivia (Lauro), Brazil (Ariola), Chile (Quatro), Colombia (Sonolux), Ecuador (Fadisa), France (WEA Filipacchi), Germany (Ariola), Greece (EMI), Guatemala (Dideca), Hong Kong (EMI), India (EMI), Ireland (PolyGram), Italy (Ricordi), Japan (Victor), Malaysia (EMI), Mexico (Ariola), Netherlands (Ariola), New Zealand (Festival), Peru (FTA), Philippines (EMI), Portugal (Phonogram), Scandinavia (Sonet), Singapore (EMI), South Africa (Gallo), Spain (Ariola), Switzerland (Ariola), Thailand (EMI), USA (PolyGram), Venezuela (Cordica), Yugoslavia (Jugoton).
Bruce's Rec. Shop, 45 Shandwick Pl., Edinburgh, Scotland EH2 4RG. Tel (031) 229-3689. Telex. 777493 Mng. Dirs.: Brian Findlay, Roy Lake. (Importer) (Exporter as Brian Findlay Exports)
Harvey Buat, 84 Church St., London NW8 Tel. (01) 724-3711. Dir.: Alan Taub. (Distributor/Importer)
Label: Merryman-REC (Barbados)
Buena Vista, see Walt Disney.
Buffalo, see Dawn.
Bulldog Recs. (IFPI), PO Box 130, Hove, East Sussex BN3 6QU Tel: (0273) 550088. Cable: KRUGERENTS. Telex: 877050 Chief Exec.: Jeffrey S. Kruger; Mng. Dir.. Leslie Lewis; Creative Affairs: Howard Kruger; Shipping Mgr.: Ray Finella; Royalties & Licensing: Margaret Brace. (Distributed by Caroline Exports, Clyde Factors, Lugton, Pacific, President, Solomon & Peres, H.R Taylor)
Int'l branch: USA.
Labels: (Owned) Bulldog, Ember, Energy, Great Voices of the Century.
Int'l reps.: Argentina (Sicamericana), Belgium (Vogue), Brazil (Companhia Ind'l. Som), Canada (Almada), Costa Rica (Lyra), Czechoslovakia (Opus), Denmark (EMI), Finland (EMI), Germany (Teldec), Israel (CBS), Italy (Durium), Kenya (AIT), Netherlands (Inelco), New Zealand (Music World), Nigeria (Phonogram), Norway (EMI), Philippines (Disc Corp.), South Africa (David Gresham), Spain (Discophon), Sweden (EMI), Uruguay (Palacio de la Musica), Venezuela (Palacio de la Musica).
Bullet, see Neon.
Bullseye Recs., AIR House, Spennymoor, Co. Durham. Tel: (0388) 814-632 Chief Execs.. Colin Pearson, John Wray. Gen Mgr.: Loyd Smith; Sales Mgr.: A P. Blackett
Bumper, see Mainline.
Bungey Bankler-Jukes Int'l Ltd., 10-12 Carlisle St., London W1V 5RF. Tel: (01) 734-4000. Telex: 27778. Mng. Dir.: Stephen Bankler-Jukes; Gen. Mgr Bob Fisher; Exec. Ass't: Dee Hobden. (Distributed by Pinnacle, RCA, TBC)
Labels: (Owned) Peach River, Underworld; **(licensed foreign)** Rag Baby, Waterhouse (both USA).
Int'l rep.: Worldwide (RCA)
Burning Rome Recs., 32 Alexander St., London W2 Tel (01) 229-8236
Labels: (Owned) Burning Rome, SS, Test Pressing.
Int'l rep.: USA (Stiff).
Butt Recs. Ltd., 27 Aylmer Rd., Shepherds Bush, London W12 9LG. Tel: (01) 749-3730. Mng. Dir.: Brian Leafe. (Distributed by Spartan)
Labels: (Owned) Butt; **(licensed foreign)** Poshboy (USA).
By-Pass Recs Ltd., 27-29 Portland St., Kilmarnock, Scotland. Tel: (0563) 36280. Telex: 777425. Mng. Dir. Ken Richardson; Gen. Mgr.: Inez Richardson; Sales Mgr.: Huntly Stuart. (Distributor/Importer)
C B S Recs (IFPI), 17/19 Soho Square, London W1V 6HE. Tel: (01) 734-8181. Cable: COLRECORD. Telex: 24203 Chm.: Maurice L. Oberstein; Mng. Dir.: David Betteridge, Sr. Dir.. Tony Woollcott; UK A&R Dir.: Muff Winwood, Int'l A&R Dir Peter Robinson, Comm'l Dir.: Jack Florey; Finance Dir.. John Field; Sales Dir.: John Mair, Bus. Affairs Dir.: Tim Bowen; Admin. Dir. John Brooks; Sec'y: Veisi Avni.
Home office: USA.
Labels: (Owned) CBS, Epic, Embassy, Odyssey, Portrait; **(licensed)** Blue Sky, Caribou, Full Moon, Kaleidoscope, Kirshner, Monument, Mums, Nemperor, Ode, Philadelphia Int'l, Prelude, TK, Tabu, Unlimited Gold; **(distributed—not licensed)** A&M, Creole, DJM, GTO, Galaxy, Jet, MCA, Oasis, Stiff, Virgin, Warwick.
Int'l rep.: Worldwide (CBS).
C M C Recs. Ltd., 14 New Burlington St., London W1X 2LR. Tel: (01) 734 3251. Cable: CARLSONG. Telex: 267488. Dirs: Frederick & Miriam Bienstock, R. Derek Knibb, Mike Collier.
C R C, see Outlet
C R D Recs. (IFPI), PO Box 26, Stanmore, Middx Tel: (01) 958-7695. Chief Exec.: Graham Pauncefort, Artistic Dir.: Simon Lawman. (Distributed by Unicorn)
Int'l reps.: Australia (Janda), Belgium (PMP), Canada (Vanguard), Finland (Fuga), Germany (MusiContact), Netherlands (Sound Prods.), Norway (Per Neby), Sweden (Sound Doctor), Switzerland (Musica), USA (Vanguard).
Cactus, see Creole.
Cadillac Music & Recs., 180 Shaftesbury Ave., London WC2H 8SJ. Tel: (01) 836-3646. Mng. Partner: John Jack.
Labels: (Owned) Cadillac; **(distributed—not licensed)** Affinity, Bead, Blackthorne, Bvhaast, Charlie, Dawn Club, ENJA, Eavadisc, FMP, Flyright, Hefty Jazz, Highway, Incus, JMS, Lee Lambert, Leader, Moers, Mosaic, NoLa, Ogun, Plant Life, Rarities, Red Lightin, Spotlite, Steam.
Int'l reps.: France (Palm), Germany (Moers), Netherlands (Bvhaast), Sweden (Amigo), Switzerland (Planisphere), USA (Daybreak, Rick Ballard).
Cambridge Classical Recs., 5 King's Parade, Cambridge, CB2 1SJ. Tel: (0223) 350-565 Mng. Dir.: Edward Turner, Dir. Christopher Hills.
Camden, see RCA & Pickwick Int'l
Camp, see JSO.
Canaan, see Word.
Candhaven, see Metropolitan.
Candlelight, see Audio Visual Library.
Canolfan, see Oryx.
Canterbury Pop Recs., 13 Long Port, Canterbury. Tel. (0227) Canterbury 56172. Chief Exec.: David R. McRollerson; Gen. Mgr.: H.C.D. Sparks. (Distributed by Bonaparte, Pinnacle, Rough Trade, Virgin)
Capitol, see EMI.
Capricorn, see Polydor
Capstan Music, 40 Camden High St., London NW1 Tel. (01) 485-3232.

Chief Execs.. Peter L. Wells, Richard Freemantle; Gen. Mgr.: Chris Williams; Sales Mgr.. Simon Musgrave; Press & Promo. Mgr. Tom Hoogerwerf; Accounts: Marion Stanley.

Dave Carey, 1b Mitcham Ln., Streatham, London SW16 (Distributor/Importer)

Carmel Music Ltd., 4 Cliff Ave., Westcliff-on Sea, Essex SSO 7AJ. Tel: (0702) 338-593. Mng. Dir.: Peter Eden; Sec'y Glynis Eden (Distributed by Lugton, H.R. Taylor.)

Carnaby Recs. (div. of Mervyn Conn Org.), MC House, 14 Orange St., London WC2. Tel: (01) 930-7502. Telex: 23343. Mng. Dir. Mervyn Conn.
Labels: (Owned) Carnaby, Nashville Int'l

Caroline Exports Ltd., 56 Standard Rd., London NW10 6ES. Tel (01) 961 2919. Cable: BUMBLEBEE. Telex. 22164. Mng. Dir.: Adrian T. Rose, Sales Mgr.. Tony Harris. (Distributor/Exporter).

Carrere Recs. UK Ltd. (IFPI), 20-22 Queen St., Mayfair, London W1X 7PJ Tel: (01) 493-7406. Telex: 8953657. Mng. Dir.. Freddy Cannon; Promo. Mgr.. Geoff Scourfield; A&R Mgr. Peter Hinton. (Distributed by WEA)
Int'l reps: Australia (EMI), Austria (Polydor), Germany (Polydor), Greece (Phonogram), Italy (Fonit-Cetra), Netherlands (CNR), Scandinavia (EMI), South Africa (EMI), Spain (CBS).

Carrot, see NoLa.

Casablanca, see Phonogram

Casino Classics Recs., 3 Pennington St., Hindley, Wigan, Lancs. WN2 3AH Tel: (0942) 57430. Mng. Dir. Russ Winstanley. (Also see Robert Kingston)

Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ Tel. (01) 940-8186 Cable. MICRONETIC Telex 8813481. Mng Dir: D Dixon
Labels: (Owned) Coronet, Coronet Philharmonic

Castle Recs., The Castle, 93 Castle Hill Rd., Hindley, Wigan, Lancs WN2 4BH. Tel (0942) 58777. Chief Exec D. Hughes, Gen Mgr S.P Millard. (Also see LE)
Labels: Castle, Nelson

Cavalis Ltd., 82 Rivington St., London EC2 Tel (01) 739-8116 Telex. 27950. Chief Exec. D.A Robinson. (Distributed by Jet Star, Pinnacle)
Labels: Cavalis, Matastick
Int'l reps.: Italy (WEP), South Africa (Moonshine), USA (Halfmoon).

Celebrity, see AC & RCA.

Celestial Sound Prod'ns, 28 South Villas, London NW1 Tel (01) 485 0269. (Distributed by Bonaparte, Pinnacle, Rough Trade, Virgin)
Labels: Celestial Sound, Sound Ceremony.

Cells Recs., 220 West End Ln., London NW6. Tel: (01) 286 2543 Chief Exec. Geoff Mann. (Distributed by Rough Trade)

Central Recs. Suppliers, 86/87 Wilton Rd., London SW1V 1DN Tel: (01) 834-9506, 828-4825. Dir. S. Howard

Chameleon Recs., 19 S Molton St., London W1 Tel: (01) 629-9719 Telex 261805. Mng. Dir. Mike Loveday.

Champ Recs., 57 Victoria Rd., Chingford, London E4 6BZ Tel (01) 529 1943. Mng. Dir. & A&R Dir. Richard de Sylva (Distributed by Mike Day & Truckers Paradise)
Labels: (Owned) Champ, Platform

Chapel Lane, 67 Windmill Dr., Croxley Green, Richmansworth, Herts. Contact: Norman Miller.
Label: (Represented) Hartsong (USA).

Charisma Recs. Ltd. (IFPI), 90 Wardour St., London W1 Tel: (01) 434 1351. Chm.: Tony Stratton-Smith; Mng. Dir Brian C A Gibbon (Distributed by Phonogram).
Int'l reps.: Worldwide (Phonogram Int'l/PolyGram).

Charly Recs. Ltd. (IFPI), 156-166 Ilderton Rd., London SE15 Tel (01) 732 5642/5647 Telex. 934386 Chm.. Jean Luc Young, Mng. Dir.. Joop Visser, Prod. Mgr.: Cliff White; Finance Admin. Dir.: Pat Evans. (Distributed by Spartan)
Labels: (Owned) Affinity, Charly, Georgio Gomelsky, Smack; **(licensed foreign)** Atomic Art, Baron, Bethlehem, Chief/Age, Cobra/USA, Jewel, One-Derful/Mar-V-Lus, Paula, Plantation, Red Bird/Blue Bird, Ronn, SSS Int'l, Sansu, Sun, Vee Jay, Jerry Williams Jr (all USA), Charly Int'l (Denmark), Rockhouse (Netherlands), Toddlin' Town/Midas.
Int'l reps.: Australia (U.A Braunthal, Hollywood House, Musicland), Austria (Ixthulux), Canada (Almada), Finland (Polarvox), France (Charly), Germany (Teldec), Ireland (Spartan), Israel (Eastronics), Italy (Ariston), Japan (RCA), New Zealand (EMI), Poland (Tonpress), Spain (Auvi), Sweden (Planet), Switzerland (Vogue), USA (City Hall, First American, Greenworld, Important, Jem, Rounder, Shanachie), Venezuela (RPM), Yugoslavia (Jugoton)

Cheapskate Recs., 35 Portland Pl., London W1. Tel: (01) 637 2111. Telex 25929 Mng. Dir.: Chas Chandler (Distributed by RCA)

Cherry Red Recs. Ltd. (IFPI), 53 Kensington Garden Square, London W2. Tel (01) 229-8854. Telex: 943763. Mng. Dir.: Iain McNay; A&R: Mike Alway (Distributed by Pinnacle)
Labels: (Owned) Cherry Red, Passion; **(licensed)** City, Heartbeat, Pipe.
Int'l reps.: Belgium (Sound Prod.), France (Virgin), Germany (Intercord), Greece (Music Box), Italy (Ariston), Netherlands (Sound Prod.), Scandinavia (Planet), Spain (Edigsa)

Chevron, see Multiple Sound

Chick-A-Boom Ltd., 27 Egmont Rd., Sutton, Surrey SM2 5JR. Tel: (01) 642-2896. Gen. Mgr Chris Barnsby. (Distributed by Tonal)
Labels: (Owned) Billy Goat, Chick-A-Boom, Jon; **(distributed—not licensed domestic)** Crazy Rhythm, Red Hot; **(distributed—not licensed foreign)** Bear Family (Germany), Wix (USA)

Chips, 19 Upper Brook St., London W1 Tel (01) 409-3277. Telex: 267310 Label Mgr: Mike Evans. (Distributed by PRT)

Chiron, see Ivan Berg

Chiswick Recs., 3/5 Kentish Town Rd., London NW1 Tel (01) 267-5192 Telex 893805. Mng. Dirs.. Ted Carroll, Trevor Churchill; Creative Dir Roger Armstrong; Ace/Big Beat Label Mgr.: Donna Cotten. (Distributed by EMI, Pinnacle)
Labels: (Owned) Ace, Big Beat, Chiswick, Thrust, **(distributed—not licensed)** Redwood (Canada).
Int'l reps.: Australia (EMI), Austria (Metronome), Benelux (RCA), France (Pathe Marconi-EMI), Germany (Metronome), Greece (PolyGram), Ireland (PolyGram), Italy (Ricordi), Japan (Warner-Pioneer), Mexico (Gamma), New Zealand (EMI), Scandinavia (Sonet), South Africa (EMI Brigadiers), Spain (Movieplay), Switzerland (Metronome), Venezuela (Los Ruices).

Chopper Recs., 9 11 Richmond Bldgs., Dean St., London W1V 5AH. Tel: (01) 439-3058 Dir.: Geoff Morrow; Gen. Mgr Philip Foster (Distributed by RCA).

Chrysalis Recs. Ltd. (IFPI), 12 Stratford Place, London W1 Tel (01) 408 2355. Telex: 21753. Joint Chm.. Chris Wright, Terry Ellis, Mng. Dir Doug D'Arcy, Dir.: Terry Connolly; A&R Dir.. Roy Eldrige, Financial Dir Nigel Butterfield; Int'l Dir.: Des Brown. (Distributed by Tandem, Phonodisc)
Int'l branch: USA.
Labels: (Owned) Air, Chrysalis, Reformation, Two Tone
Int'l reps.: Australia (Festival), Austria (Ariola), Benelux (Ariola), France (RCA), Germany (Ariola), Greece (Phonogram), Ireland (PolyGram), Italy (RCA), Japan (Toshiba/EMI), New Zealand (Festival), Portugal (Phonogram), Scandinavia (Sonet), South America (RCA), Spain (RCA), Switzerland (Ariola), USA (Chrysalis).

Circle in the Square Recs., 49 Derby St., Kelvingrove, Glasgow, Scotland. Tel: (041) 334-5099. Chief Exec.: Brian Young; Sales Mgr. Alison Bye. (Distributed by Rough Trade)

City, see Cherry Red.

City Sounds Recs. & Tapes Ltd., 8 Procter St., London WC1. Tel. (01) 242 1863, 405-5454. Dir.. J.R. Wright; Buyer: M. Clarke.

Classics For Pleasure, see Music For Pleasure

Clay Recs Ltd, 26 Hope St., Hanley, Stoke-on-Trent, Staffs. Tel: (0782) 273324. Dirs. Mike Stone, John Spencer.

Clearview, see Ellie Jay.

Cloud 9 Prod'ns Ltd., Music House, 1 SD, Stopgate Ln., Simonswood, Liverpool L33 4YA Tel. (051) 548-9690. Mng. Dir.: Mike Glasspole; Prod'n Dir.. Dave Roylance, Mktg. Dir.: Dave Preston.

Clubland, see Stuart Johnson.

Clyde Factors (Electrical) Ltd, 79 Washington St., Glasgow G3 8BD. Tel: (041) 221-9844. Chm & Mng Dir.: Edward Woolfson; Dir.: Michael Woolfson.
Note: Distributes all major labels and is sole distributor for Pickwick Recs. & Tapes in Scotland.

Coast Recs., The Music Works Studios, 23 Benwell Rd., London, N7. Tel: (01) 609-1377. Mng. Dir.: Kevin Wyatt-Lown; A&R Mgr.: George Lillington. (Distributed by Coast, Projection).
Labels: (Owned) Coast; **(distributed—not licensed)** Old School, Pilluck

Cobra, see EMI.

Cocteau Recs., PO Box 134A, Thames Ditton, Surrey KT2 0TY Tel: (01) 398 6413. Chief Exec.: Mark Rye. (Distributed by Rough Trade/Fresh)

Collectors Choice, see Response.

Collins Int'l (Jarocliff Ltd.), 25 Park Way, Burnt Oak, Edgware, Middx. Tel: (01) 951-3177. Cable: CDLINT. Telex: 894152 CDLINT. Mng. Dir. Jeffrey Collins; Gen. Mgr. Louis Jacobs; Sec'y: Annette Collins.
Labels: (Owned) Echo; **(licensed)** Baal.

Jeffrey Collins (Whsle.), 25 Park Way, Burnt Oak, Edgware, Middx. HA8 5EX. Tel: (01) 951-3177. Cable: JCW. Telex: 894152 CDLINT. Mng. Dir.: Jeffrey Collins; Gen. Mgr.: Louis Jacobs; Co-Ord.: Stanley Osterly. (Distributor/Importer)

Colophone, see Audio Visual Library.

Colortone Rec. Co. Ltd., The Studio, 69 Dukes Ave., New Malden, Surrey. Tel: (01) 942-1347. Mng. Dir.: Siggy Jackson; Gen. Mgr.: David Brown; Sales Mgr.: Michael Fletcher.
Labels: (Owned) Colortone, Spectrum.

Columbia, see EMI.

Conifer Recs. (John G. Deacon Ltd.) (IFPI), Horton Rd., West Drayton, Middx. UB7 8NP. Tel: (08954) 48531, 40450, 49140, 49149. Telex: 27492. Mng. Dir.: John G. Deacon, Finance Dir.: R.C Ropner; Gen Mgr.: M J. Yarrow; Sales/Promo. Mgr.: Alison Wenham.
Labels: (Owned) Conifer; **(distributed)** Lyrita, World; **(imported—exclusive)** Ariola (Germany-classical only), Arion (France), Bluebell (Sweden), CDA (France), Caprice (Sweden), Cellier (Switzerland), DRG (USA), EMI imports, Erato (France), Jecklin (Switzerland), Milan (France), Playasound (France), Sonodisc (France), Sterling (Sweden), Swedish Radio (Sweden); **(imported—not exclusive)** all Arab music produced by EMI Greece & Sonodisc (France); Barclay Classics (France), CBS (France), Carrere (France), RCA (France).

Conquest, see World Recs.

Contour, see Pickwick.

Cool Rockers, see Greensleeves.

Cornerstone, see Symphola.

Coronet, see Cassette Developments.

Coronet Philharmonic, see Cassette Developments.

Cosmopolitan, see Dryx.

Cotillion, see WEA

Country & Eastern, see Phoenix.

Country House, see BGS.

Country & Western Imports, see Jazz Imports

Crash, see Satril.

Crazy Rhythm, see Paul Barrett.

Crazy Viking, see Young Blood.

Cream, see Global Rec. Sales.

Creole Recs. Ltd., 91-93 High St., Harlesden, London NW10. Tel: (01) 965 9223. Cable. CREMUS. Telex 28905. Mng. Dir.. Bruce D White. (Distributed by CBS)
Labels: (Owned) Cactus, Creole, Polo, Savannah, Stag; **(licensed foreign)** Dynamic (Jamaica).
Int'l reps.: Australia (Seven), Benelux (Dureco), Brazil (K-tel), France (Musidisc), Germany (Teldec), Greece (Music Box), Israel (Hataklit), Portugal (Rossil), Scandinavia (K-tel), South Africa (CCP).

Crowmium Recs., 51 Court Lodge Rd., Horley, Surrey. Tel. (073-784) 3932. (01) 588-8846. Owner. Jim Grahame; Gen. & Sales Mgr.: Pete Kunzler. (Distributed by Jetstar & Rough Trade)

Cruise Recs., 275 Kensal Rd., London W10 5BD. Tel: (01) 969-3719. Dirs. Paul Wateridge, David Hendley.

Crystal, see President.

Cube Recs. Ltd, Essex House, 19/20 Poland St., London W1V 3DD. Tel: (01) 734-8121. Cable: SEXMUS. Mng. Dir. David Platz.
Labels: (Owned) Cube, Electric, Fly.
Int'l reps.: Argentina (Polydor), Australasia (EMI), Austria (Aves), Belgium (Polydor), France (Polydor), Israel (Polydor), Italy (Polydor), Netherlands (Polydor), Spain (Polydor), Switzerland (Aves).

Custom, see Zero

D C L, see Discourses.

D C M, see Discourses.

D C D, see Discourses.

D D P, see Hammer.

D G, see Polydor

D I Ltd. (IFPI), 13 Bank Square, Wilmslow, Cheshire SK9 1AN. Tel: (0625) 527844 Cable: IMDISC. Telex: 635091. Mng Dir. Irving Wilson; Gen. Mgr Lesley Thompson; Sales Mgr: F. Naftel.
Labels: (Owned) Euroson; **(licensed foreign)** Bagatelle (France), MCR (Netherlands), Opus (Czechoslovakia).
Int'l reps.: Australia (EMI), Czechoslovakia (Opus), Germany (Phon Und Ton), Japan (Teichiku), USA (Everest).

D J M Recs. Ltd. (IFPI), James House, 5 Theobalds Rd., London. WC1X 8SE. Tel: (01) 242-6886. Cable: DEJMAUS. Telex: 27135. Mng. Dir. Stephen M. James; Gen. Mgr.. Paul M. Davis. (Distributed by CBS).
Labels: (Owned) DJM; **(licensed foreign)** Hilltak (USA).
Int'l reps.: Argentina (American Rec'gs), Austria (Amadeo), Australia (Festival), Belgium (Vogue), Bolivia (Lauro), Canada (London), Colombia (CBS), Denmark (PolyGram), Finland (Finnlevy), France (Vogue), East Germany (Deutsche), West Germany (Metronome), Ghana (Coret), Greece (EMI), Hong Kong (EMI), Iceland (Falkinn), India (Gramophone), Ireland (CBS), Israel (K-tel), Italy (CGD), Malaysia (EMI), Malta (Record Centre), Mexico (Musart), Netherlands (EMI), Norway (PolyGram), Panama (Sonomundi), Peru (Sica Peruana), Philippines (Dyna), Singapore (EMI), South Africa (RPM), Spain (Zafiro), Sweden (PolyGram), Switzerland (Metronome), Thailand (EMI), USA (DJM), Uruguay (American Rec'gs), Venezuela (Productora Musicali), Yugoslavia (Jugoton).

D T P Inc./Vanessa Music & Recs., 86 St Bernard's Rd., East Ham, London E6 1PE. Tel: (01) 472-9682 Mng. Dir.: Don Todd; Sr. Eng Peter Copeland.
Labels: (Owned) Vanessa.
Int'l rep.: USA (Evelyn).

Daddy Kool, 94 Dean St., London W1. Tel. (01) 437-3535.
Label: (Represented) Disc Disk/Joint Int'l (USA).

Damont Recs. (Sales) Ltd. (IFPI), Blyth Rd., Hayes, Middx. UB3 1BY Tel (01) 573-5122. Telex: 934076. Mng Dir.. Monty Presky; Deputy Mng Dir., Frank Pearce.
Labels: (Owned) Happy House, Stereo Gold Award.

Dansan Recs. Theatreland Ltd, 14 Soho St., London W1V 6HB. Tel (01) 437-2245. Mng. Dir.. David Marcus; Gen. Mgr: Tommy Sanderson, Sales Mgr. David Mills. (Distributed by Gold, Lugton, Pinnacle, H R. Taylor, Wynd Up)
Labels: (Owned) Dansan, Leisure, Oliver "O"

Dart, see President.

Fergus Davidson Assocs. Ltd. 1 Bensham Ln., Croydon, Surrey CR0 2RU Tel: (01) 689-6824. Cable: TRIMULGERY. Telex: 28905. Chm. & Mng. Dir.: Fergus Davidson. (Distributor/Importer)
Labels: Anvil, Arnould-Taylor, Audicord, Audio Chess, BGS, Bartlett Bliss, Ivan Berg, EB, EBEC, Educational Tapes, Embryo, Holborne (Canada), Laser Cassettes, Music Masters, Norwich, Ode (New Zealand), REL, Scottish, Scots, Seminar Cassettes, Shona, Times Cassettes, Walturdaw, Willowdale, Zeus.

Dawn Promotions & Agency Ltd. 186 Casterton Rd., Stamford, Lincs. Tel (0780) 51736. Chm. & Mng. Dir. Ken Cox; Gen. Mgr.: W.A. Cox, Sales Mgr.. John Wright
Labels: (Owned) Buffalo, Soul Stop, Weasel.

Dayspring, see Word.

Dead Good Recs., 292/3 High St., Lincoln, Lincs LN2 1AL Tel (0522) 38322. Mng. Dir & Sales Mgr.. Andy Stephenson; Gen. Mgr. Martin Patton, Mktg. Promos. & Press Officer: Helen Garside.
Labels: (Owned) Dead Good; **(distributed—not licensed)** Almost, Loose End, Oakwood, Stark.

Decca Recs. (UK), 50 New Bond St., London W1Y 9HA. Tel (01) 499-4600 Cable. PHONDREC. Telex 261583 Acting Chief Exec.. Ramon Lopez; Gen. Mgr.: John Preston.
Labels: (Owned) Decca, Deram, London; **(licensed foreign)** Barclay (France), Telefunken/Teldec (Germany).
Int'l reps.: See Decca Int'l.

The Decca Rec Co. Ltd. (Decca Int'l) (IFPI), 1 Rockley Rd., London W14 0DL. Tel: (01) 743-9111. Cable: DECCDRD. Telex: 23533. Dirs.: David G. Fine, Willem Back, Peter Kaatee, Reinhard Klaassen, Ray Minshull; Int'l Opns. & Pop Mktg. Mgr.. Marcel Stellman; Direct Export/Special Projects Mgr.: Charles Shiddell; Mktg. Mgr. Pop Int'l: Roger Bull; Classical Mktg. & Artists Relations Mgr.: David Rickerby; Int'l Promos. Mgr. (Classical) John Kehoe; Gen. Mgr. Rec'g. Tom Stephenson. PolyGram Leisure Ltd.-Chm.. David G. Fine; Sec'y: Alan Roberts. (Distributed by PolyGram Rec. Opns Ltd.)
Labels: (Owned) Ace of Clubs, Ace of Diamonds, Argo, Beltona, Decca, Deram, Eclipse, London, L'Oiseau Lyre, Qualiton (Wales), Rex, Threshold, Vocalion; **(licensed foreign)** Telefunken (Germany).
Int'l reps.: Argentina (PolyGram), Australia (PolyGram), Austria (Musica Schallplatten), Barbados (West Indies Recs.), Belgium (Phonogram), Bolivia (Discolandia Dueri), Brazil (PolyGram), Canada (PolyGram), Chile (Philips), China (Linfair), Colombia (Daro), Costa Rica (Leo in El Salvador), Denmark (PolyGram), Dominican Republic (La Guarachita), Ecuador (Emporio Musical), El Salvador (Leo), Finland (Finnlevy), France (Barclay), Germany (Teldec), Greece (PolyGram), Guatemala (Leo in El Salvador), Honduras (Leo in El Salvador), Hong Kong (PolyGram), Hungary (Kultura), Ireland (PolyGram), Israel (Symphonia), Italy (Decca), Jamaica (West Indies Recs. in Barbados), Japan (King), Kenya (PolyGram), Korea (Sung Eum), Malaysia (PolyGram), Mexico (PolyGram), Netherlands (Phonogram), New Zealand (PolyGram), Nicaragua (Leo in El Salvador), Norway (PolyGram), Panama (Leo in El Salvador), Peru (El Virrey), Philippines (Dyna), Portugal (Carvalho), Singapore (PolyGram), South Africa (Trutone), Spain (Fonogram), Sweden (PolyGram), Switzerland (Musikvertrieb), Turkey (Melodi), USA (PolyGram), Uruguay (Clave), Venezuela (PolyGram), Yugoslavia (Jugoton).

December Songs, 42 Park View Rd., Neasden, London NW10 1AL. Tel (01) 450-5987. Gen Mgr: Todd Lutterodt (Distributed by Pinnacle)
Labels: (Owned) December Songs, Vasko, Waiting-In-Vain.

Delos Music, 182 Lansbury Dr., Hayes, Middx. Tel: 573-6299. Dir Pat Lynn, Gen Mgr.: Richard Benjamin.

Deluge, see Parnote.

Dema Directions Ltd., 18 West Mall, Clifton, Bristol B8 4BQ. Tel: (0272) 35994, 35867 Chief Exec. Dennis Ackerman; Gen Mgr. Shirley Ackerman; Sales Mgr Dennis Mann.
Labels: (Owned) Firebrand, Great Western.

Chris Denning Ltd., 418 Poole Rd., Parkstone, Poole, Dorset BH12 1DF Tel: (0202) 761859. Mng Dir Chris Denning, Sec'y: M Denning
Label: Live Wire.

Denver Recs., 87 Carlton Ave. W., North Wembley, Middx HAO 3RB. Tel (01) 908-0187 Owner John McCauley. (Distributed by WEA)
Int'l rep.: Worldwide (WEA)

Deptford Fun City, see Faulty

Deram, see Decca.

Derry, see Outlet.

Deutsche Grammophon, see Polydor

Deutsche Harmonia Mundi, see Harmonia Mundi

Dindisc Ltd., 61-63 Portobello Rd., London W11 3DD. Tel. (01) 221 7535 Telex: 22542. Mng. Dir.: Carol Wilson, Mktg. Mgr. Nicky Davies, Art Dir Peter Saville; Promo. Mgr. Donna Thompson.
Label: (Licensed) Snatzo
Int'l reps.: Australia (CBS), Austria (Ariola), Belgium (Ariola), Canada (PolyGram), Denmark (Sonet), Finland (Polarvox), Germany (Ariola), Greece (PolyGram), Hong Kong (Pacific), Ireland (Virgin), Israel (General), Italy (Ricordi), Mexico (Bertelsmann), Netherlands (Ariola), New Zealand (Record & Tape Co.), Norway (Arne Bendiksen), Portugal (VDC), South Africa (Gallo), Spain (Ariola), Sweden (Sonet), Switzerland (Ariola), Yugoslavia (Jugoton)

Dingle's Recs. Ltd., 322 Whitchurch Ln., Canons Park, Edgware, Middx. Tel (01) 952-3551. Chief Exec.. R.L. Holt, Gen Mgr.. R.N. Slater. (Distributed by Spartan)

Discourses Ltd., 36 Crescent Rd., Tunbridge Wells, Kent TN1 2LZ. Tel: (0892) 26397. Mng. Dir.: Robert F. Hardcastle; Gen. Mgr.: A.H. James. (Distributed by Lugton.)
Labels: (Owned) ABK, ABM, DCL, DCM, DCD

Discovery Recs., 91 Kington St. Michael, Chippenham, Wilts. Tel: (024975) 537. Telex: 444275. Mng. Dir. & Gen. Mgr.: M.S. Cox; Sales Mgr.: N.H. Annat. (Importer)
Labels: (Distributed—not licensed) Accord, Black & White, CBS, Chess, Deesse, Jazz Legacy, Musidisc, Ocora, RCA, Vogue (all France).

Discs Int'l, 29 Riding House St., London W1. Tel: (01) 637-9099. Chief Exec.: Peter J. Scally.
Labels: (Owned) Discs Int'l, Limited Edition.

Disneyland, see Walt Disney.

Walt Disney Prod'ns Ltd., 68 Pall Mall, London SW1Y 5EX. Tel: (01) 839-8010. Telex: 21532. Chief Exec.: Keith Bales. (Distributed by EMI, Reader's Digest, Ronco)
Labels: (Owned) Buena Vista, Disneyland.

Do It Recs. Ltd., 81 Harley House, Marylebone Rd., London NW1. Tel: (01) 486-3602/8855. Telex: 21879, 25247. Mng. Dir.: Max Tregoning; Dir.: Ian Tregoning.
Labels: (Owned) Do It; **(licensed foreign)** Ralph (USA).

Dollops, see Stage Coach.

Domino, see Tabitha.

Don't Fall Off the Mountain, see Beggars Banquet.

Don't Panic Prod'ns Ltd., 15 Trinity Rd., London SW17 7SD. Dirs.: Ian & Nick Titchener.
Labels: (Owned) Athena, Don't Panic, Rush Release, Titch-Tunes.

Dorian, see Emblem.

Double D Recs. Ltd., 25 Bruton St., 3rd fl., London W1X 7DB. Tel: (01) 493-9701. Mng. Dir.: Dave Dee; Gen. Mgr.: Harry Doherty; Int'l Mgr.: Heather Paton.
Labels: Double D (dist. by Ariola), Fatal Charm (dist. by Stage One), His Master's Voice (dist. by Stage One).
Int'l reps.: Austria, Belgium, Brazil, France, Germany, Mexico, Netherlands, Spain, Switzerland, USA (all Ariola).

Double Gold, see President.

Double Up, see EMI.

Dove, see Kingsway.

Downing Recs., 45/47 London Rd., Liverpool 3. Tel: (051) 207-7218. Chief Exec.: R. K. Downing; Gen. Mgr.: L. Roberts; Sales Mgr.: L. Simms.
Labels: (Owned) Downing; **(licensed domestic)** Liverpool Sounds, Spider, Stag.

Ducktail, see Phoenix.

Duo, see Meridian.

Dynamite Recs. Ltd., Parkgate House, 33 Parkgate Rd., London SW11 4NP. Tel: (01) 223-7547. Telex: 917463. Chm.: Harry Lee; Mng. Dir.: Seymour Fisher.

E F D S S, see The Folk Shop

E G Recs. Ltd., 63A Kings Rd., London SW3 4NT. Tel: (01) 730-2162. Telex: 919205. Dirs.: Samuel G. Alder, Mark A. Fenwick. (Also see Polydor)
Int'l branch: USA.

E M I Music Ltd., 30 Gloucester Pl., London W1A 1ES. Tel: (01) 486-6022. Cable: EMIGREAT. Telex: 8953682. Chm. & Chief Exec.: Bhaskar Menon; Pres. & Chief Operating Officer: Ken East; Finance Dir.: Tony Todman; Bus. Affairs & Copyright Dir.: Guy C. Marriott; Technical Resources Dir.: Wally Rand; Mfg. & Dist'n Resources Dir.: Tad Anderson, Int'l Licensee Controller: Ken Butcher; Int'l Repertoire Controller: Ron Harris; Personnel Dir.: Allen Harford.

E M I Recs. (UK) (IFPI), EMI House, 20 Manchester Square, London W1A 1ES. Tel: (01) 486-4488. Cable: EMIRECORD. Telex: 22643. Mng. Dir.: Cliff Busby; Finance Admin. Dir.: Colin Hodgson; Mktg. Dir.: Peter Buckleigh; A&R Dir.: Terry Slater; Int'l Div. Gen. Mgr.: Richard Lyttelton; Bus. Affairs Mgr.: Roger Drage; Pub. Exec.: Brian Southall; Bus. Planning Mgr.: Simon Iskander; Sales Gen. Mgr.: Mike Edwards; Audio Visual Projects Mgr.: Geoff Kempin; MDR Gen. Mgr.: Vic Lanza; Classical Gen. Mgr.: John Pattrick; Capitol Gen. Mgr.: Martyn Cox; EMI-Harvest Gen. Mgr.: John Cavanagh; Nat'l Promos. Mgr.: Geoff Atherton; Repertoire Mktg. Mgr.: David Hughes.
Labels: (Owned) Ardeck, Capitol, Cobra, Columbia, Double Up, EMI, EMI America, EMI Digital, EMI Int'l, Encore, Executive, HMV, Harvest, Liberty, Note, Nut, Odeon, One Up, Parlophone, Regal Zonophone, Sidewalk, Starline, Talisman, Waverley; **(licensed)** Chiswick, Island, Rolling Stones, Tamm.

E S S P: Electronic Synthesizer Sound Projects, The Sound House, PO Box 37b, East Molesey, Surrey KT8 9JB. Chief Exec.: Dave Townsend.
Labels: (Owned) ESSP, Synthesis, Synthesizer Experience.

Eagle, see Legion.

Earlobe Recs., 29-31 Oxford St., 5th fl., London W1. Tel: (01) 734-3793. Contact: Larry Uttal.

Ebony, see Pilgrim.

Echo, see Collins Int'l.

Eclipse, see Decca.

Effects, see Ronco.

Electric, see Cube.

Elektra, see WEA.

Elite Recs. Ltd., 3 Library Parade, Craven Park Rd., London NW10 8SG. Tel: (01) 965-6041, 961-5091. Mng. Dir.: Andrzej Sojka; Sales Mgr.: Jeremy Pike.
Labels: Elite, No.

Elhe Jay (Prod'ns) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5771. Telex: 896616. Mng. Dir.: Jack Applebaum; Gen. Mgr.: Paul Heeren; Sales Mgr.: Andy Sopel.
Labels: (Owned) Elhe Jay (distributed by Pinnacle), Jab (distributed by Spartan); **(licensed domestic)** Vu; **(distributed—not licensed)** Clearview.

Embassy, see CBS.

Ember, see Bulldog

Emblem Recs. Ltd., 2 Bridge St., Strathaven, Strathclyde, Scotland ML10 6AN. Tel: (0357) 20386. Mng. Dir.: John McLarty; Sales Dir.: J. Houston Fyfe.
Labels: (Owned) Dorian, Emblem, Loudon.

Emerald Recs. Ltd. (IFPI), 120 Coach Rd., Templepatrick, Ballyclare, County Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: Les Paterson; Rec'g Mgr.: George Doherty; Promos.: Betty Monteith. (Distributed by Chart, Pickwick, Solomon & Peres, Spartan)
Labels: (Owned) Emerald, Great Bands, Mint, Mint Julep, Rip Off.
Int'l reps.: Australia (Image), Benelux (Dureco in Netherlands), Canada (Morning, Quality, RCA), France (Jacky), Italy (Arston), Japan (Polydor), New Zealand (Music World, Viking), USA (Country-Int'l, Fiesta, Gillette-Madison, Tradition).

Encore, see EMI.

Energy, see Bulldog.

Ensign Recs. Ltd., 44 Seymour Pl., London W1. Tel: (01) 723-8464. Telex: 299612. Mng. Dir.: Nigel Grainge; Gen. Mgr.: Doreen Loader; A&R Mgr.: Chris Hill; Int'l Mgr.: Gregg Lynn. (Distributed by RCA)
Int'l reps.: Europe (RCA) excluding Austria, Germany & Switzerland (all Metronome); Benelux (CNR); Central & South America, Israel, USSR (all RCA); Australia (Astor), New Zealand (CBS), South Africa (RPM).

Enterprise Recs. Ltd., Unit 1B, 2 Faraday Way, Westminster Ind'l Estate, Woolwich SE 18. Tel: (01) 855-3421. Cable: KASSMUSIC. Mng. Dir.: Edward Kassner.
Labels: (See President).

Epic, see CBS.

Esquire Recs. Talent Ltd. (IFPI), 9 Harebell Hill, Cobham, Surrey. Tel: Cobham (09326) 2316. Chief Exec.: Peter Newbrook. (Distributed by Cadillac, Jazz Music, Jazz Servs. Unlimited, Swift, H.R. Taylor, Chris Wellard)
Labels: (Owned) Esquire, Starlite.

Eurobeat Ltd. (IFPI), 13 Bank Square, Wilmslow, Cheshire SK9 1A9. Tel: (0625) 527844. Cable: IMDISC. Telex: 635091. Mng. Dir.: Irving Wilson; Gen. Mgr.: Lesley Thompson; Sales Mgr.: Fiona Sutcliffe. (Importer)
Labels: (Represented) Beat, Duse, Penta-Phon, Pony, West (all Italy).
Int'l reps.: Australia (EMI), Italy (Beat).

Euroson, see DI.

Evangelical Rec'gs, 152 Rowhedge Rd., Rowhedge, Colchester, Essex CD5 7JP. Tel: (0206) 865769. Dir.: M. Lear.

Evolution Recs., 48 Gloucester Square, London W2. Tel: (01) 402-9373. Dirs.: Johnny Jones, John Michel, Philip Lewis. (Distributed by RCA)

Excaliber, see Red Bus & PRT.

Excelsius, see Dryx.

Executive, see EMI.

Expan Mktg. Ltd., E. Marden, Chichester, Sussex PO18 9JE. Tel: (024359) 200. Telex: 86485. Dir.: Bill Waite. (Exporter)

Exploited, see Supermusic.

Exploring the World of Music, see Dryx.

Express Recs., 8 Park St., Lincoln, Lincs. LN1 1UF. Tel: (0522) 33285. Mng. Dir.: Andy Stephenson. (Distributed by Pinnacle)

Eyemark, see Amberlee.

F-Beat, see WEA.

F X Recs., 3 Muswell Ave., London N10. Tel: (01) 444-6870. Dirs.: Ken Gibson, Pat Crumly. (Distributed by Spartan)

Fabled Medusa Music Co., Circle House South, 65-67 Wembley Hill Rd., Wembley, Middx. HA9 8DP. Tel: (01) 903-6455. Telex: 923421. Mng. Dir.: Colin Medlock.

Fable Rec'gs Ltd., 50 Regents Park Rd., London NW1 7SX. Tel: (01) 586-5591. Telex: 299220. Gen. Mgrs.: Roger Whittaker, Irene Collins.

Fanfare Recs., 1 Broomfield Close, Rydes Hill, Guildford, Surrey GU3 3AW. Tel: (0483) 61684. Mng. Dir.: L.G. Farley.

Fast Product/Pop Aural, 3/4 E. Norton Pl., Abbeyhill, Edinburgh, Scotland EH7 5DR. Tel: (031) 661-5811. Mng. Dir.: Bob Last; Gen. Mgr.: Hilary M. Morrison; Sales Mgr.: Simon Best. (Distributed by Bonaparte, Fast Prod., Jem/PVC, Pinnacle, Rough Trade, Spartan, Stage One, Virgin)
Labels: (Owned) Accessory, Fast Product, Pop Aural.
Int'l rep.: USA (Rough Trade).

Faulty Prods., 41B Blenheim Crescent, London W11 2EF. Tel: (01) 727-0734. Pres.: Miles Copeland III; Gen. Mgr.: Nick Jones; Sales Mgr.: Steve Tannett. (Distributed by Faulty & A&M)
Int'l branch: USA.
Labels: (Owned) Deptford Fun City, Illegal, Step-Forward; **(licensed)** IRS.
Int'l rep.: Worldwide (CBS) excluding Canada, UK, USA.

Feelgood Recs. Ltd., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251. Cable: CARLSDNG. Telex: 267488. Dirs.: Freddy Bienstock, Mike Collier, R. Derek Knibb, Dave Watson.

Fetish Recs. Ltd., 40 Denbigh St., Flat 3, London SW1. Tel: (01) 828-1978. Mng. Dir.: Rod Pearce; Gen. Mgr.: Steve Marshall.
Int'l branch: USA.
Int'l reps.: Australia (Gap), Italy (Italian Recs.).

Brian Findlay Exports, 45 Shandwick Pl., Edinburgh, Scotland. Tel: (031) 229-3689. Telex: 777493. Gen. & Sales Mgr.: Brian Findlay; Exports Mgr.: Jean Hardie; Ass't: Fiona Powell. (Importer as Bruce's Rec. Shop)

Firebrand Recs., 18 West Mall, Clifton, Bristol BS8 4BQ. Tel: (0272) 35994. Mng. Dir.: D. Ackerman. (Also see Dema)

First Heard, see Submarine.

Fisher & Lane, 30 Limekiln Ln., Bridlington, North Humberside YD16 5TH. Tel: (0262) 76388.

Flame, see Nimbus.

Flamingo Recs., 14 New Burlington St., London W1. Tel: (01) 734-3251. Telex: 267488. Mng. Dir.: Mike Collier.

Flapper, see Pavilion.

Flash Prod'ns, 6 Holland Park, Basement Apt., London W11. Tel: (01) 229-0663. Mng. Dir.: Paul K. Walden.

Fly, see Cube.

Flying Disc, see JVC.

Flying Ducks Prod'ns, 204 Mitcham Ln., Streatham, London SW16 6NT. Tel: (01) 677-9883. Mng. Dir.: S. Jaffery; Gen. Mgr.: Angela Graham.

Flyover Recs., 15 Queen Caroline St., London W6. Tel: (01) 748-1595. Telex: 8951917. Dir.: Louis Raynor; Gen. Mgr.: W. Raynor; Sales Mgr.: P. Callahan.

Flyright Recs., 20 Endwell Rd., Bexhill-on-Sea, East Sussex TN39 3EP. Tel: (0424) 214-390. Gen. Mgr.: W.J. Bruce Bastin. (Distributed by Swift).
Labels: (Owned) Flyright; **(licensed)** Magpie.

Folk, see Outlet.

The Folk Shop, Cecil Sharp House, 2 Regents Park Rd., London NW1 7AY. Tel: (01) 485-2206. Dir.: S.A. Matthews; Sales Mgr.: Diane Moody.
Branches: Exeter, Devon EX4 4JA, 10 Richmond Rd. Tel: (0392) 77285. Mgr.: T. Brown—**Leeds LS7 4PU,** 5 Norfolk Mount, Chapel Allerton. Tel: (0532) 694-764—**Kettering, Northants,** 26 Montagu St. Tel: (0536) 83901. Mgr.: Barry Lewis—**Newmarket, Suffolk,** High View, Ashfield Green, Wickhambrook. Tel: (044082) 666. Mgr.: Peter Dashwood.
Label: (Owned) EFDSS.

Folktracks Cassettes, 2 Fircliff Park, Portishead, Bristol BS20 9HQ. Tel: (0272) 842209. Dir.: Peter Kennedy.

Fontana, see Phonogram.

Forsyth Bros. Ltd., 126 Deansgate, Manchester M3 2GR. Tel: (061) 834-3281. Mng. Dir.: D.R. Loat; Sales Mgr.: H. J. Fullaway.

Fountain, see Retrieval.

4 AD, see Beggars Banquet.

Foyle, see Outlet Rec'g.

Free Reed, see High Peak.

Fresh Air Recs. Ltd. (div. of Tony Hall Group of Companies), 9 Carnaby St., London W1V 1PG. Tel: (01) 437-1958. Cable: TASTES. Mng. Dir.: Tony Hall; Promo.: Jeffrey Toms-Smith.

Fresh Recs., 359 Edgware Rd., London W2. Tel: (01) 402-5485, 258-0572, 724-2377/2350. Telex: 896559. Gen. Mgr.: Alex Howe; Label Mgr.: Alan Hauser; Sales Mgr.: Charlie Casey; Import/Export Mgr.: Steve Brown.
Labels: (Owned) Fresh; **(licensed domestic)** Nighthawk; **(distributed—not licensed)** Bridgehouse Clay, Electro-Space, Red.
Int'l reps.: Austria (Bellaphon), Finland (Polarvox), Germany (Bellaphon), Switzerland (Bellaphon).

Frog Recs., 24 Haig Rd., Stanmore, Middx. Tel: (01) 954-0959. Mng. Dir.: Bob Clifford.
Labels: (Owned) Frog; **(distributed—not licensed)** Honeymoon (France).

From the Jazz Vault, see SP&S.

Front Line, see Virgin.

Futurist, see Ultimate.

G I Recs. Ltd., 37/39 Cockburn St., Edinburgh, Scotland. Telex: 727329. Mng. Dir.: Gordon Inglis. (Distributor/Importer)

G M, see Riva & WEA.

G R P, see Ariola/Arista.

G T D Recs. (IFPI), 37 Soho Square, London W1. Tel: (01) 439-8971. Telex 24327. mng. Dir.: Dick Leahy; Press Officer & Mktg. Dir.: Michael Peyton (Distributed by CBS)
Int'l rep.: Worldwide (CBS).

Galaxy Tape & Disc. Co. Ltd. (IFPI), 223 Regent St., London W1R 8TD. Tel: (01) 734-9768. Telex: 24170. Gen. & Sales Mgr.: Philip R. Solomon. (Distributed by CBS)

Gallery, see Lightning & WEA.

Gallo, see Blue Chip.

Gama Recs. Ltd., 498-500 Harrow Rd., London W9. Tel: (01) 960-0955. Telex: 925671. Mng. Dir.: Max Hole.
Int'l reps.: Australia (CBS), Canada (Passport), New Zealand (CBS), USA (Passport), rest of world (Decca).

Gamut Publ'ns Ltd. (Gamut Dist'n), All Saints' Passage, Cambridge CB2 3LT. Tel: (223) 358669. Chm.: H.A.J. Woolfenden; Gen. Mgr.: L.W. Smallwood; Sales Mgr.: Michael Deacon.
Labels: (Owned) Gamut; **(distributed—not licensed domestic)** Abbey, Aerco, Alpha, Bedivere, Guild, Oxford University Press, Vista, Woodward; **(distributed—not licensed foreign)** Cantilena (Netherlands), Claves (Switzerland), FSM Toccata (Germany), Festivo (Netherlands), Grand Drgue (France), Mitra (Germany), Orpheus (Switzerland), Simax (Norway).

Gazell, see Sonet.

Ron Geesin, Headrest, Street End Ln., Broadoak, Heathfield, Sussex TN21 8TU. Tel: (04352) 39-94. Dir.: Ron Geesin.
Labels: (Owned) Ron Geesin; **(distributed—not licensed)** KPM.
Int'l reps.: Norway (Bat), USA (JEM).

Gemini, see President.

Gem Recs., 115-123 Bayham St., London NW1 0AL. Tel: (01) 485-5622. Telex: 25584. Mng. Dir.: David Simone.

Gimell Recs. (sub. of The Tallis Scholars Ltd.), 166 Grove End Gardens, London NW8. Tel: (01) 289-1028. Mng. Dir.: Peter Phillips; Comm'l Dir.: Steve C. Smith.

Global Recs., 38 Biddulph Mansions, Biddulph Rd., London W9 1HX. Tel: (01) 289-6337. Telex: 21879. Pres.: Peter Kirsten; Gen. Mgr.: Peter Knight Jr.
Int'l reps.: Canada (Attic), Germany (Metronome), Netherlands (WEA).

Global Rec. Sales, Canada House, 3 Chepstow St., Manchester M1 5EN. Tel: (061) 236-5368. Proprietor: Edwin J. Balbier; Gen. Mgr.: Bryan Balbier; Sales Mgr.: D. Annis. (Distributor/Importer)
Labels: (Owned) Cream, Swan.

Gloster Disco & Music Centre, 9 Market Parade, Gloucester GL1 1RL. Tel: (0452) 33084, 419567. Telex: 437223. Contact: John Stewart. (Wholesaler/Importer/Exporter) (SEE ADVERTISEMENT)

Goal, see Ariola/Arista.

Go-Feet, see Ariola/Arista.

Golden Era, see Wilcox.

Gold Recs., 20 Hyde Park Pl., Bayswater Rd., London W2 2LP. Tel: (01) 723-7985.

Gold Recs. Ltd., 83 Leonard St., London EC2A 4RB. Tel: (01) 729-5411.

S. Gold & Sons Ltd., 779 High Rd., Leytonstone, London E11 4QS. Tel: (01) 556-2429/8380, 558-2121. Telex: 894793. Chief Exec.: Barrie Gold; Sales Mgr.: Tony Gold. (Distributor)
Labels: (Distributed—not licensed) A&M, Anchor, Beggars Banquet, CBS, Charisma, Charly, Chrysalis, Creole, DJM, Decca, EMI, GTD, Island, Jet, K-tel, Logo, Magnet, Music For Pleasure, Pickwick, Phonogram, Polydor, Pye, RCA, Ronco, Stiff, United Artists, Virgin, WEA, Warwick.

Gold Seal, see RCA.

Goldsmith, see Hot Lead.

Goldspinners Ltd., PO Box 226, Glampor House, 47 Bengal St., Manchester M60 4AL. Tel: (061) 228-1488. Contact: Eddie Leahy. (Distributor/Wholesaler)

Georgio Gomelsky, see Charly.

Good City, see Ultimate.

Good Vibrations Recs., 102 Great Victoria St., Belfast, Northern Ireland BT2 7BE. Tel: 29152. Chief Exec.: Terri Hooley. (Distributed by Good Vibrations & Rough Trade)
Labels: (Owned) Good Vibrations, Good Vibrations Int'l.

Graduate Recs., 1 Union St., Dudley, West Midlands DY2 8PG. Tel: Dudley (0384) 59048, 211-159. Mng. Dir.: David Virr; Co-Dir.: Susan Virr; Sec'y: Sandra Marshall. (Distributed by Graduate & Spartan)

Grampian Recs. Ltd., Airport Ind'l Estate, Wick, Caithness. Tel: (0955) 2787. Telex: 75107. Mng. Dir.: James W. Johnston; Gen. Mgr.: John Hunter.
Labels: (Owned) Grampian, Morven.

Grand Prix, see Sonet.

Grandstand Recs., see Big Bear.

Grapevine, see Pilgrim.

Gray & Butt, 45 King St., Stanford-Le-Hope, Essex SS17 0HJ. Tel: (03756) 3041. Sales Dir.: Peter Butt; Gen. Mgr.: Russell Butt. (Distributor/Exporter/Wholesaler)

Great Bands, see Emerald & Solomon & Peres.

Great Jazz Whsle., 26 Wendover Rd., Bromley, Kent. Tel: (01) 460-1139. Owner: G.C. Collie.
Label: (Owned) Reality.

Great Voices of the Century, see Bulldog.

Great Western, see Dema.

Greensleeves Recs. & Tapes, 44 Uxbridge Rd., Shepherds Bush, London W12. Tel: (01) 749-3277. Mng. Dir.: C.J. Sedgwick; Sales Mgr.: Chris Cracknell. (Distributed by Jetstar & Spartan).
Labels: (Owned) Cool Rockers, Greensleeves.
Int'l reps.: Austria (Bellaphon), Belgium (EMI), France (Barclay), Germany (Bellaphon), Netherlands (Inelco), Switzerland (Barclay).

Grosvenor Recs., Grosvenor Rec'g Studios, 16 Grosvenor Rd., Handsworth Wood, Birmingham B20 3NP. Tel: (021) 356-9636. Mng. Dir. & Gen. Mgr.: John Richard Taylor. (Also see Hollick & Taylor)

Grove Music, 425-C Harrow Rd., London W10. Tel: (01) 969-2824. Mng. Dir.: R. Plummer; Gen. Mgr.: M. Campbell.

Guild Recs., 4 Chestnut Rd., Kingston-on-Thames, Surrey KT2 5AP. Tel: (01) 546-2916. Partners: Nicolas Ware, Barry Rose. (Distributed by Cassion)

Gull Recs. (IFPI), 33 Portland Rd., Holland Park, London W11 4LH. Tel: (01) 229-9631. Cable: GULLRECORD. Telex: 24224 Ref. 2275. Mng. Dir.: David Howells. (Distributed by PRT)
Labels: (Owned) Gull, Miracle.
Int'l reps.: France (SPI), Germany (Intercord), Italy (Base), Netherlands (Friends), Sweden (Planet), Switzerland (Phonag).

Gundog Recs., PO Box 6, Ringwood, Hamps. Dir Philip Gazzhand-Tait. (Distributed by Spartan)
Gun Recs., 101-103 Baker St., London W1M 2BE. Tel (01) 935-3906, 486-8738. Mng. Dir. Barry Kirsch
H & L Recs. Ltd., 122 Shenley Rd., Borehamwood, Herts Tel (01) 207-2373 Dir & Sales Mgr. J. Weston, Dir L Woolley, Gen Mgr H Caplan (Distributor/Importer)
H M V, see EMI.
Halcyon, see VJMS.
Hallmark, see Pickwick.
Hammer Recs. Ltd., PO Box 4BT, 35-37 Wardour St., London W1A 4BT. Tel (01) 734-7195. Mng. Dir Des Dolan, Dir Phyllis Rooney. (Distributed by Hammer & PRT)
Labels: (Owned) DDP, Hammer, **(distributed—not licensed)** Infrered, Poplar, Scratch.
Int'l reps.: Belgium (Elver, Surprise), France (Ibach, Scarpro), Germany (Ariola), Scandinavia (Hammer of Scandinavia)
Hansa Prod'n Ltd., 12 Bruton St. London W1X 7AH. Tel (01) 493-9766. Telex. 298777. Mng. Dir. Peter Meisel, Dir Trudy Meisel (Also see Ariola/Arista)
Label: (Licensed) Ariola-Hansa
Happy Face Recs., The Old Smithy, Post Office Ln., Kempsey, Worcs Tel (0905) 820-659. Telex. 339821. Dir Muff Murfin (Distributed by Happy Face, PRT, Pinnacle)
Labels: (Owned) Birds Nest, Happy Face, Taaga
Int'l rep.: Germany (Wolff).
Happy House, see Damont
Harbor Recs Ltd., 73 Newman St., London W1. Tel (01) 637-4623 Chief Exec John Schroeder
Harmonia Mundi, 47/51 Chalton St., London NW1 1HY Tel (01) 380 0752
Labels: (Owned) Harmonia Mundi France, **(distributed—not licensed)** Acanta (Germany), Astree (France), Calliope (France), Ex Camera Magna (Germany), Foyer (Italy), Harmonia Mundi Deutsche (Germany), MPS (Germany), Tudor (Switzerland), Valdis (France).
Harris & Goldring Ltd., Soundrax House, Rear of 239 Edgware Rd., London NW9 6LU Tel (01) 200-7383. Telex. 923574. Owners Neville Harris, Maurice Goldring. (Wholesaler/Rack Jobber)
Harvest, see EMI.
Heartbeat, see Cherry Red.
Heath Levy Music Co Ltd., 184-186 Regent St., London W1R 5DF Tel (01) 439-7731. Telex 27557 Mng. Dirs Geoffrey Heath, Eddie Levy
Heavy Metal Recs., 165 Wolverhampton Rd., Sedgley, Dudley DY3 1QR. Tel (09073) 2211, 3356 Partners Paul Birch, Juanita Anderson
Labels: (Owned) Heavy Metal, Revolver
Int'l rep.: Germany (Phonogram).
Hedonics, see Armageddon.
Heebeegeebees, see Original.
Helios Recs., 28 Dalrymple Crescent, Edinburgh, Scotland EH9 2NX Tel (031) 667-3633. Chief Exec. James Douglas.
Helios, see Hyperion.
Hep Recs., 34 London St., Edinburgh, Scotland Tel (031) 556-7083 Owner Alastair Robertson (Distributed by Cadillac, JSU, Jazz Music, Lugton, Swift, TDL, H.R Taylor, Chris Wellard)
Int'l reps.: Canada (Trend), Japan (Nawa Trading), Switzerland (Plainis phare), USA (City Hall, Zim)
Hermes, see Nimbus
Hex Recs. Ltd., Aldwych House, 53/55 Bethel St., Norwich NR2 1NR Tel (0603) 23138. Mng. Dir. Clive Hall; Sales Mgr. Alice Aadvark. (Distributed by Rough Trade)
Labels: (Owned) Hex, Paper Pig.
Hickory, see Acuff-Rose.
High Life, see Bibi Magnetics.
High Peak Prods Ltd., Belper, Derby DE5 1BD Gen Mgr. B. Vaughan Tel (077382) 7910 x 5 (Distributed by JSU, Projection)
Label: (Owned) Free Reed.
Int'l reps.: Australia (World Rec. Club), Spain (Guimbarda), USA (Rounder)
Highway Recs. Ltd., 6A Foregate St., Astwood Bank, Redditch, Worcs Tel (052789) 3737 Chief Exec. John Zollman; Gen Mgr Sue Zollman. (Distributed by JSU, Jazz Music, Projection, Wynd Up)
Labels: (Owned) Highway, Park, **(licensed)** Leader, Trailer
Int'l reps.: Netherlands (Munich), New Zealand (Club Folk), Norway (Helgeland's Imports), USA (Alcazar)
Hill & Dale, see Leader Sound.
Hip Recs., 91A George St., Altrincham, Cheshire WA14 1RF. Tel (061) 941-3810. Execs.: Geoff Hardisty, Mike Reuben, Brian Gilbert
His Master's Voice (HMV), see EMI.
Hit Recs., 4 Mount Villas, West Norwood, London SE27 Tel (01) 670 2642 Chief Exec., Mike Spenser, Gen. Mgr., Johnny Walker, Sales Mgr Gary Stannard (Distributed by Bonaparte, Rock Off, Rough Trade, Vynle Solution)
Labels: (Owned) Big Cock, Hit.
Hollick & Taylor Rec'g Co. Ltd., 16 Grosvenor Rd., Handsworth Wood, Birmingham B20 3NP Tel 356-9636. Gen Mgr John R Taylor, Sales Mgr. Jean Taylor. (Distributed by Lugton, H R Taylor)
Labels: (Owned) Grosvenor, Hollick & Taylor
Hologram, see Aardvark.
Homespun, see Outlet.
Hook Line 'N' Sinker Recs., 6a Foulden Rd., Stoke Newington, London N16 Tel (01) 249-7501. Mng. Dir Graham Wood, Dirs S.N. McCready, P.J Sullivan, A.W. Ruffle; Sales Mgr.: Henry Wood. (Distributed by Dead Good, Graduate, Plastic Fantastic, Rough Trade)
Horizon Rec'g Studios Ltd., Horizon House, Warwick Rd., Coventry Tel (0203) 21000 Chief Exec Barry H Thomas
Labels: (Owned) Peeping Tom, Square
Horse, see B&C.
Hostage Recs. (sub of Bienstock Publ'g), 20 Belsize Park, London NW3. Tel (01) 431-0864, 485 1257. Dir. Mel Taggart, Gen. Mgr Ray Roberts
Hotbox, see Armageddon
Hotel Recs Ltd., 45 Mount Ash Rd., Syndenhan, London SE26 6LY Tel (01) 699 5835/7626 Mng. Dir. Frank Rodgers. (Distributed by Spartan)
Hot Lead Recs., 34 Lake Terr., Hunslet, Leeds, York LS10 2JG Tel (0532) 700 010. Mng Dir Ian R Smith; Gen Mgr A. M. Cain, Sales Mgr Maurice Lee
Labels: (Owned) Goldsmith, Hot Lead.
Human Recs. Ltd., 284 Pentonville Rd., London N1 9NR Tel: (01) 278 3481 Telex 893807. Chief Exec Steve Melhuish, Gen. Mgr., Chris Youle. (Distributed by Stage One) (Importer/Exporter as Napoleon Recs.)
Humber Recs., 49 Newmarket St., Grimsby, South Humberside. Tel (0472) 40152. Owner L.A. Johnson.
Labels: (Owned) Alley Cat, Humber, Riot, Top Hat
Hyperion Recs. Ltd., PO Box 25, London SE9 1AX Tel (01) 859 6156. Telex 896170. Mng Dir Ted Perry. (Distributed by Lugton/Unicorn)
Labels: (Owned) Helios, Hyperion
I & B Recs Ltd., 240A Kilburn High Rd., London NW6. Tel (01) 328-9021 Dir Martin McDonald, Sales Dir. Bill Delaney (Distributor)
I R C (The Internat Rec'g Co. Ltd.), 1 Melville Rd., Edgbastion, Birmingham 16. Tel (021) 454-4666. Chief Exec Karel Beer; Gen Mgr Eugen Beer (Distributed by Spartan)
I R S, see Faulty.
I-Spy, see Ariola/Arista
Ice Recs. Ltd (IFPI), 81 Dsbaldeston Rd., London N16 6NP Tel (01) 806 3252. Chm Eddy Grant, Gen Mgr. Alpine Grant, Sales Mgr Rudolph Grant, Financial Controller Stan Blackbourne
Int'l branch: Barbados, West Indies, Searles Factory, Christ Church. Tel 88382. Telex: 2210. Exec Frank Willison
Igus, see Klub & Musac
Illegal, see Faulty.
Illuminated, see Kingsley Sound & Vision
Immediate, see Items
Impact, see Tonic
Imperial, see Ritel
Import Music Serv., 54 Maddox St., London W1R 9PA Tel (01) 499 3161/3187. Telex 27133 Gen. Mgr.: Barry Griffiths. (Distributor/Importer)
Labels: Archiv, Artists House (USA), Barclay (France), Charisma, Concord Jazz (USA), Contemporary (USA), Deutsche Grammophon, ECM (Germany), East Wind, Emarcy, Fontana, Good Time Jazz (USA), MGM, Mercury, Philips, Polydor, RSD, Sandra (Germany), Steeple-Chase (Denmark), Vertigo, Verve.
The Impulse Org., 71 High St. E., Wallsend NE28 7RJ, Tyne & Wear. Tel (0632) 624 999, 626794. Dir David Wood, Gen. Mgr Steve Thompson
Labels: (Owned) Neat, Wudwink, **(distributed—not licensed)** Beverley, Picador, Prince.
Incus Recs./Compatible Rec'g & Publ'g Ltd., 112 Hounslow Rd., Twickenham, Middx. TW2 7HB Tel (01) 898 4095 Pres.: Derek Bailey, Gen Mgr Evan Parker, Sales Mgr. M T Minay. (Distributed by Cadillac, Jazz Servs. Unlimited)
Int'l reps.: Germany (FMP), USA (Metalanguage)
Independent Recs., 39 Harmer St., Gravesend, Kent. Tel (0474) 65687 Chief Exec John W. Dram, Studio Mgr David Price
Independent Rec. Sales, 110 Eltham Hill, Eltham, London SE9 5EF Tel (01) 850-3161
Label: (Represented) Mutual Music (USA)
Index, see Blue Inc
Indigo, see Dval
Industrial Recs. Ltd., 10 Martello St., London E8. Tel (01) 254-9178 Mng Dir Peter Christopherson, Gen Mgr. Cosey Fanni Tutti
Inevitable Hit Machine see Inevitable Recs.
Inevitable Recs., Bold St., Paradise Suite 126A, Liverpool. Tel (051) 546-6444, 708-8594
Labels: Inevitable, Inevitable Hit Machine.
Inferno Recs Ltd., 3 Dale End, Birmingham B4 7LN Tel (021) 236 9201/5493, 233 1246. Telex: 337072. Dirs. Brian Harris, Keith Thornton, Gen. Mgr Ray Shepherd; Sales Mgr Peter Elliot. (Distributor/Importer)
Inset, see Outlet.
Instant Recs., 71 St George's Rd., Cheltenham, Glos. Tel (0242) 23304. Mng Dir & Sales Mgr. Martin Mitchell, Gen Mgr. Frank Mitchell, Artis

Inc Dir.: Kurry Mitchell.
International, see RCA.
Invicta, see Sydney Thompson.
Isis Musik, 174a Cavaye Pl., London SW10 9PR Tel: (01) 373-8344 Chm.: G. Anyia, Gen. Mgr.: S. Sommaire. (Distributed by Rough Trade)
Int'l reps.: Australia (Didgeridoo), France (FNAC)
Island Recs Ltd. (IFPI), 22 St. Peters Square, London W6 9NW Tel: (01) 741 1511. Cable: ACKEE. Telex: 934541. Mng. Dir.: Martin Davis. Dir.: Dave Domleo; Bus. Affairs Dir.: Tom Hayes; Financial Dir.: Tony Pye; Int'l Dir.: Phil Cooper. (Distributed by EMI)
Int'l branch: USA.
Labels: (Owned) Island, **(licensed)** Bearsville (USA), Grove, Shelter (USA), Ze (France, USA).
Int'l reps.: Argentina (Microfon), Australia (Festival), Austria (Ariola), Belgium (Ariola), Brazil (Ariola), Canada (WEA), Chile (Quatro), Colombia (Sonolux), Denmark (Sonet), Ecuador (Fadisa), Finland (Scandia), France (Phonogram), Germany (Ariola), Greece (EMI), Guatemala (Discoteca), Hong Kong (WEA), Iceland (Falkinn), India (EMI), Ireland (CBS), Israel (K-tel), Italy (Ricordi), Japan (Toshiba-EMI), Kenya (CBS), Malaysia (WEA), Mexico (Ariola), Netherlands (Ariola), New Zealand (Festival), Nigeria (CBS), Norway (Arne Bendiksen), Peru (FTA), Philippines (WEA), Portugal (PolyGram), Singapore (WEA), South Africa (RPM), Spain (Ariola), Sweden (Sonet), Switzerland (Ariola), Taiwan (WEA), Thailand (WEA), Venezuela (Cordica) USA (Island), Yugoslavia (Jugoton), Zimbabwe (RPM).
J M Recs., Badgers Wood, Cadbury Camp Ln., Clapton-in Gordano, Bristol BS20 9SB. Tel: (0272) 854675 Mng. Dir.: John Miles (Distributed by PRT)
J S D Recs., 62 Berners St., London W1P 4AE Tel: (01) 580-4720 Telex: 261298 Mng. Dir.: Joseph Stanley; Gen. Mgr.: Nigel Murray. (Distributed by Spartan)
Labels: (Owned) Camp, JSD, Mettle, **(licensed)** September 2nd
J S P Recs., 112 Sunny Gardens Rd., London NW4. Tel: (01) 203 1324. Mng. Dir.: John Stedman; Gen. Mgr.: Shanny Stedman; Sales Mgr.: George Wade.
Labels: (Owned) JSP; **(licensed foreign)** A&J, Bandera, DTP, Goodie Train, Laredo, Margaret, Vanessa (all USA); **(distributed—not licensed)** Baron (USA), Blue Angel (Germany), CJ (USA), Dusty Road (USA), Faith (USA), Route 66 (Sweden).
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Mother in Law, see Ariola/Arista.

Motor Recs. Ltd., 346 Farnham Rd., Slough, Berks. Tel: (0753) 29628. Telex: 847807. Mng. Dir.: Don Gallacher.

Motown Recs. Ltd., 16 Curzon St., London W1. Tel: (01) 493-1603. Telex: 8811658. VP Int'l Opns.: Peter Prince; Gen. Mgr.: James Fisher.
Home office: USA.
Labels: (Owned) Motown, Mowest, Prodigal, Rare Earth.

Mountain Recs. Ltd. (IFPI), 49 Mount St., London W1Y 5RE. Tel. (01) 491-2904. Telex: 269398. Chm. & Mng. Dir.: Derek Nicol; Gen. Mgr.: P.A. Nicol.
Int'l rep.: Worldwide (Phonogram Int'l) excluding Canada & USA (A&M, RCA).

Mowest, see Motown.

Multicord Recs., 3 Ravensworth View, Dunston, Tyne & Wear. Tel: (0632) 609-209. Dir.: Ken McKenzie; Chief Eng.: Malcolm Hall; Prod'n Mgr.: Doreen Stephinson.
Labels: (Owned) Multicord, Porage.

Multiple Sound Dists. Ltd., 79 Blythe Rd., London W14 0HP. Tel: (01) 602-3483. Cable: MULTISDUND. Telex: 914382. Chm. Ian F. Miles; Dir.: Anne Miles; Sales Dir.: M. Hitches; Finance Dir.: P. Param.
Labels: (Owned) Chevron, Merco, Parade, Spire, Tempo, Warwick, Windmill.
Int'l reps.: Worldwide (CBS), excluding Canada (Ahed), New Zealand (Music World)

Musac (Scotland) Ltd., Baltic Chambers, 50 Wellington St., Glasgow, Scotland G2 6HJ. Tel: (041) 221-1948. Mng. Dir.: Angus Ian McDonald, Sales Mgr.: Douglas MacLeod. (Distributed by PRT) (Also see Klub)
Labels: Igus, Lochshore, OK.

Musclebound, see Armageddon.

Music for Pleasure Ltd. (IFPI), 1-3 Uxbridge Rd., Hayes, Middx. Tel: (01) 561-3125. Telex: 934614. Mng. Dir.: E.J. Harris; Financial Dir.: G. McDade; Mktg. Mgr.: S. Foster.
Labels: (Owned) Classics for Pleasure, Listen For Pleasure, Music for Pleasure.
Int'l reps.: Worldwide (EMI Int'l) excluding Australia (EMI—Listen for Pleasure only).

Myrrh, see Word.

N Y J O Recs., 11 Victor Rd., Harrow, Middx. HA2 6PT. Tel: (01) 863-2717. Mng. Dir.: W.M.A. Ashton.

Nada-Pulse Recs., 11 Woodfield Gardens, Leigh-on-Sea, Essex. Tel: (0702) 72294. Mng. Dir.: Dave Lawrence. (Distributed by Making Waves).
Labels: (Owned) Nada, Pulse.
Int'l reps.: Australia (Musicland), Italy (IRD), Scandinavia (Uniton), USA (Greenworld, Jem).

Napoleon Recs., see Human (SEE ADVERTISEMENT)

Nashville Int'l, see Carnaby.

Neat, see Impulse.

Nelson Recs., Nelson House, Castle Hill Rd., Hindley, Wigan, Lancs. Tel: (0942) 58777. (Also see Castle)

Nems Recs. Ltd., 31 Kings Rd., London SW3 4RD. Tel: (01) 730-9461. Telex: 913884. Chief Exec.: Patrick Meehan; Gen. Mgr.: Peter Parkinson; Sales Mgr.: Ian Atkins; Promos. Mgr.: Bruno Dean.
Labels: (Owned) Immediate, Nems.
Int'l reps.: Australia (Festival), Benelux (Dureco), Brazil (RGE/Fermata), France (Arabella), Italy (RCA), South Africa (Trutone), Spain (Mediterraneo).

Neon Recs. Ltd. (Bullet Recs. Mail Order), Astonfields Ind. Estate, Unit 4, Romford Rd., Stafford. Tel: (0785) 41311. Telex: 367140. Mng. Dir.: David W. Salmon; Gen. Mgr.: Mark D. Stevenson. (Distributor/Importer)

Neptune Recs. Ltd., 31 Old Burlington St., Mayfair, London W1. Tel: (01) 437-2066. Mng. Dir.: Linda Turner.

Neptune, see Lismor.

Nervous Recs., Block 36, Flat 4, Dabbs Hill Ln., Northolt, Middx. Tel: (01) 422-3462. Mng. Dir.: Roy Williams; Partner: Stuart Webster. (Distributed by Pinnacle, Swift, Tonal)
Label: Nervous Int'l.

New Hormones Prods. Ltd., 50 Newton St., Manchester M1 2EA. Tel: (061) 236-9849/9840. Contacts: Richard Boon, Stuart James, Peter Wright, Margaret Trotter. (Distributed by Rough Trade, Virgin)
Labels: (Owned) New Hormones; **(distributed—not licensed)** Defensive.

New Music Ents., 259 Marvels Ln., Grove Park, London SE12 9PT. Tel: (01) 857-6189. Mng. Dir.: Paul Davis; Gen. Mgr.: Ron Palmer; Sales Mgr.: Roger Hill; Dist'n Mgr.: Hazel Davis.
Labels: (Owned) New Music; **(licensed foreign)** Herald (USA), **(distributed—not licensed)** Pilot (Sweden).
Int'l reps.: Sweden (Pilot), USA (Herald).

New World, see President.

Nighthawk, see Fresh.

Nimbus Recs. Ltd., Wyastone Leys, Monmouth NP5 3SR. Tel: (0600) 890682. Telex: 498378. Dirs.: N. Libin, M. & G. Reynolds.
Label: (Owned) Acanthus, Amber, Flame, Hermes, Nimbus, RNR, Sphinx.

No, see Elite.

NoLa Recs., 16 Clement Close, Purley, Surrey CR2 4BY. Tel: (01) 668-6772. Chief Exec.: Thomas N. Stagg. (Distributed by Cadillac, Jazz Music, Jazz Servs. Unlimited, NoLa, Swift, VJM, Chris Wellard)
Labels: (Owned) Carrot, NoLa.
Int'l rep.: USA (Gentilly).

Nonesuch, see WEA

Non Stop Recs. Ltd., 11 Cross Keys Close, London W1. Tel: (01) 486-5741. (Distributor)

Nostalgia, see Wilcox.

Note, see EMI.

Novus, see Ariola/Arista.

Nut, see EMI.

O C R, see Orbach & Chambers

O K, see Klub & Musac.

O K Wave, see Old Knew Wave

Oakwood Recs./Ace Recs., 75 Strode Park Rd., Herne Bay, Kent. Tel: (02273) 4066. Mgr.: Graeme Quinton Jones, Sales Mgr.: Chris Bailey.
Labels: Ace, Oakwood.

Ocean Recs. Ltd., 91-93 High St., Harlesden, London NW10. Tel: (01) 965-9223. Cable: CREMUS Mng. Dir. David Brooks. Gen. Mgr.: Susan Mann; Sales Mgr.: Alan Brooks. (Distributed by CBS/Creole)
Labels: (Owned) Ocean, Pastiche
Int'l reps.: Germany (Teldec), Netherlands (Dureco), Scandinavia (K-tel).

Odeon, see EMI.

Odyssey, see CBS.

Off Street Recs., 1 Gledwood Dr., Hayes, Middx. UB4 0AG. Tel: (01) 573-8744. Chief Execs.: Stuart Johnson, Kris Staines. (Distributed by Pinnacle)

L'Oiseau Lyre, see Decca.

Old Gold, see Lightning.

Oldies Unlimited, Dukes Way, St. Georges, Telford, Shropshire TF2 9NQ. Tel: (0952) 612244, 617625, 618264. Telex: 35493. Chief Exec.: Anthony Lewis; Sales Mgr.: T. Heath (Distributor/Importer—excess stock, cutouts—singles)

Old Knew Wave Recs., c/o The Victory Cafe, 54 Eversholt St., Somers Town, London NW1. Co-ord.: Keith Armstrong. (Distributed by S. Gold & Son, Old Knew Wave, Rough Trade)
Labels: (Owned) OK Wave, Old Knew Wave.

Oliver "D," see Dansan.

101 Recs. Ltd., 101 St. Johns Hill, London SW11. Tel: (01) 228-0597. Mng. Dir.: Frank Sansom; Gen. Mgr.: Bob Salmons; Sales Mgr.: Bob Barnes.

One Up, see EMI.

Opus, see Saga

Orange Recs., 15 Old Church St., London SW3. Tel. (01) 351-3340 Chm.: Clifford S. Cooper; Mng. Dir.: Dennis R. Sinnott.

Orbach & Chambers Ltd., 74 Long Ln., London EC1. Tel: (01) 606 9373. Mng. Dir.: Michael Chambers.
Label: (Owned) OCR.

Orchid, see Bibi Magnetics.

Oriel/Welsh Arts Council, 53 Charles St., Cardiff, Wales. Tel: (0222) 395 548. Dir.: A.M. Thomas. Gen. Mgr.: Meic Stephens. Sales Mgr.: Peter Finch

Original Recs. Ltd., 2 Bloomsbury Pl., London WC1. Tel: (01) 580-6996. Dirs. Laurence Aston, Don Mousseau. Exec. Ass'ts. Helena Blakemore, Alison Spark.
Labels: (Owned) Heebeegeebees, Original
Int'l reps.: Australia & New Zealand (Powderworks)

Oryx Rec'gs Ltd., 28f Snowdon Quay, Porthmadog, Gwynedd, Wales.
Labels: Bach Collectors, Canolfan, Cosmopolitan, Excelsius, Exploring the World of Music, Oryx, 3 Centuries of Music.

Outlet Rec'g Co. Ltd (IPPI), Outlet House, 48 Smithfield Square, W., Belfast, Northern Ireland BT1 1JD. Tel: (0232) 22826. Mng. Dir.: William M.A. McBurney; Gen. Mgr.: James Gough; Sales Mgr.: Ray McGuigan; Accounts Dir.: Ann Collin.
Labels: (Owned) CRC, Derry, Folk, Foyle, Homespun, Inset, Outlet, Praise, R&O, Soccer, Ulster, Zip; **(distributed—not licensed)** ARA, Aisling, Bar, Blackbird, Bonus, Claddagh, Denver, Dolphin, EMI, Free Reed, Gael Linn, Glenside, Harp, Hawk, Horslip, Isle, ID, Leaf, Lismor, Misty, Mulligan, Oats, Olympic, Play, Poor Genius, RMI, Release, Resistance, Ruby, Shamrock, Sharp, Silver Hill, Solo, Star, Tap, Tara, Topic, Top Spin, Tralee, Tribune, Triskel, Velvet.

Oval Recs Ltd., 11 Liston Rd., London SW4 0DG. Tel: (01) 622-0111. Dirs.: Charlie Gillett, Gordon Nelki.
Labels: (Owned) Indigo, Oval; **(licensed foreign)** Jin-Swallow (USA).
Int'l rep.: Australia (Gap).

P H, see LE.

P R T, 132 Western Rd., Mitcham, Surrey CR4 3UT. Tel: (01) 648-7000. Telex: 264003. Gen. Mgr.: Howard Barrow; A&R/Mktg. Dir.: Matt Haywood; UK Sales Mgr.: Tony Smith; Sec'y/Contract Mgr.: Madeline Hawkyard; Export Mgr.: Harry Castle.
Labels: (Licensed domestic) Excaliber, MAM, Red Bus, Rialto, Splash, Sugarhill; **(licensed foreign)** Buddah, Casablanca, Cream/Hi, Vanguard (all USA); Vogue (France); **(distributed—not licensed)** Academy, Ariola, BBC, Klub, Magnet, RK, Sonet.
Int'l reps.: Australia (Astor), Belgium (Vogue), Canada (Phonodisc), France (Vogue), Germany (Ariola), Italy (Ricordi), Scandinavia (Sonet), South Africa (Teal), Spain (Zafiro).

P V C, see Pacific.

P V K Recs., Sands Estate, Stewart House, Hillbottom Rd., High Wycombe, Bucks. Tel: (0494) 36301. Telex: 837173. Chm.: Peter Cormack; Gen. Mgr.: Geoff Robinson; Sales Mgr.: Cliff Stewart. (Distributed by Spartan)
Int'l reps.: France (Musidisc), Germany (Teldec), Israel (Hataklit), New Zealand (RTC), Scandinavia (K-tel), Spain (Discophon).

Pacific Recs. Ltd., 51-53 Islip St., Kentish Town, London NW5. Tel: (01) 267-2917. Telex: 261478. Gen. Mgr.: Pete Macklin; Sales Mgr.: Geoff Wilmott. (Distributor/Importer)
Labels: (Owned) PVC, Passport, Visa; **(distributed—not licensed)** EMI (Australia), Ralph (USA), Red Rhino (USA), Solid Smoke (USA).
Int'l rep.: USA (Jem).

Panda Recs., 2 Catherine St., Seaside, Llanelli, Dyfed SA15 2PA. Tel: (05542) 52490, 58913. Chief Exec.: Paul Adams; Gen. Mgr.: A. Phillips.

Paper Pig, see Hex.

Paper Recs. Ltd., 31 Old Burlington St., London W1X 1LB. Tel: (01) 437-6216. Telex: 25968. Chm.: Laurence Ronson; Gen. Mgr.: Kevin Eade; Sales Mgr.: Billy Lawrie.

Parade, see Multiple Sound.

Park, see Highway.

Park Lane Recs., 9 Hillgate St., London W8 7SP. Tel: (01) 727-2791. Telex: 25728. Gen. Mgr.: Philip Straight.

Parlophone, see EMI.

Parnote Dist'n, 47-51 Chalton St., London NW1 1HY. Tel: (01) 388-9906. Telex: 21792 ref. 854. Mng. Dir.: Alan Goulden; Gen. Mgr.: Harry Williams; Mktg. Mgr.: Bernard Pallut. (Distributor/Importer/Exporter)
Labels: (Owned) Deluge; **(distributed—not licensed domestic)** Abbey, Cameo Classic, Nimbus, Pearl, Rubini, Sunday Dpera, **(distributed—not licensed foreign)** Acanta (Germany), Astree (France), Bongiovanni (Italy), Calliope (France), Da Camera (Germany), Discocorp (USA), Foyer (Italy), HRE (USA), Harmonia Mundi (France, Germany), Hungaroton (Hungary), Ingram (France), Italio (Italy), MPS (Germany), Melodram (Italy), Opera Rara, Paragon (Italy), Preiser (Austria), RCA (Italy), Ricordi (Italy), Tudor (Switzerland), Turnabout-Vox (USA), Vanguard Classical (USA), Voce (USA), Valois (France).

Passion, see Cherry Red.

Passport Recs., 51/53 Islip St., Kentish Town, London NW5. Tel. (01) 257-2967. (Also see Pacific)

Pastiche, see Ocean.

Pavilion Recs. Ltd., 48 High St., Pembury, Tunbridge Wells, Kent. Tel: 2042. Pres., Gen. & Sales Mgr.: Charles Haynes.
Labels: (Owned) Flapper, Pavilion, Pearl.
Int'l reps.: Australia (Counterpoint), Canada (Almada), France (LMC), Germany (Deutsche Oversea), Ireland (Liam Breen), Italy (Florence Int'l), New Zealand (Marbeck), Norway (Neby), Switzerland (Oversea), USA (Qualiton).

Peach River, see Bungey Bankler-Jukes Int'l.

Pearl, see Pavilion.

Pear Recs., 7 Woodside Grove, Hartburn, Stocton-on-Tees, Cleveland. Mng. Dir.: Alan Cole; Gen. Mgr.: Andrew Ormston; Sales Mgr.: Chris Andrews.

Peeping Tom, see Horizon.

Peerless Rec Co. Ltd. (IFPI), Gunshot Farm House, Gunshot Common, Wisborough Green, Sussex RH14 0AQ Tel: (0403) 752-373. Mng. Dir.: Derek Lawson.
Labels: (Owned) Oryx, Peerless, Proms, **(licensed)** CMS (USA), Desto (USA).

Pendulum Music Ltd., 11 Cross Keys Close, London W1M 5FY Tel: (01) 486-0596. Telex. 23733. Mng. Dir.: Johnny Stirling

Philips, see Phonogram.

Phoenix Rec. & Filmworks, 14 Melville Terr., Edinburgh, Scotland Tel: (031) 667-1310. Mng. Dir.: John Mayer; Sales Mgr.: Mike Connor. (Distributed by Spartan)
Labels: (Owned) Country & Eastern, Ducktail, Phoenix, Playaway
Int'l reps.: France (Disc'AZ), Netherlands (Fleet Benelux).

Phonogram Ltd. (IFPI), 49 New Bond St., London W1Y 9HA. Tel: (01) 491-4600. Telex (851) 261583. Mng. Dir.: Brian Shepherd. A&R Dir.: Chris Briggs; Admin. Dir.: Neil McEwan; Mktg. Mgr.: Tony Powell, Legal Dir.: John Kennedy.
Labels: (Owned) Casablanca, Fontana, Mercury, Philips, **(licensed foreign)** Can't Stop, De-Lite (both USA); **(distributed—not licensed)** Charisma.
Int'l rep.: Worldwide (PolyGram).

Pickwick Int'l Inc. (GB) Ltd. (IFPI), The Hyde Ind'l Estate, The Hyde, London NW9 6JU Tel: (01) 200-7000. Cable: PICKREC. Telex. 922170. Chief Execs. Monty Lewis, John Fruin; Gen. Mgr.: Alan Friedlander; Pickwick Rec. Dist. Gen. Mgr.: Steven Lewis.
Labels: (Owned) Hallmark, Mr. Pickwick, Pickwick, **(licensed)** Camden, Contour, Hallmark/Marble Arch
Int'l reps.: Argentina (EMI), Brazil (RCA), Mexico (Gamma)

Pickwick Rec. Dists Ltd., The Hyde Ind'l Estate, The Hyde, London NW9 6JU. Tel (01) 200 7000 Cable PICKREC Telex 922170 Chief Exec.: Stephen Lewis.

Pilgrim Recs., 1 Bath St., London EC1 9LB Tel (01) 251-2925 Mng. Dir. David A. Payne, Gen. Mgr. John Paculabo.
Labels: (Owned) Ebony, Grapevine, Little Pilgrim, Marshalls, Pilgrim, Sharon; **(licensed foreign)** HeartWarming, Impact, Lamb & Lion, New-Pax, Paragon, Refuge (all USA).
Int'l reps.: Denmark (Nye Toner), Finland (Finagospel), Netherlands

(GMI), Norway (Gospel Music), Sweden (Gospel Music)
Pinnacle Recs., Electron House, Cray Ave., Orpington, Kent BR5 3QJ Tel (0689) 25741 Telex 896141 Chm Terry Scully, Gen Mgr Tony Berry, Sales Mgr Robin Wells, Int'l Dir Laurie MacGregor
Labels: (Owned) Pinnacle, Street Beat, **(distributed)** Ace/Chiswick, Arrival, Cherry Red, Eagle, Earlobe, Factory Faulty Prods., Goodfoot Groove, Magnum Force, Trojan
Int'l reps.: Benelux (Telstar), France (CBS, Disc'AZ), Germany (Teldec), Italy (CGD), Scandinavia (Mariann), USA (Epic)
Pipe, see Cherry Red
Plankton Recs., 28 Earlham Grove, Forest Gate, London E7 9AW Tel (01) 534-8500 Sr Partner Simon Law
Labels: (Owned) Plankton, **(licensed foreign)** Gutta (Sweden)
Int'l rep.: Sweden (Ernvik/Gutta)
Plant Life Recs Ltd (IFPI), 60 St James St London SW1 1LE Tel (01) 499 4341 Telex 266537 (Distributed by JSU & Projection)
Plant Music Ltd., 60 St. James St., London SW1A 1LE Tel (01) 499 4341 Chief Exec A Yadgaroff, Gen Mgr S Margo, Label Mgr L Yadgaroff, A&R S Twigg
Plastic Fantastic Recs., 22 Tavistock St., London WC2A 7PH Tel (01) 240 1032, Mng Dirs Tony Randolph, Paul Rodriguez, Ethnic Prod Dir Tyrone Patterson (Distributed by Pinnacle)
Labels: (Owned) Plastic Fantastic, Ultra
Platform, see Champ
Playaway, see Phoenix
Plexdeck Ltd., 45 Barrington Court, Colney Hatch Ln., Muswell Hill, London N10 Tel (01) 883 0775 Mng Dirs John Glover, Peter Booth (Distributed by Stage One)
Label: (Owned) Street Tunes
Plurex, see Zircon
Polo, see Creole
Polydor Ltd., 15 St George St., London W1A 2BR Tel (01) 499 8686 Telex (851) 27133 Mng Dir A J Morris, A&R Dir Jim Cook, Int'l Exploitation John Peron, Mktg Mgr Nigel Reveler, Pop Prod George McManus, Press & PR Andy Hoy, Promo Arthur Sheriff, Legal & Bus Affairs Clive Fisher
Labels: (Owned) Archiv, Capricorn, Deutsche Grammophon, EG, MGM, Polydor, Privilege, RSO, Verve, **(licensed domestic)** Bronze, **(licensed foreign)** CTI, Dreamland, Fiction, Kudu, Phil Spector Int'l, Spring
PolyGram Leisure Ltd., 15 St George St., London W1A 2BR Tel (01) 499 3751 Cable SYMPHONY Telex 268403 Chm & Chief Exec David G Fine, Legal & Bus Affairs M A Kuhn Finance & Admin W Poldervaart, Rec Opns R Lopez
PolyGram Rec Opns Ltd (IFPI), 15 St George St London W1A 2BR Tel (01) 499 3751 Telex (851) 27133 Mng Dir Ramon Lopez, Comm'l Dir Clive Swan, Finance & Admin Dir John Crane
Polyphonic Reproductions Ltd., 77 79 Dudden Hill Ln., London NW10 1BD Tel (01) 459 6194 Mng Dir Stan Kitchen (Distributed by Lugton Pinnacle, H R Taylor, Wynd Up)
Polysonics Int'l Ltd., Polysonics House, 248 Walton Rd., East Molesey, Surrey KT8 9AZ Tel (01) 979 8283 Mng Dir Stanleigh A Bader (Also see Silversound City)
Pop Aural, see Fast Product
Porage, see Multicord
Portrait, see CBS
Posh Recs Ltd., 31 Kings Rd., London SW3 Tel (01) 730 9461 Telex 913804 Mng Dir John Sherry (Distributed by Pinnacle)
Praise, see Outlet
Prelude, see Magnum Force
President Recs Ltd (IFPI), Broadmead House, 21 Panton St., London SW1 Tel (01) 839 4672 Cable KASSMUSIC Telex 24158 Mng Dir Edward Kassner, Gen & Sales Mgr Oavid Kassner, Financial Mgr Brian M D Seed (Distributed by Clyde Factors, Enterprise, Lugton Solomon & Peres Symphola, H R Taylor, Wynd Up)
Labels: (Owned) Aquarius (France), Barak, Crystal, Oart Oouble Gold, Enterprise Gemini, Jay Boy, Joy, Max's Kansas City, New World, President, Rhapsody, Seville, Sky, Spiral, Sticky, Thunderbird, Torpedo, **(licensed)** Bulldog, Energy, **(distributed—not licensed)** Manhattan, Phoenix
Prima, see State
Privilege, see Polydor
Prodigal see Motown
Product, see Aardvark
Projection Recs., 74 High St Old Town, Leigh on Sea Essex Tel (0702) 72281, 714 025, 714 017 Telex 995701 Chief Exec Dave Hatfield Gen Mgr Tony Krivit, Sales Mgr Phil Barker
Labels: (Owned) Waterfront, **(Distributed—not licensed)** Actual (UK), Adelphi (USA), Aeco (USA), American Heritage, Appaloosa, Arhoolie (USA) Artists House (USA), Atem (France), Atmosphere (France), Avada (UK), Bay (USA), Black Saint (Italy), Blind Pig (USA), Blue Goose (USA), Blues Classics (USA), Burlington (UK), CMH (USA), Claddagh (Ireland), Cobra (France), County (USA), Oroemm (UK), Flying Fish (USA) Folk Legacy (USA) Folk Lyric (USA), Folkways (USA), Free Reed (UK), Fretless (USA), Gael Linn (Ireland), Green Linnet (USA), Hexagone (France), Highway (UK), IAI (USA) Ictus (Italy), India Navigation (USA), JSP (UK), Kaleidoscope (USA), Leader (UK), Lovely Music (USA), Moers (Germany), Mosaic (UK), Mulligan (Ireland), Nessa (USA), Ogun (UK), Oldie Blues (USA), Old Timey (USA), Philo (USA), Plant Life (UK), Rebel (USA), Red Lightning (UK), Ridge Runner (USA), Rounder (USA), Rubber (UK), Shanachie (USA), Shandar (France), Shiloh (USA), Sky (Germany), Solid Smoke (USA), Soul Note (Italy), Steam (UK), Sugar Hill (USA), Syndicate Chapter (UK), Tara (Ireland), Temple (UK), Topic (UK), Union Pacific (UK), Wave (UK), Wergo (Germany), Whid Isle (USA), Yazoo (USA)
Int'l reps.: Belgium (Parsifal), Germany (Spriguns), Italy (IRO), Netherlands (Sayter Lud), Switzerland (Be Bop)
Proms, see Peerless
Pulsar, see Lismor
Pulse, see Nada Pulse
Qualiton (Wales), see Decca
Quality Rec'gs Ltd 43 Victoria Rd., Romford, Essex RM1 2DO Tel Romford 28413 Dir O J Oavies. (Distributed by Lugton)
R A K Recs Ltd., 42 48 Charlbert St., London NW8 Tel (01) 586 2012 Mng Dir Mickie Most, Dir David Most, Gen Mgr Ron Madison, Sales Mgr Oave Crowe
Int'l reps.: Worldwide except Canada & USA (EMI)
R & B, see Red Bus
R C A (UK) Ltd Rec Div (IFPI), 1 Bedford Ave., London WC1B 3DT Tel (01) 499 4100 Telex 21349 Mng Dir Oon Ellis, Deputy Mng Dir / Comm'l John Howes, Deputy Mng Dir /Financial Ed Lavish, Sales Mgr Dave Harmer
Distribution branch: West Midlands, Lyng Ln., West Bromwich Tel (021) 525 3000
Labels: (Owned) Camden (dist by Pickwick Int'l), RCA Gold Seal, RCA Int'l, RCA Red Seal, RCA Victor, **(licensed domestic)** Celebrity Cheap skate, Ensign, Logo, Scratch, Why Fi, Zilch **(licensed foreign)** De Luxe (Australia), Fantasy (USA), Galaxy (USA), Milestone (USA), Montage (USA), Pablo (USA), Prestige (USA), Stax (USA), **(distributed)** Recorded Delivery
Int'l rep.: Worldwide (RCA Int'l)
R E L Recs Ltd (IFPI), 7A Atholl Pl., Edinburgh, Scotland EH3 8HP Tel (031) 229 9651 Mng Dir Neil Ross
R K, see Robert Kingston
R K L see Wilcox
R M, see Record Mart
R N R, see Nimbus
R & O, see Outlet
R P M, see Blue Chip
R S O Recs Ltd (IFPI), 67 Brook St., London W1Y 1YE Tel (01) 629 9121 Telex 264267 Mng Dir Rod Gunner, Gen Mgr Ashley Newton (Also see Polydor)
Labels: (Owned) RSO, (licensed foreign) Dreamland
Int'l rep.: Worldwide (PolyGram)
Raccoon, see Westwood
Radar, see WEA
Radioactive Recs., 49 Greek St., London W1 Tel (01) 437 7418 Pres Len Beadle, Gen Mgr Steve Elson, Sales Mgr Oliver Smallman (Distributed by PRT)
Rage Recs., 5 Theobalds Rd., London WC1X 8SE Tel (01) 242 6886 Cable DEJAMUS Telex 27135 Gen Mgr Nick Stolberg (Distributed by CBS)
Int'l reps.: Same as for DJM
Rainbow Recs., 103 Hillside Grove, Chelmsford, Essex Tel (0245) 60853 Mng Dir Terry Gisborne
Rampage Recs Ltd., 29 Ruston Mews, London W11 1RB Tel (01) 221 7179 Cable PENSONG. Telex 8954665 Pensong Mng Dir Larry Page
Random Recs., 96 Huntingdon Rd., London N2 Tel (01) 444 8979 Mng Dir Roger Walton
Rare Earth, see Motown
Rare Rec'd Eds., 54 Lymington Rd., London NW6 Tel (01) 435 1476. Chief Exec Michael G Thomas
Rare Recs Ltd., 13 Bank Square, Wilmslow Cheshire SK9 1A9 Tel (0625) 522017 Mng Dir Irving Wilson, Gen Mgr E S Scrivings Sales Mgr Alan Wilson (Distributor/Importer)
Rare Rhythm Recs., 1 Lucy St., Manchester M15 4BX Tel (061) 872 3816 3995/3082 Telex 665181 Mng Dir Kevin Kinsella, Gen Mgr Steve McGarry, Sales Mgr Norma Huntbatch
Labels: (Owned) Loose Change, Rare Rhythm, Ventilation
Rascal Recs. Ltd., 13 Hill Rise, Richmond, Surrey Tel (01) 940 5283 Telex 8813271 Mng Dirs David Myers, Colin Gershman, Gen Mgr Paul Jenkins, Sales Mgr Harry Goldblaum, Comm'l Mgr Peter Wells
Int'l reps.: Argentina (Sicamericana), Austria (Teldec) Benelux (Barclay), Denmark (Sonet), Finland (Sonet), France (Barclay, Musidisc), Germany (Teldec), Norway (Sonet), South Africa (EMI), Spain (Zafiro), Sweden (Sonet), Switzerland (Teldec)
Rather Recs., Meadowbank, Hall Ln., Harbury, near Leamington Spa, Warwickshire Chief Exec A N Godfrey (Distributed by Rough Trade)
Rat Race Recs Ltd., 10A Belmont St top fl., Chalk Farm London NW1 Tel (01) 985 8944 Mng Dir George Colson (Distributed by Fresh Graduate, Inferno, Red Rhino, Rough Trade, Stage One, Wynd Up)
Reader's Digest Ass'n Ltd., 25 Berkeley Square, London W1X 6AB Tel (01) 629 8144 Rec, Tape & Equip Mgr Ian Wright, Mktg Mgr Derek Holder
Home office: USA
Real, see WEA
Reality, see Great Jazz
Recommended Recs 583 Wandsworth Rd., London SW8 Tel (01) 622 8834, 720 0171 Mng Dirs Chris Cutler, Steven Rickard, Gen Mgr Chris Booth, Sales Mgr Paul Nichols
Int'l branches: Belgium, Germany, Italy, Japan, Norway, Switzerland
Labels: (Owned) Recommended, **(distributed—not licensed)** Arc, Atem (France) Black Noise, Bozi Mlyn (Canada), Broadcast, Celluloid (France), Crammed Discs (Belgium), HP (USA), MCCB (Netherlands), Metalanguage (USA), L'Orchestra (Italy), Piano, Ralph (USA), Random Radar (USA), Re, Rift, SAM (Sweden), SCOPA (France), Saturn (USA), Say Day Bew (USA) Seeland (USA), Spacebox (Germany), Squeaky Shoes, Sunrise (Switzerland), Woof
Int'l rep.: Germany (Unterschlagen)
Record Corner, 27 Bedford Hill, Balham SW12 9EX, London Tel (01) 673 1066/7130 Buyer Dave Hastings, salesman Terry Davis (One Stop/Importer)
Recorded Delivery Recs Ltd., 9 11 Richmond Bldgs., Dean St., London W1V 5AH Tel (01) 439-3058 Chief Execs Paul Murphy, Laurence Bristow, Gen Mgr Philip Foster (Distributed by RCA)
Record Mart, 16 London Hill, Raylergh, Essex SS6 7HP Tel (0268) 776 555 Dir Frank K Bailey, Gen Mgr D R Glenister
Labels: (Owned) RM, (licensed foreign) Olympic (USA), Ruby (USA) (distributed—not licensed) Erwin, Fortune, Glenn, Goldband, Hi Q, Mar Vel, Money, Ponie, Specialty, Strate 8, Tab, Yucca (all USA)
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Reformation, see Chrysalis.
Regal Zonophone, see EMI.
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Labels: (Distributed—not licensed) K-tel, Ronco, Tara (Ireland).
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Int'l reps.: USA (City Hall, Zim).
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Revival, see Lightning.
Revolution, see Steel City.
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Rex, see Decca.
Rhapsody, see President.
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Rip Off, see Emerald & Solomon & Peres.
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Labels: (Owned) Effects, Ronco.
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Int'l reps.: Argentina, Bolivia, Chile, Ecuador, French Guyana, Paraguay, Peru, Spain, Surinam, Uruguay (all Movieplay); Australia, Cook Island, New Caledonia, New Hebrides, New Zealand, Tahiti (all RTC); Austria, Germany, Switzerland (all Bellaphon); Cyprus, Greece (both Music Box); Finland, Scandinavia (both Planet), Portugual (Warm).
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Rumours Whse., 3 Lockwood Walk, Romford, Essex. Tel: (70) 24038. Dir.: Clive Spelman. (Distributor/Importer).
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Ryme Time, see Lismor.
S F Original, see Metropolitan.
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S P & S Recs. Ltd., Wharf Rd., Stratford E15 2SU. Tel. (01) 555-4321. Telex: 8951427. Mng. Dir.: Peter Harris; Sales Mgr.: John Glockler; Export Mgr.: Peter Stack. (Distributor)
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Label: (Licensed domestic) From the Jazz Vault.
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Labels: (Owned) Sain, Tryfan.
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Situation 2, see Beggars Banquet.
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Smack, see Charly.
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Sphinx, see Nimbus.
Spider, see Downing.
Spin, see Symphola.
Spinach Recs., 8 Nursery Rd., Prestwich, Manchester M25 7DN. Tel: (061) 773-8914. Dir.: Lionel Levine; Gen. Mgr.: A. MacDonald. (Distributed by Stage One)
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Spire, see Multiple Sound.
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Labels: (Owned) Belsize, Splash.
Int'l reps.: Australia (7 Recs.), Benelux (CNR), Brazil (K-tel), Hong Kong (WEA), Japan (Teichiku), Mexico (Musart), New Zealand (7 Recs.), Portugal (Rossil), Scandinavia (Tyfon), South Africa (David Gresham).
Spock Ents., 11 Bothwell St., 4th fl., Glasgow, Scotland. Tel: (041) 221-6000. Label Mgr.: Allan Mawn; Sales Mgr.: Kath Reilly. (Distributed by Fast)
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Labels: (Owned) Ryemuse, Spot.
Springthyme Recs., Balmalcolm House, Balmalcolm, Kingskettle, Fife, Scotland KY7 7TJ. Tel: (0337) 30773. Dir.: Peter Shepheard. (Distributed by Springthyme, Celtic, Clyde Factors, Jazz Servs. Unlimited, Non Stop, Projection, Ross)
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Stage One (Recs.) Ltd., Parshire House, 2 Kings Rd., Haslemere, Surrey GU27 2QA. Tel: (0428) 4001. Telex: 858226. Mng. Dir.: Nigel Howick; Mktg. Dir.: Terry Shand; Export Inquiries: Naomi Krell; Labels Mgr.: Dave Fagence; Import Dir.: Nick Anstey. (Distributor/Importer/Exporter)
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Int'l reps.: France (Polydor), Germany (Ariola), Italy (CBS), Netherlands (Ariola), Poland (Tonepress).
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State Recs. Ltd. (IFPI), 26/27 Castlereagh St., London W1H 5YR. Tel: (01) 402-2191. Telex: 25740. Chm. & Mng. Dir.: Wayne Bickerton; Dir.: Carole

Bickerton, A&R John Trott
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Strike Recs , see Better Boogie
String, see Topic
Submarine Recs , 63 Whitehall Park, London N19 3TW Tel (01) 272 4321 Chief Execs. Frank Greene, John Bennett (Distributed by Submarine, Jazz Music, Lugton, Swift, TOL, Chris Wellard)
Labels: (Owned) Magic, **(licensed domestic)** Artistic, First Heard, Swing House, Swing World
Subway Recs (div of Barry McCloud Ents Ltd), Isabel House, Suite 29, 46 47 Victoria Rd , Surbiton, Surrey Tel (01) 399 5324 Telex 896616 Mng Dir Barry McCloud, Ass't to Mng Dir Kimberley Mounsey, Promo Dir Marion Wright (Distributed by Spartan)
Sugarhill, see PRT
Sunburst Recs , Ltd , 25 Newman St , London W1 Tel (01) 323 1272 Dirs John Coletta, R Moger
Sun Island Music, 3 Pres de la Mer, Greve d'Azette, Jersey, Channel Islands (Distributor/Importer) (Also see Harris & Goldring)
Label: (Distributed) Pickwick
Superdisc Mail, see Red Hot
Supermusic Ltd , 9A Hallcroft Ln , Copmanthorpe, York YD2 3SU Tel (0904) 703401, 797090. Mng Dir Mal Spence, Gen Mgr Dave Leaper, Sales Mgr Al Martin (Distributed by Nems/Secret)
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Int'l reps.: Australia (RTC), New Zealand (RTC)
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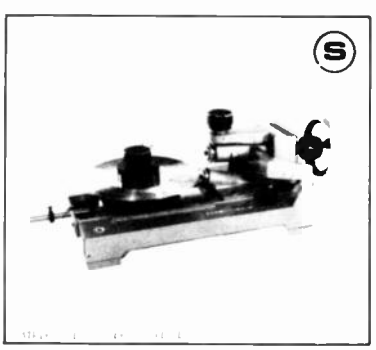

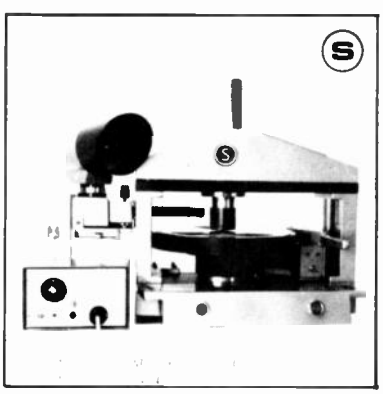

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Albion Music Ltd., 147 Oxford St., London W1. Tel: (01) 734-9072. Telex: 8954780. Dirs.: Dai Davies, Derek Savage; Gen. Mgr.: Mark Anders.
Int'l reps.: Australia (Mushroom), Benelux (Chappell), France (Clouseau), Germany (Chappell), Italy (Ricordi), Portugal (Chappell), Scandinavia (Chappell), South America (Chappell), Spain (Chappell).
Algeo Music Co., 17 Palace Gate, London W8 5LS. Tel: (01) 589-6472. Mng. Dir.: George Elrick.
Int'l firms represented: Con Brio (USA), Magazine (Germany).
Alice Music Ltd., 9 Cavendish Square, London W1M 0DU. Tel: (01) 995-1191.
Alien Music Ltd. (PRS), 109 New Bond St., London W1. Tel: (01) 408-2350. Dir.: Charlene Bowen; Gen. Mgr.: Nigel Lucas; Prof. Mgr.: Ziro Baby.
Int'l rep.: Germany (Schacht).
Allways Music, 5 Staple Inn, London WC1.
Almanac Music, see Performance.
Alted Music, 37-B New Cavendish St., London W1M 8JR. Tel: (01) 486-5353. Chief Execs.: Ted Lemon, Alex Hughes. (Affiliated with Warner Bros.)
Int'l rep.: Worldwide (Warner Bros.)
Ambassador Music Ltd., 22 Denmark St., London WC2. Tel: (01) 836-5996. Cable: AMBAMUSIC. Pres.: George Pincus.
Home office: USA, Gil Music.
Amber Music (PRS, MCPS), Wellow Mead, Wellow Drove, Sherfield English, nr. Romsey, Hants. SO5 0DU. Tel: (0202) 34041. Mng. Dir.: James Montgomery.
Amen Music Ltd., see Carlin.
Amicus, see Street Corner.
Amigo Music, see Margaret Brace.
Amphonic Music Ltd. (PRS), Kerchesters, Waterhouse Ln., Kingswood, Surrey. Tel: (0737) 832837. Cable: AMPHONIC. Mng. Dir.: Syd Dale; Gen. Mgr.: Fay Gibbs.
Int'l reps.: Australia (Castle), France (Warner), Germany (Bavariaton), Italy (West), Netherlands (Holland), New Zealand (Castle), USA (Emil Ascher).
Anastasia Group of Cos., 62 Pall Mall, London SW1. Tel: (01) 930-5361. Mng. Dir.: Jon Brewer; Dir.: Robert Patterson.
Andersong Music, 165 Wolverhampton Rd., Sedgley, Dudley, West Midlands. Tel: (09073) 2211, 3356. Partners: Juanita Anderson, Paul Birch.
Andwella Music Ltd., see Carlin.
Andy Patch Music, 83 Leonard St., London EC2A 4RB. Tel: (01) 729-5411. (Administered by Margaret Brace)
Angle Music, Toftrees, Church Rd., Woldingham, Surrey. Tel: Woldingham 2386. Mng. Dir.: David Mackay; Gen. Mgr.: Peter Parr-Head.
Int'l reps.: USA (David Mackay, Sabre).
Anita Music Ltd., see Carlin.
Anna Music Ltd., see Miriamusic.
Apex Music Ltd., 12 Elgin Mansions, Elgin Ave., London W9. Tel: (01) 794-7191.
Apple Pie Music Ltd., Hurworth Cottage, Croft Rd., Hurworth, Darlington, Durham. Tel: (0325) 721-143, 720-792. Mng. Dir.: Elaine Saffer.
April Music Ltd., 54 Greek St., London. Tel: (01) 439-1845. Cable: APRIMUSIC. Telex: 24203. Mng. Dir.: Len Beadle; Prof. Mgr.: Paul Bessell.
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Argot Music Co., see Valentine.
Arista Music, see Interworld.

Aristocrat Music Ltd., 9/11 Monmouth St., London WC2. Tel: (01) 836-4761. Telex: 261507. Mng. Dir.: Terry King.

D. & J. Arlon Ents., 22 Denmark St., London W1. Tel: (01) 836-5996. Chm.: Deke Arlon; Mng. Dir.: Derek Everett. (Affiliated with Chappell)
Int'l rep.: Worldwide (Chappell).

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Int'l firms represented: Bleu Disques, Damit, Good Fortune (all USA).
Int'l reps.: Benelux (Intersong), France (Eddie Barclay), Germany (Budde), Italy (Franton), Japan (Watanabe), Netherlands (Intersong), Scandinavia (Sweden).

Arny's Music, see Spaniel.

Arretta Music Ltd., Electron House, Cray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel: (0689) 25741. Telex: 896141. Dirs.: Terry Scully, Laurie MacGregor.

Arthur's Mothers Music Ltd., see Valentine.

Ascherberg Hopwood & Crew Ltd., see Chappell.

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Int'l rep.: Canada (Boosey & Hawkes).

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Int'l firms represented: Impact (South Africa)
Int'l rep.: South Africa (Impact).

A Side Music, see Sonet.

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Aura Music Ltd., 1 Kendall Pl., London W1H 3AG. Tel: (01) 486-5288. Telex: 24224 Ref. 3145. Mng. Dir.: Aaron Sixx.

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Autumn Music Ltd., see Warner Bros.

Aves Music Ltd., 81 Harley House, Marylebone Rd., London NW1. Tel: (01) 487-5587. Telex: 298415. Mng. Dir.: Sam Mortimer; Prof. Mgr.: Brian Freshwater.
Int'l firm represented: Schmolzi Slezak Music (Germany).

Aviation Music, 102-104 Gloucester Pl., London W1H 3PN. Tel: (01) 486-0997. Telex: 298995. Mng. Dir.: Peter Felstead; Gen. Mgr.: Grant Black.

Axle Music Ltd., 27 Arkwright Rd., Hampstead, London NW3 6RI. Tel: (01) 435-9601. Chief Exec.: Ken Howard.

Aza Music Co., 652 Finchley Rd., London NW11. Tel: (01) 458-7288. Dir.: Morris Aza.

B A T Music Ltd., 47 Fulham Broadway, London SW6 1AE. Tel: (01) 381-2464. Mng. Dir.: Bernard Theobald.
Int'l rep.: Europe (April).

B B J Connelly Music Ltd., 37 Soho Square, London W1V 5DG. Tel: (01) 439-9181. Telex: 27778. Chm.: Michael Bungey; Gen. Mgr.: Roy Berry.

B & C Music Ltd. (PRS), see Panache.

B K Music Ltd. (PRS), 7 Harley St., London W1. Tel: (01) 636-1285. Dirs.: John Bassett, Lorna Kirtland.

B S Music Ltd., see Carlin.

B T W (Music) Ltd., 125 Myddleton Rd., Wood Green, London N22. Tel: (01) 888-6655. Co-Dirs.: John Ross Borthwick, R.J.T. Borthwick.

B W D Music Co. Ltd., see Margaret Brace.

Baal Recs. Music, 62 Gloucester Pl., London W1. Tel: (01) 486-1486. Cable: BAALDN. Telex: 25836. Mng. Dir.: Colin J. Brain; Gen. Mgr.: Jay Shotam.

Baby Music Ltd., 40 Denbigh St., London SW1. Tel: (01) 828-1978. Chief Exec.: R. Pearce.

Bandlin Music Ltd., see Carlin.

Banks Music Publ'ns, 139 Holgate Rd., York. Tel: (0904) 21818. Owner: Ramsay Silver.

Barenreiter Ltd., 17-18 Bucklersbury, Hitchin, Herts. SG5 1BB.
Int'l firms represented: Alkor, Bosse, Nagel, Stauda (all Germany); Broude (USA), Pelikan (Switzerland).

Barn Publ'g Ltd., 35 Portland Pl., London W1. Tel: (01) 637-2111. Cable: BARNEMUS. Telex: 25929. Chm.: Chas Chandler; Mng. Dir.: Sam Mortimer; Prof. Mgr.: John Bright.

Barton Music Ltd., see Sparta Florida.

Basement Music, 6 Pembridge Rd., London W11. Tel: (01) 221-1522. Chief Execs.: John Teffer, Eileen Treacy.

Battle of the Bands (Music) Ltd., see RMD.

Beadle Music Ltd., see MAM.

Beal Stuttard & Co. Ltd., see Margaret Brace.

Bearsongs (PRS), 190 Monument Rd., Birmingham B16 8UU. Tel: (021) 454-7020. Cable: BEARSONGS. Mng. Dir.: Kate Munn.
Int'l reps.: Australia (Jonathan), Benelux (Warner Bros.), Germany (Roba), New Zealand (Jonathan), South Africa (Warner Bros.).

Beaumont Music, 20-24 Beaumont Rd., Chiswick, London W4. Tel: (01) 995-5432. Chief Execs.: Piers Ford-Crush, Philip Love.

Beautiful Music Ltd., see Kassner.

Beautiful Sunday Music Ltd., Flemington House, Gollanfield, By Inverness, Scotland. Tel: (06676) 2304. Telex: 75209. Mng. Dir.: Rod McQueen.

Bee Bee Music Ltd., PO Box 472, London SW7 2QB. Tel: (01) 373-3269. Cable: JDLUSTIG. Telex: 21879 Attn. Lustig. Mng. Dir.: Jo Lustig; Gen. Mgr.: Dee Lustig.

Sara Bee Music Ltd., 17 Ronneby Close, Weybridge, Surrey KT13 9SB. Tel: (98) 42689. Dir.: Shirley Selwood; Gen. Mgr.: Clive Selwood.

Beggars Banquet Music Ltd., 8 Hogarth Rd., Earl's Court, London SW5. Tel: (01) 370-6175. Telex: 915733. Mng. Dir.: Nick Austin; Prof. Mgr.: Martin Mills.
Int'l reps.: Australia (Rondor), Benelux (Rudolf Slezak), France (Minotaure), Germany (Rudolf Slezak), Italy (Franton), Japan (Door Knob), New Zealand (Rondor).

Beffern, see Island.

Belsize Music Ltd., 38 North Row, London W1. Tel: (01) 491-3175. Mng. Dir.: Charles Peate; Gen. Mgr.: Iris Giebler
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Int'l reps.: Popular Music—Australasia, Austria, Belgium, France, Germany, Luxembourg, Scandinavia, Switzerland, Western Hemisphere (all Belwin-Mills); Italy (RCA), Japan (Toa), Netherlands (Universal Songs), Portugal (Mills), South Korea (Toa), Spain (Mills), Taiwan (Toa). **Serious music**—Belgium, Europe No. 1 Radio Station, France, Luxembourg, Monaco (all Mario Bois); Japan, South Korea, Taiwan (all Toa); Western Hemisphere (Belwin-Mills). **Printed prod.**—Denmark (Kleinerts), Finland (Fazer), France (Mario Bois), Hong Kong (Tom Lee), Luxembourg (Mario Bois), Monaco (Mario Bois), Norway (Norsk), Sweden (Thore Ehrling), Western Hemisphere (Belwin-Mills).

Benday Music Ltd., see Carlin.

Bens Music Ltd., see Kassner.

Bettytunes Music Co., see Valentine.

Beinstock Music Ltd., 2 Murray St., Camden Town, London NW1. Tel: (01) 431-0864, 485-1257. Dirs.: Mel Taggart, Ray Roberts.

Big Ben Music Ltd., 18 Lancaster Mews, London W2 3QE. Tel: (01) 723-4499. Dir.: Ben Nisbet. (Administered by Margaret Brace).

Big Ear Music, see Satril.

Big Pig Music Ltd., see Rocket.

Big Secret Music Ltd., 184-186 Regent St., London W1R 5DF. Tel: (01) 439-6679. Cable: LOVESONGS. Telex: 27557. Joint Chm.: Guy Fletcher, Doug Flett.
Int'l reps.: Australia (Matthews), Austria (Melodie der Welt), Belgium (Hans Kusters), Canada (Big Secret), France (Intersong), Germany (Melodie der Welt), Luxembourg (Intersong), New Zealand (Matthews), Portugal (April), Scandinavia (Air), South Africa (EMI Brigadiers), Spain (April), Switzerland (Melodie der Welt), USA (Big Secret).

Big Spliff Music, The White House, The Street, North Lopham, Diss, Norfolk. Tel: (037988) 693. Owner & Dir.: Peter Shertser; Gen. Mgr.: Brett Housego; Sales Mgr.: Bruce Simmons. (Affiliated with Paul Rodriguez)

Billy Goat Music, see Chick-A-Boom.

Birth Music Ltd., see Diofsong.

Biscuit Music Ltd., 17 Ronneby Close, Weybridge, Surrey KT13 9SB. Tel: (98) 42689. Mng. Dir.: Clive Selwood; Gen. Mgr.: S. Selwood. (Affiliated with Sara Bee)

Bishop Music, 12 Hill Rd., St. Johns Wood, London NW8. Tel: (01) 286-4025. Mng. Dir.: Ann Bishop.

Blackbird Music, Badgers Wood, Cadbury Camp Ln., Clapton-In-Gordano, Bristol BS20 9SB. Tel: (0272) 856770. Dirs.: J. Miles, P. Budd, T. Baylis, T. Banner.

Black Eye, see Desert Songs.

Black Gold Music, see Middle Road.

Black Jack Music (PRS), see Panache.

Black Neon Ltd., 4D Oxford & Cambridge Mansions, Flat D, Old Marylebone Rd., London NW1. Tel: (01) 723-2454. Telex: 847777. Mng. Dir.: Nigel Haines; Gen. Mgr.: Alan Bown.
Int'l reps.: Benelux (Nada), France (Francis Dreyfus), Germany (Roba).

Black Sheep Music Ltd., Fulmer Gardens House, Fulmer, Bucks. Tel: (02816) 2143, 2109. Telex: 849208. Mng. Dirs.: Ben & Linda Findon; Gen. & Prof. Mgr.: Cliff Smith.
Int'l firm represented: Bubbly (USA).
Int'l reps.: Australia (ATV Northern), Germany (Roba), Japan (Pacific), Scandinavia (Air), South Africa (Little Monster).

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Blosmay Music Ltd., see Carlin.

Bluebell Music (MCPS), see Isa.

Bluebird Music Ltd., 155 Church St., London W2 1NA. Tel: (01) 723-6561/9090. Chief Execs.: Billy Russell, Billy Carruthers.

Blue Cat Music, see Asterisk.

Blue Gum Music Ltd. (PRS), see Bruce Welch.

Blue Mountain Music, see Island.

Blueport Publ'g Co., 52 Kelvin Grove, Sandyford, Newcastle. Tel: (0632) 612-849, 812-377. Prime Co-ord.: Mike Maurice; Promos. Mgr.: Tony Glover.

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Int'l firms represented: Barthel, Bill Black, Equinox, Good Flavour, Jarak, Lynal, Lyn Lou, Nelltone, Partner, Slow Dancing, Songtailors, Wimot, Window (all USA); Polar, Sweden, Union Songs (all Scandinavia).

Bongo Music, see Rascal.

Bonney Music Ltd., see Kassner.

Boogie Music, see Beautiful Sunday.

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Int'l firms represented: Barry (South America), Ed. Musica Budapest (Hungary) Carl Fischer (USA), Luverne (USA), Suvini Zerboni (Italy), VAAP (USSR).
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Bottom Dollar Music, see Million Dollar.

Bourne Music Ltd., 34/36 Maddox St., London W1R 9PD. Tel: (01) 493-6412. Dir.: M.B. Bourne.

Boy Eats Girl Music, see Illegal.

Boy Songs, see Panache.

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Bradgate Bush Music Publ'g, 69 New Bond St., London W1. Tel: (01) 408-1606. Mng. Dir.: A. Gourvish.

Brampton Music Ltd. (div. of Tony Hall Group of Music Cos.), 9 Carnaby St., London W1V 1PG. Tel: (01) 437-1958. Cable: TASTES. Mng. Dir.: Tony Hall.
Int'l firms represented: Frozen Butterfly, Mac Man, Viza (all USA).

Brand New Music, 1 Derby St., London W1Y 7HD. Tel: (01) 493-9637. Telex: 892756. Mng. Dir.: Mike Vernon. (Also see Handle)

Bridge House Music Ltd., 23 Barking Rd., Canning Town, London E16. Tel: (01) 476-2889. Pres.: Chris Thompson; Gen. Mgr.: Terence Murphy. (Affiliated with Mews)
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Castle Hill Music (PRS), 34 Lake Terr., Hunslet, Leeds, Yorks. LS10 2JG. Tel: (0532) 700-010. Mng. Dir Ian R. Smith, Gen. Mgr.: A.M. Cain; Prof. Mgr.: M. Lee.
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Cee Cee Music, see Asterisk.

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Chantelle Music Ltd. (PRS, MCPS), 3a Ashfield Parade, Southgate, London N14. Tel: (01) 886-6236. Mng Dir.: Riss Chantelle.

Chappell/Aznavour Ltd., see Chappell.

Chappell Int'l Music Pub'rs Ltd., 129 Park St., London W1Y 3FA. Tel: (01) 493-1641. Telex: 268403. Exec. VP: N.L.D. Firth.

Chappell Morris Ltd., see Chappell.

Chappell Music Ltd., 129 Park St., London W1Y 3FA. Tel: (01) 629-7600. Cable: SYMPHONY. Telex: 268403. Chm.: D.G. Fine; Dirs.: J.R. Simon, E.C. Holmes, J.J. King, S. Stevenson.

Charisma Music Publ'g Co. Ltd., 90 Wardour St., London W1. Tel: (01) 434-1351. Chm.: Tony Stratton-Smith; Mng. Dir.: Brian C.A. Gibbon. (Affiliated with Chappell)
Int'l reps.: Worldwide (Chappell) excluding USA (Hudson Bay).

Charlotte Music Ltd., 9 Bryanston Mews West, London W1. Tel: (01) 723-8416 Chief Exec. Terry Sylvester, Dir. Robin Britten.

Charly Publ'g Ltd. (PRS, MCPS), 46 47 Pall Mall, London SW1Y 5JG. Tel: (01) 839-3143 Telex 8813252, 299945
Int'l firms represented: Gorilla Queen, Mr Dogg, Mack Smith, Sweet Family, Vapac, Jerry Williams Jr (all USA), Charly Int'l (Denmark), Rockhouse (Netherlands).
Int'l reps.: Austria, Germany, Switzerland (all Bellver); Italy (Franton)

Charnwood Music, 12 Barrington Rd., Leicester Tel. (0533) 707251.
Int'l firms represented: ABC (Austria), Josef Preissler (Germany).

Chasdave Music Ltd., see Towerbell.

Cherry Music, 49 Greek St., London W1. Tel. (01) 437 7418 Chm.: David Mindel; Gen Mgr. David Seys

Cherry Red Music, 53 Kensington Garden Square, London W1 4BA. Tel. (01) 229-8854. Telex. 943763 Mng Dir Iain McNay; Gen. Mgr.. Theo Chalmers, Prof. Mgr Mike Alway.

J. & W. Chester/Ed. Wilhelm Hansen London Ltd., 7-9 Eagle Court, London EC1M 5QD. Tel. (01) 253-6947. Cable GUARNERIUS Telex 919934. Mng. Dir. R.H.P. Boyle
Int'l firms represented: Wilhelm Hansen (Denmark, Germany), Nordiska/Wilhelm Hansen (Sweden), Norsk (Norway)
Int'l reps.: Denmark, Germany, Norway, Sweden (all Wilhelm Hansen); USA (Alexander Broude—choral music only, Magnamusic Baton).

Chibell Music Ltd., see Red Bus.

Chick-A-Boom Ltd., 27 Egmont Rd., Sutton, Surrey SM2 5JR. Tel: (01) 642-2896. Gen. Mgr.. Chris Barnsby
Int'l rep.: Worldwide (Asterisk).

Chinnichap Publ'g Ltd. (PRS), 5 Clarges St., London W1Y 7PH. Tel: (01) 493-1409, 629-9516. Mng. Dir.. L. Woolf.

Chipglow Music Ltd., see Asterisk

Chorale Music (UEP), 29 Paddington St., London W1. Tel (01) 486-2362. Dirs.: Robert F. Howes, Barbara Courtney King; Gen. Mgrs. John G. Malcolm, Steve Davies.
Int'l reps.: Austria, Germany, Switzerland (all George Gluck); Benelux (WEA)

Chrysalis Music Ltd., 12 Stratford Place, London W1N 9AF. Tel. (01) 408-2355. Telex 21753. Joint Chm Chris Wright, Terry Ellis; Gen Mgr. Stuart Slater.
Domestic firms represented internationally: Air (London), Air Publ'g, Alucard, Ian Anderson, Blanedell, Bubblies, Chrys A-Lee, Elf, Fivestar, GDAL, Grenyoco, Longmanor, Maison Rouge, Misty Days, PRP, Salamander & Son, Schenker Songs, Sirius, Steeleye Span, Talbyrd, ThTh, Vivaley.
Domestic firms expired but retained: David Dundas, Mintknoll, Rockbottom
Int'l firms represented: Alkatraz Corner, Bear Brown, Bilsum, Brown Sound, Chriswood, Chrysalis, Cookhouse, Roger Cook, Joyful Wisdom, McDonald, Moth, Mother Tongue, Murfeezongs, Pants Down, Pic A Lic, Rare Blue, Red Admiral, Seafood, Six Pictures, Winds & Dragons, Winkelman.
Int'l reps.: Australia (Festival), France (Marouani), Germany (Global), Hong Kong (EMI), Japan (Pacific), Netherlands (Hilversum), South Africa (Gallo), Sweden (Air), USA (Chrysalis).

City Music Ltd., see Kassner.

Clarence Music Ltd., see Universal Songs.

Classic Editions, 13 Bank Square, Wilmslow, Cheshire SK9 1AN. Tel. (0625) 527844. Cable: IMDISC. Telex 635091. Mng. Dir. Irving Wilson; Gen Mgr.: Lesley Thompson; Prof. Mgr. Fiona Sutcliffe.
Int'l firms represented: Curci (Italy), Opus (Czechoslovakia), Supraphon (Czechoslovakia).
Int'l rep.: USA (DI).

Clay Recs. Ltd., 26 Hope St., Stoke on Trent Tel (0782) 273324. Dir Mike Stone; Gen. Mgr John Spencer (Affiliated with Intersong)

Clifton Music Ltd., see Sonet.

Cloud 9 Music, Music House ISD Stoppgate Ln., Simonswood, Liverpool. Tel (051) 548-9690. Mng. Dir.: Mike Glasspole. (Affiliated with Green Dream/Carlin)

Barry Collings Music, 15 Claremont Rd., Westcliff-on Sea, Essex SSD 7DX Tel: (0702) 43464 Mng. Dir.: Barry Collings

Collins Music Co., Townsend House, Flat 2, 22/25 Dean St., London W1V 5AL. Tel (01) 437 0189. Chief Exec. Peter Collins

Compass Music Ltd. (PRS), 21 Barrett St., 2nd fl., London W1 Tel (01) 499 3349. Cable CDMPMUSIC

Compatible Rec'g & Publ'g Ltd., 112 Hounslow Rd., Twickenham, Middx. TW2 7HB Tel: (01) 898 4095 Mng. Dir Derek Bailey, Gen Mgr Evan Parker.

Concert Publ'g Co., 166 198 Liverpool Rd., London N1. Tel (01) 607-9166. Partner: John Collins; Gen Mgr. J. McFadyen

Consortway Music Ltd., 42 Priory Ave., London W4 Tel (01) 995 7470. Dir. K.E. Kaye; Gen. Mgr. Boz Bosley
Int'l rep.: Worldwide (Dick James) excluding UK

Contagious Music, 2/3 Golden Square, London W1 Tel (01) 437 7545 Cable. BLUECHIP Telex 8952208 Mng Dir Ivor Schlosberg
Int'l firms represented: Clan, Contagious (both South Africa).
Int'l reps.: Germany (Global), Japan (Watanabe), South Africa (Clan), USA (Chrysalis)

Contempo Music Ltd., see Carlin

Corner Stone Music Ltd., see Valentine

Coronation Music Ltd., 1 Bath St., London EC1 9LB Tel: (01) 251 2925. Mng. Dir. David A Payne, Gen Mgr.. John Paculabo
Int'l rep.: USA (Coronation)

Coronet Music Ltd., see Carlin

Cortinas Music, see Illegal

Corus Music, see Louvigny

Coslow-Kassner Ltd., see Kassner

Craighall Music, 68 Craighall Rd, Edinburgh EH6 4RL, Scotland. Tel (031) 552-3685.

Crazy Music, The Tanners Arms Office, New Bridge St., Newcastle upon-Tyne. Tel (0632) 24052, 24062 Mng Dir. Barry McKay, Gen. Mgr. Chris Cox

Crazy Rhythm, see Magnum.

Crazy Viking Music Co. Ltd., see Diofsong

Creative Music Corp. (PRS), K-tel House, 620 Western Ave., London W1 0TU. Tel: (01) 992-8000. Contact: Steve Drath

Creole Music Ltd., 91-93 High St., Harlesden, London NW10. Tel: (01) 965-9223. Cable: CREMUS. Telex: 28905. Mng. Dir.: Bruce D. White.
Int'l firm represented: Sheila (Jamaica).

Crossbar Music Co., see Valentine.

Crossdoor Music Co., see Valentine.

Cupid Music Publ'g, see Margaret Brace.

Curb Carlin Music Ltd., see Carlin.

Curtis Music Ltd., see Carlin.

Cyhoeddiadau Sain, FFordd Llanllyfni, Penygroes, Caernarfon, Gwynedd, Wales. Tel. (026881) 732. Mng. Dir.: Huw Jones.

D J Music, 76 Roebuck House, Victoria, London SW1. Tel. (01) 834-4502. Dirs.: Johnny Toogood, Danny Kamara; Gen. Mgr.: Joe Napoli.

DaCosta Courtenay Music Ltd., 10A Cheval Pl., Knightsbridge, London SW7 1ES. Tel: (01) 584-5622. Dirs.: David & Dee Beale, David Chapman.
Int'l rep.: Worldwide (ATV).

Damil Music, Blythe Rd., Hayes, Middx Tel (01) 573 5122

Dance Music, PD Box 403, 81 Harley House, Marylebone Rd., London NW1. Tel (01) 486-3602/8855. Telex 25247, 21879.
Int'l firm represented: Pale Pachyderm (USA).

Dartsongs, 32-34 Gondar Garden, London NW6 Tel: (01) 794-6702. Contact. Bob England (Affiliated with Asterisk)

Davray Music Ltd., 84/86 Tottenham Ln, Hornsey, London N8 7EE. Tel: (01) 340 7873. Chief Exec & Gen. Mgr. Raymond Douglas Davies. (Affiliated with Carlin & Konkwest)
Int'l reps.: Europe (Carlin, Kassner), USA (Harry Fox).

Dead Good Tunes, 292/3 High St., Lincoln, Lincs. LN2 1AL. Tel: (0522) 38322 Mng. Dir.: Andy Stephenson; Gen. Mgr.: Martin Patton.
Int'l rep.: Worldwide (Street Corner).

December Songs (PRS, MCPS), 42 Park View Rd., Neasden, London NW10 1AL. Tel: (01) 450-5987. Gen. Mgr.: Todd Lutterodt. (Also see Cacophonic)

Deep End Music Ltd., 22 Dulverton Court, Adelaide Rd., Surbiton, Surrey KT6 4TB. Tel: (01) 390-1879. Mng. Dir.. Colin Forsey; Gen. Mgr.: Sue Forsey.

Def-Lepp Music (PRS), see Marksmen.

Delos Music, 182 Lansbury Dr., Hayes, Middx. Tel 573-6299. Dir.: Pat Lynn; Gen. Mgr.: Richard Benjamin.

Dema Music (PRS), 18 West Mall, Clifton, Bristol BS8 4BQ Tel (0272) 35994 Chief Exec.: D.W. Ackerman.

Denker Music Ltd., see Kassner.

Chris Denning Ltd., 418 Poole Rd., Parkstone, Poole, Dorset. BH12 1DF. Tel: (0202) 761859. Mng. Dir Chris Denning; Sec'y. M. Denning.

Kenny Denton Music, see Sonet

Deoc Music Ltd., see Carlin.

Deptford Songs, see Illegal.

Desert Songs, 216 Randolph Ave., The Basement, London W9. Tel: (01) 624 8252/5224. Telex: 28526. Dirs.. Julian Spear, Terry D'Neil, Peter Phillips, Julian Appleson. (Affiliated with ATV)
Int'l reps.: Benelux (Nada), Canada (Chrysalis), France (Allo), Israel (April), Italy (ATV), Japan (Pacific), Scandinavia (Air), Spain (Quiroga), USA (Chrysalis).

Design Music Ltd., see Carlin

Destiny Music Ltd., see Carlin.

Johnny Devlin Music Ltd., see Carlin.

De Wolfe Ltd. (MCPS), 80/88 Wardour St., London W1V 3LF. Tel: (01) 439-8481. Dir.. James Sylvester de Wolfe.

Ann Dex Music, see Spaniel.

Dice Music, see Tabitha.

Digit Music Ltd., see Diofsong.

A. DiMartino Music Ltd., see Valentine.

Dim Dork Music Publ'g, 46 Argyle St., Birkenhead, Merseyside. Tel: (051) 647-4505. Exec. Mgr.: John Weaver; Gen. Mgr.: Roland Hodson.

Dindisc Ltd., 61-63 PortoBello Rd., London W11 3DD. Tel: (01) 221-7535. Telex: 22542. Mng. Dir.: Carol Wilson; Mktg. Mgr. Nicky Davies; Art Dir.: Peter Saville; Promo. Mgr.: Donna Thompson.
Label: (Licensed domestic) Snatzo.
Int'l reps.: Australia (Festival), Austria (Ariola), Belgium (Ariola), Canada (PolyGram), Denmark (Sonet), Finland (Polarvox), Germany (Ariola), Greece (PolyGram), Hong Kong (Pacific), Ireland (Virgin), Israel (General), Italy (Ricordi), Mexico (Bertelsmann), Netherlands (Ariola), New Zealand (Record & Tape Co.), Norway (Arne Bendiksen), Portugal (VDC), South Africa) Gallo), Spain (Ariola), Sweden (Sonet), Switzerland (Ariola), Yugoslavia (Jugoton)

Dinsong Ltd., 61/63 Portobello Rd., London W11. Tel: (01) 221-7535. Mng Dir.: Carol Wilson; Prof. Mgr.: Diane Wray. (Also see Virgin)
Int'l firms represented: Skyhill/Tarka, Don Williams
Int'l reps.: Argentina (Melograf), Australia (April), Austria (April), Belgium (April), Brazil (Mundo), Canada (April/Blackwood), Central America (Mundo), Colombia (CBS), Finland (April), France (Clouseau), Germany (April), Iceland (April), Italy (Franton), Japan (Victor), Luxembourg (April), Mexico (Mundo), Netherlands (April), New Zealand (RTC), Portugal (Valentim de Carvalho), Scandinavia (April), South Africa (Warner Bros.), Spain (April), Switzerland (April), USA (Chappell), Venezuela (CBS).

Walt Disney Prod'ns Ltd., 68 Pall Mall, London SW1Y 5EX. Tel: (01) 839-8010. Telex: 21532. Chief Exec. Keith S. Bales.
Home office: USA.

Dizzy Heights Music Publ'g Ltd., 44 Seymour Pl., London W1. Tel: (01) 723-8464. Telex: 299612 Chief Execs.: N. Grainge, C. Hill.
Int'l reps.: Australia (Essex), Austria (Roba), Benelux (Company of Two P(i)eters), Central & South America (RCA), Germany (Roba), Italy (RCA), Mexico (RCA), New Zealand (Essex), Portugal (RCA), Spain (RCA), Switzerland (Roba).

Dollops Music, see Stage Coach.

Double D Music, 25 Bruton St., 3rd fl., London W1. Tel (01) 493-9701. Mng. Dir.: Dave Dee, Gen Mgr. Harry Doherty; Prof Mgr., Heather Paton

Drop Top Music, PO Box 148, London W9 1DY. Tel (01) 286-2993 Partners: Mick & Cilla Huggins.
Int'l branch: USA.

Dude Music, see Sparta Florida

Duffo Publ'g Ltd., see Performance.

Dukeslodge Ents. Ltd., 36 Holland Park, London W11 Tel (01) 229-2876. Mng. Dir.: John Gilbert. (Affiliated with Carlin)

Dynamic Cat Music Ltd. (PRS), 69 New Bond St., London W1Y 9DE. Tel (01) 408-1788. Mng. Dir.: Peter Barnes. (Also see Rock)

E G Music Ltd., 63A Kings Rd., London SW3 4NT. Tel: (01) 730 2162 Dirs.: Mark Fenwick, Sam Alder.
Int'l reps.: Canada, USA (both EG in USA)

E M I Music Publ'g Ltd., 138-140 Charing Cross Rd., London WC2H 0LD. Tel: (01) 836-6699. Cable: EMIMUS Telex: 269189 Mng. Dir.: Ron White; Comm'l Affairs Dir.. Peter Smits; Financial Dir. & Overseas Supervision: David Gray; Dir. & Gen. Mgr.: Roy Tempest; Standard Catalogues MDR Dir. & Gen. Mgr.: Kay D'Dwyer; Popular Repertoire Dir. & Gen. Mgr.: Brian Hopkins; Publ'ns & Servs. Dir.. Pat Howgill; Int'l Mgr.: Fred J.

Marks.
Int'l firms represented: Ameb, Audigram, BRS Prod'ns, Bema, Black Sheep, Bandora, Jeff Barry, Blair/Bellhop, Bolingbroke, Bowling Green, Combine, Daniel N. Crewe, Forty Love, Frascotti, Al Gallico, Gopam, Heart's Delight, Kling Klang, Kipahulu, Charles Kipps, Kiss Songs, Lord Jake, Mabrak Inc., Mycenae, Neighborhood, Open Door, RFT, Red Robin/Seven Figure, Eddie Reeves, Quixotic, Resaca, Rip/Keka, Saturday, Special group, Sundisc, Top Sail, Trachelle, Tree, Twitty Bird, Larry Weiss (all USA); J. Albert & Son (Australia), Marouani (France), Tumbleweed/Antipodes (Australia), VAAP (USSR).

Early Bird Music Publ'g Co. Ltd., see Carlin.

Earthshaker Music Ltd., see Performance.

Eaton Music Ltd., 8 W. Eaton Pl., Belgravia, London SW1. Tel: (01) 235 9046. Mng. Dir.: Terry Oates
Int'l firms represented: Black Molasses, Briarpatch, Calmet, Cadogan, Canopy, Company of the Two P(i)eters, Debdave, Dump, Easy Money, Elliott-Ferguson, Fergell, Gerik, Golden Syrup, Jacko, Kingdom, Mandus, Poison Oak, Quarry, Sabre/Round, Shogun, Stage & Screen, Status Quo/Shawbury, Sundergrade, Taradam, Twenty Nine, Vistamark, White Oak, William Tell, Witzend, Woodrun.
Int'l reps.: Australasia, Austria, Benelux, Canada, France, Germany, Italy, Japan, Portugal, Scandinavia, Spain, Switzerland, USA (all Eaton), Central & South America (Beechwood), South Africa (Gallo)

John Edward Music Ltd., 38/40 Upper Clapton Rd., London E5 8BQ. Tel: (01) 806-1121. Dir.: John Edward.

Kevin Eggers Music Ltd., see Carlin.

Eiger Music Ltd./NazSongs/Led Songs, 49 Mount St., London W1Y 5RE. Tel: (01) 491-2904. Telex: 269398. Mng. Dir.: Derek Nicol. (Administered by Panache)

Elite Recs. Ltd. (MCPS), 3 Library Parade, Craven Park Rd., London NW10. Tel. (01) 965-6041, 961-5091. Mng. Dir.: Andrzej Sojka.

Emerald Music Ltd. (PRS), 120 Coach Rd., Templepatrick, Ballyclare, County Antrim BT39 0HB, Northern Ireland. Tel: (08494) 32711. Mng. Dir.: Mervyn A. Solomon; Gen. Mgr.: L.R. Paterson. (Administered by Margaret Brace)
Int'l firms represented: Aesop's Fables (USA), Bospel (Netherlands), Helping Hand (Canada), Jumping Jack (USA), SPR (USA).
Int'l reps.: Canada (Morning), France (OK Music), Netherlands (Bospel), South Africa (Intersong), USA (Odyssey).

Emerson Ed. (allied with June Emerson-Wind Music) Windmill Farm, High St., Ampleforth, Yorks. Tel: (04393) 324. Chief Exec. Geoffrey Emerson.
Int'l firms represented: Brass Press, Robert King, Music for Brass, (all USA); Oaier/Muramatsu (Japan).
Int'l rep.: USA (Robert King).

Engel Songs Ltd., see Carlin.

English Folk Dance & Song Society, Cecil Sharp House, 2 Regents Park Rd., London NW1 7AY. Tel: (01) 485-2206. Dir.: S.A. Matthews.

Enquiry Music Ltd., see Carlin.

Esquire Music Co., 9 Harebell Hill, Cobham, Surrey. Tel: Cobham (09326) 2316. Chief Exec.: Peter Newbrook.
Int'l firm represented: Su-Kay (USA)

Eurobeat Ltd., 13 Bank Square, Wilmslow, Cheshire SK9 1AN. Tel: (0625) 527844. Cable: IMOISC. Telex: 635091. Mng. Dir.: Irving Wilson; Gen Mgr.: Lesley Thompson, Prof. Mgr.: Fiona Sutcliffe
Int'l firms represented: Beat, Prima, West (all Italy)
Int'l reps.: Italy (Beat), USA (OI).

Evolution, see Island.

Express Music (London) Ltd., The Studio, 69 Dukes Ave., New Malden, Surrey. Tel: (01) 942-1347. Cable: EXMUSE. Mng. Dir.: Siggy Jackson, Gen. Mgr.: Adrian Jankowski.
Int'l branch: USA.

Express Songs, 8 Park St., Lincoln, Lincs. LN1 1UF. Tel. (0522) 33285. Mng. Dir.: Andy Stephenson. (Affiliated with Leeds)
Int'l rep.: Worldwide (MCA/Leeds).

F B Music Ltd., see Carlin.

F X Music, 3 Muswell Ave., London N10. Tel: (01) 444-6780. Dirs.: Ken Gibson, Pat Crumly.

Faber Music Ltd., 3 Queen Square, London WC1N 3AU. Tel: (01) 278-6881. Cable: FABBAF. Telex: 299633. Chm.: Dr. Donald Mitchell; Gen. Mgr.: Martin Kingsbury.
Int'l reps.: Australia (Boosey & Hawkes), Canada (Boosey & Hawkes), Germany (Baerenreiter), USA (G. Schirmer).

Fanfare Music Co. Ltd., 27 Forest Dr., Keston, Kent. Tel: Keston 54491, (01) 200-7000. Cable: ATMUS BROMLEY. Mng. Dir.: Fred Jackson.
Int'l firms represented: Five Continents (USA), Le Bill (USA)
Int'l rep.: Germany (Fanfare).

Fantasy Songs Ltd., see Island.

Far Out Music Ltd., see Carlin.

Fast Western Ltd., 2 York House, Upper Montagu St., London W1. Tel: (01) 723-9559. Mng. Dir.: Richard Lee.
Int'l reps.: Benelux (Ariola), France (Claude Pascal), Scandinavia (Air), Spain (Discorama).

Fearland Music Ltd., see Carlin.

Fentone Music Ltd., 20 Earlham St., London WC2H 9LN. Tel: (01) 836-3066. Cable: FENTONE. Mng. Dir.: Larry Fenton.
Int'l firms represented: Breitkopf & Haertel, Deutscher Verlag Fuer Musik, Friedrich Hofmeister, Pro Musica (all East Germany); Friedrich Hofmeister, Neue Musik, Notaset, Schroth, Tischer & Jagenberg, Friedrich Vieweg (all West Germany), Columbia, Continuo, Neil A. Kjos, Luck's Music Library, Tetra (all USA); Berben (Italy), Fenette (UK), Nova (UK).
Int'l reps.: Canada, Mexico, USA (all Alexander Broude); Germany (Anton J. Benjamin), Netherlands (English Music Guild), Scandinavia (Procura Invent), Switzerland (Pan).

Fernlea Music Ltd., see Chandos.

Festival Music Pty. Ltd., 28 Harley House, Marylebone Rd., London NW1 5HF. Tel: (01) 935-3837. Telex: 269086.
Home office: Australia.

Fetish Music, see Sonet.

Fiesta Music Ltd. see Carlin.

Filmscores Ltd., see Chandos.

Finger, see Silver Hammer.

Finger Music Ltd., see Carlin.

First Music Ltd., see Kassner.

Fisher & Lane Music, 30 Limekiln Ln., Bridlington, North Humberside YO16 5TH. Tel: (0262) 76388. Dir. & Gen. Mgr.: Robert Fisher.

Fish Co. Music Ltd., see Street Tunes.

Fish Music Publ'g, see Margaret Brace.

Flash Music Ltd., 6 Holland Park, Basement Apt., London W11. Tel: (01) 229-0663. Mng. Dir.: Paul K. Walden.

Flip Flop Music, see Asterisk.

Fluke Music Ltd., see Carlin.

Flying Duck Music Ltd., 69 New Bond St., London SW1. Tel: (01) 408-1606. Chief Exec.: J. F. Townley.

Flyright Music, 3 Wilton Rd., Bexhill-on-Sea, East Sussex. Tel. (0424) 220-028. Chief Exec.: Simon A. Napier, W.J.B. Bastin.
Int'l firms represented: Flat Town, Jamil, Whitewing (all USA).

Folktracks & Soundpost Publ'ns, 2 Fircliff Park, Portishead, Bristol BS20 9HQ. Tel: (0272) 842209. Dir.: Peter Kennedy.
Int'l rep.: USA (Folklife).

Forsyth Bros. Ltd., 126 Deansgate, Manchester M3 2GR. Tel: (061) 834 3281. Mng. Dir.: D.R. Loat.

Freedom Songs Ltd., see Island.

Free Reed Music, c/o High Peak Prods. Ltd., Belper, Derby DE5 1BD. Tel. (077382) 7910 x 5. Gen. Mgr.: B. Vaughan. (Administered by Leosong)

Fresh Air Music Ltd. (div. of Tony Hall Group of Music Cos.), 9 Carnaby St., London W1V 1PG. Tel: (01) 437-1958. Cable: TASTES. Mng. Dir.: Tony Hall.
Int'l firm represented: Come Il Vento (Italy).

Fresh Tunes, 359 Edgware Rd., London W2. Tel: (01) 724-2350. Telex: 896559. Gen. Mgr.: Alex Howe, Prof. Mgr.: Alan Hauser.

Freshwater Music Ltd., see Island.

Friends Music Ltd., see Carlin.

Frog Music, 24 Haig Rd., Stanmore, Middx. Tel: (01) 954-0959. Mng. Dir.: Bob Clifford.

Fugal Songs Ltd., see Carlin.

Fuse Music Ltd. (PRS), 40 Oxford & Cambridge Mansions, Old Marylebone Rd., London NW1. Tel: (01) 723-2454. Telex: 847777. Mng. Dir.: Nigel Haines; Gen. Mgr.: Alan Bown.
Int'l reps.: France (Francis Dreyfus), rest of world excluding France, North America, UK (Intersong).

Fyne Music, 2 Chester Ave., Southport, Lancs. PR9 7ET. Tel: (0704) 24666. Dirs.: Lou & Gwen Fyne.

G G A Music Ltd., see Rocket.

G H Music Ltd. (PRS), see Riva.

G K Music Ltd., see Margaret Brace.

G L H Music Ltd., see Kassner.

G T O Publ'g Ltd., 115/123 Bayham St., London NW1. Tel: (01) 485-5622. Telex: 25584. Mng. Dir. & Gen. Mgr.: Edward Christie.

Gaberlunzie Music, see Margaret Brace.

Gale & Gayles Ltd., see Kassner.

Gamut Publ'ns Ltd., All Saints' Passage, Cambridge CB2 3LT. Tel: (0223) 51786. Chm.: H.A.J. Woolfenden; Gen. Mgr.: Mrs. L.W. Smallwood.
Int'l firms represented: Maurice W. Riley (USA), Sweet Pipes (USA).
Int'l rep.: USA (Magnamusic).

Garron Music, Kirkland Park Studios, Lethame Rd., Strathaven, Scotland ML10 6EE. Tel: (0357) 21130. Dir.: W.B. Garden.

Gas Songs, 184-186 Regent St., London W1. Tel: (01) 439-7731. Telex: 27557. Mng. Dir.: Ray Williams.

Noel Gay Music Co. Ltd., 24 Denmark St., London WC2H 8NJ. Tel: (01) 836-3941. Cable: NOELGAY Telex: 21760. Mng. Dir.: Richard Armitage; Gen. Mgr.: Charles Armitage.
Int'l reps.: Australasia (Rango), France (Claude Pascal), Netherlands (Gaba), South Africa (Musicpiece), USA (Noel Gay).

Geobell Music Co. Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218. Mng. Dir.: George Bellamy.

George & Dragon Prod'n Ltd., see Panache.

Getaway Music Ltd., see Carlin.

Ghost Music Ltd., see Performance.

Glitterbest Music Ltd., see Warner Bros.

Global Music (GEMA, MCPS, PRS), 38 Biddulph Mansions, Biddulph Rd., London W9 1HX. Tel: (01) 289-6337. Pres.: Peter Kirsten; Gen. Mgr.: Peter Knight, Jr.

Glocken Verlag Ltd., 10/16 Rathbone St., London W1P 2BJ. Tel: (01) 580-2827. Dirs.: Dr. O. Blau, R.M. Toeman, S. Buchman.

Gloria Music, see Carlin.

Glorious Box Ltd., see Desert Songs.

George Gluck Music Ltd., 23 Bruton St., London W1. Tel. (01) 493-1067. Telex: 8934728. Mng. Dir.: George Gluck.
Int'l firms represented: George Gluck (Germany), Gray Matter (USA).
Int'l reps.: Benelux (Fleet), France (Hansa), Germany (George Gluck).

Golden City Music Ltd., see Carlin.

Goldpot Music, Sands Estate, Stewart House, Hillbottom Rd., High Wycombe, Bucks. Tel. (0494) 36301. Telex: 837173. Chm.: Peter Cormack; Gen. Mgr.: Geoff Robinson.

Goldsmith Music (PRS), see Castle Hill.

Golora Music Co., see Valentine

Good Music Ltd., see Carlin.

Jack Good Music Publ'g Co. Ltd., see Carlin.

Good Move Music, 27 Spedan Close, Branch Hill, London NW3. Tel: (01) 435-5302. Mng. Dir.: Phil Simmonds.

Gopher Songs Ltd., see Performance.

Gospel Music, see Carlin.

Grade One Music Ltd., see Red Bus

Grade One Recs. Ltd., see Red Bus.

Graduate Music, 1 Union St., Dudley, West Midlands DY2 8PG. Tel. (0384) 59048, 211159. Mng. Dir.: David Virr; Co-Dir.: Susan Virr; Sec'y: Sandra Marshall.

Grafton Music Ltd., 11-14 Crafton St., Flat 2, London W1. Tel: (01) 493-4465. Mng. Dir.: Kevin Eade
Int'l firms represented: Erik House, House of Eric (both USA).

Grand Prix Music, see Sonet.

Grant Music Ltd., see Marco.

Graphic Music Ltd., see Carlin.

Graystock Ltd., 7 Fitzroy Square, London W1P 6AS. Tel: (01) 387-3434. Mng. Dir.: Robert Glatter.

Green Dream Music, Music House, ISO Stopgate Ln., Simonswood, Liverpool L33 4YA. Tel: (051) 546-6444/0434. Gen. Mgr.: J.J. Lewis. (Affiliated with Carlin)

Greensleeves Music, see Sparta Florida.

Greensleeves Publ'g, 44 Uxbridge Rd., Shepherds Bush, London W12. Tel: (01) 749-3277. Mng. Dir.: Chris Sedgwick
Int'l reps.: Benelux (Universal), Germany (April), Spain (Boom)

Grosvenor Music Co. Ltd., see Kassner.

Grove Music Ltd., see Carlin.

Gull Songs, 33 Portland Rd., Holland Park, London W11 4LH. Tel: (01) 229 9631. Cable: GULLRECORD. Telex: 24224 Ref. 2275. Mng. Dir.: David Howells
Int'l reps.: Austria (Melodie der Welt), France (Panache), Germany (Melodie Der Welt), Scandinavia (MA), USA (Creative)

Gurt Music Ltd., see Carlin.

Bill Haley Music, see Sonet.

Handle Music, 1 Derby St., London W1. Tel: (01) 493-9637. Mng. Dir.: David Walker. Telex: 892756. (Also see Brand New Music).

Hansa Prod'n Ltd., 12 Bruton St., London W1X 7AH. Tel: (01) 493-9766. Telex: 298777. Mng. Dir.: Peter Meisel.

Hansen House (London) Ltd., 64 Dean St., London W1V 5HG. Tel: (01) 439-7797. Telex: 847777 Attn: Hansen House 125. Gen. Mgr.: F. Harper.
Int'l firms represented: Hansen House (USA), Shattinger Int'l (USA).

Happy Face Music Publ'g Co. (MPA), The Old Smithy, Post Office Ln., Kempsey, Worcs. WR5 3NS. Tel: (0905) 820-659. Cable: SMITHYSOUND. Chief Exec.: Muff Murfin; Gen. Mgr.: V.B. Murfin.
Int'l reps.: France (April/Blacksmith), Germany (April/Blacksmith), Venezuela (Disco Modo).

Hardor Music Co., see Valentine

Lee Hazlewood Music Ltd., see Carlin.

Hazy Music Ltd., 9 Ravenscroft Ave., London NW11 0SA. Tel: (01) 455-4556. Mng. Dir.: Barbara M. Hayes.
Int'l reps.—Pentangle only: Africa, Asia, Australasia, Europe, Middle East, South America (all Chappell), Canada, USA (both Warner Bros.)

Heartbeat Music, see Cherry Red.

Heath Levy Music Co. Ltd., 184/186 Regent St., London W1R 5DF. Tel: (01) 439-7731. Telex: 27557. Mng. Dirs.: Geoffrey Heath, Edward Levy.

Heath Music Ltd., 4 Yeomans Row, London SW3. Tel: (01) 584-2441. Joint Mng. Dirs.: Tim & Nick Heath. (Affiliated with Warner Bros.)
Int'l rep.: Worldwide (Warner Bros.)

Allan Heather Music, see Valentine.

Heaven Music & War-Cops Music, 114 South Hill Park, London NW3. Tel: (01) 435-0710. Chief Exec.: Vic Coppersmith-Heaven.

Heavy Metal Music, see Andersong.

Hedley Music, 71 Rutland Rd., Chesterfield, Derbys. S40 1ND. Tel: (0246) 79976. Mng. Dir.: Tony Hedley; Gen. Mgr.: Malcolm Perkins.
Int'l branch: USA.

Herman Music Ltd., 6-10 Lexington St., London W1R 3HS. Tel: (01) 734-7443. Telex: 893773. Mng. Dir.: Nick Herman; Gen. Mgr.: Simon Mortimer.
Int'l reps.: Germany (Meridian), Israel (May), Netherlands (Belbo—films only, Step One—songs only), Switzerland (Yellow Bird).

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Int'l firms represented: Midnight Sun (Sweden).
Int'l rep.: Worldwide (Intersong).

Hercules Music Ltd., see Carlin.

Highland Music Co. Ltd., see Beautiful Sunday.

Highway Music, 6A Foregate St., Astwood Bank, Redditch, Worcs. Tel: (052789) 3737. Chief Exec.: John Zollman; Gen. Mgr.: Sue Zollman.

Hilda Music, see Stage Coach.

Tony Hiller Music Ltd., 24 Bruton St., London W1X 7DA. Tel: (01) 409-2211. Cable: TONYMUSIC. Chm.: Tony Hiller. (Affiliated with ATV)
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Hippo Songs, see Metal.

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Int'l reps.: Worldwide (Intersong) excluding Australia (Essex), Austria (Melodie der Welt), Benelux (Home), Canada (Hidden Pun), Germany (Melodie der Welt), Italy (Ricordi), Japan (Shinko), New Zealand (Essex), Switzerland (Melodie der Welt), USA (Hidden Pun).

Hollywood Music, see John Edward.

Horizon Music Publ'g, Horizon House, Warwick Rd., Coventry. Tel: (0203) 21000. Chief Exec.: Barry H. Thomas.

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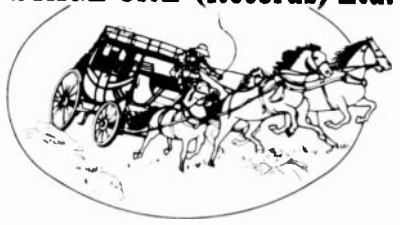

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Humber Songs. 49 Newmarket St., Grimsby. South Humberside. Tel: (0472) 40152. Owner: L A. Johnson.
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Int'l firm represented: Siegel (Germany).
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Int'l rep.: USA (Illegal Songs).
Illuminating Music, see Oracle.
Imagine Music Ltd., see Rocket.
Incidental Music, 50 Newton St., Manchester M1 2EA. Tel: (061) 236-9849/9840. Contacts: Richard Boon. Peter Wright, Margaret Trotter.
Industrial Recs. Ltd. (PRS), 10 Martello St., London E8. Tel: (01) 254-9178. Mng. Dir.: Peter Christopherson; Gen. Mgr.: Chris Carter.
Inevitable Music, 126A Bold St., Paradise Suite, Liverpool. Tel: (051) 546-6444, 708-8594. Chief Execs. Jeremy Lewis, Pete Fulwell.
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Int'l firms represented: Grandwealth, Showay (both USA).
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Int'l reps.: (See Intersong Int'l in Germany).
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Int'l firms represented: Blue Seas, Cherry Lane, Jac, Six Continents, World Song (all USA).
Isa Music (MCPS/Britico), 42 Kilmarnock Rd.. Glasgow. Scotland G41 3NH. Tel: (041) 632-9269. Owners: Ronnie Simpson, .. Andrew Harvey.
Island Music Ltd.. 22 St. Peters Square, London W6 9NW. Tel: (01) 741-1511 Cable: ACKEE. Mng. Dir.: Peter Cornish; Dir.: Keith Aspden.
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Jackson Rec'g Co. Ltd., The Studios, Rickmansworth, Herts. Tel: (09237) 72351. Cable: JACMUSIC. Telex: 262284.
Jade Music. Hurston House, Stoke Rd., Kingston-upon-Thames, Surrey. Tel: (01) 924-6240. Telex: 22914. Mng. Dir.: Gray Jones; Gen. Mgr.: Edward J. Fisk. (Affiliated with EMI)
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Janna Music Ltd., 10 Oakdene Ave., Mile Oak, Portslade-by-Sea. Sussex. Tel: (0273) 419441. Mng. Dir.: John MacLeod.
Janvo Ltd.—Dirs.: Terry Scully, Laurie MacGregor, Jeremy Paul—see Arretta.
Japan Central Music Ltd., 65c Marlborough Pl., London NW8. Tel. (01) 328-4641. Contact: Coco Asanuma.
Home office: Japan.
Jarrow Music Ltd., 24 York St., London W1. Tel: (01) 487-4266. Dir: Alan Price; Gen. Mgr.: John Price
Jayman Music Ltd., see Performance.
Jet Music Inc., 102-104 Gloucester Pl., London W1. Tel: (01) 486-6040. Telex: 298995. Chm. & Mng. Dir.: Don Arden.
Jetstar Publ'rs Ltd., see Carlin.
Jewel Music Publ'g Co. Ltd., see Chappell.
Jig-Saw Music Ltd., 115 Old Lodge Ln., Purley, Surrey. Tel: (01) 668-3457. Dirs.: Dave & Sue Williams.
Joak Music Co., see Margaret Brace.
Joaneline Music Ltd., see Carlin.
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Kennedy St. Music Ltd., see EMI.
Kennick Music Ltd., 50 Cadogan Square, Flat 3, London SW1X 0JW. Tel: (01) 589-7711/8861. Telex: 268048. Gen. Mgr.: Nicola Merton.
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Kieron Music Ltd., see Carlin.
King Size Songs Ltd., see Carlin.
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Int'l reps.: Germany (Schmolzi Slezak), Mexico (Bolero Musimex), USA (Musicways).
Knox Music Ltd., see Carlin.
Konkwest Music Ltd., 84/86 Tottenham Ln., Hornsey. London N8 7EE. Tel: (01) 340-7873/4757. Dir.: Ray Davies; Gen. Mgr.. Dave Davies. (Affiliated with Carlin)
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L O E Music, 28 Lexington St., London W1R 3HR. Tel: (01) 734-3443. Cable: LDEGROUP. Mng. Dir.: Hiroshi Kato; Gen. Mgr.: Jim Russell.
Int'l firm represented: Music Boutique (Japan).
Lakeview Music Ltd., see Leeds.
Lee Lambert Music Ltd. (PRS). 506-508 Kingsbury Rd., London NW9. Tel: (01) 204-9422. Cable: LAMMETALS. Mng. Dirs. Bill Lee, Howard Lambert.
Lancaster Corbett Music Ltd., see Street Tunes.
Lark Music Ltd., see Carlin.
Larkworth Ltd. (PRS), see Panache.
Laserium Musik, 79 Fitzneal St., East Acton, London W12. Mng. Dirs.: Paul & Renata Gadd; Gen. Mgr. Renata Gadd.
Laser Music Ltd., 2 Station Pl., Finsbury Park, London N4. Tel: (01) 263-8955. Dir.: Alan J. Davison; Gen. Mgr.: Sandra Brooks.
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Latchmere Music Co., see Valentine.
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Lightning Music Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-5255/7155. Telex: 927813. Chm.: Raymond Laren.
Lindsay Music, Brook House. 24 Royston St., Potton. Sandy. Beds. Tel: (0767) 260033.
Int'l rep.: USA (Henri Elkan)
Linear Music, see Cherry Red.
Linvoy Music Ltd., see Carlin.
Lip Servs. Ents. Ltd., 2 Unwin Mansions, Queens Club Gardens, London W14 9TH. Tel: (01) 385-3759. Mng. Dir.: Michael Walsh
Litedusting Music, see Warner Bros.
Lodge Music Ltd. (PRS), see Panache.
Logo Songs, 119 Wardour St., London W1V 3TD. Tel: (01) 734-6710. Cable: TRADISC. Telex: 25532. Mng. Dir.: Geoff Hannington, Gen. Mgr.: Bill Cochran.
Int'l firms represented: Char-Liz (USA), Intermusic (Netherlands), Kitchen Table (Canada), Linda (USA), Rodeo (USA), Rosebud (USA), VIP New Bag (USA).
Int'l reps.: Far East (Heathside—Burlington-Palace), South America (Fermata), Austria (Slezak), Belgium (Universal), Canada (Heathside—BJC), France (Heathside—Francis O'Neill), Germany (Slezak), Italy (Heathside—Armando; Logo—Ricordi), Japan (Heathside—TRO-Essex), Mexico (Heathside—Consorcio), Netherlands (Universal), South Africa (Heathside—Musicpiece), Spain (Heathside—Southern), Sweden (Sonet).
London Pro Musica. 155 Ferndale Rd., London. SW4 7RR. Tel: (01) 733-9797.
Int'l reps.: Germany (F. Haenssler), Netherlands (English Music Guild). USA (E.C. Schirmer).
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Magnum Music/Crazy Rhythm, 15 Albert Crescent, Penarth. South Glamorgan. Tel. (0222) 704279. Chief Exec.: Nigel Molden; Gen. Mgr.: Adrian Owlett; Prof. Mgr.: Paul Barrett.
Maiden Music Ltd.. 1 Maltravers St., London WC2. Tel: (01) 240-0512. Cable: MAIDEN. Mng. Dir.: B.E. O'Keef; Gen. Mgr.: N. Grimshaw; Prof. Mgr.: R. Morris. (Affiliated with Valentine)
Int'l firms represented: Fantasia (Ireland), Ring Recs. (Netherlands).
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Manor Music Co. Ltd., see Carlin.
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Int'l reps.: USA (Mainspring, Mainstay).
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Int'l firms represented: Benson, Singspiration (both USA).
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Int'l firm represented: East Memphis (USA).
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Nigel Martinez Music, see Interworld.
Marvel Music (MCPS), 11 Bothwell St., 4th fl., Glasgow. Tel: (041) 221-6000. Gen. Mgr.: Kath Reilly; Int'l Mgr.: Allan Mawn.
Mashy Music, see D.&J. Arlon.
Matchbox Music, see Saydisc.
Mautoglade Music Ltd., 22 Denmark St., London WC2. Tel: (01) 836-5996. Chief Execs.: Stuart Reid, Frank Coachworth.
Mawson & Wareham Music Ltd., Heath House 11, Blackett St., Newcastle upon Tyne NE1 5BS. Tel: (0632) 26461. Mng. Dir.: Brian Mawson; Gen. Mgr.: Geoff Heslop.
Int'l rep.: Australia (Matthews).
McCloud-7 Music, Isabel House, Suite 29, 46-47 Victoria Rd., Surbiton, Surrey. Tel: (01) 399-5324. Telex: 896616. Mng. Dir.: Barry McCloud.
McFarlane Music, see Performance.
Mediant Music Ltd., see Kassner.
Robert Mellin Ltd. (PRS), 24 Parkside, Knightsbridge, London SW1. Tel: (01) 245-9026. Cable: MELLINMUS. Chief Exec.: Robert Mellin; Gen. Mgr.: David Read.
Home office: USA.
Int'l firms represented: Ampco (USA), Big Leaf (USA), Neapolis (Italy), Pamco (USA).
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gal (Robert Mellin in Spain), Scandinavia (Mellin in Sweden), South Africa (Robert Mellin), Spain (Robert Mellin), Switzerland (Robert Mellin), USA (Robert Mellin)

Memory Lane Music Ltd (PRS), Gray's Inn 6 Raymond Bldgs , London WC1R 5BZ Tel (01) 242 8404 Telex 21143 Mng Dir Larry Spier, Dirs Dorothy Spier, M Alexander (Administered by Carlin)
Int'l branch: USA.
Int'l firms represented: Black Sun, Brunetti, Giacomo, Matra, Rebera, Vasula (all Canada), Baldursson, Blend, Caligula, Discus, Douglas Arthur, JoRo, Jude Mude, Major Songs, Memory Lane, Mounton, Pencil Mark, Songs Music, Larry Spier, Thornwood (all USA)
Int'l reps.: Argentina (Melograf), Australasia (Leeds), Austria (Rolf Budde), Belgium (Unwersal Songs), Bolivia (Melograf), Brazil (Fermata), Canada (Larry Spier), Central America (Ivan Mogull), Chile (Melograf), France (Francis O'Neill), Germany (Rolf Budde), Greece (Intersong), Hong Kong (EMI), Israel (April), Italy (Essex), Japan (Pacific), Malaysia (EMI), Mexico (Ivan Mogull), Netherlands (Universal Songs), Paraguay (Melograf), Portugal (RCA), Scandinavia (Air), Singapore (EMI), South Africa (Chappell/Intersong), Spain (RCA), Switzerland (Rolf Budde), USA (Larry Spier), Uruguay (Melograf)

Mercedes Music Corp. (UK) Ltd , St George's Field, 54 Hanover Steps, London W2 2YG Tel (01) 954 4120, 724 1681 Telex 24224 Ref 2722 Chm Bernard Bain, Gen Mgr Colin Medlock
Int'l firm represented: Mercedes (USA)
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Mervyn Music (div of Mervyn Conn Org), MC House, 14 Orange St , London WC2 Tel (01) 930 7502 Mng Dir Mervyn Conn

Metal Rec'g & Publ'g Ltd , 75 Woodpark Dr , Knaresborough HG5 9QL Tel (0423) 863 776 Chm Frank Stuart Brown.
Int'l rep.: Worldwide (Hippo Songs/Warner Bros)

Metropolitan Music, 8a Frognal Gardens, Hampstead, London NW3 Tel (01) 435 8803 Mng Dir Mark R F Hanau, Gen Mgr Paul Rodriguez

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Mews, see Bulk

Middle Eight Music Ltd , see Valentine

Middle Road Publ'g Ltd., 73A Glasgow Rd , Blanefield, Glasgow, Scotland G63 9HY Tel (0360) 70177 Dir I C McCredie

Midnight Music Ltd., see Valentine

Million Dollar Music, 12 Praed Mews, London W2 1QY Tel (01) 402 1261 Mng Dir Byron Godfrey, Gen Mgr Tim Harris, Ass't to Mng Dir Marylyn Powrie

Mingles Music Ltd., see Cherry Music

Miracle Songs Ltd , see Carlin

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Mister Mellow Music Ltd , see Carlin

Misty River Music Ltd., 11 Oxford Circus Ave , 231 Oxford St , London W1 Tel (01) 437 4492 Chief Exec Bruce May, Gen Mgr Joanna Cadman

Moffett-Dickinson Publ'g Co , see Valentine

Moments Music Ltd./Spectrum Music, 4 Yarcombe, Adelaide Rd , Surbiton, Surrey Tel (01) 399 7043 Telex 887277 Chief Exec Al Dickinson
Int'l reps.: Australia (Jonathan), Benelux (Holland), France (Intersong), Germany (Gerig), Italy (Saar), Spain (Southern), Switzerland (Memory)

Monkton Music Ltd., see Margaret Brace

Monsoon Music Ltd , The Cottage, Reading Rd , Lower Basildon, Reading, Berks RG8 9NL Tel (049162) 789 Mng Dir Del Taylor.

Morecut Music, 6/8 Emerson St., London SE1 Tel (01) 928 9858/9779 Mng Dir Brian Hutch (Affiliated with Chappell)

More Music, see Illegal.

Mother Earth Music, see Spectacle

Motor Music Ltd., see Acton Green

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Mufti Music, see Warner Bros.

Multicord Music, 3 Ravensworth View, Dunston, Tyne & Wear Tel (0632) 609 209 Dir Ken McKenzie, Prod'n Mgr Doreen Stephinson

Multiple Music, 79 Blythe Rd , London W14 0HP Tel (01) 602 3483 Cable MULTISOUND Telex 914382 Chm Ian F Miles, Gen Mgr Anne Miles

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Int'l reps.: France (Panache), Germany (Hammer), Scandinavia (MA)

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Musicdeals Music Ltd., see Bocu

Music Sales Ltd , 78 Newman St , London W1P 3LA Tel (01) 636 9033 Telex 21892 Mng Dir Robert Wise, Gen Mgr Frank Johnson
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Int'l reps.: Australia, Germany, USA (Music Sales Corp)

Muso Mail Ltd – Execs Del Taylor, Alexis Korner – see Monsoon

Mute Music, see Sonet

Myers Music Ltd , see Kassner

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Naz Songs, see Panache

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Neptune Music Publ'g Ltd., 31 Old Burlington St , London W1 Tel (01) 437 2066 Chief Exec John Aspey

Neutral Zones Music, 4 Chillingworth Rd , London N7 Tel (01) 609 1746 Mng Dir Paul Jenkins, Gen Mgr Peter Wells, Prof Mgr Terry Bolton

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New Malden Music Co., see Valentine

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Int'l reps.: Belgium (Ardmore & Beechwood), France (Francis O'Neill), Germany (Rolf Budde), Japan (Taiyo), Luxembourg (Ardmore & Beechwood)

Nicola Music, see Ocean

Nightingale Music Ltd., Chelsea Wharf, Unit 8, 15 Lots Rd , London SW10 Tel (01) 499-2949 Telex 25460 Chief Exec John C Gaydon.

Nisbet & Beck Music Ltd , 18 Lancaster Mews, London W2 Tel (01) 723 4499 Dirs. Ben Nisbet, Ronnie Beck (Administered by Margaret Brace)

No Music, see Elite

Noon Music Ltd , 29 Maddox St , London W1R 9LD Tel (01) 409 2924/2619 Mng Dir Terry Noon, Gen Mgr Vicki Masters

Noon Scott Music Ltd – Mng Dirs Terry Noon, John Scott – see Noon

J Norris Music Publ'g Co. Ltd , see Kassner

Novelbond Ltd , see Valentine

Novello & Co Ltd , Borough Green, Sevenoaks, Kent TN15 8DT Tel (0732) 883261

Numan Music Ltd , see Performance

Nutmeg Ltd , see Valentine

Nutty Sounds Ltd , see Warner Bros

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Oaktree Music Ltd , see Carlin.

Obelisk Music (PRS), 32 Ellerdale Rd , London NW3 Tel (01) 435 5255. Pres & Gen Mgr Heinz Herschmann.
Int'l firms represented: Adastra Musik, Kunzelmann, Melo Musik (all Switzerland), Kunzelmann (Germany)
Int'l rep.: Germany, Switzerland (both Kunzelmann)

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October Music Ltd , see Carlin

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Off the Wall, see Island

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Old New Wave Music, see OK Wave.

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Int'l firms represented: Black Coffee, Crazy Cajun, Lady Jane, Olofsong, Prophecy (all USA)
Int'l reps.: Benelux (Basart), France (Carrere), Scandinavia (Intersong).

Olrac Songs, see Asterisk

Ondra Music, 62 The Chase, London SW4 Tel (01) 404 5011 Mng Dir John Owen Williams

100 K Music Ltd , September Sound Studios, 38 Knowl Rd , Golcar, Huddersfield, West Yorks. HD7 4AN Tel: (0484) 658895 Dir & Sec'y Denis Gallivan

One Note Music, see Asterisk

Openchoice Ltd , see Fresh Air

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P C Music, see Margaret Brace

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Int'l reps.: Australasia (Festival), Austria (Roba), Belgium (Hans Kusters), Brazil (Fermata), Far East (Intersong in Hong Kong), France (Panache), Germany (Roba), Greece (Intersong), Italy (RCA), Japan (GP), Luxembourg (Hans Kuster), Netherlands (Nada), Switzerland (Roba)

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Int'l reps.: Australia (Essex), Austria (Siegel), Belgium (Hans Kuster), Canada (Irving/Almo), France (Claude Pascal), Germany (Siegel), Italy (Ariston), Japan (Pacific), Netherlands (Nada), New Zealand (Essex), Scandinavia (Sweden), Switzerland (Siegel), USA (Irving/Almo), rest of world (April)

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Parchment Music, see Coronation

Pastiche Music, see Ocean

Pearl Music, see Margaret Brace

Pedro Music Ltd , see Carlin

Peer Southern Org , see Southern.

Peers Music Ltd , 6 Oenmark Pl , London WC2 Tel (01) 836 6699 Dir Kay O'Dwyer

Pelican Music, see Munnycroft

Pendulum Music, 11 Cross Keys Close, London W1M 5FY Tel (01) 486 0596 Telex 23733 Mng Dir Johnny Stirling, Mng Dir Stuart Newton (Affiliated with Warner Bros.)

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Pennine Songs (PRS), see Marksmen

Perfect Music Ltd , see Performance

Performance Music Ltd , Shepperton Studio Centre, Shepperton, Middx Tel (09328) 66531 Telex 929416 Mng Dir David Paramor.

Scott Perry Songs Ltd (MCPS, PRS), see MGL.

Peterman & Co. Ltd., see Carlin

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Int'l reps.: Worldwide (Chappell) excluding Germany (Magazine), USA (MCA)

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Pink Floyd Music Publ'rs Ltd (PRS), 69 New Bond St , London W1Y 9DE Tel (01) 408 1788 Telex 263226 Mng Dir Peter Barnes

Pipe Music, see Cherry Red

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Int'l reps.: Worldwide (Leosong Copyright Serv. Bureau).

Point Music Ltd , The Point, 9 Eccleston St , London SW1 Tel (01) 730 4201/9777 Mng Dir Rupert Merton
Int'l rep.: Germany (Francis Day & Hunter)

Polyphone Music Co Ltd (MCPS), see Arcadia

Porpoise Music, see Island

George Porter Music, see Margaret Brace

Posh Music Ltd., 31 Kings Rd., London SW3 Tel (01) 730 9461 Telex 913804. Mng Dir John B Sherry

Power Music Prod'ns, 11A Sharpleshall St , London NW1 Tel (01) 586 7746 Mng. Dir & Prof Mgr Kate Hudson; Gen Mgr John Hudson.

Prestige Music Ltd , 48 Grafton Way, London W1P 5LB Tel: (01) 388 7653 Cable: MARQUISMUS Telex 298976 Mng Dir John Spalding, Gen Mgr Carole Broughton, Prof. Mgr Howard Huntridge
Int'l firms represented: Aisha, Cireco, Johen, Jondora, Mumbi, Myrtle Monroe, Orpheum, Parker, Prestige, Tru Sound (all USA)

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Int'l rep.: Austria, Germany, Switzerland (all Schmolzi & Slezak in Germany)

Alan Price Music Ltd , see Carlin

Pulse Music, 11 Woodfield Gardens, Leigh-on Sea Tel (0702) 72294 Mng Dir Dave Lawrence

Quartet Music Ltd , see Carlin

R A K Publ'g Ltd., 42 48 Charlbert St , London NW8 Tel (01) 586-2012 Dir David Most, Gen Mgr Ron Maddison
Int'l reps.: Argentina (Melograf), Australia (Castle), Czechoslovakia (Supraphon), France (Baboo), Germany (Melodie der Welt), Hong Kong (Burlington Palace), Israel (April), Italy (Ed Musicali Melodie), Japan (Toshiba), South Africa (Music Publ'g Co), Spain (EGO), Sweden (Sweden Music), USA (Finchley)

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Radioactive Music Ltd., see Cherry Music.

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Raymar Music Co., see Valentine.

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Red Sounds Publ'g, see Rascal.

Red Stripe Music, see Sonet.

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Int'l reps.: Australia (Castle), Brazil (Itaipu), Germany (Accord), Mexico (Beechwood).

Richtrick Music Co., see Valentine.

Riderwood Ltd., see Carlin.

Riding Light Music Co., see Valentine.

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Domestic firms represented internationally: Dump (Australia), Heathwave (Canada, USA), Quarry (Australia).
Int'l firms represented: Avir (USA), BRM (Australia), Cushing Murray (USA), HG (USA), Riva (USA).
Int'l reps.: Australasia (Rondor), Austria (Discoton), Benelux (Warner Bros.), Canada (Riva, HG), Far East (Arrow), France (Panache), Germany (Discoton), Greece (Grecophon), Italy (Franton), Japan (Arrow), Scandinavia (Warner Bros.), South Africa (Musicpiece), Spain (RCA), Switzerland (Discoton), USA (Riva, HG).

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Int'l firms represented: Lawson-Gould (USA), Leslie (Canada), Paul Price (USA), Waterloo (Canada).
Int'l reps.: Canada (Boosey & Hawkes), South Africa (SA), USA (Theodore Presser).

Tony Roberts Music, 62 Pall Mall, London SW1. Tel: (01) 930-1105. Telex: 893259. Mng. Dir.: Tony Roberts. (Also see Chameleon).
Int'l rep.: USA (Tony Roberts).

Robot Music Ltd., see Panache.

Rock Artistes Music Publ'g Ltd., 2 Unwin Mansions, Queens Club Gardens, London W14 9TH. Tel: (01) 385-3759. Gen. Mgr.: Michael Walsh. (Also see Lip Servs.)
Int'l reps.: Australia (Albert & Son), Austria (Intersong), Belgium (Hans Kusters), Canada (April Blackwood), Europe (April Blackwood), Germany (Intersong), Japan (April Blackwood), Luxembourg (Hans Kusters), Netherlands (New Dayglow), New Zealand (Albert & Son), Switzerland (Intersong), USA (April Blackwood), rest of world (April Blackwood).

Rockbottom Music Ltd., see RMD.

Rocket Publ'g, 104 Lancaster Gate, London W2 3NT. Tel: (01) 258-3585. Telex: 265870. Mng. Dir.: Jim Doyle.
Int'l firms represented: Alrac/Watt Works, British Rocket, Newton House, Rocket Songs (all USA).

Rockin' Music, 3 Kentish Town Rd., London NW1. Tel: (01) 267-5192. Telex: 893805. Joint Mng. Dirs.: Trevor Churchill, Ted Carroll.
Int'l firms represented: Charlie Fitch (USA), Leon Rene (USA).
Int'l reps.: Australia (Warner Bros.), Austria (Chappell), Benelux (Nada), Canada (Complacent Toonz), France (Claude Pascal), Germany (Chappell), Italy (Ricordi), Japan (Intersong), New Zealand (Warner Bros.), Scandinavia (Sonet), South Africa (Musicpiece) Spain (Quiroga-Penta), Switzerland (Chappell), USA (Complacent Toonz).

Rock Music Co. Ltd. (PRS), 69 New Bond St., London W1Y 9DE. Tel: (01) 408-1788. Telex: 263226. Mng. Dir.: Peter Barnes.

Rollercoaster Music, see Asterisk.

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Int'l rep.: Worldwide (Rondelet).

Rondercrest, 17 Queensway, Dunstable, Beds. LU5 4ET. Tel: (0582) 62325.

Rondor Music (London) Ltd., Rondor House, 10a Parsons Green, London SW6 4TW. Tel: (01) 731-4161. Cable: RONDORLDN. Telex: 8951674. Mng. Dir.: Bob Grace.
Home office: USA.
Int'l firms represented: Almo, Arnas, David Batteau, Bitchin Guy, Blue Harbor (USA), Braintree, Charleville, Clams Casino (USA), Clean Sheets, Doors, Dovan (USA), Down in Dixie (USA), Excessive (USA), Face the Music (USA), John Farrar (USA), Foghorn (USA), Frettssongs, Hendricks, Hollenbeck, Iodine (USA), Iska, Irving, Jasperilla, Jowcol, Miles Ahead, Miyako, Modern American, Mulatto, Nefertiti, Porchester, Rosy, Saggifire, Tangerine, Vanas (USA), Walkin' Fish, Weather Report, X-Ray.
Int'l reps.: Australia (Rondor), Belgium (Universal), Brazil (ITAIPU), Canada (Irving/Almo), Chile (Sochem), Czechoslovakia (Dpus), France (Pathe Marconi), Germany (Global), Greece (Blackwood), Hong Kong (Pathe), Italy (RCA), Japan (Pacific), Mexico (Beechwood), Netherlands (Universal), Portugal (Valentim de Carvalho), South Africa (Music Publ'g Co.), Spain (RCA), Sweden (Sweden Music), USA (Irving/Almo).

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Roundabout Music Ltd., 9 Hillgate St., London W8 7SP. Tel: (01) 727-2791. Telex: 25728. Chief Exec.: Pat Fairley.

Adrian Rudge Music, 38 North Row, London W1. Tel: (01) 491-3175. Telex: 23840. Dir.: Adrian Rudge.
Int'l firms represented: Mike Corbin (USA), Warbride (USA).

Rush Music Ltd., see Kassner.

Rydim, see Island.

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St. Annes Music Ltd., Kennedy House, Stamford St., Altrincham, Cheshire. Tel: (061) 941-5151. Cable: KENTESH. Telex: 666255. Dirs.: Danny Betesh, Harvey Lisberg, Ric Dixon.
Int'l firms represented: Razzle Dazzle Music (USA), Teddy Randazzo (USA).
Int'l reps.: Albania, Austria, Bulgaria, Czechoslovakia, Germany, Greece, Hungary, Poland, Romania, Switzerland, Turkey, USSR (all Francis Day & Hunter in Germany); Australia, New Zealand, British Solomon Islands, Christmas Island, Ellice Island, Fiji Islands, Gilbert Island, Nauru, New Guinea, New Hebrides, Norfolk Island, Tonga Island, Western Samoa (all Essex in Australia); Belgium (Intersong Primavera), Canada (Man-Ken), France (Alto), Japan (Pacific), Luxembourg (Intersong Primavera in Belgium), Netherlands (Intersong Basart), Portugal (Canciones del Mundo), Scandinavia (Sweden), Spain (Canciones del Mundo), USA (Man-Ken).

St. Gregory Publ'g Co., 64 Pineheath Rd., High Kelling, Holt, Norfolk NR25 6RH. Tel: Holt 2288.

Sally Music Co. Ltd., see Valentine.

Sam Songs Ltd., see Carlin.

Sarah Music, 9A Hallcroft Ln., Copman Thorpe, York. Tel: (0904) 703-401, 797-090. Mng. Dir.: Mal Spence; Gen. Mgr.: Dave Leaper. (Affiliated with Chappell)
Int'l firm represented: Tin Pan Alley (Australia).
Int'l rep.: Worldwide (Chappell).

Sarm Songs, Osborn House, 9-13 Osborn St., London E1 6TD. Tel: (01) 247-1311. Mng. Dir.: John Sinclair; Gen. Mgr.: Jill Sinclair.
Int'l rep.: Germany (Siegel).

Satellite Music Ltd., see Performance.

Satril Music Ltd., (div. of Henry Hadaway Drg.), Satril House, 444 Finchley Rd., London NW2 2HY. Tel: (01) 435-8063. Cable: SATRILREC. Telex: 261331. Mng. Dir.: Henry Hadaway; Gen. Mgr.: Paul Hodsman; Prof. Mgr.: Tony Todd.
Int'l reps.: Brazil (Top Tape), France (Claude Pascal), Israel (April), Italy (Curci), Netherlands (Step One), Norway (Talent), Sweden (SDS).

Sava Music, see Satril.

Saydisc Recs., The Barton, Inglestone Common, Badminton, Glos. GL9 1BX. Tel: (045424) 266. Chief Execs.: Gef & Genny Lucena.

Schaeffers-Kassner Music Ltd., see Kassner.

Richard Schauer (PRS), Lyra House, 67 Belsize Ln., London NW3 5AX. Tel: (01) 794-8038. Mng. Dir.: Irene Retford.
Int'l firms represented: Musicus, E.C. Schirmer (both USA): Scherzando (Belgium).
Int'l rep.: USA (Associated Music Publ'rs).

G. Schirmer Ltd. (MCPS, PRS), 140 Strand, London WC2R 1HG. Tel: (01) 836-4011. Chief Exec. & Gen. Mgr.: Julian Mitchell-Dawson.

Scotus Music Publ'ns Ltd. (PRS, MCPS, MRS, PPL), 28 Dalrymple Crescent, Edinburgh, Scotland EH9 2NX. Tel: (031) 667-3633. Cable: MUSICA VIVA Mng. Dir.: James Douglas.
Int'l firms represented: Finnish Music Information Centre (Finland), PWM—Bacewicz & Block only (Poland).

Seabreeze Music Ltd., 25 Newman St., London W1P 3HA. Tel: (01) 323-1272. Mng. Dir.: John Coletta; Prof. Mgr.: R. Moger. (Affiliated with Warner Bros.)

Sea Dream Music, 28 Earlham Grove, Forest Gate, London E7 9AW. Tel: (01) 534-8500. Senior Partner & Gen. Mgr.: Simon Law.
Int'l firm represented: Ernvik (Sweden).
Int'l rep.: Sweden (Ernvik).

Sea Horse Music Publ'g, 2 Lambolle Pl., London NW3. Tel: (01) 435-7765. Dirs.: Teddy A Ruster, Allan Austin.

Secret Music Ltd., 52-A Princess St., Luton, Beds. Tel: Luton 32219. Mng. Dir.: Martin Hookes; Sales Dir.: Roger Brunton.

Sidney A. Seidenberg Music Ltd., see Carlin.

Semprini Music Ltd., see Carlin.

Sentinel Music, Paul, Penzance, Cornwall. Tel: (0736) 73246. Telex: 45143 Ref. SEN. Ref. 111. Chief Exec. & Gen. Mgr.: Job Morris; Sec'y: Irene Morris.

September Music Ltd. (MCPS), 209 Denby Dale Rd., Wakefield, Yorks. WF2 7AJ. Tel: (0924) 79589. Chm.: James Fowley; Gen. Mgr.: J. Lees.

Sesame Songs Ltd., 70 Kingston Rd., Leatherhead, Surrey. Tel: (03723) Leatherhead 79444. Telex: 24637. Chief Execs.: Mike Cobb, Nigel Gray.
Int'l firm represented: Angela (South Africa).
Int'l rep.: South Africa (Angela).

77 Music, 77 Charing Cross Rd., London WC2H 0AA. Tel: (01) 437-4197. Owner: D.A. Dobell.

Seven Music, see Aura.

Seven Seven Music Ltd., see Chandos.

Shadamm Music Ltd., see Carlin.

Shadows Music Ltd., see Carlin.

Cyril Shane Drg., 14 New Burlington St., London W1X 2LR. Tel: (01) 734-3251. Telex: 267488. Pres.: Cyril Shane.
Int'l firms represented: Aliben, Brother Hubbard, Broude/Bregman, Cashew, Fat Zach, Flix Int'l, Hexachord, House of Sham, Hubtones, Jadber, Ruzamu, Skinny Zach, Spiral, Stevarim, Thunderclap, Wedge (all USA).
Int'l reps.: Australasia (Allans), Austria (Melodie der Welt), Far East (Pathe), Germany (Melodie der Welt), Scandinavia (EMI), South Africa (Gallo), Switzerland (Melodie der Welt).

Shanghai Music Ltd. (MCPS, PRS), see Pilot.

Shanna Music, see Carlin.

Shapiro, Bernstein & Co. Ltd., 184/186 Regent St., London W1R 5DF. Tel: (01) 439-7731. Cable: BERNSTEIN. Telex: 27557. Chief Exec.: Mike Fletcher.
Int'l firms represented: Camelback Mountain, Glad, Newcomer, Painted Desert, Ponderosa, Shapiro Bernstein, Skidmore, Yuma (all USA).
Int'l reps.: Australasia (Wallaby), Japan (Shinko).

Sheaf Music Ltd., 184 Regent St., Suite 308/9, London W1. Tel: (01) 734-2088. Chief Exec.: David Apps.
Int'l rep.: Canada, USA (both Mayflower).

Sheet Music Publ'g, 29 Riding House St., London W1. Tel: (01) 637-9099. Chief Exec.: P.J. Scally; Gen. Mgr.: B. Levene.
Int'l firm represented: IntoMusic (Ireland).
Int'l reps.: Australia (Jenny G.C. Young), France (Mirielle Perraudin), Ireland (William A. Crowley), Jersey (L.A. Scally), USA (Linda Mark).

Shelley Music Ltd., see Margaret Brace.

Sherwood Recs. Ltd., 95 Elm Park Gardens, Suite 31, Chelsea, London SW10 9QE. Tel: (01) 352-6486. Telex: 922488/155. Chm.: John Norwell; Mgr.: Stephen Jensen; Prof. Mgr.: Peter Simpson.
Int'l firms represented: Climax (USA), JSN (USA), Tassenberg (Germany).
Int'l rep.: USA (JSN).

Shirley Music Ltd., see Margaret Brace.

Showcase, see Valentine.

Signalgrade, see Island.

Silver Hammer Music, 193 Rose Ln., Mossley Hill, Liverpool L18 5EA. Tel: (051) 724-5612/4553. Mng. Dir.: John Milton; Gen. Mgr.: Jackie Maxwell.

Simbar Music, see Carlin.

Singatune Publ'g, 63 Grosvenor St., London W1. Tel: (01) 493-7831. Cable WEDGE. Telex: 261466. Mng. Dir.: A.M. Gordon.

Singspiration Inc., 28 George IV Bridge, Edinburgh 1, Scotland. Tel: (031) 225-4816. Partner: T.C. Danson-Smith.

Skerryrock Ltd., see Island.

Slamina Music Ltd., see Carlin.

Sledge Music Ltd., see Carlin.

Sli Music, see Asterisk.

Small Wonder Music Ltd., 162 Hoe St., London E17. Tel: (01) 520-5036. Chief Execs.: Pete & Mari Stennett.

Smash Bros., see Island.

Smash Music, see Light.

R. Smith & Co. Ltd., Paramount Ind'l Estate, Unit 2, Sandown Rd., Watford, Herts. Tel: Watford 34146. Mng. Dir.: Geoffrey Brand.
Int'l firm represented: Bourne (USA).

Smooth Music Ltd., see Carlin.

Snapper Songs, see Asterisk.

Snibo Music Ltd.—Execs.: Del Taylor, Stephen Parsons—see Monsoon.

Softrock Music Ltd., see Songwriters Workshop.

Soho Recs., 39 Hereford Rd., London W2. Tel: (01) 229-8911. Mng. Dirs.: S. Brennan, P. Gaston.

Some Bizzare, see Dead Good.

Sonet Recs. & Publ'g, 121 Ledbury Rd., London W11 2AQ. Tel: (01) 229-7267. Cable: SONETMUSIC. Telex: 25793. Mng. Dir.: Rodney Buckle; Gen. & Prof. Mgr.: Alan Whaley.
Int'l firms represented: Andsome, Audophone, Avalon, Bad Boy, Barren County, La Bonne Musique, Chu Fin, Crawdad, Dildoug, Emile, Eyeball, Fay Fay, Green Isle, Green Owl, Happy Valley, John Hartford, Heavy Traffic, Hodolog, Joliet, Kicking Mule, Augie Meyers, Neil, Olwen, Piccolo, Rockin' Dopsie, Rolin, Round Wound Sound, Douglas Sahm, Shelby Singleton, Skyview, SonDick, Stainless, Stone County, Terrapin, Texas Rec., George Thorogood, Toad Hall, Tortoise, Wall to Wall, Western Head (all USA); Hank C. Burnette, John's Music, Sonet (all Sweden); (part representation) Delphine (France), Flat Town (USA), Hazel (Jamaica), Jamil (USA), Tailormade (USA), Whitewing (USA).
Int'l reps.: Austria (Manito), France (Louis III), Germany (Manito), Italy (Tiber), Netherlands (Sonet), Scandinavia (Sonet), Spain (Notas Magicas), Switzerland (Manito), USA (Emile, Stainless).

Song Music Publ'g Ltd., 101 St. Johns Hill, London SW11. Tel: (01) 228-0597. Mng. Dir.: Frank Sansom.

Songs for Today Ltd. (Incorporating Florida Music Co.), PO Box 130, Hove, East Sussex BN3 6QU. Tel: (0273) 550088. Cable: KRUGERENTS. Telex: 877050. Chm.: Jeffrey Kruger; Pres.: Howard Kruger; Copyright & Licensing: Margaret Brace.
Int'l branch: USA.
Int'l firms represented: Fourth House, Fresh Memory, GlenTan, Hillbrow, Kenwood, Otis, Po-Wee, Seventh Son, Sublime.

Songwriters Workshop Ltd., 53 Brompton Rd., London SW3. Tel: (01) 589-7434. Chm.: Mel Morris; Gen. & Prof. Mgr.: Tim Hollier
Int'l rep.: Europe (Intersong).

Soundcare Music, see Rascal.

Sound Diagrams (MCPS, PRS), 3/4 E. Norton Pl., Abbeyhill, Edinburgh, Scotland EH7 5DR. Tel: (031) 661-5811. Mng. Dir.: Bob Last; Gen. Mgr.: Hilary M. Morrison; Sales Mgr.: Simon Best.

Southern Music Publ'g Co. Ltd., 8 Denmark St., London WC2H 8LT. Tel: (01) 836-4524. Cable: SDUTH-MUSIC. Dirs.: T.F. Ward, Monique & Ralph (II) Peer, D.R. King; Prof. Mgr.: Marjorie Murray.
Home office: USA, Southern Music Publ'g Co. Inc.

South of Jupiter Music Ltd., see Carlin.

Southstrand Music Ltd., 6 Holland Park, Basement Apt., London W11. Tel: (01) 229-0663. Mng. Dir.: Paul K. Walden. (Also see Flash)

Spade Songs, see Asterisk.

Spaniel Music Ltd., Dockens Water, Blashford, Ringwood, Hamts. Tel: (04254) 2645. Dir.: P. Goodhand-Tait.
Int'l firms represented: Australia (Sundowner), Coburn (New Zealand).
Int'l reps.: Australia (Coburn/Sundowner), Austria (Siegel), Benelux (Universal Songs), France (Chappell), Germany (Siegel), Italy (Chappell), Japan (Chappell), New Zealand (Coburn/Sundowner), Scandinavia (Chappell), Switzerland (Siegel), USA (Chappell).

Sparta Florida Music Group Ltd., Carlton Tower Pl., Suite 4, Sloane St., London SW1X 9PZ. Tel: (01) 235-0168. Cable: HALMUSIC. Telex: 8956057. Chm.: Hal Shaper; Gen. Mgr.: Mike Berry.
Int'l reps.: Canada (Gemrod), Europe (Sparta Florida in the Netherlands), Germany (Intro), Japan (Taiyo), Spain (RCA), USA (Gemrod.)

Spectacle Music, 11 Connaught Pl., London W2. Tel: (01) 258-0077. Mng. Dir.: Ms. Saffron Summerfield.

Sphemusations, 12 Northfield Rd., Onehouse, Stowmarket, Suffolk IP14 3HF. Tel: (04492) 3388. Chief Exec.: James Butt.

Spider Music, see Margaret Brace.

Spriguns Music Ltd., see Carlin.

Springer Music, see Spaniel.

Springpark Music Ltd., 5 Marston Close, Swiss Cottage, London NW6 4EV. Tel: (01) 328-7676. Mng. Dir.: Ray Davies.
Int'l reps.: Benelux (Kluger Int'l), Canada (Franklyn Boyd), Germany (Melodie Der Welt), USA (Franklyn Boyd).

Springthyme Music, Balmalcolm House, Balmalcolm, Kingskettle, Fife KY7 7TJ. Tel: (0337) Ladybank 30773. Dir.: Peter Shepheard.

Stable Music, 4 Chalcot Rd., London NW1.

Stage Coach Music, 15 Claremont Rd., Westcliff-on-Sea SSO 7DX. Tel: (0702) 43464. Telex: 24224 Ref. 181. Mng. Dirs.: Barry Collings, Cyril Wayne.
Int'l rep.: Mexico, Portugal, Spain (all Quiroga).

Stage One Music (PRS), 14 Sebert Rd., London E7 0NQ. Tel: (01) 534-5472. Chief Exec.: John Bassett.

Stagestruck (Music Publ'g) Ltd., 57 Duke St., Grosvenor Square, London W1. Tel: (01) 493-5015. Cable: STAGESTRUCK. Chm & Mng. Dir.: Simon Caplan; Dirs.: Terry James, Neil Shestobal. (Also see Leosong)
Int'l reps.: Australia (Mathews Copyright Bureau), Brazil (Copyright Serv. Bureau); USA (Copyright Serv. Bureau.)

Stainer & Bell Ltd., 82 High Rd., East Finchley, London N2 9PW. Tel: (01) 444-9135. Mng. Dir.: Bernard A. Braley.
Int'l rep.: USA (Galaxy).

Stallion Music, 76 Roebuck House, Palace St., London SW1. Tel: (01) 828-0227/8260. Mng. Dir.: J. Toogood. (Also see Metal)

Standard Music, 21 Poland St., London W1. Tel: (01) 437-2402. Telex: 22701. Promos. Mgr.: Laura Beedle. (Also see Essex)

Stanmore Music, see Margaret Brace.

Stanza Music, 11 Victor Rd., Harrow, Middx. HA2 6PT. Tel: (01) 863-2717. Mng. Dir.: W.M. Ashton.
Int'l rep.: USA (Kendor—selected titles).

State Music Ltd., 26/27 Castlereagh St., London W1H 5YR. Tel: (01) 402-2191. Telex: 25740. Mng. Dir.: Wayne Bickerton; Copyright & Royalty Mgr.: Bert Bullen.
Int'l reps.: Australia (Essex), Austria (Intro Meisel), Benelux (Nada), France (Claude Pascal), Germany (Intro Meisel), Switzerland (Intro Meisel).

Stave & Nickelodeon Music Ltd., 51 Kilmaine Rd., London SW6. Tel: (01) 385-2470. Mng. Dir.: Nichola Martin; Prof. Mgr.: Steve Glen. (Affiliated with RAK)
Int'l reps.: Austria, Germany & Switzerland (April); rest of world (Intersong).

John Stedman Music Publ'g (MCPS, PRS), 112 Sunny Gardens Rd., London NW4. Tel: (01) 203-1324. Mng. Dir.: John Stedman.
Int'l firms represented: Goodie Train, Prolific, Rogerman, Sundown (all USA).

Steel City Music, 19 S. Gallery, Exchange St., Sheffield. Tel: (0742) 23366. Mng. Dir.: Peter Martin.

Steinar Music, see Songwriters Workshop.

Step-Forward Music, see Illegal.

Miriam Rose Stern Agency Inc., 14 New Burlington St., London W1X 2LR Tel: (01) 734-3251.
Home office: USA
Note: Corporation representing heirs of songwriters, administering reversionary rights emanating from United Kingdom, Canada, Australasia, Ireland, Republic of South Africa.

Stink Horn Music, see Asterisk.

Stickysongs, Huntsman's Cottage, Kennel Ln., Windlesham, Surrey Tel: (0276) 72132. Mng. Dir.: Peter Gosling.

Storm Music, 133 Park Rd., Blackpool FY1 4ET. Tel: (0253) 27357. Owner: Wayne Paulo; Gen. Mgr.: Estelle Paulo.

Stratsongs Ltd., see Carlin.

Strawberry M Ltd., see Sonet.

Street Corner Music, 33 Portland Rd., Holland Park, London W11 4LH. Tel: (01) 299-9631. Dir.: Ken Street.
Int'l firms represented: Blue Lake (USA), Creative (USA), Hammer (Germany), Lorrville (USA), MA (Scandinavia), Mason Jar (USA), Musik Avenue (Germany), Streeterville (USA), Terrace (USA).
Int'l reps.: France (Panache), Germany (Hammer), Scandinavia (MA).

Street Music Ltd. (PRS), 165/7 Willesden High Rd., London NW10 2SG. Tel: (01) 451-3044. Telex: 919884. Dirs.: Clive Calder, Dave Robinson; Gen. Mgr.: Jan Garner; Prof. Mgr.: Steven R. Howard.
Int'l reps.: Australia (Mushroom), Austria (Melodie Der Welt), Belgium (Nada), Canada (Morning), France (Scorpio), Germany (Melodie Der Welt), Italy (RCA), Japan (Pacific), Netherlands (Nada), New Zealand (Mushroom), South Africa (Musicpiece), Spain (RCA), Switzerland (Melodie Der Welt), USA (Participation).

Street Tunes Ltd., 45 Barrington Court, Colney Hatch Ln., Muswell Hill, London N10. Tel: (01) 883-0775. Mng. Dir. & Gen. Mgr.: John Glover; Prof. Mgr.: Steve Rowles.
Int'l rep.: Australia (Matthews).

Strike Music, 1 Long Acre, Covent Garden, London WC2. Tel: (01) 836-0555. Mng. Dir.: Carole Striker. (Affiliated with Rondor)
Int'l firm represented: Tuff Turkey Toons (USA).
Int'l rep.: USA (Tuff Turkey Toons).

Stripe Music, see Rascal.

Studio G (PRS), Ridgway House, Great Brington, Northampton. Tel: (060125) 511. Mng. Dir.: John Gale.
Int'l firms represented: Roland Kluger (Belgium), Omnimusic (USA), Parry (Canada).

Studio Music Co., 77/79 Dudden Hill Ln., London NW10 1BD. Tel: (01) 459-6194. Owner: Stan Kitchen.

Success Music Ltd., see Kassner.

Summit Music Ltd., 38 North Row, London W1. Tel: (01) 499-2014. Mng. Dir.: Charles Peate; Gen. Mgr.: Clive Scott.
Int'l reps.: Canada (Gong Dimension), Scandinavia (Air), USA (Gong Dimension).

Sunburst Recs. Ltd., 25 Newman St., London W1. Tel: (01) 323-1272. Dirs. John Coletta, Andrew Tribe.

Sunbury Music Ltd. (PRS), 155-157 Oxford St., London W1. Tel: (01) 437-2468. Telex: 910829. Mng. Dir.: John Merritt; Admin. Mgr.: Grant Goodchild.
Int'l firms represented: Andustin (USA), Antisia (USA), Chess (USA), Cyclus (Germany), EDIM (Mexico), GW Jr. (USA), Global (Japan), Bobby Goldsboro (USA), House of Gold (USA), Kidada/Rashida (USA), Koppelman-Bandier (USA), Metal Machine, Oakfield Avenue, Pi-Gem (USA), RCA (Brazil, France, Italy, Spain), Relay (Argentina), Roz-Tense (USA), Rust (USA), Schwartz (USA), Sunbury Dunbar (Canada).
Int'l reps.: Argentina (Relay), Belgium (Universal Songs), Brazil (RCA-Victor), Canada (Sunbury Dunbar), France (RCA), Germany (Cyclus), Hong Kong (Burlington-Palace), Italy (RCA), Japan (Global), Mexico (EDIM), Netherlands (Universal Songs), Scandinavia (Sonet), Singapore (Burlington-Palace), South Africa (Gallo), Spain (RCA).

Sunlight Music Prod'ns Ltd., 51 Maida Vale, London W9 1SJ. Tel: (01) 289-3366. Chief Exec.: Jimmy Duncan; Gen. Mgr.: Monique Dahlmann.

Sun-Pacific Music (London) Ltd., PO Box 78, London SE19. Tel: (01) 653-8457. Cable: TREBLIG. Mng. Dir.: Gilbert Gibson; Gen. Mgr.: Alyson Bray; Prof. Mgr.: Graham Tucker.
Int'l firms represented: Black Stave (USA), Gold Stave (USA), Main Stave (USA), Sun-Pacific (South Africa).
Int'l reps.: South Africa (Sun-Pacific), USA (Main Stave).

Sunset Music, The Music Works, 23 Benwell Rd., London N7. Tel: (01) 609-1377. Mng. Dir.: Kevin Wyatt-Lown.

Sun Valley Songs, 23 Denmark Pl., London WC2H 8NL. Tel: (01) 836-7148.
Int'l firm represented: Derby (USA).

Supersongs Ltd., see Carlin.

Surefire Music Ltd., 10 Maddox St., London W1. Tel: (01) 499-5887. Mng. Dir.: Chris Arnold; Gen. Mgr.: Lamona Snow; Prof. & Int'l Mgr.: Miss Nicky Hodder.
Int'l rep.: Austria, Germany, Netherlands, Switzerland (all Rolf Budde).

Sutton Sound Ltd., (MCPS), 80 Queensway, London W2 3RL. Tel: (01) 262-9066. Chm.: Ivan Sutton; Gen. Mgr.: Mark Sutton.

Swamp Music, 6 Chieveley Mews, London Rd., Sunningdale, Berks. SL5 0VD. Tel: (0990) 26425, 20342. Mng. Dirs.: Bob & John Hardman.

Swan & Co. (Music Publ'rs) Ltd. (MCPS), see Arcadia.

Swansong Music Ltd., see Carlin.

Sweet 'N' Sour Songs, (PRS), 42 Manchester St., London W1. Tel: (01) 486-6141. Dirs.: Anthony Edwards, John A. Craig.
Int'l reps.: Austria (Gerig), Belgium (Universal Songs), France (Panache), Germany (Gerig), Netherlands (Universal Songs), Scandinavia (Sonet), Switzerland (Gerig).

Sweet Publ'g Ltd., see Carlin.

Swishdale, see State.

Symbolic Music Publ'g Ltd., see Margaret Brace.

Symetric Music, 1 Melville Rd., Edgbaston, Birmingham 16. Tel: (021) 454-4666. Chief Exec.: Karel Beer; Gen. Mgr.: Eugen Beer.

Sympathy Music Ltd., see Carlin.

T M Music Ltd., see Carlin.

T R O Essex Music Ltd., see Leeds.

Tabitha Music Ltd., 39 Cordery Rd., St. Thomas, Exeter EX2 9DJ. Tel: (0392) 79914. Mng. Dir.: Graham Sclater; Gen. Mgr.: Denise Sclater.
Int'l firm represented: Sound of Scandinavia (Sweden).
Int'l rep.: Spain (Monserrat).

Tangent Music Ltd., 176a Holland Rd., London W14 8AH Tel: (01) 603-0893.

Tank Music, see Morecut.

Tanspan, see Asterisk.

Tarot Music Ltd., see Carlin.

Tartan Music Ltd. (PRS), see Riva.

Tatham Music, see Margaret Brace.

Teenage Heaven, see Carlin.

Teleny Music Ltd., see Miriamusic.

Tembo Music, 50 Regents Park Rd., London NW1 7SX. Tel: (01) 586-5591. Telex: 299220. Gen. Mgrs.: Roger Whittaker, Irene Collins.

Alan Tew (Music) Ltd., Bushy, Tye Green, Cressing, Braintree, Essex CM7 8HU. Tel: (0376) 23860. Chief Exec.: Alan Tew.

Thames Publ'g, 14 Barlby Rd., London W10 6AR. Tel: (01) 969-3579. Publ'g Mgr.: John Bishop.

Thank You Music, Lottbridge Drove, Eastbourne, East Sussex BN23 6NT. Tel: (0323) 27454. Mng. Dir.: Geoffrey Ronald Shearn.
Intl firm represented: Star Song (USA).

Therapy Music, see Carlin.

Third Kind Recs. Ltd., 11 Seaton Rd., Easton, Bristol BS5 6BH Tel: (0272) 511523, 550293. Chief Exec.: Ronald Green.

Throat Music Ltd., see RSO.

Tincabell Music Ltd., 37 Soho Square, London W1. Tel: (01) 439-8971. Telex: 24327. Mng. Dir.: Dick Leahy; Prof. Mgr.: Leslie Turnbull.

Tinderbox Music (PRS), see Marksmen.

Titannicus Ltd., see Carlin.

David Toff Music Publ'g Co. Ltd., see Margaret Brace.

Tollak Music Co. Ltd., see Carlin.

Tollie Music Ltd., see Carlin.

Too Much Music Ltd., see Performance.

Topic Recs. (Music) Ltd., 50 Stroud Green Rd., London N4 3EF. Tel: (01) 263-6403. Chief Exec.: Tony Engle.

Torill Music, see Satril.

Towerbell Publ'g Co. Ltd., 32/4 Gondar Gardens, London NW6 1HG. Tel: (01) 794-6702. Telex: 8952387. Mng. Dir.: Robert England; Gen. Mgr.: Natasha England.

Tower Bridge Music Ltd., 1 Gledwood Dr., Hayes, Middx. Tel: (01) 573-8744. Chief Exec.: Stuart Johnson.

Train Publ'g Plan Ltd., see Carlin.

Trekfarm Ltd. (PRS), 24 Hartley Hill, Purley, Surrey. Tel: (01) 668-1051. Dirs.: Harold J. Spiro, Alan A. Freeman.

Eddie Tre-Vett Music Ltd., see Carlin.

Trial Publ'g, Mondice off High St., Acton, Sudbury, Suffolk. Tel: (07873) 77317. Mng. Dir.: Stephen Guy-Clarke. (Affiliated with EMI)

Trident Recs. Ltd./Nereus Music, see Margaret Brace.

Trio Music Co. Ltd., see Carlin.

21st Century Music, 41 Cotswold Gardens, London NW2 1QT. Tel: (01) 458-8991. Mng. Dir.: Martin Lewis.

Twist & Shout Ltd., 41 Alderbrook Rd., Suite B, Clapham South, London SW12. Tel: (01) 673-3240. Dir.: Clive Solomon; Gen. Mgr.: Steven Weeks.

Two Way Music Ltd., see Carlin.

Ultimate Music Ltd., 26 Broad Street Ave., London EC2. Tel: (01) 638-3755. Mng. Dir.: James Player; Gen. Mgr.: Tony Cummings.

United Artists Music Ltd., Mortimer House, 37/41 Mortimer St., London W1A 2JL. Tel: (01) 636-1655. Cable: UNARTISCO. Telex: 261818 Gen. Mgr.: Brian Yell.
Home office: USA
Int'l firms represented: Bar-Thel, Frandell, Liz-Bet, Primebeat, Rich-Car, Robbins, Tempo, UA Music Int'l, Unart (all USA).
Int'l reps.: Argentina (Musical-Korn Intersong), Australia (United Artists), Austria (United Artists), Belgium (United Artists), Brazil (Meridional), France (United Artists), Germany (United Artists), Hong Kong (EMI), Israel (Subar), Italy (United Artists), Japan (United Artists), Mexico (Ed. Musical Latino Americana), Netherlands (United Artists), South Africa (United Artists), Spain (Hispavox), Sweden (United Artists), Switzerland (United Artists).

United Music Publ'rs Ltd., 1 Montague St., Russell Square, London WC1B 5BS. Tel: (01) 636-5171. Cable: MUSIKNOTEN. Dirs.: Jutta Avaly, E.A. Roseman. (Also see United 2)
Int'l firms represented: Amphion (France), Bornemann (France), Chant du Monde (France), Choudens (France), Combre (France), Costallat (France), A. Cranz (Belgium, Germany), Durand (France), EFM (France), Elkan-Vogel (USA), Enoch—orchestral catalog (France), Hamelle (France), Henn (Switzerland), Heugel (France), J. Jobert (France), Alphonse Leduc (France), H. Lemoine (France), L'Oiseau-Lyre (France), Rideau-Rouge (France), Transatlantiques (France), Union Musical Espanola (Spain).
Int'l reps.: France (Transatlantiques), Scandinavia (Wilhelm Hansen), USA (Theodore Presser).

United 2 Music Ltd., 1 Montague St., Russell Square, London WC1B 5BS. Tel: (01) 636-5171. Cable: MUSIKNOTEN. (Also see United Music).

Unit Prod'ns Ltd., see Kassner.

Universal Songs Ltd., 5 Dorlcote Rd., London SW18. Tel: (01) 870-1683. Mng. Dir.: Pierre Tubbs; Prof. Mgr.: Gabi Previ.

University of Wales Press, 6 Gwennyth St., Cathays, Cardiff CF2 4YD, Wales. Tel: (0222) 31919. Dir.: John Rhys.

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Ivan Berg Assocs. (Audio Publ'g) Ltd., 35A Broadhurst Gardens, London NW6 3QT. Tel: (01) 624-7785. Mng. Dir.: Ivan Berg.

Capricorn Graphics, PO Box 1, Offerton Ind'l Estate, Hempshaw Ln., Stockport SK2 5TX. Tel: (061) 480-8241.

Caroline Exports Ltd., 56 Standard Rd., London NW10 6ES. Tel: (01) 961-2919. Cable: BUMBLEBEE. Telex: 21264. Mng. Dir.: A.T. Rose; Studio/Electronics Exec.: C. Stylianou.

Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Cable: MICRONETICS. Telex: 8813481. Gen. Mgr.: D. Dixon. (Tape only)

Cassette & Rec. Servs. Ltd., Eastcotts Rd., Bedford. Tel (0234) 56317. Mng. Dir.: P. J. Norbury; Works Dir.: P. Moore.

Clout & Baker Ltd., Chalklin Works, Parkwood Ind'l Estate, Bircholt Rd., Maidstone, Kent. Tel: (0622) 673261. Chm.: D.F. Chalklin; Sales Dir.: John Benoy; Works Dir.: Robin Burr.

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Jubilee Graphics, 101 Wardour St., London W1. Tel: (01) 437-8572.

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Steve Lane Musical & Publicity Servs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Owner: Steve Lane. Gen. Mgr.: K.C. Sear.

Lindsey's Colour Serv., 88 Teesdale St., London E2. Tel: (01) 729-5462. Mng. Dir.: Ray Mack; Sales Dir.: David Wall.

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M H G Cassettes/Warm Recs., Dailly Rd., Maybole, Ayrshire, Scotland KA19 7AX. Tel: (0655) 82200. Chm.: Mary Harrison-Goudie; Gen. & Sales Mgr.: Rui de Castro.

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Nightingale Music Ltd., Berkeley Square House, 12 Berkeley Square, London W1. Tel: (01) 491-3070. Telex: 25460. Mng. Dir.: John Gaydon.

Oakwood Rec'g Studios, 75 Strode Park Rd., Herne Bay, Kent. Tel: (02273) 4066. Mgr.: Graeme Quinton-Jones.

Porter & Pocock Assoc. Ltd., 72 Westfields Ave., London SW13 0AU. Tel: (01) 878-4366/2595. Mng. Dir.: R. Alexander Porter.

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Production Express Int'l, 19 Kynaston Rd., Bromley, Kent. Tel: (01) 857-2713. Telex: 8813831. Mng. Dir.: Bobbie Dahdi.

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Blueport Music, 81 Osborne Rd., Jesmond, Newcastle-on-Tyne NE2 2AN Tel: (0632) 816-855. Chief Exec.: Maurice Roxoff; Gen. Mgr.: Ian Gurney; Sales Mgr.: Nigel Harrison; Promos. Mgr.: Antoine Legris.

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Howard Campbell Promos., 1010 Harwood Rd., London SW6. Tel: (01) 731-6736. Chief Exec.: Howard Campbell.

Camron Design Ltd., 32 Pancras Rd., London NW1 2QP. Tel: (01) 837-8328. Dirs.: Malcolm Macdonald, Lynda Watkins, John Cameron.

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Carousel Promos., 1B St. Andrew St., Plymouth, South Devon PL1 2OH. Tel: (0752) 25781, 60293, 774-381 (evenings). Mng. Dir.: P. Simonds.

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Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd, London W2. Tel: (01) 221-5155.

Crowmotions, 51 Court Lodge Rd., Horley, Surrey. Tel: (073) 784-3932, (01) 588-8846. Chief Exec.: Jim Grahame; Sales Mgr.: Pete Kunzler; Chief Eng.: Tim Woods.

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Sams Rec. Servs. (SRS), 78 Durham Rd., London SW20. Tel: (01) 947 9000. Chief Exec. Max Wright; Gen. Mgr. Andy Titcombe, Sales Mgr.: Barry Wright, Office Mgr.: Pat Savage
Scope Recs., see Lightning.
Sea Cruise Prod'ns (UK), 35 Great Russell St., London WC1. Tel (01) 636 3925. Gen. Mgr.: Terry Waghorne.
Home office: USA.
Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, County Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex 747293 Mng. Dir.: Mervyn A Solomon; Gen. Mgr.: Les Paterson, Sales Mgr Noel A Spiller; Record & Tape Div. Mgr.: Michael H. Ross, Country Music Sales Co ord.. Betty Monteith
Simon Stable Promos., 46 Westend, Launton, Oxon. Tel: (08692) 2831. Chief Exec.: Simon Stable, Gen. Mgr. Stephanie De La Bedoyere, Sales Mgr: Daniel De La Bedoyere; Musical Dir: Fang Stable.
Peter Summerfield Int'l Ltd., 19 Upper Brook St., London W1 Tel: (01) 409 3277. Telex: 267310. Mng. Dir Peter Summerfield
Supermusic Ltd., 9A Hallcroft Ln, Copmanthorpe, York YO2 3SU. Tel: (0904) 703401, 797090. Mgn Dir: Mal Spence; Gen Mgr.. Dave Leaper; Sales Mgr Al Martin
T R J, see T. Richard Johnson.
Target Promos., The Studio, 1 Bensham Ln, Croydon, Surrey CR0 2RU Tel. (01) 689-6141. Chief Execs A.T Gregory, L J Adams.
21st Century Leisure Ltd, 41 Cotswold Gardens, London NW2 1QT Tel (01) 458-8991. Mng. Dir Martin Lewis.
Vinyl Dreams, Corporation St, Birmingham City Centre Dir John Regan
Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1 Tel (01) 439-4313. Dir: M.J Sutton, Gen. & Sales Mgr Christie Gillingham
Waxie Maxie Publicity, 284 Derinton Rd, London SW17 Tel (01) 672 6918 Mng. Dir Max Needham, Sec'y Ursula Needham

Jeff Wayne Music (Advertising) Ltd, Oliver House, 8/9 Ivor Pl, London NW1 6BY. Tel: (01) 402-9244. Telex: 261234. Mng Dir.: Jeff Wayne; Gen. Mgrs. & Dirs.: Alison Wallace, Isobel Griffiths
Wilde Rock Promos. Co. Ltd., 110 Clarendon Rd., London W11. Tel: (01) 229-3831. Chief Exec.: L Devaney.
Int'l branch: Germany, Jumbo Prod'ns.
Xanadu Constructional & Mechanical Engs., 79 Fitzneal St., East Acton, London W12. Tel: (01) 743-3402. Mng. Dir.: Paul Gadd; Co-Dir. & Sales Mgr.: Don Arden; Gen. Mgr.: Jeff Lynne

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Aardvark Design & Publicity, 145 Croydon Rd., Beckenham, Kent BR3 3RB. Tel: (01) 658-4386. Mng. Dir.: Paul Smith. (PKG)
Ablex Ltd. (sub. of Decca Ltd.), Harcourt, Halesfield 14, Telford, Salop TF7 4QR. Tel: (0952) 584131. Telex: 35649. Mgr.: Peter Banks
Audio: Cassette.
Amberlee Recs. Ltd., 387 Harrow Rd., London W9. Tel: (01) 866-7748. Mng. Dir.: John Peters; Sales Mgr.: Orlean Lamas. (PKG)
Audio: Cassette, open reel.
Anemone Sound Facilities Ltd., 10A Poland St., London W1. Tel. (01) 439 9611. Telex: 8812286. Mng. Dir.: Aaron Gershfield; Gen. Mgr: Derek Hanlon; Sales Mgr.: Simon Patrick (PKG)
Audio: 8-tr., cassette.
Audicord Recs., 387 Harrow Rd., London W9. Tel: (01) 866-7748. Chief Exec.: K. Mellor. (PKG)
Audio: Cassette, open reel.
Audiogenic Ltd., 34-36 Crown St., Reading, Berks. RG1 2SN. Tel: (0734) 595647. Dir.: Martin Maynard. (PKG—audio & Video)
Audio: Cassette; open reel.
Audio + Video Ltd., Video House, 48 Charlotte St., London W1P 1LX. Tel: (01) 580-7161. Telex: 22345. Mng. Dir.: Irvin C. Pannaman; Sales Mgr.: Andrew Bourne; Adv. Mgr.: D. Ubsdell. (PKG)
Video: 2" quad, 1" helical, ¾" cassette, ½" Beta & VHS cassette.
Ivan Berg Assocs. (Audio Publ'g) Ltd., 35A Broadhurst Gardens, London NW6 3QT. Tel: (01) 624-7785. Mng Dir.: Ivan Berg. (PKG—audio only)
Audio: Cassette.
Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dir: K. H. Bourke-Borrowes; Gen. Mgr.: M Shepherd.
Audio: Cassette.
Bird Sound Studios, 4 Welton Rd., Wedgnock Estate, Warwick CV34 5YA. Tel: (0926) 45214 Owner: Sheila L. Bird; Gen. Mgr.: David Rawlings; Sales Mgr.: Dave Sheriff; Promo.: Dave Ling
Audio: Cassette.
Harvey Buat, 84 Church St, London NW8. Tel. (01) 724 3711 Chief Exec.. Alan Taub.
Audio: Cassette.
C B S Mfg. (div. of CBS (UK) Ltd.), 17/19 Soho Square, London W1V 6HE. Tel: (01) 734-8181. Cable. COLRECMAN. Telex: 24203. Mng. Dir.: John A. Wheeler. (PKG)
Audio: Cassette.
C P H Video, 22 Cadogan Court, Draycott Ave., London SW3 3BX. Tel: (01) 589-8286. Cable: THESPIAN.
Video: ½" Beta & VHS cassette.
Ca Va Rec'g Studios, 201 St. Vincent St, Glasgow, Scotland. Tel: (041) 221-9407. Cable CAVA Chief Exec: Brian Young, Sales Mgr: Alison Bye; Ass't Studio Mgr.. Cy Jack.
Audio: Cassette.
Caroline Exports Ltd., 56 Standard Rd., London NW10 6ES. Tel (01) 961-2919 Cable: BUMBLEBEE. Telex: 22164. Gen. Mgr. Dave Loader, Projects Programs: C. Stylianou. (PKG only)
Cassette Developments (Audiosonic) Ltd, Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel (01) 940-8186. Cable: MICRONETICS. Telex: 8813481. Gen Mgr O Dixon. (PKG)
Audio: Cassette.
Cassette Rec'g Co. (UK) Ltd., Unit 2, Riverway, Harlow, Essex CM20 2DN. Tel: (0279) 39256. Mng. Dir: H.L Collins, Gen Mgr.. Michael Newton; Mktg. Dir.: C.J. Sanford.
Audio: Cassette
Castle Studio, 93 Castle Hill Rd., Hindley, Wigan, Lancs WN2 4BH. Tel: (0942) 58777. Chief Exec.: Simon Paul Millard.
Audio: Cassette, open reel.
Video: ¾" cassette, VHS.
Cintron Group, Grove House, 551 London Rd., Isleworth, Middx TW7 4DS. Tel: (01) 568-0131. Telex: 935054
Video: 1" helical open reel, ¾" U-matic, ½" Beta & VHS cassette.
Club Video Ltd., 120 Marylebone Ln, London W1M 5FZ. Tel: (01) 935-2464. Telex: 23733.
Video: ¾" U-matic, ½" VHS.
Coach House Studio Div./Ice Recs. Ltd., 81 A Osbaldeston Rd., Stamford Hill, London N16 Tel: (01) 806-3252. Mng Dir.: Eddy Grant, Gen. Mgr.: Alpine Grant, Sales Mgr. Rudolph Grant; Financial Controller: Stan Blackbourn.
Audio: Cassette.
Contek Magnetics Ltd. 90 Walnut Tree Close, Guildford, Surrey GU1 4UJ. Tel. (0483) 503222 Telex. 859403. Mng. Dir: Gerald P Creagh; Comm'l Mgr. Fred MacDonald
Audio: Cassette
Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd, London W2 Tel: (01) 221-5155. (PKG only—audio & video)
D T P Inc., 3 Alfred St., Weston-Super Mare, Avon BS23 1PZ. Tel: (0934) 21932. Mng. Dir.. Don Todd
Audio: Cassette, open reel.
Video: 1" open reel.
Damont Recs. Ltd., Blyth Rd., Hayes, Middx. UB3 1BY Tel (01) 573 5122. Telex. 934076. Mng. Dir. Monty Presky, Deputy Mng. Dir Frank Pearce
Audio: Cassette
Decca Rec. Co Ltd., see Ablex
Discourses Ltd, 36 Crescent Rd, Tunbridge Wells, Kent TN1 2LZ. Tel (0892) 26397 Mng Dir.. Robert F. Hardcastle, Gen Mgr.: Anthony James.
Audio: Cassette, open reel.
Duplitape, 1/7 Harewood Ave., London NW1. Tel: (01) 724 2497. Telex 21879 Chief Exec. & Gen Mgr B Lambden, Sales Mgr R Jackson-Moore
Audio: Cassette
E M I Recs. (UK) Ltd., 1/3 Uxbridge Rd, Hayes, Middx UB4 0SY. Tel (01) 561 8722 Mng. Dir R Lopez, Ass't Dir: R Shenton, Special Projects Mgr. D L. Watson.

Audio: Cassette
Ellie Jay (Prod'ns) Ltd, 97 Judd St., London WC1. Tel: (01) 388-5771. Mng. Dir.: Jack Applebaum; Prod Mgr.: Andrew Sopel; Prod'n Co-Ord.: Paul Heeren.
Audio: Cassette.
Evangelical Rec'gs, 152 Rowhedge Rd., Rowhedge, Colchester, Essex CO5 7JP. Tel: (0206) 865769. Dir.: M. Lear.
Audio: Cassette.
Folktracks Cassettes, 2 Fircliff Park, Portishead, Bristol BS20 9HQ. Tel: (0272) 842209. Dir.: Peter Kennedy.
Audio: Cassette.
Fraser-Peacock Assocs. Ltd., 94 High St., Wimbledon Village, London SW19 5EG. Tel: (01) 947-7551. Dirs.: David R. Tuckman, G.F. Peacock. (PKG)
Audio: Cassette.
Free Range Rec'g Studios, 22 Tavistock St., London WC2A 7PH. Tel: (01) 836-7608. Chief Exec.: Marsha Abson; Gen. Mgr.: D.B. Grisdale; Sales Mgr.: Neville Wills.
Audio: Cassette.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.
Garrod & Lofthouse Ltd., Chaldon Rd., Caterham-on-the-Hill, Surrey. Tel: (Caterham) 45266. Chm. & Mng. Dir.: Norman J. Garrod; Sales Mgr: Christopher Garrod. (PKG only)
Golden Era Rec'gs Ltd., 1099-A Finchley Rd., London NW11. Tel: (01) 455-6620. Dir.: Bert Wilcox. (PKG)
Audio: 8-tr., cassette, open reel.
Grampian Recs. Ltd., Airport Ind'l Estate, Wick, Caithness, Scotland. Tel: (0955) 2787. Telex: 75107. Dir J Johnston; Mgr.: John Hunter. (PKG)
Audio: Cassette.
H & R, 255 Liscard Rd., Wallasey, Merseyside. Tel: (051) 639-9270. Mng. Dir.: David Crosby; Gen. Mgr.: Roger Baskeyfield; Ass't Gen. Mgr.: Peter Coleman (PKG—audio only)
Audio: Cassette.
Happy Face Music, The Old Smithy, Post Office Ln., Kempsey, Worcs. WR5 3NS. Tel: (0905) 820-659, 820-566. Cable: SMITHYSOUND. Chief Exec.: Muff Murfin; Gen. Mgr.: V.B. Murfin.
Video: ½" Beta & VHS cassette.
Harbor Tape Servs. Ltd., 73 Newman St., London W1. Tel: (01) 636-6095. Chief Exec.: John Schroeder.
Audio: Cassette, open reel.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.
Humberside Studios, Grimsby Rd., Laceby, Grimsby, South Humberside Tel: (0472) 40152, 71582. Chief Exec. L.A Johnson.
Audio: Cassette, open reel.
I B C Sound Rec'g Studios Ltd., 35 Portland Pl., London W1N 3AG. Tel: (01) 637-2111. Telex: 264413. Mng. Dir.: John D. Tucker; Technical Dir: Dennis King; Studio Mgr.: Michael Claydon. (PKG)
Audio: Cassette, open reel.
Immediate Sound Servs. Ltd., 6 Orsman Rd., London N1 5QJ. Tel: (01) 739 9672. Telex: 914382. Mfg. Mgr. J.W. Hart. (PKG)
Audio: 8-tr., cassette.
Independent Rec. Co., 39 Harmer St., Gravesend, Kent. Tel: (0474) 65687 Chief Exec.: J.W. Oram.
Audio: 8-tr., cassette, open reel.
Industrial Recs. Ltd., 10 Martello St., London E8 Tel: (01) 254-9178. Mng. Dir.: Peter Christopherson; Gen. Mgr.: Cosey P Drridge; Sales Mgr.: David Brooks; Gen. Exec.: Joyce Sinclair.
Audio: Cassette.
Intervision Video Ltd., McKay Trading Estate, Unit 1, Kensal Rd., London W10. Tel: (01) 969-8210. (PKG)
Video: 1" helical, ¾" U-matic.
J S O Group of Cos., 62 Berners St., London W1P 3AG. Tel: (01) 580-4720 Telex: 261298. Mng. Dir. Joseph R. Stanley, Gen. Mgr.: N.P.J. Murrey.
Video: 1" cartridge, ¾" U-matic cassette, ½" EIAJ cartridge.
K K Tape Servs., Norfolk Street Studio, Norfolk St, Worthing, Sussex. BN11 4BB. Tel: (0903) 205053.
Audio: Cassette.
Kay Labs. Ltd., 22 Soho Square, London W1V 5FJ Tel: (01) 437-7811. Telex: 28483. (Video only)
S. Kempner Ltd., 498 Honeypot Ln., Stanmore, Middx. HA7 1JZ. Tel: (01) 952-5262. Telex: 21400. Sales Dir.: Paul R.S. Rogers, Sales Mgr.: Aidan Coles. (PKG only—audio & video)
L T S, see London Transcription Servs.
Leader Sound Ltd., 209 Rochdale Rd, Greetland, Halifax, West Yorks. HX4 8JE. Tel: (0422) 76161. Mng. Dir.: Bill Leader; Sec'y. Helen Leader.
Audio: Open reel.
Leeholme Audio Servs Ltd., 350-4 Leabridge Rd., Leyton, London E10 7LD. Tel (01) 556-4748. Dir & Sec'y: Yvonne Holmes; Sales Dir.: Mike Kitson; Prod'n Dir.: David West
Audio: Cassette.
Linguaphone Institute Ltd., Trading Estate, 252/253 Argyll Ave., Slough, Berks. SL1 4HA. Tel: Slough 23200 Telex: 849377 Div Mgr: John King.
Audio: Cassette.
London Rec'g Co., 1099A Finchley Rd., London NW11. Tel (01) 455-6620. Chief Exec.: Herb Wilcox
Audio: 8-tr., cassette, open reel
Video: 2" quad, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette.
London Transcription Servs., 23 Denmark Pl., London WC2H 8NL. Tel: (01) 836-7148.
Audio: Cassette, open reel.
M H G Cassettes/Warm Recs., Dailly Rd., Maybole, Aryshire, Scotland KA19 7AX. Tel: (0655) 82200. Chm.: Mary Harrison-Goudie; Gen. & Sales Mgr.. Rui de Castro. (PKG)
Audio: Cassette.
Magnetic Video UK, 1 Perivale Park, Greenford, Middx. Tel. (01) 997-2552. Sales Mgr.: J.R. Daly.
Video: ½" Beta, VHS & V-2000 videocassette.
Mayking Recs. Ltd., 57 Portobello Rd., London W11. Tel: (01) 727-2614. Chief Exec.: B. Bonnar; Gen Mgr. Ali Redford.
Audio: Cassette.
Metropolitan Communications, 8a Frognal Gardens, London NW3 6UX. Tel. (01) 435-8803. Mng. Dir. Mark R.F. Hanau, Sales Mgr.: R. Hanau; Admin.: A Lohmeyer
Audio: Cassette.
Video: ¾" cassette.
Mushroom Studios, 18 W. Mall, Clifton, Bristol BS8 4BG. Tel: (0272) 35994. 35867. Chief Exec D. Ackerman; Gen. Mgr.. S.A. Ackerman.
Audio: 8-tr., cassette, open reel.
Nelson Rec'g Studio, Nelson House, 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel: (0942) 58777. Contacts. S.M. Millard, W. Leyland.
Audio: Cassette.
Video: ¾" cassette, ½" VHS cassette
Old Smithy Rec'g Studio, Old Smithy Post Office Ln., Kempsey, Worcs. Tel:

(0905) 820659. Chief Exec.: Muff Murfin; Gen. Mgr.: Val Biddle; Engs.: Colin Owen, Paul Robbins, Robin Sidebotham
Audio: Cassette
Video: ½" Beta & VHS cassette.

P M S Mail Order Handling, The High St., Hatfield Broad Oak, Essex. Tel: (0279) 70671. Telex: 817606. Mgr.: Lynda Murphy. **(PKG only)**

Pebble Recs. Ltd., 46 Maddox St., London W1. Tel: (01) 629-3266, 491-4140. Telex: 25247. Mng. Dir.: James Pollard, Gen. Mgr.: Julia Slocombe.
Audio: 8-tr., cassette, open reel.

Phonogram Ltd., 50 New Bond St., London W1Y 9HA. Tel: (01) 491-4600. Cable: PHONREC. Telex: 261583. Mng. Dir.: K.P. Maliphant; Mktg. Mgr.: T. Powell; A&R Dir.: B. Shepherd; Tape Mgr.: Roy Wilkins.
Audio: Cassette.

Plant Life Recs. Ltd., Edison Chambers, 109A Barnfield, Hitchin, Herts. Tel: (0462) 58555. Chm.: Nigel Pegrum; Gen. Mgr.: Geoffrey Ide; Sales Mgr. John Garrad.
Audio: 8-tr

PolyGram Rec. Opns Ltd., Walthamstow Ave., London E4 8SZ. Tel: (01) 527-2300. Telex: 896383. Tech. Dir.: W.W. Bryant; Factory Mgr.: V Gowland; Tape Prods. Mfg. Mgr.: F.W. Street.
Audio: Cassette.

Production Express Int'l, 19 Kynaston Rd., Bromley, Kent. Tel: (01) 857 2713. Telex: 8813831. Mng. Dir.: Bobbie Dahdi.
Audio: Cassette.

Real Custom, The Camp, Montgomery, Powys SY15 6LU. Tel: (068681) 427 Mgr.: G.R. Davies.
Audio: Cassette.

S R T Prod'ns Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218 Mng. Dir.: George Bellamy; Sales Mgr.: Dave Richardson
Audio: Cassette.

Scorpio Sound Ltd., 19/20 Euston Centre, London NW1 3JH. Tel: (01) 388 0263. Telex: 8814427. Mgr.: Peter Hoskins. (Video only)

Sentinel Recs. (Cornwall) Ltd., Paul, Penzance, Cornwall. Tel: (0736) 73246. Telex: 45608. Chief Exec. & Gen. Mgr.: Job Morris.
Audio: Cassette.

September Sound Studios, 38 Knowl Rd., Golcar, Huddersfield, West Yorks. HD7 4AN. Tel: (0484) 658895. Mng. Dir.: Stephen Goddard; Eng.: Bob Whiteley.
Audio: Cassette.

Sound, 1 Oggershaw Mews, Maidenhead, Berks. Tel: (0628) 33011. Mng. Dir.: I.S. Webb, Sales Mgr.: M. Lloyd; Adv. Mgr.: C. McVie.
Audio: Cassette.
Video: ¾" U-matic cassette, ½" VHS cassette.

Soundpost Studios, Fircliff House, Portishead, Bristol, Avon BS20 9HQ Tel: (0272) 842209. Dir.: Peter Kennedy.
Audio: Cassette.

Spaceward Ltd., 34-35 Clarendon St., Cambridge CB1 1JP. Tel. (0223) 64263. Mng. Dir.: Gary Lucas.
Audio: Cassette, open reel.
Video: ¾" cassette, ½" Beta & VHS cassette.

Spot Recs. Ltd., 64 S. Molton St., London W1. Tel: (01) 499-7173. Gen. & Studio Mgr.: Kate Hudson. **Local branch:** 11A Sharpleshall St., London NW1. Tel: (01) 586-7746.
Audio: Cassette, open reel.
Video: 1" helical.

Simon Stable Promos., 46 Westend, Launton, Oxon. Tel: (08692) 2831. Chief Exec.: Simon Stable; Gen. Mgr.: Stephanie De La Bedoyere; Sales Mgr.: Daniel De La Bedoyere; Musical Dir.: Faug Stable. **(PKG)**
Audio: Cassette

Storm Rec'g Studios, 133 Park Rd., Blackpool, Lancs. FY1 4ET. Tel: (0253) 27357, 23095. Mng. Dir.: Wayne Paulo; Gen. Mgr.: Lenny Harris.
Audio: Cassette.

Strathclyde Video, PO Box 59, Buchanan St., Glasgow, Scotland G2 1LR Tel: (041) 221-2244. Telex: 779097. Ref. H007.
Audio: Cassette.
Video: ½" VHS cassette.

T D Rec'gs, 1 Cleveland Park Crescent, Waltham Forest, London E17. Tel: (01) 520-0414.

T R A D Electronics Sales Ltd., 149B St. Albans Rd., Watford, Herts. WD2 5BB. Tel: (92) 47988. Telex: 262741. Mng. Dir.: J.E. Southard.
Audio: Cassette.

Tape Copying Servs. Ltd., 199A Gloucester Pl., London NW1 6BU. Tel. (01) 723-6301. Dirs.: Robert Austin, Linda Curtis, John Groves.
Audio: Cassette.

The Tape Dupl'g Co. Ltd., 4-10 North Rd., Islington, London N7 9HN. Tel: (01) 609-0087. Telex: 264773. Mng. Dir.: Peter Robey. **(PKG)**
Audio: Cassette.

Television Int'l Opns. Ltd. (TVI), 9-11 Windmill St., London W1P 1HF. Tel: (01) 637-2477. Cable: INCOLOUR. Telex: 268208.
Video: 2" quad & helical, 1" helical, ¾" U-matic cassette, ½" Beta & VHS cassette.

Theatre Projects Servs. Ltd. Rec'g Studio, 11/13 Neals Yard, Monmouth St., London WC2. Tel: (01) 836-1168. Cable: THEATRELIT. Telex: 27522. Mng. Dir.: John Ball; Studio Mgr.: Roger Norwood
Audio: Open reel.

Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1. Tel: (01) 439-4313. Dir.: M.J. Sutton, Gen. & Sales Mgr.: Marc Eskenazi. **(PKG)**
Video: ½" VHS cassette.

World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dirs.: Raymond Linton, Colin W. Marler. **(PKG**—video only)
Video: ½" Beta & VHS cassette; ¾" cassette.

James Yorke Ltd., Oak House, High St., Northleach, Gloucestershire GL54 3ET. Tel: (04516) 666. Telex: 858623, 858393. Chief Exec.: J. Scarlett; Sales Dir.: Peter Fanshawe; Studio Mgr.: Peter Rinne. **(PKG)**
Audio: Cassette.

TAPE DUPLICATOR/MARKETERS

Metropolitan Communications, 8A Frognal Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau; Sales Mgr.: R. Hanau; Admin.: A. Lohmeyer.
Labels: Belmont, Talkie Tapes, Venus.

Pebble Recs. Ltd., 46 Maddox St., London W1. Tel: (01) 629-3266, 491-4140. Telex: 25247. Mng. Dir.: James Pollard, Gen. Mgr.: Julia Slocombe.
Label: Sound & Picture (Kuwait).

• supplies

CARTRIDGE & CASSETTE PARTS

C S B Ltd., 5/7 Carnaby St., London W1V 1PG. Tel: (01) 439-9281. Telex: 896691. Mng. Dir.: Mafalda Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline Lacy-Thompson.

Cosmocord Ltd., Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 716-666. Cable: ACOS WALTHAM CROSS. Telex: 24294. Mng. Dir.: V.J. Sivyer; Sales & Mktg. Dir.: G.E. Brewin.

E M I Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Nael; Comm'l Controller: P.K. Mitchell; Gen. Sales Mgr.: P. Sollitt; Mktg. Mgr.: M.W. Cross.
Audio: Cassette parts.

Landmark (Precision Mouldings) Ltd., 2 Albone Way, Langford Rd., Biggleswade, Beds. Tel: (0767) 314-231. Telex: 23384. Mng. Dir.: David Ritchie; Prod'n Dir.: George Jardine; Works Dir.: Don Pearson.
Branch: Potters Bar, Herts., Deneway House, Darkes Ln.
Audio: Plastic molded parts.

Musonic, see Ziphurst.

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton; Gen. Mgr.: Yusuf Nurgat; Sales Dir.: Colin W. Marler.
Audio: Screws for cassette assembly.

Pyral Magnetics Ltd., Courtlands Rd., Eastbourne, Sussex. Tel: (0323) 638-955. Mng. Dir.: H.J. Hutchings; Sales Mgr.: James Hutchings.

S & B Export Servs., see Ziphurst.

S & B Trading, see Ziphurst.

Thorn Consumer Electronics Ltd., 284 Southbury Rd., Enfield, Middx. EN1 1TJ. Tel: (01) 366-1155. Telex: 263201. Mng. Dir.: R.E. Norman; Sales Dir.: J. Ross; Adv. Mgr.: M.L. Doman.
Audio: Cassette mechanisms

Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank; Gen. Mgr.: Stephen H. Blank; Sales Dir.: B. Blank; Warehouse Mgr.: D.N. Lever.
Audio: Cassette parts.

EMPTY CARTRIDGES, CASSETTES & REELS

Ablex Ltd. (sub. of Decca Ltd.), Harcourt, Halesfield 14, Telford, Salop TF7 4QR. Tel: (0952) 584131. Telex: 35649. Mgr.: Peter Banks.
Audio: Cassette.

Akai (UK) Ltd., Haslemere Heathrow Estate, Unit 12, Silver Jubilee Way, Hounslow TW4 6NF. Tel. (01) 897-7171. (Video only)

Audiopak/EMI, see Lee.

Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA. Tel: (01) 749-2201. Cable: CINEPRO. Telex: 892513. Mng. Dir.: Eric R. Bastin; Sales Dir.: Nick Gilleron; Adv. Mgr.: Bridget King.
Audio: Cassette.

C B S Mfg. (div. of CBS (UK) Ltd.), 17/19 Soho Square, London W1V 6HE. Tel: (01) 734-8181. Cable: COLRECMAN. Telex: 24203. Mng. Dir.: John A. Wheeler.
Audio: Cassette.

C S B Ltd., 5/7 Carnaby St., London W1V 1PG. Tel: (01) 439-9281. Telex: 896691. Mng. Dir.: Mafalda Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline Lacy-Thompson.

Copel, see Cosmocord.

Cosmocord Ltd., Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 716-666. Cable: ACOS WALTHAM CROSS. Telex: 24294. Mng. Dir.: V.J. Sivyer; Sales & Mktg. Dir.: G.E. Brewin.
Audio: 8-tr., cassette, open reel.
Brand name: Copel.

E M I Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Nael; Comm'l Controller: P.K. Mitchell; Gen. Sales Mgr.: P. Sollitt; Mktg. Mgr.: M.W. Cross. (Audio & Video)

Fidelipac, see SIS.

Fraser-Peacock Assocs. Ltd., 94 High St., Wimbledon Village, London SW19 5EG. Tel: (01) 947-7551. Dir.: David R. Tuckman.
Audio: Cassette.
Video: Cassette.

Landmark (Precision Mouldings) Ltd., 2 Albone Way, Langford Rd., Biggleswade, Beds. Tel: (0767) 314-231. Telex: 23384. Mng. Dir.: David Ritchie; Prod'n Dir.: George Jardine; Works Dir.: Don Pearson.
Branch: Potters Bar, Herts., Deneway House, Darkes Ln.
Audio: 8-tr., cassette.

Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Welsh; Sales Eng.: J. Trievnor.
Audio: NAB Cartridge.
Brand name: Audiopak/EMI.

Musonic, see Ziphurst.

National Panasonic (UK) Ltd., 300-318 Bath Rd., Slough, Berks. SL1 6JB. Tel: (0753) 34522. Cable: PANASONIC. Telex: 847652. Mng. Dir.: A Imura; Sales Mgr.: T. Nishigaki; Adv. Mgr.: P. Hamblin.
Branches: Falkirk, Stirlingshire, Scotland, Etna Rd. Tel: (0324) 20821. **Reg'l Sales Mgr.:** A Douglas—**Normanton, Wakefield, Yorks.,** Don Pedro Ave. Tel: (0924) 890980. **Reg'l Sales Mgr.:** K. Spencer.
Video: ¾" U-matic, ½" VHS cassette, ½" EIAJ open reel, ½" EIAJ cartridge.
Brand name: Panasonic.

Panasonic, see National Panasonic.

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton; Gen. Mgr.: Yusuf Nurgat; Sales Dir.: Colin W. Marler.
Audio: Cassette.

S & B Export Servs., see Ziphurst.

S & B Trading, see Ziphurst.

S I S Ltd., 57 St. Andrews Rd., Northampton NN1 2PB. Tel. (0604) 32965, 30559. Mng. Dir.: D.P.D. Mitchell; Sales Mgr.: I. Brown.
Audio: NAB "A" & "C".
Brand name: Fidelipac.

Scotch, see 3M.

Start, see Tape Dupl'g Co.

The Tape Dupl'g Co. Ltd., Freedex House, 4-10 North Rd., Islington, London N7 9HN. Tel: (01) 609-0087. Telex: 264773. Mng. Dir.: Peter Robey.
Audio: Cartridge, cassette.
Brand name: Start (Italy).

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir.: Donn Osmon; Div. Dir.: P.G. Hutchings; Sales & Mktg. Mgr.: C. Hobbs; Mktg. Co-ord.: P.A. Stockwell-Jones.
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—**Birmingham B3 3EL,** Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—**Glasgow G4 0AY, Scotland,** 3M House, 9 Canal St. Tel: (041) 332-9622—**London SE20 7TR,** PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—**Manchester M15 4PA,** 3M House, 28 Great Jackson St. Tel: (061) 236-8500.
Audio: 8-tr., cassette & open reel.
Video: Open reel, cassette.
Brand name: Scotch.

Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank; Gen. Mgr.: Stephen H. Blank; Sales Dir.: B. Blank; Warehouse Mgr.: D.N. Lever.
Audio: Cassette.
Brand name: Musonic.

ENVELOPES & MAILERS

Barrester Music Co. Ltd., 50 Bute St., Luton, Beds. Tel: (0582) 29335. Mng. Dir.: John Barratt.

C S B Ltd., 5/7 Caraby St., London W1V 1PG. Tel: (01) 439-9281. Telex: 896691. Mng. Dir.: Mafalda Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline Lacy-Thompson.

Clout & Baker Ltd., Chalkin Works, Parkwood Ind'l Estate, Burcholt Rd., Maidstone, Kent. Tel: (0622) 673261. Chm.: D.P. Chalkin; Sales Dir.: John Benoy; Works Dir.: Robin Burr.

Ellie Jay (Prod'ns) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5711. Mng. Dir.: Jack Applebaum; Prod'n Mgr.: Andrew Sopel; Prod'n Co-ord.: Paul Heeren. (Rec. mailers)

Howards Printers (Slough) Ltd. (div. of Tinsley-Robor Group), Mill St., Slough, Berks. Tel: (0753) 32271. (Envelopes only)

Keenpac Polythene Supplies Ltd., Coronation Place, Guildhall Ln., Leicester. Tel: (0533) 20084, 537806.

London Rec'g Co., 1099A Finchley Rd., London NW11. Tel: (01) 455-6620. Chief Exec.: Herb Wilcox.

Sound for Industry Ltd. (div. of MacNeill Press Ltd.), Newhams Row, 175 Bermondsey St., London SE1 3UW. Tel: (01) 403-0044. Cable: SFI. Telex: 883177. Dir.: John E. Moon; Gen. Mgr.: W. Maciejewski.

Robert Stace & Co. Ltd., Chalklin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Cable: 95577. Chm. & Mng. Dir.: P.W. Barker; Ass't Mng. Dir.: A.G. Long; Sales Dir.: D. Brewer.

Wilton Pkg., 2 Ronalds Rd., London N5. Tel: (01) 607-0041. Chief Execs.: Cara Craig, Tony Minton. (Envelopes for 45, LP & videocassette)

JACKETS & SLEEVES

A M C (Associated Mktg. Co.), The High St., Hatfield Broad Oak, Essex. Tel: (0279-70) 671. Telex: 817606. Contacts: Don Morris, Janet Verdon.

Akenmay Print & Pkg. Servs. Ltd., Riverside House, Rye Rd., Hoddesdon, Herts. EN11 0ES. Tel: (61) 42821. Mng. Dir.: J. M. Maciejewski; Works Dir.: A.W. Skingo.

Album Graphics (UK) Ltd., 2 Goodwin's Court, 55 St. Martin's Ln., London WC2. Tel: (01) 240-1319. Telex: 21879, 25247. UK Rep.: Linda Halpin.
Home office: USA, Chicago, Ill.

Artsleeves, 17 Sussex Square, Flat 1, Brighton, Sussex BN2 5AA. Designer: Nigel Goodall. (Sleeves only)

John V. Armstrong Ltd., 142 Charing Cross Rd., London WC2. Tel: (01) 836-8121. (Sleeves only)

Artist Partners Ltd., 14 Ham Yard, Great Windmill St., London W1. Tel: (01) 734-7991. (Sleeves only)

Bird Sound Studios, Welton Rd., Wedgnock Estate, Warwick CV34 5YA. Tel: (0926) 45124. Owner: Sheila L. Bird; Gen. Mgr.: David Rawlings; Sales Mgr.: Dave Sheriff.

C S B Ltd., 5/7 Carnaby St., London W1V 1PG. Tel: (01) 439-9281. Telex: 896691. Mng. Dir.: Mafalda Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline Lacy-Thompson.

Castle Studio, 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel: (0942) 58777. Chief Exec.: Simon Paul Millard. (Sleeves only)

Clout & Baker Ltd., Chalklin Works, Parkwood Ind'l Estate, Bircholt Rd., Maidstone, Kent. Tel: (0622) 673261. Chm.: D.P. Chalklin; Sales Dir.: John Benoy; Works Dir.: Robin Burr. (Sleeves only)

Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155. (LP & Videodisk)

Delga Press Ltd., Dingwall House, 8 Marlborough Rd., Bromley, Kent BR2 9NH. Tel: (01) 460-0112. Telex: 8951346. Mng. Dir.: R.E. Edwards; Gen. Dir.: R.N. Roadnight; Dir.: R.G. Froment; Sales Mgr.: P.H. Grey. (Sleeves only)

Ellie Jay (Prod'ns) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5771. Mng. Dir.: Jack Applebaum; Prod. Mgr.: Andrew Sopel; Prod'n Co-ord.: Paul Heeren (45 & LP)

Garrod & Lofthouse Ltd., Chaldon Rd., Caterham on-the-Hill, Surrey. Tel: (Caterham) 45266. Telex: 262554. Chm. & Mng. Dir.: Norman J. Garrod; Sales Mgr.: Christopher Garrod.

Golden Era Rec'gs Ltd., 1099-A Finchley Rd., London NW11. Tel: (01) 455-6620. Dir.: Bert Wilcox. (LP & Videodisk)

E. Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester. Tel: (0533) 695413. Telex: 34627. Mng. Dir.: Chris Hetherington; Ass't Mng. Dir.: Roger Stewart; Music Div. Sales Dir.: Derek Deighton.

Keenpac Polythene Supplies Ltd., Coronation Place, Guildhall Ln., Leicester. Tel: (0533) 20084, 537806. (Sleeves only—PVC/Polythene type)

London Rec'g Co., 1099A Finchley Rd., London NW11. Tel: (01) 455-6620. Chief Exec.: Herb Wilcox. (LP)

M H G Cassettes/Warm Recs., Dailly Rd., Maybole, Ayrshire, Scotland KA19 7AX. Tel: (0655) 82200. Chm.: Mary Harrison-Goudie; Gen. & Sales Mgr.: Rui de Castro. (LP)

Frank S. Manley (Printers) Ltd., 22 Monson Rd., London NW10. Tel: (01) 965-7326. (Sleeves only)

Musonic Ltd., see Ziphurst.

J. Osawa & Co. (UK) Ltd., 10 Forge Court, Reading Rd., Yateley, Camberley, Surrey. Tel: (0252) 875-919. Telex: 858917. Bus. Mgr.: L.G. Roberts (Sleeves only)

P T T Developments Ltd., Fulling Mill Ln., Welwyn, Herts. Tel: (043871) 4088. Chief Exec.: R.C. Bayes. (Sleeves only)

Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 2PQ. Tel: (0533) 833-691. Chief Exec.: T.H. Winfield.

Positive Designs, 17 Station Rd., London SE25 5AH. Tel: (01) 771-5777, Chief Exec.: Steve Hutchins; Gen. Mgr.: Dave Lucy; Sales Mgr.: Nick Miller. (LP)

The Presto Copying Serv., The Studio, Gatesden Flats, Cromer St., London WC1. Tel: (01) 837-8660. (Sleeves only)

Production Express Int'l, 19 Kynaston Rd., Bromley, Kent. Tel: (01) 857-2713. Telex: 8813831. Mng. Dir.: Bobbie Dahdi.

Purpax Plastics Ltd., 138 Miles Rd., Epsom, Surrey. Tel: Epsom 21644, 40322. Telex: 925207. Mng. Dir.: J.M. Fuller; Sales Mgr.: M. Pink. (Sleeves only)

Real Custom Prod'ns, The Camp, Montgomery, Powys SY15 6LU. Tel: (068681) 427. Chief Exec.: Richard G. Davies; Sales Mgr.: George B. Pryce. (Sleeves only)

Record Company Servs., 1/3 Sedley Pl., London W1R 1HH. Tel: (01) 409-2336. Telecopier: 4081735. Dirs.: E.J. Foster, A.C. Watling-Darrell. (Sleeves only)

Robor Ltd. (div. of Tinsley-Robor Group), Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381. (Sleeves only)

S & B Export Servs., see Ziphurst.

S & B Trading, see Ziphurst.

S R T Rec. Prod'ns Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Gen. Mgr.: J. Townsend; Sales Mgr.: Dave Richardson. (Sleeves only)

Senol Printing Ltd., 4 Hardwicks Way, London SW18 4AJ. Tel: (01) 874-5775. Mng. Dir.: M.M. Gunn; Dirs.: P.L. Smith; J.H. Rolfe.
Shannon Dist'n Ltd., 30 Holloway Rd., London N7. Tel: (01) 607-8544/3838. (Sleeves only)
Shorewood Packaging Co. Ltd., College Rd., Aston Clinton, Bucks. HP2 5EZ. Tel: (0296) 630421. Telex: 83495. Gen. Mgr.: Denis Rex; Sales Mgr.: Lionel G. Rose; Works Mgr.: Reg Ward.
Home office: USA, New York, N.Y.
Robert Stace & Co. Ltd., Chalklin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Telex: 95577. Chm. & Mng. Dir.: P.W. Barker; Ass't Mng. Dir.: A.G. Long; Sales Dir.: D. Brewer.
Storm Rec'g Studios, 133 Park Rd., Blackpool, Lancs. FY1 4ET. Tel: (0253) 23095, 27357. Mng Dir.: Wayne Paulo; Gen. Mgr.: Lenny Harris. (Sleeves only)

Studio G, 195 Wardour St., London W1. Tel: (01) 734-5784. (Sleeves only)
Tinsley-Robor Mfg. Ltd. (div. of Tinsley-Robor Group), Tinsley House, 67 Rosoman St., London EC1. Tel: (01) 278-2726. (Sleeves only)
James Upton Ltd. (div. of Tinsley-Robor Group), 98-138 Barford St., Birmingham B5 6AP. Tel: (021) 692-1171. (Sleeves only)
Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Partners: Steve Lane, Trevor Benwell, John Wadey; Sec'y: Steve Lane. (LP only)
Wardour Motion Picture Co. Ltd., 11 Wardour Mews, London W1. Tel: (01) 439-4313. Dir.: M.J. Sutton; Gen. & Sales Mgr.: Christie Gillingham.
West Bros. Printers Ltd., 12 Milton Rd., Aylesbury, Bucks. Tel: (0296) 23211. Telex: 837216. Mng. Dir.: Peter G. West; Gen. Mgr.: H.E.V. Pinell; Sales Mgr.: Derek Higgs.
P. G. Wood & Son (Printers) Ltd., 32 Church St., Dagenham, Essex RM10 9UU. Tel: (01) 595-5115. Telex: 897417. Mng. Dir.: Peter Wood; Gen. Mgr.: Chris Sanford; Sales Mgr.: Phil Douglas; Works Mgr.: Greg Bell. (Sleeves only)
Xanadu Constructional & Mechanical Engs., 79 Fitzneal St., East Acton, London W12. Tel: (01) 743-3402. Mng. Dir.: Paul Gadd; Co-Dir. & Sales Mgr.: Don Arden; Gen. Mgr.: Jeff Lynne. (Sleeves only)
Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank; Gen. Mgr. Stephen H. Blank; Sales Dir.: B. Blank; Warehouse Mgr.: D.N. Lever. (Sleeves only)

LABELS, DISK

A M C (Associated Mktg. Co.), The High St., Hatfield Broad Oak, Essex. Tel: (0279-70) 671. Telex: 817606. Contacts: Don Morris, Janet Verdon.
John V. Armstrong Ltd., 142 Charing Cross Rd., London WC2. Tel: (01) 836-8121.
Bird Sound Studios, Welton Rd., Wedgnock Estate, Warwick CV34 5YA. Tel: (0926) 45124. Owner: Sheila L. Bird; Gen. Mgr.: David Rawlings; Sales Mgr.: Dave Sheriff.
C S B Ltd., 5/7 Carnaby St., London W1V 1PG. Tel: (01) 439-9281. Telex: 896691. Mng. Dir.: Malalda Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline Lacy-Thompson
Cassette & Rec. Servs., Eastcotts Rd., Bedford. Tel: (0234) 56317. Mng. Dir.: P.J. Norbury; Works Dir.: P. Moore.
L. A. Cousins & Co. Ltd., 26 Gransden Ave., Hackney, London E8. Tel: (01) 985-4211. Owner: L.A. Cousins; Gen. Mgr.: S. Franks.
Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155. (45 & LP)
Delga Press Ltd., Dingwall House, 8 Marlborough Rd., Bromley, Kent BR2 9NH. Tel: (01) 460-0112. Telex: 8951346. Mng. Dir.: R.E. Edwards; Gen. Dir.: R.N. Roadnight; Dir.: R.G. Froment; Sales Mgr.: P.H. Grey.
Ellie Jay (Prod'ns) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5771. Mng. Dir.: Jack Applebaum; Prod. Mgr.: Andrew Sopel; Prod'n Co-Ord.: Paul Heeren (45 & LP)
Garrod & Lofthouse Ltd., Chaldon Rd., Caterham-on-the-Hill, Surrey. Tel: (Caterham) 45266. Telex: 262554. Chm. & Mng. Dir.: Norman J. Garrod; Sales Mgr.: Christopher Garrod.
Golden Era Rec'gs Ltd., 1099-A Finchley Rd., London NW11. Tel: (01) 455-6620. Dir.: Bert Wilcox. (45 & LP)
E. Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester LE4 8AP. Tel: (0533) 695413. Telex: 34627. Mng. Dir.: Chris Hetherington; Ass't Mng. Dir.: Roger Stewart; Music Div. Sales Dir.: Derek Deighton.
Harrison & Sons (London) Ltd., Printing House Ln., Hayes, Middx. UB3 1HQ. Tel: (01) 573-3828. Telex: 23744. Mng. Dir.: J.A. Modlock; Comm'l Dir.: B.L. Hibbitt; Sales Dir.: D.S. Robinson; Prod. Mgr.: M.S. Fitzgerald.
John Heyer Paper Ltd., 72 Fleet St., London EC4Y 1JL. Tel: (01) 353-0541. Cable: HEYPAPER. Chm.: John N. Heyer. (Paper manufacturer)
London Rec'g Co., 1099A Finchley Rd., London NW11. Tel: (01) 455-6620. Chief Exec.: Herb Wilcox. (45, LP)
M H G Cassettes/Warm Recs., Dailly Rd., Maybole, Ayrshire, Scotland KA19 7AX. Tel: (0655) 82200. Chm.: Mary Harrison-Goudie; Gen. & Sales Mgr.: Rui de Castro. (45, LP)
Frank S. Manley (Printers) Ltd., 22 Monson Rd., London NW10. Tel: (01) 965-7326.
I. Markovits Ltd., 1/2/3 Cobbold Mews, London W12. Tel: (01) 743-1131. Cable: NAMEPLATE. Mng. Dir.: I. Markovits; Dir.: T.P. Johnstone.
Positive Designs, 17 Station Rd., London SE25 5AH. Tel: (01) 771-5777. Chief Exec.: Steve Hutchins; Gen. Mgr.: Dave Lucy; Sales Mgr.: Nick Miller. (45, LP)
The Presto Copying Serv., The Studio, Gatesden Flats, Cromer St., London WC1. Tel: (01) 837-8660.
Production Express Int'l, 19 Kynaston Rd., Bromley, Kent. Tel: (01) 857-2713. Telex: 8813831. Mng. Dir.: Bobbie Dahdi.
Real Custom Prod'ns, The Camp, Montgomery, Powys SY15 6LU. Tel: (06681) 427. Chief Exec.: Richard G. Davies; Sales Mgr.: George B. Pryce.
Record Company Servs., 1/3 Sedley Pl., London W1R 1HH. Tel: (01) 409-2336. Telecopier: 4081735. Dirs.: E.J. Foster, A.C. Watling-Darrell.
S R T Rec. Prod'ns Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 446-3218. Mng. Dir.: George Bellamy; Gen. Mgr.: J. Townsend; Sales Mgr.: Dave Richardson.
Shalford Press Ltd., 85b Bradford St., Braintree, Essex CM7 6AU. Tel: (0376) 21125. Mng. Dir.: R. Capon. (45 & LP)
Shannon Dist'n Ltd., 30 Holloway Rd., London N7. Tel: (01) 607-8544/3828.
Smith Press (Raynes Park) Ltd., 36 W. Barnes Ln., London SW20. Tel: (01) 946-8781.
Robert Stace & Co. Ltd., Chalklin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Telex: 95577. Chm. & Mng. Dir.: P.W. Barker, Ass't Mng. Dir.: A.G. Long; Sales Dir.: D. Brewer.
Storm Rec'g Studios, 133 Park Rd., Blackpool, Lancs. FY1 4ET. Tel: (0253) 23095, 27357. Mng. Dir.: Wayne Paulo; Gen. Mgr.: Lenny Harris.
Tinsley-Robor Labels Ltd. (div. of Tinsley-Robor Group), 31 Rea St. S., Birmingham B5 6LB. Tel: (021) 692-1171.
Tinsley-Robor Mfg. Ltd. (div. of Tinsley-Robor Group), Tinsley House, 67 Rosoman St., London EC1. Tel: (01) 278-2726.
Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Partners: Steve Lane, Trevor Benwell, John Wadey; Sec'y: Steve Lane. (LP only)
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P. G. Wood & Son (Printers) Ltd., 32 Church St., Dagenham, Essex RM10 9UU. Tel: (01) 595-5115. Telex: 897417. Mng. Dir.: Peter Wood; Gen. Mgr.: Chris Sanford; Sales Mgr.: Phil Douglas; Works Mgr.: Greg Bell.
Xanadu Constructional & Mechanical Engs., 79 Fitzneal St., East Acton, London W12. Tel: (01) 743-3402. Mng. Dir.: Paul Gadd; Co-Dir. & Sales Mgr.: Don Arden; Gen. Mgr.: Jeff Lynne.

POLYETHYLENE BAG & SHRINKWRAP MANUFACTURERS

Audio + Video Ltd., 48 Charlotte St., London W1P 1LX. Tel: (01) 580-7161. Telex: 22345. (Shrinkwrap only)
C S B Ltd., 5/7 Carnaby St., London W1V 1PG. Tel: (01) 439-9281. Telex: 896691. Mng. Dir.: Malalda Hall; Dir. & Prod'n Mgr.: Mike Shaw; Sales Mgr.: Paul Cumming; Int'l: Caroline Lacy-Thompson. (Polybags only)
Keenpac Polythene Supplies Ltd., Coronation Pl., Guildhall Ln., Leicester. Tel: (0533) 20084, 537806. (Polybags only)
S. Kempner Ltd., 498 Honeypot Ln., Stanmore, Middx. HA7 1JZ. Tel: (01) 952-5262. Telex: 21400. Sales Dir.: Paul R.S. Rogers; Sales Mgr.: Aidan Coles.
Lindsey's Colour Serv., 88 Teesdale St., London E2. Tel: (01) 729-5462. Mng. Dir.: Ray Mack; Sales Dir.: David Wall. (Polybags only).
M & G Packaging (Essex) Ltd., 53 Pavilion Dr., Leigh-on-Sea, Essex. Tel: (0702) 712-381. Mng. Dir.: M.H. Goldring. (Polybags only)
Musonic Ltd., see Ziphurst.
Pinnacle Recs., 9 Dean St., London W1. Tel: (01) 734-4543. Telex: 896141 Orpington. Chm.: Terry Scully; Gen. Mgr.: Tony Berry; Sales Mgr.: George Holloway. (Polybags only)
Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 2PQ. Tel: (0533) 833-691. Chief Exec.: T.H. Winfield. (Polybags only)
Robor Ltd. (div. of Tinsley-Robor Group), Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381. (Polybags only)
S & B Export Servs., see Ziphurst.
S & B Trading, see Ziphurst.
Shannon Dist'n Ltd., 30 Holloway Rd., London N7. Tel: (01) 607-8544/3828. (Polybags only)
Simon Stable Promos, 46 West End, Launton, Oxfordshire. Tel: (08692) 2831. Mng. Dir.: Count S.C. de la Bedoyere; Gen. Mgr.: Judy Dyble; Sales Mgr.: Simon Stable. (Shrinkwrap only)
Robert Stace & Co., Ltd., Chalklin Works, Longfield Rd., Tunbridge Wells, Kent. Tel: (0892) 24225. Telex: 95577. Chm. & Mng. Dir.: P.W. Barker, Ass't Mng. Dir.: A.G. Long; Sales Dir.: D. Brewer. (Polybags only)
James Yorke Ltd., Oak House, High St., Northleach, Gloucestershire GL54 3ET. Tel: (04516) 666. Telex: 858623, 858393. Chief Exec.: J. Scarlett; Sales Dir.: Peter Fanshawe; Studio Mgr.: Peter Rinne. (Shrinkwrap only)
Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank; Gen. Mgr.: Stephen H. Blank; Sales Dir.: B. Blank; Warehouse Mgr.: D.N. Lever. (Polybags only)

PROFESSIONAL TAPE SUPPLIES

A T (Associated Tape) Ltd., 214 Bowes Rd., Southgate, London N11. Tel: (01) 368-2309. (Importer)
Audio: Automatic 8-tr. changer.
Brand name: Telex.
Amos of Exeter Ltd., Wercliffe Court, Exwick, Exeter, Devon. EX4 2AG. Tel: (0392) 72-132. Cable: AMOS EXETER. Telex: 42786. Mng. Dir.: R.E. Amos
Audio & Video: Bulk tape erasers.
Brand name: Weircliffe.
Ballantine Advertising, 11 Talbot Square, London W2. Tel: (01) 723-4439.
Audio: Cassette labels.
Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2. Tel: (01) 221-5155.
Audio: Cassette labels.
Video: Cassette labels.
Editall, see Scenic Sounds.
Ellie Jay (Prod'ns) Ltd., 97 Judd St., London WC1. Tel: (01) 388-5771. Mng. Dir.: Jack Applebaum; Prod'n Mgr.: Andrew Sopel; Prod'n Co-ord.: Paul Heeren.
Audio: Cassette labels.
Video: Cassette labels.
A. C. Farnell Ltd., Kenyon Ltd., Sheffield S1 4BD. Tel: (0742) 78901.
Audio: Bulk erasers.
Format (Sussex) Ltd. (div. of Tinsley-Robor Group), Jubilee Rd., Burgess Hill, Sussex. Tel: (04446) 45245.
Audio: Cassette inlay cards.
Golden Era Rec'gs Ltd., 1099-A Finchley Rd., London NW11. Tel: (01) 455-6620. Dir.: Bert Wilcox.
Audio: Cassette labels
K K Tape Servs., Norfolk Street Studio, Norfolk St., Worthing, Sussex. BN11 4BB. Tel: (0903) 205053.
Audio: Cassette labels.
Lindsey's Colour Serv., 88 Teesdale St., London E2. Tel: (01) 729-5462. Mng. Dir.: Ray Mack; Sales Dir.: David Wall.
Audio: Cassette labels.
Video: Cassette labels.
M H G Cassettes/Warm Recs., Dailly Rd., Maybole, Ayrshire, Scotland KA19 7AX. Tel: (0655) 82200. Chm.: Mary Harrison-Goudie; Gen. & Sales Mgr.: Rui de Castro.
Audio: Cassette labels.
Positive Designs, 17 Station Rd., London SE25 5AH. Tel: (01) 771-5777. Chief Exec.: Steve Hutchins; Gen. Mgr.: Dave Lucy; Sales Mgr.: Nick Miller.
Audio: Cassette labels.
Robor Ltd. (div. of Tinsley-Robor Group), Churchill Ind'l Estate, Lancing, Sussex BN15 8TX. Tel: (09063) 5381.
Video: Packaging materials.
S S E, see Scenic Sounds.
Scenic Sounds Equip., 97-99 Dean St., London W1. Tel: (01) 734-2812. Telex: 27939.
Audio: Splicing & editing equip.
Brand names: Editall, SSE, Xedit.
Scotch, see 3M.
Shalford Press Ltd., 85b Bradford St., Braintree, Essex. Tel: (0376) 21125. Mng. Dir.: R. Capon.
Audio: Cassette labels.
Telex, see AT.
Tinsley-Robor Labels Ltd. (div. of Tinsley-Robor Group), 31 Rea St. S., Birmingham B5 6LB. Tel: (021) 692-1171.
Audio: Cassette labels.
Vintage Jazz Music Society Recs., 12 Slough Ln., Kingsbury, London NW9 8QL. Tel: (01) 205-2587. Partners: Steve Lane, Trevor Benwell, John Wadey; Sec'y: Steve Lane.
Audio: Cassette labels.
Weircliffe, see Amos of Exeter.
Xedit, see Scenic Sounds.
James Yorke Ltd., Oak House, High St., Northleach, Gloucestershire GL54 3ET. Tel: (04516) 666. Telex: 858623, 858393. Chief Exec.: J. Scarlett; Sales Dir.: Peter Fanshawe; Studio Mgr.: Peter Rinne.
Audio: Cassette labels.

RECORD MANUFACTURING EQUIPMENT

Han-O-Disc, see Metropolitan.
Lened, see Professional Tape.
Metropolitan Communications, 8A Frognal Gardens, London NW3 6UX. Tel: (01) 435-8803. Mng. Dir.: Mark R.F. Hanau.
Chief product: Assembly machines, 10K & MKII welders.
Brand name: Han-O-Disc.
Professional Tape Mktg. Assocs. Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton; Gen. Mgr.: Roger Morley.
Chief product: Automatic presses.
Brand name: Lened.
P. & J. Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP. Tel: (01) 373-9509, (sales) 330-0770. Technical Sales: Alan & Paul Sibert.
Chief product: Optical automatic center press, eccentricity testing equipment (stampers & pressings), record stylus & groove inspection equipment, optical de clicking unit, warp & centricity record tester w/digital display; stamper trimmer cuts 6" 14½" diameter.
Brand name: Optical Auto Record Centre Press, Optical Record Centricity Test Table, Record Stylus Photo Microscope, Record Pressing Centricity Tester, Stamper Trimmer, De-Clicking Turntable & Stereo Microscope, Record Warp & Centricity Digital-Display Tester. (SEE ADVERTISEMENT)

TAPE, BLANK LOADED & BULK RAW

Ablex Ltd. (sub. of Decca Ltd.), Harcourt, Halesfield 14, Telford, Salop TF7 4QR. Tel: (0952) 584131. Telex: 35649. Mgr.: Peter Banks.
Audio: Cassette.
Brand name: Decca
Acoustic Dynamic, see TDK.
Adastra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Claremont Rd., London NW2 1TU. Tel: (01) 452-6288. Cable: WESTQUIP. Mng. Dir.: Michael Leaver; Gen. & Sales Mgr.: B. Marks.
Audio: Cassette, open reel.
Brand name: Syncassette, Synchrotape.
Agfa-Gevaert Ltd., 27 Great West Rd., Brentford, Middx. TW8 9AX. Tel: (01) 560-2131. Cable: ARTOVEG. Telex: 28154. Mng. Dir.: R. P. Dickinson; Magnetic Prods. Div. Mgr.: W. M. May; Mktg. Mgr.: E.A. Bowden.
Home office: Germany.
Audio: Blank–Cassette, open reel; Raw–cassette.
Video: Blank–1" open reel, ½" cassette.
Anwa Sales & Serv. (UK) Ltd., 30/32 Concord Rd., Westwood Park Trading Estate, Western Ave., London W3 0TH. Tel: (01) 993-1672. Telex: 936239. Mng. Dir.: S.R. Chorley; Sales Mgr.: D.J. Wright; Adv. & Press Officer: T.D. Spiro.
Ampex Great Britain Ltd., Acre Rd., Reading, Berks, RG2 0QR. Tel: (0734) 85200. Cable: AMPEX READING. Telex: 847611. Gen. Mgr.: W. Scullion; Tape Sales Mgr.: J. Cripps; Adv. Mgr.: P. Vaughan.
Audio: 2", 1", cassette, open reel.
Video: 2" broadcast, 1" open reel, ¾" U-matic cassette, ½" Beta & VHS cassette.
Audiogenic Ltd., 34-36 Crown St., Reading, Berks. RG1 2SN. Tel: (0734) 595647. Dir.: Martin Maynard; Gen. Mgr.: Mary Thomas; Sales Mgr.: Henry Smithson. (Blank only)
Audio: Cassette.
Audio Gold Int'l, see Contek.
Audio Magnetics Inc. (UK) Ltd., 121 Loverock Rd., Reading, Berks. RG3 1JZ. Tel: (0734) 598036. Telex: 849113. Mng. Dir.: Nigel W. Bryden; UK Sales Mgr.: Hugh Smith.
Audio: 8-tr., cassette, open reel.
Audiopak/EMI, see Lee Eng'g.
Audiosonic, see Cassette Developments.
Audua, see TDK.
Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA. Tel: (01) 749-2201. Cable: CINEPRO. Telex: 892513. Mng. Dir.: Eric R. Bastin; Sales Dir.: Nick Gillieron; Adv. Mgr.: Bridget King. (Blank only)
Audio: Cassette (custom lengths).
B A S F UK Ltd., 4 Fitzroy Square, London W1P 5AD. Tel: (01) 388-4200. Telex: 28649. Div. Mgr.: H.C. Pattinson; Prof. Prods. Mgr.: R.M. Hine. (Blank only)
Audio: 2", 1", cassette, open reel.
F. W. O. Bauch Ltd., 49 Theobald St., Boreham Wood, Herts. Tel: (01) 953-0091. Telex: 27502. Mng. Dir.: John Bauch; Sales Mgr.: Vaughan Waller; Press Officer: David Neal.
Audio: Open reel.
Brand name: Revox.
Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223-5955. Telex: 917732. Dir.: K. H. Bourke-Borrowes; Gen. Mgr.: M. Shepherd.
Audio: Cassette.
Harvey Buat, 84 Church St., London NW8. Tel: (01) 724-3711. Chief Exec.: Alan Taub.
Audio: Cassette.
Brand name: Miles Gregory.
C P H Video, 22 Cadogan Court, Draycott Ave., London SW3 3BX. Tel: (01) 589-8286. Cable: THESPIAN.
Video: ½" Beta & VHS cassette
Cambrasound Ltd., Freedex House, 4/10 North Rd., Islington, London N7 9HN. Tel: (01) 607-8141. Cable: METROS G. Telex: 264773. Mng. Dirs.: David Mason, Peter Eden; Sales Mgr.: Peter Welsh. (Blank only)
Audio: Cassette.
Brand name: Cambra.
Capitol Magnetics (div. of EMI Tape Ltd.), Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-7860. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Nael; Gen. Mgr.: P. Sollitt.
Audio: 8-tr., Cassette, open reel.
Brand name: Blank–The Master Tape; raw–Capitol.
Captain Video, 665 Fulham Rd., London SW6. Tel: (01) 736-7411. Telex: 8953552. Dir.: Bruce Higham; Gen. Mgr.: R. Barkley-Smith. (Blank only)
Video: ½" VHS cassette.
Cassertate Chrome, see Simon Stable.
Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Cable: MICRONETICS. Telex: 8813481. Gen. Mgr.: D. Dixon.

Audio: Cassette.
Brand name: Audiosonic.

Cassette Rec'g Co. (UK) Ltd., Unit 2, Riverway, Harlow, Essex CM20 2DN. Tel: (0279) 39256. Mng. Dir.: H.L. Collins; Gen. Mgr.: Michael Newton; Mktg. Dir.: C.J. Sanford. (Blank only)
Audio: Cassette

David Cavalier Ltd., 75 Holloway Rd., London N7 8JZ. Tel. (01) 359-5305 Telex: 21120. Pres.: David Cavalier. (Blank only)
Audio: Cassette, open reel.
Brand name: Yashima.

Certron, see Laltex.

Cloud 9 Video, ISD, Stopgate Ln., Simonswood, Liverpool L33 4YA. Tel: (051) 548-9690. Mng. Dir.: Mike Glasspole; Prod'n Dir.: Dave Roylance. (Blank only)
Video: ½" VHS Cassette.
Brand name: Studio Plus.

Contek Magnetics Ltd., 90 Walnut Tree Close, Guildford, Surrey GU1 4UJ. Tel: (0483) 503222. Telex: 859403. Mng. Dir.: Gerald P. Creagh; Comm'l Mgr.: Fred MacDonald.
Audio: Cassette.
Brand names: Audio Gold Int'l, Contek UHE.

D & B Tape Servs., 23 Croydon Rd., Reigate, Surrey RH2 0LY. Tel 49505. Owner: E.G. Dowley.
Audio: 8-tr., cassette, broadcast.

Decca, see Ablex & Selecta.

Duplitape, 1/7 Harewood Ave., London NW1. Tel (01) 724-2497. Telex 21879. Chief Exec. & Gen. Mgr.: B. Lambden; Sales Mgr. R. Jackson Moore. (Blank only)
Audio: Cassette.
Brand name: ITD.

Dynamic, see TDK.

E M I Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Cable: EMITAPE LONDON. Telex: 932161. Mng. Dir.: E.A. Naef; Comm'l Controller: P.K. Mitchell; Gen. Sales Mgr.: P. Sollitt; Mktg. Mgr.: M.W. Cross.
Audio: 2", 1", 8-tr., cassette, open reel.
Video: Blank—½" Beta & VHS cassette.

Eagle Int'l, Precision Centre, Heather Park Dr., Wembley, Middx. HA0 1SU. Tel: (01) 902-8832. Cable: EAGLINT. Telex: 922131. Mng. Dir.: W. Morrow; Mktg. Dir. R. Woolf.
Audio: Cassette.
Brand name: New Int'l.

Ferrotape, see North East Audio.

Fidelipac, see SIS Rec'g.

Fraser Peacock Assocs. Ltd., 94 High St., Wimbledon Village, London SW19 5EG. Tel: (01) 947-7551. Dirs. David R. Tuckman, G.F. Peacock. (Blank only)
Audio: Cassette.

Fuji, see Pyser.

Golding Audio Ltd., 26 Hythe Quay, Colchester, Essex. Tel: (0206) 77224. Mng. Dir. A.B. Golding; Dir. D.P. Golding; Gen. Mgr.: P. Walsh; Sales Mgr.: R.K. Golding. (Blank only)
Audio: 8 tr., cassette.

Grampian Recs. Ltd., Airport Ind'l Estate, Wick, Caithness, Scotland. Tel (0955) 2787. Telex 75707 Dir.: J. Johnston; Mgr.. John Hunter. (Blank only)
Audio: Cassette.

I T D. see Duplitape.

International Video Corp. (UK) Ltd., 10 Portman Rd., Reading, Berks. RG3 1JR. Tel: (0734) 585421. Cable: INTERVIDEO. Telex: 847579.
Video: 2" & 1" open reel

J S D Ents., 62 Berners St., London W1P 3AE. Tel: (01) 580-4720. Telex 261298. Chm.: J. Stanley; Gen. Mgr. E.J. Wilding.
Video: ¾" U-matic cassette, ½" Beta & VHS cassette.

J V C (UK) Ltd., Staples Corner, London NW2 7AF. Tel (01) 450-2621. Telex 923320. Mng. Dir. Kurt Lowy, Sales Dir. G. Barr.; Adv. & Press Officer Geoff Fleming.
Video: ½" VHS cassette.

Laltex & Co. Ltd., Laltex House, 1 Canal St., Manchester M60 4AX. Tel: (061) 236 8186. Cable: ALMIGHTY. Telex. 669431 Dirs.: R.J. Mulchand, K.C. Bhavnani (Blank only)
Audio: Cassette.
Brand names: Certron, Monatone, Winthronics.

Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on Thames 43124. Cable: LEETECH Telex 928475. Mng. Dir. Thomas Lee; Gen. Mgr.: Chris Welsh, Sales Eng. J. Trievnor (Raw only)
Audio: 2", 1", 8-tr., cassette, open reel.
Brand name: Audiopak/EMI.

London Rec'g Co., 1099A Finchley Rd., London NW11 Tel (01) 455-6620 Chief Exec. Herb Wilcox
Audio: Cassette, open reel.

The Master Tape, see Capitol.

Mayfair, see Professional Tapes

Media Sound, see Metropolitan Communications.

Memorex (UK) Ltd., Memorex House, 94-106 Church St., Staines, Middx. TW18 4XU Tel: Staines 51488. Cable: MRXLDN. Telex: (851) 935013. Mng. Dir. M. Kitching; Gen. Mgr James W. Dulgar. Sales Mgr.: L. Gallon (Blank only)
Audio: Cassette
Video: ½" Beta & VHS cassette.

Metropolitan Communications, 8a Frognal Gardens, London NW3 6UX. Tel (01) 435-8803. Mng. Dir. Mark R.F. Hanau, Sales Mgr R. Hanau, Admin.: A. Lohmeyer (Blank only)
Audio: Cassette.
Brand name: Media Sound.

Miles Gregory, see Harvey Buat

Monatone, see Laltex.

Musonic, see Ziphurst

National Panasonic (UK) Ltd., 300-318 Bath Rd., Slough, Berks SL1 6JB. Tel: (0753) 34522. Cable: PANASONIC. Telex 847652. Mng. Dir.. A. Imura, Sales Mgr. T. Nishigaki; Adv. Mgr. P. Hamblin. (Blank only)
Branches: Falkirk, Stirlingshire, Scotland, Etna Rd. Tel: (0324) 20821. Reg'l Sales Mgr.: A. Douglas—**Normanton, Wakefield, Yorks.,** Don Pedro Ave. Tel: (0924) 890980. Reg'l Sales Mgr K. Spencer
Video: ¾" U-matic cassette, ½" VHS cassette, ½" EIAJ open reel, ½" EIAJ cartridge
Brand name: Panasonic

New Int'l, see Eagle.

North East Audio Ltd., Simonside Works, South Shields, Tyne & Wear NE34 9NX Tel (0632) 566321 Mng. Dir A.J. Hellewell, Gen. Mgr Tom Batey, Sales Mgr. Jim Farrier.
Brand name: Ferrotape.

J Osawa & Co (UK) Ltd., 10 Forge Court, Reading Rd., Yateley, Camberley, Surrey Tel: (0252) 875-919. Telex: 858917 Bus. Mgr.: L G. Roberts. (Blank only)
Audio: Cassette

P T L, see Professional Tapes.

P T T Developments Ltd., 52 The Maltings, Stanstead Abbotts, Herts. SG12 8HG. Tel: (0920) 870864.

Panasonic, see National Panasonic.

Paragon Int'l Prods., 16 Holmes St., Belfast, Northern Ireland. Tel: (0232) 48260. Dir.: John D.P. McCourt; Gen Mgr.: Anne Heaps; Sales Mgr.: Edwina Heaps.
Audio: Cassette, open reel.

Pebble Recs. Ltd., 46 Maddox St., London W1. Tel: (01) 629-3266, 491-4140. Telex: 25247. Mng. Dir.. James Pollard; Gen. Mgr.: Julia Slocombe.
Audio: 8-tr., cassette.

Philips Electrical Ltd., City House, London Rd., Croydon, Survey. Tel: (01) 689-2166. Telex: 946169.
Audio: Cassette, open reel.
Video: ½" EIAJ open reel, ½" V 2000 cassette.

Products 2000, The Maltings, 63 High St., Ware, Herts. SG12 9AD. Tel: (0920) 66242. Mng. Dir.: R.C. Bayes; Gen. Mgr.: C.W. Bayes. (Blank only)
Audio: Cassette.
Brand name: Sonorex/Audiogramm.

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel: (0532) 706066. Telex. 55293. Mng. Dir. Raymond Linton; Gen Mgr.. Yusuf Nurgat; Sales Dir.: Colin W. Marler.
Audio: Cassette.
Brand name: PTL, Professional, Mayfair.

Pyral Magnetics Ltd., Courtlands Rd., Eastbourne, Sussex. Tel: (0323) 638965. Mng. Dir.: H.J. Hutchings; Sales Mgr.: James Hutchings
Audio: Cassette, open reel.

Pyser Ltd., Fircroft Way, Edenbridge, Kent TN8 6HA Tel: (0732) 864111. Telex: 95527. Mng. Dir.: J.P. Tilt, Sales Dir.: J.R. Carpenter.
Audio: Cassette (90).
Brand name: Fuji.

Racal-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D.S. Worman; Gen. Sales Mgr.: John Rooke; A/V Sales Mgr.: Eric Mould; Cassette Div. Sales Mgr.: Michel e Jones.
Audio: Cassette, open reel.

Record Company Servs., 1/3 Sedley Pl., London W1R 1HH Tel (01) 409 2336. Telecopier: 4081735. Dirs.: E.J. Foster, A.C. Watling-Darrell.
Audio: Cassette.

Revox, see F.W.D. Bauch.

Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel (01) 580-7112. Cable ROSSILECT. Telex 22747. Pres.. Ross I.L. Marks; Gen & Sales Mgr.: A.C. Murphy. (Blank only)
Audio: Cassette.

S & B Export Servs., see Ziphurst.

S & B Trading, see Ziphurst.

S I S Ltd., 57 St. Andrews Rd., Northampton NN1 2PB. Tel: (0604) 32965, 30559 Mng. Dir.: D.P.D. Mitchell; Sales Mgr. I Brown.
Audio: NAB "A" & "C."
Brand name: Fidelipac

Scotch, see 3M.

Selecta (London) (div. of Decca Rec. Co. Ltd.), 125/127 Lee High Rd., Lewsham, London SE13 5NX. Tel (01) 852 9171/9191. Telex 896029. Gen. Mgr.: J.D. Roberts; Sales Mgr.: D. Barsby, Sales Co-ord.: E. Packham (Blank only)
Audio: Cassette.
Brand name: Decca.

Sonorex/Audiogramm, see Products 2000.

Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: (76) 87644. Telex: 266371 London. Pres.: W H Fulton; Sales Mgr D.W. Reeves. (Blank only)
Video: 1" open reel ("C" format), ¾" U-matic cassette, ½" EIAJ open reel; ½" Beta cassette.

Soundrider, see James Yorke.

Simon Stable Promos., 46 Westend Launton, Oxon Tel: (08692) 2831. Chief Exec.: Simon Stable; Gen. Mgr Stephanie De La Bedoyere; Sales Mgr. Daniel De La Bedoyere; Musical Dir.: Fang Stable.
Audio: Cassette.
Brand name: Cassertate Chrome

Studio Plus, see Cloud Nine

Super Avilyn, see TDK.

Syncassette, see Adastra

Synchrotape, see Adastra.

T D K Tape Dist (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: 688-7372. Telex 946727. Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwaite.
Audio: Blank—8-tr., cassette, open reel; raw—cassette.
Brand names: Acoustic Dynamic, Audua, Dynamic, Super Avilyn.

T R A D Electronics Sales Ltd., 149B St. Albans Rd., Watford, Herts. WD2 5BB. Tel: (92) 47988. Telex. 262741 Mng. Dir. J.E. Southard.
Audio: Cassette, open reel.

The Tape Dupl'g Co. Ltd., Freedex House, 4-10 North Rd., Islington, London N7 9HN. Tel: (01) 609-0087. Telex: 264773. Mng. Dir.: Peter Robey.
Audio: Blank—cassette, Raw—8-tr.

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726. Telex: 849371. Mng. Dir: Donn Osmon, Div. Dir.: P.G. Hutchings, Sales & Mktg. Mgr.: C. Hobbs, Mktg. Co-ord.: P.A. Stockwell-Jones.
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811. 42926—**Birmingham B3 3EL,** Edmund House, 12 22 Newhall St. Tel: (021) 236-5077—**Glasgow G4 0AY, Scotland,** 3M House, 9 Canal St. Tel: (041) 332 9622—**London SE20 7TR,** PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel: (01) 659-2323—**Manchester M15 4PA,** 3M House, 28 Great Jackson St. Tel: (061) 236 8500
Audio: 8-tr., cassette, open reel.
Video: 1" open reel, 1" cartridge, ¾" cassette, ½" EIAJ open reel, ½" EIAJ cartridge, ½" VHS cassette, ½" open reel.
Brand name: Scotch.

Winthronics, see Laltex.

World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel. (0532) 706066. Telex 55293 Mng. Dirs.. Raymond Linton, Colin W. Marler. (Blank only)
Video: ¾" cassette, & ½" Beta & VHS cassette

Yashima, see David Cavalier.

James Yorke Ltd., Oak House, High St., Northleach, Gloucestershire GL54 3ET Tel (04516) 666. Telex 858623, 858393 Chief Exec. J. Scarlett; Sales Dir. Peter Fanshawe; Studio Mgr. Peter Rinne
Audio: Cassette
Brand names: Soundrider, James Yorke.

Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts AL3 4DF Tel: (0727) 50611 Telex: 28675. Mng. Dir.: P.H. Blank; Gen. Mgr.: Stephen H. Blank; Sales Dir. B. Blank; Warehouse Mgr.: D.N. Lever.
Audio: 8-tr., cassette, open reel.
Brand name: Musonic

TAPE DUPLICATING & PROCESSING EQUIPMENT

Auvis-Asona, see Lennard.

Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HA Tel: (01) 749-2201. Cable: CINEPRO. Telex: 892513. Mng. Dir.: Eric R. Bastin; Sales Dir.: Nick Gilleron; Adv. Mgr.: Bridget King.
Audio: Cassette duplicators & high-speed copiers
Brand name: Telex.

Cartplant, see Sound.

Cetec Int'l Ltd., North Field Ind'l Estate, Unit 15, Beresford Ave., Wembley, Middx. HA0 1YB. Tel: (01) 900-0355. Telex: 935847. Mng. Dir.: Brian C.A. Wills.
Audio: High-speed duplicators.
Brand name: Gauss.

Cintron Group, Grove House, 551 London Rd., Isleworth, Middx. TW7 4DS. Tel: (01) 568-0131. Telex: 935054.
Audio: Duplicators.
Brand names: Pentagon, Telex.

Digitrax, see Sound

Duplitape, 1/7 Harewood Ave., London NW1. Tel: (01) 724-2497. Telex 21879. Chief Exec. & Gen. Mgr.: B. Lambden; Sales Mgr.: R. Jackson Moore.
Audio: Duplicators.
Brand name: Otari (Japan)

Gauss, see Cetec.

Hayden Labs. Ltd., Hayden House, Chiltern Hill, Chalfont St. Peter, Gerrards Cross, Bucks. SL9 9UG. Tel: (02813) 88447. Telex. 849469. Chm.: K.E. Owens; Mng. Dir.: E.J. Barrett; Sales Mgr.: D. Hughes; Technical Mgr.: R. Hull; Adv.: Mrs. A.C. Sandrey.
Audio: Cassette duplicators & loaders.
Brand name: Telefunken.

Industrial Tape Applications, 1/7 Harewood Ave., London NW1. Tel: (01) 724-2497. Telex. 21879. Dir.: M. Parmiter; Gen. Mgr.. B. Lambden; Sales Mgr.: P. Leader.
Audio: Cassette duplicators
Brand name: Otari (Japan)

International Video Corp. (UK) Ltd., 10 Portman Rd., Reading RG3 1JR. Tel: (0734) 585421. Cable: INTERVIDEO. Telex: 847579
Video: Duplicators.

Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD Mng. Dir.. E.G. Lennard.
Audio: Cassette loaders.
Brand name: Auvis-Asona.

B H. Morris & Co. (Radio) Ltd., Precision Centre, Heather Park Dr., Wembley, Middx. HA0 1SU Tel: (01) 902-9422. Telex: 922131. Mng. Dir.: K. Lasky; Mktg. Mgr.: B.T. Cockram; Sales Dir.: A. Ailenstein.
Brand name: Trio

Otari, see Duplitape & Industrial Tape.

Pentagon, see Cintron

Philips Electrical Ltd., City House, London Rd., Croydon, Survey. Tel: (01) 689-2166 Telex 946169.
Audio: Cassette duplicators.
Video: Cassette duplicators.

Scotch, see 3M.

P & J Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP Tel. (01) 373-9509, (sales) 330-0770. Technical Sales: Alan & Paul Sibert.
Chief Product: Tape head inspection & photographing equipment.
Brand name: Tape Photo Microscope. (SEE ADVERTISEMENT)

Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx Tel: (76) 87644. Telex: 266371 London. Pres.: W.H. Fulton; Sales Mgr. D.W. Reeves. (Video only)

Sound, 1 Ogdershaw Mews, Maidenhead, Berks. Tel: (0628) 33011. Mng. Dir.: I.S. Webb; Sales Mgr.: M. Lloyd, Adv. Mgr.: C. McVie.
Audio: Duplicators, winders.
Brand name: Cartplant, Digitrax.

Telefunken see Hayden.

Telex, see Avcom & Cintron

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU Tel: (0344) 26726. Telex: 849371. Mng. Dir.: Donn Osmon; Div. Dir.: P.G. Hutchings; Sales & Mktg. Mgr.: C. Hobbs; Mktg. Co-ord.: P.A. Stockwell Jones.
Reg'l sales offices: Belfast, BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926—**Birmingham B3 3EL,** Edmund House, 12-22 Newhall St. Tel: (021) 236-5077—**Glasgow G4 0AY, Scotland,** 3M House, 9 Canal St. Tel: (041) 332-9622—**London SE20 7TR,** PO Box 38, Yeoman House, 63 Croydon Rd., Penge. Tel. (01) 659-2323—**Manchester** M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-8500.
Audio: Cassette pancakes.
Brand name: Scotch.

Trio, see B.H. Morris.

TAPE PACKAGING & LABELING EQUIPMENT

S. Kempner Ltd., 498 Honeypot Ln., Stanmore, Middx. HA7 1JZ. Tel (01) 952-5262. Telex: 21400. Sales Dir.: Paul R.S. Rogers; Sales Mgr.. Aidan Coles.
Product: Shrinkwrapping machines.

Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Cable: LENNARD ENFIELD. Mng. Dir.: E.G. Lennard.
Product: Cassette labelling machines (Auvis-Asona).

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel: (0532) 706066. Telex: 55293. Mng. Dir.: Raymond Linton; Gen. Mgr.: Yusuf Nurgat; Sales Dir.: Colin W. Marler
Product: Cassette labeling machines.

• accessories

Ablex Ltd. (sub. of Decca Ltd.), Harcourt, Halesfield 14, Telford, Salop TF7 4QR. Tel (0952) 584131. Telex 35649. Mgr. Peter Banks
Product: Tape—head cleaners (audio)

Adastra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Claremont Rd., London NW2 1TU. Tel. (01) 452-6288. Cable WESTQUIP LONDON NW2. Mng. Dir Michael Leaver, Gen. & Sales Mgr.. B. Marks.
Product: Tape—carrying & storage cases, head cleaners, demagnetizers

Agfa-Gevaert Ltd., 27 Great West Rd., Brentford, Middx. Tel (01) 560-2131. Cable ARTDVEG Telex 28154. Mng. Dir. R.P. Dickinson, Magnetic Prods. Div. Mgr.: W.M. May, Mktg. Mgr.. E.A Bowden
Home office: Germany
Product: Tape—splicing & editing equip.

Allsop 3, see Network Mktg.

Ampex Great Britain Ltd., Acre Rd., Reading, Berks. RG2 0QR. Tel: (0734) 85200. Cable: AMPEX READING. Telex: 847611. Gen. Mgr.: W. Scullion, Tape Sales Mgr.: J. Cripps; Adv. Mgr.: P. Vaughan.
Product: Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape & equip. (all audio & video)

Arrowtabs Ltd., Humber Rd., London NW2 6EP. Tel: (01) 450-2411. Telex: 923034. Mng. Dir.: Maurice Mindel; Sales Mgr.: Alex Murray; Prod. Mgr. Paul Rinne.
Product: Record–record care prods.; Tape–carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape.

Audio Magnetics Inc. (UK) Ltd., 121 Loverock Rd., Reading, Berks. RG3 1JZ. Tel: (0734) 598036. Telex: 849113. Mng. Dir.: Nigel W. Bryden; UK Sales Mgr.: Hugh Smith.
Audio: Tape–cassette hubs.

Audio Technica Ltd., Hunslet Trading Estate, Low Rd., Leeds LS10 1DL. Tel: (0532) 771441. Telex: 557991.
Product: Record–record care prods.; cleaners, replacement styli.

Audio + Video Ltd., Video House, 48 Charlotte St., London W1P 1LX. Tel: (01) 580-7161. Telex: 22345. Mng. Dir.: Irvin C. Pannaman; Sales Mgr. Andrew Bourne; Adv. Mgr.: Don Ubsdell.
Product: Tape–bulk erasers (video).

B A S F UK Ltd., 4 Fitzroy Square, London W1P 5AD. Tel: (01) 388-4200. Telex: 28649. Div. Mgr.: H.C. Pattinson; Prof. Prods. Mgr.: R.M. Hine.
Product: Record–record care prods; Tape–head cleaners, leader tape, splicing tape & equip. (all audio).

Barrester Music Co. Ltd., 50 Bute St., Luton, Beds. LU1 2EP. Tel: (0582) 29335. Telex: 825115. Mng. Dir.: John Barratt.
Product: Record–record care prods., turntable mats; Tape–carrying & storage cases.

F. W. D. Bauch Ltd., 49 Theobald St., Boreham Wood, Herts. Tel: (01) 953-0091. Telex: 27502. Mng. Dir.: John Bauch; Sales Mgr.: Vaughan Waller, Press Officer: David Neal.
Product: Tape–head cleaners, demagnetizers, leader & splicing tape (Revox).

Bib Hi-Fi Accessories Ltd., Kelsey House, Wood Ln. End, Hemel Hempstead, Herts. HP2 4RQ. Tel: (0442) 61291. Telex: 826437. Chm. & Mng Dir.: P.B. Arbib; UK Sales Dir.: J. Embley; Int'l Sales Dir.: R.G. Everett.
Product: Record–record care prods.; Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, splicing tape & equip., audio cassette winder, video maintenance kit.

Bibi Magnetics Ltd., 101/105 Plough Rd., London SW11 2BJ. Tel: (01) 223 5955. Telex: 917732. Dir.: K. H. Bourke-Borrowes; Gen. Mgr. M Shepherd.
Product: Tape–head cleaners, demagnetizers.

Book Binders of London, 11 Ronalds Rd., Highbury, London N5 1XJ. Tel: (01) 607-3361.
Product: Video storage cases (book style).

Harvey Buat, 84 Church St., London NW8. Tel: (01) 724-3711. Chief Exec. Alan Taub.
Product: Tape–carrying & storage cases, head cleaners, demagnetizers

C B S Mfg. (div. of CBS (UK) Ltd.), 17/19 Soho Square, London W1V 6HE Tel: (01) 734-8181. Cable: CDLRECMAN. Telex: 24203. Mng. Dir John A Wheeler.
Product: Tape–cassette library cases.

Cambrasound Ltd., Freedex House, 4/10 North Rd., Islington, London N7 9HN. Tel: (01) 607-8141. Cable. METRDS G. Telex: 264773. Mng. Dir. Gerald Ambrose; Sales & Mktg. Dir.: Peter Eden; Sales Mgr.: Peter Welsh.
Product: Record–carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli; Tape–carrying & storage cases (video), head cleaners, bulk erasers, demagnetizers, leader tape, splicing tape.

Cassette Developments (Audiosonic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel: (01) 940-8186. Cable: MICRD NETICS. Telex: 8813481. Gen. Mgr.: D. Dixon.
Product: Tape–head cleaners, demagnetizers.

Cintron Group, Grove House, 551 London Rd., Isleworth, Middx. TW7 4DS Tel: (01) 568-0131. Telex: 935054.
Product: Tape–demagnetizers.

Clendisc (Mail Order), Ltd., 7 Trinity Court, Grays Inn Rd., London WC1 Tel (01) 837-9088. Pres.: Erna Smith; Gen. Mgr.: Beatrice Parker
Product: Record–record care prods.

Cloud 9 Video, ISD, Stopgate Ln., Simonswood, Liverpool L33 4YA. Tel (051) 548-9690. Mng. Dir.: Mike Glasspole; Prod'n Dir.: Dave Roylance
Product: Tape–library cases (video).

Colclene, see Future Film.

Condor Electronics Ltd., Woodman Works, 204 Durnsford Rd., London SW19 8DR. Tel: (01) 947-9511. Telex: 928502. Mng. Dir. C.A. Wolff.
Product: Record–record care prods., replacement styli, Tape–head cleaners, demagnetizers.

Contek Magnetics Ltd., 90 Walnut Tree Close, Guildford, Surrey GU1 4UJ Tel: (0483) 503222. Telex: 859403. Mng. Dir.: Gerald P. Creagh; Comm'l Mgr.: Fred MacDonald.
Product: Tape–head cleaners (audio).

Cosmocord Ltd., Eleanor Cross Rd., Waltham Cross, Herts. EN8 7NX. Tel: Lea Valley 716-666. Cable: ACDS. Telex: 24294. Mng. Dir.: V.J. Sivyer, Sales & Mktg. Dir.: G.E. Brewin.
Product: Record–record care prods., 45 rpm adaptors, replacement styli. Tape–carrying & storage cases, head cleaners, demagnetizers

Crown Arrow Co., 8 Gatelodge Close, Round Spinney, Northampton NN3 4RJ Tel: (0604) 48744. Telex: 311165. Dwner: Robert J. Parfitt
Product: Record–carrying & storage cases; Tape–carrying & storage cases (audio & video), head cleaners.

D & B Tape Servs., 23 Croydon Rd., Reigate, Surrey RH2 0LY Tel 49505 Dwner: E.G. Dowley.
Product: Tape–head cleaners, demagnetizers.

Discleaner, see Vac-D-Rec.

E M I Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Cable: EMITAPE LDNDDN. Telex: 932161. Mng Dir E.A. Naef; Comm'l Controller: P.K. Mitchell; Gen. Sales Mgr.: P. Sollitt; Mktg Mgr.: M.W. Cross.
Product: Tape–head cleaners, leader tape (both audio).

Eagle Int'l. Precision Centre, Heather Park Dr., Wembley, Middx HA0 1SU Tel: (01) 902-8832. Cable: EAGLINT. Telex 922131 Mng Dir.: W Morrow; Mktg. Dir.: R. Woolf.
Product: Record–replacement styli; Tape–bulk erasers, demagnetizers.

Editall, see Scenic Sounds.

Edwards Construction Co., 4 Brunswick Dr., Harrogate, North Yorks HG1 2PZ. Tel: Harrogate 60921. **Local plant:** The Chapel, 282 Skipton Rd. Tel 500442.
Local plant: The Chapel, 282 Skipton Rd. Tel. 500442.
Product: Record–record & hi-fi cabinets (Superflex); Tape–video cabinets (Videoflex).

Elcon Magnetek, see Pro-Bel.

Emerald Recs. Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Co. Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711 Telex: 747293 Mng Dir.: Mervyn Solomon; Gen. Mgr. Les R. Paterson; Sales Mgr. Noel A. Spiller
Product: Record–replacement styli

Entre, see Lentek.

Ferrograph, see North East Audio

N. & S.B. Field & Co Ltd./Record Housing, 17 A Newham Rd., Wood Green N22. Tel: (01) 888-7487. Chm.: N. Field; Gen Mgr.: F. Davis, Sales Mgr J. Edwards; Promo. Dir.: M.L. Field.
Product: Record–carrying & storage cases.

Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland Tel (0574) 3015. Telex. 747386 Mng. Dir C. Rumble
Product: Tape–storage cases

Future Film Developments (Allotrope Ltd.), 36/38 Lexington St., London W1R 3HR. Tel: (01) 437-1892. Cable: ALLDTRDPE LDNDDN W1. Telex. 21624. Dirs C.S. Young, Tim Blackham; Sales Mgr John Dent.
Product: Tape–head cleaners (Colclene).

Golding Audio Ltd., 26 Hythe Quay, Colchester, Essex. Tel (0206) 77224 Mng. Dir A.B. Golding; Dir D.P Golding, Gen. Mgr. P Walsh, Sales Mgr. R.K. Golding
Product: Tape–carrying & storage cases, head cleaners, demagnetizers

C E Hammond & Co. Ltd., 105/109 Dyster Ln., Byfleet, Surrey KT14 7JH. Tel. (09323) 51051. Telex 262525. Mng. Dir.: Peter M. Hammond, Sales Mgr. Tony Smith; Co. Sec'y: Edgar A. Thomson.
Product: Record & Tape–storage cases.

Hi-Fi Pro, 22/24 Buckingham Palace Rd., London SW1 Tel. (01) 834-9382 Telex. 929679. Dir.: Ms. M H. Ling; Gen. Mgr.: Jeff Hill.
Product: Record–45 rpm adaptors, replacement styli, Tape–head cleaners, demagnetizers, leader & splicing tape.

Highgate Acoustics, 38 Jamestown Rd., London NW1 7EJ Tel (01) 267 4936.
Product: Record–replacement styli.

Immediate Sound Servs. Ltd., 6 Drsman Rd., London N1 5QJ Tel (01) 739 9672 Telex: 914382. Mfg. Mgr.: J.W. Hart.
Product: Record–carrying & storage cases, record care prods.

Istead Audio Visual, 38 The Tything, Worcester Tel (0905) 29713. Telex 335294.
Product: Tape–videocassette storage cabinets

K tel Int'l (UK) Ltd., 620 Western Ave., London W3. Tel (01) 992 8000 Cable KAYTELE Telex: 934195. Mng Dir. Tony Johnson; Sales Mgr Colin Ashby
Product: Record & Tape–carrying & storage cases.

Knowin (UK) Ltd., 37 Churchill Way, Fleckney, Leics. Tel (0533) 40331 Telex: 342467
Product: Record–carrying & storage cases, record care prods, Tape–carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio)

L G R Prods., 105 Eastern Esplanade, Southend-on-Sea, Essex Tel: (0702) 65695 Dwner: L.G Raven
Product: Carrying & storage cases.

Landmark (Precision Mouldings) Ltd., 2 Albone Way, Langford Rd., Biggleswade, Beds. Tel (0767) 314 231 Telex 23384. Mng Dir David Ritchie, Works Dir Don Pearson, Prod'n Dir. George Jardine
Branch: Potters Bar, Herts., Deneway House, Darkes Ln
Product: Tape–head cleaners, demagnetizers, cassette library cases.

Lee Eng'g Ltd., Napier House, Bridge St., Walton-on Thames, Surrey KT12 1AP Tel. 43124. Cable: LEETECH. Telex: 928475. Mng. Dir Thomas Lee; Gen Mgr.. Chris Welsh; Sales Eng.. J. Trievnor
Product: Tape–carrying & storage cases, head cleaners, demagnetizers, splicing tape (Nortronics).

Leevers Rich Equip. Ltd., Ltd., 319 Trinity Rd., Wandsworth, London SW18 3SL Tel: (01) 874-9054. Cable: LEEMAG. Telex: 923455.
Product: Tape–bulk erasers (audio & video), demagnetizers (audio & video)

Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX Tel: (01) 363-8238. Cable: LENNARD ENFIELD Mng. Dir. E.G Lennard.
Product: Record–record care prods., 45 RPM adaptors, replacement styli, Tape–carrying & storage cases, head cleaners, demagnetizers, splicing tape.

Lentek Audio Ltd., Ind'l Estate, Edison Rd., St Ives, Huntingdon, Cambs PE17 4LF. Tel (0480) 62225 Telex 32303. Dir.: L.W Scofield
Product: Record–replacement styli (Entre)

Lightning Recs. Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH Tel: (01) 969 7155/5255. Telex 927813 Mng. Dir.: Raymond Laren; A&R & Mktg. Dir. Keith Yershon, Dist'n & Jukebox Dir David Powell, Commercial Dir Siad Reza.
Product: Record–45 rpm adaptors.

Liverwise Bindery, 9/12 Zennor Rd., London SW12 Tel (01) 673-1216
Product: Tape–videocassette slip cases.

Lugton & Co. Ltd., PO Box 182, Cross Ln., Hornsey, London N8 7SB Tel (01) 348 9122 Telex: 25618 Mng Dir Walter Ficker; Gen Mgr W Collins.
Product: Record–carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli, Tape–carrying & storage cases (audio & video), head cleaners (audio & video), bulk erasers (audio), demagnetizers (audio), leader & splicing tape (audio)

Milty Prods. Ltd., New Mansion House, 173/191 Wellington Rd S., Stockport, Cheshire. Tel (061) 480-8142. Cable: PDWMAR Telex 667700
Product: Record–record care prods. (Pixall, Permostat)

Musac (Scotland) Ltd., Baltic Chambers, 50 Wellington St., Glasgow, Scotland G2 6HJ. Tel (041) 221 1948 Mng. Dir Angus McDonald, Sales Mgr Douglas MacLeod.
Product: Record–carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli, Tape–carrying & storage cases (audio & video), head cleaners (audio & video), demagnetizers (audio), leader tape (audio), splicing tape & equip (audio).

Musicase Ltd., Camberwell Ind'l Estate, Unit 6, Denmark Rd., London SE5 Tel (01) 737-0480 Mng. Dir.: John Hardman, Prod'n Mgr Martyn Ward.
Product: Record–carrying & storage cases, record care prods., Tape–carrying & storage cases, head cleaners, demagnetizers

Musonic, see Ziphurst.

Network Mktg Ltd., Middlesex House, 29 45 High St., Edgware, Middx HA8 7HH Tel (01) 952 6225 Telex 261341.
Product: Tape–"non abrasive" type head cleaning cassettes (audio & video) (Allsop 3)

North East Audio Ltd., Simonside Works, South Shields Tyne & Wear NE34 9NX Tel (0632) 566321 Mng. Dir A.J. Helliwell, Gen. Mgr Tom Batey, Sales Mgr Jim Farrier.
Product: Tape–head demagnetizers, test tapes (Ferrograph)

Nortronics, see Lee

J. Osawa & Co (UK) Ltd., 10 Forge Court, Reading Rd., Yateley, Camberley, Surrey. Tel (0252) 875 919. Telex 858917 Bus Mgr.: L.G Roberts
Product: Record–record care prods., replacement styli, Tape–head cleaners, demagnetizers, splicing tape

Osmabet Ltd., 46 Kenilworth Rd., Edgware, Middx. HA8 8YG. Tel: 958-9314. Mng. Dir.: D. Greenlick.
Product: Tape–bulk erasers, head demagnetizers.

P T T Developments Ltd., 52 The Maltings, Stanstead Abbotts, Herts. SG12 8HG Tel: (0920) 870864.
Product: Tape–carrying & storage cases (audio, video).

Parostatik, see Cecil Watts.

Permostat, see Milty

Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169.
Product: Tape–cassette head cleaning tape, leader & splicing tape.

Pinnacle Recs., 371/375 Kenning Ln., London SE11. Tel: (01) 582-2238. Telex 896141 Dripngton. Chm. Terry Scully, Gen. Mgr.: Tony Berry; Int'l. Newton Wills.
Product: Record–carrying & storage cases, record care prods., replacement styli, Tape–head cleaners, demagnetizers.

Pixall, see Milty

Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 7PQ. Tel: (0533) 833691. Chief Exec.: T.H. Winfield; Gen. Mgr.: Mrs. B.E. Flude.
Product: Carrying & storage cases.

Pro-Bel Ltd., Terrace Rd., Binfield, Bracknell, Berks. Tel: (0344) 56969. Telex. 848314. Mng. Dir.: Derek Owen; Press Officer: K. Bryan.
Product: Tape–2" & 1" tape cleaner/profiler (Elcon Magnetek).

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel. (0532) 706066. Telex. 55293. Mng. Dir. Raymond Linton; Gen. Mgr. Yusuf Nurgat; Sales Dir. Colin W. Marler.
Product: Tape–head cleaners, splicing tape.

Purpax Plastics Ltd., 138 Miles Rd., Epsom, Surrey. Tel: Epsom 21644, 40322 Telex: 925207. Mng. Dir.: J.M. Fuller, Sales Mgr.: M. Pink.
Product: Record & Tape–carrying & storage cases.

Pyral Magnetics Ltd., Courtlands Rd., Eastbourne, Sussex, Tel: (0323) 638965 Mng. Dir. Harry Hutchings; Sales Mgr.: James Hutchings.
Product: Tape–leader tape.

Pyser Ltd., Fircroft Way, Edenbridge, Kent. Tel (0732) 864111. Telex: 95527. Mng. Dir J.P. Tilt; Sales Dir.. Malcolm Blockley.
Product: Record–record care prods. preservative (Sound Guard); Tape–head cleaners & demagnetizers.

Quality Audio Supplies, Wollaton Rd., Beeston, Notts. Tel (0602) 25-22-22.
Product: Tape–head cleaners.

Quality Plastic Supplies, 13 Summerstown, Wandsworth, London SW17. Tel: (01) 946-8388.
Product: Tape–plastic video albums, protective cases for videocassette.

R I Audio, Kernick Rd., Penryn, Cornwall TR10 9DQ. Tel: (0326) 72753. Cable RIMICRDN. Sales Dir.: A. Lee.
Product: Record–record care prods.

Racal-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES CRAWLEY. Telex: 87651. Mng. Dir.: D S Worman; Gen. Sales Mgr. John Rooke; A/V Sales Mgr. Eric Mould.
Product: Tape–head cleaners, leader tape.

Record Holding Soundmaster, 17A Newnham Rd., Wood Green N22. Tel: (01) 889-0139 Co-Chm.: M.L Field; Gen Mgr.: J. Cohen, Sales Mgr.: J. Devan, Prod'n/Buyer: F Davis.
Product: Record & Tape–carrying & storage cases, storage racks, cabinets, trolleys

Revox, see F.W.D. Bauch

Riverside Ltd., 107 High St., Evesham, Worcs Tel. (0386) 47766. Contact: Harry Dixon
Product: Record–carrying & storage cases.

Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel: (01) 580-7112 Cable RDSSILECT. Telex. 22747. Pres. Ross I L. Marks; Gen. & Sales Mgr. A.C Murphy.
Product: Record–record care prods

S & B Export Servs., see Ziphurst.

S & B Trading, see Ziphurst

Scenic Sounds Equip Ltd., 97-99 Dean St., London W1V 5RA Tel (01) 734-2812 Telex: 27939.
Product Tape–splicing, editing equip. (Editall, Xedit).

Sculthorp Plastics Ltd., 248 Walton Rd., East Molesey, Surrey. Tel: (01) 941 2929 Mng. Dir. R H. Sculthorp, Gen. Mgr. J. Pointon, Sales Mgr. Miss M Winter; Export Mgr Mrs. A. Wade
Product: Carrying & storage cases.

Securette Ltd., Bluebridge Ind'l Estate, 5 First Ave., Halstead, Essex CD9 2EX Tel (0787) 475912. Mng. Dir Bruce J. Samson, Dir. Mary B. Radclyffe
Product: Tape–storage cases

P & J Sibert & Co., 161 Finborough Rd., West Brompton, London SW10 9AP Tel (01) 373 9509 Technical Sales: Alan & Paul Sibert
Product: Record–stylus inspection equip., Tape–head inspection equip. (SEE ADVERTISEMENT)

Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Co. Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711 Telex: 747293. Mng Dir Mervyn A. Solomon, Gen Mgr. Les Paterson; Rec./Tape Mgr.: Michael H Ross, Sales Mgr. Noel A Spiller.
Product: Record–record care prods., replacement styli; Tape–head cleaners, demagnetizers

Sound Guard, see Pyser

Stanton, see Wilmex

Superflex, see Edwards.

T D K Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ Tel (01) 688 7372. Telex 946727 Mng. Dir J.C. Buchan; Sales Mgr Derek Huthwaite.
Product: Tape–head cleaners, demagnetizers.

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks. RG12 1JU. Tel: (0344) 26726 Telex: 849371. Mng. Dir. Donn Dsmon, Div. Dir.: P.G. Hutchings, Sales & Mktg. Mgr.: C. Hobbs; Mktg. Co-ord.: P.A. Stockwell-Jones
Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square S Tel. (0232) 42811. 42926–**Birmingham B3 3EL,** Edmund House, 12 22 Newhall St. Tel: (021) 236-5077–**Glasgow G4 0AY, Scotland,** 3M House, 9 Canal St Tel (041) 332-9622–**London SE20 7TR,** PO Box 38, Yeoman House, 63 Croydon Rd., Penge Tel. (01) 659-2323–**Manchester M15 4PA,** 3M House, 28 Great Jackson St. Tel: (061)236-8500
Product: Record–turntable mats; Tape–head cleaners, leader & splicing tape.

V D R Int'l, Unit 16F, Randles Rd., Knowsley, Merseyside L34 9EZ. Tel: (051) 548 7400 Telex 627791 Mng. Dir Jim Thornton.
Product: Record–record care prods (Discleaner, Vac-D-Rec)

Vac D Rec. see VDR.

Videoflex, see Edwards.

Cecil E Watts Ltd., Darby House, Lower Hampton Rd., Sunbury-on-Thames, Middx Tel Sunbury 83252 Cable: DUSTBUG. Telex: 27750. Mng. Dir.: Mrs A.H Watts; Gen. Mgr. D.W. Luxford Watts; Sales Mgr.: Mrs. S.A.C. Luxford Watts

Product: Record—record care prods. "Dust Bug," Disc Preener, Manual Parastat, Hi fi Parastat, Parostatik, X static, Humid Mop, Trade Parastat, Stylus cleaner.

West 4 Tapes & Recs., 169 Chiswick High Rd., London W4 2DR Tel: (01) 994 5879
Product: Record—polythene lined covers, cardboard (master bags) for LP's & singles

Wilmex Ltd., Compton House, New Malden, Surrey KT3 4DE Tel: (01) 949 2545
Product: Record—replacement styli (Stanton.

World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel: (0532) 706066 Telex 55293 Mng. Dirs. Raymond Linton, Colin W. Marler
Product: Tape—carrying & storage cases (video), bulk erasers (audio & video)

Wynd-Up Recs. Ltd., Greengate Ln., Prestwich, Manchester Tel: (061) 798 9252/0533 Mng. Dir. Colin Reilly, Gen. Mgr & Dist'n Dir. B. Patchett, Sales Dir. L.J. D'Meara **Local branch:** Accessories Div., 14 Birch Ln., Longsight, Manchester Tel: (061) 224 2823.
Branch: Glasgow, Scotland, Tradeston Ind'l Estate, 7 Kilbirnie Pl. Tel: (041) 429 5155
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli, Tape—head cleaners, demagnetizers, leader & splicing tape.

Xanadu Constructional & Mechanical Engs., 79 Frizneal St., East Acton, London W12 Tel: (01) 743 3402 Mng. Dir. Paul Cadd, Co-Dir & Sales Mgr. Don Arden, Gen. Mgr. Jeff Lynne.
Product: Record—45 rpm adaptors, replacement styli

Xedit, see Scenic Sounds.

X static, see Cecil Watts

M. Young & Co., Industrial Estate, Southgate Ave., Mildenhall, Suffolk IP28 7AT Tel: Mildenhall 712553 Partner: M. Young
Product: Record—polythene lined covers, mas er bags, cardboard record covers, Tape—cassette master bags

Zeepa Instruments Ltd., 15 Richmond Grove, Surbiton, Surrey KT6 6AH Tel: (01) 399-0966 Cable: ZEEPA SURBITON Telex: 929679 Mng. Dir. W. Ling, Sales Mgr. R.S. English
Audio: Record—carrying & storage cases, record care prods., replacement styli, Tape—head spray demagnetizers, bulk erasers

Zerostat Components Ltd., Burrel Road Ind'l Estate, St. Ives, Huntingdon, Cambs. Tel: (0480) 62225 Telex: 32303. Dir.: R.F. Wookey
Product: Record—record care prods.

Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank, Gen. Mgr: Stephen H. Blank, Sales Dir: B. Blank, Warehouse Mgr: D.N. Lever
Product: Record—carrying & storage cases, record care prods., 45 rpm adaptors, replacement styli, Tape—head cleaners, demagnetizers, leader & splicing tape (Musonic)

• promotional merchandising aids

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items promoting the music industry and/or its artists. The key to symbols used is: (M) manufacturer; (I) importer; (D) distributor and (R) retailer.

Anabas Prods. Ltd., Chesham Close Ind'l Estate, Cedar Rd., Romford, Essex RM7 7EX. Tel: Romford 21318.
Product: Posters (M, D)

Apollo Tour Mktg., Basement Studio, 33 Norton Rd., Hove, Brighton BN3 3BF Tel: (0273) 720297, (01) 589 5023 Chief Exec.: Nando Valverde, Gen. Mgr: Eleanor Leonard, Sales Mgr.: Steve Jones, European Sales Mgr.: L. Tucker
Product: Posters, ties

Badge Sales, 48 Carnaby St., London W1V 1PF Tel: (01) 437 5121 Mng. Dir.: William Smith, Gen. Mgr.: Oscar Zanello; Sales Mgr: David Kerry
Product: Posters, patches, badges (all M)

Ballantine Advertising, 11 Talbot Square, London W2 Tel: (01) 723 4439
Product: Posters (M), T shirts (M).

Chess Creative Servs. Ltd., 14A Shouldham St., London W1 Tel: (01) 723 8233. Partners: A. Smith, P.J. Lacy
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets (all M)

Cream Creative Mktg. Ltd., The Cloisters, 11 Salem Rd., London W2 Tel: (01) 221 5155.
Product: Posters, belt buckles, T-shirts, hats/caps, keychains, patches, jackets (all M, D)

Dazzlebourne Ltd., 41 B Blenheim Crescent, London W11 2EF Tel: (01) 727-0734 Mng. Dir.: Harry T. Murlowski (M, , D, R)
Product: Posters, belt buckles, T shirts, hats/caps, keychains, patches, jackets.

Elvisly Yours Ltd., 23/24 Easton St., London WC1 Tel: (01) 278-0103 Mng. Dir.: Sid Shaw, Gen. & Sales Mgr.: Paul Jardine, PR: David Griffiths
Product: Posters, belt buckles, T-shirts, keychains, patches (all I, D, R)

Format (Sussex) Ltd., Jubilee Rd., Burgess Hill, Sussex Tel: (04446) 45245 Telex: 87322 Mng. Dir.: Ted Light
Product: Posters (M).

Front Line Mktg., 5 Cinderhills Rd., Holmfirth, West Yorks Tel: (048489) 6892. Mng. Dirs.: John Piper, Geoff Dolding
Product: T shirts, keychains, patches, badges (all M)

John Harwood Bee Assocs., The Folly, Folly Island, Hertford, Herts. Tel: (0922) 551233. Telex: 817961 Mng. Dir.: John Harwood Bee
Product: Posters, T shirts (both M)

Howards Printers (Slough) Ltd., Mill St., Slough Tel: (0753) 32271
Product: Posters (M)

Jubilee Graphics, 101 Wardour St., London W1 Tel: (01) 437 8572
Product: Posters, T shirts, jackets (all M)

Lindsey's Colour Serv., 88 Teesdale St., London E2 Tel: (01) 729-5462 Mng. Dir.: Ray Mack; Sales Dir.: David Wall
Product: Posters, T shirts, patches, jackets, badges (all M)

Mercer Servs./Razamataz, 40 42 Church St., Burnley, Lancs. BB11 2DL Tel: (0282) 53046, 56156, 55731
Product: Patches (M), jackets (D)

Pin Badge Co., PO Box 22, Banbury Tel: (0295 57321 Telex: 837424 Chief Exec.: G. Pearson.
Product: Badges (M)

Positive Designs, 17 Station Rd., London SE25 5AH Tel: (01) 771 5777 Chief Exec.: Steve Hutchins, Gen. Mgr: Dave Lucy, Sales Mgr: Nick Miller
Product: Posters (M, R), belt buckles (D), T shirts (D), hats/caps (D), keychains (D), patches (M, R), jackets (D, R), badges (M, D, R).

Scandecor Ltd., 3 Armadale Rd., Feltham, Middx Tel: (01) 890 8174 Telex: 934367 Mng. Dir.: Lennart Groth, Sales & Mktg. Mgr.: Peter Winship
Product: Posters (M, D), badges (D)

Templering Ltd., 29 Wates Way, Mitcham, Surrey Tel: (01) 640 3025 Sales Mgr.: Henry Dyson.
Product: Posters (M)

James Upton Ltd., (div. of Tinsley-Robor Group), 98-138 Barford St., Birmingham B5 6AP Tel: (021) 692 1171.
Product: Posters.

Windsong Rec. Exports Ltd., St. Edmunds Church, Cornwall Rd., Croydon, Surrey. Tel: (01) 688-6836. Telex: 896218. Dir. Mgr.: Steve Mason, Gen. Mgr.: Mike Chapman, Sales Mgr.: Sean Sullivan
Product: Belt buckles, T shirts, keychains, patches, jackets, badges, (all D)

• store fixture manufacturers

Alfa Dispay & Design, 28 Beechwood, Fordingbridge, Hants. LP6 1DB. Tel: (0425) 53943.
Product: Record & tape browser boxes, record & tape display racks

Amazing Exhibitionists Ltd., 52/56 Church Path, London W4 5BD Tel: (01) 995-3555 Telex: 936311 Dirs.: Arastou Azar, Lawrence Miller, Sales Mgr.: Janet Lamport
Product: Browser boxes, display racks, divider cards.

Arjay Shopfitters Ltd., 54 Lower Marsh Ln., Kingston upon-Thames, Surrey KT1 3BJ. Tel: (01) 390-2101. Chief Exec.: P.E. Champion, Sales Mgr.: R.J. Jarrett.
Product: Browser boxes, display racks.

Ateka Tape Racks, 23 Station Rd. Ind'l Estate, Hailsham, East Sussex BN27 2ER. Tel: (0323) 843191. Mng. Dir.: G. J. Willamowski.
Product: Record & tape (audio & video) display racks

Ballantine Advertising, 11 Talbot Square, London W2. Tel: (01) 723-4439.
Product: Record divider cards

Bilabel, 3 Speedwell Close, Chandlersford Ind'l Estate, Eastleigh, Hants. Tel: (04215) 63434 Gen. Mgr. & Mktg. Dir.: Malcolm Paton, Sales Mgr.: Martin Bennett
Product: Browser boxes, display racks, divider cards.

Broomhall Joinery Co. Ltd., 222 High St., Uxbridge, Middx. Tel: 37311. Mng. Dir.: S.J. Hurley; Gen. Mgr.: R.F. Allen.
Product: Record browser boxes, record display racks.

Caroline Exports Ltd., 56 Standard Rd., London NW10 6ES. Tel: (01) 961-2919. Cable: BUMBLEBEE. Telex: 22164. Mng. Dir.: A.T. Rose; Studio/Electronics Exec.: C. Stylianou.
Product: Browser boxes, displays racks, divider cards.

Chess Creative Servs. Ltd., 14A Shouldham St., London W1. Tel: (01) 723-8233. Partners: A. Smith, P.J. Lacy.
Product: Browser boxes, display racks, divider cards.

Crown Merton (div. of T.I. Corfield & Buckle Ltd.), Trafalgar Works, Station Rd., Merton Abbey, London SW19 2NJ Tel: (01) 542-1144.
Product: Hi fi tube & wire storage equip

Decor Shopfitting Servs. Ltd., Horton Bank Top Mills, Cooper Ln., Bradford. Tel: 76109
Branch: Cupar, Fife, Scotland, G. Walker Audio. The Studio, South Bridge. Tel: 2400

Film & Television Prod'n Servs., Pinewood Studios, Iver Heath, Bucks.
Product: Tape display racks.

Fittall Prods. Ltd., Coastguard Rd., Larne, Northern Ireland Tel: (0574) 3015 Telex: 747386 Mng. Dir.: C. Rumble
Product: Tape display racks.

Format (Sussex) Ltd., Jubilee Rd., Burgess Hill, Sussex Tel: (04446) 45245 Telex: 87322 Mng. Dir.: Ted Light.
Product: Record & tape (audio & video) browser boxes

Gray & Butt Ltd., 45 King St., Stanford Le Hope, Essex. Tel: (03756) 3041. Sales Dir.: Peter Butt, Gen. Mgr.: Russell Butt
Product: Browser boxes, display racks

E. Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester Tel: (0533) 695413 Telex: 34627 Mng. Dir.: Chris Hetherington; Ass't. Mng. Dir.: Roger Stewart, Music Div. Sales Dir.: Derek Deighton.
Product: Browser boxes, divider cards.

Howards Silk Screen (Slough) Ltd. (div. of Tinsley Robor Group), Albion Close, Petersfield Ave., Slough, Berks. Tel: (0753) 31442
Product: Point of purchase materials

Hunt-Leigh (Showcard & Display Co.), 119 Alterburg Gardens, London SW11 1JQ

Jubilee Graphics, 101 Wardour St., London W1 Tel: (01) 437 8572.
Product: Record & tape (audio & video) browser boxes, record & tape (audio & video) divider cards.

S. Kempner Ltd., 498 Honeypot Ln., Stanmore, Middx. HA7 1JZ Tel: (01) 952 5262 Telex: 21400 Sales Dir.: Paul R.S. Rogers, Sales Mgr.: Aidan Coles.
Product: Record & tape (audio & video) security systems.

Lightning Recs. Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969 7155/5255 Telex: 927813. Mng. Dir.: Raymond Laren, A&R & Mktg. Dir.: Keith Yershon, Dist'n & Jukebox Dir.: David Powell, Commercial Dir.: Siad Reza
Product: Record display racks, browser boxes, divider cards.

Lugton & Co. Ltd., PO Box 182, Cross Ln., Hornsey, London N8 7SB Tel: (01) 348-9122 Telex: 25618 Mng. Dir.: Walter Ficker, Gen. Mgr.: W. Collins
Product: Record browser boxes

Metropolitan Communications, 8a Frognal Gardens, London NW3 6UX Tel: (01) 435 8803 Mng. Dir.: Mark R.F. Hanau, Sales Mgr.: R. Hanau; Admin.: A. Lohmeyer
Product: Audio sampler

Musonic, see Ziphurst

Plastic Sales Leicester Ltd., 10/12 Dartford Rd., Leicester LE2 7PQ. Tel: (0533) 833691 Chief Exec.: T.H. Winfield; Gen. Mgr.: Mrs. B.E. Flude.
Product: Record & tape divider cards.

Realmheath Ltd., 15/23 Porteus Rd., London W2 Tel: (01) 723-8495. Dir.: Bryan Whitman
Product: Browser boxes, display racks, divider cards

Royco Designs Ltd., Coastguard Rd., Larne, Northern Ireland Tel: (0574) 3015. Telex: 747386
Int'l branch: Canada.
Product: Tape display racks for 8-tr. cassette, & Beta & VHS videocassette (Space Saver)

Securette Ltd., Bluebridge Ind'l Estate, 5 First Ave., Halstead, Essex CO9 2EX. Tel: (0787) 475912 Mng. Dir.: Bruce J. Samson; Dir.: Mary B. Radcliffe
Product: Record & tape display racks, record divider cards, tape security systems

Securivision Ltd., Securivision House, Scholes Ln., Prestwich, Manchester Tel: (061) 798 9525, (01) 202 0102
Product: Security Systems (closed circuit TV)

T D K Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 688-7372. Telex: 946727 Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwaite.
Product: Display racks.

Trade Distributors Northern, 400 Great Horton Rd., Bradford, West Yorks. Tel: (0274) 76809.
Product: Browser Boxes.

World of Video 2000 Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel: (0532) 706066. Telex: 55293. Mng. Dirs.: Raymond Linton, Colin W. Marler
Product: Video browser boxes.

Wynd-Up Recs. Ltd., Greengate Ln., Prestwich, Manchester M25 7HW Tel: (061) 798-9252/0533 Mng. Dir.: Colin Reilly; Gen. Mgr. & Dist'n Dir.: B. Patchett; Sales Dir.: L.J. D'Meara **Local branch:** Accessories Div., 14 Birch Ln., Longsight, Manchester. Tel: (061) 224-2823.
Branch: Glasgow, Scotland, Tradeston Ind'l Estate, 7 Kilbirnie Pl. Tel: (041) 429-5155.
Product: Browser boxes, display racks, divider cards.

Ziphurst Ltd., Stylus House, 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611 Telex: 28675. Mng. Dir.: P.H. Blank; Gen. Dir.: D.N. Lever; Sales Dir.: B. Blank, Prod'n Dir.: S.H. Blank.
Product: Browser boxes, display racks, divider cards (Musonic).

• jukebox title strips

Lightning Recs. Ltd., 841 Harrow Rd., Harlesden, London NW10 5NH. Tel: (01) 969-7155/5255. Telex: 927813. Mng. Dir.: Raymond Laren.

URUGUAY

Population: 3,000,000.
Rate of exchange: $1 (US) = 9.2 new pesos.
Holidays: January 1, January 6 (Holy Kings' Day), February (Monday & Tuesday of Carnival), March-April (Holy or Tourism Week), April 19 (Landing of the 33), May 1 (Workers Day), May 18 (Battle of Las Piedras), June 19 (Birthday of Artigas), July 18 (First Constitution Day), August 25 (Independence Day), October 12 (Columbus Day), November 2 (All Souls Day), December 8 (Blessing of the Waters), December 25.

RECORDS:

Records sold domestically (retail value): LP's 1980—314,572 units, $2,516,576, 1979—470,611 units, $2,870,309. Classical LP's 1980—11,932 units, $107,388; 1979—16,958 units, $112,048. Singles & EP's 1980—35,429 units, $106,287; 1979—58,267 units, $111,055.
Records exported to USA (factory value, FOB): 1979—$87,392.
Records exported to countries other than USA (factory value, FOB): 1979—$85,600
Average retail price per record: Pop LP's—$8.00; Classical LP's—$9.00; singles—$3.00.
Discounting: Frequent.
Type of distribution: Manufacturer-to-retailer, with a 30% markup. Large manufacturers own retail shops, which sell product from all companies. The month of June has many specially promoted discount sales of up to 50%. In 1981, pre-recorded cassettes were included in this sale for the first time. Most retailers keep a permanent discount desk.
Type of promotion: Manufacturers send free samples to disk jockeys and newspaper commentators, as well as to large Montevideo discotheques. Product advertising is not extremely important but does appear on radio, television and also in "Hit," a free monthly magazine with commentaries on new releases and information about artists. Major companies produce 5-minute promotional radio programs.

TAPE:

Market: The pre-recorded cassette market continued its growth during 1980, though at a slower pace than in the previous two years. Sales in units became almost equal to that of LP's and the trend seems to be continuing in 1981, which is resulting in releasing of only cassettes for many titles.
Pre-recorded tape sold domestically including imports: Cassette 1980—295,204 units, $2,656,836; 1979—186,764 units, $1,542,524.
Average retail price per tape: Cassette—$9.00.

CONSUMER ELECTRONICS:

Number of homes with: Radios—376,000 (99%), AM/FM—194,000 (51%); television sets—b&w 354,000 (93%), color 10,000 (3%).

RADIO STATIONS:

No. of commercial 88 (85 AM, 3 FM); no. of government 5 (4 AM, 1 FM).
Comment: International pop music predominates on commercial stations. In Montevideo, two AM and two FM stations program almost exclusively English-sung songs; the others mainly present Spanish-sung product, but they also include Anglo-American hits. "Tropical," local and Latin American folk, tango, Brazilian and jazz are found on special disk jockey programs.

TELEVISION STATIONS:

No. of channels 19: 18 commercial, 1 government
Comment: TV stations keep a daily eight-hour programming schedule. Almost all programs are foreign-produced films and serials, mainly from Argentina and the US. International pop music, through films, and local folk and "tropical," as well as sports (basketball, soccer), do not have a significant percentage of the programming time.

IMPORT/EXPORT REGULATIONS:

Taxes on imports have been gradually diminishing since 1974, according to the liberal government policy. This has resulted in an increase of imports of all kinds, including records and pre-recorded cassettes, and especially from the US and Europe. It has included the importation of LP and cassette covers from the US, Brazil, and Argentina by some local producers.

MARKET ANALYSIS:

Pop music from Spain gained importance in 1980 through the success of Ariola artists Angela Carrasco and Camilo Sesto. Carrasco's "Quererte a ti" and "Gracias por la Musica," the Spanish-sung album by Abba were the top LP's of the year, followed by ELO's "Discovery," "The Wall" by Pink Floyd, "La Conga de Katunga" and the soundtrack from "Can't Stop The Music." The top single was Neil Diamond's "September Morn." Top local productions included two albums with radio transcriptions of a soccer championship, local "tropical" music by the groups Sonido Cotopaxi, Sonora Cienfuegos and Combo Camaguey, and folk artists Omar Romano, Canciones para no dormir la siesta and Larbanois-Carrero.
The dramatic decline in record market sales led, in the beginning of 1981, to the close of APSA's pressing plant. The industry is greatly concerned

by the drop, and this situation was scarcely lightened by the growth of pre-recorded cassette sales. **Carlos Alberto Martins**

• record & tape manufacturers / distributors / importers

A P S A (American Prods. SA) (IFPI), Av. Italia 4230 Montevideo Tel. 59 42 17. Dir.: David Wegbrait; Gen. Mgr.: Norman Arlin; Sales Mgrs.: Eduardo Castro, Mario Vera; A&R Mgr.: Carlos Dumpierrez.
Labels: (Owned) Citrus; **(licensed)** Albion (UK), Backstreet (USA), Barclay (France), Can't Stop (USA), Chrysalis (UK), Ensign (UK), Grunt (USA), Hansa (Germany), Harem (USA), It (Italy), MCA (USA), Millennium (USA), Polar (Sweden), RCA (worldwide), Riviera (France), Salsoul (USA), Sigla (Brazil), 20th Century-Fox (USA), Vanilla (Italy), Windsong (USA).
Int'l rep.: Worldwide (RCA Int'l)

Ayui, see Tacuabe.

Citrus, see APSA.

Clave (IEMSA) (IFPI), La Paz 2243, Montevideo Tel. 4 5065, 41-4020 Cable: CLALIM. Mng. Dir.: Leon Jurburg.
Labels: (Owned) Clave, **(licensed)** Copacabana (Brazil), Decca (UK), Discomoda (Venezuela), London (USA), Seeco (USA), Threshold (UK), Trova (Argentina), WEA group.

Daisy, see EDISA.

E D I S A (IFPI), Nueva York 1176, Montevideo Tel. 91 20 61. Mng. Dir.: Juan Carlos Garcia; A&R Mgrs.: Laura Gioscia, Alberto Bosca.
Labels: (Owned) Daisy, **(licensed foreign)** ABC (USA), Charisma (UK), DGG (Germany), Fontana (worldwide), H&L (USA), Island (UK), MGM (USA), Microfon (Argentina), PolyGram (worldwide), RSO (UK), Rocket (UK).

Ricardo & Rodolfo Gioscia, see Palacio de la Musica.

Macondo Ltda., Ituzaingo 1324, Escritorio 203, Montevideo. Tel. 90-03-37. Pres.: Luis Orlando Onel Hidalgo; Gen. Mgr.: Luis Orlando Onel Riviezzo; Promo.: Werther Brito; Eduardo Ribero.
Label: (Owned) Macondo.

Maloa Recs. Ltd., Carlos Roxlo 1476, Montevideo. Tel.: 49 8944. Mng. Dir.: Graciela Egues de Silva; Admin. Dir.: Mario Lopez Azagra; A&R Dir.: Alberto Triunfo.
Labels: (Owned) Maloa, **(licensed)** Arion (Argentina), Cabal (Argentina), Chantecler (Brazil), Martin Meyer (Argentina), Tennessee (Argentina).

Orteo, see Palacio.

Palacio de la Musica Ricardo & Rodolfo Gioscia SA (IFPI), Av. 18 de Julio 1100, Montevideo. Tel. 90-01 13/48-25/84 31, 91 74 40/65 85, 98 61 21. Cable: GIOSPIAND. Pres.: Ricardo Gioscia Zamalvide; A&R Mgrs.: Rossana Gioscia, Ricardo Do Carmo.
Labels: (Owned) Orteo; **(licensed)** Angel (UK), Apple (UK), Arista (USA), Capitol (USA), Delphine (France), EMI group (UK), Hispavox (Spain), Magnet (UK), Pampa (Argentina), Private Stock (UK), Tonodisc (Argentina), United Artists (USA), **(distributed—not licensed)** Supraphon (Czechoslovakia).

Palma, see Tacuabe.

Renew Variety Recs. SA, Av. 18 de Julio 1224, 2nd fl., Montevideo Tel. 98 56 89, 91 21-82. Cable: MONTECARLD TV. Dirs.: Hugo & Daniel Romay Salvo; Gen. Mgr.: Cr. Pedro Mino; Sales Mgr.: Ernesto Averbug; A&R Dir.: Alfredo Leiros.
Labels: (Owned) Renew Variety; **(licensed)** ATC (Argentina), Ariola (worldwide), Basart (Netherlands), Chantecler (Brazil), Continental (Brazil), Infopesa (Peru), Ktel (USA), Ri-Fi (Italy), Zafiro Novola (Spain).

Renvar SA, Avda. 18 de Julio 1224, 2nd fl., Montevideo Tel. 98 39 87, 98 56 89. Telex: 834 Dir. Gen.: Daniel Romay Salvo; Gen. Mgr.: Cr. Pedro Mino; Artistic Dir.: Alfred Leiros.
Label: (Licensed) Continental (Brazil).

Sondor SA (IFPI), Nicaragua 1478, Montevideo Tel. 29 75 30. Cable: SONDDRADA. Telex: 6474. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.
Labels: (Owned) Sondor, **(licensed)** A&M, CBS Int'l (USA), Disc Jockey (Argentina), Durium (Italy), Epic (USA), Music Hall (Argentina), Sazam (Argentina), Surco (Argentina), Telefunken (Germany).
Int'l rep.: Worldwide (CBS)

Tacuabe (Eds.), Treinta & Tres 1483, Escritorio 19, Montevideo Tel. 91 10 65, 98-41 40. A&R Dir.: Coriun Aharonian; Sales Mgr.: Ruben Olivera.
Labels: (Owned) Ayui, Palma, Tacuabe, **(licensed)** Le Chant du Monde (France), La Cornamusa (Argentina), Edigsa (Spain), Moshe Naim (France), Tacape (Brazil).
Int'l reps.: Argentina (La Cornamusa), Brazil (Tacape), France (Le Chant du Monde), Spain (Edigsa).

• music publishers

Circle Line Eds. Int'les, Cooper 2101, Montevideo. Tel. 39 6475. Gen. Dir.: J. Olszevicki; Fried, Gen. Mgr.: Mario Grandal.
Int'l firms represented: Paul Beuscher, Bretagne, Claude Carrere, Isabelle, Sforzando, Tremplin (all France), Elypeyrot (Europe).
Int'l rep.: Europe (Elypeyrot)

Tacuabe (Eds.) (AGADU), Treinta & Tres 1483, Escritorio 19, Montevideo. Tel.: 91-10-65, 98-41 40. A&R Dir.: Coriun Aharonian.

Tacuara Ltda., Nicaragua 1478, Montevideo. Tel. 29 7530. Cable: SONOORAOA. Telex: 6474. Pres.: Enrique Abal Oliu.
Int'l firms represented: April (USA), CBS group (worldwide), Melograf (Argentina), Pamsco (Argentina).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion de Educadores Musicales, Pablo de Maria 1561, Montevideo. Tel. 41 45 65. Pres.: Nilda Gonzalez Genta.

Asociacion Estudiantes de Musica (AEMUS), Colonia 1065, Montevideo. Pres.: Zulma Haramburu; VP: Enrique Visca; Sec'y: Susana Prunes.

Asociacion Uruguaya de Musicos, Maldonado 983, Montevideo. Tel. 98 73 70. Pres.: Roberto Garcia Devita; Sec'y: Jorge Delgado; Treas.: Cervantes Acosta.

Camara Uruguaya del Disco, Canelones 1974, Montevideo. Tel. 4 30 52. Pres.: Norman Arlin; VP: Ricardo Gioscia Zamalvide; Exec. Sec'y: Dir. Plinio Borggio; Sec'y: Juan Carlos Garcia; Treas.: Enrique Abal.

Centro Cultural de Musica, Av. 18 de Julio 1006, 6th fl., Montevideo.

Juventudes Musicales del Uruguay, Rio Negro 1228, Montevideo. Tel. 90 55-75. Pres.: Hugo Balzo; Sec'y: Maria Tania Siver.

Sociedad Uruguaya de Interpretes (SUDEI), Canelones 1090, Montevideo. Pres.: Orlando Romanelli; VP: Rogelio Coll; Sec'y: Jose Maria Lorenzo; Treas.: Guillermo Aguirre.

Sociedad Uruguaya de Musica Contemporanea, Casilla de Correo 1328, Montevideo. Pres.: Hector A. Tosar; Sec'y: Coriun Aharonian.

DESIGN & ARTWORK

Artegraf Ltda., Florida 1477, Montevideo. Tel. 98 60-38. (Record only)

Estudio 3, Rio Branco 1320, Of. 302, Montevideo. Tel. 98 25-24. Gen. Mgr.: Juan Jose Gatto.

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel. 91 6074.

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 91 45 76, 98 56 68. Telex: Arteaga UX737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz.

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel. 90 51 75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

LICENSING ORGANIZATION, MUSIC

A G A D U (Asociacion Gen. de Autores del Uruguay) Canelones 1130, Montevideo. Tel. 90 31 88. Pres.: Antonio Italiano; Gen. Mgr.: Rodolfo M. Cosentino, Sec'y: Luis Eduardo Echegoncelay. (Mechanical & performing rights)

PLATING, PROCESSING & PRESSING PLANTS

Clave (IEMSA), La Paz 2243, Montevideo. Tel. 4 5065, 41-4020. Cable: CLALIM. Mng. Dir.: Leon Jurburg.

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel.: 91-6074.

Sondor SA, Nicaragua 1478, Montevideo. Tel. 29-75-30. Cable: SDNDD RADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.

PRINTERS & LITHOGRAPHERS

Artegraf Ltda., Florida 1477, Montevideo. Tel. 98 60 38. (Record only)

Pablo Cardellino—Publigraf, Magallanes 1240, Montevideo. Tel. 41 41 13. Pres.: Pablo Cardellino.

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel. 91 6074.

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 91-45-76, 98 56-68. Telex: Arteaga UY737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz.

Imprenta Cervantes (Socolovsky SA), Calle Durazno 939, Montevideo. Tel. 98 24 35, 91 72 32. Pres. & Gen. Mgr.: Jaime Socolovsky.

Imprenta Garcia SA, Rio Branco 1481-83, Montevideo. Tel. 90 51-75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

Lagomarsino SA, Sarandi 429, Montevideo. Tel. 90-23 45. Pres.: Daniel Lagomarsino, Gen. Mgr.: Alberto Lagomarsino.

RECORD PROMOTION

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel: 91 45 76, 98 56 68. Telex: Arteaga UY737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz.

Imprenta Garcia SA, Rio Branco 1481 83, Montevideo. Tel. 90 51 75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

TAPE CUSTOM DUPLICATORS

Clave (IEMSA), La Paz 2243, Montevideo. Tel. 4 5065, 41-4020. Cable: CLALIM. Mng. Dir.: Leon Jurburg.
Audio: Cassette.

Sondor SA, Nicaragua 1478, Montevideo. Tel. 29 75-30. Cable: SDNDO RADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.
Audio: Cassette.

• supplies

TAPE, BLANK LOADED

A P S A (American Prods. SA), Av. Italia 4230, Montevideo. Tel. 59 42 17. Dir.: David Wegbrait; Gen. Mgr.: Norman Arlin; Sales Mgrs.: Eduardo Castro, David Vera.
Audio: Cassette.

Sondor SA, Nicaragua 1478, Montevideo. Tel. 29 75 30. Cable: SDNDD RADA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano. (Blank only)
Audio: Cassette.

ENVELOPES & MAILERS

Imprenta Garcia SA, Rio Branco 1481 83, Montevideo. Tel. 90 51 75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

JACKETS & SLEEVES

Artegraf Ltda., Florida 1477, Montevideo. Tel. 98 60 38. (Jackets only)

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel. 91 6074. (LP)

Imprenta AS, PO Box 1600, Rincon 387, Montevideo. Tel. 91 45 76, 98 56 68. Telex: Arteaga UY737. Pres. & Gen. Mgr.: Jorge de Arteaga; Sales Mgr.: Eduardo Diaz. (Jackets only)

Imprenta Cervantes (Socolovsky SA), Calle Durazno 939, Montevideo. Tel. 98 24 35, 91 72 32. Pres. & Gen. Mgr.: Jaime Socolovsky. (Jackets only)

Imprenta Garcia SA, Rio Branco 1481 83, Montevideo. Tel. 90-51 75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

Lagomarsino SA, Sarandi 429, Montevideo. Tel. 90 23 45. Pres.: Daniel Lagomarsino; Gen. Mgr.: Alberto Lagomarsino.

LABELS, DISK

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel. 91 6074. (45, LP)

Imprenta Garcia SA, Rio Branco 1481 83, Montevideo. Tel. 90 51 75. Rec. Ind. Serv. Mgr.: Israel Garcia Aturaola.

Lagomarsino SA, Sarandi 429, Montevideo. Tel. 90 23 45. Pres.: Daniel Lagomarsino; Gen. Mgr.: Alberto Lagomarsino.

PROFESSIONAL TAPE SUPPLIES

F I M A S A (Fabrica de Instrumentos Musicales & Afines SA), Nueva York 1176, Montevideo. Tel. 91 6074.
Audio: Cassette labels.

• accessories manufacturers

Clave (IEMSA), La Paz 2243, Montevideo. Tel. 4 5065, 41-4020. Cable: CLALIM. Mng. Dir.: Leon Jurburg.
Product: Record—record care prods.

Sondor SA, Nicaragua 1478, Montevideo. Tel: 29 75 30. Cable: SONDORAOA. Pres.: Enrique Abal Salvo; VP: Pablo Echevarria; Gen. Mgr.: Enrique Abal Oliu; Sales Mgr.: Omar Montano.
Product: Record—45 rpm adaptors.

VENEZUELA

Population: 14,000 000

Rate of exchange: $1 (US) = 4.29 bolivars.
Per capita income: $3000
Holidays: January 1, January 6 (Epiphany), Carnival, March 19 (St. Joseph's Day), Holy Thursday, Good Friday, Holy Saturday, April 19 (Declaration of Independence), May 1 (Labor Day), Ascension, Corpus Christi, June 24 (Battle of Carabobo), June 29 (Sts. Peter & Paul), July 5 (Independence Day), July 24 (Simon Bolivar's Birthday), August (Assumption), October 12 (Columbus Day), November 1 (All Saints' Day), Immaculate Conception, December 25.

• record & tape manufacturers / distributors / importers

All Stars (Producciones) CA, Apdo. Postal 29175, Caracas 1021-A. Tel. (02) 38-84-97. Cable: ALLSTARS. Pres.: A. Casas Freire; Gen. Mgr.: Benito Vieitez; Sales Mgr.: Victor H. Labrador.
Labels: (Owned) All Stars, Morichal, **(licensed foreign)** Hispavox (Spain), Fantasy, Galaxy, Milestone, Prestige, Stax (all USA).
Int'l reps.: Colombia (FM), Ecuador (IFESA), Mexico (Gamma), Spain (Hispavox).

Allum's Maracaibo Import CA, Centro Plaza, Nivel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel. (02) 283 8031. Cable: STERED. Telex: 31183. Exec. VP: Irvin K. Allum Jr.; Gen. Mgr.: Dennis Fernandez; Sales Mgr.: Mary Allum.
Label: (Licensed foreign) Concord Jazz (USA).

Andino, see San Sebastian de Oro.

Andisco, see Divensa.

Archiv, see PolyGram.

Guillermo J. Arnal, Apdo. 62185, Chacao, Caracas. (Importer)

B A S F Venezolana SA (IFPI), Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel. (02) 22 72-221. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod. Mgr.: Brigitte Schoner.
Labels: (Owned) BASF, **(licensed)** Disneyland Vista (USA), Durium (Italy), Egrem (Cuba), Music Asse (USA), PPX (USA), Trova (Argentina).
Int'l reps.: Italy (Durium), USA (Disneylandia, PPX).

Billo, see Umdas.

Buho GM, see Grabaciones Mundiales.

C B S/Columbia CA (IFPI) Apdo. 70169; Edif. Maploca II, 4th fl., Av. Principal Los Cortijos de Lourdes, Los Ruices, Caracas 1071. Tel. (02) 239-61 06. Cable: CDLRECDRD. Telex: 25437. Gen. Dir.: Gonzalo Pena de la Torre; A&R Gen. Mgr.: Armando Calderon.
Labels: (Owned) CBS/Columbia, Columbia, Epic, **(licensed)** A&M, American Int'l, Barnaby, Blue Sky, Boardwalk, Cleveland Int'l, Kirshner, Lorimar, Monument, Ode, Philadelphia Int'l, Sam, TK, Tabu, Tappan Zee, Unlimited Gold, Zappa (all USA), Apple (UK), Jet (UK).

C L R, see Los Ruices.

Cokada, see PolyGram.

Colibri, see Sonografica.

Color, see Top Hits.

Columbia, see CBS/Columbia.

Cordoca (Corp. Latinoamericana del Disco CA) (IFPI), Apdo. 70232, Edificio La Discoteca, 3rd fl., Calle Milan, Urbanizacion Los Ruices Sur, Caracas 107. Tel. (02) 22-64 22. Cable: CORDIS. Comm'l Mgr.: Sussy M. de Von Schwedler; Sales Mgr.: Antonio Farias.
Labels: (Owned) Cordis, **(represented)** Ariola (Spain), RCA Victor (USA).

Cordis, see Cordoca.

Corpodisco CA, Apdo. 19336, Edif. Irpinia, Local 1, Mezzanina, Muerto a Gobernador, Caracas. Tel. 45 58 50, 45 08-78. Mng. Dir.: Manuel E. Pulido; Sales Mgr.: Hugo Davila.
Labels: (Owned) Salari, **(licensed foreign)** Auvi (Spain), Belter (Spain), MCP (USA), TR (USA), Teca (USA).
Int'l reps.: Argentina (Microfon), Chile (Philips), Colombia (Fuentes), Costa Rica (Gramusic), Ecuador (Fediscos), Guatemala (Discos de Centro America), Mexico (Peerless), Panama (Sonomundi), Peru (Infopesa), Puerto Rico (Velvet).

D G, see PolyGram.

El Disco de Moda CA, Piedras a Palmita, Caracas 1010. Tel. (02) 42 19 87, 42 87 38, 42 07 67. Cable: DISCDMODA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Alfonso Ramirez; Sales Mgr.: Quiliano Molina.
Label: (Owned) Discomoda (DCM).
Int'l reps.: (See Discomoda Int'l.)

Discomoda Int'l (IFPI), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 1101. Tel. (02) 49 74 94. Cable: DISCDMDDA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Peter Cernik S.; Sales Mgr.: Jesus E. Espinoza; Label Mgr.: Rafael Rivas; RRPP Mgr.: Hector Vargas.
Int'l branch: Colombia, Discomoda de Colombia Ltda.
Labels: (Owned) Discomoda, Jukebox, Mucer, OK, Orbe, **(licensed foreign)** Ampro (USA), BBC (UK), Baret (France), Caleidofon (Mexico), Discolando (USA), Gamma (Mexico), Gravacoes Eletricas (Brazil), Gull (UK), Happy Face (UK), Musitron (USA), Ovation (USA), Pye (UK), RKM (Benelux), Rampage (UK), Ri Fi (Italy), Satril (UK), Talent (Norway), Toledo (Germany).
Int'l reps.: Argentina (EMI Odeon), Bolivia (Lauro), Chile (EMI Odeon), Costa Rica (Bonidiscos), Ecuador (Fediscos), El Salvador (Bonidiscos), Guatemala (Bonidiscos), Honduras (Bonidiscos), Mexico (Gamma), Nicaragua (Bonidiscos), Peru (Industrial Sonorado), USA (Discolando).

Discorona CA, Apdo. 5995, Caracas. Tel. 42 73 30.
Label: (Represented) Kubaney (USA).

La Discoteca CA, Apdo. 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107. Tel. (02) 22 64 22. Cable: LADICO TECA. Pres.: Wilhelm Ricken; Comm'l Mgr.: Enrique Barros.
Labels: (Owned) Lad, Sonus, **(represented)** Ansonia (USA), Bambuco (Colombia), Codiscos (Colombia), Marvela (USA), Musart (Mexico), Panart (USA).
Int'l reps.: Colombia (TH), Costa Rica (Indica), Dominican Republic (TH USA), Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), Spain (EMI Odeon), USA (TH).

Disk, see Sonografica.

Divensa Disquera Venezolana SA (IFPI), Edo. Tachira, Carrera 14 2 81, La Concordia, San Cristobal. Tel. (076) 27022, 27475. Pres.: Achim Wicke; Gen. Mgr.: Rafael Ollarves; Sales Mgr.: Fernando Herran.
Labels: (Owned) Andisco, Divensa, **(licensed foreign)** Yuriko (Mexico).
Int'l rep.: Mexico (Yuriko).

Epic, see CBS/Columbia.

Eros, see Sonografica.

Fontana, see PolyGram.

Grabaciones Mundiales CA (IFPI), Edif. Galaxia, Planta Baja, Boleita Norte, Calle Santa Clara, Caracas. Tel. (02) 34 75 71. Cable: PAMUSICA. Telex: 26232. Pres.: Arlindo Andrade Silva; VP: Ernesto Aue; Label Mgr.: Jorge Andrade; Sales Mgr.: Danny Hawkins.
Labels: (Owned) Buho GM, **(licensed foreign)** Alhambra (Spain), Aris

(Italy), Atlantic/Atco (USA), Copacabana (Brazil), Cotillion (USA), Elektra/Asylum (USA), Libra (USA), Lizrel (Puerto Rico), Movieplay (Spain), Nonesuch (USA), Nuestra (Puerto Rico), Orfeu (Portugal), Papagayo (Puerto Rico), Reprise (USA), Ricordi (Italy), Telefunken (Germany), Tierrazo (Puerto Rico), WEA (Worldwide), Warner Bros (USA)
Int'l reps.: Colombia (Incolve), USA (Alhambra)

Gramsa, see El Palacio de la Musica
H B, see El Palacio de la Musica
Heliodor, see PolyGram
Interamericana de Grabaciones SA, Apdo 70862, Edif Lance, Piso 2, Sector Sur La Urbina, Los Ruices, Caracas 107 Tel (#2) 38 74 91. Pres Prudencio Sanchez, VP Julio Cesar Cortez, Gen Mgr Orlando E Montiel
Jukebox, see Discomoda
Karussell, see PolyGram
Lad, see La Discoteca
Latino, see Suramericana
Latinoamericana del Disco CA (Corp), see Cordica
M G M, see PolyGram
Mercury, see PolyGram
Morichal, see All Stars
Mucer, see Discomoda
O K, see Discomoda
Orbe, see Discomoda
El Palacio de la Musica SA (IFPI), Apdo 3637, Guayabal a Venado 4 1, Caracas 1010A Tel (02) 93-43 11 Cable PAMUSICA Telex 26232 Pres Ernesto Aue, VP Herbert Venjakob, Gen Mgr Miguel Angel Pina, Sales Mgr Carlos von Einem
Labels: (Owned) Gramsa, HB, Palacio, Solex, Tee Ven, **(licensed)** Alegre (USA), Buddah (USA), Coco (USA), Cotique (USA), Delphine (France), Fania (USA), International (USA), Liberty (USA) Motown (USA), Peerless (Mexico), Seeco (USA), Tico (USA), Vanguard (USA), Vaya (USA), West Side (USA)
Int'l reps.: Central America (Indica), Colombia (Incolve), Ecuador (Famoso), Mexico (Peerless), Peru (El Virrey), USA (West Side), rest of world (Polydor)
Philips, see PolyGram
Polydor, see PolyGram
PolyGram Discos SA, Apdo 5458, Edificio PolyGram, 1st fl , Calle 6 & 8, La Urbina, Caracas 1074 Tel (02) 35-08 25 Telex 24235 Gen Mgr Helga Moslener, Finance & Admin. Mgr Freerk Abma, A&R Paul Ehrlich, A&R Nat'l Folklore Jose Bello
Labels: (Owned) Archiv, Cokada, DG, Fontana, Heliodor, Karussell, MGM, Mercury, Philips, Polydor, Tip, Vertigo, Verve; **(licensed)** Bronco (Puerto Rico), Casablanca (USA), Chocolate City (USA), Decca (UK), Fauves Puma (France), Lollipop (Germany), London (USA), RSO (UK), Rocket (UK), Spring (USA), Zafiro (Spain)
R P M Discos CA, Edif Roversi, 3rd fl , No 5, Cipreces a Santa Teresa Tel 45-43-81 Pres Robert Buckley, Promo Mgr Cesar Esquivia, PR Carlos Alamo, Int'l Mgr Leon Ras
Labels: (Owned) RPM, **(represented)** National, Prelude, Red Greg (all USA)
Los Ruices SA (Corp), Apdo 70251, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22 64 22 Cable ODEONSA. Pres Wilhelm Ricken. Mktg Mgr Salvador Perez
Labels: (Owned) CLR, **(licensed)** Capitol (USA), Carrere (France), Chiswick (UK), De-Lite (USA), Oscap (Luxembourg) EMI (worldwide), EMI America (USA), Harvest (UK), Purple (UK)
Safari, see Corpodisco
San Sebastian de Oro (Fundacion), Calle 5 & Av Oriental, Urbanizacion Merida Qta Zunimar, San Cristobal Tel (076) 2 74 55, 3-60 05. (Distributor/Importer)
Labels: (Distributed—not licensed) Andino, **(represented)** Ambuco (Colombia), Sonolux (Colombia).
Solex, see El Palacio de la Musica
Sonografica Venezolana CA (Dist), Apdo 19347, Caracas 1014A Tel (02) 41 39 91 Telex 21195. Dir Gen & Gen Mgr. Gerardo Rodriguez, Sales Mgr Gumersindo Miranda
Labels: (Owned) Colibri, Disk, Eros, Sonografica.
Sonoven CA, Apdo 4672, Bucare A Puente Junin, Edif El Sol, Local C, Caracas Tel 42 77 50, 42 00 04 Cable SONOLUX
Labels: (Represented) Arco Iris (El Salvador), Dicesa (El Salvador), Discuba (USA), FTA (Peru), M&M (USA), Rafalo (Colombia), Rumba (USA), Sol de America (Chile), Sonolux (Colombia), Sonomex (Mexico)
Sonus, see La Discoteca
Suramericana del Disco SrL (IFPI), Esq. Puente Restaurador, Mezzanina, Caracas Tel (02) 441 4444/4233. Cable SURADISCO Pres Antonio Jose Segura Gomez, VP Hernando Izquierdo Fonseca, Promo Dir Jorge Garcia
Labels: (Owned) Latino, Venus, Yare, **(licensed)** Alshire (USA), Barclay (France), Belter (Spain), Famoso (Ecuador), Fonobosa (Colombia), Fonomex (Mexico), Santana (Colombia), Vergara (Colombia), Victoria (Colombia).
Int'l reps.: Colombia (Victoria), Ecuador (Famoso), Guatemala (Orideca), Panama (Orideca), Peru (FTA).
Tele Ven, see El Palacio de la Musica
Tip, see PolyGram
Top Hits CA (Discos), Apdo 70498, Edificio Contimaca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22-64 22 Cable LA DICOTECA. Pres. Wilhelm Ricken. Comm'l Mgr Oscar Serfaty
Labels: (Owned) Color, Top Hits
Int'l reps.: Central America (Indica), Argentina (CBS), Chile (EMI Odeon), Colombia (TH), Dominican Republic (TH-USA) Ecuador (Famoso), Mexico (Musart), Peru (IEMPSA), Spain (EMI Odeon), USA (TH)
Unidas (Disqueras) CA, Apdo 8087, Venado a Piedras, Residencias Las Piedras, Local 4, Caracas Tel (02) 45 06 17, 45-01 64 Cable OISUNICA
Labels: (Licensed domestic) Billo, **(represented)** Fuentes, Intermusique, Jupiter, Microfon, Orfeon, Springboard, Xino
Velvet de Venezuela SA, Apdo 19134, Edificio Andrea Doria, Off 1, Rio a Puente Soublette, Caracas 101 Tel (02) 41-40 62, 42 20-19 Cable VELVESA Telex 26263 Pres Jose Page Barrios, Gen & Sales Mgr Antonio Vallenilla, A&R Mgr Luis F Mendoza, Int'l Affairs Mgr Carlos Raybans
Int'l branch: USA
Labels: (Licensed) Arista (USA), Chaor (Italy), Fuentes (Colombia), Gema (USA), Ibis (USA), Infopesa (Peru), MCA (USA), Prelude (USA), Splash (UK)
Int'l reps.: Argentina (Microfon), Central America (Orideca), Chile (Philips), Colombia (Fediscos), Ecuador (Fediscos), Peru (Infopesa), Puerto Rico (Velvet), Spain (RCA, Intermusique)
Venus, see Suramericana
Vertigo, see PolyGram
Verve, see PolyGram
Yare, see Suramericana

• music publishers

M L L CA (Producciones Musicales), Av La Colina, Quinta, Elyraida, Las Acacias, Caracas 104
Mundo Musical Publ'g, Apdo 70169, Maploca II, 4th fl , Av Principal Los Cortijos de Lourdes, Los Ruices, Caracas 1071 Tel (02) 239 61 06
Cable: COLRECORD Telex 25437 Gen Dir Gonzalo Pena de la Torre, Gen Mgr Mario Garcia
Int'l firms represented: April (worldwide), Blackwood (Canada, Germany, Greece, USA), CBS (Colombia), EMI Odeon (Chile), Melograf (Argentina), Mundo Musical (Latin America).
Int'l reps.: Worldwide (April) excluding Latin America (Mundo Musical)
Orbe Eds. Musicales, PO Box 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101 Tel (02) 49 74-91. Cable ORBEMUSA Pres. Cesar Roldan, VP Victor Oliver, Gen Mgr Ligia de Garcia
Int'l firms represented: Amanecer 76 (Spain), Marfer (Spain), Morro (USA), Musicol (Colombia), Pamsco (Argentina), Prodemsa (Peru), SADRAM (Ecuador)
Int'l reps.: Argentina (Pamsco), Canada (Morro), Central America (EMLASA), Colombia (Discomoda), Ecuador (SADRAM), Mexico (EMLASA), Peru (Prodemsa), Spain (Amanecer 76), USA (Morro)
San Sebastian de Oro (Fundacion), Calle 5 & Av. Oriental, Urbanizacion Merida Qta Zunimar, San Cristobal Tel (076) 2 74 55
Suramericana Musica (Ed), Esq Puente Restaurador, Mezzanina, Caracas Tel (02) 45 10 24, 45 20 53 Cable SURADISCO
Universal Music Publ'rs CA (Unimusica), Apdo 70419, Av. Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22 64-22 Cable UNIMUSICA Pres Wilhelm Ricken
Velvet (Ed Musical) CA, Apdo 19134, Caracas 1014-A Tel (02) 42-20 19, Cable VELVESA Telex 26263 Pres Jose Page Barrios, Gen Mgr. Armenia Angelino
Int'l firms represented: Coco (USA), Edimusica (Colombia), Orfeon (Mexico)

• services

DESIGN & ARTWORK

Litho Album CA, Av Principal de la Yaguara-Calle 7, Centro Yaguara, Local 5, Caracas 101 Tel (02) 443-76-22
Orbemusa, Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 1020 Tel (02) 49 74 91 Cable FAVEOICA. Pres Cesar Roldan; VP Victor Oliver, Gen Coord Alfonzo Ramirez, Opns. Mgr Clemente Sposito, Maintenance Mgr Alvaro Rodriguez
San Sebastian de Oro (Fundacion), Calle 5 & Av Oriental, Urbanizacion Merida Qta Zunimar, San Cristobal Tel (076) 2-74 55, 3-60-05.

LICENSING ORGANIZATION, MUSIC

S A C V E N (Sociedad de Autores & Compositores de Venezuela), Edif VAM, 9th fl , Torre Oeste, Av Andres Bello, Caracas 1050, Tel (02) 573-2389/1589/0167 Dir Gen Luis Alfonzo Larrain (Mechanical, performing & theatrical rights)

PLATING, PROCESSING & PRESSING PLANTS

Audio Matrices de Venezuela CA, Rio a Puente Soublette, Edif Andrea Doria, Of 3, Caracas Tel (02) 41 01 23 Chief Exec. Jose Page Barrios, Gen Mgr Humberto Torrealba (Disk mastering only)
Criodisca (Productora Criolla de Discos CA), Apdo 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22 64 22 Cable LADICOTECO Pres Wilhelm Ricken, Mgr. Dr Klaus Koller
Dark (Fabrica de Discos), Apdo 8087, Avda Intercomunal de Antimano 60, Urb Carapa, Caracas 101 Tel (02) 49 49 09, 49 80-79
Favedica (Fabrica Venezolana de Discos CA), Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 1100 Tel (02) 49 74 91 Cable: FAVEOICA Pres. Cesar Roldan, VP Victor Oliver, Gen Mgr Jesus Colmenares, Maintenance Mgr Alvaro Rodriguez
Gramsa (Grabaciones de America SA), Piedras a Pte Restaurador 128, Caracas 101 Tel (02) 41 54 22 Cable PAMUSICA Telex 26232 Pres. Gladys de Aponte, VP Herbert Venjakob
Sonografica Venezolana CA (Ind'l), Apdo 19347, Caracas 1014A Tel (02) 41 39 91 Telex 21195 Dir Gen & Gen Mgr Gerardo Rodriguez, Sales Mgr Gumersindo Miranda. (Pressing only)

PRINTERS & LITHOGRAPHERS

Criodisca (Productora Criolla de Discos CA), Apdo 70498, Edificio La Discoteca, Calle Milan 402, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22 64-22 Cable LAOICOTECA Pres Wilhelm Ricken, Mgr Dr. Klaus Koller
Favedica (Fabrica Venezolana de Discos CA), Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 101 Tel (02) 49 74 91 Cable FAVEDICA. Pres Cesar Roldan, VP Victor Oliver, Gen Mgr. Jesus Colmenares, Maintenance Mgr Alvaro Rodriques
Grabaciones Mundiales CA, Edif Galaxia, Planta Baja, Boleita Norte, Calle Santa Clara, Caracas Tel (02) 34 75 71 Cable PAMUSICA Telex 26232 Pres Arlindo Andrade Silva, VP Ernesto Aue
Litho Album CA, Av Principal de la Yaguara Calle 7, Centro Yaguara, Local 5, Caracas 101 Tel (02) 443 76 22
Orbemusa, Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa No 40, Caracas 1020 Tel (02) 49 74 91 Cable FAVEOICA Pres Cesar Roldan, Gen Coord Alfonzo Ramirez, Opns Mgr. Clemente Sposito, Maintenance Mgr Alvaro Rodriguez
Sonografica Venezolana CA (Ind'l), Apdo 19347, Caracas 1014A, Tel (02) 41 39 91 Telex 21195 Dir Gen & Gen Mgr Gerardo Rodriquez, Sales Mgr Gumersindo Miranda

RECORD PROMOTION

San Sebastian de Oro (Fundacion), Calle 5 & Av Oriental, Urbanizacion Merida-Qta Zunimar, San Cristobal Tel (076) 2 74 55, 3 60 05

TAPE CUSTOM DUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Favedica (Fabrica Venezolana de Discos CA), Apdo 3402, 4a Calle Urbanizacion Ind'l Carapa, No 40, Caracas 101 Tel (02) 49 74 91. Cable FAVEOICA Pres. Cesar Roldan, VP Victor Oliver, Gen Mgr Jesus Colmenares, Maintenance Mgr Alvaro Rodriquez (PKG)
Audio: Cassette
Lider Multicassette CA, Apdo 19134, Rio a Puente Soublette, Edif Andrea Doria, Mezzanina, Caracas 101 Tel (02) 42 76 32
Audio: 8 tr , cassette
PolyGram Discos SA, Apdo 5458, Edificio PolyGram, 1st fl , Calle 6 & 8, La Urbina, Caracas 1070 A Tel (02) 35 08-25 Cable POLYOOR Telex 24235 Gen Mgr Helga Moslener, Tech Mgr Werner Hohmann
Sonografica Venezolana CA (Ind'l), Apdo 19347, Caracas 1014A Tel (02) 41 39 91 Telex 21195 Dir Gen & Gen Mgr Gerardo Rodriquez; Sales Mgr Gumersindo Miranda (PKG—audio only)
Sonus Electronics CA, Apdo 70380, Edificio La Discoteca, Urbanizacion Los Ruices Sur, Caracas 107 Tel (02) 22 64 22 Cable SONUS
Audio: 8 tr , cassette, open reel

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CARTRIOGE & CASSETTE PARTS
EMPTY CARTRIOGES, CASSETTES & REELS

Allum's Maracaibo Import CA, Centro Plaza, Nivel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283-8031. Cable: STEREO. Telex: 31183. Exec. VP: Irvin K. Allum Jr., Gen. Mgr.: Dennis Fernandez, Sales Mgr.: Mary Allum.

B A S F Venezolana SA, Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22 72-22. Cable: BASF. Pres.: Roland Schempf, Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod. Mgr.: Carlos Thiemann.
Audio: Cassette.

JACKETS & SLEEVES
LABELS, OISK

Favedica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49-74-91. Cable: FAVEOICA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriquez.

TAPE, BLANK LOAOEO & BULK RAW

B A S F Venezolana SA, Apdo. Edificio BASF, Calle Milan, Urb. Ind'l Los Ruices Sur, Caracas 107. Tel: (02) 22-72-22. Cable: BASF. Pres.: Roland Schempf; Gen. Mgr.: Hans Albrecht; Sales Mgr.: Jeanette Mendez; Prod. Mgr.: Carlos Thiemann. (Blank only)
Audio: Cassette.

Favedica (Fabrica Venezolana de Discos CA), Apdo. 3402, 4a Calle Urbanizacion Ind'l Carapa, No. 40, Caracas 101. Tel: (02) 49 74-91. Cable: FAVEOICA. Pres.: Cesar Roldan; VP: Victor Oliver; Gen. Mgr.: Jesus Colmenares; Maintenance Mgr.: Alvaro Rodriquez.
Audio: Cassette.
Brand name: Discomoda (OCM).

• accessories importer

Allum's Maracaibo Import CA, Centro Plaza, Nivel Ave. Francisco Miranda, Los Palos Grandes, Caracas 1062. Tel: (02) 283 8031. Cable: STEREO. Telex: 31183. Exec. VP: Irvin K. Allum Jr., Gen. Mgr.: Dennis Fernandez, Sales Mgr.: Mary Allum.
Product: Record–carrying & storage cases, record care prods., turntable mats, 45 rpm adaptors, replacement styli, Tape–carrying & storage cases, head cleaners, bulk erasers, demagnetizers, leader & splicing tape.

VIRGIN ISLANDS (U.S.)

Population: 101,000.

• record & tape manufacturers / distributors / importers

Conrad (of St. Thomas) Ltd., PO Box 3187, Kronprindsens Gade Sta., St. Thomas 00801. Tel: (809) 774 2433. (Distributor)
Branch: USA.

Westindy Music Co. Inc., PO Box 2896, 86 Main St., St. Thomas 00801. Tel: (809) 774-4488. Pres.: Wilbur La Motta; Gen. Mgr.: Leroy A. La Motta
Labels: (Owned) Cultural Dimensions, Westindy
Int'l reps.: Barbados (WIRL), Jamaica (Dynamic), Trinidad (Record Specialists), USA (Pickwick)

• music publisher

Westindy Music Co. Inc. (ASCAP), PO Box 2896, 86 Main St., St. Thomas 00801. Tel: (809) 774 4488. Cable: WESTINDY. Pres.: Wilbur La Motta

YUGOSLAVIA

Population: 23,000,000.
Rate of exchange: $1 (US) = 34 New Dinars
Per capita income: $2,000.
Holidays: January 1 & 2 (New Year's), April 27, May 1 & 2 (Labor Day), July 4, 22, November 1 (Slovenia), November 29 & 30 (Day of the Republic).

RECOROS & TAPES:

Note: Sales figures are rough estimations since no company reports the exact sales.
Record sales certification awards: Silver single–50,000 units, gold single–100,000 units; platinum single–200,000 units. Silver LP–12,500 units, gold LP–25,000 units; platinum LP–50,000 units.
Records & tapes sold domestically including imports (retail value): LP's & cassettes 1980–11,000,000 units; $28,600,000; 1979–10,000,000 units, $23,000,000. Singles 1980–4,500,000 units, $3,150,000, 1979–5,000,000 units, $3,000,000
Records exported to USA (factory value, FOB): 1980–50,000 units, $100,000.
Records exported to countries other than USA (factory value, FOB): 1980–650,000 units, $1,300,000
Average retail price per record: LP's–$3.30; singles–$1.00
Discounting: Rare.
Type of distribution: Manufacturer to-retailer exclusively.
Type of promotion: Mainly newspaper advertisements, radio, television, and posters.

TAPE:

Market: The cassette is the prevailing and fastest growing segment. There are no 8-tr. and open reel. Video is very minor.

CONSUMER ELECTRONICS:

Number of homes with: Radios–4,634,000 (85%), television sets–4,189,000 (72%), color sets–300,000 (6%)

RAOIO STATIONS

No. of government: 10 major and 250 minor radio stations
Comment: Programs are mainly recorded, with repertoire being officially declared to be 70% domestic and 30% international.

TELEVISION STATIONS:

No. of government channels: 4, 30% in color (PAL)
Comment: Television shows feature informative programs, films, serials, live broadcasts of sports, and musical events.

IMPORT/EXPORT REGULATIONS:

The importation of records and musicassettes is not permitted. Exports are primarily to territories where emigrants or workers abroad are resident, that is, West Germany, Austria, Switzerland, Sweden, France, Canada and Australia.

MARKET ANALYSIS:

The entire music industry reports an average increase in turnover of about 30% for the past year, which is mostly due to price increases and partly to unit growth. Most labels cut down on the relicensing of product due to the difficulties in paying royalties. There was a very strong influence of new wave music.
Jugoton and RTB Belgrade are still the leading companies, followed by RTV Ljubljana, Jugodisk and Suzy. Silver Wings, a new act, sold over 200,000 units on one release.
Mitja Volcic

• record & tape manufacturers / distributors / importers

Oiskoton Produkcija Gramofonskih Ploca & Kazeta, Hasana Brkica 58a, 71000 Sarajevo. Tel: (071) 33-613, 33-583. Dir.: Milosevic Vajo, Sales Mgr.: Bilic Nenad; Musical Mgr.: Vujovic Slobodan.
Label: (Owned) Oiskoton.
Int'l reps.: USA (Motown).

Helidon Tovarna Gramofonskih Plosc, Vodnikova 42, 61000 Ljubljana. Tel: (061) 55 179. Gen. Mgr.: Dusan Orolc; Sales Mgr.: Joze Kosar, Prod'r: Vilko Ovsenik. (Distributed by Suzy).
Labels: (Owned) Helidon, **(represented)** Decca, Telefunken (West Germany).

Jugodisk (IFPI), Ljubicka 15, Belgrade. Tel: (11) 473-009. VP: Bozidar Gocik, Gen. Mgr.: Zivadin Jovanovic; Sales Mgr.: Ovnic Ratibor; Int'l Mgr.: Radomir Krkic.

Jugoslovenska Kniga, Obilicev Venac 24, Belgrade. Tel: 623 799. (Importer/Exporter).

Jugoton (IFPI), Niska bb, 41040 Zagreb. Tel: (041) 251 155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Stevan Piller. Int'l Mgr.: Branko Plavsic; Repertoire Dept. Head: Dubravko Majnaric, Int'l Repertoire & Label Mgr.: Veljko Despot, A&R: Vojno Kundic; Classical Div.: Vida Ramuscak; Folk Repertoire: Mirko Gavrilovic; Children's & Spoken Word Editor: Ljerka Markovic.
Labels: (Owned) Jugoton, **(licensed foreign)** Barclay (France), Bronze (UK), Capitol (USA), Charly (UK), DJM (UK), Decca (UK), EMI (UK), Elite Special (Switzerland), Fantasy (USA), Hansa (Germany), Island (UK), Milestone (USA), Prestige (USA), RCA (USA), RAK (UK), United Artists (USA), Virgin (UK), Vogue (France).

Prosveta, PO Box 555, Terazije 16, 11001 Belgrade. Tel: 20-566. Telex: 11609. Dir.: Slavko Kalaba. (Importer/Exporter)

R T B, see Record Prod'n.

R T V Recs. & Tapes, Dalmatinova 17, 61000 Ljubljana. Tel: (061) 311 922. Telex: 31118. Mng. Dir.: Igor Robeznik; Label Mgr.: Andej Sifrer
Labels: (Owned) RTV Ljubljana, **(licensed)** Casablanca (USA), Chrysalis (UK), Ricordi (Italy), Stiff (UK).

Record Prod'n. of Radio-Television Belgrade (IFPI), Makedonska St. 21, 11000 Belgrade. Tel: 320-277. Cable: RTB RECOROS. Telex: 12030. Gen. Mgr.: Stanko Terzic.
Labels: (Owned) RTB, **(licensed)** A&M (Europe, USA), Ariola-Eurodisc (France, Germany, Spain, USA), Cherry Pie (Australia), First American (USA), Hispavox (Spain), Polar (Sweden), PolyGram (Germany, Netherlands), Teldec/Storyville (Germany), Timeless (Netherlands).
Int'l reps.: Germany (RCA), Netherlands (Phonogram Int'l/PolyGram), USA (Everest, Olympic).

Sarajevodisk, Djure Djakovica 17, Sarajevo. Tel: (071) 23027. Dir.: Muradif Brkic. (Distributor)

Studio B. Produkcija Gramofonskih Ploca, (Radiodifuzna Org.), PO Box 10, Masarikova 5, 11000 Belgrade. Tel: (011) 684 798. Dir.: Dragan Markovic, Gen. Mgr.: Oragan Vidak, Sales Mgr.: Zorica Mladenovic, Musical Editor: Slobodan Konjovic.
Labels: (Owned) Studio B, **(licensed)** EMI (UK), Pye (UK).

Sumadija–Produkcija Ploca, Batocian kod Kragujevca. Tel: (034) 81-187.

Suzy Recs. (div. of Zalozba Obzorja Maribor), PO Box 729, Gruska 10, 41000 Zagreb. Tel: (041) 519-955. Cable: PGP SUZYZGB.
Labels: (Owned) Suzy, **(distributed)** Helidon; **(licensed)** CBS (USA), WEA Int'l (USA)
Int'l reps.: USA (CBS, WEA Int'l).

• music publishers

Favorite Music, PO Box 729, Gruska 10, 41000 Zagreb. Tel: (041) 519 955. Cable: PGP SUZYZGB

Interfest, see Favorite.

Jugoton Eds. Musicales–JEM, Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Stevan Piller, Publ'g Mgr.: Sinisa Skarica.

Kinel Music (Eds. Musicales), Vinogradska 3, 41000 Zagreb. Tel: (041) 573 462. Pres. & Gen. Mgr.: Mario Kinel.
Int'l firms represented: Accord (West Germany), Bruzia (Australia), Curci (Italy), Devega (Italy), Mascotte (Italy), Musica & Dischi (Italy), Sonoton (West Germany), Union (Sweden), Weltmusik (Austria)
Int'l rep.: Italy (Musica & Dischi), West Germany (Accord).

R T V Recs. & Tapes, Dalmatinova 10, 61000 Ljubljana. Tel: (061) 311-922. Telex: 31118. Mng. Dir.: Igor Robeznik.

Dragan Schmidzanic, PO Box 543, Marticeva 21 11, 41000 Zagreb
Int'l firm represented: April Blackwood (USA).

Zabavne Melodije, Berislaviceva 9, 41000 Zagreb. Tel: (041) 442-084.

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Jazz & Light Music Musicians, Kneza Milosa St. 10, 11000 Belgrade. Tel: 333 627.

Composers Association of Croatia, Berislaviceva 9, 41000 Zagreb. Tel: (041) 440-025

F I O O F (Federation Int'le des Organisateurs des Festivals), PO Box 370, 58000 Split. Tel: (058) 514-014. Cable: FIDOF. Telex: 26350. Pres.: Augusto Alguero, Sec'g Gen.: Armando Moreno, Ambassador: Les Reed.

Jugoslovenska Radio-Televizija (Radio & TV), Borisa Kidrica 70/1, 11000 Belgrade. Tel: (011) 433-647, 433-718. Cable: JURATE. Telex: 11469.

National Committee of the Int'l Music Council, Misarska 12-14, Belgrade. Tel: (011) 334-771.

S O K O J (Savez Organizacija Kompozitora Jugoslavije), Misarska 12-14, 11000 Belgrade. Tel: (011) 334-771. Cable: SOKOJ. Pres. of Presidency: Vojin Komadina; Sec'y: Toma Prosev.

Union of Yugoslav Performing Artists, Terazije 26, Belgrade. Tel: (011) 322-732.

LICENSING ORGANIZATIONS, MUSIC

S O K O J (Savez Organizacija Kompozitora Jugoslavije), Misarska 12-14, 11000 Belgrade. Tel: (011) 334-771. Pres. of Presidency: Vojin Komadina; Sec'y: Toma Prosev. (Mechanical & performing rights).

Zavod za zastitu autorskih malih prava (Performing & Mechanical Rights Society), Misarska 12, Belgrade.

PLATING, PROCESSING & PRESSING PLANTS

Helidon Tovarna Gramofonskih Plosc, Vodnikova 42, 61000 Ljubljana. Tel: (061) 55-179. Gen. Mgr.: Dusan Orolc; Sales Mgr.: Joze Kosar, Prod'r: Vilko Ovsenik, (Pressing plant only).

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Stevan Piller; Prod'n Mgr.: Stjepan Novak.

PRINTER & LITHOGRAPHER

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Stevan Piller, Prod'n Mgr.: Stjepan Novak.

RECORO PROMOTION

R T V Ljubljana Recs. & Tapes, Tavcarjeva 17, 61000 Ljubljana. Tel: (061) 313 039. Telex: 31118. Mng. Dir.: Jure Robeznik; Ass't Mng. Dir.-Int'l: Dusan Velkaverh.

TAPE CUSTOM OUPLICATORS
TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by "(PKG)" which appears after the main body of their respective listings.

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251-155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Stevan Piller, Prod'n Mgr.: Stjepan Novak.
Audio: Cassette.

R T V Ljubljana Recs. & Tapes, Tavcarjeva 17, 61000 Ljubljana. Tel: (061) 313-039. Telex: 31118. Mng. Dir.: Jure Robeznik; Ass't Mng. Dir. Int'l: Dusan Velkaverh. **(PKG)**
Audio: Cassette.

• supplies

PROFESSIONAL TAPE SUPPLIES
TAPE, BLANK LOAOEO & BULK RAW
TAPE OUPLICATING EQUIPMENT

Progres-Hemoteks Direkcija BASF, Knez Mihajlova 27/II, YU-11000 Belgrade. Tel: 624-222. Cable: JUGOPROGRES. Telex: 11109

• accessories manufacturer

Jugoton Recs., Niska bb, 41040 Zagreb. Tel: (041) 251 155. Cable: JUGOTON. Telex: 21857. Gen. Mgr.: Stevan Piller; Prod'n Mgr.: Stjepan Novak.
Product: Record–45 rpm adaptors.

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WHAT'S AVAILABLE?

NUMBER ONE RECORDS (any package listed with the number "1"): A listing of every record that reached the Number One position on Billboard's charts for the period covered, week-by-week. Lists issue date, title, artist, label — in order of issue date.

TOP TEN RECORDS (any package listed with the number "2"): A listing of every record that reached any of the Top Ten positions on Billboard's charts for the period covered. Records are listed in alphabetical order by title within each year. Where duplicate versions of the same tune (cover records) occur, they are listed alphabetically by artist's last name. In cases where a record reached Top Ten in one year and was also in the Top Ten the following or a later year, it is listed in both years. Records marked with a "#1" indicate that the record reached the Number One position in the year in which it is so marked. Lists title, artist, label.

TOP RECORDS OF THE YEAR (any package listed with the number "3"): A listing of the best records of each year, based on a recap of the weekly charts for each year covered. Lists title, artist, label.

POP SINGLES		
A-1	Number One Pop Singles, 1941 through Present	$50.00
A-2	Top Ten Pop Singles, 1947 through Present	50.00
A-3	Top Pop Singles of the Year, 1946 through Present	50.00
POP ALBUMS		
B-1	Number One Pop Albums, 1947 to Present	50.00
B-2	Top Ten Pop Albums, August 1948 to Present	50.00
B-3	Top Pop Albums of the Year, 1956 to Present	50.00
COUNTRY SINGLES		
C-1	Number One Country Singles, 1948 to Present	50.00
C-2	Top Ten Country Singles, 1948 to Present	50.00
C-3	Top Country Singles of the Year, 1946 to Present	50.00
COUNTRY ALBUMS		
D-1	Number One Country Albums, 1964 to Present	25.00
D-2	Top Ten Country Albums, 1964 to Present	25.00
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SOUL (RHYTHM & BLUES) SINGLES		
E-1	Number One Soul Singles, 1948 to Present	50.00
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E-3	Top Soul Singles of the Year, 1946 to Present	50.00
SOUL (RHYTHM & BLUES) ALBUMS		
F-1	Number One Soul Albums, 1965 to Present	25.00
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F-3	Top Soul Albums of the Year, 1966 to Present	25.00
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H-3	Top Classical Albums of the Year, 1969 to Present	20.00
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NOTE: Individual years of the Number One, Top Ten, or Top-of-the-Year listings may be purchased separately at $5.00 each. Photo copies of individual weekly charts are available as follows: 1 to 4 pages: $3.50 per page, 5 or more pages: $3.00 per page.

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SUPPLIES

• *Continued from page 164*

Delta Magnetics Corp., 1901 McDonald Ave., Brooklyn, N.Y. 11223. Tel. (212) 627 6556. Telex 642271
Audio: Norelco style cassette boxes, leader tape (on reels or in web form)

Disc Graphics (div. of Pickwick Int'l Inc.), 10 Gilpin Ave., Hauppauge, N.Y. 11787. Tel. (516) 234 1400
Audio: 8 tr. & cassette labels

Dyna/Day Plastics Inc. (sub. of American Sound), 6270 Country Club Rd., Tucson, Ariz. 85706. Tel. (602) 746 1001. Pres. Frank S. Day, VP & Gen. Mgr. Larry Rossier, Sales. Leslie Day
Sales offices: North Hollywood, Calif., 8120 Webb Ave. Zip 91605. Tel. (213) 768 6100. Sales Dir. Bill Dawson–**Closter, N.J.,** 317 Harrington Ave. Zip 07624. Tel. (201) 767 9033. VP Mktg. Paul Adams
Audio: "Norelco style" cassette boxes.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel. (213) 327 3180. Cable. ELMAR. TWX (910) 346-6940. Pres. Allen Schor
Audio: Ampex, Norelco & soft poly style cassette boxes, open reel boxes, 8 tr. & cassette splicing tape (SEE ADVERTISEMENT)

Fenton Label Co., Coral & Buckius Sts., Philadelphia, Pa. 19124. Tel. (215) 288 2910
Audio: 8 tr. & cassette labels

Fidelipac Corp., 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel. (609) 235 3511. TWX (710) 897 0254. Pres. Roger Thanhauser, Sales & Mktg. Mgr. Arthur Constantine
Audio: 8 tr. labels

Filam Nat'l Plastics Inc., 13984 Orange Ave., Paramount, Calif. 90723. Tel. (213) 630 2500
Audio: Norelco & soft poly style cassette boxes, ¼" NAB hubs, cassette hub locks (SEE ADVERTISEMENT)

Fuji Photo Film USA Inc., Magnetic Tape Div., 350 Fifth Ave., 70th fl., New York, N.Y. 10118. Tel. (212) 736 3335. VP & Gen. Mgr. John Dale, Nat'l Sales Mgr. John Bermingham, Adv. Mgr. Margaretha Bystrom
Product: Fire retardant plastic shippers for 1" & 2" tape

G C Electronics, 400 S. Wyman St., Rockford, Ill. 61101. Tel. (815) 968 9661. Cable. GCELECT. VP & Gen. Mgr. Wayne Timpe, Sales & Special Mkts. Dir. James E. Heighway. Adv. Joyce Donahue
Audio: Head demagnetizers, bulk erasers, splicing & editing equip., cartridge & cassette head cleaners
Video: head cleaners & demagnetizers, connectors

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stoney Point, N.Y. 10980. Tel. (914) 942 0100. Pres. Ed Gabriel, VP. Richard Gabriel, Gen. Mgr. Vin Tullo, Adv. Mgr. Ellen Gabriel
Audio: All types of plastic cassette boxes

Gem Bilt Container Corp., 48 20 50 Ave., Woodside, N.Y. 11377. Tel. (212) 784 8800
Audio & Video: Corrugated cartons, folders & mailers.

Georgia Pacific Corp., 290 Ferry St., Newark, N.J. 07105. Tel. (201) 344 2300
Audio: Cellulose acetate film
Brand name: Xcel

Golly Co., 2320 E. 26 St., Minneapolis, Minn. 55406. Tel. (612) 721 7466. Gen. Mgr. Les Malmquist, Mktg. Scott Birchfield
Audio: Cassette labels
Video: Videocassette labels

Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel. (212) 741 7411. Pres. Stephen F. Temmer, Sales Mgr. Russell O. Hamm
Audio: Splicing & editing equip. (Gotham), precision tape timer (Lyrec)

H R C Printing, 5252 E. Trindle Rd., Mechanicsburg, Pa. 17055. Tel. (717) 766 0943. Gen. Mgr. Donald E. Baldwin
Audio: Cassette labels.
Video: Videocassette labels. (SEE ADVERTISEMENT)

A C Hampson Printing Co., 168 City Hill St., Naugatuck, Conn. 06770. Tel. (203) 729 2294. Pres. Agustus D. Hampson, Sales Mgr. John W. Berry
Audio: Pressure sensitive & heat seal cassette labels, cassette inserts
Video: Videocassette labels

Hi Flex Corp., 404 Artillery Rd., Taylors, S.C. 29687. Tel. (803) 268 2363
Audio: Cassette leader tape

I C I United States Inc., Plastics Div., New Murphy Rd., Wilmington, Del. 19897. Tel. (302) 575 3000
Audio & video: Polyester film tape base
Brand name: Melinex

I P S, 107 Bridge Rd., Hauppauge, N.Y. 11787. Tel. (516) 234 3322
Audio: Norelco style cassette boxes

Image Devices Inc., 1825 NE 149 St., Miami, Fla. 33181. Tel. (305) 945 1111. Telex 519348. TWX (810) 845 4242. Sales Mgr. Bill Reiter
Audio: Pressure sensitive labels

Industrial Audio Film Servs. Inc., 6228 Oakton St., Morton Grove, Ill. 60053. Tel. (312) 965-8400
Audio: Cassette labels

Infopak, see Audio Accessories

Infonics Inc., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel. (219) 879 3381. Telex 233111
Audio: Alignment tapes, kits, duplicator peripherals (SEE ADVERTISEMENT)

International Rec'g Co., 49 Desmond Ave., Bronxville, N.Y. 10708. Tel. (914) 337 5726. Pres. Claire Rie
Audio: Recorder & duplicator magnetic heads, replacement parts for Ortofon equipment
Brand names: Heads–Bogen (Germany). Recorder parts–Ortofon (Denmark)

Joyce Molding Corp., 501 Division St., Boonton, N.J. 07005. Tel. (201) 334 2020
Audio: Norelco & soft poly style cassette boxes
Brand name: Max Sound (SEE ADVERTISEMENT)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Del. 19804. Tel. (302) 655 7488
Audio: Cassette labels

Keystone Printed Specialties Co. Inc., 321 Pear St., Scranton, Pa. 18505. Tel. (717) 346-1761. Pres. M C Fischer, Sales & Adv. Mgr. Martin C. Fischer
Audio: 4-tr., 8 tr. & cassette labels
Video: Videocassette labels. (SEE ADVERTISEMENT)

Lafayette Radio Electronics Corp., 111 Jericho Tnpk., Syosset, N.Y. 11791. Tel. (516) 921 7700
Audio: Tape splicers

Le-Bo Prods. Co. Inc. (div. of Peerless VidTronics Corp.), 58 60 Grand Ave., Maspeth, N.Y. 11378. Tel. (212) 894 5155. Cable. LEBOPRODUX. Telex 424790. Pres. Peter Dayton.
Audio: Cassette mailers, cassette labels (SEE ADVERTISEMENT)

Lee Myles Assocs., 160 E. 56 St., New York, N.Y. 10022. Tel. (212) 758 3232. Cable. LEEMYLES. Pres. Robert M. Miller, VP. Howard Roseff
Audio: Cassette labels
Video: Videocassette labels (SEE ADVERTISEMENT)

Lenco Co., PO Box 160, 10240 Deerpark Rd., Waverly, Neb. 68462. Tel. (402) 786 7488. Pres. Don Leonhardt, Mktg. Dir. Brad Harse. Sales Mgr. Daryl Chapelle
Audio: Ampex, Norelco & soft poly style cassette boxes, display boxes, cassette leader tape (SEE ADVERTISEMENT)

Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE, Washington, D.C. 20002. Tel. (202) 832 7883. Pres. Harold H. Lion, Sales & Adv. Mgr. Jim Fox
Audio: Cassette labels

Lipps Inc., 1630 Euclid St., Santa Monica, Calif. 90404. Tel. (213) 450 1324
Audio: Magnetic heads

Loranger Mfg. Corp., Entertainment Prods. Div., 10 48 Clark St., Warren, Pa. 16365. Tel. (814) 723 8600. VP. Robert Loranger
Audio: Norelco style cassette boxes (SEE ADVERTISEMENT)

Lyrec, see Gotham

M R L, see Magnetic Reference Lab

Mac Murray Press Inc., 230 W. 17 St., New York, N.Y. 10011. Tel. (212) 924 1530. Pres. Bernard Lerman, Sales Mgr. Arnold Kohn
Audio: Cassette labels
Video: Videocassette labels (SEE ADVERTISEMENT)

Magna. See, see Columbia Magnetics

Magnetic Reference Lab. Inc., 229 Polaris Ave., Suite 4, Mountain View, Calif. 94043. Tel. (415) 965 8187. Pres. John G. McKnight
Audio: Test tapes
Brand name: MRL

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel. (212) 547 5600. Pres. Mario Maccaferri
Audio: Ampex & Norelco style cassette boxes, reels for bulk cassette tape

Melinex, see ICI

Max Sound, see Joyce Molding.

Media Int'l Inc., 425 N. Michigan, Chicago, Ill. 60611. Tel. (312) 467 5430. Pres. Duane Lundeen, VP. Margaret Lundeen, Gen. Mgr. Al Masters
Audio: Cassette labels

Mike's Print Shop, 2507 Grim, Waco, Tex. 76707. Tel. (817) 752 2321. Owner. Mike Stanley
Audio: Pressure sensitive cassette labels

Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel. (615) 244 5668
Factory: Jackson, Tenn., 74 Mission Dr. Zip 38301. Tel. (901) 423 0810
Audio: Norelco-style cassette boxes

Modern Album & Finishing Co. Inc., Cardinal Ind'l Park, Gilpin Ave., Hauppauge, N.Y. 11787. Tel. (516) 234 1100. NYC (212) 291 7600. Pres. G.D. Thomas, Sales Mgr. R.A. Froehlig
Branches: Burbank, Calif., Modern Album of California Inc., 3116 Vanowen St. Zip 91505. Tel. (213) 845 7655. Pres. William S. Pine, Sales Mgr. Raymond Gardocki–**Terre Haute, Ind.,** Modern Album of Indiana, 1299 Voorhees St. Zip 47808. Tel. (812) 235-6001–**Nashville, Tenn.,** Modern Album of Tennessee Inc., 457 Chestnut. Zip 37203. Tel. (615) 255 7461
Product: Audiocassette & videocassette labels, "set-up" boxes, cartridge & cassette boxes, slip cases.

Molded Ind'l Plastics, 151 Wakelee Ave., Ansonia, Conn. 06401. Tel. (203) 735 2331
Audio: 5", 7" & 10½" hinged paper reel boxes, hubs for raw or blank tape

Musicassette Dupl'rs of Hawaii, PO Box 22190, Honolulu, Hawaii 96822. Tel. (808) 533 4165
Audio: Cassette labels

N A C, see National Audio

Namiki Precision Jewel Co. Ltd., 15 Essex Rd., Paramus, N.J. 07652. Tel. (201) 368 8310. TWX (710) 990 1273
Home office: Japan
Audio: Magnetic tape heads

National Audio Co. Inc., Box 3657 GS, Springfield, Mo. 65804. Tel. (417) 883 5377
Audio: Cassette boxes, 8 tr. & cassette library labels
Brand name: NAC

North American Tape Dupl'g Co., 15414 Cabrito Rd., Van Nuys, Calif. 91406. Tel. (213) 781 7650. VP & Gen. Mgr. Norm Teter, Mktg. Dir. Larry Stagnaro
Audio: Cassette labels

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel. (612) 545 0401. Nat'l Sales Mgr. Ken Lubitz
Audio: Magnetic replacement heads, professional recorder maintenance prods. including head cleaners, demagnetizers, bulk erasers, splicing blocks & tabs, alignment tapes & head lapping kits
Video: Videotape recorder maintenance supplies
Brand names: Audio–Nortronics, Proformance Series, Video–Recorder Care

Olimpic, see Burlington Audio

Ortofon, see International Rec'g

P S C Prod'ns, 985 Waimanu St., Honolulu, Hawaii 96814. Tel. (808) 537 5695. Pres. Michael Tanaka
Audio: Cassette labels

Pacific Int'l Magnetics Inc., 185 Berry St., No. 3865, San Francisco, Calif. 94107. Tel. (415) 495 8830
Home office: Canada
Audio: Cassette labels
Video: Videoccassette labels

Pak-Wik Corp., 128 Tivoli St., Albany, N.Y. 12207. Tel. (518) 465 4556. Pres. Samuel A. Strasser, Sales Mgr. Myron S. Strasser Jr.
Audio: Folding cartons for 8 tr. & cassette, 45 RPM record backers
Video: Folding cartons for videocassette (Beta & VHS)

Pauli Prods., PO Box 29, Collingswood, N.J. 08108. Tel. (609) 547 8925. Pres. Joseph A. Pauli, VP. Zara May Pauli
Audio: Cassette labels & insert cards (SEE ADVERTISEMENT)

Pedersen Label Printing Co., 11152 Fleetwood St., Sun Valley, Calif. 91352. Tel. (213) 768 3122. Pres. Herman A. Fredriksz, Prod. Mgr. S. Kadonaga
Audio: 8 tr., cassette & box labels, cassette inserts.

Peerless Vid Tronics Corp., 60 West St., Bloomfield, N.J. 07003. Tel. (201) 429 8600. Pres. Herb Ravis, Sales Mgr. Andy Danzico
Video: Videocassette packaging

Permatab Prods. Co. Inc., 105 Quail Valley Rd., Social Circle, Ga. 30279. Tel. (404) 787 1910. Pres. W.B. Thompson
Audio: Splicing tape & pre cut tabs

Phylco Audio, 4709 Brooks St., Montclair, Calif. 91763. Tel. (714) 621 9561. Owner. Robert Deates, Gen. Mgr. Rick Deates
Audio: Cassette labels

Polyline Corp., 1233 Rand Rd., Des Plaines, Ill. 60016. Tel. (312) 298 5300. Pres. John Kaiser
Audio: Soft hinged cassette boxes (SEE ADVERTISEMENT)

Poly-Matrix Inc., 40 Downing Ind'l Park, Pittsfield, Mass. 01201. Tel. (413) 499 3550. Pres. William A. Rufo, Mktg. & Sales Dir. Timothy P. Wilsey, Molding Mgr. Michael Thrower
Audio: Norelco type cassette boxes

Poly Plastic Packaging Co. Inc., 44 80 11 St., Long Island City, N.Y. 11101. Tel. (212) 392 8670
Audio & Video: Polypropylene & polyethylene packaging

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd., Farmingdale, N.Y. 11735. Tel. (516) 293 7300
Video: Labels

Prestige Label Corp., 255 Oser Ave., Hauppauge, N.Y. 11787. Tel. (516) 273 0020
Audio: 8-tr. & cassette pressure sensitive labels & stickers.

(Continued on page 348)

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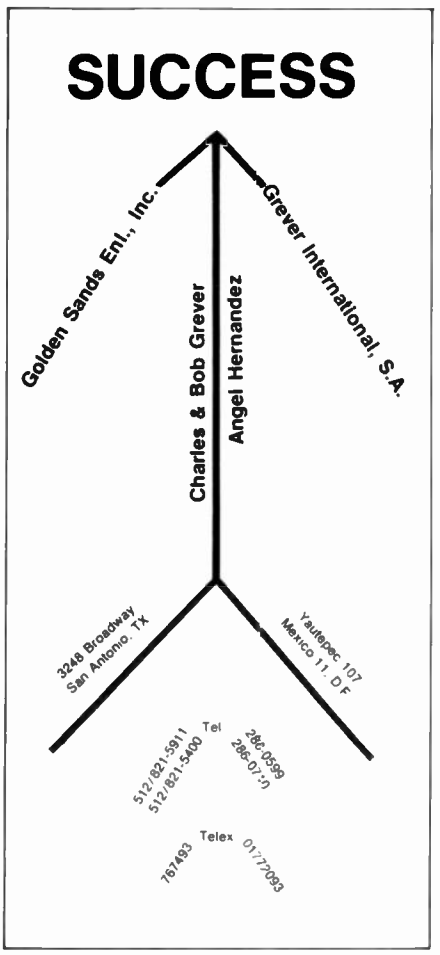

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SUPPLIES

• *Continued from page 347*

Proformance, see Nortronics.

Progressive Label & Litho Co., 286 Stanhope St., Brooklyn, N.Y. 11237. Tel: (212) 497-2320. Pres.: Jerome J. Rood. Gen. Mgr.: Bernie Stein.
Audio: 8-tr. & cassette labels. (SEE ADVERTISEMENT)

Promedeus Arts Inc., 1776 Broadway, New York, N.Y. 10019. Tel: (212) 586-3770. Pres.: Lew Morris; Sales Mgr.: Jerry Present; Adv. Mgr.: Ron Parisi.
Audio & Video: Promotional tape & labels.

Pro 1 Audio Visual Inc., PO Box 33, Highland Park, Ill. 60035. Tel: (312) 433-4575. Pres.: R.L. Pink; VP: J. Pink; Sales Mgr.: M.M. Pink; Adv. Mgr.: O.O. Pink.
Audio: Cassette labels.

Q/Splice, see Webtek.

Q-A-I Inc., 640 Oelt Rd., Carlstadt, N.J. 07072. Tel: (201) 460-0060; NYC (212) 964-1714. Pres.: Steve Dauman; Sales Mgr.: George Ratowsky.
Audio: 8-tr. & cassette labels, cueing & splicing tapes, end tabs.
Video: Videocassette labels.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Chief Exec. Officer: Eric Kaltman; Pres.: Leonard Verebay; Sr. VP Sales: Richard Roth.
Branch: Hollywood, Calif., 6290 Sunset Blvd., Suite 304. Zip: 90028. Tel: (213) 464-7700.
Plant: Indianapolis, Inc., Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. VP & Gen. Mgr.: Manny Ungar.
Audio: 8-tr. & cassette labels, boxes, inserts, slipcases & collars. (SEE ADVERTISEMENT)

R H M Inds. Ltd., 180 Orville Dr., Bohemia, N.Y. 11716. Tel: (516) 567-7222. NYC: (212) 895-9344.
Audio: 8-tr. labels, cassette labels & inserts.
Video: Videocassette labels.

Recorder Care, see Nortronics.

Reco-Sleeve Packaging, 620 S. Belmont, Indianapolis, Ind. 46221. Tel: (317) 635-7777. Pres.: Leonard Verebay; Sales & Adv. Mgr.: Leonard Dimond.
Audio: Cassette inserts.

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 225 Belleville Ave., Bloomfield, N.J. 07003. Tel: (201) 748-2222. Pres.: Marshall Weingarden; Sales Mgr.: Marion Burleigh.
Audio: Corrugated mailers for cassette.
Video: Corrugated mailers for videocassettes.

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post; VP Sales: Stu Caine.
Audio: Cassette mailers & boxes, open reel boxes.

Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave., Indianapolis, Ind. 46221. Tel: (317) 635-7777. TWX: (810) 341-3457, 341-3400. Pres.: Abe Garde; Sales & Adv. Mgr.: Morton Shecter.
Audio: Cassette labels.
Video: Cassette labels.

S T L, see Standard Tape Lab & Taber Mfg.

Saki Magnetics Inc., 5770 Uplander Way, Culver City, Calif. 90230. Tel: (213) 649-5983.
Audio: Ferrite magnetic recording heads.

Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155.
Audio: Norelco style cassette boxes. (SEE ADVERTISEMENT)

Shorewood Packaging Corp., 10 E. 53 St., New York, N.Y. 10022. Tel: (212) 371-1500. Pres.: Paul Shore; Exec. VP: Floyd S. Glinert; VP Special Projects: Marc Shore; VP Nat'l Sales: Ken Rosenblum.
Branch: Los Angeles, Calif., 1830 Glendale Blvd. Zip: 90026. Tel: (213) 660-3043. VP West Coast Sales: Jim Palmer—**La Grange, Ga.,** SPC Co., 1707 Shorewood Dr. Zip: 30240. WATS Tel: (800) 241-0186. Plant Mgr.: Ken McCabe—**Farmingdale, N.Y.,** 55 Engineers Ln. Zip: 11735. Tel: (516) 694-8230.
Audio: 6" x 6" 8-tr. & cassette packaging, cassette labels.
Video: Beta & VHS videocassette packaging.

Sonar Radio Corp., 3000 Stirling Rd., Hollywood, Fla. 33021. Tel: (305) 981-8800. Chm.: Bernard E. Klein.
Product: Videocassette bulk eraser.
Brand name: Videoraser.

Soundmark Corp., 4950 Nome St., Unit C, Denver, Colo. 80239. Tel: (303) 371-3076.
Audio: Cassette labels & custom packaging.

Standard Tape Lab. Inc., 26120 Eden Landing Rd., No. 5, Hayward, Calif. 94545. Tel: (415) 786-3546. Pres.: Frank G. Lennert.
Audio: Test tapes.
Brand name: STL.

Stanford Int'l, PO Box 609, 569 Laurel St., San Carlos, Calif. 94070. Tel: (415) 592-5958. Pres.: Fred Dobbs; Opns. Mgr.: Jan Dillard.
Audio: Cassette labels.

Stephens Electronics Inc., 3513 Pacific Ave., Burbank, Calif. 91505. Tel: (213) 842-5116. Pres.: John F. Stephens; Sales Mgr.: Bobbi Murphy; Adv. Mgr.: Gina O'Esopo.
Audio: Professional 2" editing blocks.

Studio Magnetics Co. Inc., 12 Long Island Ave., Holtsville, N.Y. 11742. Tel: (516) 289-3400. Pres.: George Clahane; VP: Craig M. Balaban.
Audio: cassette editing kit, splicing, sensing & leader tape, "soft-plastic," Ampex & Norelco style cassette boxes, pressure-sensitive labels & mailing envelopes.

Super Prod'ns, PO Box 1569, 31 Industrial Park, Hendersonville, Tenn. 37075. Tel: (615) 822-5080. Pres.: Gordon Cash.
Audio: Cassette labels.
Video: Videocassette labels.

Switchcraft Inc., 5555 N. Elston Ave., Chicago, Ill. 60630. Tel: (312) 792-2700.
Audio: Connectors, cable assemblies, adapters, patch cord systems, jacks & plugs.

T O K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. Telex: 144535. VP & Gen. Mgr.: Ken Kohda; Sales Mgr.: John Schattin; Video Prod. Mgr.: Ed Pessara.
Branches: Irvine, Calif., 2102 E. Alton St. Zip: 92714. Tel: (714) 979-5811. WATS: (800) 854-0123. Div. Mgr.: Lee Adams—**Marietta, Ga.,** 4062 Kingston Court. Zip: 30067. Tel: (404) 952-4600. Reg'l Mgr.: George Casteel—**Des Plaines, Ill.,** 1011 E. Touhy Ave., Suite 165. Zip: 60018. Tel: (312) 297-1341. WATS: (800) 323-5956. Reg'l Mgr.: Jack Pender.
Audio: Test tapes, head demagnetizers, labels & index cards. (SEE ADVERTISEMENT)

Taberasers, see Taber Mfg.

Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831.
Audio: Heads, bulk erasers, test tapes.
Brand names: Taber, Taberaser, STL.

Tapemaker Sales Co. Inc., 48 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700. Pres.: Arthur Brandwein; Office Mgr.: Karen Sitkoff.
Audio: Splicing & sensing tape, pre-cut Q-tabs, cassette labels.
Video: Splicing tabs, leader tape & head cleaning tape for Beta & VHS cassette.

Thalco Audio Inc., 2 Dickens Ave., Old Hills, N.Y. 11746. Tel: (516) 667-1616. Chief Exec.: Michael Thaler.
Audio: Norelco & soft-poly style cassette boxes.

Trackmaster Inc., 1310 S. Dixie Hwy. W., Pompano Beach, Fla. 33060. Tel: (305) 943-2334. Pres.: Roy Parsons; Sec'y-Treas.: Lupe Parsons.
Audio: Cassette labels. (SEE ADVERTISEMENT)

Tri-Lon Color Lithographers Ltd., 54 W. 21 St., New York, N.Y. 10010. Tel: (212) 255-6140. Pres.: Morris Strickler; VP: David Strickler.
Audio: 8-tr. & cassette inserts & labels.

Tropical Paper Box Co., 7000 NW 25 St., Miami, Fla. 33122. Tel: (305) 592-5520.
Audio: 8-tr. & cassette boxes.

U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06473. Tel: (203) 288-7731. Telex: 963510. Pres.: James C. Leu; Nat'l Sales Mgr.: Bernard H. Ribillard.
Audio: Heads, motors.
Brand name: Beau.

Universal Marking Systems Inc., 2320 E. 26 St., Minneapolis, Minn. 55406. Tel: (612) 721-7466.
Audio: Cassette labels, case liners.
Video: Cassette labels.

Vaughn Assocs., PO Box 5808, Sarasota, Fla. 33579. Tel: (813) 924-3734.
Audio: Cassette labels.

Veritas Electronics Corp., 22 Grand Ave., Farmingdale, N.Y. 11735. Tel: (516) 541-5373.
Audio: Head demagnetizers, bulk erasers, cassette & open reel splicers.

Videoraser, see Sonar Radio.

W R E, see Wide Range Electronics.

Edward R. White Inc., 18 E. 41 St., New York, N.Y. 10017. Tel: (212) 687-2167. Pres. & Sales Mgr.: Lawrence Goldstein.
Audio: Tape envelopes & mailers.

Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366.
Audio: Bulk erasers, degaussers, magnetic erasing pencil.
Brand name: WRE.

Wills Printing Co., PO Box 211, Arlington, Tex. 76010. Tel: (817) 572-1414. Pres.: Calvin Wills.
Audio: Cassette labels.

Xcel, see Georgia-Pacific.

STORE FIXTURES

• *Continued from page 175*

PO Box 76, 15 Henderson Dr. Zip: 07006. Tel: (201) 575-2000—**Cincinnati, Ohio,** 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—**Cleveland, Ohio,** 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—**Philadelphia, Pa.,** 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 728-5300—**Dallas, Tex.,** 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 324-8100—**Seattle, Wash.,** Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel: (206) 244-7200.
Product: Tape display racks (Scotch). (M)

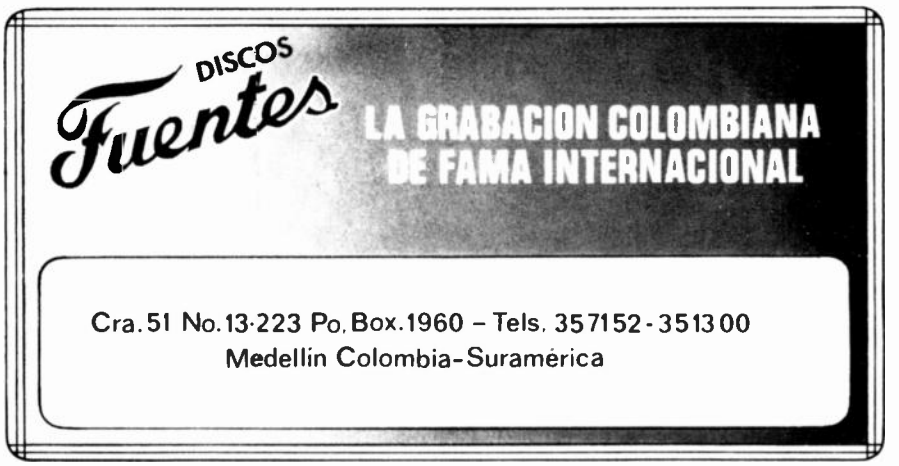
Voorhies Ents. Inc., 2869 Wexford Blvd., Stow, Ohio 44224. Tel: (216) 688-5811. Pres., Sales & Adv. Mgr.: Robert Voorhies; Treas.: Jennie Voorhies.
Product: Moving video signs (Starbrite Video Advertiser)

Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 672-2241. VP: R. Denson Parker; Sales Mgr.: John R. Boleslawski; Adv. Mgr.: B.R. Cummings.
Product: Tape display racks. (M)

Dick Wagner, 5930 Penfield Ave., Woodland Hills, Calif. 91367. Tel: (213) 992-6266.
Product: Record display racks (Directree).

Wills Music Co., 7380 Industrial Rd., Florence, Ky. 41042. Tel: (606) 283-2050. Pres.: Edward R. Cranley.
Product: Sheet music display racks.

Wiremaid Prod. Corp. (div. of Cove Four Slide), 60 West Ave., Patchogue, N.Y. 11772. Tel: (516) 475-0193. Pres.: Barry Jaffe; Sales Mgr.: A. Boden; Adv. Mgr.: Leigh Boden.
Product: Record & tape display racks. (M)



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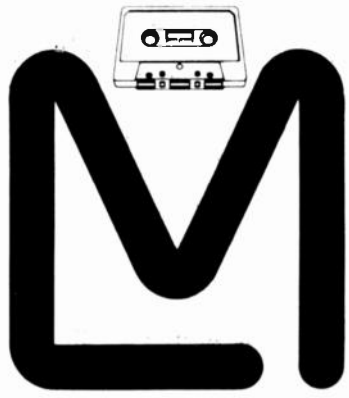

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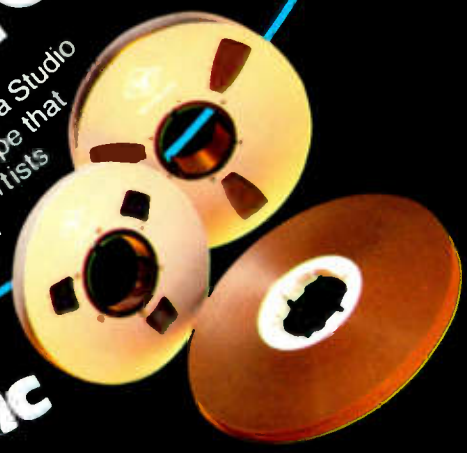

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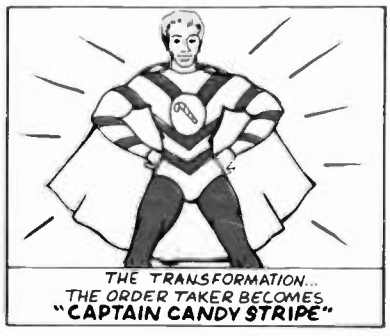

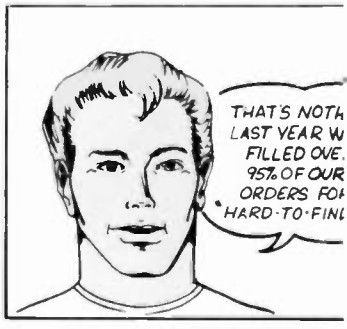

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