

TAPE AUDIO VIDEO



IN THIS ISSUE

MARKET SOURCEBOOK

IN THIS ISSUE

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Billboard

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Billboard photo by Henry Grossman

SWEENEY TIME—Angela Lansbury, seated, and co-star Len Cariou, standing center, listen to a playback of the original Broadway cast LP of "Sweeney Todd" with RCA officials in New York. Also on hand are: RCA president Bob Summer, next to Lansbury and in the back row: composer Stephen Sondheim and Tom Shepard, Red Seal a&r vice president and the LP's producer.

Nesuhi Ertegun Answers Goh

See Commentary Dept., Page 16



FANDANGO Two years of extensive touring is paying off. Their new RCA album called "One Night Stand" (AFL1-3245), produced by Alan Blazek, is establishing this group as the one to watch in the rock 'n' roll arena. Unlike most one night stands, you won't be disappointed. (Advertisement)

Northeast Dealers Eye Korvettes' Lowballing

By IRV LICHTMAN

NEW YORK—The under \$4 tag on major \$7.98 list LP product has entered key markets in the Northeast and Detroit area.

The new rock-bottom pricing factor is Korvettes, the 50-store retail chain which first paraded 18 albums at \$3.99 in Sunday (29) editions of such newspapers as The New York Times, Philadelphia Inquirer and Detroit

News, and continued the lowball policy in ads this past Sunday (6).

Retailers in areas affected by the Korvettes move ranged in response from dismay to a "watchful" stance, indicating that if this pricing continued they would have to take stock of their own pricing schedules.

(Continued on page 14)

Hosea Williams Vs. BMA

By ROBERT FORD JR.

NEW YORK—Even before getting off the ground, the Black Music Assn.'s newly formed promoters organization is beset by controversy.

A major politician and civil rights leader, Hosea Williams, fears the new United Black

Concert Promoters will be unable to address the immediate problems of beleaguered black entrepreneurs and he is calling for major black acts to deal with black promoters now or face the prospect of boycotts and picketing.

(Continued on page 41)

German Disk/Tape Sales Top Billion \$

By WOLFGANG SPAHR

HAMBURG—German record and tape sales broke through the \$1 billion barrier (approximately two billion Deutsch Mark) for the first time in 1978, and topped 200 million in unit sales, too.

Final tally for the 206 million singles, albums and cassettes sold was 2.11 billion DM, compared with 1.74 billion DM in 1977. That's an increase of around 21%.

The figures also serve as a reminder of how close Germany is to Japan as the world's second largest recorded music market behind the U.S.—especially as Japanese growth last year was considered disappointing by most observers.

(Continued on page 65)

Disco Stations Leveling Off

By DOUG HALL

NEW YORK—There's a feeling of uneasiness among the programmers of disco radio. WKTU-FM New York is in decline in the Mediatrend reports. WABC-AM is putting its disco format back on the shelf as quickly as it grabbed it. In other markets disco radio's performance is spotty.

Since December, WKTU-FM has slipped from a 10.9 share in Mediatrend to a 7.4 for April. Observers are asking if it can hold on to enough audience to repeat the number one position Arbitron performance it won in October/November and January.

(Continued on page 25)



Chris Rea says promise her anything, but give her "Diamonds," the single from his new United Artists Records album **Deltics**. After exploding last year with his debut LP **Whatever Happened To Benny Santini?** which earned him a gold record and Grammy nomination for Best New Artist, Chris returns with a powerful follow-up that will take him a step further on the path to superstardom. The **Deltics** (UALA959-H) train is rolling on United Artists Records and Tapes. (Advertisement)

(Advertisement)



Donna Summer

BAD GIRLS

A 2 RECORD SET INCLUDING
"HOT STUFF" "BAD GIRLS"
"DIM ALL THE LIGHTS"

PRODUCED BY GIORGIO MORODER
AND PETE BELLOTTE



Copyrighted material

Donna Summer

BAD GIRLS

THE HOTTEST SUMMER ON RECORD
A 2-RECORD SET INCLUDING
"HOT STUFF" "BAD GIRLS" and "DIM ALL THE LIGHTS"



PRODUCED BY
GIORGIO MORODER
AND PETE BELLOTTE
ON CASABLANCA RECORD
AND FILMWORKS


SUSAN MEXICO
KIM BOYD

Religious Broadcasters Map ASCAP Suit

By DOUG HALL

NEW YORK—ASCAP faces a new legal tangle with religious radio broadcasters.

Four broadcasting companies have won a first round in what could be another long legal battle with ASCAP that involves constitutional issues. These companies on April 24 won the right to sue ASCAP in a class action representing all radio stations which program at least 25% religious material. Such stations number about 400, although only 84 have given written support to the case.

The companies, which filed the suit in February 1977, are Alton Rainbow Corp., Largo Broadcasting Co., Pilgrim Broadcasting and the John Brown Schools of California. The class action decision was handed down by Judge D.J. Knapp in U.S. District Court, Southern District for New York.

The suit, an attack on the blanket license system, charges ASCAP with price fixing, violation of the Sherman antitrust law and misuse of copyrights.

The suit also claims that the blanket license system deprives these broadcasters of their First Amendment rights to free exercise of religion.

BMI has not been named in the suit because when the suit was

filed BMI and the religious broadcasters were negotiating toward a settlement of their differences.

Norman Bie, lawyer for the broadcasters, says that agreement seemed near at hand in July, but talks subsequently broke off and BMI may be added to the suit.

The broadcasters find the blanket license particularly onerous because "we are forced to support music which we find to be immoral," Dr. Ben Armstrong, executive director of the National Religious Broadcasters, says.

This organization is not a party to the suit, but supports it. Armstrong explains his organization did not join the suit because some of the plaintiffs are not members of the group. "We did not want to limit the case to our members," he says.

The plaintiffs are seeking a per-use license based on actual use of compositions. ASCAP now only offers a blanket license or a per-program license. They are also asking the court for "injunctive, declaratory and monetary relief . . . treble damages for any injuries sustained" as a result of ASCAP's alleged antitrust violations.

Meanwhile, Washington lawyer John Midlen, who represented the religious broadcasters before the Supreme Court in

the recent CBS blanket license case, says he does not expect the organization to further participate in this case, which he estimates will drag on for years.

But Midlen holds open the possibility of filing another amicus curiae "at the appropriate time." Midlen filed such a brief when the CBS case reached the Supreme Court and the high court upheld ASCAP and BMI's blanket licenses for television music.

The court held that the blanket license was not illegal per se and that CBS might pursue the case further in the Appeals Court under the rule of reason provided by law if the network had preserved that issue in the court.

Bie says that while he would have "preferred the Supreme Court to find that the licensing agencies were guilty of antitrust violations per se," he sees the action of the high court "strengthening the religious broadcasters' case."

He takes this position because he is sure the rule of reason if applied in the case of the religious broadcasters will result in a defeat for ASCAP. He cited a study which shows "an insignificant fraction" of ASCAP catalog is used by religious broadcasters. This study, according to Bie, shows the use to be 1/40 of 1%.

\$8.98 AT MOTOWN

Superstars' Albums Will Be Hiked By \$1

By HANFORD SEARL

LOS ANGELES—Motown has increased the price of superstar acts LPs from \$7.98 to \$8.98.

The raise is attributed to marketing and production costs by company officials.

"It (the increase) will probably affect such major artists as Diana Ross, Stevie Wonder and Marvin Gaye and their product," says Mike Lushka, Motown's executive vice president.

Rick James' LP "Busting Out Of L-Seven" was the first LP receiving the price change several weeks ago, according to Lushka, who denies the increases as attempts to milk profits out of hot artists only.

New artists and catalog merchandise will remain unaffected, maintains Lushka, who adds the right of record companies to make a profit

and sees the increase as only a 5-10% higher level to customers.

Lushka says the increase was part of the national James tour, which utilized television spots in major markets and will culminate in the May 26 appearance of James at the L.A. Coliseum event, "World's Greatest Funk Festival."

Mixed, subdued reaction to the increase was expressed by several Motown distributors, while Bob Delaney, manager of Tower Records, West Hollywood, termed the hike "expected."

"All the companies are jacking up their prices for solid hit artists. It's an obvious profit-motivated move," says Delaney.

Sid Talmadge, president of Motown's major L.A. outlet Record Merchandising, says it is too early to measure if sales have been affected.

Meanwhile, H.W. Daily Jr., of the same named Dallas distributor, bemoans the price hike.

"I think any price increase is a mistake, be it records or gasoline," says Daily. "As long as the product is salable, it'll be okay but this will certainly hurt new artists."

CURB & MCA COOKING UP A POP LABEL

LOS ANGELES—MCA and California Lt. Gov. Mike Curb have launched a new pop label via a marketing and distribution deal. The new label is called Mike Curb Records Inc.

The deal with MCA marks Curb's fourth label association, following Warner/Curb, Elektra/Curb and an impending contemporary gospel label also with MCA.

Joining the new label are David Cassidy, Lobo and Alien. Cassidy, the older brother of Shaun Cassidy (who records for Warner/Curb) previously recorded on Bell Records from 1970-1974. Lobo enjoyed success on Big Tree from 1971-1976 with hits like "Me And You And A Dog Named Boo" and "I'd Love You To Want Me."

Jet U.K. Meet Draws 120

By PETER JONES

LONDON—Around 120 delegates, including a solid core of U.S. retailers and wholesalers flown in specially for the event, attended Jet Records' first international convention here.

A main item on the three-day agenda of the fifth anniversary meeting was the unveiling of "Discovery," the new album from the Electric Light Orchestra, set for worldwide release May 31.

A long list of in-store promotional aids for the album was presented by Paul Gross, of Jet in Los Angeles, who stressed that the package, even more ambitious than earlier ELO items, built round the gatefold sleeve design, was "versatile" in that dealers could use it in whatever size they wanted.

Gross said that for the first time a promotional film had been shot at (Continued on page 68)

FCC Proposal Could End FM Stereo

By IRWIN DIEHL

NEW YORK—A virtually overloaded Federal Communications Commission proposal to reduce bandwidth allocations of FM stations could eliminate FM stereo entirely, or significantly effect its quality.

It would severely effect the broadcast and record industries, as well as hardware manufacturers.

The potential effects of reduction in FM channel spacing were buried

in a footnote to the FCC's Jan. 10 release of its extended Notice of Inquiry on proposed rules and standards for FM quadraphonic broadcasting.

Since the proposal dealt with the issue of quadcasting, now 10 years after the four-channel disk recording was made possible by Peter Scheiber's invention of the first practical 4-2-4 matrix system, it's (Continued on page 17)

Stations Welcoming Artist Interviews-On Own Terms

By BILL MORAN

LOS ANGELES—Interviews with recording artists are making a comeback in the programming of stations regardless of music format. Of nearly 50 stations surveyed in primary and secondary markets, the answer is loud and clear: radio wants the interview but on its own terms.

The survey clearly indicates that AOR, country and adult contemporary music stations are the most receptive to the artist interview whether it is live or on tape. Top 40, despite its reputation as being a per-

petual jukebox, has also become more aggressive in pursuing the hot recording artist for an interview.

Even the new disco format stations are open, following the leadership of WKTU-FM in New York which features a nightly five-minute midnight interview program.

While most music stations want the interview, the approach is varied. Many Top 40 stations insist that it be short, concise, taped and edited, while other Top 40 stations want the recording artist to be totally involved with the disk jockey on the

air as a live guest co-host/disk jockey. As such, the star not only introduces records, but reads commercial copy as well.

Bobby Rich, program director of Top 40 WXLO-FM in New York, not only encourages artist interviews but showcases the hot interviews in capsule form as a mini-series which is aired primarily in morning drive.

The edited interview with the artist generally runs between 90 seconds and 2½ minutes at the end of the newscast and is followed by a song by the artist. Rich points out

that in 1978, he ran a 13-part mini-series with Elton John, a five-part series with Gary Bussey, a seven-part mini-series with Mary Travers, and a four-part mini-series with Dr. Hook. Mel Brooks did an hour of morning drive and Meat Loaf and Ace Frehley of Kiss have appeared live.

Bobby Rich is quick to put down a practice which he says is followed by many radio stations.

"A lot of radio stations do courtesy interviews with artists and never (Continued on page 26)



TIME BEATER—Patty McLean, a Long Island rock fan, legally "rips-off" as many albums as she can grab in a minute during a promotion sponsored by WLIR-FM and Warner Bros. in conjunction with the Doobie Bros. LP, "Minute By Minute." Event was held at a Music Warehouse store. Other customers cheer her on.

Executive Turntable

Record Companies

Kathy McKilroy appointed national disco coordinator at MCA Records, New York. She formerly was with Casablanca Record & FilmWorks and promotion director at Salsoul Records. **Jemy Cheers** named to head the newly formed disco department at Capitol Records, Los Angeles. He will maintain his title of national black marketing manager. **Jim Johnson** tabbed for the



Cheers

new post of executive vice president, chief financial officer of Casablanca Record & FilmWorks, Los Angeles. He previously was vice president of administration at Columbia Pictures. **Jack Mishler**, Pickwick's operations vice president, plans an early retirement because of ill health reason. He began his career 25 years ago and joined Pickwick in 1968. **Ina Marra** appointed director of CBS Records local advertising,



Marra

New York. She joined the company in 1970 and established the local advertising department in 1971. **Danny Yarbrough** named branch manager with CBS, Dallas. He previously was a sales representative in Atlanta. **Jill Rowland** appointed CBS branch coordinator, Denver. **Bryan Martinovich** tabbed CBS sales manager, Atlanta. He formerly was a salesman in St. Louis and Kansas City. **Kirk Stirland** selected manager of the Denver branch for Epic. Portrait, Associated Labels as promotion manager. He formerly was a music director/announcer with KFMF-FM Chino, Calif.

John Fagot appointed local promotion manager for Columbia Records, Atlanta. He formerly had the same job in Charlotte, N.C. **Dell E. Perez** named assistant director of credit



Fagot

for WEA, Los Angeles. He recently was national credit manager for ABC Records. Meanwhile, **John Allison** has been appointed sales manager for the St. Louis region. He previously was an ABC buyer. **Howard White Jr.** and **Richard Miller** named WEA sales representatives for the Baltimore/Washington districts. **Caroline Prutzman** appointed manager, East Coast press & artist relations for EMI America/



Prutzman

United Artists Records, New York. She held the same position previously at ABC Records. **David Bupp** named local promotion manager for Phonogram/Mercury, Dallas. He served in a similar capacity with ABC Records in Baltimore/Washington. **Lee Ellen Newman** elevated to East Coast publicist with Polydor Records, New York. She joined the company in 1977. **Michel Parenteau** named national director of disco promotion and **Ellen Galloway** appointed associate director of disco promotions at Salsoul Records, New York. Part of a reorganization, Parenteau has been with the label a year and Galloway two years with the disco promotion department. **Rick Morrison** named national disco promotion director at Midsong Records, New York. He formerly was with Capitol Records. **Mark Erik Schneiderman** appointed vice president of marketing and national sales for Crystal Clear Records, San Francisco. He previously was affiliated with Century Records.



Schneiderman

David R. Armstrong named vice president of operations for United Artists Music, Los Angeles. He most recently was an audit manager with Transamerica Corp. in San Francisco. **Dale Kawashima** appointed professional manager at Jobete Music, Los Angeles. He formerly was with the Los Angeles Times. **Frank Unruh** elevated to director of Almo Publications, Los Angeles. He previously was comptroller of Irving-Almo's publishing division.



Unruh

Music Publishing

Neal Teeman is the new chief engineer at RPM Studios, New York. Employed in the industry for 10 years, he comes from Electric Lady Studio. **Edward Haynes** named exporting marketing and promotions manager for Avedis Zildjian Co., Rotherley, Leicester, England. He previously was promotions manager with the Premier Drums Co. **Hunter Murtaugh** appointed music vice president at Paramount Pictures, Los Angeles. He previously has been a music director and producer for several years. He replaces retiring **William R. Stinson**. **Karen Sherry** appointed director of public relations for ASCAP, New York. She formerly was associated with Morton Wax as director of publicity. **Merry Aronson** named public relations coordinator for ASCAP, New York. She was an independent promoter for several composers of pop and jazz. **Timothy Holl** appointed vice president of engineering at Teledyne Acoustic Research, Norwood, Mass. He was director of International engineering and development previously for the firm. **James Coleman Guthrie Jr.** named technical field sales manager for Sony Industries' Professional Audio Division, New York. He formerly was manager of the professional products division at Paul Seaman Co. **Bob Wolf** appointed to the new position of director of product development for Craig Corp., New York. He was with Motorola for 29 years in engineering and product development. **Steve Schulman** named director of creative services for Zane Management Inc., Philadelphia. Prior to this position, he was national promotion director for Salsoul Records. **Jim Benz** appointed Midwest regional merchandising director, Chicago and **Steve Leavitt**, West Coast regional director, both for A&M Records. Benz was previously advertising director at MS Distributors, Chicago, and Leavitt was marketing consultant for A&M for two years. **Marty Morgan** installed as director of public relations for the National Assn. of Jazz Educators, Los Angeles. **Mark Pinske** promoted to technical sales director for Quad Eight, Los Angeles. He toured as a musician before his new job and also worked on three Broadway musicals. **Ron Bennett** appointed director of marketing at Quad Eight where he previously served as sales manager since 1974. **Janice Mitchell** joins the staff of Goros & Kaplan Associates, Los Angeles. She was a sales representative for MCA Records Inc.

Related Fields

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Teeman

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Haynes



DEDICATE TIME—Shorewood Packaging Corp. president Paul Shore, fourth from left, cuts the ribbon at the nearly completed company plant in LaGrange, Ga. The \$4 million, 50,000 square foot facility on 10.5 acres is expected to open this fall. Shorewood's other plants are located in Farmingdale, N.Y., Los Angeles, Canada and England. Shown with Shore are, from left, Ken McCabe, plant superintendent; Bill Golden, vice president and general manager; Murray Frischer, executive vice president of finance and administration; Floyd Glinert, executive vice president of marketing; and Charles Kreussling, executive vice president of manufacturing.

Country Academy Eyes Ratings

Rogers, Mandrell Take Top Honors In NBC Telecast

By GERRY WOOD

LOS ANGELES—With one eye on NBC network officials and the other on the forthcoming ratings, Academy of Country Music officials are hopeful the 1980 awards will also gain live network exposure.

The 14th annual Academy of Country Music Awards show beamed nationwide from the Hollywood Palladium Wednesday (2), parading a glittering array of country music's greats and aspirants.

Emceed by Barbara Mandrell, Roy Clark and Dennis Weaver, the awards spotlighted Kenny Rogers as entertainer of the year. Rogers also won as top male vocalist, while Mandrell was surprised with the top female vocalist award over competitors Crystal Gayle, Loretta Lynn, Anne Murray and Dolly Parton.

The All-Star Band selections were Rod Culpepper, bass; Johnny Gimble, fiddle; Archie Francis, drums; James Burton, guitar; Jimmy Pruitt, keyboard; Buddy Emmons, steel guitar; and Charlie

McCoy, the harmonica player, for specialty instruments.

Top names in music and films appeared on the show and performers or presenters included Jerry Lee Lewis, Dinah Shore, Freddy Fender, Charo, Foster Brooks, who envisioned the description of how winners were selected, Barbi Benton, Patti Page, Susie Allanson, Zella Lehr, Charly McClain, Conway Twitty, Larry Gatlin and Dave & Sugar.

Also: Mickey Gilley, Don Williams, Loretta Lynn, Jan-Michael Vincent, John Conlee, Kenny O'Dell, Ronnie McDowell, Con Hunley, Lee Dresser, Eddie Rabbitt, Siella Parton, Priscilla Presley and Kenny Rogers and Dottie West.

Some 1,000 persons attended the event, aired live to the East Coast and taped and replayed for other U.S. areas. The Academy, under the direction of Ron Martin, president, and Bill Boyd, chairman, gained its most significant media impact in history.

"Tulsa Time" by Don Williams scored as single record of the year in the balloting by Academy members. "You Needed Me" by Anne Murray was named song of the year. Christy Lane was top new female vocalist.

The Oak Ridge Boys, one of several acts to perform on the show, walked off with two awards—top vocal group and album of the year, "Ya'll Come Back Saloon," produced by Ron Chancey on ABC (now MCA) Records. The LP honors also went to Chancey and the label.

Eddie Dean, veteran western

(Continued on page 43)

Music Plus Sues On Headshop Ruling

LOS ANGELES—Music Plus here is testing the legality of a local suburban Glendale ordinance, prohibiting the sale of headshop paraphernalia in a record store where under-18 minors shop.

In a Superior Court suit filed here, the 18-store Southern California retail chain is suing Glendale Chief of Police Duane Baker and City Attorney Frank Manzano, whom, it claims, have threatened to prosecute the Glendale Music Plus store unless it moves its dope supplies into a separate room where minors would be prohibited.

arate room where minors would be prohibited.

The filing claims that Glendale ordinance No. 4439 is unconstitutional because it violates the First, Fifth and Fourteenth amendments.

The suit seeks a temporary restraining order and a preliminary injunction and a permanent injunction against the defendants and the ordinance.

The Music Plus suit is one of a number being filed across the country testing the headshop ordinance.

CBS Wings LP: No 'Goodnight'

NEW YORK—Paul McCartney & Wings' first album for CBS Records will not include his current top-10 hit, "Goodnight Tonight."

The superstar's initial foray into disco also lacks 12-inch commercial disk, but, according to a spokesman for CBS, "we have decided to omit it for McCartney's creative freedom" and he indicates that McCartney felt

the cut did not fit into the general concept of the album.

The album, called "Back To The Egg," is due for release later this month.

Add a report that a kinky new arena single, "I Wish I Could Fly Like Superman," would not appear on their upcoming album is deemed by label president Clive Davis.

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MAY 12, 1979, BILLBOARD

What radio loves about Tyrone Davis...

They love his smash single
3-10904 "In the Mood!"

Why? Because it's one of the
year's sexiest ballads.
And because they love it, it's
climbing up the Top-10 in all three
trades. So if you're not already
"In the Mood," get in it. You don't
want to miss all the action.



"In the Mood."
The hit single
from the album
**"In the Mood with
Tyrone Davis."**
On Columbia Records
and Tapes.

Tyrone Davis Tour Dates

April 27	Dallas, TX
April 29	Houston, TX
May 2	New Orleans, LA
May 3	Baton Rouge, LA
May 5-6	Chicago, IL
May 11	Atlanta, GA
May 12	Augusta, GA
May 13	Asheville, NC
June 1	Dayton, OH
June 2	Memphis, TN
August 10-12	Atlantic City, NJ



Produced by Leo Graham.

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Union Drive By Peaches N.C. Outlet

LOS ANGELES—The Greensboro, N.C., Peaches store employees have indicated their interest in having Retail Clerks Local 204 acting as their bargaining agent. The local has filed a petition with the regional NLRB office indicating significant interest by at least 30% of the employees.

This marks the second entry of the national union into the activities of a Peaches store. The union filed a similar petition on behalf of employees of the Dayton, Ohio, Peaches store Dec. 19, 1978. The attempt by Dayton employees to gain the union as its certified representative in bargaining is still pending.

Regional National Labor Relation Board director Emil Farkas of Cincinnati found merit in 29 charges, wherein pre-election NLRB provisions were allegedly violated by Peaches.

WB Music's Future Global: Bly International Emphasis Key To Virgin Islands Meet

By IRV LICHMAN

NEW YORK—The future of Warner Bros. Music is international," maintains Mel Bly, newly appointed president of the company.

This global emphasis, Bly points out, was a main thrust of the company's recent convention at St. John in the Virgin Islands, where all 10 of WB's wholly owned operations had representation, including new setups in Holland, Brazil and South Africa.

"We feel the convention furthered our cause in terms of developing and building the most powerful international publishing operation.

"We're not content as others are to be bankers and collectors, but to serve the true function of a publisher as an exploiter of copyrights and as a creator of new meaningful material with worldwide impact."

Bly also promises new concepts



Mel Bly: Global outlook for Warner Bros. Music.

in international print marketing, which he admits is presently "in a primitive state." He is working on these new approaches with Ed Silvers, former president who is now chairman of the board.

A global outlook in terms of

writing talent and talent that writes also figures in Bly's plans.

He notes that the recent confab provided an opportunity for a meaningful exchange of musical trends in various territories.

Bly is a publishing traditionalist in that he believes that "the nucleus of the business is the song."

As recent examples, he points to three acts which made their most successful impact on the basis of recording material they did not write. They are George Benson with "Masquerade," Gloria Gaynor with "I Will Survive" and Rita Coolidge with "Higher & Higher."

He does express concern over disco as a source of a major flow of important future copyrights. "Disco is mostly feel and when you analyze the material, there's really not much there in most cases. People who are creating this material are not building futures."

Mom & Pop Texas Store Relying On Computer Aid

By JOHN SIPPET

LOS ANGELES—Don's Records in Bellaire, Tex., claims to be the nation's first known mom and pop retail store utilizing its own electronic data processing system.

Owners Don and Betty Janicek credit their estimated \$800,000 gross in part to their January 1978 acquisition of a \$42,000 Sweda/Litton System 1600 computer. The computer, the owners claim, "adds one or two employees" to their operation which sells at full markup.

"It wasn't easy getting started," admits Janicek. "I became interested in computerization early in 1977. I contacted IBM and NCR. They took my calls. They sent people out to see us. But there was never any follow-through. They seemed puzzled by the problem posed by a single record/tape store," Janicek explains.

"I was always interested in inventory control. When I started here in 1955, I posted into looseleaf folder pages. Then some years later, we transferred that data to 3 by 5 cards. The volume increased then to a point where virtually one employee was continually busy posting to the cards.

"In April of 1977 a neighbor of mine in the building where the store is located and I were talking and discovered we mutually wanted to find out the possibility of using computerization." So the store leased a unit.

"By the end of the year I realized the store was overburdening the unit. I was overloading the system from 8 a.m. to 6 p.m. So I decided to buy my own.

"By January of 1978, Don's Records had its own system with a terminal located near the cash register. This enables me to make entries easily.

"I'd like to find a cash register that interfaces with a terminal. I know they have the registers that punch the tape which you later feed into the line, but why not a register that simultaneously punches into the computer too?"

(Continued on page 71)

REDUCE INVENTORY— INCREASE PROFITS!

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ROLLER RINK OPERATORS LAUNCH POOL

By DAVID DEARING

LAS VEGAS—The nation's roller skating rinks, rolling out record profits partially as a result of the disco music boom, are forming their own association to act as a record pool and possibly bypass paying music fees to ASCAP and BMI.

The organization, called ROLL, would change the status of roller rinks from music users to also music exploiters, some 1,600 delegates to the Roller Skating Rink Operators Assn. of America here were told Tuesday (1).

"ROLL intends to work in liaison between the Rink Operators Assn. and other rink owners not in it to increase both the skating business and the record business," says ROLL promoter William Salyer, owner of two Colorado skating centers.

"The skating business wants to

(Continued on page 34)

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RCA RECORDS PICTURE

Returns Blamed For Profit Dip

NEW YORK "We place a great deal of our future in the hands of what we believe is a strong and growing record operation." RCA Corp. president Edgar Griffiths told the annual stockholders meeting here Tuesday (1).

Acknowledging that the RCA Records division profit was lower in

the first quarter than it had been the previous year (Billboard, April 21, 1979), he emphasized "but, it is indeed, still quite profitable."

The RCA chief executive officer noted that the record industry ran

into difficulty in the first quarter with returns that were very heavy. "At first it appeared we might escape the main brunt of an industry problem," he observed, "but towards the latter part of March it became clear we would have our share of returns as well."

Thus, while RCA Corp. had a 13% jump for record first quarter net income of \$62.1 million on a 20% sales gain to \$1.8 billion, earnings declined for the \$1.725 billion consumer electronics group to which RCA Records belongs.

In painting bright expectations for the record division, Griffiths pointed out that the RCA Music Service, the record and tape club, "is doing extremely well," and as far as international record sales are concerned "we are number one in Germany, France, Brazil, Italy and Argentina."

He also cited the acquisition of manufacturing and distribution rights for A&M Records and 20th Century-Fox Records as important first-quarter moves that should build future profits.

The RCA chief also reiterated the corporate decision made in January to go forward with its SelectaVision VideoDisc, with the introduction date for a national rather than city-by-city rollout to be announced in the fourth quarter.

Music Arms Key 20th-Fox Losses

LOS ANGELES—Although 20th Century-Fox Corp. reports record profits and revenues, it continues to be plagued by substantial losses in its record and music publishing divisions.

For the three months ending March 31, the corporation reports a net income of \$19,090,000, up from \$17,486,000 for the comparable period last year.

Fox's revenues for the first quarter moved up to \$159,546,000 over \$158,933,000 for the same period in 1978.

On the other hand, record and music publishing grosses dropped to \$2,900,000 from the same period in 1978 when grosses were \$5,130,000.

Losses by the record and music publishing divisions increased to \$189,000 from \$58,000.

Storer Declaring 32½-Cent Dividend

LOS ANGELES—Storer Broadcasting Co. declared a 32½-cent per share dividend on its common stock, payable June 8, 1979, to stockholders of record May 18, 1979.

It marks the 101st consecutive quarterly dividend paid on stock since Storer went public in November 1953.

16 Cents By Taft

LOS ANGELES—Taft Broadcasting Co. reports cash dividends of 16 cents per share of common stock payable June 15, 1979, to stockholders of record May 15, 1979. The company's annual meeting is also slated for July 24 at Kings Island in Ohio. The election of 11 company directors is included in the agenda.

Market Quotations

As of closing, May 3, 1979

Table with columns: 1979 High Low, NAME, P-E, (Sales 100k), High Low Close, Change. Lists various stocks like ABC, American Can, Ampex, etc.

Table with columns: OVER THE COUNTER, P-E, Sales, Bid, Ask. Lists ABKCO, Electrosound Group, First Artists Prod, etc.

Over-the-Counter prices shown may or may not represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

Metromedia Has All-Time Profits

NEW YORK—Metromedia's results for the quarter ended April 1 are at new highs. Net revenues are up 18% while operating income is up 22%. Net income is up 8% and per share earnings are up 43%.

Revenues for the three months climbed to a record \$95.3 million, up from the \$80.6 million reported in the first three months of 1978. About a third of the rise in revenues came from recent acquisitions. A strong advertising environment contributed to sales gains of 19% for broadcasting.

Total costs and expenses were up 17%. The company's 1978 and 1979 acquisitions were responsible for about half of a 15% operating expense increase.

Chairman and president John Kluge notes that profitable contributions by all four operating groups produced a 22% gain in the first quarter operating income to \$17 million, up from \$13.9 million.

Continued operating efficiencies yielded a 20% increase in profits for the broadcasting group.

Blair Earnings Up

NEW YORK—John Blair & Co. reports net earnings for the three months ended March 31 of \$2.36 million, up 24% from the \$1.9 million earned in the same period in 1978.

Earnings per share climbed from 78 cents to 95 cents. Revenues for this quarter were \$42.79 million, up 11% from \$38.64 million last year. Blair operates WHDH-AM Boston, a radio rep division and a graphics firm.

ABC Radio Slumps

NEW YORK—ABC Radio's profit declined slightly during the company's first quarter of 1979. A story in last week's issue gave the mistaken impression that profits as a whole for the corporation dipped. Actually, ABC reported record first quarter revenue and earnings.

For information regarding major market quotes, please call:

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Springboard Creditors To Study Plan

NEW YORK—A committee of creditors of Springboard International will meet Tuesday (8) with representatives of the firm now operating under Chapter XI of the Bankruptcy Act to examine a plan to satisfy outstanding claims.

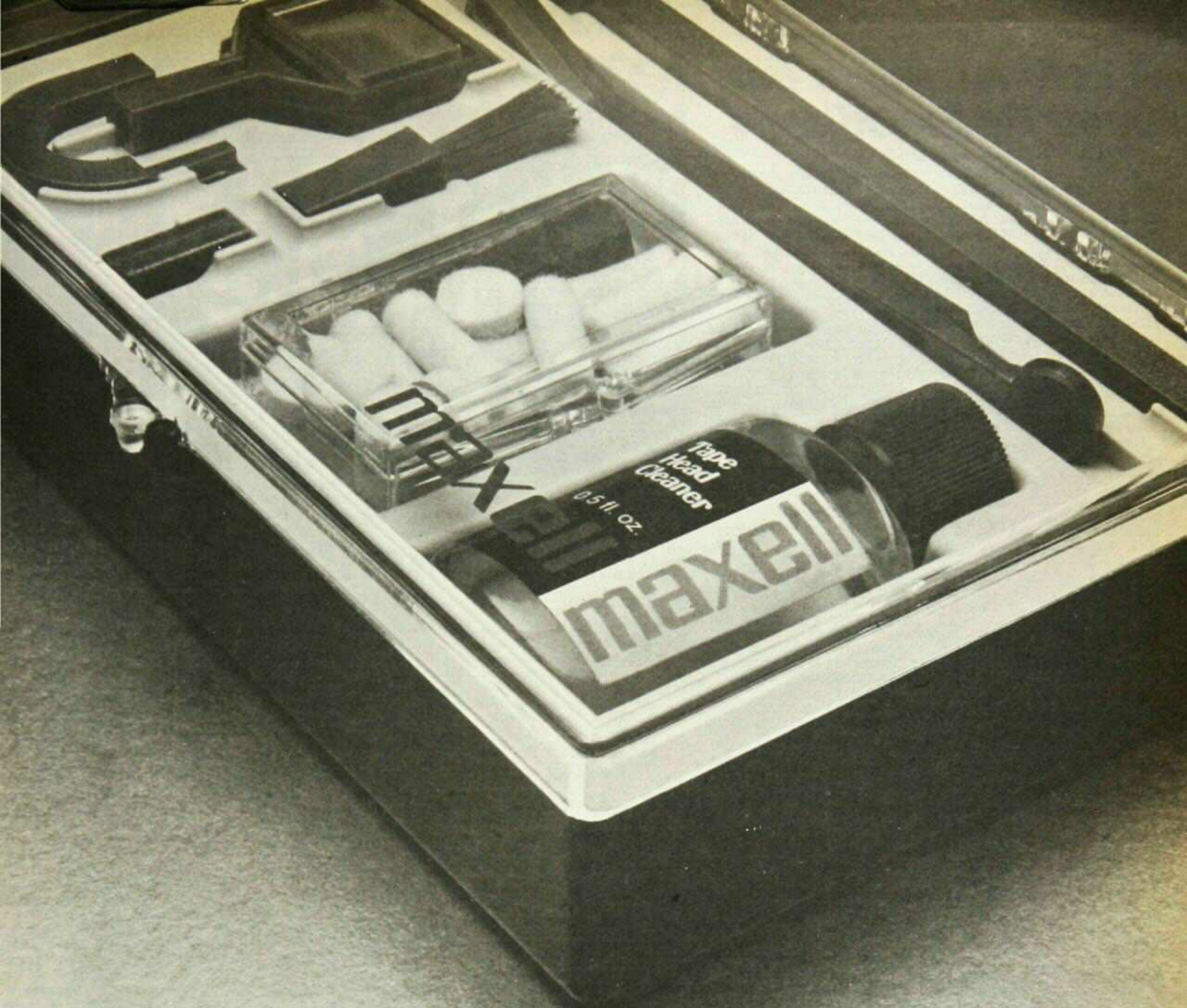
On the following day the plan is to be submitted to the U.S. District Court in Newark, N.J., where recommendations for or against adoption will be heard.

Springboard filed its Chapter XI petition last December, at that time listing assets of approximately \$11.9

million and liabilities of \$15.1 million (Billboard, Jan. 6, 1979). The move came within weeks of launching two multimillion dollar lawsuits charging Pickwick International with trying to drive Springboard out of business.

The 11 members of the creditors committee include representatives of MCA, Capitol, the Harry Fox Agency, Polygram, Modern Distributors, Audio Magnetics, Ampex, ASR Sound Recording, Keyser Corp., Rainbo Record Manufacturing and Richard Kasner.

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And if that doesn't sound like a good idea, maybe you need to have more than your tape heads examined.

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American Talent Intl Sued By Ex-Officials

By JOHN SIPPEL

LOS ANGELES—Former American Talent International agent/executives Sol Saffian and Ira Blacker are suing agency president Jeffrey Franklin, vice president of finance Mark Meiselman also known as Mark Phillip and Stanley Polley in Superior Court here, seeking \$11 million in cumulative damages.

Plaintiffs charge the defendants failed to reveal outside business interests, as provided for in a company contract, thus duping them into approving business deals which benefited only the defendants and ultimately caused Blacker to sell his agency stock in 1974 at a price much under its true value.

Franklin is named in the filing as controlling stockholder of ATI, while Polley is noted as president and controlling stockholder of S. Polley Inc and controlling stockholder in Pamalon Management, which owns 51% of the shares in Hello Management, Three Dimension Management, Five Arts of New York and Georgia and Badfinger Enterprises.

The pleading charges the defendants knowingly negotiated outside deals, siphoning off money from ATI, and hoodwinking the plaintiffs into thinking that the booking agency was continually losing

money. For the fiscal year ending May 31, 1978, the pleading states the agency grossed at least \$17 million.

The agency was organized in February 1972, with Franklin, Saffian and Blacker each holding 60 shares, while Meiselman got 20 shares. Franklin listed the Sugar Shack, a nightclub, and a beauty supply business as his outside interests.

The pleading contends the defendants suppressed knowledge of strategic business deals and connections which significantly affected ATI's progress.

It's alleged that in March 1970 Franklin and Polley agreed for S. Polley Co. to become exclusive personal representative, manager and business director of Franklin's personal business affairs worldwide, with Franklin to pay S. Polley 30% of the gross income it generated for five years and Meiselman knew of this deal and other deals it alleges in the suit. On March 2, 1971, Polley caused Hello Management to issue six shares of capital stock personally to Franklin, it's alleged.

The defendants persuaded the plaintiffs to enter into a five-year management with Hello in May 1972, wherein Hello was ATI's business consultant and exclusive representative for which Hello got 30% of the profits before taxes.

Also unbeknownst to the plaintiffs, Franklin in April 1974 got 5% of Casablanca Records' stock when he negotiated the deal wherein the Bogart label became a custom distributed label through Warner Bros. Records, the suit maintains.

In 1971, it's charged, the defendants persuaded Saffian and Blacker to have ATI assign to Hello any management rights the agency might have in acts and 90% of the management fees ATI might receive from any contracts negotiated with record labels.



SEASON PREMIERE—Epic artist Charlie Daniels prepares the members of the St. Louis Cardinals baseball team for their National League season opener against the Phillies with his rendition of "Uneasy Rider." He later sang the National Anthem to open the game in St. Louis.

ENERGY PINCH Gas Shortage, Higher Costs Not Affecting Mobile Recording—Yet

By JIM McCULLAUGH

LOS ANGELES—The gasoline pinch and higher prices for available fuel haven't had a dramatic impact to date on the mobile recording business.

If the situation becomes more acute, however, mobile operators agree that there will be an effect—in the form of less mobility and higher operating costs.

And those higher operating costs could lead to a raise in rates for cutting live dates. Rates for live dates by major operations as Filmways/Heider and Record Plant have pretty much held the line, still averaging around \$2,500 a night plus tape and expenses which include mileage costs.

Typically, mileage is billed back to the client but dramatically higher gasoline prices might lead to heftier bills for those clients. And if mobile operators absorb the increases themselves, it will have an effect on their bottom line profit picture.

Mark Eshelman, who has been running the remote wing of the Los Angeles-based Record Plant, which is adding a fourth 24-track truck to its fleet, notes, "We felt an impact last week coming home from a Gino Vannelli date in New Orleans. We had been averaging about 67 cents a gallon until we hit the California border. As soon as we crossed over we were paying around 93 cents a gallon. It was unbelievable."

The Plant trucks hold 90 gallons at capacity, 45 a side. At current average gasoline prices it takes approximately \$100 to fill and that gives them an approximate 300-mile range per full load.

"It hasn't affected our business yet," says Terry Stark, president of Filmways/Heider, "but it could later. Although we average about 50% work in the state and 50% out of state, a good deal of our work this summer is here in Los Angeles."

"We'll be doing a lot of the Greek Theatre and Universal Amphi-

theatre dates. We just came off a lot of East Coast projects.

"But we're not worried," he maintains. "We anticipated this a few months ago and have worked out an arrangement with a 'secret source.' If we were out of gas right now but had a date tomorrow in San Francisco, we could get the fuel."

The Filmways/Heider trucks have 300-gallon capacities and cost about \$270 to fill, based on current gas prices.

The Fanta 24-track rig, based in Nashville, won't be affected, according to Johnny Rosen, because "we use diesel fuel and so far that's not been scarce."

The Fanta truck takes 650 gallons and at five miles a gallon "we can go across the United States on one tank."

"We haven't felt any effect so far," says Barb Crofoot of the Road 80 24-track truck, based at the Sound 80 studios in Minneapolis.

"We just came back from a date in Nebraska," she adds, "and didn't have much of a problem. Of course, a lot of our dates are in the Midwest. We're still paying in the 70 cents range for gas but it does seem as though gas prices are likely to go up."

\$40,000 Haul At Bashkin's Store

CHICAGO—Thieves emptied a small north side independent record shop April 26 in an early morning raid.

A reported \$40,000 in records and tapes was stolen from the Record People, 5111 N. Harlem, according to owner Mike Bashkin. Everything but 45s, budget and cutout merchandise and 12-inch disco singles was taken.

"They were very professional; they knew what not to take," Bashkin says. "Never in my mind did I imagine such a clean haul."

Burglars smashed through a concrete wall, after entering through an adjoining butcher shop, apparently in an effort to circumvent Bashkin's security alarm system.

Chicago Police say record theft is not uncommon. "It happens frequently especially in records," explains an investigator. "Records are the easiest thing in the world to get rid of."

The Sound 80 truck is a converted GMC Transmode vehicle and holds 40 gallons and gets approximately 12 miles to the gallon.

"It will have an effect if it continues," maintains Rich Houston of Houston Recording, who bases his remote truck out of Cucamonga, Calif.

"I'm thinking about adding two 50-gallon tanks. Right now I have a 30-gallon capacity and get about five to six miles per gallon. We've had a number of regional dates but we have some work coming up in Las Vegas which has me worried if this situation gets any worse."

"So far, so good," says Jeff Eustis of the 24-track Fedco truck based in Providence, R.I.

"But," he continues, "if it gets appreciably worse, like \$1.50 a gallon, then we'll have to pass that along to the client somehow. What we are seeing here is monthly allotments, so usually gas is plentiful at the beginning of the month. A lot of our work is up and down the Eastern seaboard."

The Fedco truck holds between 40 and 50 gallons and "gets less than 10 miles per gallon."

"We will have to add a larger tank, if the situation gets any worse," he concludes.

Issue Sampler LP

NASHVILLE—The gospel music industry's first publishing sampler album has reportedly been produced by the Paragon Publishing Group, a division of Nashville-based Paragon Associates, Inc.

The double album, entitled "Gospel Songs of The Paragon Publishing Group," features edited versions of 60 songs by 35 writers and covers the entire range of musical styles in gospel music today. Also included is a booklet containing complete lyrics of each song.

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A&M Asks \$12,929

LOS ANGELES—A&M Records through Kaplan & Kaplan, a local collection agency, is suing CM Records doing business as Butterfly Records in Superior Court here. The litigation seeks a judgment ordering the defendant to pay \$12,929.61, allegedly due the plaintiff since November 1978.

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IMIC '79 AGENDA TOPICS

PIRACY—WHO'S WINNING THE FIGHT?

In Developed Markets—Pinpointing the sources, detection and enforcement (country-by-country report); threat of pirate imports; counterfeiting gains; international cooperation and information exchange; enlisting the artist

In Developing Markets—Piracy and legitimate trading, often interlinked; who suffers most, indigenous industry or foreign interests? Making the case for effective copyright protection laws; a country-by-country progress report

Future Shock—The threat of home taping; how large the losses—to record companies, publishers, artists? Need for reliable statistics; is a technical solution impossible? Presenting the case to governments; are levies on equipment and blank tape the only answer? Is there a public relations approach?

PRESIDENTS PANEL—RECORD COMPANIES

Power Play: Worldwide Implications of Recent Mergers—The economics of consolidation; the effect on independents; ramifications for artists and management; ripple effect on future licensing deals; are opportunities for the creative entrepreneur diminishing? Is the trend inexorable?

PRESIDENTS PANEL—PUBLISHERS

Music Publishing Into the 80's—Status and prospects—a country-by-country report; protection of rights in developing technologies—videodisk/cassette, cable TV, pay TV, satellite transmission; solutions to problems of copyright identification and performance credits by international societies; role in developing new artists; cooperation with record companies

THE IMPACT OF DISCO GLOBALLY—WILL THE BOOM CONTINUE?

STAR TREK: GROWING IMPORTANCE OF INTERNATIONAL TOURS

How tours open new markets for artists; who picks up the tab—how much should the label be expected to pay? The role and responsibility of management; economics of overseas touring; working with foreign promoters

TOMORROW'S SOUND TODAY: NEW RECORDING TECHNOLOGY

Digital is already here. How fast will it develop? Impact on studio equipment; problems of compatibility; the growing audiophile market and steps to satisfy it; quality upgrading; the digital disk—when? Is direct-to-disk a byway on the road to better quality

THE NEWER MARKETS

China, Africa, Cuba—How fast will they open up? Steps toward copyright protection; international agreements; report on Nigeria; developing contacts

BORDER LINE: COPING WITH TRANSSHIPPING AND PARALLEL IMPORTS

Effect on labels and publishers; are mechanicals being paid? In which country? Is the staggered release—from hard to soft currency nations—a viable approach? Can cutouts and dumping be controlled? Should they? The Canadian experience

THE VIDEODISK CHALLENGE

Is there a solution to the compatibility question other than a prolonged marketplace battle? What's been learned from early experience with the MCA/Philips system? How strong will be the role of music in early software? Are record and tape merchandisers aware of the medium's potential?

A view of the next decade with increasing competition from other areas

... OTHER TOPICS TO BE ANNOUNCED

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Korvettes Selling \$3.98 LPs In N.E.

• Continued from page 1

Dave Rothfeld of Korvettes hedged on the possibility that this price pitch would continue. Newspapers carried variations of the ad during the week, including an ad tying-in with Casablanca Records and the appearance of Village People, its producer Jacques Morali and label president Neil Bogart on the Merv Griffin syndicated tver (2) in New York.

Village People product, listing at \$8.98, was being sold for \$4.44, while

two \$7.98 albums by Patrick Juvet and one by Dennis Parker (also on the Griffin show) went for \$3.99.

Other \$3.99 sellers include Cher, Sister Sledge, Bob Welch, Gloria Gaynor, Natalie Cole, Olivia Newton-John, War, Saint Tropez, Instant Funk, Dire Straits, the Cars, Pointer Sisters, Blues Brothers, Bad Company, Blondie, Supertramp, among others.

The Korvettes ad also offered at \$4.44 such other \$8.98 product as the Allman Bros., Bee Gees and Rick

James, while the two-record soundtrack of "Hair" and a two-record set by Linda Clifford, "Let Me Be Your Woman," went for \$5.88. "Saturday Night Fever" was priced at \$6.88.

In the same issue of the Times, Sam Goody offered "10 Super Picks Of The Week" as in-store specials at \$4.29 for both LP and tape (Korvettes was charging \$1 more for tapes), with the two-album George Benson set, "Livin' Inside Your Love," going for \$8.49.

The \$3.99 pricing parallels in New

York the \$2.99 pricing policy for \$6.98 list at Jimmy's several years ago—and \$3.99 for a brief new store promotional period last December which created an uproar in retailing circles.

At first, Rothfeld declined comment "at this time," but later elaborated to this point: "The pricing is not inconsistent with Korvettes' reputation for good value." Looking ahead, he says, "differing situations will dictate other pricing levels."

Korvettes was recently purchased from Arlen Realty by Agache-Willot, the French retail chain sometimes regarded as "the Korvettes of Europe."

Ben Karol of King Karol's says his company's chain would "completely ignore" any pricing policy by others when in his view they were selling at a loss. "I'm going to make believe it's not even around," Karol says of the \$3.99 promotion.

He likened the situation to famed English speedboat racer Gar Wood who, when challenged for supremacy by a boat from another country, entered three boats in the race, one of which made a false start, which the competing boat made the fatal mistake of following.

"I'm not going to disqualify myself," Karol says. "You can't sell at a loss and survive, particularly when operating in New York entails the highest cost of doing business anywhere in the world."

Disc-O-Mat's Elliot Mavorah insists the Korvettes' \$3.99 pricing has "no impact on us at all. They can sell them at that price all day long, but we will maintain our pricing levels."

Disc-O-Mat's "every day" price on \$7.98 list albums is \$4.49. The chain just added its first location outside of New York City in River Edge, N.J., and plans to open its sixth store soon at 47th St. and Fifth Ave. right across from a Korvettes outlet.

Roy Imber, president of Elroy Enterprises which services the TSS/Record World stores here, says that while the pricing doesn't "make sense, we have an image to keep up with. If they keep it up a couple of weeks, we'll have to do something. These things have a ripple effect."

A similar theme is echoed by




FIRST PLACE—A&M vice chairman Herb Alpert awards a gold record to Dave Babiracki for coming in first in the first annual Herb Alpert 10-K Run in Los Angeles sponsored by A&M and KWST-FM. The charity race raised \$30,000 to benefit the T.J. Martell Foundation for Leukemia Research in New York and the St. Elmo Village in Los Angeles.

Stuart Schwartz of Harmony Hut, based in Washington, D.C. "It's disturbing, but we won't do anything right away unless it persists. Right now we don't feel we have to react, and I assure you we'll be the last to respond. In promotional advertising, though, you can't fall out of line with competition."

On a rack level, John Kaplan of Handleman, based in Detroit, claims: "We've felt for sometime a price war was in the works. But it's not good for the industry, nor will it solve the soft sales problem. Our customers, like Penney and Kmart, will make the determination in terms of competitive pricing. Kmart says it won't be undersold, and if they want to sell at \$3.96 we'd have to react to that."

As for Jimmy's, which entered Chapter XI after its \$2.99 pricing, Elliot Sutton comments: "It's hard to stimulate business in a sluggish market. If we went to that pricing, it wouldn't be because of Korvettes' ads, but for similar conditions that prompted Korvettes' decision."



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\$30 4-LP Set Eclipses Goal

NEW YORK—Whether it's termed "minimalistic" or "trance" music or a fusion between jazz and the classics, Philip Glass' opera, "Einstein On The Beach," is apparently a \$30 list, four-LP package winner.

Tomato Records, the musically broad-based independent label here, has gone through an initial pressing order of 10,000 copies, according to Mel Fuhrman, executive vice president of the company.

"We're using the Wakefield pressing facility in Phoenix, a quality conscious company, and so we find that we can't move out product as fast as we'd like to at this point." The label has put in an order for 10,000 more pressings.

"We're even charging radio \$18 for the package, and they're paying the price," Fuhrman adds.

Glass wrote the work in 1976 and since then it's had more than 40 performances in Europe and a touring company performed the opus at the Metropolitan Opera last fall.

Glass and his Ensemble have become a soldout live attraction in such rock showcases as Roxy in Los Angeles, the Bottom Line in New York and Carnegie Hall.

His association with Tomato, whose serious music recordings bear green, rather than red Tomato logo, will continue with upcoming recordings of two new operas and a ballet, "A Collaboration With Lucinda Childs." One of Glass' new operas is "Satyagraaja," based on the life of Mahatma Gandhi.

Also, a total of six albums Glass released on his own Chatham label will be reissued by Tomato.

Tomato's other avant-garde serious music attraction is John Cage, already represented with two albums and a forthcoming 13-LP package based on Thoreau's "Empty Words." Other recordings will feature composers Gyorgy Liget and Krzysztof Penderecki.

Jazz avant-garde is also part of the label's mix, including recordings by Sam River, Leroy Jenkins and Mike Knock.

Recently established was a gospel line under former Savoy a&r exec John Daniels, with an initial release of six albums in July and six more in October.

And for the pop market, Tomato releases product by Anette Peacock, Melanie, Albert King and John Lee Hooker.

IRV LICHMAN

Charge Denver Distrib With \$247,985 Theft

By JOHN SIPPEL

LOS ANGELES—Nevin Michael St. Romain, former branch manager of Western Merchandising Distributors, Denver, is accused of the theft of \$247,985.70 worth of albums in a complaint/information, arrest warrant and a supporting affidavit filed last week by Denver District Attorney Dale Tooley.

According to the filings, Romain allegedly made 46 shipments of goods to Galgano Distributing, Chicago; three to Rolling Stone, a Northridge, Ill., retail store; and two to Galaxy Sales, Dallas.

The supporting affidavit of Albert Velthoen, investigator for the Denver district attorney's office, states that during three six-month periods between Aug. 1, 1977 and Feb. 1, 1978 St. Romain shipped more than \$10,000 in stolen merchandise, thus qualifying on three counts of a class 3 felony. A class 3 felony could warrant a minimum of five years and a maximum of 40 years imprisonment if St. Romain were convicted.

St. Romain, now residing in Dallas and employed by WEA, has agreed to surrender himself at an as yet undetermined time to Denver authorities. And a \$5,000 bond has been established, according to a spokesman for the Denver district attorney.

John Galgano, according to the affidavit, stated that he paid St. Romain, whom he considered a bonafide Western Merchandising sales executive with Hitachi tv and Pioneer stereo equipment, as he was instructed by St. Romain. A representative of the Rolling Stone store said he purchased the three shipments through Galgano. Galaxy Sales, according to the affidavit, paid cash for the records.

Velthoen stated in his affidavit that St. Romain shipped \$14,916 in stolen goods between Aug. 1, 1977 and Jan. 31, 1978; \$97,759.50 between Feb. 1 and July 31, 1978; and \$135,310.20 from Aug. 1, 1978 through Feb. 1, 1979.

The affidavit also states that Bob Schneider executive vice president, Western Merchandisers, Amarillo, Tex., ignited the investigation when

he called the Denver district attorney Feb. 8 asking that the possible theft of merchandise in the warehouse be investigated.

The Denver warehouse manager, according to the affidavit, showed Velthoen an informal daily record he made of shipments to accounts.

By going through this informal list, the investigator was able to piece together the dates and weights of the 51 shipments to the three accounts.



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Billboard

DYLAN TAPES IN ALABAMA

LOS ANGELES—Bob Dylan begins recording his next Columbia studio album in Muscle Shoals Monday (7) with two members of Dire Straits sitting in as sidemen.

It is being coproduced by Barry Beckett, who produced the group's first WB album, and Jerry Wexler, who handled its second.

Mark Knopfler, Dire Straits' lead guitarist, and Pick Withers, its drummer, will be among the instrumentalists on the LP, which will be released possibly in September after Dylan's new "Live At Budokan" package has run its course.

According to a source close to the project, all of the songs are Dylan originals. Dire Straits will not be mentioned in the album credits or in promotions for the LP; only the musicians, names will be used.

The idea of pairing Dylan with members of the group began when Dylan was impressed with its debut LP, after hearing the early reaction that it sounded like him. Dylan also attended the group's recent appearance at the Roxy here.

Move By Windsong

LOS ANGELES—Windsong Records has relocated to 1901 Ave. of the Stars, according to Al Teller, president. The label's New York offices will remain at their previous location at 1345 Ave. of the Americas.



COLLINS VISIT—Elektra/Asylum's Judy Collins gets staging directions from television host Phil Donahue as the two prepare to do a show. It was one of a series of tv appearances she made in her national tour to support her album "Hard Times For Lovers."

FCC Proposal Could Eliminate FM Stereo

Continued from page 3

conceivable that the potential demise of FM stereo was just overlooked.

As a result, a certain apathy has pervaded both the commercial broadcast industry and the recording industry, with the FCC receiving near zero objections or even comments from broadcasters in particular.

The Jan. 10 FCC document was issued to obtain additional information to assist the FCC as it gives further consideration to FM quadraphonic broadcasting.

"One of the primary questions remaining to be resolved is" the report notes, "what impact would the adoption of quadraphonic broadcasting standards have on the possibility of reducing the channel spacing in the FM broadcast band to 150 kHz or 100 kHz?"

At present, FM stations are allocated an operating frequency centered with a 200kHz bandwidth. According to Almon Clegg of

Panasonic, present FM operation results in maximum deviations from the assigned center carrier frequency of plus and minus 75 kHz. This allows for a "quality" audio transmission duo, in part, to a 25 kHz "guard band" between each modulation extreme and adjacent station allocations.

The FCC admits in a footnote to the notice that "...100 kHz channel spacing (reducing bandwidth by 50%) would probably preclude presently permitted operation, such as stereo and S.C.A. (sub-carrier authorization such as Muzak)."

A bandwidth reduction by 25% to 150 kHz would seriously degrade the performance now enjoyed in the FM broadcast medium, Clegg points out. Signal to noise ratios and audio bandwidth response would be seriously deteriorated and accompanied by a marked increase in adjacent channel interference.

Emil Torick of the CBS Technology Center, and AES immediate

(Continued on page 44)

Mutual Seeks FCC Okay For 200 15-Foot Antennas

WASHINGTON—Mutual has filed a petition with the Federal Communications Commission requesting permission to install 200 15-foot antennas in the top 200 markets, starting with Los Angeles, Chicago and New York. For almost a year now, Mutual has had an application pending at the Commission for 500 10-foot dishes for its satellite transmission system.

Since the FCC has a number of technical questions about the use of 10-foot dishes, approval has been long delayed and FCC staffers suggest that if the 10-foot dishes are installed, the Commission might have to issue new rules for them.

So, Mutual's strategy has changed. After the comparatively swift approval of NPR's request for permission to install 15-foot antennas, Mutual is going back to the FCC to ask for the same thing.

"We will keep the 10-foot application on file at the FCC," says Worth. "We still want 450 10-foot dishes for the smaller markets."

Mutual expects approval on the 15-foot antennas in 90 to 120 days and expects the satellite system (at least in the major markets) to be operational this fall.

Programming is still in the plan-

ning stages but Worth says Mutual is looking at rock concerts, major opera companies, Symphonies in several cities and syndicated music programs to air over satellite.

Mutual: Not a Common Carrier?

By JEAN CALLAHAN

WASHINGTON—When is a network not a network? When it's a common carrier?

When, through the use of a satellite, a network transmits up to six programs at the same time, does it run the risk of becoming a common carrier?

The answer is no, according to Mutual Broadcasting Co.'s Gary Worth. "What keeps broadcasters from becoming common carriers is that the broadcaster maintains control over programming," Worth says.

When Mutual's new satellite is in full swing, the network will be able to feed simultaneously opera, sports programs, rock concerts and country music festivals to its affiliates and non-affiliates in a manner not entirely unlike the way the phone company hooks up thousands of telephone conversations at the same time.

Critics See Quebec Promotions Law As Excess Cultural Control

By DAVID FARRELL

TORONTO—The trend towards provincial authority in certain aspects of communications in Canada is the object of some concern within the broadcast industry here, and was evident during the recent Canadian Assn. of Broadcasters annual meeting April 22-24.

Observers cite the case of Quebec, where they see the provincial government exercising extreme forms of cultural control via legislation.

Specifically, Quebec's new promotions law is held up as an example of over-regulation. Effective April 12, this obliges all media to tender notice of intent for promotions with prizes valued at \$1,000 or more.

It's estimated by some promotion people here that the paperwork alone stemming from this legislation requires 14 man hours, and further consultation with lawyers, before submission to the provincial government.

Topping this, the written notices must be rendered to the provincial authorities no less than 30 days prior to the contest's kick-off date, and all promo tags must be accompanied

with a public service notice telling the public that any disputes in the contest can be settled by filing grievances with the government.

Adding insult to injury, it's suggested, the media outlet or advertiser

must also pay a 10% tax on the retail value of the prizes, and a further 3% if the contest is applicable to persons outside the province.

Yet Quebec is not alone in its (Continued on page 67)

SECOND MOST POPULAR

L.A. KRTH-FM's Ratings Tied To Audience Surveys

By HANFORD SEARL

LOS ANGELES—KRTH-FM here has maintained its position in this market as the second most popular rock-oriented station, directly attributed to its automated, non-automated sounding programming format.

At a 3.5 share in the eighth spot in January's Arbitron ratings of the 22-station market here, "K-Earth 101 FM" programs a more contemporary, adult flair repertoire.

"We're doing what's right for us in this marketplace, programming the type of music our listeners want to hear," maintains program director Bob Hamilton of the RKO station.

With the 58,000 kw station since February of 1977 when it was KHJ-FM another RKO property, Hamilton researched the market and found '50s and '60s hits a successful format which the station has been tagged with ever since.

Today, with automation via an IGM-700 computer system, daily surveying of hits listeners want to hear and keeping abreast of community tastes, happenings and events, Hamilton has solidified and updated the format into its proven success.

According to 31-year-old Hamilton, music director Guy Zapoleon is to be credited with the extensive in-house survey system to keep KRTH-FM ahead of competitors KMET-FM, KLOS-FM and KNX-FM.

Heavily dayparted, the station now uses related oldies to build charisma, says Hamilton, who adds that disco and any breaking, popular sound will be aired immediately.

Voice tracking of DJs keeps the automated sound "live" and relatively unknown to the general public. Hamilton programs the station on a tight 24-hour, seven-day basis of pre-selected music.

Taking in marketing demographics, KRTH-FM goes heavier at night to past hits. The breakdown is 60% current and 40% oldies overall.

The DJ lineup includes Brian Beirne 6 a.m.-3 p.m.; Bro. John Rydgren 3-8 p.m. and Cherie Sannes 8 p.m.-2 a.m. with Dara Welles, the news director, with reports at 6, 7, 8 and 9 a.m. and noon.

Special programming includes a new LP program "Saturday Night Special" at 11 p.m. with no commercial interruption and a half-hour show Sundays at 9 p.m. entitled "Spotlight."

During that show, such stars as Eddie Money, Melissa Manchester, Marvin Gaye, John Voight and Chris Reeve have been interviewed while a more public service-oriented program "Transition" airs at 9:30 p.m. Sundays.

"The use of this automation system frees us and allows time for other production efforts, interviews with groups away from the station

and the ability to be more creative," says Hamilton.

For the first time in the station's history, KRTH-FM reached a cume of one million listeners, according to Arbitron.

Though not offering any count-down of top hits, the station showcases seasonal specials, among them the "Firecracker 300," the top 300 songs in Southern California each July 4.

That special includes giving away 101 classic and current LPs, says Hamilton, who began his radio career at WBCR-AM Levittown, Pa., and prior to coming to California, was program director at WIFJ-FM Philadelphia.

Reaching San Diego, Palm Springs and Santa Barbara with its 2,900-foot antenna on Mt. Wilson, the station also recently had specials such as a two-hour Rod Stewart show, hour-long Donna Summer salute and 18-hour Beatles story.

A regular program special is the Labor Day weekend "Hall Of Fame" program featuring every No. 1 record on the Billboard charts from 1955-1979.

With offices at 5901 Venice Blvd. near Fairfax Ave., KRTH-FM plans for summertime concert connections, notes Hamilton, who also praises general manager & vice president Allan Chlowitz.

"Teamwork is the key to this station's success after it's all said and done. The atmosphere is congenial and mellow. Everyone contributes," says Hamilton.

AM Stereo At XTRA In 1970

LOS ANGELES—XTRA-AM in San Diego has put the claim on being the first West Coast station to utilize a stereo setup as early as 1970, reports Rich Wood, program manager.

The 50,000 kw station, at 690 on the dial, went to 100% stereo for about a year with the Kahn system before the rest of the country got involved in AM-stereo testing, says Wood.

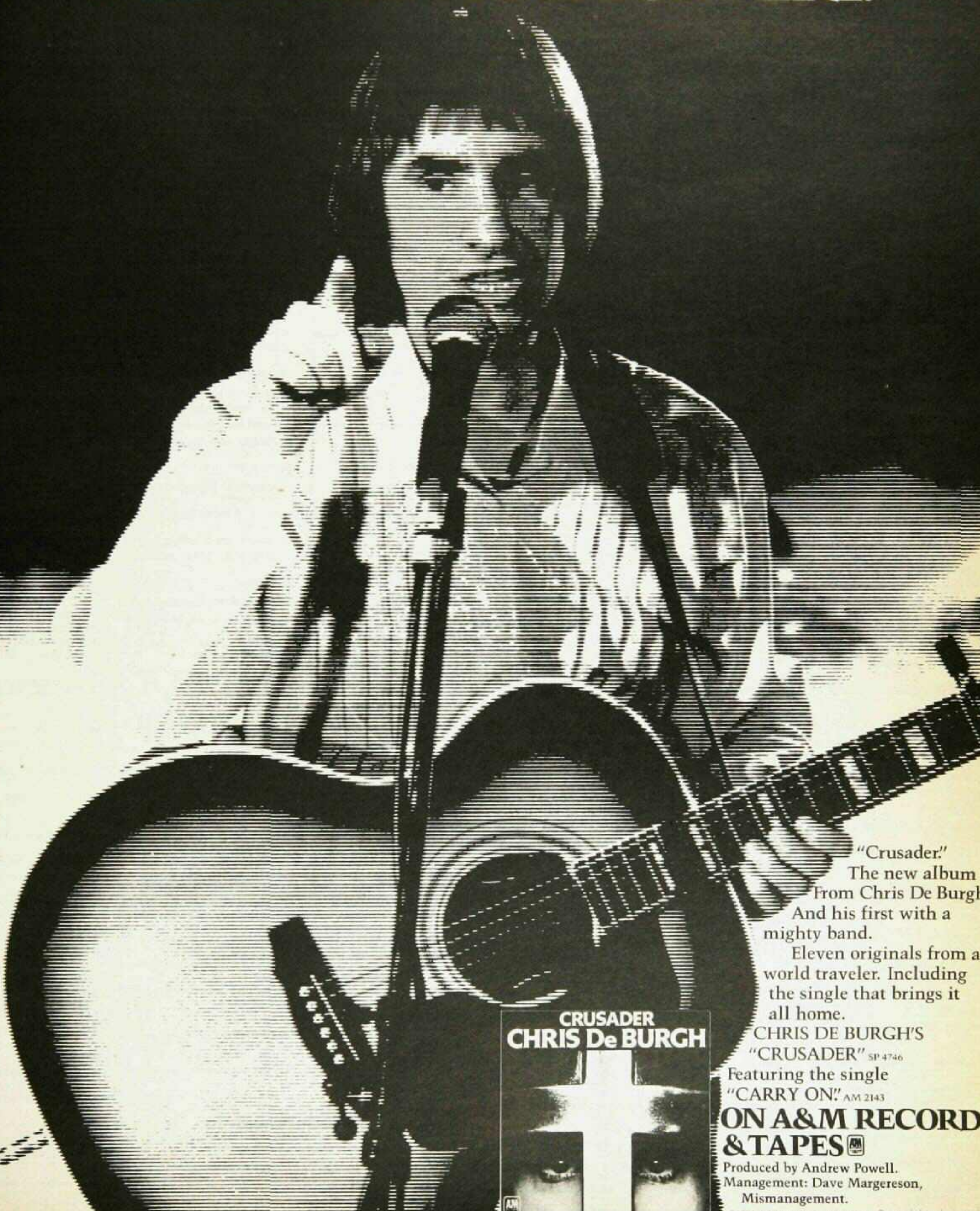
Licensed by Mexico, the station employs a staff of 25 and has altered the system to the new improved Kahn/Hazleton unit which was installed and on-the-air at KHJ-AM here April 17.

The same equipment that KHJ is now testing under a 90-day FCC approved sanction, was put into full-time service March 23 at XTRA, adds Wood, who joined the station in July.

About 10 DJs work the FM side while four are employed at XTRA-AM which has studios in San Diego. The AM station plays beautiful music while FM-91X programs AOR, concludes Wood.

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And, the man behind all the success is Ray Parker Jr.

He's a protean writer, producer, arranger, vocalist, and guitarist—even an engineer, with his own home studio. And, combining all his talents, he's created Raydio's hit albums (the gold "Raydio" and the new smash "Rock On") and masterminded their blockbuster singles (the gold "Jack and Jill," and the soon-to-be-gold "You Can't Change That"). In the recording world, he remains one of America's most in-demand session musicians. And, his brilliant songs have been recorded by some of the biggest superstars in music today.

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R&B charts: BB-3*/RW-8*/CB-8*
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Ratings Services Are Skewered By Sklar

BOSTON—While the controversy swirled around WABC-AM New York over just how much it had changed its long standing contemporary format, ABC's vice president for programming Rick Sklar argued here Wednesday (2) that disco played on a contemporary station doesn't make that station a disco station.

Sklar spoke at a radio programming seminar for New England agencies and advertisers sponsored by Blair Radio, a rep firm.

Terming WABC and most contemporary stations as stations with family appeal, Sklar pointed to "unheard of skews of demographics" among disco stations. Without mentioning the station by name, Sklar apparently made reference to WKTU-FM as a station with a 21 share among single listeners and a 17 share among divorced listeners. "Rhythm is a great companion for lonely people," Sklar added.

Sklar pointed out that disco stations "build their market shares by very slow repetition of material—a few four-hour, 12, or 24 hours between play. Disco stations have some of the

characteristics of beautiful music stations in long listening spans."

Sklar continued that "for contemporaries, the trade off is tonnage—large numbers of people listening for shorter periods of time and then coming back." Sklar added that "contemporary is no more designed to hold listeners for hours of listening than is all news."

Addressing the questions of "How Big Is Contemporary Today?" and "Will It Remain As Big In The Future?" Sklar indicated the answer lies in the methodologies that measure radio.

With a reference to Arbitron diary keeping, Sklar commented, "An older, more sedentary person who will agree to and actually keep a seven-day diary may not like the same type of music that a person who is on the run, and whose listening habits can only be captured, without warning, in a single telephone interview."

Sklar warned that "the more the act of measuring gets in the way of truth, the more distortion there is in the results."

He noted that "diary response rates among younger people are particularly low. If most young people in the original pure random sample refuse to keep diaries and they go back again and finally get some atypical young people who will keep diaries, it is likely that those young people also behave atypically in their listening," he argued.

Sklar also questioned why no rating service is measuring children listening under 12. "When the old Pulse rating service was still in business there were many years when they did measure children.

"And there were rating books in which WABC had as high as a 50 share of the under 12 market for the week," Sklar noted. "What a disaster. Eight thousand radio stations in America and nobody is counting the children."

Sklar also recalled the 14 years—1962 to 1976—when he programmed WABC. "During that time my goal was to build the largest cumes (Cumulative audience for a week), shares and average quarter hours in the number one market so I would make the station first in America. This was done by attracting enormous numbers of each of the family groups that make up the family audiences.

"This meant giving equal attention to the needs of each of the segments of that family audience, particularly avoiding being a 'teen-sounding station,'" Sklar said.

Industry Battle

• Continued from page 17

benefit the entire television industry, are to be achieved.

Arries notes that in the Buffalo Broadcasting Co. (Arries is president and general manager of WIVB-TV Buffalo, which is owned by Buffalo Broadcasting) versus ASCAP and BMI "the local stations are alleging that the blanket licenses offered by ASCAP and BMI are an illegal restraint of trade, particularly since they discourage licensing at the source."

Arries points out that "source licensing was not part of the CBS case and was therefore not tested."



STAY IN BEDS—Heeding the dangers of Friday the 13th, KYNO-FM Fresno DJs Missy McKai and Danny Romero along with program director Doug Flodin, share a common mattress while broadcasting. The promotion took place in the station's shopping mall studios Friday, April 13.

Ratings Indicate Disco Formats May Be Declining In Popularity

• Continued from page 1

Meanwhile, WABC-AM has been flip flopping its format in wild gyrations which some observers say can only be the results of a full-fledged panic attack on the part of the station's management.

While WKTU has shown a drop of 3.5 share points, WABC has plummeted 6.7 share points in six months to a 6.2 share in Mediatrend. With two substantial format changes within the current Arbitron rating period, observers feel it is anybody's guess whether WABC has reversed its downward trend or further hurt its cause by confusing its listeners.

While the New York market was in a state of confusion, disco seemed to be showing signs of flagging in other markets. WVEE-FM in Atlanta has been trending down in the Mediatrends since its peak of 13.5 in January. It has slipped to 11.6 and 10.4.

KDKO-FM Denver, which got into disco six months ago scored a 4.7 share in January, but has since declined to 1.7. WKYS Washington has been wobbling from 3.2 to 4.3 to 2.7 to 3.4.

Disco is split between KIIS-FM and KUTE-FM in Los Angeles and while KIIS has been growing, the decline by KUTE outweighs these gains so the overall disco share is off slightly. KIIS has grown from a 1.4 share five months ago to a 3.2, but KUTE peaked at 6.6 in February, but is now down to 4.7.

There is a similar situation in Boston where a shared audience between WBOS-FM and WXKS-AM-FM is off slightly while WXKS gains and WBOS loses.

In Philadelphia, WCAU-FM, one of the oldest disco stations in the country, has been showing steady growth. It is up from 6.0 in January to 8.5 in April.

Possibly one of the brightest markets for disco is Baltimore where two stations, WKTK-FM and WXYV-FM have a combined share of 13.8 compared to 9.4 five months ago. WKTK has climbed from 2.4 to 5.0 while WXYV has moved from 7.0 to 8.8.

Shared markets is a story in New York too. WBLS-FM, which brought back Frankie Crocker to his afternoon drive slot in January when the station was at a 2.5 share, climbed to a 4.4 share by March, but it stayed at that level for April. Combined with WKTU the two stations have a 11.8 share, but this is down from a combined 15.8 share in January.

This huge share apparently tempted WABC to dismantle its con-

temporary hits format of more than 20 years. WABC went in the April/May Arbitron rating period with its long standing policy of playing the hits. True, many of the current hits are disco, so WABC was playing a substantial amount of disco.

This story was prepared with the assistance of Bob Ford, who did extensive monitoring of WABC.

Then, two weeks ago more and more of non-hit disco product was added, some of it right out of the box. Rotation of hits dropped from every 1½ hours to more than two hours. Disco mixes segued 25 minutes or more of disco music.

No sooner had Billboard reported these developments (April 28, 1979) than WABC backed away from the disco format. WABC began treating music like it had done before—shorter cuts not segued, but the music is now leaning toward soul oldies.

Oldies are always a safe bet to win audience in a rating period and the emphasis on soul is apparently because WABC's research shows that the audience they have lost to WKTU and WBLS is black.

A monitoring of the station shows regular inclusion of such soul favorites as the Jackson Five's "Never Can Say Goodbye," Billy Paul's "Me And Mrs. Jones," the Spinners' "I'll Be Around" and Harold Melvin & the Blue Notes' "The Love I Lost."

There is still a good helping of disco, but it's more hit-oriented. And

there is a portion of current pop: England Dan and John Ford Coley's "Love Is The Answer," Queen's "The Things We Do For Love," Dire Straits' "Sultans Of Swing," Little River Band's "Lady" and Foreigner's "Cold As Ice."

When the station shifted to disco, program director Glenn Morgan was available with quotes and took pride in the fact that he was now breaking records in the New York market.

But Morgan is now unavailable for comment and has possibly been muzzled by ABC management, which is trying to make everyone believe that there has been no change and WABC, like always, is just playing the hits.

There are a variety of rumors around the market, one of them that vice president for programming Rick Sklar had nothing to do with the shift to disco and in fact wants to put as much distance between himself and Morgan's bold venture into disco.

Sklar confirms that he knew and knows nothing about records Morgan was adding. "Glenn's the one who programs the station," says Sklar, who programmed WABC himself for 12 years.

Asked if he was trying to put distance between himself and Morgan's disco format, Sklar did not answer directly, but offered, "I think you'll find the station sounds differently now than it did last week." And indeed it does.

TOBY ARNOLD BUYS PAMS

DALLAS — Radio syndicator Toby Arnold & Associates have agreed to acquire the entire master tape library of PAMS, producer of jingles and production music.

"It's taken us over two years to reach an agreement to purchase and clear the PAMS tapes and productions," Arnold comments. "The inventory amounts to more than \$1 million in music and recording. It includes all of the PAMS jingle packages, commercial music backgrounds, concepts, syndicated programming libraries, sales features, program specials as well as television and film scores," Arnold notes.

PAMS for more than 20 years was recognized as a leader in the jingle field. Financial difficulties in 1977 resulted in the shutdown of operations.

Arnold says many stations have asked him about the possibility of updating the PAMS productions. "I've contracted Dick Starr to serve as executive producer in charge of PAMS projects," Arnold says.

Arnold notes that Starr "helped us create many new ideas for syndication" while he served as program director for KYA-AM San Francisco and WFUN-AM Miami. "Now with Dick in Dallas and heading up our 16-track Starr Studios facility, he's the natural choice to work on the updating, remixing, sweetening and re-packaging for today's radio needs."

Flower Hour Acts

NEW YORK—Bob Seger, the Rolling Stones, the Doobie Brothers and Rod Stewart have all appeared on DIR's "King Biscuit Flower Hour." Seger was on the syndicated radio show April 22. He was followed by the Rolling Stones on Friday (27) and Santana and Hall & Oates on May 6. Journey & Friends, Thomas Johnson of the Doobie Brothers and Stoneground on May 13, Stewart on May 20 and Roxy on May 27 are next.

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*Featured in Billboard May 5, 1979

Stations Welcome Artist Interviews—Maybe

• Continued from page 3
use them," claims Rich. "We don't do that. It's dishonest. Some record companies ask us to do it as a favor even if we have no plans of using it. I saw this happening to me in markets from Davenport to New York. It's a

normal practice and it's wrong," says Rich.
Bill Young, program director of Top 40 KILT-AM in Houston, indicates that only on a rare occasion will he do interviews.
"Our listeners want musical enter-

tainment and a certain amount of information. Talking to an artist is not relevant. Our listeners are more passive in listening patterns. Leif Garrett recently appeared live on the night show. The questions were quick and to the point," says Young.

Program director Les Garland of Top 40 KFRC-AM in San Francisco is interested in artist interviews, but only with superstars.

"If Rod Stewart stopped by, we would put him on the air live, but only for a brief amount of time. We would then record him in the studio for later use. Last year, Yvonne Elliman dropped by and we put her on the air live for about 60 seconds.

"Anne Wilson of Heart did a live in-studio interview with us. It depends on the time of day that a star drops by as to whether we'll go live. A top 20 record doesn't justify an interview. Who is Nicolette Larson? Only her record means anything. Foreigner is an important group, but who knows the individual members of the group? Why should we interview them?" asks Garland.

Garland is quick to point out that KFRC will air tape artist telephone interviews in afternoon drive if the artist is hot. When the Bee Gees went on a blitz across the country calling radio stations to plug their UNICEF special, a five-minute in-

terview with Maurice Gibb was aired between 3 and 4 p.m. and rebroadcast in the 5-6 p.m. hour on the station.

Top 40 WHYI-FM in Miami is more open to the artist live interview than most Top 40 stations. Program director Bill Tanner explains why: "I always put stars on the air. If we are regularly playing an act or if the act has recently had a hit or if the artist has a reputation, we are interested. Radio is dull these days. An interview causes excitement. Our disk jockeys are good interviewers. Top 40 as a format still is the great mass appeal format in radio, but its appeal is declining. Top 40 is boring around most of the country. Disk jockeys are given no freedom to be entertaining.

"Even with tight playlists and many disco records, we still do interviews. We average one live interview in the studio every 10 days. Even though we are an FM station, we play to a cume. Interviews in no way hurt ratings."

Ann McCartney, music director of WZDQ-FM a Top 40 outlet in Chattanooga, Tenn., endorses the live interview.

"Our live interviews are free and easy," claims McCartney. "We have no deadline on time as long as the interviews are interesting. If an act that we were playing walked into the station, I would do a feature right away. I would do interviews with a new act if I thought the record had a possibility for a hit and we were playing the record."

Many adult contemporary program directors are enraged concerning the attitude of certain record companies towards their formats.

It is their contention that most true adult contemporary stations will have 25 to 34 demographics equally as strong or stronger than Top 40 stations and it is this demographic segment that makes the labels millions of dollars in profit. The programmers feel that most promotion

(Continued on page 27)

The Legal Side

By RICHARD E. WILEY

Wiley is a partner in Kirkland & Ellis, and former chairman of the Federal Communications Commission.

WASHINGTON—On April 17, 1979, the Supreme Court rejected an attack by CBS on the blanket licensing of musical compositions by ASCAP and BMI.

Specifically, the Court found that these practices do not constitute a per se violation of the antitrust laws.

Under the blanket licensing scheme, ASCAP and BMI act as "clearing houses" for thousands of authors and composers. These individuals copyright holders grant non-exclusive rights to the clearing houses to license performances of their works in return for royalty payments. Almost every domestic copyrighted composition is in the repertory of either ASCAP (three million compositions) or BMI (one million).

Radio and television broadcasters are the largest users of musical compositions, and most stations hold blanket licenses from both ASCAP and BMI. Both of these organizations have maintained a strict policy of offering only overall blanket or per-program licenses and have rejected requests for more limited authorizations.

In 1971, ASCAP denied a plea by NBC for licenses to some 2,200 specific compositions. In the present case, both ASCAP and BMI turned down CBS' request for licenses under which royalty fees would be "measured by the actual use of your music."

Following the denial, CBS instituted a suit alleging that the blanket licensing plan constituted a form of price fixing which was illegal per se under the Sherman Antitrust Act. In past cases, the Court has held that certain agreements or practices in commerce are so "plainly anti-competitive" and so often "lack... any redeeming value" that they are conclusively presumed to be illegal.

However, in response to the CBS complaint, the Supreme Court found that the ASCAP/BMI blanket licensing plans were not subject to such a conclusive or per se presumption. The Court stated that the existing system may be necessary if thousands of individual authors and

composers are to have a reasonable means of effectuating the privileges granted to them under the copyright laws.

Justice White, writing the opinion for the Court, expressed the view that the blanket licenses may serve a legitimate function in allowing "the integration of sales, monitoring and enforcement against unauthorized copyright use."

He stated that the clearing house and the blanket license "developed together out of the practical situation in the marketplace, thousands of users, thousands of copyright owners, and millions of compositions. Most users want unplanned, rapid and indemnified access to any and all of the repertory of compositions, and the owners want a reliable method of collecting for the use of their copyrights."

The White opinion went on to note that individual sales transactions and monitoring and enforcement efforts would be too expensive for a single composer.

Accordingly, the high court held that the blanket license plan is not "plainly anti-competitive" and may not be conclusively presumed to be lacking "redeeming virtue." The case was returned to the court of appeals to determine whether, on the basis of an economic evaluation of the industry, the plan is "unreasonable" and therefore illegal under the Sherman Act.

Justice Stevens, in a dissenting opinion, stated that the Supreme Court itself should decide this question of reasonableness. He strongly criticized the practice of requiring CBS to pay a flat fee regardless of the degree of use it makes of licensed compositions and regardless of the fact that many programs contain little or no music.

The Stevens opinion found that this "all-or-nothing" license is "patently discriminatory." Justice Stevens reasoned that this system forces the user to purchase "full access to ASCAP's entire repertoire, even though his needs could be satisfied with a far more limited selection. The price he pays for this access is unrelated either to the quantity or the quality of the music he actually uses, or, indeed to what he would probably use in a competitive system."

In view of the dominant market position of ASCAP and BMI, and on the basis of the evidentiary record already compiled by the lower courts, Justice Stevens could be prepared to rule that the blanket license is a monopolistic restraint of trade which violates the Sherman Act.

As things now stand, however, a decision on this issue will have to be made in the first instance by the U.S. Court of Appeals for the Second Circuit. Thus, it appears that ASCAP and BMI—which are no strangers to antitrust litigation—will have to endure further legal delays before the validity of their licensing plans is definitely settled.

Vox Jox

By DOUG HALL

NEW YORK—Michael O'Shea, formerly program director at KVI-AM, has been named national program director for Golden West Broadcasters, KVI's parent organization with headquarters in Los Angeles.

O'Shea went to Golden West from KPOL-AM Los Angeles. Prior to that he was with WFTL-AM Fort Lauderdale as p.d. and did on-air stunts with WLW-AM Cincinnati and KLIF-AM Dallas.

A two-time winner of Billboard's program director of the year award in 1975 and 1977, O'Shea also played a key role in Billboard's selection of KVI as one of three finalist nationwide for the 1978 adult contemporary radio station of the year award.

As corporate p.d. O'Shea will oversee general programming for all eight Golden West stations.

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THEY'RE EITHER TOO BIG OR TOO SMALL

New Orleans: Plenty Of Venues Except For Medium-Sized Arena

By KELLY TUCKER



Billboard photo by Ruth Bernal

BENEFIT PRACTICE—Waylon Jennings, Harry Chapin, Dave Mason and Gordon Lightfoot, from the left, prepare backstage for their joint benefit appearance at the Nassau Coliseum for a local ballet company.

NEW ORLEANS—Despite the fact that New Orleans is the 21st largest city in the U.S., it has no concert facility between the sizes of the 8,000-capacity Municipal Auditorium and the 76,000-seat Superdome.

This absence of a medium-sized arena causes the massive number of acts that like to play 10,000-25,000-seat halls to go elsewhere.

Many of the major acts perform 90 miles away in Baton Rouge at the 12,000-capacity Centroplex, 90 miles away in Biloxi's 11,757-seat Mississippi Coast Coliseum or 150 miles away in Mobile, Ala., at the 12,000-capacity Mobile Municipal Auditorium.

With their medium-sized concert halls, those three markets have big-name concerts more often than New Orleans, where the only concert facilities are:

the Louisiana Superdome, which seats 76,000 but holds 110,000 with festival seating;

Municipal Auditorium, the largest of the regular concert halls, only holds 8,000; the arena which is usually booked up in January and February with Mardi Gras balls, the Warehouse, owned by Beaver Productions, holds approximately 3,500. Because the seatless facility isn't air-conditioned and gets unbearably hot during spring and summer concerts, many concertgoers refuse to attend a show there from April through September.

Other arenas are the New Orleans Theatre of Performing Arts, which is mostly used for plays and symphony and opera productions, seats 2,379, and St. Bernard Parish Cultural Center, five miles from New Orleans in Chalmette which seats 2,200. It is usually unavailable in January and February as it is the home for the Mardi Gras balls.

Cyndi Christian, president of the Concert Co. is by far the most successful concert promoter in this area. But even though she has had success with concerts such as the Rolling Stones grossing \$1,060,000 at the Superdome (80,173 attended the event, making it the second most-attended concert in the nation last year), she says it is extremely difficult working in this market.

"The main obstacle we're up against here is the lack of facilities," says Christian. "Groups all want to play here more than any place else in this section of the country because they consider Baton Rouge, Biloxi and Mobile secondary markets."

"But because of the lack of facilities here, we have to bring them to

those places and hope to draw on the populous of New Orleans.

"That means, among other things, that you have to advertise in several markets. Instead of trying to concentrate on one city, you have to advertise in several, and that gets expensive."

"It's an inconvenience to ask concertgoers to drive 90 miles to see a show. Some people are conditioned to it because they understand the situation. They know the artist is too big for the Municipal Auditorium and too small for the Superdome. But some people still won't go."

Though the Superdome can be sectioned off to seat 40,000, Christian says is still far too large for most groups.

"Not many groups can sell 40,000 tickets," says Christian, "so they'd rather pass than to play a half-empty facility. We tried to get the Eagles,

but they turned us down even though we offered a lot of money. They said, 'It's not the money. It's the fact that we don't want to play to half a building.'"

"All artists have big egos," Christian adds. "They wouldn't be in this business if they didn't. It's ego-deflating for them if they don't come close to a sellout."

"Another big difficulty in booking acts at the Superdome is that no one buys tickets in advance. For instance, we sold more than 20,000 tickets the day of the Rolling Stones concert."

"When you bring in a major show, you want to feel a pulse on how successful it is going to be. You have no idea so everyone's uneasy—agents, promoters, the artist. But the people won't buy their tickets early because they know no one could sellout the Superdome."

Rock Invades Copacabana

By ROMAN KOZAK

NEW YORK—The growing rock disco movement got a new boost with the announcement that the Copacabana, one of the city's top clubs, is moving to a mix of live rock music and recorded rock and disco dance sounds.

John Juliano, owner of the club, says plans call for turning the smaller of Copa's two rooms into a rock showcase room, while the larger of the two will remain disco.

"We have to walk before we can run on this, but the trend seems to be toward rock," says Juliano, pointing to a recent clipping from The New York Times detailing the growth of the current rock-disco scene in New York, including Harrah's, the Mudd Club, Trude Heller's Now, Rocker Room, Club 57 and Studio 10 (Billboard, March 3, 1979).

In addition, Henry Schissler, former manager of Harrah's and Trude Heller's Now, is planning to open yet another rock disco in the coming months in Midtown Manhattan. And New York, New York and the Cotton Club have hosted rock shows.

At the Copacabana, plans call for booking both signed and unsigned rock acts into the club, with the more popular attractions playing the 650-capacity room, while lesser known acts will play the smaller 275-capacity room. Both rooms are equipped with independent sound systems and stages and lighting.

The Copa has presented live shows before. The most recent was by comedian Robin Williams, whose

performance was recorded by Casablanca Records. Coming later in the month will be Ray Charles. The Copa also books cabaret acts on weekends in the smaller room, but Juliano says this will be phased out once the rock policy goes into full swing.

A preview of what to expect at the Copa came during an April Fools party for porno stars Mark Stevens and Jill Monroe, where the larger downstairs room hosted disco dancing and an X-rated fashion show, while at the upstairs room the Cutthroats rock band was holding forth.

Access between the two rooms was (Continued on page 38)

Bee Gees Tour Begins June 28

LOS ANGELES—The Bee Gees will move into the 56,000-capacity Dodger Stadium here July 7, in an arrangement between MCA Concerts Inc. and the Dodger organization.

This marks the third time the stadium has been used for pop concerts—the Beatles were the first in 1966, followed by Elton John in 1975.

Tickets for the show are going for \$12.50 and are available by mail order only for general seating.

The concert is part of the Bee Gees' first tour in more than two years, which starts June 28 concluding Oct. 6 for a total of 58 concerts.

'In Wrong Place,' Bennett Due Home

By IRV LICHTMAN

NEW YORK—When composer/performer Richard Rodney Bennett takes up permanent residence in New York in October, the reason will be both cultural and convenient.

Bennett, at 42, is one of the most sought after film scorers, with three Oscar nominations. He is also a composer of classical music, including operas and ballet.

In addition, he has a strong fondness for show tunes, which has already produced two albums for DRG Records, one a piano performance of three ballets by Cole Porter, Richard Rodgers and Harold Arlen and the latest a compilation of Stephen Sondheim songs, which also shows off his vocal talent.

After dividing the year between London and New York, Bennett says he decided "that geographically I'm in the wrong place."

"I can function anywhere when composing classical music, but it's more convenient to be here in view of the fact that I've gotten many calls from Hollywood asking 'can you be here tomorrow?'"

Bennett also senses that the English do not have a great appreciation for the great American show composers. "When you talk to them

about Rodgers and Hart, they think you're talking about 'Johnny One Note.' There's more to this team than that song.

"Everything in this area in England falls under 'nostalgia.' They don't know how to categorize such music and therefore they don't know how to sell it." He's been disappointed with recorded projects for Polydor, such as an album of Gershwin transcriptions, a showtune album, "Nobody Else But Me," which he hopes will find an outlet in the U.S.

On the classical front, he's writing a cello concerto to be performed this September at the Edinburgh Festival, a flute concerto for James Galway and a harpsichord concerto for Igor Kipnis.

Indicative of his passion for jazz, Bennett's "delighted" to have the accompaniment on his Sondheim set of Milt Hinton and Bobby Rosen-garden.

"Sondheim's songs are difficult to perform, especially in a jazz context," Bennett maintains. "It's hard to get away from how he writes his songs, since he writes his own piano parts and vocal lines. You take away half the song when you don't play them."

He refers to the Sondheim package as a "melody album," which is his way of answering critics who feel that Sondheim is not a strong melody man.

Bennett is presently scoring John Schlesinger's new film, "Yanks."

Dozen Acts Set For Cripple Creek Festival

By DICK KELLEHER

CRIPPLE CREEK, Colo.—The First Cripple Creek Music Festival will be held in this town 40 miles northwest of Colorado Springs June 29, 30 and July 1.

Music acts slated to perform include: Amazing Rhythm Aces, David Bromberg, Flash Cadillac, the Dillards, the Dirt Band, John Hartford, McGuinn, Clark & Hillman, Michael Murphy, Maria Muldaur, New Grass Revival and Mission Mountain Wood Band.

In an unusual move, parking will be provided free to vehicles carrying more than four persons. Those with

fewer will be charged \$2.

Promoters are encouraging those who plan to attend the three-day event to camp at the festival site and bring water.

Madeleine Faber, publicist for the event, claims this will be a "controlled" event and those who leave "will basically forfeit their tickets."

Ticket prices are \$30 in advance for the three days, \$35 Friday with prices declining daily to \$25 on Saturday and \$15 on Sunday. Obviously the promoters would like people to plan on attending all three days of the event.

Another move, \$2 from the cost of each ticket will be donated to the county government "to offset the additional costs incurred by Teller County in having this festival in the county."

Other arrangements being made include having "five qualified doctors at the concert site on a round-the-clock basis; 10 El Paso County Deputy Sheriff's Officers available as security for the city of Cripple Creek and another 10 sheriff's officers at the concert site."

Budweiser beer, KILO-FM in Colorado Springs and KTCL-FM in

Fort Collins are co-sponsoring the event.

Advertising is planned on both these stations, both covering Metro Denver and, combined, almost all of Colorado and parts of Wyoming. Denver television stations with slots scheduled locally for "Midnight Special" and NBC's "Saturday Night Live." Spots are also planned for a Colorado Springs tv channel.

Tickets are available at most Colorado Budget Tapes & Records stores or at Gold Ezy Productions in Cripple Creek.

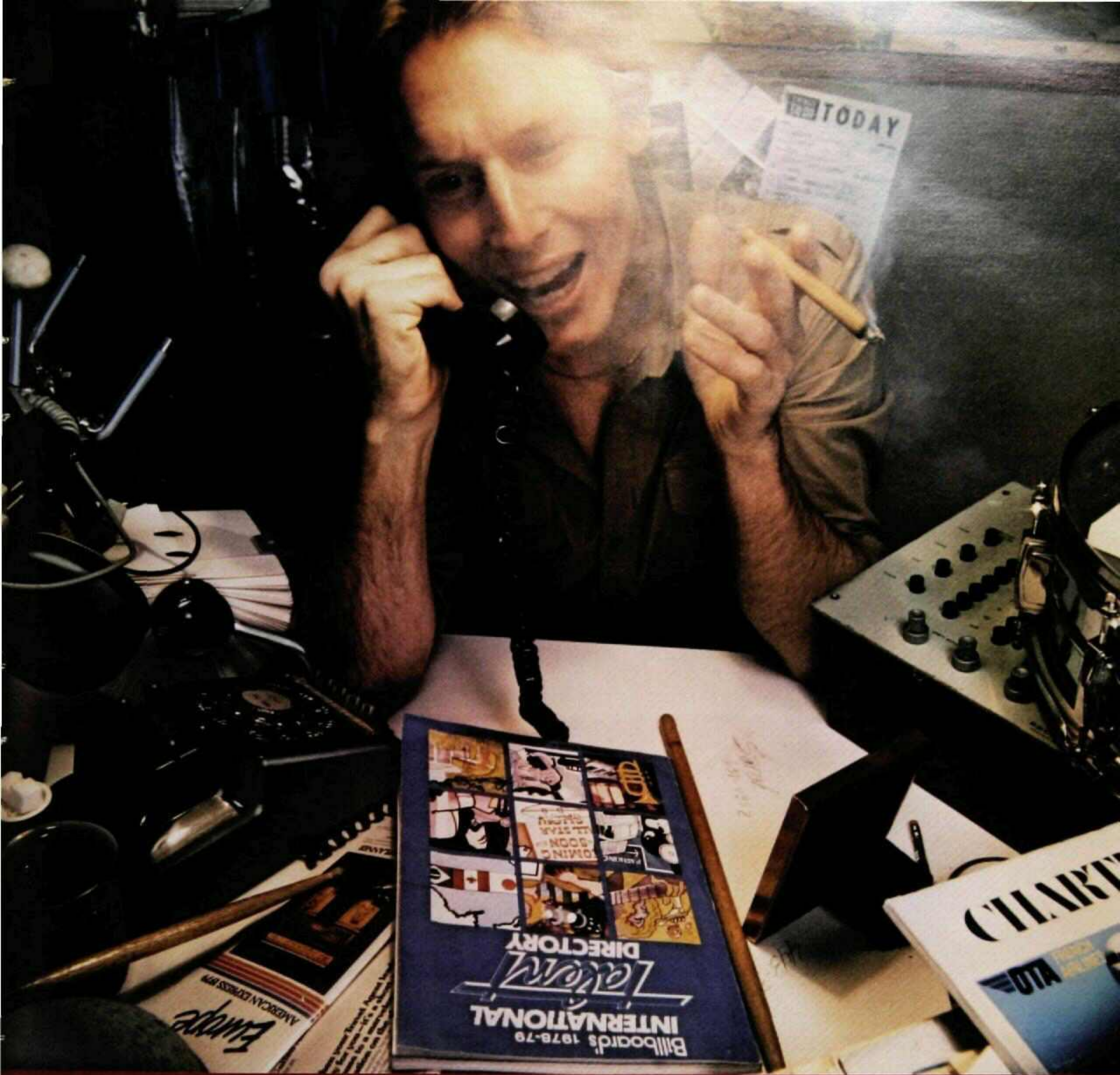
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PUBLISHING/LICENSING—*Domestic and International Labels, Publishers and Producers discuss Disco Product Licensing and Publishing Today, the Key Points in Finding New Artists, Product, Producers and Copyrights*

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• Continued from page 6

gain the same credibility as the radio business, that of being a promoter as well as user of music. ROLL will be able to take care of writers' royalties rather than ASCAP or BMI, or we will reimburse those performance companies."

An "idea fair" session of the convention produced numerous complaints about ASCAP, and to a lesser extent BMI. Delegates complained that ASCAP collects a sliding scale music fee based on gross attendance figures at the rinks.

The delegates said they only play much of the ASCAP music during weekend skate sessions, making the ASCAP fees unreasonably high.

"Friday and Saturday are the only times ASCAP has an interest," Salyer says. "The rest of the time we are playing other music. We aren't allowed to break it down like television stations which pay for logged time."

Salyer says he has been getting "excellent response" from convention delegates. "They're coming to find out what ROLL is all about," he says.

Salyer says the roller rinks, more than radio stations, can be trendsetters for the music business because rinks cater to the 10-15 age group which comprises about half the record buying public.

"We hear from the kids directly," he says. "We don't have to wait for them to phone into the request line." The organization estimates that 28 million Americans roller skate and

Also May Bypass ASCAP & BMI Fees

that 73% of those are under 18 and 62% between the ages of six and 15.

In line with the disco skating trend, many rinks have moved their record booths out into view in the rinks and take requests from the skaters.

"We can provide an almost instant communications loop with the

Rink Operators Assn.," Salyer says. "We are now trendsetters rather than trend followers. More than radio stations, we can influence what records the kids are buying. We have the direct means to educate 46% of the record buying public."

Rinks want to get free promo disks from the record companies, he says,

and get them before radio stations do. Salyer says he contacted about 40 record companies before the convention and talked to about 25 by phone. Most expressed an interest in providing promo records to rinks.

"We have cooperation pledged from some of the record labels," he says, "but many of them said they

feel they are not getting full value from disco pools."

He also says that skating centers have diverse needs in music, including Top 40, jazz and country, as well as disco.

Salyer says the current roller skating boom is not expected to peak out until the mid-1980s. The association now boasts some 1,600 member rinks in all 50 states and 11 foreign countries. There are an estimated 3,000 skating centers in the U.S.

'Not a Fad,' Says Mgr. Aybar

LAS VEGAS—The disco music influence has permeated all segments of the roller skating population and is expected to be a major influence on the skating industry for at least 10 more years, a convention of roller skating rink operators was told here Tuesday (1).

Delegates to the Roller Skating Rink Operators Assn. of America agreed that the interest in disco skating nationwide is a boom to their business and the sport of skating in general.

"Roller disco is not a fad," Charles Aybar, manager of the nation's largest disco roller rink in Brooklyn, N.Y., told attendees. "If we cultivate it, we are talking about a disco skating era."

San Jose, Calif., rink owner Roger Martin told the same session that older skaters at his rink who come in

for exercise classes are staying for disco sessions. "They stay for disco and learn the more intricate steps," he said. "We are in our infancy and learning about disco skating. There are a lot more steps to be learned in our industry."

Aybar drew some of the most enthusiastic response from the session by urging standardization of disco skate steps. Following the session, he was surrounded by rink operators eager to get diagrams and information on steps to teach their skaters.

Peggy Barber, a delegate who runs a rink in Irving, Tex., said that skaters like disco music but don't know what to do with it.

"I like it, I think it's great," she said. "I've been teaching skating for a number of years and the rhythm of disco music makes learning to skate easier and faster. And the kids have

more fun as they learn to skate."

Aybar said disco skating has thus far attracted mostly teenage skaters but that standardization of skate dancing would attract more adults up to age 65. "They are interested," he said. "They will come to the rinks to practice and to participate in contests and special events."

Convention delegates applauded Aybar's call for more instructional materials on disco skating, including manuals, films and slides.

A session dealing with the topic "How Much Disco Is Enough?" generally bypassed the main question and dealt with problems encountered with lighting and sound systems. Delegates said disco skating is now a major force in their industry and that their concerns are how to deal with it profitably.

DAVID DEARING

CONTEST BY HI FI FIRM

By STEPHEN TRAIMAN

NEW YORK—In the first national promotion linking a major hi fi manufacturer and the disco industry, Technics is launching a nationwide search for a top disco dancing team.

The contest will involve preliminary competition at the top club in 20 major markets across the U.S. from September through December, with the national finals at Paul Anka's Jubilation disco in Las Vegas during the Winter Consumer Electronics Show next January.

Announcement came Saturday (5) during Technics national sales meeting in Las Vegas, at a party held at the club attended by the Technics sales force and the firm's leading dealers.

(Continued on page 44)

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TV Series At Castle Garden

ALLENTOWN, Pa. — The legendary Castle Garden Ballroom near here, once a center of big band activity, has been converted into a disco that will also serve as the home of a syndicated television show devoted to the disco life.

Armstrong Marketing, a radio and tv production firm located here, is producing the show, to be called "Castle Gardens," in conjunction with the disco ballroom's owners, Stan Maciejczyk and John Nionick.

The show will feature guest appearances by disco artists, who will lip-sync current hits, and approximately 40 regular dancers, half of them professional couples from the John Taylor Dancers of Baltimore.

The remainder of the dancers will be recruited from the surrounding area, and they'll range in age from 9 to 50, the producers say.

Format will feature special dance numbers in addition to guest appearances.

Performance Fees Topic At Disco Forum In N.Y.

NEW YORK—Performance fees, one of the more complex problems facing programmers of disco music at both the club and mobile levels, will be discussed in detail by representatives of ASCAP, BMI and SESAC at Billboard's Disco Forum VI, July 12-15 at the New York Hilton hotel here.

Many disco operators, unfamiliar with copyright laws, have either ignored, resented or have been totally unaware of the existence of the performing rights societies and the roles they play in protecting the interests of the writers and composers.

Bill Wardlow, Forum director, hopes that this seminar will clear the air on this subject.

Also new to the Forum will be an artist panel at which performers whose careers were in one way or another boosted by the advent of disco will be provided with an opportunity

to air their views on the industry.

Upgrading of the role of the mobile disco deejay from being just "another street jock" is also scheduled to be discussed at length, as are disco radio, franchising, disco design and construction, roller disco, and advertising and marketing techniques for clubs.

The Forum will also take a close look at the international market in a session which will chart the differences between the U.S. and international counterparts in deejay programming techniques, problems of product exposure and availability on tv, radio and in stores; and the role of international deejays' associations.

Also on the agenda is a look at what makes disco radio formats successful. This session will feature discussions by key disco radio programmers, involvement by the disco deejay in syndication, crossover programming and differences between clubs and disco radio.

Disco Forum VI will also explore the results of effective merchandising and distribution of disco product by retailers, one-stops and rackjobbers in cooperation with disco deejays, disco radio and record labels.

Also planned:

- Production/label deals—a session in which attorneys, label representatives, independent disco promotion executives, and deejays turned producers will discuss opportunities and negotiating.

- Twelve-inch singles—a new source of revenue for disco labels.

- Disco Lighting—a seminar in which the Bureau of Radiological Health will discuss laser safety; attendees will be offered a look at the newest applications of lighting in discos in the U.S. and abroad.

For the entertainment segment of the program, "a mini-galaxy of hot disco recording acts" will be on hand

to perform their hits. Venue for the entertainment will be announced at a later date.

More than 200 exhibit booths will be provided for manufacturers wanting to display their disco wares at the show. In addition, the entire fifth floor of the Hilton hotel has been reserved by exhibitors for use as sound rooms.

Exhibit space is again being coordinated by Expocon Management Associates of Connecticut for Billboard. Fred Favata is the exhibit manager.

Forum attendees registering before May 25 will receive an "early bird" discount rate of \$250 per person. After May 25 the regular rate goes to \$285 per person. There is also a special \$210 per person special rate for disco deejays, Forum panelists, students, military personnel and wives of registrants.

5 Firms Share In Sweepstakes

NEW YORK—Disco is the theme of a promotion involving the makers of Yago sant'gria wine, Casablanca Records, Wurlitzer jukeboxes, Sansui stereo systems and K-tel.

The promotional sweepstakes gets underway late this month.

Displays are scheduled for 10,000 retail liquor stores around the country according to Jay Coleman, president of Rockbill, which developed the plan for Yago.

The promotion consists of a sweepstakes with entry blanks issued without a purchase required. Although the forms ask entrants to match six Casablanca artists with the titles of their records, correct answers are not required. In fact, adds Coleman, no one will tally the results.

Grand Prize is a Wurlitzer jukebox filled with 100 Casablanca singles. Yago is purchasing the jukebox for the contest although the records are provided free by the label.

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Harris Sells Party Favors

By ROBERT ROTH

NEW YORK—The demand for variety in disco entertainment extends not only to sound and lighting but to decor and novelties.

Harris Novelty Co. was a 40-year-old family-operated business in Philadelphia supplying notions and party goods to retailers around the country.

About 1½ years ago, Charles Harris, who now runs the firm, began receiving calls from discotheques looking for unusual items to liven up parties.

Harris responded by reaching into his stock of 300 different kinds of hats, 40 variations of masks and 25 kinds of whistles to name only a small portion of the inventory.

As word spread, more and more of Harris's time became occupied with servicing discos, and so the 31-year-old executive now spends the majority of his week devoted to the needs of the industry.

According to Harris, clubs look for items which can be personalized with their name or logotypes and are inexpensive enough to give away. Balloons have been such an item for many years, but Harris has them in every size up to 10 feet.

Since visors are popular now, the

(Continued on page 38)

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Boston's WBOS-FM Beams Live

BOSTON—WBOS-FM, has become the first major disco radio station in the country to broadcast many of its programs live from major area discotheques, as well as from such major Boston department stores as Filene's, Bloomingdale's and Telfos' plus a number of record retail outlets.

Disco aficionados in the area, perturbed by other critics claims that they are challenging New York for the title of key disco city, have begun pointing to Boston's disco achievement, which they claim date back to 1971.

One of the loudest voices in support of the city's achievements in disco is Ron Robin, program director of WBOS.

Robin points to the fact that Boston's first discotheque swung open its doors to the public as far back as 1971. Since then, the disco concept

has proliferated the area, and has spawned such popular rooms as Kix, Celebration, Yesterday, 1270, Boston-Boston, Illusions, for the under 18 set. Together, Union Station, Darts, Faces, Future, Loft 21, and Studio 4.

Robin claims that the station's innovative move in broadcasting live from area record shops, has been instrumental in significantly increasing sales of records in general and disco records in particular.

The station, which Robin claims was the first to offer 93 minutes of commercial-free disco music, also makes its playlist of 32 records available free to record retailers throughout the New England area.

In another disco first for the city, Robin claims that Bal-A-Rou was the first roller disco established in the country as far back as 1975. The rink is located in nearby Medford,

Mass., and Robin was its first deejay.

Boston also boasts of having put the first disco deejay on the air. John Luongo, producer and former head of the Boston Record Pool, was the first spinner to be tapped for this assignment.

According to Robin, Boston's disco deejays have been used on the air on a regular basis since 1975 when he (Robin) hosted a disco show on WVBF-FM. "Not only did we use disco deejays on the air, but we also had a call-in segment of the program during which deejays were encouraged to call in and talk about what was hot in their respective clubs," he says.

The station is currently coordinating efforts with WNAC-TV for a stereo simulcast of this year's segment on a United Cerebral Palsy telethon.

2 Firms File Vs. Butterfly Records

LOS ANGELES—United Parcel Services and Chateau Recorders, North Hollywood studio, are suing CM Records, a Missouri corporation doing business here as Butterfly Records, in separate Superior Court suits over monies allegedly owed them.

The national trucking firm, through Robinson & Associates, claims it is owed \$10,958.59 for services.

The studio asserts it holds a November 8, 1978, promissory note for \$11,310.90 on which \$1,000 has been paid.



LUCAS BOOGIES—Solar Records artist Carrie Lucas mixes it up with Tony King, RCA Records disco marketing director, during a party recently at the IDRC disco pool in New York to promote Lucas' new single, "Dance With You."

Disco Mix

By BARRY LEDERER

NEW YORK—A number of disco albums released recently have revealed both in music content and cover graphics that the product has come full cycle, and is now extending its appeal to subculture minority groups which, at one time, would not even have been recognized by a conservative society.

One of the key subcultural groups to which the music has begun addressing itself is the sado-masochists. On the jacket of "Wonder Woman," the new LP by the Wonderland Band, is a photograph of a dominatrix from outer space, star mace in hand, apparently waiting to fulfill some masochistic male needs.

Released at the same time is "Martin Circus" on Prelude Records. Its jacket features photographs of another dominatrix with two male slaves on black leather leashes, writhing in agony/ecstasy to a flogging by her cat-o-nine tails.

There is also "Sado Maso Disco" produced and written by a group called Must, and released on CBS Canada. The S&M jacket for this record shows a young woman in a black slip, seated away from the camera, her hands bound behind her with a pink ribbon. She is about to be struck by a whip, held by an anonymous black-gloved hand.

The vocal side of this 33 1/2, 12-inch is divided into three segments. The beginning has female vocalists chanting, "You'll Like The Whip" reinforced by a man purring "You'll Like It." The disk is further punctuated by whip cracks and moans (no beats per minute indicated). The middle is devoted to apparent female orgasm and recovery, and the "Song" ends with a whip and groan reprise.

The instrumental side is 5:24 minutes and is sophisticated with a striking upbeat tempo that is not as funky and harsh as the vocal. The peculiar aspect of this influx of provocative product is that it is avant-garde in a totally hetero-

sexual way. Disco trend setters are going to have to come up with fantasies less subtle than *Vii*. (Continued on page 38)

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Fans Dance Night Away On New L.I. Strip

By BOB RIEDINGER

ISLAND PARK, L.I.—It's a disco-pop-rock version of the legendary 52nd St. where club patrons can dance out the door of one club and hi-step to another in a matter of moments.

Rumours, the Night Club, and the Oak Beach Inn West are neighbors along a 1/16th mile strip of road here and with Speaks just around the corner, the four clubs make up what is probably the densest concentration of DJ/live-music night spots on Long Island.

The four clubs serve food, but the owners point to live music as an important, perhaps essential element in this suburban area.

Rather than batter each other in direct, head-on competition, the clubs enjoy an outwardly peaceful co-existence shaped by the age and musical tastes of the patrons who attend each spot.

The Night Club, open seven days a week with a minimum age requirement of 19, attracts a generally younger disco crowd than across-the-street Rumours, which is geared toward 21 and older.

Owner Ronnie Leone believes gearing the Night Club to patrons in their late teens brings in "discretionary income" their older married counterparts may not have.

Leone has added Cerwin-Vega product (mixer and amps) which he praises as "pretty durable stuff." Technics turntables and Altec speakers are given a workout by DJ Richie Baez, who covers hot nights Wednesday, Friday and Saturday.

With three other clubs in the immediate vicinity, Leone says he makes changes more frequently even if these are just minor "cosmetics," such as placing the speakers in different housings. In the past six months, the 4,000 square foot club has had a new sound and lighting system installed near the mirror wall dance area.

The club is not alone in its move to renovate. Rumours updated its sound and lights last December, as did O.B.I. The latter beefed up its audio appeal by adding disco-quality sound equipment to spark a band-dominated atmosphere. This replaces a jukebox that relieved bands between sets with records from Creedence Clearwater, Led Zeppelin and others.

Bar managers at O.B.I. prefer to keep names of equipment under cover.

O.B.I.'s current DJ, Brad Petersen, is a transplanted Westerner, having left California nine months ago.

As one of six bars in a popular Long Island chain run by Bob Mathison, O.B.I. West has offered live rock bands to its collegiate, dance-oriented crowd for seven years in a nautical theme setting.

O.B.I. provides a middle ground alternative between pure disco houses and bars that specialized in rock meant for listening.

But with the integration of disco into pop-rock, management now has Peterson program at least 50% Top 40 disco, along with other current hits and old favorites.

Rock rather than disco groups still provide the live music, but management acknowledges that disco material is gaining steadily in their repertoire, a reflection of the trend in current radio programming.

Unlike other clubs whose admissions average \$3 on weekends and the same amount or slightly less during the week, O.B.I. charges \$2 at the door Fridays and Saturdays. At present, O.B.I. is closed weekdays for renovation, but will charge \$1 when it reopens for summer week-

nights, upping the minimum age from 18 to 21.

Rumours and Speaks are owned by Phil Basile, who also owns 231, an eight-month-old club in West-

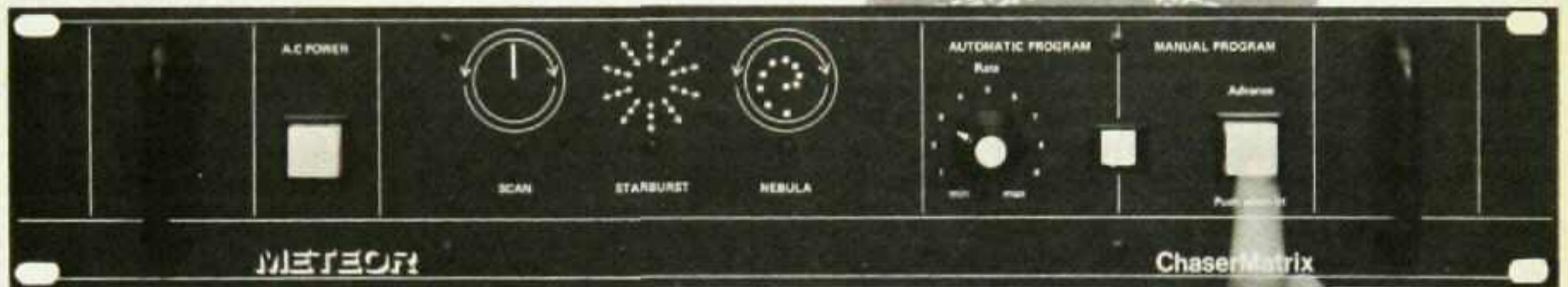
bury, L.I. No stranger to the music business, Basile has played the roles of club operator, concert promoter and group manager from the time that he first opened Island Park's

legendary Action House rock club in 1965, one of metropolitan area's premiere '60s rock venues.

Rumours was an offshoot of the progression that ultimately saw Ac-

tion House become Speaks. From 1973 to 1976, Speaks was the site of Basile's experiment with disco, before the format burst into a nation-
(Continued on page 39)

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MAY 12, 1979, BILLBOARD

Disco Top 80

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Table with columns TW, LW, TITLE(S), ARTIST, LABEL, TW, LW, TITLE(S), ARTIST, LABEL. Lists the top 80 disco hits of the week.

*non-commercial 12-inch

Compiled from Top Audience Response Records in the 15 U.S. regional lists.

DJs 'BATTLE' Chicago Spinners Compete In Mad 30-Minute Mixing Sessions

By ALAN PENCHANSKY

CHICAGO—Competition runs high in the disco deejay profession where top ranking can lead to better paying jobs in the big clubs.

For Chicago's upwards mobile deejays a new competitive angle is being introduced: Promoters are pitting several of the best known spinners against one another in a live engagement.

The first "Battle Of The Deejays" was scheduled for Saturday (5), involving several of the city's acknowledged trendsetters of the control booth.

Deejays were featured in separate 30-minute mix segments that were judged by an industry panel. Three finalists will be moved into a spin-off, where each must follow the other in adding to a continuous mix.

Tickets for the event promoted by the Disco All Stars, were pegged at \$5 advance, \$6 at the door.

Promoters offered a \$500 prize for first place, with cash awards to both runners-up. Equally important are the trophies that went to the winners.

The competition was booked into the big Aragon Ballroom, site of many hard rock concerts.

"It's the first time anything like this has ever happened in Chicago," Tino Rojas, one of the promoters, says.

Spinners engaged for the contest were Peter Lewicke (Alfie's), Mi-

chael Graybar (Alfie's), Tony Alois (Broadway Limited), Kenny Jason (formerly of Footloose and Fancy Free), Carlos Perez (Phoenix), Paul Weisberg (Playboy Club), and Greg Vargas (Zack's).

Enlisted as judges were Rocky Jones, Audio-Talent Record Pool; Roger Skolnick, former WDAI-FM program director; Fran Willoughby, Motown Records; and Danny Glass, SAM Records.

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L.I. Strip Grows

Continued from page 37

wide passion. Known then as Speak-easy, the club underwent a gradual return to live rock, while retaining disco on weekends. The message was clear. Long Islanders preferred rock to the salsa-tinged disco of the first disco wave.

Basile relies on AST for sound and light packaging at both clubs. Speaks DJ Kathie McHugh and Rumours veteran Carmine Caradonna spin with Technics turntables, Crown amps, and Altec speakers. AST mixers and crossovers round out the system.

Basile phased the disco out, but not before pumping a reported \$150,000 into his ailing restaurant around the corner for the sole purpose of converting it to a discotheque. When it reopened as Rumours in October 1977, the club quickly won a following that burgeoned after the release of "Saturday Night Fever."

Rumours no longer carries an active mail list and keeps promotional gimmicks to a minimum, but the moderate sized club (600-person capacity) is still highly popular among disco fans. The dress code is "casual but neat" and the club regularly showcases Long Island disco acts such as Lovelace which makes regular Tuesday night appearances.

Speaks, the sister operation, features serious rock for those who like it loud and driving. The Good Rats and other L.I. groups have picked up a following here. Zebra, a group from New Orleans managed by Basile, is making big waves at the club. But the patrons don't dance.

Covering 14,000 square feet, Speaks is probably one of the most elaborate rock clubs on Long Island. It contains a multitude of booths, a large elevated dining area, a generous sized bandstand and a large game room set off from the rest of the club with its own bar.

Old fixtures from Speaks' disco days, the gazebos, street signs and hanging plants, contribute to the atmosphere. Basile says these fixtures would be out of place in a contemporary disco, but fit well in the rock music setting.

VARAXON 833 Memory Controller. Diagram showing various controls and features of the lighting system, including: Pan, Audio, Direction, Mode select rate, Program display, Memory address, Main Scan, Auto, Chosen, Program rate, Monitor, Mode select, Audio response, Program selection, Chosen (A.B.C.), Mode select, Audio response, Program selection, Dim (A.B.C.).

- GENERAL FEATURES AND SPECIFICATIONS: • 256,000 Pattern Combinations, • Totally automatic operation, • Keyboard address of all programs, • Digital L.E.D. program readout, • Manual and automatic memory scan, • Programmable memory scan rate w/digital L.E.D. rate display, • Horizontal, vertical and diagonal axis select, • Programmable axis scan w/digital L.E.D. rate display, • Audio activation of all patterns w/AGC circuit, • Individual red, green and blue color select, • Independent programming of direction, axis and inversion for each color, • Auto-reverse function, • Output stage containing 48 10 amp triacs w/suppression, • Optically coupled output stage, • Zero-cross switching, • Individual dimming for each color, • Remote power panel w/low voltage ribbon cable interconnect, • 8 x 8 x 3 deep display format, • L.E.D. program monitor display, • Slide pot rate and dimming controls, • Touch switch function buttons, • L.E.D. status indicators, • Unit is supplied with all programs in memory. Additional programs may be added at any time.

MAY 12, 1979, BILLBOARD



Inventor's Award: Claude Brunner and Tim Kunish of St. Louis-based CMC Stereo Centers, second and third from left, are flanked by BASF's Jerry Shields, left, and Jim Walker, at presentation of the German blank tape firm's first "Inventor's Award" (with piece of original magnetic tape) for excellence in merchandising and distribution.



Sony Promotion: Typical in-store display of two-month "Tape Better For Less" Sony magnetic tape division promo include wall display banners and counter display. Through May 20, dealers and distributors ordering 24 HF series cassettes got 12 tapes as a free bonus.



Cassette Kudos: Jim Swallen, operations manager of Ohio's Swallen's chain, left, congratulates Pete Rowe of Memorex on the debut of new High Bias cassette during a recent Tape Extravaganza at the Cincinnati store, as audio buyer Jim Schneider looks on.

Technics Launches Nat'l Disco Dance Competition

• Continued from page 34

Local dealers will tie-in to the competition in their respective areas, with each winning dance team awarded a Technics receiver.

All winners will be flown to Vegas for the competition finals, to be judged by a panel of celebrities, with the grand prize a week-long engagement in one of the city's top casino shows. Additionally, each member of the winning team will get a complete Technics hi fi system.

The competition, to be coordinated by TRG Communications and backed by local and national advertising and promotional efforts, is termed "a natural extension of the relationship between Technics and discos across the country" by Jeff Berkowitz, Panasonic vice president and general manager of the home audio and Technics division.

He cites the popularity of the company's direct drive turntables, as noted in Billboard's just published third annual disco audio usage equipment poll which showed Technics brand preference rising to 70% in 1978 from 62% the year before.

Also noted in the club usage poll were Technics/Panasonic tape decks, increasing to 6.8% of responding clubs, and the firm's power amplifiers, mentioned for the first time.

"We are happy to join with Paul Anka and Jubilation in this salute to

the talented dancers who emerge from local discos across the country," Berkowitz notes, seeing the promotion as a fine way to link the company even closer to the disco market.

Market selection and designation of host clubs is now underway, according to a Technics spokesman, with further details of the competition to be announced in the near future.

'Sound Us Out' Is JBL Theme

LOS ANGELES—JBL is conducting a new "Sound Us Out" campaign, a major marketing effort for the speaker maker's consumer line aimed at increasing total factory sales, individual dealer profit and trade awareness of JBL products.

The promotion was introduced to principals from each of JBL's rep organizations nationwide at a recent meeting held in Los Angeles.

Key elements of the three-month-long spring-time campaign are increased promotional allowances, special traffic building advertisements in national consumer publications featuring lists of all participating dealers, a sales incentive contest, with prizes to consist of JBL L220 loudspeaker systems and all-expenses-paid trips to Los Angeles.



Disco Promo: Andy Anka, right, manager of son Paul's Jubilation disco in Las Vegas, cues up a Technics turntable for Isaac Levy, the hi fi firm's Western States sales manager. Technics is launching a nationwide disco dance contest, with the finals held at the club during the 1980 Winter CES.

NEW 'METAL' & MORE COMPETITION Blank Audio/Video Tape Boom

By STEPHEN TRAIMAN

NEW YORK—The number of new audio and videotape lines available on the U.S. market since last summer is indicative of the continuing growth of the blank home recording business here, and the heightened competition, particularly at the quality end of the industry.

Since the last product grid of list price brands ran in Billboard's Blank Tape Spotlight (Aug. 27, 1978), the advent of metal-particle audio cassettes, expansion of the home video machine population, and the anticipated debut of major American and European competition in the premium audiotape area has surfaced.

The reason is obvious in the figures for 1978 compared to 1977 in terms of factory unit shipments and estimated retail value in both audio and video configurations. And projections for 1979 show the upswing is continuing, although economic factors may be affecting multi-unit purchases.

In cassettes, the 220 million units shipped last year represent a 10% increase from 1977, but the premium ferrite (cobalt, gamma ferrite, high coercivity) products were up 12.5% to 90 million units. With premium chromium dioxide up 12.5% to 9 million units, and ferrichrome showing a 10.7% gain to 7 million tapes, the 106 million "premium" tapes almost equal the 114 million promotional ferrite shipments (average \$1.60 unit price), up 7.5% from 1977 totals.

The dollar figures for cassettes—by far the biggest growth segment—are even more significant, with the total \$564 million estimated retail value a staggering 74% over the 1977 figure. This is due, in part, to an underrepresentation of 1977 totals, as well as a more accurate unit price breakdown in compiling the figures by Merchandising, Billboard's sister publication, as extrapolated in the just published Billboard 1979 Tape/Audio Video Market Sourcebook.

While cassettes are up, both 8-track and open reel unit shipments are down, although dollars are up in both configurations. An estimated 32 million 8-tracks were shipped, a 5.4% dip, with retail value up nearly 10% to \$77 million. In open reel, 11 million factory units represent a 10% decline, while retail value rose 65%

to \$69.1 million. The latter is due both to a better unit price breakdown, and a less significant decline in premium products, as compared to promotional-priced reels.

Videotape growth is even more dramatic, as the machine population builds for the half-inch Beta and VHS format machines. More than

5.5 million 1978 factory shipments are estimated, an 83% gain, while retail value more than doubled to \$95 million. Forecast for 1979 is close to 7.5 million, with duplicating demands upping the total to 10 million.

Late-arriving VHS tapes are
(Continued on page 46)

Sound Waves FCC Proposal Could Eliminate FM Stereo

• Continued from page 17

past president, observes that while most broadcasters can't believe the FCC would go to 100 kHz, "everyone should take the 150 kHz spacing proposal seriously, with the effects this would have on the quality of the FM signal."

The economic ramifications would also be far-ranging, with costs alone astronomical. Most presently operating transmitters would require modification, while a large number would need to convert operating frequencies to comply with a reallocation of the FM band.

Many existing receivers and FM tuners would not function properly with a bandwidth reduction. The new high-end digital synthesis FM tuners, designed for a 200 kHz bandwidth, would immediately be obsolete, just as they are being introduced by an expanding number of hardware firms.

The Commission has had the matter of bandwidth reduction under consideration since 1975 when the office of the chief engineer released a report titled "FM Broadcast Channel Frequency Spacing."

And an FCC source confirms that the Commission is now seriously considering the proposal for bandwidth reduction.

Torick notes that the FCC has asked for funding of a preliminary study "to examine the feasibility of reducing FM channel spacing... investigate the effects on receivers and stereo broadcasting... evaluate the tradeoffs between interference and station coverage... also investigate proposed quadraphonic systems..."

to which will be compatible with reduced channel spacing."

In a related matter the National Telecommunications & Information Administration of the Commerce Dept. on April 17 filed a petition to the FCC for rulemaking on proposals including reduction of the FM bandwidth to get more stations on the dial.

The reason for FCC consideration of such drastic proposals is largely due to today's fierce competition for the RF (radio frequency) spectrum. Vying for the airwaves are not just the commercial broadcasters, but also private industry, the communications industries, various government agencies including the Defense Dept. and more recently the private citizen who has discovered CB or is "graduating" to ham radio operation.

The significance of the proposal to the hardware and record industries, as well as broadcasting, thus has the FCC puzzled over the lack of response to its Notice of Inquiry.

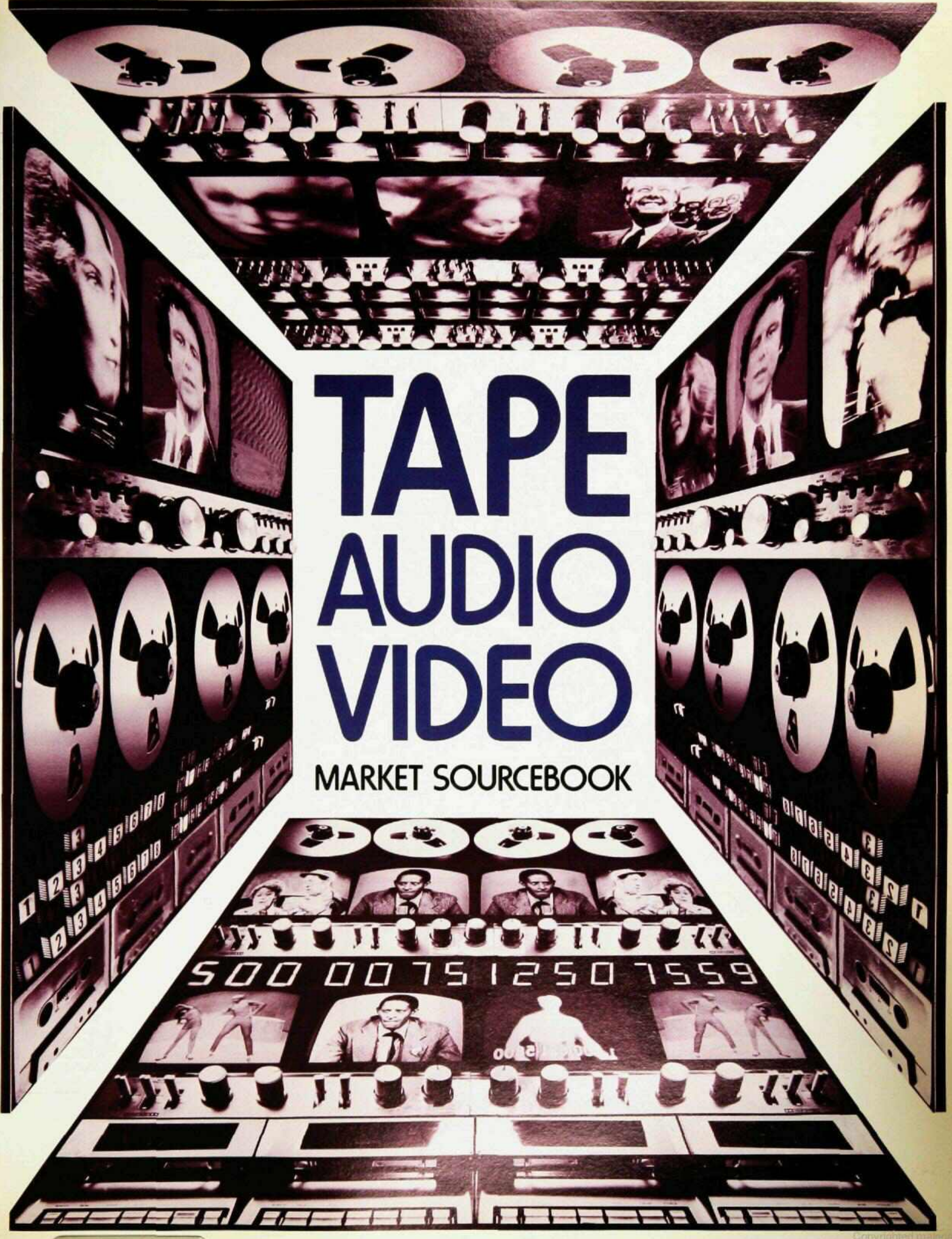
As the proposal appeared within an FCC document concerning quad broadcasting, virtually a dead issue with a large segment of all three industries, it was probably overlooked as a concern indigenous only to quad.

Ironically, discrete (4-4-4) quad broadcasting (for which the FCC seems to have some preference) is least affected by an FM channel bandwidth reduction.

Stereo and mono transmissions are most seriously degraded by a 25% reduction, or in the case of
(Continued on page 45)

TAPE AUDIO VIDEO

MARKET SOURCEBOOK





AWARDED TO Carly Simon
 FOR BOYS IN THE TREES
 STUDIO Atlantic Studios

A reel of recording tape is unfulfilled until an artist makes it priceless by performing. This GOLDEN REEL is a symbol of one such priceless performance, recorded on Ampex professional studio mastering tape, that has joined the ranks of the world's greatest hits.
 Ampex Corporation, Redwood City, California

HELD OVER 2nd BIG YEAR!

We're celebrating the second anniversary of the Ampex Golden Reel Studio Awards. And the number of winners is almost as impressive as the studios themselves. These top recording studios have helped 80 artists and groups win 80 Ampex Golden Reels among them. And those stars have donated over \$80,000 to a wide range of charitable organizations.

Each of our winners recorded the really big hits... singles that sold a million, or albums that sold a half million or more. Naturally, they were all mastered on Ampex tape. Congrats to the studio winners! Thanks for using Ampex tape. We're looking forward to a long run.

AMPEX

Ampex Corporation, Magnetic Tape Division
 301 Broadway, Redwood City, California 94063, 415/367-3887

Golden Reel Winners as of 1/79
 Copyrighted material

TAPE AUDIO VIDEO

MARKET SOURCEBOOK

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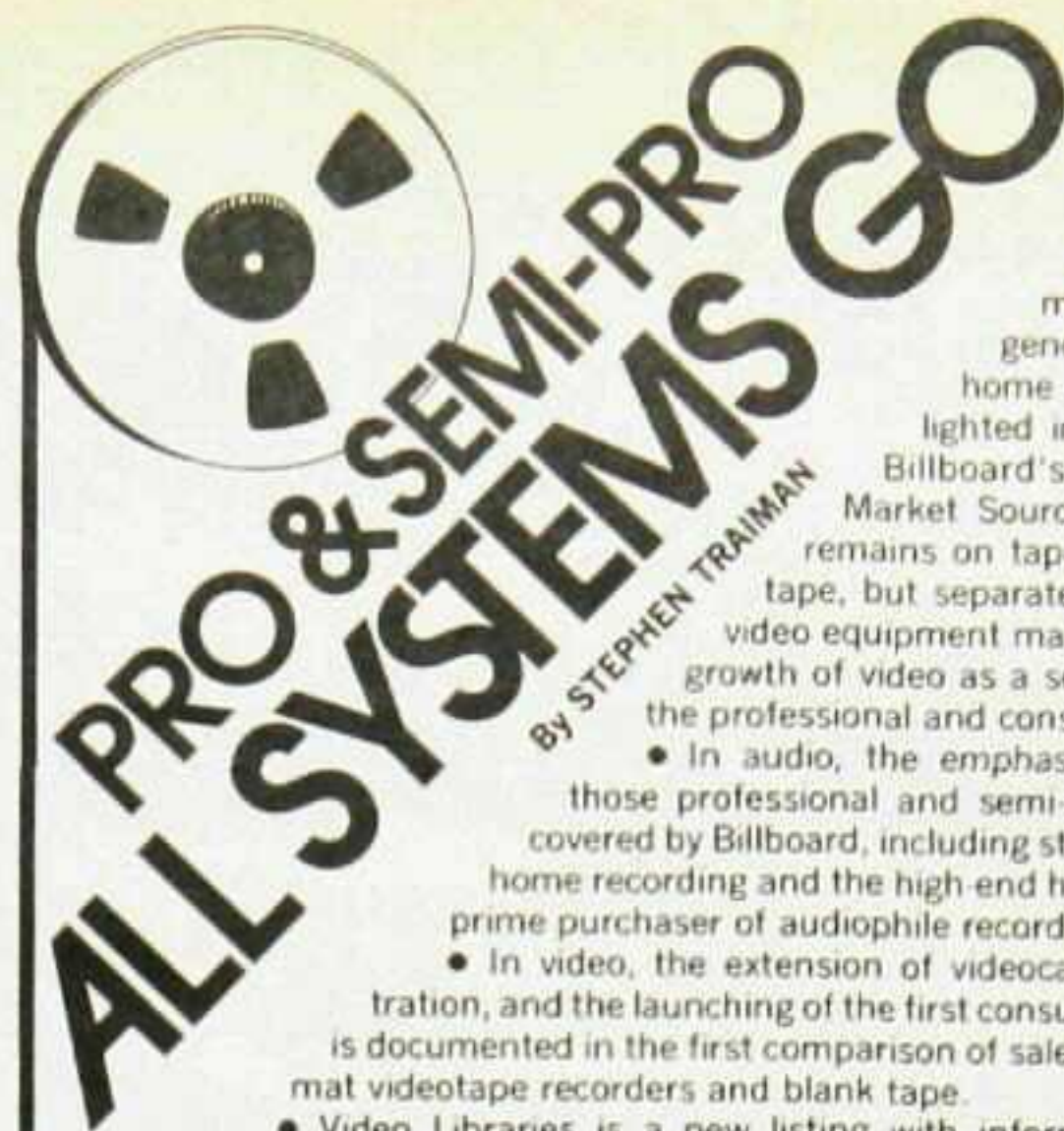
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A new focus on the expanding professional and semi-pro audio markets, and the emergence of a potentially huge home video market are highlighted in this 1979 edition of Billboard's Tape/Audio/Video Market Sourcebook. The emphasis remains on tape hardware and blank tape, but separate listings of audio and video equipment manufacturers reflect the growth of video as a separate entity, in both the professional and consumer areas.

- In audio, the emphasis is shifted more to those professional and semi-pro market segments covered by Billboard, including studio, broadcast, disco, home recording and the high-end hi fi segment that is the prime purchaser of audiophile recordings.
- In video, the extension of videocassette recorder penetration, and the launching of the first consumer videodisk system, is documented in the first comparison of sales of Beta and VHS format videotape recorders and blank tape.
- Video Libraries is a new listing with information on nearly 100 manufacturers and/or distributors of prerecorded video programming in all entertainment topics and duplication formats, as more traditional record/tape chains are adding this new configuration to their sales mix. Of more than 1.2 million units sold in 1978, however, more than two-thirds or 810,000 were X-rated.

Blank tape information is expanded with a grid comparing all list prices on branded—manufactured or marketed—audio and video formats. This is updated from Billboard's annual Spotlight on Blank Tape last August, as provided by manufacturers or marketers.

International listings are broadened to include information on three additional countries for all product, equipment and service categories—France, Switzerland and Belgium.

Updated tables of 1978 versus 1977 figures on factory shipments and retail value of blank audio and video tape, tape hardware, audio components, home videotape recorders and autosound are based on data from Billboard's sister publication, Merchandising (from industry, EIA/CEG and Commerce Dept. sources), with extrapolations by Billboard.

Blank audiotape growth continues to reflect the expansion of the premium market—particularly in cassettes—while 8-track and open reel volume declines as these formats are giving way to dramatic cassette improvements. New metal-particle cassettes, representing another technology advance, went on the market from 3M with the first decks in Japan in December 1978 and the U.S. this spring, and will be reported in the next update. Premium formats show the biggest percentage jump for cassettes, and the smallest drops for 8-track and open reel. Overall audiotape volume was up 10% in 1978 to 220 million units.

In retail value, the rather significant jumps in total dollars reflect both a more accurate breakdown of average unit price in all formats—premium vs. promotional lines—and an undervaluation in 1977. The \$710 million estimated retail value in 1978 is thus significantly above the 1977 figure.

The blank videocassette market also shows dramatic unit sales and retail dollar growth, as the home VTR market began to expand rapidly in 1978. One million households are projected by the end of 1979, just three years after the first Betamax was introduced and twice as fast as color television household penetration in its infancy.

The Beta lead in 1978 volume reflects that format's earlier start, but VHS units should match or exceed the Beta figure in 1979 as the latter configuration is taking a higher overall market share. The higher per unit price of VHS tapes is noted in the overall retail value figures. Totals are impressive—overall unit volume up 83% to 5.5 million tapes, and retail value more than doubled to \$95 million.

Home VTR figures show a 79% jump to 402,000 factory shipments in 1978, with a 44% dollar value increase to more than \$356 million. With twice as many units sold, VHS-format machines took 69% of the unit share and 67% of the retail dollar market, with the RCA VHS units (built by Matsushita) virtually tied for market share lead with the Sony Betamax.

More than 61,000 home video cameras were sold in 1978, about three to one black & white over color, with a value of nearly \$31 million in the growing "home tapes" market. Large screen projection tv zoomed to 54,000 units worth more than \$124 million, for both home and in-store promotional use.

In audiotape hardware, growth of cassettes at the expense of 8-track and open reel is documented by factory shipments in all configurations. Cassette tape decks were up 17% in factory shipments and 18% in retail value over 1977, with portable cassette machines ahead 10.5% in units and 23% in retail value, the latter reflecting more sophisticated recorders, including stereo models.

The continuing expansion of cassette audio—and now video—recording hardware brings the so-called "home piracy" question to more attention, not only in the U.S. but also in every major world music market. The first phase of the Universal/Disney suit vs. Sony and its Betamax alleging movie copyright infringement is over, with no definitive ruling anticipated since the trial judge drastically narrowed the issues. But the State of California is considering the first tax on blank tape and the U.S. Copyright Tribunal is expected to take up the question of home taping effects on royalties later this year. Both situations are evidence that the possibility for a levy on consumer audio and video blank software and recorders is more likely in the future.

The extension of premium tape sales—due in part to the growing demand for better recordings than exist on most disks—is finally having impact. The first commitments of major labels in the U.S. and abroad to digital recording, direct-to-disk and superfi mastering are a long overdue acknowledgement that a market exists for

(Continued on page TAV-4)

Stephen Traiman is Billboard's Tape/Audio/Video and Financial Page Editor.

Only the finest ingredients go into our pancakes.

It goes practically without saying that the company responsible for the leading reference in cassette tapes should offer the finest available pancake product for cassette dupes. And with TDK 1/8" bulk tape for high speed duplication and industrial A/V use, you get the same high performance tape found in our Dynamic cassette, with its low noise and high output characteristics, plus broad dynamic range and low distortion.

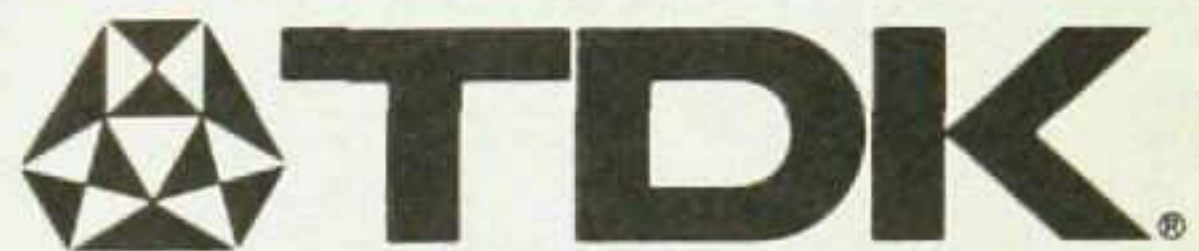
You can also have it ready-loaded into our "Y" series bulk duplicator cassettes, for lifetime warranted jam-proof, dropout-free performance. We're equally particular about our audio/visual, data, endless and leaderless dictation cassettes, as well.

Along with superior performance, TDK 1/4" pancakes offer the added advantage of two separate series: "L," similar to our superb Audua open reel product, and "S," for general purpose applications. Both are supplied on 3600-foot 10 1/2"

NAB bulk hubs. Or, you can buy them on 1200, 1800 and 3600-foot reels.

All TDK products are made with only the finest ingredients, so you can taste their good performance in any industrial and professional application.

So, if you want high quality and reliability in *all* your professional applications, go TDK all the way. Let us show you how TDK professional products can upgrade the quality of your products—and save you time, too. For further information, write us or call (516) 746-0880.



World leader in recording tape technology.



TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

DISTRIBUTION: M/Ret, M/Rep
Product: ETR SERIES speakers

DAHLQUIST INC., 601 Old Wiletts Path, Hauppauge, N.Y. 11787. Tel. (516) 234-5757. Pres. Jon Dahlquist, Sales & Adv. Mgr. Richard A. Frank.
Distribution: M/Ret
Product: Pre-amplifiers, speakers, electronic crossovers

DELTA-T, see Lexicon

DIMENSION, 819 S. Kraemer Blvd., Placentia, Calif. 92670. Tel. (714) 630-5440. Pres. Fred Daleo, Sales & Adv. Mgr. Doug Blackburn.
Distribution: M/Rep
Product: Speakers

DOKORDER INC., 14430 Hindry Ave., Lawndale, Calif. 90260. Tel. (213) 644-4421.
Product: Cassette & open reel (home) recs. players

DOLBY LABS INC., 731 Sansome St., San Francisco, Calif. 94111. Tel. (415) 392-0300. Pres. Ray Dolby, VP Mktg. Ian Allen, Adv. Mgr. Bob Petersen, Applications Eng. Ken Fay.
Product: Noise reducers

DREAD NAUGHT, see Duniap Clarke

DUAL, see United Audio

DU KANE CORP., 2900 DuKane Dr., St. Charles, Ill. 60174. Tel. (312) 584-2300.
Product: Amplifiers, speakers, microphones, equalizers

DUNLAP CLARKE ELECTRONICS, 94 Condor St., East Boston, Mass. 02128. Tel. (617) 569-1288. Pres. Ron Dunlap, VP & Gen. Mgr. James J. Sullivan.
Distribution: M/Ret
Product: DREAD NAUGHT amplifiers, pre-amplifiers

DYNACO INC., PO Box 88, Coles Rd., Blackwood, N.J. 08012. Tel. (609) 228-3200. Pres. Alan Ross.
Distribution: M/Ret, M/C, M/Rep
Product: Amplifiers, pre-amplifiers, tuners, speakers, equalizers

DYNACORD ELECTRONICS INC., 6908 Lawnton St., Philadelphia, Pa. 19128. Tel. (215) 482-4992.
Distribution: M/Rep
Product: Cassette & open reel recs. players, amplifiers, pre-amplifiers, tuners, speakers, turntables, tonearms, phono cartridges, stylus-pickup, microphones (dynamic, ribbon), equalizers, decoders & demodulators, headphones

DYNAVECTOR, see Electrostatic Sound Systems

E M T, see Gotham Audio

E P I, see Epicure Prods.

ERA ACOUSTICS INC., 311 E. Park St., Moonachie, N.J. 07074. Tel. (201) 641-3650. Pres. R.R. Kozlow, Sales Mgr. Sam Eisenberg.
Distribution: M/Ret, M/OEM, ID
Product: POLY PLANAR-MAGITRAN speakers

ES TRANSLATOR DIV., BTM MFG. CO., 2005 Lincoln Ave., Pasadena, Calif. 91103. Tel. (213) 798-0476. Mktg. Dir. Charles R. Miller.
Distribution: M/Rep
Product: Speakers

ESS, see Electrostatic Sound Systems

ETR SERIES, see DWD

EARTH SOUND RESEARCH CORP., 3-A Oval Dr., Central Islip, N.Y. 11722. Tel. (516) 231-4500.
Product: Speakers, equalizers

EDCOR, Hale Ave., Irvine, Calif. 92714. Tel. (714) 556-2740.
Distribution: M/Ret
Product: Microphones (FM wireless)

ELAC/MIRACORD, see Benjamin Electronic

ELECTROSONIC SYSTEMS INC., 5223 Edina Ind'l Blvd., Minneapolis, Minn. 55435. Tel. (612) 835-5787. Pres. & Adv. Mgr. Kevin Curry, Sales Mgr. Robert Stimson, Mktg. Coord. Linda Robie.
Product: Decoders & demodulators

ELECTROSTATIC SOUND SYSTEMS INC. (ESS), 9613 Oates Dr., Sacramento, Calif. 95827. Tel. (916) 362-4102. Pres. Philip Coelho, Sales Mgr. Dwight Renzema, Adv. Mgr. Jeff March.
Distribution: M/Ret, M/OEM, ID, M/Rep
Product: ESS speakers, DYNAVECTOR tonearms, phono cartridges (moving coil)

ELECTRO-VOICE INC. (SUB. OF GULFON INDS. INC.), 600 Cecil St., Dept. 5B, Buchanan, Mich. 49127. Tel. (616) 695-6831. Pres. Robert Pabst, Sales Mgr. Dave Rothfeld, Adv. & Sales Promo. Dir. R. Timothy Rooney.
Branch: Visalia, Calif., 7473 Ave. 304. Zip 93277. Tel. (209) 625-1330.
Distribution: M/Rep
Product: ELECTRO-VOICE microphones (condenser, dynamic), INTERFACE, SENTRY speakers

ELITE MOBILE SOUND DEVICES, see Pyramid Inds.

ELPA MKTG. INDS. INC., PO Box 1050, New Hyde Park, N.Y. 11040. Tel. (516) 746-3002. Pres. E.L. Childs, Sales Mgrs. Eric Block, Bob Haspel, Adv. Mgr. Ed Lesson.
Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip 85260. Tel. (602) 948-1070. Chm. P.W. Kind.
Distribution: M/OEM, M/Rep
Product: THORENS receivers, speakers, turntables

EMILAR CORP., 2837 Coronado St., Anaheim, Calif. 92806. Tel. (714) 532-8500. Pres. Manny Mohager, VP Corp. Mktg. Thomas H. McMahon.
Distribution: M/OEM, M/C, M/Rep
Product: Speakers, hi frequency compression drivers & horns

EMPIRE SCIENTIFIC, 1055 Stewart Ave., Garden City, N.Y. 11530. Tel. (516) 222-1400. Exec. VP. Kenneth I. Busch, Adv. Mgr. John Hegquist.
Int'l branch: Canada
Distribution: M/Rep
Product: Turntables, phono cartridges, stylus-pickup

EPICURE PRODS. INC., 1 Charles St., Newburyport, Mass. 01950. Tel. (617) 462-3181.
Product: EPI, EPICURE speakers

ERA, see Polydax

ERCONA CORP., 2492 Merrick Rd., Bellmore, N.Y. 11710. Tel. (516) 781-2770. Pres. E.B. Frank, Sales Mgr. Melvin Kandell, Adv. Mgr. Eugene Kneiff.
Product: LEAK amplifiers, pre-amplifiers, tuners, receivers, speakers, PML microphones (condenser, dynamic), headphones, "Private Label" speakers, headphones

F A L, see Metro-Lites

F M I, see Fulton Electronics

FERROGRAPH, see Sound Studio

FIDELITONE INC., 207 N. Woodwork Ln., Palatine, Ill. 60067. Tel. (312) 359-8800. Pres. Charles Smith, Nat'l Sales Mgr. Gordon Oakes, Adv. Mgr. Joe Singer.
Int'l branch: Scotland

DISTRIBUTION: M/Ret, M/OEM, ID, M/Rep
Product: Stylus-pickup

FIDELITY RESEARCH OF AMERICA, PO Box 5242, Ventura, Calif. 93003. Tel. (805) 642-9277. Owner Phil Schwartz, Adv. Mgr. Randy Marks.
Distribution: M/Ret, Direct from importer to Retailers
Product: Tonearms, phono cartridges (moving coil), toroidal transformer pre-amplifiers for moving coil cartridges

FISHER CORP., 21314 Lassen St., Chatsworth, Calif. 91311. Tel. (213) 998-7322. Pres.

Howard P. Ladd, Sales Mgr. Dick Huber, Don LaBenda, Pres. Mervyn Baker

Branches: South Plainfield, N.J., 107 Hudson St. Zip 07080. Tel. (201) 968-0000. Branch Mgr. Ralph Kaufman-Morey, Pa., 7 Amber Park. Zip 17003. Tel. (717) 967-2445. W. Ira Horon.

Distribution: M/Rep
Product: Hi-Fi & cassette (boom) record players, amplifiers, tuners, receivers, speakers, turntables

FONS, see Savdell Dig

FORMULA FOUR, see Polk Audio

FORSYTHE AUDIO SYSTEMS, 75 N. Beacon St., Watertown, Mass. 02172. Tel. (617) 926-6107. Pres. Kerton G. Forsythe, Sales Mgr. David Henderson, Adv. Mgr. Richard Lewis.
Distribution: M/Ret
Product: FORSYTHE AUDIO SYSTEMS, ACOUSTIC TRANSDUCER speakers

FONGATE ELECTRONICS, 2000 Pennsylvania Ave., Phoenix, Ariz. 85016. Tel. (602) 248-0700. Mktg. Dir. Jeffrey Ish.
Product: TETRA-2 stereo directionality enhancers

FRANKMANN RESEARCH, PO Box 125, Washington Ave., Greenville, Ohio 45331. Tel. (513) 548-1355.
Distribution: M/Ret, M/End
Product: Speakers

FRAZER INC., 1930 Valley View Ln., Dallas, Tex. 75234. Tel. (214) 241-3441.
Distribution: M/Rep
Product: Amplifiers, speakers, equalizers

FRIED PRODS. CO., 7616 City Line Ave., Philadelphia, Pa. 19151. Tel. (215) 473-7474. Pres. Irving M. Fried, Sales Mgr. H. M. Fried.
Product: Speakers

FULLER ELECTRONICS INC., 55 N. Dickinson St., Chicago, Ill. 60613. Tel. (608) 257-1375.
Distribution: M/Ret, M/OEM, M/End, M/C, ID
Product: CLONE TONE amplifiers, pre-amplifiers, equalizers

FULTON ELECTRONICS, 4429 Zane Ave. N., Minneapolis, Minn. 55422. Tel. (612) 537-7078.
Product: FMI speakers, microphones, NEXUS pre-amplifiers

FURMAN SOUND, 616 Canal St., Suite 25, San Rafael, Calif. 94901. Tel. (415) 456-6766.
Distribution: ID
Product: Pre-amplifiers, equalizers, electronic crossovers, reverb units

G B L INC., 5697 New Peachtree Rd., Chamblee, Ga. 30341. Tel. (404) 455-1553.
Product: Speakers, turntables

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TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

PASO SOUND PRODS. INC., 14 First St., Pelham, N.Y. 10963. Tel. (814) 738-4800. Pres. Paul Mastrangelo.
Distribution: ID, M/Rep.
Product: Amplifiers, pre-amplifiers, speakers, microphones (dynamic).

PEERLESS AUDIO MFG., 40 Jytek Dr., Leominster, Mass. 01453. Tel. (617) 537-6001. Pres. James R. Hancock, VP Mktg. Walter E. Schwartz.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Speakers.

PFANSTIEHL, 3300 Washington St., Waukegan, Ill. 60085. Tel. (312) 623-1360. Pres. Merle R. Nelson. Sales Mgr. C. A. Clinton. Adv. Mgr. Robert B. Wight. (Sold only through authorized dealers & distributors.)
Distribution: M/Ret, M/OEM, ID.
Product: Phono cartridges, stylus-pickup, cables, connectors.

PHASE LINEAR CORP., 20121 48 Ave. W., Lynnwood, Wash. 98036. Tel. (201) 774-3571. Pres. Donald E. Prewett, VP Mktg. Robert E. Merrill. Sales Mgr. Bruce Lowry.

Distribution: M/Ret, M/C, M/Rep.
Product: Amplifier, pre-amplifiers, tuners, noise reducers, audio delay systems.
PHASE MATRIX, see Audioanalyst
PHILIPS HIGH FIDELITY LABS. LTD., 1700 Magnavox Way, Fort Wayne, Ind. 46801. Tel. (219) 432-6516. Pres. & Adv. Mgr. Gerald Orbach, Nat'l Sales Mgr. Phil Weich.
Distribution: M/Rep.
Product: Cassette (home) & open reel (home) recs./players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables.
PHILMORE MFG. CO., 40 Insp Dr., Inwood, N.Y. 11096. Tel. (516) 239-6161. Pres. Jerry Granat.
Branch: North Hollywood, Calif., 11045 Weddington St. Zip 91601. Tel. (213) 763-8241.
Distribution: ID, M/Rep.

Product: Amplifiers, pre-amplifiers, tuners, tonearms, microphones (condenser, dynamic), headphones.
PIONEER, see U. S. Pioneer.
PLASMATRONICS INC., 2460 Alamo SE, Suite 101, Albuquerque, N.M. 87106. Tel. (505) 843-9430. Pres. Alan E. Hill. Sales & Adv. Mgr. Carol A. Hill.
Distribution: M/Ret.
Product: HILL TYPE 1 speakers.
POINT 3, see Great White Whale.
POLK AUDIO INC., 1205 S. Carey St., Baltimore, Md. 21230. Tel. (301) 837-4300. Pres. George M. Klopfer, Sales & Adv. Mgr. Sandy Gross.
Distribution: M/Rep.
Product: POLK speakers, FORMULA FOUR tonearms.
POLYDAX SPEAKER CORP., 2 Park Ave., Suite

2002, New York, N.Y. 10016. Tel. (212) 684-1442.
Product: ERA speakers.
POLYPLANAR-MAGISTRAN, see ERA.
POSTHORN REC'GS., 185 Ave. C, New York, N.Y. 10009. Tel. (212) 677-4062. Pres. Jerry Bruck. Sales Mgr. Noel Harrington.
Distribution: M/End.
Product: SCHOEPS microphones (condenser).
POWER UP, see Kustom Kreation.
PRECEDENT AUDIO PRODS. INC., 306 E. Oliver, Baltimore, Md. 21202. Tel. (301) 585-5620. Pres. & Sales Mgr. Murray Zeligman, VP & Adv. Mgr. Brad Olschansky.
Distribution: M/Rep.
Product: BERNING pre-amplifiers; PRECEDENT speakers; 2-MOD phono cartridges.
PRECISION ELECTRONICS INC./GROMMES-PRECISION, 9101 King St., Franklin Park, Ill. 60131. Tel. (312) 678-5350. Pres. William S. Grommes. Sales Mgr. Robert Franzen. Adv. Mgr. Bill Stow.
Distribution: M/Ret, M/OEM, M/End, M/C, ID, M/Rep.
Product: GROMMES-PRECISION, amplifiers, pre-amplifiers, tuners, receivers, equalizers.

PROFESSIONAL AUDIO SYSTEMS, 1214 W. 252 St., Harbor City, Calif. 90710. Tel. (213) 534-3570. Pres. Larry Doran, Sales Mgr. Marilyn Doran.
Product: PAS speakers.
PROFESSIONAL AUDIO SYSTEMS ENG'G INC., 7330 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel. (213) 982-1141. Pres. Richard Guy, VP. Lon E. LaMaster.
Distribution: M/Ret, M/OEM, M/End, M/C, M/Rep.
Product: PROFESSIONAL MONITOR STANDARD, GTO speakers.
PROFESSIONAL MONITOR STANDARD, see Professional Audio Systems Eng'g.
PROGRAMMA-BUHL, see Buhi Inc.
PULSE TECHNIQUES INC., 1411 Palisade Ave., Teaneck, N.J. 07666. Tel. (201) 837-2575. Sales Mgr. E.R. Shank.
Distribution: M/End, ID.
Product: PULTEC equalizers, filters.

PULTEC, see Pulse Techniques.
PYLEDRIIVER, see Pyle Inds.
PYLE INDS. INC., 501 Center St., Huntington, Ind. 46750. Tel. (219) 356-1200. Pres. Frank Pyle Jr., & Sales Mgr. Mark Pyle. Adv. Mgr. Al Altenhof.
Distribution: M/OEM, ID, M/Rep.
Product: PYLE DRIVER speakers.
PYRAMID INDS./ELITE MOBILE SOUND DEVICES, 12970 Branford St., Arleta, Calif. 91331. Tel. (213) 767-4600. Pres. William J. Schnell. VP. Helen Jameson.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Amplifiers, pre-amplifiers, speakers, equalizers.

Q M I, 21356 Deering Court, Canoga Park, Calif. 91304. Tel. (213) 340-1313. Pres. & Sales Mgr. Gary Goodwin, Adv. Mgrs. Gary Goodwin, Charles Bootjer.
Product: Amplifiers, pre-amplifiers.
Q R K ELECTRONIC PRODS. INC., 1568 N. Sierra Vista Ave., Fresno, Calif. 93703. Tel. (209) 251-4213. WATS (800) 344-2181. Pres. & Adv. Mgr. Robert D. Sidwell. Sales Mgr. Robert Martin.
Distribution: M/Ret, M/OEM, M/End, M/C, ID, M/Rep.
Product: QRK pre-amplifiers; QRK/REX-O-KUT turntables, tonearms.

Q R K/REX-O-KUT, see QRK Electronic.
QUAD, see Audiophile.
QUANTUM AUDIO LABS INC., 1905 Riverside Dr., Glendale, Calif. 91201. Tel. (213) 941-0970.
Product: Pre-amplifiers.
QUIET SOUND SYSTEMS, 105 Walnut, Bloomington, Ind. 47401. Tel. (812) 336-0963.
Product: Speakers.
QYSONIC RESEARCH CORP., 920 S. Piacenza Ave., Piacenza, Calif. 92670. Tel. (714) 630-5321. Pres. J. Phillip Gnevies, VP Mktg. & Adv. Mgr. Steven Dana. Sales Mgrs. Steven Dana, Barry Foster.
Distribution: ID, M/Rep.
Product: Speakers.

R C A COMMERCIAL COMMUNICATIONS SYSTEMS DIV., Front & Cooper Sts., Camden, N.J. 08102. Tel. (609) 338-3000. (Also see listings under VIDEO).
Product: Open reel tape decks/recrs, amplifiers, speakers, turntables, stylus-pickup, microphones, equalizers.
R C S AUDIO INTL INC., 1314 34 St. NW, Washington, D.C. 20007. Tel. (202) 342-0400.
Product: SPENDOR speakers.
R S, see Walker Transducing.
R T R INDS. INC., 8115 Deering Ave., Canoga Park, Calif. 91304. Tel. (213) 883-0116.
Product: Speakers.

RABCO, see Harman Kardon.
RADIO SHACK (DIV. OF TANDY CORP.), 1 Tandy Center, Fort Worth, Tex. 76102. Tel. (817) 390-3011.
Product: REALISTIC 8-tr. & cassette (home, auto) amplifiers, tuners, receivers, speakers, turntables, phono cartridges, microphones (condenser, dynamic), equalizers, headphones.
RAM AUDIO SYSTEMS INC., 17 Jansen St., Danbury, Conn. 06810. Tel. (203) 748-7698. Pres. R. Majestic. Sales Mgr. William Barrett.
Distribution: M/Rep.
Product: Amplifiers, pre-amplifiers, tuners, phono cartridges, stylus-pickup.
RAMKO RESEARCH INC., 11355-A Folsom Blvd., Rancho Cordova, Calif. 95670. Tel. (916) 635-3600. Pres. Ray Kohfeldt. Sales Mgr. Jack M. Ducart. Adv. Mgr. Linda Kohfeldt.
Distribution: M/End, M/Rep.
Product: Amplifiers, pre-amplifiers, equalizers.

RANDALL INSTRUMENTS INC., 1132 Duryea, Irvine, Calif. 92714. Tel. (714) 558-1030. Pres. Donald D. Randall. Sales Mgr. Charles R. Wildener. Adv. Mgr. W. Grower.
Distribution: M/Rep.
Product: Amplifiers, pre-amplifiers, equalizers.
RANK HI FI INC., 20 Bushes Ln., Elmwood Park, N.J. 07407. Tel. (201) 791-7888. Pres. & Adv. Mgr. Geoffrey Miller. Sales Mgr. Karl Jacobs.
Distribution: M/Ret, M/Rep.
Product: WHARFEDALE, LEAK speakers.

REALISTIC, see Radio Shack.
RECOTON CORP., 46-23 Crane St., Long Island City, N.Y. 11101. Tel. (212) 392-6442. Pres. Robert L. Borchardt. Exec. VP. Peter Wish. Reg'l Sales Mgr. Walter Wattenberg. Sales Mgr. George Calvi.
Branch: Culver City, Calif., Marshank Sales, 3940 Higuera St. Zip 90230. Tel. (213) 558-2591. Chief Exec. Norman Marshank.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Speakers, stylus-pickup, microphones (condenser, dynamic), equalizers, headphones.

REFERENCE, see Hartley.
RIM, see D T S-electro-acoustics.
ROTEL OF AMERICA INC., 1055 Saw Mill River Rd., Ardsley, N.Y. 10502. Tel. (914) 693-3355. Pres. Alfred Choy. Sales & Adv. Mgr. Mel Kaplan.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Cassette (home) recrs/players, mixers, amplifiers, pre-amplifiers, tuners.

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TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

- receivers, turntables, equalizers, headphones.
- RUSSCO ELECTRONICS MFG. INC.**, 5690 E. Shields Ave., Fresno, Calif. 93727. Tel. (209) 291-5591. Pres. Russell C. Friend, Sales Mgr. Barbara Gaudin; Adv. Mgr. Pat Delaney.
Distribution: M/Rep.
Product: Amplifiers, pre-amplifiers, turntables, tonearms.
- RYSTL ELECTRONICS CORP.**, 328 NW 170 St., North Miami Beach, Fla. 33169. Tel. (305) 652-3838. Pres. David Riemar, Sales Mgr. R. Riemar, Adv. Mgr. J. Coster.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Cassette (auto) rec's/players, headphones.
- S A E**, see Scientific Audio Electronics.
- S T A R INC.**, 149 Otto Circle, Sacramento, Calif. 95822. Tel. (916) 422-6365.
Distribution: M/Rep.
Product: STR speakers.
- S T R**, see STAR.
- SAMSON**, see Sam Ash.
- SANKYO SEIKI (AMERICA) INC.**, 149 Fifth Ave., New York, N.Y. 10010. Tel. (212) 260-0200. VP: Y. Takeda, Mktg. Dir. Raymond Channes.
Branches: Torrance, Calif., 891 Francisco St. Zip: 90502—Lyndhurst, N.J., 1275 Valley Brook Ave. Zip: 07071. Tel. (201) 835-5414.
Product: Cassette (home) rec's/players, receivers.
- SANSUI ELECTRONICS CORP., PROFESSIONAL DIV.**, 1250 Valley Brook Ave., Lyndhurst, N.J. 07071. Tel. (201) 460-9710. Tel. (201) 460-9710. VP: Noboru Kouchi, Sales Mgr. Kevin Dauphinee.
Branch: Gardena, Calif., 333 W. Alondra Blvd. Zip: 90248. Tel. (213) 532-7670. Reg. 1 Sales Mgr.: K. Yoshino.
Home office: Japan.
Distribution: M/Rep.
Product: Amplifiers, pre-amplifiers, equalizers.
- SANYO ELECTRIC INC.**, 1200 W. Artesia Blvd., Compton, Calif. 90220. Tel. (213) 537-5830. Pres. Y. Takimoto, Sr. VP, Sales & Mktg.; William J. Byron, Adv. Mgr.; Douglas W. Wamsley, PR Mgr.; Florence Towers. (Also see listing under VIDEO).
Distribution: M/Rep.
Product: 8-tr & cassette (home, auto), rec's/players, amplifiers, tuners, receivers, turntables.
- SCHOELER-AKUSTIK**, see DTS—electro-acoustics.
- SCHOEPS**, see Posthorn.
- SCIENTIFIC AUDIO ELECTRONICS INC., (SAE)**, 701 E. Macy St., Los Angeles, Calif. 90012. Tel. (213) 489-7600. Pres. Morris Kessler, Professional Prods. Dir.: Mark P. Cohen.
Distribution: M/Ret.
Product: Amplifiers, tuners, equalizers, noise reducers, headphones, electronic crossovers.
- H H SCOTT INC.**, 20 Commerce Way, Woburn, Mass. 01801. Tel. (617) 933-8800. Pres. Solomon Boucai, Nat'l Sales Mgr.: William Wagner.
Distribution: M/Rep.
Product: Cassette (home) rec's/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables.
- SCULLY REC'G INSTRUMENTS, DIV. OF DICTAPHONE CORP.**, 475 Ellis St., Mountain View, Calif. 94043. Tel. (415) 968-8389. Pres. William Krehbiel, Sales Mgr.: Homer Hull; Adv. Mgr.: Bob Baker.
Branches: Los Angeles, Calif., 548 Kingsley Dr. Zip: 90020. Tel. (213) 360-7960. Western Reg. 1 Mgr.: Phil Flad—Chicago, Ill., 3434 W. Peterson Ave. Zip: 60645. Tel. (312) 583-7878. Midwest Reg. 1 Mgr.: Gareth Nelson—Tenafly, N.J., 285 County Rd. Zip: 07670. Tel. (201) 568-4414. Eastern Reg. 1 Mgr.: Bill Hamilton, Eastern Serv. Mgr.: Ed Zobdinski.
Distribution: M/OEM, ID.
Product: Open reel rec's/players.
- SEAS (USA) INC.**, PO Box 64, Maple Glen, Pa. 19002. Tel. (215) 643-7327. Sales Mgr. (USA): Edward A. Laurent.
Home office: Norway.
Distribution: M/OEM, ID.
Product: Speakers.
- SENNHEISER ELECTRONIC CORP.**, 10 W. 37 St., New York, N.Y. 10018. Tel. (212) 239-0190. Pres.: T. Schillinger, VP: I. Hieret, Sales Mgr.: C. Hofman; Adv. Mgr.: H. Ankermann.
Distribution: ID, M/Rep.
Product: Microphones (condenser, dynamic), headphones.
- SENTRY**, see Electro-Voice.
- SEQUERRA CO. INC.**, 143-11 Archer Ave., Jamaica, N.Y. 11435. Tel. (212) 297-5000.
Distribution: M/Ret.
Product: Tuners.
- SERIES 20**, 20 Jewell St., Moonachie, N.J. 07074. Tel. (201) 440-1220. Mktg. Dir. & Sales Mgr.: Jim Teal.
Distribution: M/Rep.
Product: Amplifiers, pre-amplifiers, tuners, turntables, tonearms, cross-over networks, program source selectors.
- SERVOLINEAR AUDIO PRODS.**, see International Sound.
- SETTON INT'L LTD. (USA)**, 60 Remington Blvd., Ronkonkoma, N.Y. 11779. Tel. (516) 981-1311.
Distribution: M/Ret.
Product: Amplifiers, pre-amplifiers, tuners, receivers, turntables.
- SHAHINIAN ACOUSTICS LTD.**, 4 Selden Court, Selden, N.Y. 11784. Tel. (516) 736-0033. Pres. Richard Shahinian; Gen. & Adv. Mgr. Marc S. Aspesi.
Distribution: M/Ret, M/Rep.
Product: OBELISK, SHAHINIAN ACOUSTICS speakers.
- SHERWOOD ELECTRONIC LABS INC.**, 4300 N. California, Chicago, Ill. 60618. Tel. (312) 478-7300.
Distribution: M/Ret.
Product: Amplifiers, pre-amplifiers, tuners, receivers, equalizers.
- SHOT-GLASS**, see White Electronics.
- SHOWCO MFG. CORP.**, 1225 Round Table, Dallas, Tex. 75247. Tel. (214) 630-7121. Pres. Rusty Brutsche; Gen. Mgr.: Gary Sawyer; Sales Mgrs.: (east) Duncan Tompkins, (west) Rusty Duke.
Product: Speakers.
- SHURE BROS. INC.**, 222 Hartrey Ave., Evanston, Ill. 60204. Tel. (312) 866-2200. Pres. S.N. Shure, Sales Mgr.: L. Morgan; Adv. Mgr.: L. Habich.
Distribution: M/Ret, M/OEM, M/Rep.
Product: Amplifiers, pre-amplifiers, speakers, tonearms, phono cartridges, styli—pickup, microphones (condenser, dynamic, ribbon), equalizers, microphone accessories.
- SIGNET DIV., AUDIO-TECHNICA (US) INC.**, 33 Shawnee Ave., Fairlawn, Ohio 44313. Tel. (216) 836-9302. Pres. (Audio-Technica US): Jon R. Kelly; Nat'l Sales Mgr.: Howard K. Brown; Adv. Mgr.: Donald Kirkendall.
Distribution: M/Rep.
Product: Phono cartridges (magnetic moving coil), styli—pickup, headphones.
- SINDELL ORG.**, 11046 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel. (213) 478-3515. Pres. Gerald Sindell; Sales Mgr.: John Conrad; Adv. Mgr.: Susan Stromberg.
- Distribution:** M/Ret, M/End, M/C, M/Rep.
Product: ARMSTRONG amplifiers, tuners, receivers, speakers, FONS turntables.
- SINUS**, see CCL.
- SLEEPING BEAUTY**, see Great American Sound.
- SMITHALL ELECTRONICS INC.**, 2001 Vine St., Cincinnati, Ohio 45210. Tel. (513) 381-2828. Pres. George C. Smith; Sales Mgr.: Gary Wright; Adv. Mgr.: M.P. Smith.
Distribution: M/Ret, M/OEM, M/End, M/C, ID.
Product: Amplifiers, pre-amplifiers, speakers.
- SNELL ACOUSTICS**, 10 Prince Pl., Newburyport, Mass. 01950. Tel. (617) 462-2642. Pres.: Peter Snell; Sales Mgr.: Henry Suwinsky.
Distribution: M/Ret.
Product: Speakers.
- SOLAR AUDIO PRODS.**, 3228 E. 50 St., Los Angeles, Calif. 90058. Tel. (213) 562-6363.
Product: ULTRALINEAR speakers.
- SOLAR SOUND SYSTEMS**, 339 Fifth Ave., New York, N.Y. 10016. Tel. (212) 689-5730.
Product: 8-tr & cassette rec's/players, headphones.
- SONEX**, see Sumiko.
- SONIC ENERGY SYSTEMS**, 6910 Harwin Dr., Houston, Tex. 77036. Tel. (713) 781-8280.
Distribution: M/Rep.
Product: PARADOX speakers.
- SONIC INT'L CORP.**, 12 Greek Ln., Edison, N.J. 08817. Tel. (201) 287-8900.
Distribution: M/Rep.
Product: SONIC speakers, headphones.
- MONITOR STUDIO LAB speakers**.
- SONIC RESEARCH INC.**, 27 Sugar Hollow Rd., Danbury, Conn. 06810. Tel. (203) 792-8822. Pres.: Peter E. Pritchard, Mktg. & Sales
- Mgr.: George P. Petetin; Adv. Mgr.: Elliot Edrick.
Distribution: M/Ret, M/Rep.
Product: SONUS phono cartridges, styli—pickup.
- SONIC SYSTEMS INC.**, 137 Rowayton Ave., Rowayton, Conn. 06853. Tel. (203) 838-8427. Pres. & Sales Mgr.: Carl Erica.
Distribution: M/Ret, M/End, M/C, ID.
Product: SOUNDSPHERE speakers.
- SONUS**, see Sonic Research.
- SONY CORP. OF AMERICA**, 9 W. 57 St., New York, N.Y. 10019. Tel. (212) 371-5800. Exec.
- VP: Kenji Tamiya; Gen. Mgrs. (tape div.): Teruaki Aoki; (hi-fi div.): Frank Leonard; Adv. Mgr.: John Coghlan; PR Mgr.: Mits Ohki. Local branch: 47-47 Van Dam St., Long Island City 11101. Tel. 361-8600. Eastern Gen. Mgr.: Allen Shevin. (Also see listing under VIDEO).
Branches: Dothan, Ala., Sony Magnetic Prods. Inc. of America, Hwy. 84 W. Zip: 36301. Tel. (205) 793-7655. Exec. VP: Clinton Michaels—Brisbane, Calif., 230 West Hill Pl., Crocker Ind'l Park. Zip: 94005. Tel. (415) 467-4900. Gen. Mgr.: Norm Gallen-

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The 4311: The most popular monitor going. A compact, full-range 3-way.

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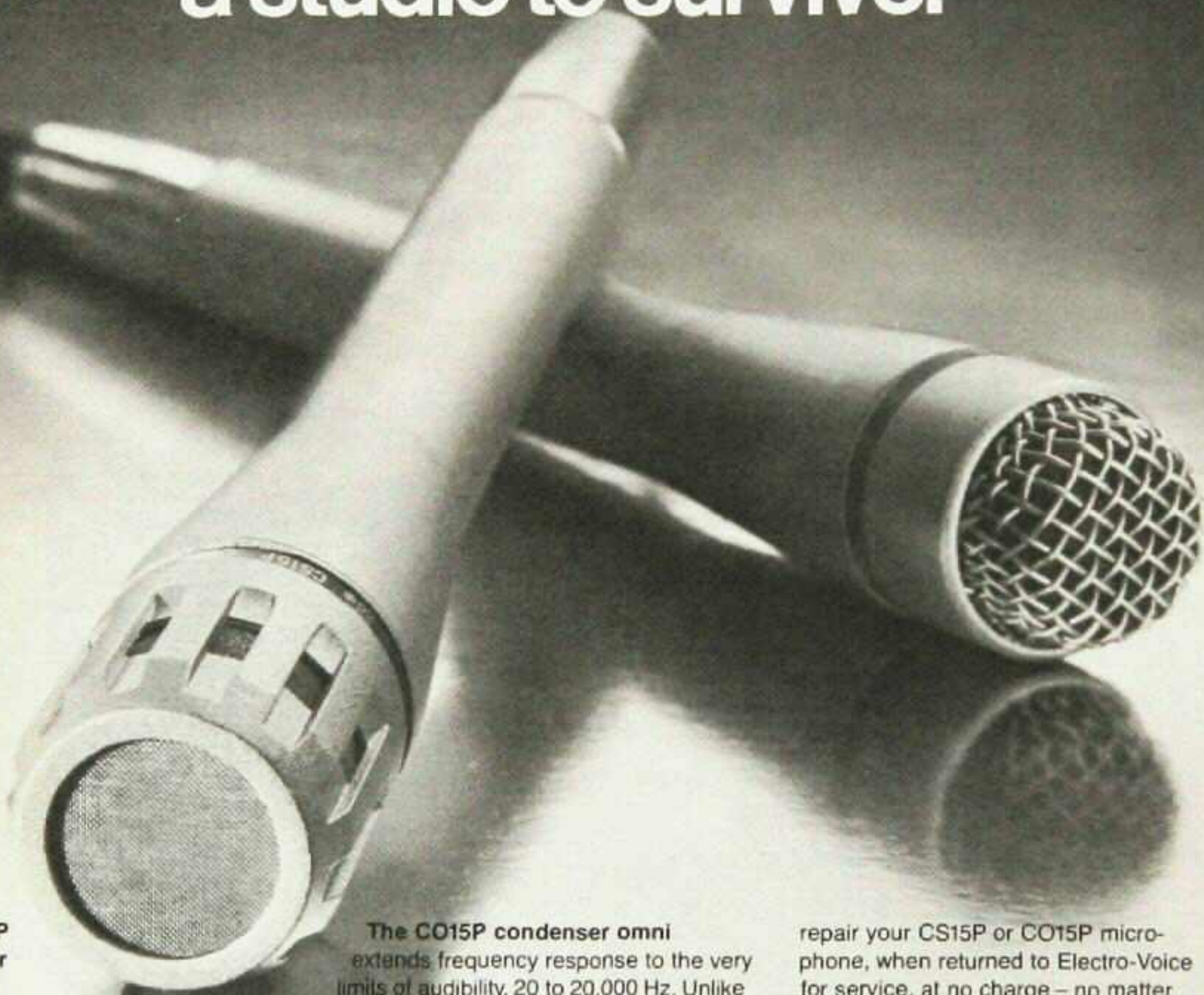
St. Zip: 96814 Tel: (808) 531-5961 Gen. Mgr. M. Nishina—Niles, Ill., 6801 W. Jarvis St. Zip: 60548 Tel: (312) 792-3600 Gen. Mgr. Dick Meyers—Langley Park, Md., 1358 Holton Ln. Zip 20783 Tel: (301) 439-3500—Novi, Mich., 22791 Heslop Dr. Zip 48050 Tel: (313) 348-3500 Gen. Mgr. John Amos—Kansas City, Mo., 10707 Airworld Dr. Zip 64153 Tel: (816) 891-7575 Distribution Mgr. Edwin E. Trainor—Cherry Hill, N.J., 1050 Kings Hwy. N. Suite 200, Zip 08034 Tel: (609) 667-9464 Gen. Mgr. Ira Halpern—Moonachie, N.J., 1 Sony Dr. Zip

07074 Tel: (201) 641-1400 Ass. VP Martin Berman—Cleveland, Ohio, 4650 W. 160 St. Zip 44135 Tel: (216) 433-7722 Gen. Mgr. Tony Utsunomiya—Delano, Pa., Majic Ind'l Park, Zip 18220 Tel: (717) 467-3333 Mgr. William Collins—Dallas, Tex., 9004 Ambassador Row, Zip 75247 Tel: (214) 631-3431 Gen. Mgr. Jim Young
Distribution: Br.
Product: 8-tr., cassette & open reel (home) rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, tonearms, phono cartridges, stylus-pickup, microphones (condenser, dynamic, ribbon), headphones
SOUND BOUND SPEAKERS INC., 805 Ninth St., Goltsberg, Neb. 69138, Tel: (308) 537-2998
Product: Speakers
SOUND CONCEPTS INC., PO Box 135, 27 New-

ell Rd., Brookline, Mass. 02145, Tel: (617) 566-0110 Pres. Joel M. Cohen; Sales Dir. Howard C. Jacks; Adv. Mgr. Dick Lewis
Distribution: M/Ret, M/Rep
Product: Time delay systems
SOUNDCRAFTSMEN INC., 2200 S. Ritchey St., Santa Ana, Calif. 92705 Tel: (714) 556-6191 Pres. Ralph Yeomans; Sales Mgr. Roger Hagemeier
Distribution: M/Rep
Product: Amplifiers, pre-amplifiers, equalizers
SOUND & LIGHT CO. INC., 1169 Tower Rd., Schaumburg, Ill. 60795 Tel: (312) 885-2341 Pres. J. Boyd Hildebrandt; Sales Mgr. Bill Griffin; Adv. Mgr. Kevin McKenna
Product: Equalizers, amplifier fail-safe units
SOUND PANEL, see Meteor
SOUNDSPHERE, see Sonic Systems

SOUND STUDIO LTD., 1438 Mountain View Rd., Rapid City, S.D. 57701 Tel: (605) 342-9917 Pres. Donald Bolmgren; Sales & Adv. Mgr. Earl Darling
Distribution: M/Ret
Product: NEAL cassette (home) & FERRO-GRAPH open reel (professional) rec'rs/players
SOUND TECH SYSTEMS (formerly Krypton Electronics Corp.), 18 Miled Way, Avenel, N.J. 07001 Tel: (201) 574-2777 Pres. Richard Beda, VP & Adv. Mgr. Steven Beda; Sales Mgr. Mike Jaso
Distribution: M/Ret, M/OEM, M/End, ID, M/Rep
Product: 8-tr. & cassette (home) rec'rs/players, receivers, speakers, turntables, equalizers
SOUTHWEST TECHNICAL PRODS. CORP., 219 W. Rhapsody, San Antonio, Tex. 78216, Tel: (512) 344-0241
Product: Amplifiers, pre-amplifiers, equalizers, decoders & demodulators
SPEAKERLAB INC., 735 N. Northlake Way, Seattle, Wash. 98103 Tel: (206) 633-5020 Pres. Jim Klein
Distribution: M/End, M/C, Br.
Product: Speakers
SPECKMAN, see JWS Acoustic Design
SPECTRO ACOUSTICS, INC., 3200 George Washington Way, Richland, Wash. 99352 Tel: (509) 375-3082 Pres. G.L. Maddox
Distribution: M/Ret
Product: Amplifiers, pre-amplifiers, tuners, equalizers
SPECTRUM BY ARISTA, see Arista
SPENDOR, see RCS Audio
STAGE, see Unicorn
STANTON MAGNETICS INC., 200 Terminal Dr., Plainview, N.Y. 11803, Tel: (516) 681-0200 Pres. Walter G. Stanton; VP Professional Prods. Jim Fox; Professional Prods. Nat'l Sales Mgr. Pete Bidwell
Distribution: M/OEM
Product: Pre-amplifiers, turntables, phono cartridges, stylus-pickup, headphones
STARK DESIGNS CO., 1211 Brantford St., Sun Valley, Calif. 91352 Tel: (213) 895-0555 Pres. & Adv. Mgr. John M. Starkweather; Bus. & Sales Mgr. Lee A. Starkweather
Product: Speakers
STAX, see American Audioport
STEPHENS ELECTRONICS INC., 3513 Pacific Ave., Burbank, Calif. 91505, Tel: (213) 842-5116
Product: Open reel (1/2", 1", 2" professional) rec'rs/players, SMPTE code synchronizers
STERLING HI-FIDELITY INC., 22-20 40 Ave., Long Island City, N.Y. 11101, Tel: (212) 361-8989 Pres. L. Silver, VP: R. Silver, Sales Mgr. G. Weinstein
Product: NORDMENDE speakers, headphones
STRAIGHTAWAY, see David Clark
STUDER REVOX AMERICA INC., 1819 Broadway, Nashville, Tenn. 37203 Tel: (615) 329-9576 Pres. Bruno Hochstrasser; Sales Mgr. Rob Robinson
Branches: Van Nuys, Calif., 14046 Burbank Blvd. Zip: 91401 Tel: (213) 780-4234 Mgr. Bill Van Doren—New York, N.Y., 155 Ave. of the Americas, Zip: 10014 Tel: (212) 255-4462 Mgr. Fred Layne
Distribution: M/Rep
Product: Open reel (home, professional) rec'rs/players, amplifiers, tuners, speakers, turntables, microphones (dynamic), headphones
STUDIO LAB, see Sonic Int'l
SUMIKO INC., PO Box 5046, Berkeley, Calif. 94705 Tel: (415) 843-4500 Pres. Blair M. Boyd; Sales Mgr. Bob Graves; Adv. Mgr. Mark Kelly; Technical Servs. Dir. David Fletcher
Distribution: M/Ret
Product: SONEX speakers; GRACE tonearms, phono cartridges, stylus-pickup; SUPLEX phono cartridges, stylus-pickup; LUSTRE tonearms; ANDANTE phono cartridges, stylus-pickup; PREMIER phono cartridges (moving coil), step-up transformers
SUNN MUSICAL EQUIP. CO., Ambum Ind'l Park, Tualatin, Ore. 97062, Tel: (503) 638-6551 Pres. Larry Lynn; Sales Dir. Robert Yaruss
Branch: Williamstown, Ky., 107 Industrial Rd. Zip: 41057 Tel: (606) 824-5091 Plant Mgr. Mike Dockendorf
Distribution: M/Ret, M/Rep
Product: Amplifiers, pre-amplifiers, speakers, microphones (condenser, dynamic)
SUPEREX ELECTRONICS CORP., 151 Ludlow St., Yonkers, N.Y. 10705, Tel: (914) 965-6906 Mktg. Dir. Michael Solomon; Sales Mgr. Hal Rothenberg
Distribution: M/Ret, M/OEM, M/Rep
Product: AUDIO SCIENTIFIC amplifiers, pre-amplifiers, equalizers; SUPEREX headphones, tape duplication switchers
SUPER RED, see Audiomarketing
SUPERSCOPE INC., 20525 Nordhoff St., Chatsworth, Calif. 91311, Tel: (213) 998-9333 Pres. Joseph S. Tushinsky, VP Sales: Paul A. Markoff
Branches: Itasca, Ill., 1300 Norwood Ave. Zip: 60143 Tel: (312) 773-2810—Wabun, Mass., 24 Cummings Park, Zip: 01801, Tel: (617) 935-8250—Woodside, N.Y., 56-08 37 Ave. Zip: 11377 Tel: (212) 446-1275
Distribution: Br. M/Rep
Product: SUPERSCOPE 8-tr. (home), MARANTZ SUPERSCOPE cassette (home, auto, portable, professional) rec'rs/players; SUPERSCOPE speakers, microphones (condenser), headphones; MARANTZ amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, decoders & demodulators
SUPER SOUND PANEL, see Meteor
SUPLEX, see Sumiko
SUPREME, see Keating Custom Electronics
SWITCHCRAFT INC., 5555 N. Elston Ave., Chicago, Ill. 60630, Tel: (312) 792-2700 Pres. R. Dowling; Sales Dir. G. Mills; Adv. Mgr. G. Zip
Distribution: M/OEM, M/C, ID, M/Rep
Product: Dolby FM compensators, audio cable assemblies
TANBERG OF AMERICA INC., Labriola Court, Armonk, N.Y. 10504, Tel: (914) 273-9150 Pres. Kjell S. Hoel; Sales Mgr. Kevin J. Byrne; Adv. Mgr. Bryan Stanton
Distribution: M/Ret, M/Rep
Product: Cassette & open reel (home) rec'rs/players, receivers, speakers, microphones (dynamic)
TANNOY-ORTOFON INC., 122 Dupont St., Plainview, N.Y. 11803, Tel: (516) 681-4000
Distribution: M/Ret
Product: TANN0Y speakers; ORTOFON phono cartridges, stylus-pickup
TAPCO (TECHNICAL AUDIO PRODS. CORP.), 3810 148 Ave. NE, Redmond, Wash. 98052, Tel: (206) 883-3510
Product: Amplifiers, equalizers, reverbation systems
TAPE-ATHON CORP., PO Box 814, 502 S. Isis, Inglewood, Calif. 90301, Tel: (213) 776-6933 Pres. Lee Tate, Exec. VP. Wally Rubin, Sales Mgr. Bob Mayfield, Adv. Mgr. Bob Haller
Distribution: ID, M/Rep
Product: TRAK-4 open reel (professional) rec'rs/players
TASCAM, see Teac
TEAC CORP. OF AMERICA, 7733 Telegraph Rd., Montebello, Calif. 90640, Tel: (213) 726-0303 Pres. N. Taffara; Sales Mgrs

Studio quality microphones that don't need a studio to survive.



The CS15P condenser cardioid microphone is equally at home in a recording environment or broadcast studio. When hand-held it puts sex appeal in a voice with its bass-boosting proximity effect. With shaped high-frequency response and its ability to handle high sound pressure levels (140dB with 1% THD at 1kHz), the CS15P is ideal for close-up vocal or solo instrument miking applications.

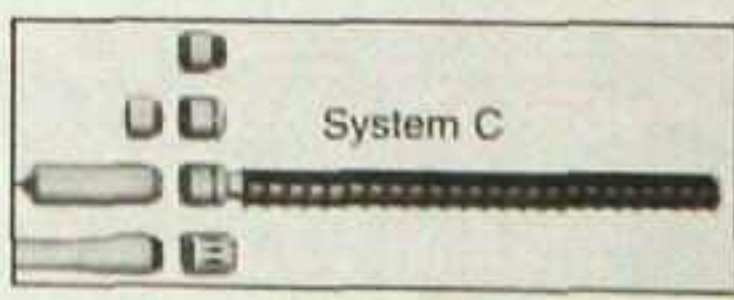
When boom mounted, the CS15P has better gain-before-feedback and a better signal-to-noise ratio than most shot-guns. It's phantom powered and it's rugged.

The CO15P condenser omni extends frequency response to the very limits of audibility, 20 to 20,000 Hz. Unlike other "omni's," the CO15P maintains its omnidirectional polar pattern at the very highest frequencies. Perfect for the distant miking of an entire orchestra as well as up close on individual instruments. And like the CS15P, it's phantom powered and it's rugged.

The Electro-Voice warranty Electro-Voice backs up these two microphones with the only unconditional warranty in the business: for two years we will replace or

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We can do this because we build these microphones to meet our standards for performance, ruggedness and durability. We accept nothing less, and if you're a professional, buying a professional quality microphone, you shouldn't either.



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 600 Cecil Street, Buchanan, Michigan 49107

Barry G. Gorman, David Owen, Bill Mohrhorst
 Adv. Mgr. **Ray Holtz** (also see listing under VIDEO)

Branch: Little Ferry, N.J., 63 Bergen Trpk. Zip 07643. Tel. (201) 641-5600. Office Mgr. I. Miyachi.

Distribution: M/Rep.
Product: TEAC cassette (home) open reel (home, professional) & Elcaset rec's/players, microphones (condenser, dynamic), equalizers, noise reducers, MICRO-SEIKI turntables, tonearms, TASCAM open reel (professional) rec's/players, noise reducers.

TECH-CRAFT BY PANASONIC, see Panasonic.

TECHNICS BY PANASONIC, see Panasonic.

TELCOM, see Gotham Audio.

TELEDYNE, see Olson Electronics.

TELEFUNKEN, see Gotham Audio.

TELEPHONICS (DIV. OF ISC), 770 Park Ave., Huntington, N.Y. 11743. Tel. (516) 549-6000.

Product: Headphones.

TELEX COMMUNICATIONS INC., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel. (612) 884-4051. Pres. Ansel Kleiman, VP. Mktg. James Arrington, Mktg. Servs. Dir. Peter Schwarz, Mktg. Dir. (Pro Audio Prods.) Don Meren.

Distribution: M/OEM, ID, M/Rep.
Product: TELEX 8-ir, cassette & open reel rec's/players, cartridge tape equip. (NAB standard), pre-amplifiers, headphones, TELEX/MAGNECORDER open reel (professional) rec's/players.

TELEX/MAGNECORDER, see Telex Communications.

TEMPO, see Oxford Speaker.

TETRA-2, see Fosgate.

THAEDRA, see Great American Sound.

THALIA, see Great American Sound.

THOEBE, see Great American Sound.

THOMPSON-CSF LABS., 37 Brownhouse Rd., Stamford, Conn. 06902. Tel. (203) 327-7700. Pres. Renville H. McMann, VP & Mktg. Dir. William Fink, Adv. Mgr. Robert J. Estony.

Branches: **LaCanada, Calif.**, PO Box 36, 2016 Tondolea Ln. Zip: 91011. Tel. (213) 790-4393. Reg'l Mgr. Jim Smith—**Americus, Ga.**, PO Box 623, 522 S. Lee St. Zip: 31709. Tel. (912) 924-2421. (8309). Reg'l Mgr. Bud Mills—**St. Louis, Mo.**, 396 Chez Paree Dr. Zip: 63042. Tel. (314) 831-3320. Reg'l Sales Mgr. Harvey Caplan—**Allet, Tex.**, PO Box 903, 11911 Sixth St. Zip: 77411. Tel. (713) 495-3195, 933-1700. Southwest Reg'l Mgr. Martin J. McGreevy—**Alexandria, Va.**, 8519 Buckboard Dr. Zip: 22308. Tel. (703) 360-3288, (202) 296-9189. District Liaison Sales Mgr. Al Audick.

Distribution: M/OEM, M/End, M/C, ID.
Product: THOMPSON-CSF amplifiers (distribution), microphones (wireless), equalizers, AUDIMAX automatic level control, VOLUMAX automatic peak controller.

THORENS, see Elpa Mktg.

3 M CO., 3M Center, St. Paul, Minn. 55101. Tel. (612) 733-9653. A/V Div. Adv. Mgr. Pete Gavin, Mincom Div. Adv. Mgr. Dick Johnson, PR Supervisor. Clark Duffey.

Distribution: M/OEM, M/End, ID, Br.
Product: 3M open reel (professional) rec's/players, WOLLENSAK cassette (audio-visual sync) rec's/players.

TONMEISTER INSTRUMENTS INC., 4007 NE Sixth Ave., Fort Lauderdale, Fla. 33334. Tel. (305) 566-2853. Pres. Lutz H. Meyer.

Distribution: ID.
Product: ADVANCED MUSIC SYSTEMS digital delays systems, R. BARTH limiter/compressors, WOELKE test equip.

TOSHIBA AMERICA INC., 280 Park Ave., New York, N.Y. 10017. Tel. (212) 557-0200. Pres. Motoo Shingo, Sales Mgr. (audio) Peter Dyke. (Also see listing under VIDEO)

Distribution: M/Ret, ID, M/Rep.
Product: Cassette rec's/players (home), amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, microphones (condenser), headphones (electret).

TRACER, see BML Electronics.

TRAK-4, see Tape-Athon.

TRANSCRIPTOR-MICHELL, see Audiophile.

TRANSDUCTION LTD., Box 608, Bristol, Pa. 19007. Tel. (215) 945-7563. Sales Mgr. R.A. Etter.

Distribution: M/Ret, M/C.
Product: Amplifiers, pre-amplifiers, speakers.

TRIANGLE ACOUSTICS INC., 6211 SW 116 Pl., Miami, Fla. 33173. Tel. (305) 595-8234. Pres. Todd Gifford Smith, Sales Mgr. Tom Waters, Adv. Mgr. Karen Smith.

Distribution: M/Ret, M/Rep.
Product: TRI-DELTA speakers.

TRI-DELTA, see Triangle Acoustics.

TROUPER SERIES, see Uni-Sync.

TRUSONIC, see Utah Electronics.

TURNER DIV., CONRAC CORP., 716 Oakland Rd. NE, Cedar Rapids, Iowa. 52403. Tel. (319) 366-8311.

Product: Microphones (dynamic).

U.S. PIONEER ELECTRONICS CORP., 65 Oxford Dr., Moonachie, N.J. 07074. Tel. (201) 440-8100. Pres. Bernie Mitchell, Sr. VP & Sales Mgr. Ken Kai, Adv. Mgr. Steve Elgort, PR Dir. Ronald F. Petty.

Branches: **Gardena, Calif.**, PO Box 70, 13300 S. Estrella Ave. Zip: 90247. Tel. (213) 323-3101. Reg'l VP. Marvin Lazansky—**Elk Grove Village, Ill.**, 737 Fargo Ave. Zip: 60007. Tel. (312) 593-2960. Reg'l Sales Mgr. Tom Friel—**Irving, Tex.**, 1875 Walnut Hill Ln. Zip: 75062. Tel. (214) 258-0200. Reg'l Sales Mgr. Phil Green.

Distribution: M/Rep.
Product: PIONEER cassette & open reel (home, professional) rec's/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, microphones (dynamic), equalizers, headphones.

UHER, see Minerott.

ULTRALINEAR, see Solar Audio.

UNICORD DIV., GULF + WESTERN MFG. CO., 89 Frost St., Westbury, N.Y. 11590. Tel. (516) 333-9100. Pres. S. Hack, Mktg. & Sales Dir. M. Haber.

Distribution: M/Ret.
Product: UNIVOX microphones (condenser, dynamic), STAGE, MARSHALL amplifiers, KORG echo units, vocoders.

UNI-SYNC INC., 742 Hampshire Rd., Westlake Village, Calif. 91361. Tel. (805) 497-0766. Pres. Michael Ragsdale, Sales Mgr. Jay Simmons.

Distribution: M/Rep.
Product: TROUPER SERIES equalizers, UNISYNC amplifiers.

UNITED AUDIO PRODS. INC., 120 S. Columbus Ave., Mount Vernon, N.Y. 10553. Tel. (914) 664-6211.

Product: DUAL cassette (home) rec's/players, turntables.

UNITED RESEARCH LAB. CORP., 881 Fifth Ave., New York, N.Y. 10022. Tel. (212) 751-4663. Pres. George Adams, Sales Mgr. Mrs. Lee Rand, Adv. Mgr. Anita Adams. Local branch: 16 E. 52 St. Zip: 10022.

Distribution: M/End, M/C, ID, M/Rep.
Product: AUTO-TEC open reel (professional) rec's/players, amplifiers.

UNIVOX, see Unicord.

UTAH ELECTRONICS, 1124 E. Franklin St., Huntington, Ind. 46750. Tel. (219) 356-5800.
Product: TRUSONIC & UTAH speakers.

V A SYSTEMS INC., 12217 Riverwood Dr., Burnsville, Minn. 55337. Tel. (612) 890-7606. Pres. Al Clark.

Distribution: M/Ret, ID, M/Rep.
Product: AN ALSTINE amplifiers, pre-amplifiers, VA SYSTEMS turntables, tonearms.

VAN ALSTINE, see VA Systems.

VANDERSTEEN AUDIO, 1018 S. Moorway Blvd., Visalia, Calif. 93277. Tel. (209) 625-0679. Pres. Richard Vandersteent, Sales Mgr. Nevin House, Adv. Mgr. Greg Belemjian, Opns. Mgr. Paul Norcross.

Distribution: M/Ret.
Product: Speakers, turntables.

VERITAS ELECTRONICS CORP., 22 Grand Ave., Farmingdale, N.Y. 11735. Tel. (516) 541-5373.

Product: Pre-amplifiers, headphones.

VISONIK OF AMERICA INC., 1177 65 St., Oakland, Calif. 94608. Tel. (415) 653-9711. Pres. Henry Eberle, Sales Mgrs. (asst) Helmut Stieglitz, (west) Douglas Kim.

Distribution: M/Ret.

Product: Speakers, turntables.

VOLUMAX, see Thomson-CSF.

WALD SOUND INC., 11131 Mira, Sun Valley, Calif. 91352. Tel. (213) 816-0480.
Product: Speakers.

WALKER TRANSDUCING SYSTEMS INC., 1905 E. Maple Rd., Troy, Mich. 48064. Tel. (313) 528-1449.
Product: RS speakers.

WATSON, see Great White Whale.

WHARFEDALE, see Rank Hi Fi.

WHITE ELECTRONICS, 800 Morse Ave., Schaumburg, Ill. 60193. Tel. (312) 529-7580.
Product: SHOT-GLASS speakers.

WIXON AUDIO ENG. G., 118 S. Clinton St., Chicago, Ill. 60606. Tel. (312) 454-1303. Pres. David Wixon, Chief Eng. Berne Wixon.

Branch: **Palos Verdes Estates, Calif.**, 655 Deep Valley Rd., No. 6. Zip: 90274. Tel. (213) 541-7328. Reg'l Sales Dir. Mal Kuhn.

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Distribution: M/End, M/C, M/Rep.
Product: Speakers.

WOELKE, see Tonmeister.

WOLLENSAK, see 3M Co.

WOOD SPECIALTY PRODS., 1501 Vine St., Harrisonville, Mo. 64701. Tel. (816) 884-5113. Pres. David Kinney, VP, Gen. & Adv. Mgr. Roy L. Johnson.

Distribution: M/Rep.
Product: PARALLAX speakers.

WORLDEX MFG. CO. LTD., 1212 N. La Brea Ave., Hollywood, Calif. 90038. Tel. (213) 466-3324.

Product: Amplifiers, speakers, turntables.

X K, see Kustom Creations.

YAMAHA INT'L CORP., 6600 Drangefhorpe Ave., Buena Park, Calif. 90620. Tel. (714) 522-9105. Pres. Ryu Higashiyama, VP. Stewart Greenberg, Prod. Specialist Alan Ohara.

Product: Cassette (home) rec's/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, decoders & demodulators.

Z-MOD, see Precedent.

ZODIAC, see Hartley.

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means you can upgrade your equipment as we upgrade the technology. You remain state-of-the-art because we're state-of-the-art.

But don't take our word for it. Ask anyone who owns Gauss equipment why they own Gauss equipment... instead of something else. The answer will probably be that they can't afford to own anything cheaper. Because Gauss delivers.

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SELECTAVISION, see RCA
SONY CORP. OF AMERICA, 9 W. 57 St., New York, N.Y. 10019 Tel: (212) 371-5800. Exec. VP. Kenji Tamaya, Gen. Mgrs. (tape div.) Teruaki Aoki, (hi-fi div.) Frank Leonard; Adv. Mgr.: John Coghlan, PR Mgr.: Mits Ohki. Local branch: 47-47 Van Dam St., Long Island City 11101. Tel: 361-8600. Eastern Gen. Mgr.: Allen Shevin. (Also see listing under AUDIO)
Branches: Dothan, Ala., Sony Magnatic Prods. Inc. of America, Hwy. 84 W. Zip: 36301. Tel: (205) 793-7655. Exec. VP. Clinton Michaelis—Brisbane, Calif., 230 West Hill Pl., Crocker Ind'l Park. Zip: 94005. Tel: (415) 467-4900. Gen. Mgr.: Norm Gallentine—Compton, Calif., 700 W. Artesia Blvd. Zip: 90220. Tel: (213) 537-4300. Gen. Mgr.: Dick Komiyama—Palo Alto, Calif., Video Technology Center, 1003 Elwell Court. Zip: 94303. Tel: (415) 965-8700. Ass't VP: Grant M. Smith—San Diego, Calif., 16450 W. Bernardo Dr. Zip: 92127. Tel: (714) 487-8500. Gen. Mgr.: Shiro Yamada—Miami, Fla., 5125 NW 165 St. Zip: 33014. Tel: (305) 624-6565. Gen. Mgr.: Barry Mitchell—Atlanta, Ga., 2300 Peachford Rd., Suite 2131. Zip: 30238. Tel: (404) 451-7501. Gen. Mgr.: Roland Martin—Honolulu, Hawaii, 1020 Auahi St. Zip: 96814. Tel: (808) 531-5981. Gen. Mgr.: M. Nishina—Niles, Ill., 6801 W. Jarvis St. Zip: 60648. Tel: (312) 792-3600. Gen. Mgr.: Dick Meyers—Langley Park, Md., 1358 Holton Ln. Zip: 20783. Tel: (301) 439-3500—Novi, Mich., 22791 Heslop Dr. Zip: 48050. Tel: (313) 348-3500. Gen. Mgr.: John Arnos—Kansas City, Mo., 10707 Airworld Dr. Zip: 64153. Tel: (816) 891-7575. Distribution Mgr.: Edwin E. Trainor—Cherry Hill, N.J., 1050 Kings Hwy. N., Suite 200. Zip: 08034. Tel: (609) 667-9464. Gen. Mgr.: Ira Halpern—Moonachie, N.J., 1 Sony Dr. Zip: 07074. Tel: (201) 641-1400. Ass't VP: Martin Berman—Cleveland, Ohio, 4650 W. 160 St. Zip: 44135. Tel: (216) 433-7722. Gen. Mgr.: Tony Utsunomiya—Delano, Pa., Majic Ind'l Park. Zip: 18220. Tel: (717) 467-3333. Mgr.: William Collins—Dallas, Tex., 9004 Ambassador Row. Zip: 75247. Tel: (214) 631-3431. Gen. Mgr.: Jim Young.
Distribution: Br.
Product: BETAMAX videocassette rec'rs/players (Beta). SONY closed circuit cameras.
SUPERVISION, see Professional Audio Video Servs.
SYLVANIA, see GTE
TANDOM DIV., UNITED VENTURES INC., 2323 Bluemound Rd., Waukesha, Wis. 53186. Tel: (414) 786-6797. Pres.: H.G. Shambaugh; Sales & Adv. Mgr.: R. Nielsen.
Distribution: M/C, ID, M/Rep.
Product: Large screen television/video projectors, video projection screens.
TAPE HEAD CO. INC., 685 S. State St., Salt Lake City, Utah 84111. Tel: (801) 521-3838. Pres.: Stan Schubach.
Distribution: M/Ret, M/End, M/C
Product: TELEPROSYS SYSTEMS large

screen television/video projectors.
TEAC CORP. OF AMERICA, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Pres.: N. Tamura, Sales Mgrs.: Barry Goldman, David Oren, Bill Mohrhoff, Adv. Mgr.: Tay Hotta. (Also see listing under AUDIO)
Branch: Little Ferry, N.J., 83 Bergen Tpk. Zip: 07643. Tel: (201) 641-5600. Office Mgr.: I. Miyauchi.
Distribution: M/Rep.
Product: Video tape rec'rs/players (U-matic).
TELEBEAM, see Kalart Victor.
TELE-CINEMA, 7225 Montgomery Rd., Cincinnati, Ohio 45236. Tel: (513) 964-6888.
Product: Projection television.
TELEPROSYS SYSTEMS, see Tape Head Co.
TELE-VIDEO THEATRES INC., 2900 N. Rice St.,

St. Paul, Minn. 55113. Tel: (612) 484-8458. Pres.: Ron Schotzko, Nat'l Sales Mgr.: Dwight Rivard, Adv. Mgr.: Kenno Wolfe.
Distribution: M/Ret, M/OEM, ID, M/Rep.
Product: Large screen television/video projectors (systems & kits).
TELE VUE OPTICS INC., 15 Green Hill Ln., Spring Valley, N.Y. 10977. Tel: (914) 354-4262. Pres. & Sales Mgr.: Albert Nagler.
Distribution: M/OEM.
Product: Lenses for projection television.
THEATERVISION, see Allan Markoff.
THEATERVISION INC., 671-A Southlawn Ln., Rockville, Md. 20850. Tel: (301) 762-0421. Pres.: Lee S. Gerson, Exec. VP: Ben Butler, Adv. Mgr.: Gill Elliott.
Distribution: M/Ret, M/OEM, M/End, M/C, ID, Br, M/Rep.
Product: Large screen television/video pro-

jectors, speakers for large screen television.
TOSHIBA AMERICA INC., 280 Park Ave., New York, N.Y. 10017. Tel: (212) 557-0200. Pres.: Motoo Sanjo, Adv. Mgr.: Richard Meidenbauer. (Also see listings under AUDIO).
Distribution: M/Ret, ID, M/Rep.
Product: Videocassette rec'rs/players (Beta), closed circuit cameras.
TRANSVISION CORP., 5627 Paradise Dr., Corte Madera, Calif. 94925. Tel: (415) 924-6963. Pres.: John Edmister, Sales Mgr.: Bruce Joki, Adv. Mgr.: Gordon Leate.

Distribution: M/Ret, M/OEM, M/End, M/C, ID, M/Rep.
Product: VIDIMAX large screen television/video projectors.
V-CORD, see Sanyo.
VIDEOBEAM, see Advent.
VIDIMAX, see TransVision.
VIDSTAR, see JVC.
ZENITH RADIO CORP., 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-2000.
Product: Videocassette rec'rs/players (Beta II).

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- Hartzell offers you the all new cassette case model VCC 56. This case holds 5 VHS or 6 Beta format video cassette tapes.
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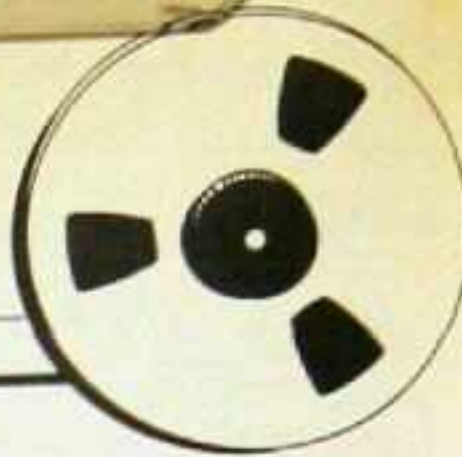
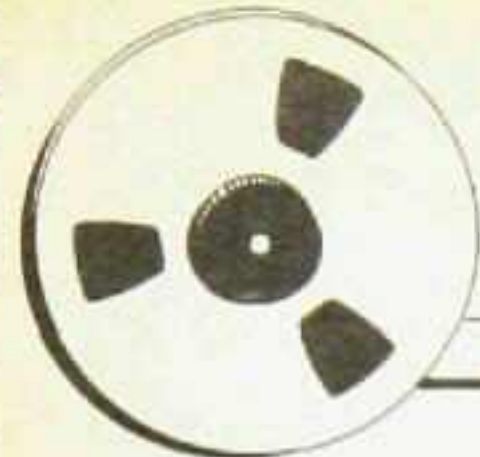
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CALIFORNIA

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A.G.I. Album Graphics Inc. 424 N. Larchmont Blvd. Zip 90004. Tel. 462-0821. VP. Edward Dwyer. Sales Mgr. Jim Palmer (Sales office only) (DES, PRT)
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Album Art Co. (div. of NEH) Rec. Dist'g Corp. 5500 W. Jefferson Blvd. Culver City 90016. Tel. 930-1722. Pres. Tom Heman (DES—3-D displays & 6"x6" oil paintings of album jackets)
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Allied Rec. Co. 6110 Peachtree St. Zip 90040. Tel. 725-8900 (PRT—record only)
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Douglas Boyd Design. 309 Santa Monica Blvd. Suite 309. Santa Monica 90401. Tel. 392-5018 (DES—tape only)
Cadet Recs. Inc. 5810 S. Normandie Ave. Zip 90044. Tel. 753-5121. Pres. Jules Bihari. Mgr. Don Macmillan (DES, PRT)
Branch: Park Ridge, N.J.
California Images Inc. 7611 Fulton Ave. North Hollywood 91605. Tel. 982-1353. 875-1424 (DES & PRT—Customized tee-shirts only)
Creative Minds Inc. 1560 N. La Brea. Suite M. Hollywood 90028. Pres. Arthur H. Benson. Sales Mgr. Howard Wormser (DES)

Custom Rec. Mfg. Co. 5810 S. Normandie Ave. Zip 90044. Tel. 753-5121. Pres. Jules Bihari. VP. James Takeda (DES, PRT)
D.A.K. Inds. Inc. 10845 Vanowen St. North Hollywood 91605. Tel. 984-1559. WATS (800) 423-2636. Pres. Drew Alan Kaplan (PRT—tape only)
Rod Dyer Inc. 5550 Wilshire Blvd. Suite 301. Zip 90036. Tel. 937-4100 (DES)
Electrosound Group Inc. 9545 San Fernando Rd. Sun Valley 91352. Tel. 767-8833. Pres. & Adv. Mgr. Richard H. Barken. Sales Mgr. Scott Ross (Sales office only) (PRT—record only)
Branch: New York, N.Y.
Plants: Sun Valley (Los Angeles Metropolitan Area) Calif. Monarch Rec. Mfg. Co. Holbrook N.Y. Goldisc Recs. Inc. Allentown, Pa. Allentown Rec. Co. Inc.
Hope Street Studio. 607 N. Ave. 64. Zip 90047. Tel. 258-6741. Pres. & Owner. Van Webster (DES)
Ivy Hill Communications Inc. 4800 S. Santa Fe Ave. Zip 90058. Tel. 587-3131. Div. Exec. VP. Russell Muir. Sr. VP's. Jack Sclar. Arthur Kern (DES, PRT)
Home office: Great Neck, N.Y.
K.M. Recs. Inc. 2980 N. Ontario St. Burbank 91504. Tel. 841-3400. Pres. Glade Merkle. VP. Custom Sales. Jim Auchterlone. Sales & Adv. Mgr. Bruce Leek (PRT—record only)
Kahny Mds. 4700 S. Santa Fe Ave. Zip 90058. Tel. 587-1164. Customer Serv. Art Hersh (DES, PRT)
Kdisc (sub. of Keyser Century Corp.) 6550 Sunset Blvd. Hollywood 90028. Tel. 466-1323. Pres. Eugene R. Schutz. Gen. Mgr. Bill Lightner. Sales Mgr. Dick Maxwell (DES, PRT—record only)
Plant: Scugus, Calif.
John Kehe Studio. 1127 1/2 S. Roberson Blvd. Zip 90035. Tel. 275-7161 (DES)
Kittyhawk Graphics. 7777 Sunset Blvd. Hollywood 90046. Tel. (213) 874-1534 (DES)
Kosh & Co. 1581 Crossroads of the World. Hollywood 90028. Tel. 466-9755 (DES—record only)
Lester Music Engraving. 345 S. Citrus Ave. Zip 90036. Tel. 939-3630. Owner. James T. Lester (DES)
Mirage Inc. 6646 Hollywood Blvd. Zip 90028. Tel. 271-2685 (DES)
Modern Album of California Inc. 3104 Vanowen St. Burbank 91505. Tel. 845-7655. Pres. William S. Pine. Gen. Mgr. Raymond Gardner (PRT—record only)
Home office: Hauppauge, N.Y. Modern Album & Finishing Co. Inc.
Monarch Rec. Mfg. Co. (sub. of Electrosound Group Inc.) 9545 San Fernando Rd. Sun Valley 91352. Tel. 767-8833. Pres. Nate Duroff

VP & Gen. Mgr. Bob Barone (PRT—record only)
Sales offices: Sun Valley (Los Angeles Metropolitan Area). Electrosound Group Inc. New York, N.Y. Electrosound Group Inc.
Musicsearch. 9000 Cynthia St. Suite 205. Zip 90069. Tel. 275-4290. Pres. Robert Greenfield. VP. Creative Servs. Topper Schroeder (DES)
Myriad Prods. 1314 N. Hayworth Ave. Suite 402. Zip 90048. Tel. 851-1400. Pres. Ed Harris (DES)
Pacific Eye & Ear. 451 N. La Cienega Blvd. Zip 90048. Tel. 659-2121 (DES)
Pedersen Label Printing Co. 11352 Fleetwood St. Sun Valley 91352. Tel. 768-3122. Pres. Herman A. Fredrick. Prod. Mgr. S. Kadonaga (PRT)
Photo/Graphics. 1125 E. Orange Ave. Monrovia 91016. Tel. 359-9414 (DES)
Prestone Graphics Inc. 1930 Century Park W. Zip 90067. Tel. 552-9671 (DES, PRT)
Branch: New York, N.Y.
Queens Lithographing Corp. 6290 Sunset Blvd. Suite 304. Hollywood 90028. Tel. 454-7700 (DES, PRT)
Home office: Long Island City (New York Metropolitan Area), N.Y.
Plant: Indianapolis, Ind. Rutgers Packaging Corp.
Radio Central. 427 W. Fifth St. Zip 90013. Tel. 626-9891. Owner. David B. Sigler. Gen. & Sales Mgr. Carl Hampson (DES, PRT—tape only)
Ramba Rec. Mfg. Corp. 1738 Berkeley St. Santa Monica 90404. Tel. 829-3476. Pres. Jack G. Brown. VP & Gen. Mgr. James Doyle. Prod'n Supervisor. Steve Sheldon (PRT—record only)
Roach Inc. 8430 Tujunga Ave. Sun Valley 91352. Tel. 767-8300. Pres. John Beard (DES & PRT—customized tee-shirts & hats only)
Home office: Columbus, Ohio
Shorewood Packaging Corp. 1830 Glendale Blvd. Zip 90026. Tel. 660-3043. Sales Mgr. Marc Shore (PRT—record only)
Home office: New York, N.Y.
Springboard Int'l. 8295 Sunset Blvd. Zip 90046. Tel. 654-6240 (DES, PRT)
Home office: Rahway, N.J.
Stoughton Printing Co. 130 N. Sunset Ave. City of Industry 91744. Tel. 961-3678 (PRT)
Superior Data/Graphics Corp. 5717 Santa Monica Blvd. Zip 90038. Tel. 467-5133 (PRT)
Superscope Tape Dupl'g Prods. Inc. (sub. of Superscope Inc.) 20525 Nordhoff St. Chatsworth 91311. Tel. 998-9333 x 2294. Pres. Joseph S. Tuchinsky. Mktg. & Sales Mgr. Jerry Epstein (DES, PRT)
Surf City Recs. PO Box 14. Hollywood 90028. Tel. 851-3161. Pres. Gary M. Theroux. Admin.

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Westland Graphics. 2237 N. Hollywood Way. Burbank 91505. Tel. 846-1205 (PRT)

• **MONTEREY (Area Code 408)**
Publishers Art Serv. 455 Pierce St. Zip 93940. Tel. 375-1191 (DES)

• **SACRAMENTO (Area Code 916)**
Alpha-Media Inc. PO Box 254452. Zip 95825. Tel. 383-4385. Owner. Vladimir Sirota (DES)
Bill Base Prods Inc. 955 Venture Court. Zip 95825. Tel. 929-9181. Owner & Pres. Bill Base (DES)

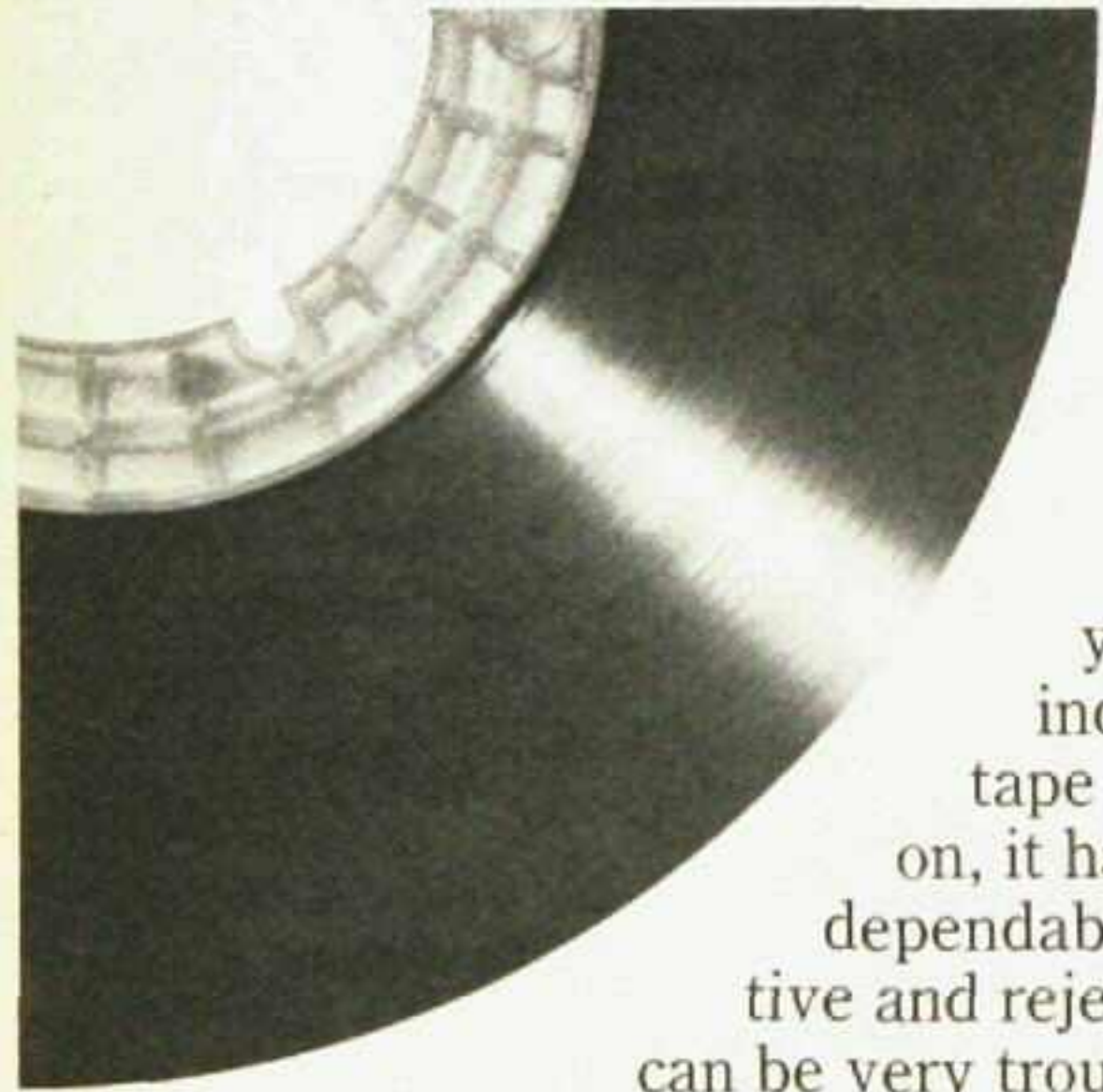
• **SAN FRANCISCO & BAY AREA (Area Code 415)**
Conlan Creative Lithographers. PO Box 2763. 800 Forbes Blvd. Suite 260. South San Francisco 94080. Tel. 761-7617 (DES, PRT)
Fred Fox Music Co. 405 Kehoe Ave. Half Moon Bay 94019. Tel. 726-3725. Pres. F.H. Nesbitt Jr. Sales Mgr. V.A. Nesbitt (DES)
Cathy Furness & Assocs. 680 Beach St. Suite 445. Zip 94109. Tel. 885-2807. Pres. Cathy Furness. Sales Mgr. Ruth Maas. Adv. Mgr. Michel Lipman (DES)
Sonic Arts Corp. 685 Harrison St. Zip 94107. Tel. 781-6307. Pres. Leo de Gar Kukka. Gen. Mgr. Herbert P. Haas. Sales Mgr. Joseph Speck (DES)

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Suttle Design. 118 Myrtle St. Zip 95060. Tel. 426-2819. Owner & Art Dir. S. Suttle

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Wildwood Entertainment, 114 W. Maiden Ln., Zip 06488. Tel: 261-2979. Pres: Vincent E. Meyer Jr. (DES)
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J & D Litho Serv., 9 Sally Ann Dr., Zip 06611. Tel: 261-3366. (PRT)
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National Tape Dupl'rs, see Ken-Del.

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- **FORT LAUDERDALE (Area Code 305)**
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- **MIAMI METROPOLITAN AREA (Area Code 305)**
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Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens 33015. Tel: 558-9211. Pres: Carlos Garcia, Sales Mgr: Mirell Tunon. (PRT)
Record Dists. of America, 780 W. 27 St., Hialeah 33010. Tel: 887-2638. Pres: Eliseo Valdes, Gen. Mgr: Angel Tamargo. (DES, PRT)
Tropical Paper Box Co., 7000 NW 25 St., Zip 33122. Tel: 592-5520. Rec. Div. Mgr: Dale Quartin. (PRT)
Video Music Corp., 770 W. 27 St., Hialeah 33010. Tel: 885-9156. (PRT)
- **ORLANDO AREA (Area Code 305)**
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Project 70 Audio Servs. Inc., 1127 Spring St. NW, Zip 30309. Tel: 875-7008. Pres: Jerry L. Connell. (PRT—tape only)
The T-Shirtery Inc., 1200 Menlo Dr. NW, Zip 30318. Tel: 351-9850. WATS (800) 241-1052. Pres: Jay J. Cohen, Gen. Sales Mgr: Paul I. Katz. (DES & PRT—customized tee-shirts only)
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Sales offices: Los Angeles, Calif., New York, N.Y.
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 Tiekens. (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: 658-6682. (DES)
M. M. Cole Music Publ'g Co., Playboy Bldg., Suite 1602, 919 N. Michigan Ave., Zip 60611. Tel: 527-2160. 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: 774-4321. Pres: Tom Adler, Sales Mgr: Jerry Adler, Adv. Mgr:

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Pro I Prods., PO Box 33, Highland Park 60035. Tel: 432-5536. Pres: Roy Park, Sales Mgr: Martin Park, Adv. Mgr: Deana Park. (DES, PRT)
Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60040. Tel: 362-4060. Studio Mgr: Ron Schwartz. (DES)
Sound Studios, 230 N. Michigan Ave., Zip 60601. Tel: 236-8814. Pres: Jerry Markham, VP & Gen. Mgr: Dan Tynus. (DES)
Trackdown Record Dist. & Record Promo Co., 542 S. Dearborn, Suite 1102, Zip 60605. Tel: 939-8066. Chm: Hank Williams, Pres: T.J. Wacker, Adv. Mgr: J.V. Seldin. (DES, PRT)

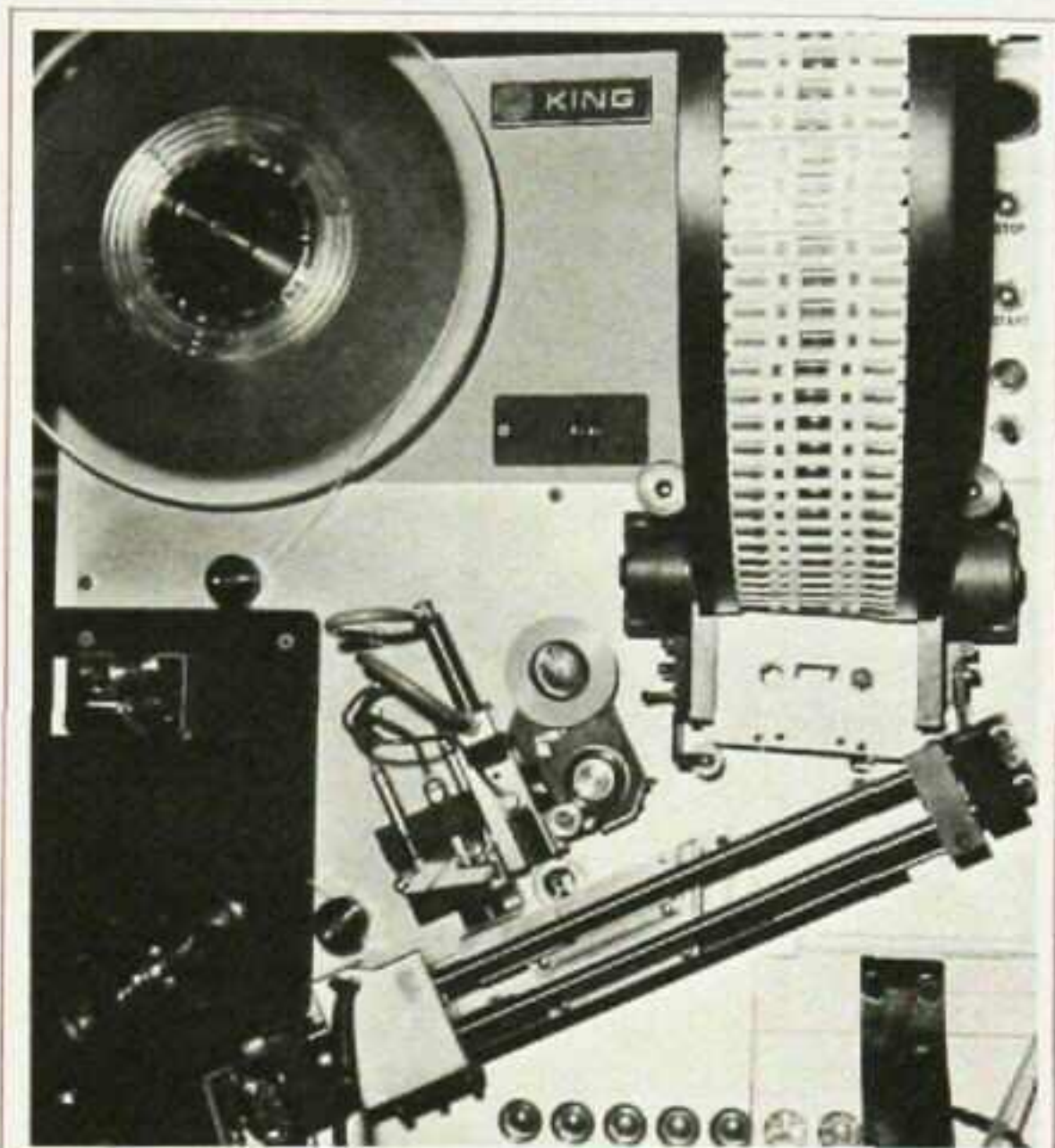
Tel: 344-4443. Pres: Mary Joyce, VP: Ron Allen, Sales Mgr: Leslie Danner, Adv. Mgr: Herbert Joyce. (DES, PRT)

- **ROCKFORD (Area Code 815)**
Carta Corp., 1916 11 St., Zip 61101. Tel: 397-3200. Pres: Robert L. Fleming, VP: Sales & Mktg: Sandra L. Fleming, Adv. Mgr: Janet K. Palmer. (DES, PRT)

TAPE SERVICES

Infatrazz Inc., 5773 Park Plaza Court, Zip 46220. Tel: 545-2001. (DES)
Reco-Sleeve-Packaging, 620 S. Belmont, Zip 46221. Tel: 635-7777. Pres: Leonard Varelly, Sales & Adv. Mgr: Leonard Diamond. (PRT)
Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave., Zip 46221. Tel: 635-7777. Pres: Abe Gade, Sales & Adv. Mgr: Morton Schacter. (DES, PRT)
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Woodburn Printing Co. 25 S. Sixth St. Zip 47808. Tel. 466-6822. Pres. Donald P. Pendergast. Sales Mgr. John Avelis. Adv. Mgr. John Clippens. (PRT)

- **RICHMOND (Area Code 317)**
P.R.C. Rec'g Co. div. of Richmond Rec'g Corp. 1800 Rich Rd. Zip 47374. Tel. 962-9511. Home office: New York, N.Y.
- **TERRE HAUTE (Area Code 812)**
Arcco Press Inc. PO Box 1445. Zip 47808. Tel. 232-0926. Pres. James S. Roysse. Sales Mgr. Don Wilson. (PRT)
- Ivy Hill Packaging. Fort Harrison Ind'l Park. Fruitridge Ave. Zip 47805. Tel. 466-9651. Div. VP. Don Font. Prod'n Mgr. Dick Beniak. (PRT)
- Home office: Great Neck, N.Y.

IOWA

- **CARLISLE (Area Code 515)**
Kasac Recs. div. of Ozark Opry Inc. 155 First St. Zip 50047. Tel. 989-0876. Contact: Harold L. Luick. (DES, PRT)
- **DES MOINES AREA (Area Code 515)**
Stenco Graphics. PO Box 2501. 5311 SW Ninth. Zip 50315. Tel. 285-6564. Contact: Art

KENTUCKY

- **LOUISVILLE (Area Code 502)**
Allen-Martin Prod'ns Inc. 9701 Taylorsville Rd. Zip 40299. Tel. 267-9658. Pres. Ray Allen. Adv. Mgr. Carolyn Davidson. (DES)
- **VILLE PLATTE (Area Code 318)**
Ville Platte Rec. Mfg. Co. 120 E. Cypress St. Zip

LOUISIANA

MARYLAND

- **BALTIMORE AREA (Area Code 301)**
Sontec Corp. 10120 Marble Court, Cockeysville. 21030. Tel. 628-2282. (DES—record only)
- **HYATTSVILLE (Area Code 301)**
The Shirt Explosion Co. Inc. 5618 Lafayette Pl. Zip 20781. Tel. 277-4400. (DES & PRT—customized tee-shirts only)

70586. Tel. 363-2104. Pres. J. Floyd Soileau. Mgr. J.K. Soileau. Sales Mgr. nie Soileau. (DES & PRT—record only)

- **KENSINGTON (Area Code 301)**
Omega Rec'g Servs. 10518 Connecticut Ave. Zip 20795. Tel. 946-4686. (DES)
- **WHEATON (Area Code 301)**
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- Ed Hurvitz Music Promos. 129 Bishop St. Brockton 02402. Tel. 588-6348. Pres. & Adv. Mgr. Edward M. Hurvitz. Sales Mgr. Linda Berman. (DES—record only)
- Rik Tinory Prod'ns. 622 Rt. 3A. Cohasset 02025. Tel. 383-9494. Pres. Richard F. Tinory. Artist Relations: Claire L. Babcock. (DES, PRT)
- The Word Guild. 119 Mount Auburn St. Cambridge 02138. Tel. 492-4656. Pres. Zaida Fischer. (DES)
- **CHICOPEE (Area Code 413)**
Diellectrics Inc. 6 Second Ave. Zip 01020. Tel. 598-8308. Pres. Earl S. Stahl. Exec. VP. Eric Craig Stahl. (DES, PRT)
- Just For the Record. 40 Marion St. Zip 01013. Tel. 592-0457. Pres. Robert S. Bator. Adv. Mgr. C. St. Laurent Bator. (DES)
- **TURNERS FALLS (Area Code 413)**
Silver Screen Design. 88 Third St. Zip 01376. Tel. 863-9171. Pres. David Senior. Sales Mgr. Ruth Miller. Adv. Mgr. Sid Jensen. (DES)

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- **DETROIT METROPOLITAN AREA (Area Code 313)**
Graphic Design Inc. 23800 Amber. Warren 48089. Tel. 758-0480. (DES, PRT)
- Tape-Tronics Inc. 750 E. Mandoline. Madison Heights 48073. Tel. 588-8281. (PRT)

MINNESOTA

- **MINNEAPOLIS (Area Code 612)**
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- Bethany Fellowship Inc. 6820 Auto Club Rd. Zip 55438. Tel. 944-2121. Pres. T.A. Hagre. Sales & Adv. Mgr. David W. Anthony. (DES—tape only)
- Esco Artist. 2613 NE Garfield St. Zip 55418. Tel. 789-5650. Owner: Jo Esco. (DES)

MISSOURI

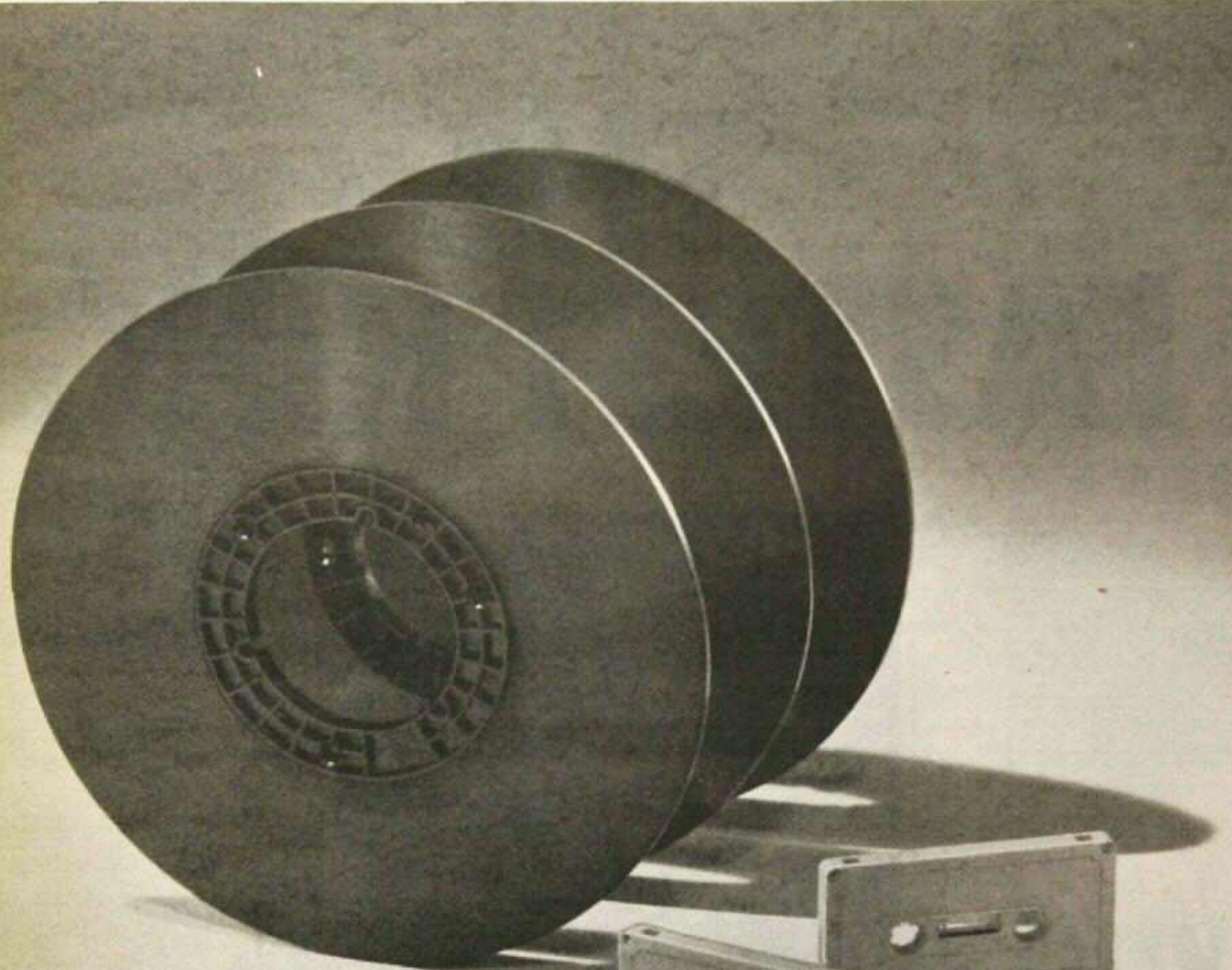
- **KANSAS CITY (Area Code 816)**
Stage 3 Sound Prod'ns Inc. 12 E. 38 St. Zip 64111. Tel. 531-1375. Pres. Don Warnock. (DES)
- **ST. LOUIS METROPOLITAN AREA (Area Code 314)**
Audio Precision Inc. 6 Grandview Park Dr. Arnold 63010. Tel. 464-2333. Pres. Robert E. Blewins. VP Sales: Jim Cole. (PRT—record only)
- Grafic Traffic Inc. 9577 Page Ave. Zip 63132. Tel. 427-4480. Pres. William Mor. Sales Mgr. Special Mkts. Chris Picoak. (DES & PRT—customized tee-shirts only)
- Ken Keene Int'l. PO Box 515. Zip 63166. Tel. 776-2278. 484-1773. Pres. & Adv. Mgr. Ken Keene. VP & Sales Mgr. Gene Miller. (DES, PRT)
- Int'l branch: England, Seacroft

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Meadowlark Ventures—Graphic Design by Dolack. PO Box 7218. Zip 59807. Tel. 726-2180. Pres. & Adv. Mgr. Chris Roberts.

NEW JERSEY

- **ASBURY PARK (Area Code 201)**
Sound-Arts Co. Inc. 5 Conly Ln. Zip 07712. Tel. 453-8666. Pres. Charles J. Gasparr. VP. Francis M. Gasparr. (DES, PRT)
- **CAMDEN (Area Code 609)**
Recorded Publ'ns Labs. div. of Recorded Publ'ns Mfg. Co. Inc. 1100 State St. Zip 08105. Tel. 963-3000. Phila. (215) 922-8558. Pres. David H. Goodman. Sales Mgr. Pat Landon. Adv. Mgr. Edward J. Goodman. (DES, PRT)
- Sales office: New York, N.Y.
- **CARLSTADT (Area Code 201)**
Q-A-1 Inc. (formerly Saxon Adhesive Prods.) 640 Dell Rd. Zip 07072. Tel. 935-5100. NYC (212) 736-1980. Pres. Steve Dauman. Sales Mgr. George Ratowsky. (PRT)
- **FARMINGDALE (Area Code 201)**
Charlie Roberts Advertising & Promos. Inc. 346 Belmar Blvd. Zip 07727. Tel. 938-4351. Pres. Robert Schumann. Sales & Adv. Mgr. Charlie Roberts. (DES)
- **GLENDORA (Area Code 609)**
Record Room. 308 E. Evesham Rd. Zip 08029. Tel. 939-0034. (DES)
- **LEONIA (Area Code 201)**
S-T Videocassette Dupl'g Corp. 500 Willow Tree Rd. Zip 07605. Tel. 947-6450. (DES)
- Home office: New York, N.Y. Video Corp. of America
- **LYNDHURST (Area Code 201)**
Color Sepp-Litho Preps Serv. PO Box 151. Zip 07071. Tel. 438-6729. Pres. J.G. Principato. (DES)
- **MAPLE SHADE (Area Code 609)**
A.M.P. Rec'g div. of IPI. PO Box 14. 303 W. Main St. Zip 08052. Tel. 662-1887. Pres. Donald R. Marsh. Sales Mgr. George Tyson. (DES)



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A S R Rec'g Servs. Inc. 8960 Eton Ave., Canoga Park 91304 Tel 341-1124 VP Sales Howard Shapiro, Gen Mgr Robert Goldman (PKG)

Home office: Fairfield, N.J.
Audio: 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic.

A T & T (Able Turntable & Tape) Rec'g Inc., 725 N. Highland Ave., Hollywood 90038 Tel 933-5701 (PKG)

Audio: 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic
Video: 1/2" cassette.

Abbey Tape Dupl'rs 5358 Cartwright Ave., North Hollywood 91601 Tel 768-8100 Gen Mgr Norman C Cooke (PKG)

Audio: Cassette, open reel

Albu Turntable & Tape, see AT&T

Album Graphics Inc., see AGI

American Sound Corp., 8120 Webb Ave., North Hollywood 91605 Tel 768-8100 Gen Mgr Michael S. Emerson, Reg'l Sales Mgr Richard Hutchinson (PKG)

Home office: Warren (Detroit Metropolitan Area), Mich
Audio: 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic.

American Video Prod'rs 4265 Marina City Dr., Marina del Rey 90291 Tel 823-1228 Pres Michael Huemmer, Sales Mgr Joseph Carmacho, Adv Mgr Joseph Gerbino
Video: 1/2" cassette

Ampex Corp., Magnetic Tape Div., 500 Redler Dr., Glendale 91201 Tel 240-5000 (Sales office only) (PKG)

Home office: Redwood City (San Francisco & Bay Area), Calif.
Audio: 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic.

Audio Encounter, 9614 Cozycroft Ave., Unit H, Chatsworth 91311 Tel 998-7455 Pres Elinore Freland
Audio: Open reel

Cadet Recs. Inc., 5810 S. Normandie Ave., Zip 90044 Tel 753-5121 Pres Jules Bihari, Mgr Don Macmillan (PKG)

Branch: Park Ridge, N.J.
Audio: 8-tr, cassette

Capitol Inds., 1750 Vine St., Zip 90028 Tel 462-6252 Plant: 3061 Fletcher Dr., Zip 90065 Tel 254-9111
Audio: 8-tr

Columbia Rec., Prod'rs, 1801 Century Park West, Century City 90067 Tel 556-4820 West Coast Reg'l Sales Mgr Mike Coolidge (Sales office only)
Plant: Santa Maria, Calif., Terre Haute, Ind., Pitman, N.J.
Audio: 8-tr, 8-tr quadrasonic, cassette, open reel

Custom Dupl'n Inc., 6330-36 Arizona Circle, Zip 90045 Tel 670-5575 776-4810 Pres Leonard Gross, Sales Mgr Frank Rohloff, Prod'n Jeri Gonzales (PKG)

Audio: 8-tr, cassette

Custom Rec. Mfg. Co., 5810 S. Normandie Ave., Zip 90044 Tel 753-5121 Pres Jules Bihari, VP James Takeda (PKG)

Audio: 8-tr

D A K Inds. Inc., 10845 Vanowen St., North Hollywood 91605 Tel 884-1559 WATS (800) 423-2636 Pres Drew Alan Kaplan (PKG)

Audio: Cassette

E M C Corp., 6855 Santa Monica Blvd., Hollywood 90038 Tel 463-3282 (Sales office only) (PKG)

Home office: St. Paul (Minneapolis-St. Paul Area), Minn.
Audio: Cassette, open reel

H I Ent's Inc., 9537 Tejstar Ave., Suite 121, El Monte 91731 Tel 444-9224 (PKG)

Audio: Cassette, open reel

J & I Cassette, 23947 Ventura Blvd., Calabasas 91302 Tel 992-6200 Pres John F Brennan, Sales & Adv. Mgr Ivy Brennan (PKG)

Audio: 8-tr, cassette

Ray Jacobs Audio Inc., 2739 Signal Pkwy., Long Beach 90806 Tel 595-6811 Pres Ray Jacobs, Sales Mgr Larry Stagnaro, Adv Mgr Robert Ellsworth (PKG)

Audio: Cassette

M L Tape Dupl'g, 16834 Superior St., Sepulveda 91343 Tel 988-2737 Owner & Pres Bill Ball (PKG)

Audio: 8-tr, cassette

Magtec Corp., 8125 Lankershim Blvd., North Hollywood 91605 Tel 768-6200
Audio: Open reel

R C A Recs., 8363 Sunser Blvd., Hollywood 90028 Tel 468-4000 (Sales office only)
Home office: New York, N.Y.
Plant: Indianapolis, Ind.
Audio: 8-tr, 8-tr quadrasonic, cassette

Radio Central, 427 W. Fifth St., Suite 611, Zip 90013 Tel 626-9891 Owner David B. Sigler, Gen. & Sales Mgr. Carl Hampson (PKG)

Audio: Cassette, open reel

Martin Roberts & Assocs. Inc., 9171 Wilshire Blvd., Beverly Hills 90210 Tel 273-0381 (PKG—audio only)

Shorewood Packaging Corp., 1830 Glendale Blvd., Zip 90026 Tel 660-3043 Sales Mgr Marc Shore (PKG only—audio)
Home office: New York, N.Y.

Springboard Int'l, 8295 Sunset Blvd., Zip 90046 Tel 654-6240 (PKG)

Home office: Rahway, N.J.
Audio: 8-tr

Superscope Tape Dupl'g Prods. Inc. (sub of Superscope Inc.), 20525 Nordhoff St., Chatsworth 91311 Tel 998-9333 x 2294 Contact G T Thalberg (PKG)

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

Tape-A-Thon Corp., 502 S. Isis, Inglewood 90301 Tel 776-7933 Pres Lee Tate, Exec VP & Sales & Mktg. Dir. Wally Rubin (PKG)

Audio: Open reel, NAB cartridge

Tape Specialty Inc., 13411 Saticoy St., North Hollywood 91605 Tel 873-5400, 786-6111 Contact Len Feldman

Trans-American Video Inc., 1541 N. Vine St., Hollywood 90028 Tel 466-2141 Pres Murray Schwartz, VP Sales Harvey Plotnick, Lou Selener, VP Comm'l Sales Jeff Ross (PKG—video only)
Video: 1/2" quad

Video Dup'n Inc., 1136 N. Highland Ave., Hollywood 90038 Tel 464-7579 Pres Andy McIntyre, VP & Sales Dir Robert Creamer (PKG—video only)
Video: 2" quad & helical scan, 1/2" cassette, 1/2" Beta & VHS cassette

Vine Street Video Centre, 1224 N. Vine St., Hollywood 90038 Tel 462-5860
Mgr John Alden
Video: 1" open reel, 1/2" cassette, 1/2" EIAJ cartridge

Whitney Studios, 1516 W. Glenoaks Blvd., Glendale 91201 Tel 245-6801 (PKG)

Audio: Cassette, open reel, open reel quadrasonic

• **SAN DIEGO (Area Code 714)**
Studio West, 5042 Rufin St., Zip 92111 Tel 277-4714 Owner LeRoy H. Carrou
Audio: Cassette

• **SAN FRANCISCO & BAY AREA (Area Code 415)**
Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City 94063 Tel 367-2011 Pres A.H. Hausman, Sales Mgr R.A. Antonio, Adv Mgr A. Fisher (PKG)

Sales offices: Glendale (Los Angeles Metropolitan Area), Calif.; Denver, Colo.; Orlando, Fla.; Atlanta, Ga.; Overland Park, Kan.; Baton Rouge, La.; Bethesda, Md.; Framingham (Boston Metropolitan Area), Mass.; Hackensack, N.J.; Patistford, N.Y.; Dallas, Tex.; Salt Lake City, Utah.

Plant: Opelika, Ala., Elk Grove Village (Chicago Metropolitan Area), Ill.
Audio: 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic.

Coast Rec'rs, 1340 Mission St., Zip 94103 Tel 864-5200 Pres M.T. Putnam, Gen Mgr Steve Aitkin (PKG)

Audio: Cassette, open reel

Cory Sound Co., 440 Braemar St., Zip 94107 Tel 543-0440 Pres George Cary, VP & Prod'n Mgr Philip C. Markinson, VP Sales Lou Sinclair (PKG)

Audio: Cassette, open reel, open reel quadrasonic

Fred Fox Music Co., 406 Kehoe Ave., Half Moon Bay 94019 Tel 726-3725 Pres F.H. Nes-

bit, Sales Mgr V.A. Nibitt
Audio: 8-tr, cassette, open reel

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

Gen. Audio Tapes Ents., 351 G St., San Rafael 94901 Tel 455-8035 Pres Don Geis, Sales Mgr Mary Geis, Adv Mgr John Geis
Audio: Open reel

Highland Labs., 90 Tehama St., Zip 94105 Tel 986-5480 (PKG—video only)
Video: 1/2" cassette, 1/2" Beta & VHS cassette

Harry McCune Sound Serv. Inc., 951 Howard St., Zip 94103 Tel 777-2700 Pres Harry McCune Jr. (PKG)

Branch: Anaheim, Calif.
Audio: Cassette, open reel
Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel

Sonic Arts Corp., 665 Harrison St., Zip 94107 Tel 781-6307 Pres Lou de Gar Kalka, Gen Mgr Herbert P. Haas, Sales Mgr Joseph Spack (PKG)

Audio: PCM Digital Dupl'n

Television Assocs. Inc., 2410 Charleston Rd., Mountain View 94043 Tel 967-6040 Pres Ed Carstone (PKG)

Video: 2" quad, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta cassette

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

• **SUNNYVALE (Area Code 408)**
G R T Corp., 1288 N. Lawrence Station Rd., Zip 94086 Tel 734-2910 Pres Gordon R. Edwards, VP Opns Dan R. Boyd, VP Sales & Mktg David Travis, VP & Gen Mgr Music Tapes Biruta McShane
Branch: Nashville, Tenn.
Audio: 8-tr, cassette

Recortec Inc., 777 Palomar Ave., Zip 94086 Tel 735-8821 Pres Dr. Lester H. Lee, Sales Mgr Ron R. Trzaski
Audio: Cassette

TAPE SERVICES

CONNECTICUT

• **ANSONIA (Area Code 203)**
Reel to Reel Custom Servs., 98 Benz St., Zip 06401 Tel 735-5883 Bd Chm Martin G. Kugell
Audio: 8-tr, cassette, open reel, open reel quadrasonic

• **DARIEN (Area Code 203)**
George Alexander Group Inc., 1063 Post Rd., Zip 06820 Tel 655-7791 NYC (212) 886-5600 Pres Key Dejean (PKG—audio only)

• **NORWALK AREA (Area Code 203)**
Cook Labs Inc., 375 Ely Ave., South Norwalk 06854 Tel 853-3641 Pres Emory Cook, Adv Mgr Frank Stall (PKG)
Audio: Cassette

• **STAMFORD (Area Code 203)**
P & P Studios Inc., 17 Viaduct Rd., Zip 06907 Tel 327-9204 Bd Chm Terry L. Puffer, Pres John R. Fishback (PKG)
Audio: Cassette, open reel

• **SAN JOSE (Area Code 408)**
Audiodyne Co., PO Box 825, Zip 95106 Tel 287-3520 Pres Louis R. Charamonte

• **DENVER AREA (Area Code 303)**
Ampex Corp., Magnetic Tape Div., 2121 S. Birch, Zip 80222 Tel 757-6491 (Sales office only) (PKG)

Home office: Redwood City (San Francisco & Bay Area), Calif.
Audio: 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic

Aspen Ltd., PO Box 92, 77 E. Floyd Ave., Englewood 80110 Tel 789-2239 Pres Sid Laks, Sales Mgr Bill Bystrom, Adv Mgr K. Davis
Audio: 8-tr

Audcom Corp., 4950 Nune St., Unit C, Zip 80239 Tel 371-3076 Pres Jack H. Dunham (PKG)
Audio: Cassette, open reel

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Ampex Corp., Magnetic Tape Div., 2121 S. Birch, Zip 80222 Tel 757-6491 (Sales office only) (PKG)

Home office: Redwood City (San Francisco & Bay Area), Calif.
Audio: 8-tr, 8-tr quadrasonic, cassette, open reel, open reel quadrasonic

Aspen Ltd., PO Box 92, 77 E. Floyd Ave., Englewood 80110 Tel 789-2239 Pres Sid Laks, Sales Mgr Bill Bystrom, Adv Mgr K. Davis
Audio: 8-tr

Audcom Corp., 4950 Nune St., Unit C, Zip 80239 Tel 371-3076 Pres Jack H. Dunham (PKG)
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Audio: Cassette, open reel

Bill Rise Prod'ns Inc., 955 Venture Court, Zip 95825 Tel 929-9181 Owner & Pres Bill Rise (PKG—audio only)
Audio: Cassette, open reel
Video: 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta & VHS cassette

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Cassette-to-cassette
Cassette-to-reel

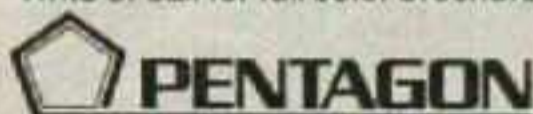


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Cassette Rec'g Corp. see National Rec'g Studios
Columbia Rec. Prod'ns, 49 E. 52 St. Zip 10022. Tel. 975-4881 VP: Tom Van Gessel, Reg'l Sales Mgr. Donald Olesen (Sales office only)
Plants: Santa Maria, Calif. Terre Haute, Ind. Parma, N.J.
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel
Cue Rec'gs, 1156 Ave. of the Americas, Zip 10036. Tel. 757-3641. Pres. Mel Kaiser (PKG—audio only)
Audio: Cassette, open reel
Video: 1/2" cassette
Delta Rec'g Corp., 16 W. 46 St. Zip 10036. Tel. 840-1350
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel

Direct Rec'gs Inc., 18 E. 50 St. Zip 10022. Tel. 759-7979. Pres. & Sales Mgr. Norman Levin (PKG)
Audio: Cassette, open reel
Disc Communications Ltd., 743 Fifth Ave. Zip 10022. Tel. 371-0390. Pres. Jerome Boxer, Art Dir. Susan Murphy (PKG)
Audio: 8-tr. 8-tr. quadraphonic, open reel
ERH Sales Corp., 221 W. 57 St. Zip 10019. Tel. 582-4200. Pres. Lee Halpern, Gen. Mgr. Michael Halpern, Sales Mgr. Robert Shavelson (PKG)
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel
E.U.E./Screen Gems, 222 E. 44 St. Zip 10019. Tel. 867-4030
Video: 2" quad, 1/2" cassette
Intercontinental Televideo Corp., 10 W. 66 St. Suite 11-F. Zip 10023. Tel. 595-9454. Pres. Gerald Citron, VP: Nigel Tsoyev
Video: 1/2" cassette, 1/2" Beta & VHS cassette
Marvell Packaging Co., 230 W. 17 St. Zip 10011. Tel. 929-8435 (PKG)
National Rec'g Studios Inc. & National Video Center, 730 Fifth Ave. Zip 10019. Tel. 757-6440. Pres. Harold Lustig, VP & Gen. Mgr. Jeff Pastolove (PKG—audio only)

Audio: 8-tr. cassette, open reel
Video: 1" open reel, 1/2" cassette
National Video Center, see National Rec'g Studio
P.R.C. Rec'g Co. (div. of Richmond Rec'g Corp.), 1185 Ave. of the Americas, Zip 10036. Tel. 997-1250. Pres. Hugh Laridy, VP & Sales Mgr. David Grant (PKG)
Plants: Compton (Los Angeles Metropolitan Area), Calif.; Richmond, Ind.
Audio: 8-tr. 8-tr. quadraphonic, cassette
Professional Video Servs., 145 E. 52 St. Zip 10022. Tel. 759-2515
Video: 2" quad, 1/2" cassette, 1/2" cartridge, 1/2" EIAJ open reel, European TV standards conversion
Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, 11104. Tel. 457-7700. Pres. Jack L. Hecht, VP: Leonard Verebay (PKG only—audio & video)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind.; Rutgers Packaging Corp.
R.C.A. Recs., 1133 Ave. of the Americas, Zip 10036. Tel. 598-5900 (Sales office only)
Sales offices: Los Angeles, Calif.; Indianapolis, Ind.; Nashville, Tenn.
Plant: Indianapolis, Ind.
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic
Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500, Zip 10001. Tel. 868-3115. Reg'l Sales Mgr. Lan Louis (Sales office only) (PKG)
Home office: Camden, N.J.
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic, special cartridges for background music & audio/visual
Regent Sound Studios Inc., 25 W. 56 St. Zip 10019. Tel. 245-2630 (PKG)
Audio: Cassette, open reel, open reel quadraphonic
Video: 1/2" cassette
Reliance Audio Visual Corp., 550 W. 43 St. Zip 10036. Tel. 736-0700. Pres. S. Sanford Schlitt, Exec. Asst. Carol Lynn
Audio: Cassette, open reel, open reel quadraphonic
Video: 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge
Rombex Prod'ns Corp., 245 W. 55 St. Zip 10019. Tel. 757-3681. Pres. Richard Marcus, Mktg. Dir. Joel Willis (PKG—video only)
Video: 2" quad, 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta & VHS cassette
Sadler Rec'g, 120 W. 44 St. Zip 10036. Tel. 575-0295. Pres. John Sadler
Audio: Cassette, open reel
Jasper Samuel Advertising & Recs., 97-28 57 Ave., Forest Hills, 11368. Tel. 271-2418. Pres. Jasper Samuel, Sales Mgr. David Samuel, Adv. Mgr. Joseph Samuel (PKG only—audio & video)
Servisound Inc., 37 W. 57 St. Zip 10019. Tel. 753-9888 (PKG)
Audio: Cassette, open reel, open reel quadraphonic
Shorewood Packaging Corp., 10 E. 53 St. Zip 10022. Tel. 371-1500. Pres. Paul Shore, Exec. VP Mktg. Floyd S. Glinert, VP Sales Ken Rosenblum (PKG only)
Branch: Los Angeles, Calif.
T.V.R. Inc., 333 W. 52 St. Zip 10019. Tel. 541-4030. VP Mktg. Allen Schulman, Opns. Mgr. James C. Mahoney
Video: 2" quad, 1/2" cassette
Video Corp. of America, 231 E. 55 St. Zip 10022. Tel. 355-1600 (PKG)
Branch: Leonia, N.J.; S/T Videocassette Dupl'g Corp.
Video: 1/2" cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge
Visual Information Systems, 15 Columbus Circle, Zip 10023. Tel. 541-8080
Video: All formats
Windsor Total Video, 565 Fifth Ave. Zip 10017. Tel. 725-8080. Pres. B.B. Goodman, Sales Mgr. R.J. Henderson (PKG)
Video: 2" quad, 1" open reel, 1/2" cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge

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ST. LOUIS, MO HAMILTON, ONTARIO, CANADA LUQUILLO, P.R.

Worldwide distribution through Matthews International Sales Corp.

- NORTH BELLMORE (Area Code 516)**
Telephone Dynamics Corp., 2473-A Jerusalem Ave. Zip 11710. Tel. 221-9470
Audio: Cassette
- PITTSFORD (Area Code 716)**
Amplex Corp., Magnetic Tape Div., PO Box 175, Zip 14534. Tel. 586-2580 (Sales office only) (PKG)
Home office: Redwood City (San Francisco & Bay Area), Calif.
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic
- PORT CHESTER (Area Code 914)**
Associated Audio Servs. Inc., 14-16 Willett Ave. Zip 10573. Tel. 837-5129 (PKG)
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic
- ROCHESTER (Area Code 716)**
Visual Horizons, 208 Westfall Rd. Zip 14623. Tel. (716) 442-3600
Home office: Park Ridge (Chicago Metropolitan Area), Ill.; Studio West Inc.
Audio: Cassette
- RYE (Area Code 914)**
Cine Magnetics Audio, Nursery Ln. Zip 10580. Tel. 898-3434. NYC (212) 542-0700. Sales Mgr. Bob Drozek (Plant only)
Home office: Mamaroneck, N.Y.; Cine Magnetics Video
Audio: 8-tr. cassette, open reel
Preferred Sounds (a CMI Group Co.), Nursery Ln. Zip 10580. Tel. 967-7701. Pres. Sal Nastro, VP Opns. & Admin. Dave Goldstein, VP Sales Bob Schultz, VP Mfg. Baron Lee (PKG)
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel
- STONY POINT (Area Code 914)**
Gabriel Mfg. Co. Inc., 125 S. Liberty Dr. Zip 10980. Tel. 942-0100 (PKG—audio only)
- YONKERS (Area Code 914)**
Cassette Masters Corp., 2 Balford St. Zip 10701. Tel. 968-1605
Audio: Cassette
Video Software & Prod'n Center Inc., 165 Tuckahoe Rd. Zip 10710. Tel. 423-4400. Pres. Stanley Rosenberg, Sales Mgr. Steve Hoffman (PKG)
Video: 2" quad, 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" Beta & VHS cassette

NORTH CAROLINA

- CANTON (Area Code 704)**
Recording Servs. of West North Carolina, 10 Penland St. Zip 28716. Tel. 648-6012. Owner J. Ted Evans Jr.
Audio: 8-tr. 8-tr. quadraphonic, cassette, open reel

CHARLOTTE (Area Code 704)
 Arthur Smith Studios, PO Box 17551, 5457 Old Monroe Rd. Zip: 28212. Tel: 538-0424. Pres: Arthur Smith, Sales Mgr: Clay Smith, Adv. Mgr: Joan Hyman. Audio: Open reel

MarketDyn Int'l, 1600 Arch St. Zip: 19101. Tel: 241-2935. (PKG)
 Video: 1" open reel, 1/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge

Pres: J. Albert Lorange, VP: Robert Lorange (PKG only—audio)

Jr. Sales Mgr: Kenneth Deppen, Adv. Mgr: Pat Gerrick (PKG)

TAPE SERVICES

TAV-31

OHIO

● **CINCINNATI (Area Code 513)**
 Audiocraft Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres: Earl T. Herzog Jr. (PKG)
 Audio: 8-tr., cassette, open reel
 Video: 1" open reel, 1/4" cassette, 1/2" Beta & VHS cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge
 Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres: Gen. & Sales Mgr: Shad O'Shea, Adv. Mgr: Marilyn Aker. (PKG)
 Audio: 8-tr., cassette, open reel
 Q C A Custom Pressing, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres: Edward R. Bosken, VP & Gen. Mgr: Frank E. Ruhl, Sales Mgr: Keith Myers, Adv. Mgr: D. Kalmus. (PKG)
 Audio: 8-tr., cassette
 Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres: Carl J. Burkhardt, VP: Philip M. Burkhardt, Sales Mgr: Dan Burton. (PKG)
 Audio: 8-tr., cassette, open reel

● **CLEVELAND METROPOLITAN AREA (Area Code 216)**
 Alcon Rec'g Studios Inc., 35100 Euclid Ave., Suite 300, Willoughby 44094. Tel: 951-0910. Pres: Alan M. Peabody
 Audio: Cassette
 Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres: Thomas R. Boddie, Sales Mgr: Dennis R. Boddie. (PKG)
 Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel
 The Little Warehouse Inc., 1820 W. Schaaf Rd. Zip: 44109. Tel: 398-8438. Pres: James D. Lesnick. (PKG)
 Audio: 8-tr., cassette

● **COLUMBUS (Area Code 614)**
 Kingsmill Rec'g Studio, 1033 Kingsmill Pkwy. Zip: 43229. Tel: 846-4494
 Audio: 8-tr., cassette, open reel
 Magnetic Studios, 4784 N. High St. Zip: 43214. Tel: 262-8607. Pres: Nils Lindquist, Chief Eng: John Fippin
 Audio: Cassette, open reel
 Mus-i-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Owners: John W. Hull, Boyd P. Niederlander
 Audio: 8-tr., cassette, open reel

● **NEWARK (Area Code 614)**
 Utopia Ultra-Sound, 38-40 S. First St. Zip: 43055. Tel: 345-9426. Owner: Robert H. Kirk Jr. (PKG)
 Audio: 8-tr., 8-tr. quadraphonic, cassette

● **YOUNGSTOWN (Area Code 216)**
 United Audio Rec'g Studio, 5947 Stillson Pl. Zip: 44512. Tel: 758-5463
 Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic

OKLAHOMA

● **TULSA (Area Code 918)**
 C E S Rec'g Inc., 4980G S. 83 East Ave. Zip: 74145. Tel: 627-8474. (PKG)
 Audio: 8-tr., cassette
 ITT Studios (International Teaching Tapes), 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. Pres: Meredith R. Gray, Sales Mgr: Sonny Gray. (PKG)
 Audio: 8-tr., cassette, open reel

OREGON

● **PORTLAND (Area Code 503)**
 Northwestern Inc., Motion Pictures & Rec'g, 1224 SW Broadway. Zip: 97205. Tel: 226-0170. Pres: Robert M. Lindahl, Sales Mgr: Paul A. Buescher
 Audio: Cassette, open reel

PENNSYLVANIA

● **BROOMALL (Area Code 215)**
 E. J. Stewart Inc., 388 Reed Rd. Zip: 19008. Tel: 543-7600. Pres: Eric R. Address, Gen. & Adv. Mgr: Howard S. Lipman, Sales Mgr: Kathleen DeBay. (PKG—video only)
 Video: 2" broadcast, 1/4" cassette
 ● **NEW PROVIDENCE (Area Code 717)**
 The King's Place Inc., PO Box 148. Zip: 17560. Tel: 284-4165. Pres. & Sales Mgr: John O. Yoder, Adv. Mgr: Jack Schell
 Audio: 8-tr., cassette
 ● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
 AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia, Pa. 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. NY Tel: (212) 966-3185. Pres: Morris Ballen, VP: Larry Ballen
 Audio: 8-tr., cassette

● **PITTSBURGH (Area Code 412)**
 Audio Innovators Inc., 216 Blvd. of the Allies. Zip: 15222. Tel: 281-9605. Pres. & Gen. Mgr: Norman J. Cleary, Opns. Mgr: Martha J. Wilson
 Audio: Cassette, open reel
 ● **WARREN (Area Code 814)**
 Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St. Zip: 16365. Tel: 723-8600

SOUTH CAROLINA

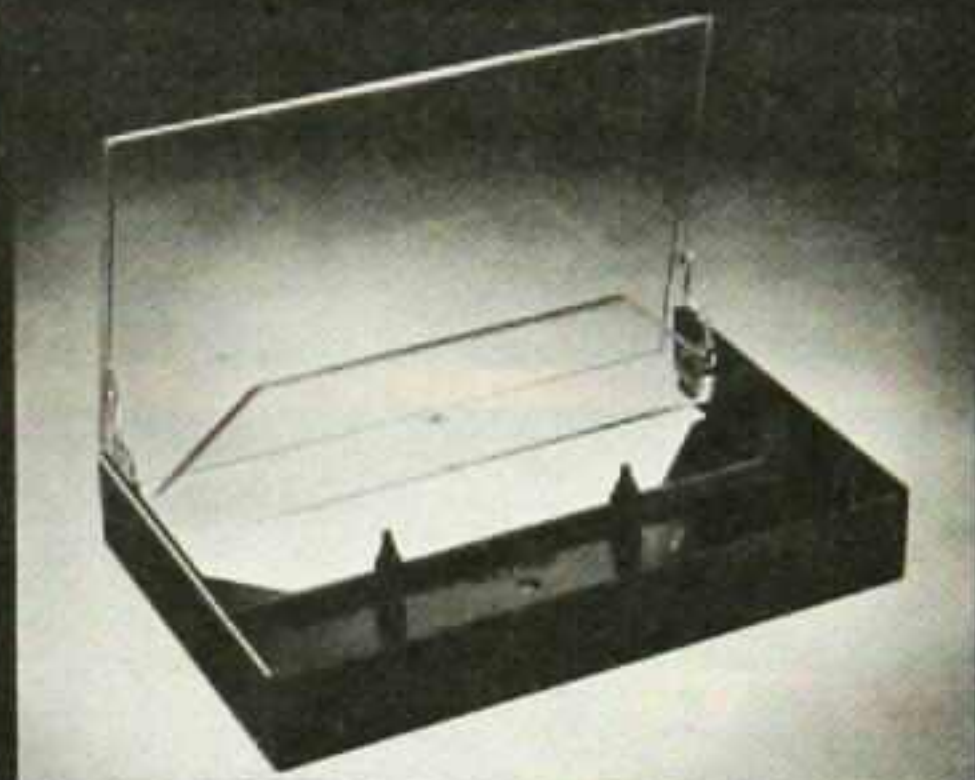
● **GREENVILLE (Area Code 803)**
 Duplication Serv. Div. of Custom Rec'g & Sound Inc., PO Box 7647, 1225 Pendleton St. Zip: 29611. Tel: 269-6018. Pres: Robert W. Edwards. (PKG)
 Audio: 8-tr., cassette, open reel
 ● **MYRTLE BEACH (Area Code 803)**
 Dee-Bee Rec'g Serv., 704 Ninth Ave. S. Zip: 29577. Tel: 448-8091. Pres: Stan Deppen

TENNESSEE

● **FAYETTEVILLE (Area Code 615)**
 Kim-Pat Ents., PO Box 654, Hillwood Dr. Zip: 37334. Tel: 433-2323/5661. Owner: Bill Trigg, Sales Mgr: Rita Armstrong. (PKG)
 Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic
 ● **MEMPHIS (Area Code 901)**
 Stein Prod'ns Inc., PO Box 12025, 485 N. Hollywood. Zip: 38112. Tel: 458-4496. (PKG)
 Audio: Cassette, open reel

● **NASHVILLE AREA (Area Code 615)**
 Columbia Rec. Prod'ns, 34 Music Square E. Zip: 37203. Tel: 259-4321. Acct. Exec: Jerry Parkins. (Sales office only)
 Plants: Terre Haute, Ind.; Patman, N.J.
 Audio: 8-tr. quadraphonic, 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

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MAY 12, 1979, BILLBOARD

THIS IS IT!
WEEK AFTER WEEK,
RECORDS AND TAPES
SELL BIGGER AND FASTER.
HERE'S THE REASON WHY...

**SUPERCHARTS INSIDE TO
PULL OUT AND PUT UP!**

SUPERQUOTES FROM RETAIL IN AND THE BILLBOARD

RETAIL PROFITS:

"It makes selling records a whole lot easier for us...
and for our customers."

— David Estes, Manager
TOWER RECORDS (Las Vegas)

"Now our customers can find exactly what they want.
It really helps out sales."

— Greg Schmit, Manager
TOWER RECORDS
(Panorama City)

"They obviously help to sell records to customers
who wouldn't necessarily have bought anything
in the first place."

— Paul King, Store Director
PEACHES (Denver)

"Our customers purchase new product more now
because of...the chart. We even see parents using
the charts to buy records for their kids..."

"A definite boost to our profits. Keep them coming!"

— Sheri Weser, Manager
RECORD THEATRE (Rochester)

— Carl Keel, Head Buyer
FLIPSIDE/RECORDLAND
(Lubbock)

RETAIL DISPLAYS:

"We hang them up every week and will continue to
do so... The new super size is easy to use and to
place in the store."

— Lyle Minnick, Store Director
PEACHES (Hollywood)

"Fantastic!... Top LP and Hot 100 Traffic Center
charts are displayed adjacent to their respective
bins. Customers now have something to look at."

— Howard Rosen, VP
WEE THREE RECORDS
(Conshohocken)

"We put it up right by the counter, and customers
love it!"

— Bill Cochran, Manager
RECORD THEATRE (Erie)

"We have great usage for the Disco Top 40 and Hot
100 charts in special in-store locations."

— Diane Mitchell, Catalog Buyer
BROMO DIST./SOUND WAREHOUSE
(Okla. City)

"Our disco buyer has not only posted Billboard's
Traffic Center chart, but is also using it to order
from... Great idea!"

— Greg Hettrick, Asst. Manager
TOWER RECORDS (Seattle)

UNFOLD ALL THE POWER FOR YOURSELF

PRAISE OF THE SUPERCHARTS... D TRAFFIC CENTER:

THE TRAFFIC BUILDS AND BUILDS:

"We look forward to it each week...They make record-buying much simpler for the customer, and much easier for us."

— Karlen Ulssparre, Asst. Manager
RECORD THEATRE (Cincinnati)

"We love 'em, and we use 'em every week. They really help customers pinpoint the name of the song they like (so) they can pick out their LPs and tapes. The charts definitely help our sales."

— Larry Webb, Store Director
PEACHES (Greensboro)

"Response has been excellent in our store...and we really look forward to getting the Traffic Center charts every week."

— Rick Hernandez, Manager
TOWER RECORDS (Sacramento)

"Our customers are now requesting product that they have not heard locally... Great sales stimulator! ...Has really improved local sales in our thirteen stores."

— John Grandoni,
Buyer/Advertising Mgr.
CAVAGES RECORD STORE
(Buffalo)

"Terrific... we love the idea! We frame the charts and display them in a prime location for customers to see."

— Ken Herman, Store Director
PEACHES (Bethel Park)

**"Possibly the best marketing tool
since Billboard itself."**

— Jim Angiulo, Asst. Buyer
PEACHES (Columbus)



Billboard®

F. PULL IT OUT. PUT IT UP. EVERY WEEK.

BACK IT UP!
AND BILLBOARD DOES.
READ THE NATIONAL
RETAIL REACTION INSIDE...
THEN TRY IT FOR
YOURSELF.

**SUPERCHARTS INSIDE TO
PULL OUT AND PUT UP!**

10036 Tel. (212) 997-1250. Pres. Hugh T. Landy, VP Sales, David Grant.
Plants: Compton, Calif., 187000 Laurelpark Rd. Zip 90220. Tel. (213) 979-8545. Plant Mgr. Ray Githero—**Richmond, Ind.**, 1600 Rich Rd. Zip 47374. Tel. (317) 962-9511. Plant Mgr. Greg Spear.
Audio: Cassette.
Plastic Reel Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel. (201) 933-9125. Pres. Robert A. Miller, Sales Mgr. Pat Baccarella.
Audio: 2 1/2", 7" reels, hubs.
Video: Open reel for 5", 1", & 2" tape.
Brand name: Plo-Magic.
Plo-Magic, see Plastic Reel.
Polyline Corp., 1233 Rand Rd., Des Plaines, Ill. 60016. Tel. (312) 298-5300. Pres. John Kaiser.
Audio: Plastic reels.
Pro I Prods., PO Box 33, Highland Park, Ill. 60035. Tel. (312) 432-5536. Pres. Roy Pink, Sales Mgr. Martin Pink, Adv. Mgr. Deena Pink.
Audio: 8-tr. & cassette.
R J A, see Ray Jacobs Audio.
Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel. (213) 737-3737. Pres. & Adv. Mgr. Ray Abrams Sr., Sales Mgr. Ray Abrams Jr.
Audio: 8-tr.
Recording Supply Co. (div. of Polyline Corp.), 1233 Rand Rd., Des Plaines, Ill. 60016. Tel. (312) 297-0955. Pres. John Kaiser.
Audio & video: Reels.
Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel. (516) 543-5200. Pres. Herman Post, Nat'l Sales & Adv. Mgr. Stu Carne.
Audio: Cassette, open reel.
Brand name: Brand 5.
Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520. Tel. (516) 868-2880. Pres. Marvin A. Dayan.
Audio: 8-tr., cassette.
Scotch, see 3M.
Seca, see Dalsung.
Sentry Inds. Inc., 221 N. Macquesten Pkwy., Mount Vernon, N.Y. 10550. Tel. (914) 664-2909. Pres. Harold Rosen, Sales & Adv. Mgr. Barry Rosen.
Audio: 8-tr., cassette, open reel.
Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel. (207) 282-6155. Pres. Anthony L. Getardi, Sales & Mktg. Mgr. Joe Ciccone, Adv. Mgr. Bob MacLeod.
Audio: 8-tr., cassette.
Solla, see Dalsung.
Studio Magnetics Co. Inc., 83 Carrough Rd., Bohemia, N.Y. 11716. Tel. (516) 589-4300. Pres. George Clahart, VP. Craig M. Balaban.
Audio: Screw-type cassette.
Swire-Intermagnetics Co., 1311 Colorado Ave., Santa Monica, Calif. 90404. Tel. (213) 393-9281. Pres. George Johnson, VP Sales & Mktg. Robert Dunn, VP Communications. Bruce Weber.
Audio: 8-tr. & cassette.
Tape-A-Thon Corp., 502 S. Isis, Inglewood, Calif. 90301. Tel. (213) 776-7933. Pres. Lee Tate.

Exec. & Sales & Mktg. Dir. Wally Rubin.
Audio: NAB cartridge.
Brand name: Jet-Pak Trak 4.
Tape Packaging Assoc., 740 W. Collins Ave., Orange, Calif. 92267. Tel. (714) 997-4173/4177. Pres. William L. Starling Jr., Adv. Mgr. Joyce A. Starling.
Audio: 8-tr.
Telex Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel. (612) 884-4051. Pres. Ansel Kleinman, VP Mktg. James S. Arrington, Adv. & Sales Promo. Dir. Peter Schwarz.
Audio: NAB broadcast cartridges.
J M Co. Magnetic Audio/Video Prods. Div., 3M Center, Bldg. 223-5N, St. Paul, Minn. 55101. Tel. (612) 733-1110. Div. VP John E. Fovolny, Mktg. Dir. Bill Madden, Retail Prods. Mgr. D. E. Rushin, Nat'l Sales Mgr. S. R. Fred-

erickson, Mkt. Communications & Mds. Supervisor. Vicki Hanson, Mkt. Development Mgr. R. F. Burnett, Adv. Mgr. Peter M. Gavin.
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0300—**Farmington, Mich.**, 23923 Research Dr. Zip 48024. Tel. (313) 477-5000—**Eagan, Minn.**, PO Box 3211, St. Paul 55133. 3130 Lexington Ave. S. Zip 55121. Tel. (612) 733-3300—**St. Louis, Mo.**, PO Box 510, 10725 Bask Blvd. Zip 63166. Tel. (314) 991-1320—**West Caldwell, N.J.**, PO Box 76, 15 Henderson Dr. Zip 07006. Tel. (201) 575-2000—**Cincinnati, Ohio**, 4835 Pave Dr. Zip 45237. Tel. (513) 242-2313—**Cleveland, Ohio**, 12200 Brookpark Rd. Zip 44130. Tel. (216) 267-1806—**Philadelphia, Pa.**, 5698 Rising Sun Ave. Zip 19120. Tel. (215) 728-5300—**Dallas, Tex.**, 2121 Santa Anna Ave. Zip 75228. Tel. (214) 324-3100—**Seattle, Wash.**, Audover Ind'l Park, 100 Audover Park W. Zip 98188. Tel. (206) 244-7200.
Audio: 8-tr., cassette, open reel.

TAPE SERVICES

Video: Reels for 2" & 1" tape.
Brand name: Scotch.
Trak 4, see Tape-A-Thon.
Trans-Am Inds. Inc., 845 Broad Ave., Ridgely, N.J. 07652. Tel. (201) 945-2000. Pres. Marvin Donalds, VP. Rudolph J. Puntillo, Customer Serv. Michael Kates.
Audio: Sonic & screw-type cassette.
U.T.C., see Universal Tape.
Universal Tape Corp. Inc., 821 E. Arnesis Blvd., Carson, Calif. 90746. Tel. (213) 327-3203. Pres. Edward O. Praeger.
Audio: 8-tr., cassette, open reel.
Brand name: A/V Paragon, UTC, Universal.



SCANDIA

offers
**automatic
 packaging machinery
 & systems**

designed
 for
stereo tape industry

...
**labelling-cartoning
 wrapping-bundling
 inserting operations**

Pro And Semi-Pro: Systems Go

• Continued from page TAV-4

• Autosound is becoming better known as "highway hi fi" as components move into the aftermarket—separate tuners, amplifiers and tape decks with hi fi specs. Cassette combinations continue to grow at the expense of 8-track, though the latter format is still more popular overall. However, 8-track has dropped to a total 61% market share in 1978, down from 76% just five years ago. In-dash units continue to increase their dominance, particularly cassette/ radio combinations, up 37% to 1,700 units in 1978. All autosound shipments were up only about 1%—dramatic cassette gains offset by 8-track losses—to 7.655 million units, but retail value rose more than 8% to a whopping \$805 million as the industry closes in on its first \$1 billion year.

The growth of all tape software is reflected in the increased competition in the industrial tape area, and in custom duplication for audio and video as well. All categories of tape services, equipment and supplies indicate expansion of capacity and sophistication both in the U.S. and abroad.

Listings for record and tape accessories also are expanded, again showing that more companies are recognizing this growing market for added profits. Consumers are paying a higher price for better records and tapes, and acknowledging the need to take better care of their software investments.

Additional copies of this expanded 1979 Billboard Tape/ Audio/Video Market Sourcebook are available at \$10, prepaid to Billboard Circulation Dept., 9000 Sunset Blvd., Los Angeles 90069, or 1515 Broadway, New York 10036.



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ort M. Lindahl, Sales Mgr., Paul A. Buescher
Audio: Cassette (custom loaded)
 Olson Electronics Inc., 260 S. Forge St., Akron, Ohio 44327. Tel: (216) 535-1800. Pres. W.R. Wolf, VP. Mds. Jack D. Hardke, Sales Mgr. Tom Wilkinson, Adv. Mgr. John Gaylor
Audio: 8-tr (45, 90), cassette (45, 60, 90, 120), open reel
Brand names: Olson, Shield, Teledyne
 P.S.C. Prod. Co., 1754 Lunitana St., Honolulu, Hawaii 96813. Tel: (808) 537-1251
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Audio: 8-tr, cassette
 Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100
Audio: 8-tr (10-60), cassette (1-120)
 Heritage, see International Audio
 High Fidelity Rec'g Inc., 1059 Porter, Wichita, Kan. 67203. Tel: (316) 262-6456.
Audio: 8-tr, cassette
 High Performance, see Audio Magnetics
 Hilo, see Magnetic Mktg
 Hitachi Sales Corp. of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-8383. Pres. I. Kawamoto, Sales Mgr. J. Hennicks, Adv. Mgr. B. Tygenhof.
Audio: Cassette (60, 90)
 Infonics Inc., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel: (219) 879-3381. Pres. Paul C. Lloyd
Audio: 8-tr, cassette, open reel & broadcast (custom lengths)
Brand name: Phoenix
 International Audio Inc., 2934 Maimo Dr., Arlington Heights, Ill. 60005. Tel: (312) 956-6030
Audio: 8-tr (45, 60, 90), cassette (1-120), broadcast (10 sec.-12 min.)
Video: 1/2" 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., Plainville, N.Y. 11903. Tel: (516) 293-5582. Cable MORHANEX Telex. 96-7880. Pres. Sol Zigman, Sales Mgr. George Krug, Adv. Mgr. George Taub.
Audio: 8-tr, cassette, open reel.
Video: 1/2" cassette, 1/2" EIAJ open reel, 1/2" Beta cassette
Brand names: Emerald, Irish
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Audio: 8-tr (35-80), cassette (30-120)
 J & I Cassette, 23947 Ventura Blvd., Calabasas, Calif. 91302. Tel: (310) 992-6200. Pres. John F. Brennan, Sales & Adv. Mgr. Ivy Brennan
Audio: 8-tr & cassette (custom lengths)
 J.V.C. Inds. Co., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-8010
Video: 1/2" cassette (15, 20, 30, 60), 1/2" EIAJ open reel, 1/2" VHS cassette
 Jay Jacobs Audio Inc., 2739 Signal Pkwy., Long Beach, Calif. 90806. Tel: (213) 595-6811. Pres. Ray Jacobs, Sales Mgr. Larry Stagnaro, Adv. Mgr. Robert Ellsworth.
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Audio: 8-tr, cassette & open reel (custom lengths)

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 Le-Bo Prods. Co. Inc., 58-60 Grand Ave., Maspeth, N.Y. 11378. Tel: (212) 894-5155. Pres. Al Alexander, Mktg. Mgr. Gary Schwartz
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Brand names: Le-Bo, 4 Starr
 Lecture Brand, see Robins
 Leda, see Continental Electronics
 Little Warehouse Inc., 1820 W. Schaaf Rd., Cleveland, Ohio 44109. Tel: (216) 398-9438. Pres. James D. Lesnick
Audio: 8-tr (1-100), cassette (1-120), open reel.
Brand name: Audiotrack
 M.J.S., 2514 Seaboard Ave., San Jose, Calif. 95131. Tel: (408) 262-8793. Pres. Michael Steiner
Audio: 8-tr (46, 60, 90, 100), cassette (46, 62, 92, 120), open reel (1800'), broadcast (1-22 min.)
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 Magnetic Mktg Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3502. Pres. Thomas J. Halbauer, Sales Mgr. Brendan F. Browne, Adv. Mgr. M. Judge
Audio: 8-tr, cassette (60, 90, 120), open reel, broadcast
Brand name: Hilo, MMC
 Magnetis Corp., 770 W. Bay St., Winter Garden, Fla. 32787. Tel: (305) 656-4494. Pres. John Lory
Audio: 8-tr, cassette, open reel, broadcast
Video: 1" open reel, 1/2" EIAJ open reel
 Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel: (317) 856-3731
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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
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Sales offices: Glendale, Calif., 500 Rodier Dr. Zip 91201, Tel: (213) 240-5000—Denver, Colo., 2121 S. Birch Zip 80222 Tel: (303) 757-6491—Orlando, Fla., PO Box 15008-B Zip 32808 Tel: (305) 423-2962—Atlanta, Ga., 3135 Chestnut Dr. Suite 101 Zip 30340 Tel: (404) 451-7112—Overland Park, Kan., PO Box 7282, Zip 66207 Tel: (913) 383-1951—Baton Rouge, La., PO Box 14754 Zip 70808 Tel:

4177 Pr. & Sales Mgr. William L. Starling Jr. Adv. Mgr. Joyce A. Starling
Audio: 8-tr. cassette
 3 M Co., Magnetic Audio/Video Prods. Div., 3M Center Bldg. 223-5N, St. Paul, Minn. 55101, Tel: (612) 733-1110 Div. VP John E. Polvny, Sales Mgr. S.R. Frederickson, Mkt. Development Mgr. R.F. Burnett, Adv. Mgr. Peter M. Gavin
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149 N. 48 Zip 07011 Tel: (201) 546-9111—Dallas, Tex., Dallas Petroleum Center, 13610 Midway Suite 255 Zip 75240 Tel: (214) 233-6607
Audio: Cassette
 Burlington Audio Tapes Inc., 10 Commercial St., Hicksville, N.Y. 11801 Tel: (516) 433-4466 Pres. Ruth Schwartz, VP. Sales & Adv. Mgr. Rudy Schwartz
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 Cartron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806 Tel: (714) 634-4280, WATS (800) 954-3943, Pres. Edwin Garrison, VP Mktg. Ray Allen, Adv. Mgr. Hal Wilde
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 Columbia Magnetics (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019, Tel: (212) 765-4321, Dir. Glenn Hart
Branch: Century City, Calif., 1930 Century Park W. Zip 90067 Tel: (213) 556-4836 Nat'l Sales Dir. Jerry Bronaugh
Plant: Danbury, Conn., 15 Great Pasture Rd. Zip 06810 Tel: (203) 744-3555 Sales Mgr. Ray Hughes
Audio: 8-tr. cassette
 Comasette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064 Tel: (213) 826-4528 Pres. Richard W. Moore, Sales Mgr. J.A. Buchanan
Audio: Cassette
 Cory Sound Co., 440 Brannan St., San Francisco, Calif. 94107 Tel: (415) 543-0440 Pres. George Cory, VP & Prod. Mgr. Philip C. Markinson, VP Sales Lou Sinclair
Audio: Cassette, open reel, broadcast
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 D.A.K. Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605 Tel: (213) 984-1559 WATS (800) 423-2636 Pres. Drew Alan Kaplan
Audio: 8-tr. cassette, open reel, broadcast
Video: 1/2" EIAJ open reel
 Delta Magnetics, 1901 McDonald Ave., Brooklyn, N.Y. 11223 Tel: (212) 627-6556
Audio: 8-tr. cassette, open reel
 Donak Inds., PO Box 422, Ridgefield, N.J. 07657 Tel: (201) 945-6820 Pres. Marvin Donalds, VP. Rudolph Puntillo, Customer Serv. Michael Kates
Audio: Cassette
 E. I. du Pont de Nemours & Co. Inc., Magnetic Prods. Div., Photo Prods. Dept., Old du Pont Airport, Bldg. 1, Wilmington, Del. 19898 Tel: (302) 999-4251 Pres. Edward R. Kane, Mktg. & Sales Mgr. E. Richard Buckley, Adv. Mgr. Griff Harroon
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 Fidelipac (div. of Harvell Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057 Tel: (609) 235-3511 Pres. Roger Cappello, Sales & Mktg. Mgr. Arthur Constantine
Audio: Broadcast cartridge
 Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Los Angeles, Calif. 90038 Tel: (213) 466-9511 Pres. Alwin P. Schmid, VP. Joseph Bouzaglou
Audio: 8-tr. cassette
Video: 1/4" cassette, 1/2" EIAJ cartridge
 Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980 Tel: (914) 942-0100
Audio: 8-tr. cassette
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 Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803 Tel: (516) 293-5582 Cable: MORHANEX, Telex: 96-7880 Pres. Sol Zigman, Sales Mgr. George Krug, Adv. Mgr. George Taub
Audio: 8-tr. cassette, open reel
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 Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470 Tel: (201) 694-3502 Pres. Thomas J. Hofbauer, Sales Mgr. Brendan F. Browne, Adv. Mgr. M. Judge
Audio: 8-tr. cassette, open reel, broadcast
Brand name: Hilo, MMC
 Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735 Tel: (516) 293-1010 Pres. Aaron Wasserstrom, Gen. Sales Mgr. Douglas Scott
Int'l branch: Korea, IPO Box 5006, Seoul
Audio: Cassette
Brand name: TM-100
 Magnetix Corp., 770 W. Bay St., Winter Garden, Fla. 32787 Tel: (305) 656-4494 Pres. John Lory
Audio: 8-tr. cassette, open reel, broadcast
Video: 1" open reel, 1/2" EIAJ open reel
 Miami Tape Inc., 8180 NW 103 St., Hialeah Gardens, Fla. 33015 Tel: (305) 558-9211 Pres. Carlos Garcia, Sales Mgr. Mirella Tunon
Audio: 8-tr. cassette
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 Swire-Intermagnetics Co., 1311 Colorado Ave., Santa Monica, Calif. 90404 Tel: (213) 393-9281 Pres. George Johnson, VP Sales & Mktg. Robert Dunn, VP Communications Bruce Weber
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Audio: Automated cassette assembly modules, magnetic tape manufacturing systems, plastic molding systems, complete tape-duplication systems & accessories.
Audio-Tek Inc.: 502-D Vandell Way, Campbell, Calif. 95008 Tel: (408) 378-5586. Pres. Robert W. Kraft.
Audio: 8-tr., cassette & open reel duplicators, 8-tr. & cassette loaders.
Auto-Tel: see United Research.
Bazzy Electronics Corp.: 39 N. Rose, Mount Clemens, Mich. 48043 Tel: (313) 483-2592. Pres. L. Allan Bazzy. Gen. Mgr. Mike Taltan.
Audio: Cassette rewinders, in-cartridge duplicators.
Beaucart: see UMC.
Capital Recs. Inc.: 2101 S. 35 St., Council Bluffs, Iowa 51501 Tel: (712) 328-8060. Gen. Mgr. Marvin L. King. Sales Mgr. Jim Cook.
Audio: Duplicators, loaders.
Cetec Gauss (div. of Cetec Corp.): 13035 Saticoy St., North Hollywood, Calif. 91605 Tel: (213) 875-1900. Pres. W. Mort Fuji.
Audio: High speed tape duplicating systems & quality control reproducers.
Brand name: Gauss.
Cr/8 Video Servs. Ltd.: PO Box 5136, Zp. 85010, Embassy Square, 805 N. Fourth Ave., Phoenix, Ariz. 85003 Tel: (602) 257-2978.

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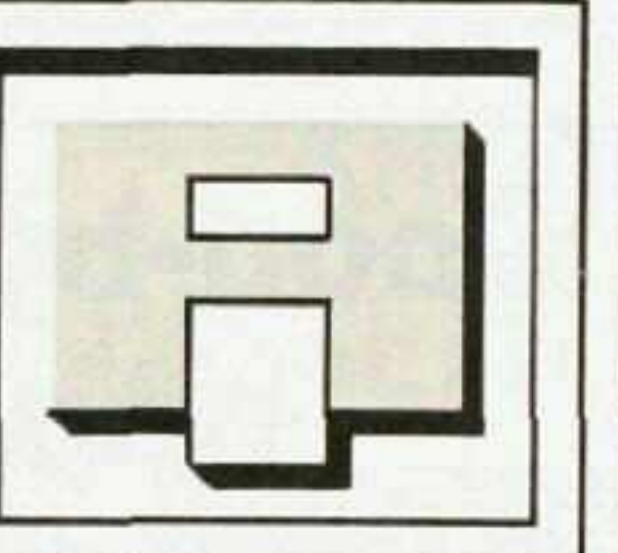
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Videc: Film-to-tape, tape-to-tape & tape-to-film duplicators.
Ed-Pic: see Pickering Audio-Tronics.
Electro Sound Inc. (sub. of ElectroSound Group Inc.): 160 San Gabriel Dr., Sunnyvale, Calif. 94086 Tel: (408) 245-6600. Pres. Raymond J. Schaefer.
Audio: Duplicators, QC reproducers, automatic 8-tr. & cassette winders, loaders, splicers & recorders/reproducers.
Ferrocube Corp.: 5083 Kings Hwy., Saugerties, N.Y. 12477 Tel: (914) 246-2811.
Audio: 8-tr. 8-tr. quadraphonic & cassette duplicating head assemblies.
Emesh Mfg. Co. Inc.: 931 N. Citrus Ave., Los Angeles, Calif. 90038 Tel: (213) 466-9511. Pres. Alwin P. Schmid. VP. Joseph Bouzaglou.
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. VP. El Passin.
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. Pres. Paul C. Lloyd.
Audio: Duplicators.
Brand names: Infonics, Phoenix.
Internagnetics Corp.: 1311 Colorado Ave., Santa Monica, Calif. 90404 Tel: (213) 393-9281. Pres. Terry C.T. Whittlock. VP. Sales Doug Rowlands. VP. Communications. Bruce Weber.
Audio & video: Cassette slitters, calendars, assembly & test equip.
International Audio Inc.: 2934 Malmo Dr., Arlington Heights, Ill. 60005 Tel: (312) 956-6030.
Audio: In-cassette duplicators.
Brand name: Alpha.
International Electro-Magnetics Inc.: 350 N. Erie Dr., Palatine, Ill. 60067 Tel: (312) 358-4622. Pres. John Pretto. Sales & Adv. Mgr. Tony Pretto.
Audio: Heads, tape transports.
Brand name: IEM.
Investment Technology Inc.: 1940 124 Ave. NE, Bellevue, Wash. 98005 Tel: (206) 454-7720. Pres. David P. Hillard. VP. George Woodley.
Audio: Air-driven loop bin.
Brand names: Av. Rin. ITI.
Ray Jacobs Audio Inc.: 2739 Signal Pkwy., Long Beach, Calif. 90806 Tel: (213) 595-6811. Pres. Ray Jacobs. Sales Mgr. Larry Stagnaro. Adv. Mgr. Robert Ellsworth.
Audio: High speed duplicators.
Brand name: Wollensak.
King Instrument Corp.: 80 Turnpike Rd., Westboro, Mass. 01581 Tel: (617) 356-9141. Pres. James L. King. VP. Sales William E. Clute. Mktg. Dir. Paul McGonigle.
Audio: Automatic tape tailoring equip., self-feed cassette loaders.
Video: 1/2" (U-matic), 1/2" (Beta & VHS) cassette winders & loaders.
M.M.C.: see Magnetic Mktg.
M.Q.C.: see Magnetic Mktg.
M.T.D.: see Magnetic Mktg.
Magnetec: see Telex.
Magnetic Mktg. Corp.: 29 Valley View Terr., Wayne, N.J. 07470 Tel: (201) 694-3502. Pres. Thomas J. Hofbauer. Sales Mgr. Brendan F. Browne. Adv. Mgr. M. Judge.
Audio: In-cassette duplicators & loaders, pancake duplicator, degaussers.
Brand name: MMC, MQC, MTD.
Magnetophon: see Gotham Audio.
Mini Max: see Recorderx Corp.
Otan Corp.: 981 Industrial Rd., San Carlos, Calif. 94070 Tel: (415) 593-1648. Pres. Jack Soma. Sales Mgr. S. Krampf. Adv. Mgr. David McClurg.
Audio: In-cassette duplicators, open-reel & cassette duplicators.
P.C.E.: see Professional Cassette Equip.
Passavant Corp.: PO Box 2503, Birmingham, Ala. 35201 Tel: (205) 853-6290.
Audio & video: Unwinders, conditioning units, coaters, dryers, calendars, rewinders, slitters.
Pentagon Indts. 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 Raebien Inds.): PO Box 366, 939 Chicopee St., Chicopee, Mass. 01021 Tel: (413) 536-1311.
Audio: Magnetic tape calendars, filled & nylon shell rolls, cooling rolls, unwinds, rewinds, splice jumping & edge guiding.
Phoenix: see Infonics.
Pickering Audio-Tronics Inc.: 7625 E. Rosecrans Blvd., Unit 34, Paramount, Calif. 90723 Tel: (213) 531-3454. Pres. Edward F. Pickering. (Exported by Singer Prods.)
Audio: Duplicating systems (all formats), tape winders (all formats), quality control playback systems (all formats).
Brand names: Ed-Pic, Recorderx.
Professional Cassette Equip. Co. (PCE): 1660 20 St., Santa Monica, Calif. 90404 Tel: (213) 829-2282.
Audio: Cassette loader.
Recorderx Corp.: 1300 Booth Ave., Atlanta, Ga. 30318 Tel: (404) 251-7062. Pres. Tom Allen. (Also see Pickering Audio-Tronics & Singer Prods.)
Audio: Cassette & reel to cassette duplicators, in-cassette duplicating systems.
Brand name: Mini Max, Recorderx, Super Pro.
Recorderx Inc.: 777 Palomar Ave., Sunnyvale, Calif. 94086 Tel: (408) 735-8821. Pres. Lester H. Lee. Sales Mgr. Ron R. Troxell.
Audio: Automated cassette duplicators & loaders.
S.S.K. Ent's Inc.: 2488 Townsend Rd., Westlake Village, Calif. 91361 Tel: (805) 495-1214.
Audio: Reel to cassette, reel to hub & continuous loop to pancake for 8-tr.
Shape Inc.: PO Box 366, Biddeford Ind. Park, Biddeford, Me. 04005 Tel: (207) 282-6155. Pres. Anthony L. Gerard. Sales & Mktg. Mgr. Joe Ciccone. Adv. Mgr. Bob MacLeod.
Audio: Automatic & semi-automatic cassette & 8-tr. assembly equip., automatic 8-tr. splicers & winders.
Singer Prods. Co. Inc.: 875 Merrick Ave., Westbury, N.Y. 11590 Tel: (516) 333-2000. Pres. Arthur A. Singer. Sales Mgr. Steven Schiffman. Adv. Mgr. S.M. Berman. (Export only).
Audio: Tape winders & duplicators.
Brand name: Recorderx.
Studer Revex America Inc.: 1819 Broadway, Nashville, Tenn. 37203 Tel: (615) 329-9576. Pres. Bruno Hochstrasser. Nat'l Sales Mgr. Rob Robinson.
Audio: Master recorders, quality control recorder/reproducer.
Super Pro: see Recorderx Corp.

Super Scope Tape Dupl. & Prods. Inc. (sub. of Super Scope Inc.): 20525 Northhoff St., Chatsworth, Calif. 91311 Tel: (213) 990-9333.
Audio: Automatic cassette loader.
T.D.K. Electronics Corp.: 755 Eastgate Blvd., Garden City, N.Y. 11530 Tel: (516) 746-0880. VP. Ken Kohda. Nat'l Mktg. Mgr. Bud Barger. Ass't Adv. Mgr. Bob Miller.
Branches: Irvine, Calif., 17072 Daimler St. Zip 92705 Tel: (714) 979-5811. Div. Sales Mgr. Sandy Cohen—Chicago, Ill., 2906 W. Peterson Ave. Zip 60645 Tel: (312) 973-1222.
Audio: Cassette & open reel pancakes.
Tapemaster Sales Co. Inc.: 629 W. Merrick Rd., Valley Stream, N.Y. 11582 Tel: (516) 561-6080. Pres. Arthur Brandwein. Sales Mgr. M. Medina.
Audio: Programmable cassette testing unit, loop bin.
Telectro Systems Corp.: 96-18 43 Ave., Corona, N.Y. 11368 Tel: (212) 651-8900. Pres. Harry Sussman.
Audio: High speed duplicators.
Telefunken: see Gotham Audio.
Telex Communications Inc.: 9600 Aldrich Ave. S., Minneapolis, Minn. 55420 Tel: (612) 884-4051. Pres. Ansel Kleiman. VP. Mktg. James S. Arrington. Adv. & Sales Prom. Dir. Peter Schwarz.
Audio: Cassette & open reel modular duplicators/copiers, broadcast reel & cartridge recorders/reproducers.
Brand name: Magnecord, Telex.
Trackmaster Inc.: 1310 S. Dixie Hwy. West, Pompano Beach, Fla. 33060 Tel: (305) 943-2334. Pres. Roy Parsons. Sec'y/Treas. Lupe Parsons.
Audio: 8-tr. duplicators.
U.M.C. Electronics Co.: 460 Sackett Point Rd., North Haven, Conn. 06472 Tel: (203) 288-7731.
Audio: 8-tr. tape machine.
Brand name: Beaucart.
United Research Lab. Corp.: 681 Fifth Ave., New York, N.Y. 10022 Tel: (212) 751-2663. Pres. George Adams. Sales Mgr. Lee Rand. Adv. Mgr. Anita Adams.
Audio: Exact duplicate replacement parts for professional recorders.
Brand name: Auto-Tec.
Verbatim Corp.: 323 Sequel Way, Sunnyvale, Calif. 94086 Tel: (408) 245-4400. Pres. Dr. Peter McCuen. Sales Mgr. Scott Cochran. Adv. Mgr. Linda Mancoske.
Audio: Cassette tension monitors, head & guide gauge, torque tester.
Wollensak: see Ray Jacobs.

J.C. Anglum Co. Inc. / Tapevents Inc.: Box 236, 36 Midvale Rd., Mountain Lakes, N.J. 07046. Tel: (201) 263-1442. Pres. J. Clifford Anglum.
Audio: Cassette boxes.
Audiolab Electronics: 3725 Esperanza Dr., Sacramento, Calif. 95825 Tel: (916) 485-0500. Pres. R.E. Stefan. Sales & Adv. Mgr. J. Hodges.
Audio: Degaussers.
Audiomatic Corp.: 1290 Ave. of the Americas, New York, N.Y. 10019 Tel: (212) 582-4870. Telex: 126419. Pres. Milton B. Gelfand. VP. Sales Timothy A. Cole. Adv. Mgr. J.P. Lohman.
Int'l branch: France.
Audio: Splicing, cleaning & leader tapes.
Beaucart: see UMC.
Bagen—Germany: see International Rec. g.
W.H. Brady Co.: 2221 W. Camden Rd., Milwaukee, Wis. 53201 Tel: (414) 332-8100. A/V Prods. Mgr. John Arnold. Sales Mgr. John Griffin.
Audio: 8-tr. & cassette leader & splicing tape, 8-tr. sensing tape, master splicing tape.
Burlington Audio Tapes Inc.: 10 Commercial St., Hicksville, N.Y. 11801 Tel: (516) 433-4466. Pres. Rudy Schwartz. VP. Sales & Adv. Mgr. Rudy Schwartz.
Brand name: Olympic.
Calanese Plastic Materials Co.: Hood Rd., Greer, S.C. 29651 Tel: (803) 677-8471. Pres. J. Mitchell. Sales Mgr. John Sten. Adv. Mgr. Jack Lazar.
Audio & video: Calanese polyester film tape base.
Cetec Broadcast Group: Mark Ave., Carpinteria, Calif. 93013 Tel: (805) 684-7686.
Audio: Bulk erasers.
Coastal Specialty Tapes Inc. (formerly Pratt-Spector Corp.): 274 Bangor St., Linderhurst, N.Y. 11757 Tel: (516) 226-5900. Pres. Tom Carroll. Sales Mgr. Stanley Gilman. Adv. Mgr. Dan Dobbs.
Audio: Splicing & sensing tape, splicer, paper leader tape.
Video: Helical video lead-in splicing tape.
Columbia Magnetics (div. of CBS Inc.): 51 W. 52 St., New York, N.Y. 10019 Tel: (212) 765-4321. Dir. Glenn Hart.
Branch: Century City, Calif., 1930 Century Park W. Zip 90067 Tel: (213) 556-4836. Nat'l Sales Dir. Jerry Bronaugh.
Plant: Danbury, Conn., 15 Great Pasture Rd. Zip 06810 Tel: (203) 744-3555. Plant Mgr. Ray Hughes.
Audio: Splicing & abrasive tape, liquid magnetic pattern detecting kit (Magnex See).
El Mar Plastics Inc.: 821 E. Arroyo Blvd., Carson, Calif. 90746 Tel: (213) 327-3180.
Audio: 8-tr. & cassette splicing tape.

Film National Plastics: 416 El Segundo Blvd., Los Angeles, Calif. 90061 Tel: (213) 515-0623.
Audio: Cassette boxes (Norelco type), 1/2" NAB hubs, cassette hub locks.
Fuji Photo Film USA Inc.: Magnetic Tape Div., 350 Fifth Ave., New York, N.Y. 10001 Tel: (212) 736-3335. VP & Gen. Mgr. John Dale. Sales Mgr. (Audio) Gary Conway. (Video) Al Bedross. Adv. Mgr. Paul Kaufman.
Product: Five retardant plastic shippers for 1 1/2" & 2" tape.
Gotham Audio Corp.: 741 Washington St., New York, N.Y. 10014 Tel: (212) 741-7411. Pres. Stephen F. Temmer. VP. El Passin.
Audio: Splicing & editing equip. (Gotham), precision tape timer (Lyrec).
Grandy Inc.: 1275 Bloomfield Ave., Fairfield, N.J. 07006 Tel: (201) 575-1433. Pres. John R. French. Adv. Mgr. Jesse Rosenzweig.
Audio: Studio: duplicating & ferrite replacement heads.
Hi-Flex Corp.: 289 Huyler St., South Hackensack, N.J. 07606 Tel: (201) 487-3027.
Audio: Cassette leader tape.
I.C.I. United States Inc.: Plastics Div., New Murphy Rd., Wilmington, Del. 19897 Tel: (302) 575-3000.
Audio & video: Polyester film tape base.
Brand name: Melinex.
Infonics Inc.: PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360 Tel: (219) 879-3381. Pres. Paul C. Lloyd.
Audio: Alignment tapes, kits, duplicator peripherals.
International Rec. g. Co.: 49 Desmond Ave., Bronx, N.Y. 10708 Tel: (914) 337-5726. Pres. Claire Re.
Audio: Heads (Bogen—Germany).
Lafayette Radio Electronics Corp.: 111 Jericho Trpk., Syosset, N.Y. 11791 Tel: (516) 921-7700.
Audio: Tape splicers.
Lenco Co.: PO Box 29128, 3901 N. 69 St., Lincoln, Neb. 68507 Tel: (402) 464-7488. Pres. Don Leonhardt. Sales & Adv. Mgr. Daryl O. Chapelle.
Branch: Indianapolis, Ind., Box 507, Rt. 2, Zip 46231 Tel: (317) 839-6673. Mgr. Scott Bartlett.
Audio: Cassette leader tape.
Lipps Inc.: 1630 Euclid St., Santa Monica, Calif. 90404 Tel: (213) 450-1324. Pres. Bernard D. Lipps. Mktg. Dir. Lorne R. Law.
Audio: Magnetic heads.
Lyrec: see Gotham.
M.P.M. (div. of Pfizer Inc.): 640 N. 13 St., Easton, Pa. 18042 Tel: (215) 253-6261. Pres. J.P. Bartels. Int'l Mktg. Mgr. C. Alan Lindquist Jr. Adv. Mgr. H.F. Stolts.
Audio & video: Magnetic iron oxide for tape coating.
M.R.L.: see Magnetic Reference Lab.
Magna: see Columbia Magnetics.
Magnetic Reference Lab. Inc.: 229 Polans Ave., Suite 4, Mountain View, Calif. 94043 Tel: (415) 965-8187. Pres. John G. McKnight.
Audio: Test tapes (MRU).
Mastro Inds. Inc.: 3040 Webster Ave., Bronx, N.Y. 10467 Tel: (212) 547-5800. Pres. Mario Maccacerni.
Audio: Reels for bulk cassette tape.
Melinex: see ICI.
Nontronics Co. Inc.: 8101 10 Ave. N., Minneapolis, Minn. 55427 Tel: (612) 545-9937.
Audio: Magnetic heads.
Olympic: see Burlington Audio.
Permatap Prods. Co. Inc.: Rt. 1, Social Circle, Ga. 30279 Tel: (404) 757-1910. Pres. W.B. Thompson.
Audio: Splicing tape & pre-cut tabs.
Phoenix Ent's.: see Infonics.
O/Splon: see Webtek.
D.A.I. Inc. (formerly Saxon Adhesive Prods.): 540 Dell Rd., Carlsbad, N.J. 07072 Tel: (201) 935-5100. NYC (212) 736-1980. Pres. Steven Dauman. Sales Mgr. George Ratowski.
Audio: Curing & splicing tapes, end tabs.
S.T.L.: see Standard Tape Lab. & Taber Mfg.
Saki Magnetics Inc.: 1649 12 St., Santa Monica, Calif. 90404 Tel: (213) 450-1551.
Audio: Magnetic recording heads.
Speedex Electronics: 400 S. Wyman, Rockford, Ill. 61101 Tel: (815) 968-9661.
Audio: Head demagnetizers, test tape, bulk erasers, splicing & editing equip.
Splicette: see Webtek.
Standard Tape Lab. Inc.: 26120 Eden Landing Rd., Hayward, Calif. 94545 Tel: (415) 786-3546.
Audio: Test tapes (STL).
Studio Magnetics Co. Inc.: 83 Carlough Rd., Bohemia, N.Y. 11716 Tel: (516) 589-4300. Pres. George Clahane. VP. Craig M. Salaban.
Audio: 1/2" ferro dynamic mastering tape, cassette editing kit, splicing, sensing & leader tape.
Switchcraft Inc.: 5555 N. Elston Ave., Chicago, Ill. 60630 Tel: (312) 792-2700.
Audio: Connectors, cable assemblies, adapters, patch cord systems, jacks & plugs.
T.D.K. Electronics Corp.: 755 Eastgate Blvd., Garden City, N.Y. 11530 Tel: (516) 746-0880. VP. Ken Kohda. Nat'l Mktg. Mgr. Bud Barger. Ass't Adv. Mgr. Bob Miller.
Branches: Irvine, Calif., 17072 Daimler St. Zip 92705 Tel: (714) 979-5811. Div. Sales Mgr. Sandy Cohen—Chicago, Ill., 2906 W. Peterson Ave. Zip 60645 Tel: (312) 973-1222.
Taber Mfg. & Eng'g Co.: 2081 Edison Ave., San Leandro, Calif. 94577 Tel: (415) 635-3831. Pres. Veldon Laverich. Gen. Mgr. R.H. Kaerns.
Audio: Heads (Taber), bulk erasers (Tab-erasers), test tapes (STL).
Tapemaster Sales Co. Inc.: 629 W. Merrick Rd., Valley Stream, N.Y. 11582 Tel: (516) 561-6080. Pres. Arthur Brandwein. Sales Mgr. M. Medina.
Audio: Splicing & sensing tape, pre-cut O-taps.
Video: Splicing tabs & leader tape.
Tapeponents Inc.: see J.C. Anglum.
U.M.C. Electronics Co.: 460 Sackett Point Rd., North Haven, Conn. 06472 Tel: (203) 288-7731.
Audio: Heads, motors (Beaucart).
Ventias Electronics Corp.: 22 Grand Ave., Farmingdale, N.Y. 11735 Tel: (516) 541-5373.
Audio: Head demagnetizers, bulk erasers, cassette & open reel splicers.
W.R.E.: see Wide Range Electronics.
Webtek Corp.: 4326 W. Pico Blvd., Los Angeles, Calif. 90019 Tel: (213) 937-3511. Pres. Joseph Klein. VP & Prod. Mgr. John A. Pace. Sales Mgr. Ken George.
Branch: Northfield, Ill., 778 Frontage Rd., Suite 115, Zip 60093 Tel: (312) 446-6046.
Audio: Pre-cut tape splicers (O/Splon for 8-tr. Splicette for cassettes), cassette splicing & splicing/sensing roll tape.
Wide Range Electronics Corp.: 2119 Schuetz Rd., St. Louis, Mo. 63141 Tel: (314) 567-5386.
Audio: Bulk erasers, degaussers, magnetic erasing pencil (WRE).
Xcel Corp.: 290 Ferry St., Newark, N.J. 07105 Tel: (201) 344-2300.
Product: Acetate film based tinted material.



9 Professional Tape Supplies Manufacturers & Importers

10 Packaging & Labeling Equipment & Supplies Manufacturers



Adhere-On, see Q-A-I

Amaray Int'l Corp., 1901 Old Middlefield Way, Suite 11, Mountain View, Calif. 94043 Tel. (415) 968-2840 **Product:** Cassette boxes

Anco Packaging Co., 347 Madison Ave., New York, N.Y. 10017 Tel. (212) 682-8076 **Product:** Pressure-sensitive labels & automatic applicators

Anco Press Inc., PO Box 1445, Terre Haute, Ind. 47808 Tel. (812) 232-0925 Pres. James S. Royse, Sales Mgr. Don Wilson **Product:** Cassette folders

Athena Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07021 Tel. (201) 471-8044 Pres. Sales & Adv. Mgr. Charles Beres Jr **Product:** Norelco-style cassette boxes

Audico Ltd., 219 Crossan Ave., Elk Grove Village, Ill. 60007 Tel. (312) 640-1030 Pres. J.W. Holmes, VP Sales. Claudia Yarbrough, Sales Mgr. Norman Deletzke **Product:** Cassette labels

Audicom Corp., 4950 Nome St., Unit C, Denver, Colo. 80239 Tel. (303) 371-3076 Pres. Jack H. Dunham **Product:** Cassette labels & custom packages

Audio Accessories Co., 38W515 Deerpath Rd., Batavia, Ill. 60510 Tel. (312) 879-5998 Sales Mgr. John S. Maloney **Product:** Boxes, labels, cassettes & printed materials in styro block (book) formats **Brand name:** Infopak

Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657 Tel. (201) 945-4545 Pres. M. Donalds, Customer Serv. Michael Kates **Product:** Norelco-style boxes

Automatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019 Tel. (212) 582-4870 Telex: 126419 Pres. Milton B. Gelfand, VP Sales. Timothy A. Cole, Adv. Mgr. J.P. Lohman **Int'l branch:** France **Product:** Printers, inserters, wrappers (Distributor for Apex Machine & others)

Audiopack, see A.C. Hampson

AudioVisual Communications Inc., 435 Crooked Ln., King of Prussia, Pa. 19406 Tel. (215) 272-8500 Pres. John Ballantyne, VP Sales. John Butterworth **Product:** Cassette labels

Bazy Electronics Corp., 39 N. Rose, Mount Clemens, Mich. 48043 Tel. (313) 463-2592 Pres. L. Allan Bazy, Gen. Mgr. Mike Taitan **Product:** Shrink wrap sealer & film

G. Benson & Co. Printers Inc., 116 Nassau St., Brooklyn, N.Y. 11201 Tel. (212) 596-9100 Pres. Gerald J. Benson, VP Sales. Gil Benson, Adv. Mgr. Rosanne Evans **Product:** 8-tr. & cassette pressure-sensitive labels

Blackbourn Inc., 1821 University Ave., St. Paul, Minn. 55104 Tel. (612) 646-2781 Pres. George F. Smelgrove, Sales Mgr. Tom Sabow **Product:** Audio & video vinyl packaging

Bruce Packaging Co., 8025 N. Keneth Ave., Skokie, Ill. 60076 Tel. (312) 583-2818 Pres. Joseph Halperin **Product:** Open reel boxes, cassette packaging & boxes, corrugated packaging

Cheshire (a Xerox Co.), 408 Washington Blvd., Mundelein, Ill. 60060 Tel. (312) 949-2000 **Product:** Labeling machines

Coastal Specialty Tapes Inc. (formerly Pratt Specter Corp.), 274 Bangor St., Litchfield, N.Y. 11757 Tel. (516) 226-5900 Pres. Tom Carroll, Sales Mgr. Stanley Gilman, Adv. Mgr. Dan Dobbs **Product:** 8-tr. & cassette labels & labeling machines, tape mailer packages

Comasette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064 Tel. (213) 826-4528 Pres. Richard W. Moore, Sales Mgr. J.A. Buchanan **Product:** Pressure-sensitive cassette labels, shrink wrap equip., Norelco-style & soft poly style cassette boxes

Container-Kraft Inc., 8321 De Cels Pl., Sepulveda, Calif. 91343 Tel. (213) 893-9721

Copy-Art Photographers (div. of James J. Kriegsmann), 165 W. 46 St., New York, N.Y. 10036 Tel. (212) 757-0233 Pres. James J. Kriegsmann **Local branch:** 1619 Broadway, Tel. 757-0236 **Product:** 8-tr. & cassette labels

Cue-8 Video Servs. Ltd., PO Box 5136, Zip: 85010, Embassy Square, 805 N. Fourth Ave., Phoenix, Ariz. 85003 Tel. (602) 257-1978 **Product:** Covers, stickers, labels

D & K Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605 Tel. (213) 984-1559 WATS (800) 423-2636 Pres. Drew Alan Kaplan **Product:** Cassette labels

Delta Magnetics, 1901 McDonald Ave., Brooklyn, N.Y. 11223 Tel. (212) 627-2556 **Product:** Norelco-style boxes

Disc Printing (div. of Pickwick Int'l), Cardinal Ind'l Park, Gilpin Ave., Hauppauge, N.Y. 11787 Tel. (516) 234-1400 **Product:** 8-tr. & cassette labels

Dyna/Day Plastics Inc., 3319 E. Ten Mile Rd., Warren, Mich. 48091 Tel. (313) 755-2530 Pres. Frank Day, VP Paul M. Hayes, Plant Mgr. Phil Kelly **Product:** Norelco-style boxes

E-System, see E-System

Econocorp Inc., 71 Fourth Ave., Needham Heights, Mass. 02194 Tel. (617) 444-8070 Pres. Richard G. Lee, Sales & Mktg. Mgr. James F. Zavattone **Product:** Horizontal-loading packaging equip. **Brand name:** E-System Econoseal

Econoseal, see Econocorp

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746 Tel. (213) 327-3180 **Product:** Ampex, Norelco, soft poly style & open reel boxes

Ever-Ready Packaging & Assembly (div. of Balance Folding Carton Corp.), 225 Belleville Ave., Bloomfield, N.J. 07003 Tel. (201) 748-8677 **Product:** Cardboard boxes & mailers

Fenton Label Co., Coral & Buckus Sts., Philadelphia, Pa. 19124 Tel. (215) 288-2910 **Product:** 8-tr. & cassette labels (M)

Fidelipac (div. of Harvell Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057 Tel. (609) 235-3511 Pres. Roger Cappella, Sales & Mktg. Mgr. Arthur Constantine **Product:** 8-tr. labels

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980 Tel. (914) 942-0100 **Product:** All types of plastic cassette boxes

Gen-Bit Container Corp., 48-20 50 Ave., Woodside, N.Y. 11377 Tel. (212) 784-8800 **Product:** Corrugated cartons, folders & mailers

Golly Co., 2320 E. 26 St., Minneapolis, Minn. 55406 Tel. (612) 721-7466 Pres. Ken Lawrence, Mktg. Rick Muscolat **Product:** Audio & video cassette labels

Gopher Prods. Corp., PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701 Tel. (702) 882-9333 Pres. Warren Perkins **Product:** Labels **Brand names:** Rotex, Uniline

A. C. Hampson Printing Co. Inc., 168 Cry Hill St., Union City, Conn. 06770 Tel. (203) 729-2294 Pres. Augustus D. Hampson, Sales Mgr. John W. Berry **Product:** Pressure-sensitive & heat-seal cassette labels, cassette inserts **Brand name:** Audiopack

I.F.S., 107 Bridge Rd., Hauppauge, N.Y. 11787 Tel. (516) 234-3322 **Product:** Norelco-style boxes

I.T.I., see Investment Technology

Image Devices Inc., 1825 NE 149 St., North Miami, Fla. 33181 Tel. (305) 945-1111 Sales Mgr. Bill Rester **Product:** Pressure-sensitive labels

Infopak, see Audio Accessories

Investment Technology Inc., 1940 124 Ave. NE, Bellevue, Wash. 98005 Tel. (206) 454-7720 Pres. David P. Hilliard, VP George Woodley **Product:** Cassette labeler, label printing equip. **Brand name:** ITI

Keystone Printed Specialties Co. Inc., 321 Pear St., Scranton, Pa. 18505 Tel. (717) 346-1761 Pres. P.G. Fischer Jr., Sales & Adv. Mgr. Martin Fischer **Product:** 8-tr. & 4-tr. labels

M. Lattar Mfg. & Sales, 3208 W. Jefferson Blvd., Los Angeles, Calif. 90018 Tel. (213) 737-0440 Owner Mel Lattar **Product:** Shrink packaging machinery & plastic film

Lenco Co., PO Box 29128, 3901 N. 69 St., Lincoln, Neb. 68507 Tel. (402) 464-7488 Pres. Don Leonhardt, Sales & Adv. Mgr. Daryl O. Chapelle **Branch: Indianapolis, Ind.**, Box 507 Rt. 2, Zip: 46231 Tel. (317) 839-6673 Mgr. Scott Bartlett **Product:** Ampex, Norelco, C-Box & soft poly cassette boxes

Linear Prods. Inc., 37 W. 20 St., New York, N.Y. 10011 Tel. (212) 255-2917 **Branches: College Park, Ga.**, Data-Linear Prods. Inc. 4507-K Mills Pl. SW, Zip: 30366 Tel. (404) 691-1254—**Puerto Nuevo, P.R.**, Linear Prods. of Puerto Rico, Old Lang Bldg, Matadero Rd. Zip: 00936 Tel. (809) 783-4886 **Product:** Automatic applying equip., pressure-sensitive labels & stickers

Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St., Warren, Pa. 16365 Tel. (814) 723-8600 Pres. J. Albert Loranger, VP Entertainment Prods. Div. Robert Loranger **Product:** Norelco-style cassette boxes

M.I.P., see Molded Ind'l Plastics

M.M.C., see Magnetic Mktg

MacMurray Press Inc., 230 W. 17 St., New York, N.Y. 10011 Tel. 924-1530 Pres. Bernard Lerman **Product:** Cassette labels & cards

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470 Tel. (201) 694-3502 Pres. Thomas J. Hofbauer, Sales Mgr. Brendan F. Browne, Adv. Mgr. M. Judge **Product:** Cassette labeler **Brand name:** MMC

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel. (212) 547-5600 Pres. Mario Maccaferri **Product:** Ampex & Norelco-style boxes

Mike's Print Shop, 2507 Grim, Waco, Tex. 76707 Tel. 752-2321 **Product:** Pressure-sensitive cassette labels

Molded Ind'l Plastics Inc., Ansonia, Conn. 06401 Tel. (203) 735-2331 **Product:** 5", 7" & 10" hinged paper boxes **Brand name:** MIP

N.A.C., see National Audio

N.J.M. Inc., 16 St. & Willow Ave., Hoboken, N.J. 07030 Tel. (201) 659-0483 Pres. Richard Wolfbrock, Sales Mgr. M.C. Smith, Adv. Mgr. G.K. Leeson **Branches: San Mateo, Calif.**, 307 S. B St. Zip: 94401 Mgr. T.A. Paul—**Des Plaines, Ill.**, 2220 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

Nashville Int'l Corp., 20 Music Square W., Nashville, Tenn. 37203 Tel. (615) 256-2885 **Product:** Labels & sleeves **Brand name:** Nisco

National Audio Co. Inc., 1911 S. Stewart, Springfield, Mo. 65804 Tel. (417) 883-5377 **Product:** Cassette boxes, 8-tr. & cassette library labels **Brand name:** NAC

Nesco, see Nashville Int'l

Pace Setter, see NJM

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:** Folding cartons, pierce-proof cassette & 8-tr. boxes, backer cards for 45's & LP's (inside shrink wrap), 45 RPM & reel-to-reel boxes

Pauli Prods., PO Box 29, Dept. 8D, Collingswood, N.J. 08108 Tel. (609) 547-8925 **Product:** Cassette labels

Pederson Label Printing Co., 11152 Fleetwood St., Sun Valley, Calif. 91352 Tel. (213) 768-3122 Pres. Herman A. Fredrick, Prod. Mgr. S. Kadonago **Product:** 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, VP & Mktg. Dir. Jerome Geller, Sales Mgr. Andy Danusco **Product:** Videocassette packaging

Polyline Corp., 1233 Rand Rd., Des Plaines, Ill. 60016 Tel. (312) 298-5300 Pres. John Kaiser **Product:** Soft hinge & Ampex-style cassette boxes

Poly Plastic Packaging Co. Inc., 44-80 11 St., Long Island City, N.Y. 11101 Tel. (212) 392-8670 **Product:** Polypropylene & polyethylene packages

Pony Label DRI, see NJM

Pony Pacer, see NJM

Pres-Type Label Corp., 255 Over Ave., Hauppauge, N.Y. 11787 Tel. (516) 273-0020 **Product:** 8-tr. & cassette pressure-sensitive labels & stickers

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn, N.Y. 11237 Tel. (212) 497-2320 Pres. Jerome J. Road, Sales Mgr. Eric P. Road, Prod. Mgr. Bernard Stern **Product:** 8-tr. & cassette labels

Q-A-I Inc. (formerly Saxon Adhesive Prods.), 640 Dell Rd., Carlstadt, N.J. 07072 Tel. (201) 935-5100 NYC (212) 736-1980 Pres. Steve Dauman, Sales Mgr. George Ratowsky **Product:** 8-tr. & cassette labels **Brand name:** Adhere-on

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104 Tel. (212) 457-7700 Pres. Jack L. Hecht, VP Leonard Vere Day **Branch: Hollywood, Calif.**, 6290 Sunset Blvd., Suite 104, Zip: 90028 Tel. (213) 484-7700 **Plant: Indianapolis, Ind.**, Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221 Tel. 635-7777 Plant Mgr. William Swanson **Product:** 8-tr. & cassette labels, boxes, inserts, slipcases & collars

Ramart Printing Corp., 3180 J. Espwy Dr. S., Central Islip, N.Y. 11722 Tel. (516) 234-0050 **Product:** 8-tr. & cassette inserts & labels

Recording Supply Co. (div. of Polyline Corp.), 1233 Rand Rd., Des Plaines, Ill. 60016 Tel. (312) 297-0955 Pres. John Kaiser **Product:** Open reel & cassette boxes

Reco-Sleeve Packaging, 620 S. Belmont, Indianapolis, Ind. 46221 Tel. (317) 635-7777 Pres. Leonard Verelby, Sales & Adv. Mgr. Leonard Diamond **Product:** Cassette inserts

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375 Tel. (212) 544-9800 Pres. Marshall Weingarden, Sales Mgr. Alison Knoperek, Adv. Mgr. Barbara Weingarden **Product:** Audio & video cassette corrugated mailers

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725 Tel. (516) 543-5200 Pres. Herman Post, Nat'l Sales & Adv. Mgr. Stu Carme **Product:** Cassette mailers & boxes, open reel boxes

Rotex, see Gopher

Rutgers Packaging Corp., see Queens Lithographing

Scandia Packaging Machinery Co., 180 Brighton Rd., Clifton, N.J. 07012 Tel. (201) 473-6100 **Product:** Packaging machinery for wrapping, cartoning, labeling & shrinking

Shape Inc., PO Box 365, Biddeford Ind'l Park, Biddeford, Me. 04005 Tel. (207) 282-6155 Pres. Anthony L. Gelardi, Sales & Mktg. Mgr. Joe Cozzone, Adv. Mgr. Bob MacLeod **Product:** Automatic cassette packaging machines, automatic 8-tr. & cassette labeling equip.

Shorewood Packaging Corp., 10 E. 53 St., New York, N.Y. 10022 Tel. (212) 371-1500 Pres. Paul Shore, Exec. VP Mktg. Floyd S. Glensert, VP Sales. Ken Rosenblum **Branch: Los Angeles, Calif.**, 1830 Glendale Blvd. Zip: 90026 Tel. (213) 660-3043 Sales Mgr. Marc Shore **Product:** 6" x 6" 8-tr. & cassette packages

Studio Magnetics Co. Inc., 83 Carlough Rd., Bohemia, N.Y. 11716 Tel. (516) 589-4300 Pres. George Clahane, VP Craig M. Balaban **Product:** Cassette soft plastic Ampex & Norelco-style boxes, pressure-sensitive labels & mailing envelopes

T.D.K. Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530 Tel. (516) 746-0880 VP Ken Kohda, Nat'l Mktg. Mgr. Bud Barger, Ass't Adv. Mgr. Bob M. Bel **Branches: Irvine, Calif.**, 17072 Daimler St. Zip: 92705 Tel. (714) 979-5811 Div. Sales Mgr. Sandy Cohen—**Chicago, Ill.**, 2906 W. Peterson Ave. Zip: 60645 Tel. (312) 973-1222 **Product:** Labels & cartons

Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream, N.Y. 11582 Tel. (516) 561-6080 Pres. Arthur Brandwein, Sales Mgr. M. Medina **Product:** Cassette labels

Tape Packaging Assoc., 740 W. Collins Ave., Orange, Calif. 92667 Tel. (714) 997-4173/4177 Pres. & Sales Mgr. William L. Starling Jr., Adv. Mgr. Joyce A. Starling **Product:** Shrink wrapping systems, video cassette (Beta & VHS) shipping cases

Thalco, 2 Dickens Ave., Dix Hills, N.Y. 11746 Tel. (516) 667-1616 **Product:** 8-tr. & cassette Norelco-style boxes

Tri-Lon Color Lithographers Ltd., 54 W. 21 St., New York, N.Y. 10010 Tel. (212) 255-6140 Pres. Morris Strickler, VP David Strickler **Product:** 8-tr. & cassette inserts & labels

Tropical Paper Box Co., 7000 NW 25 St., Miami, Fla. 33122 Tel. (305) 592-5520 Rec. Div. Mgr. Dale Quartin **Product:** 8-tr. & cassette boxes

Troy Hills Mfg. Corp., 501 Division St., Boonton, N.J. 07005 Tel. (201) 334-2020 Pres. Edward F. Joyce Sr., Sales Mgr. Edward F. Joyce Jr. **Product:** Norelco-style cassette boxes

Uniline, see Gopher

Universal Marking Systems Inc., 2320 E. 26 St., Minneapolis, Minn. 55405 Tel. (612) 721-7466 Pres. Ken Lawrence, Mktg. & Sales Mgr. Rick Muscolat **Product:** Audio & video cassette labels

Vulcan Binder & Cover (div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178 Tel. (205) 672-2241 VP R. Denson Parker, Sales Mgr. Dudley Penelton III, Adv. Mgr. B.R. Cummings **Product:** Audio & video cassette albums

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Accessories, Manufacturers & Importers

TAPE • AUDIO • VIDEO

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

A.A. see Audio Accessories.
 A.B.C. Schwann Publ'g Inc., 137 Newbury St., Boston, Mass. 02116. Tel. (617) 261-3143. Pres. & Chief Exec. Officer: William Schwann. Branch: **Great Barrington, Mass.**, Zip 01230. Tel. (413) 528-1300. Adv. Mgr. Robert Ulin.
Product: Record & tape catalog servs.
 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).
 Add'n Stac, see Royal Sound & Studio Magnetics.
 Adhere-on, see Q-4-1.
 Advance Prods. Co. Inc., 1101 E. Central Wichita Kan. 67201. Tel. (316) 263-4231. Pres. William D. DeVore, Sales & Adv. Mgr. Paul Kock.
Product: Storage cabinets (Plexiglass). (M).
 Akro-Mils, 1293 S. Main St., Akron, Ohio 44319. Tel. (216) 253-5593.
Product: Record & tape carrying & storage cases (Record-Mate, Tape-Mate) (M).
 Aldshur Mfg. Co. Inc., 111 Lake Ave., Tuckahoe, N.Y. 10707. Tel. (914) 779-1297. Pres. & Adv. Mgr. Gerald Shirley, Sales Mgr. Lindley Nichols.
Product: 45 rpm adapters (Televis) (M).
 George Alexander Group Inc., 1065 Post Rd., Danvers, Conn. 06820. Tel. (203) 655-7791. NYC (212) 886-5600. Pres. Ken Devesian.
Product: Record & tape catalog servs.
 Amaray Int'l Corp., 1901 Old Middlefield Way, Suite 111, Mountain View, Calif. 94043. Tel.

(415) 968-2840. Pres. Lloyd L. Neal, Sales & Mktg. Dir. Ron Garrett.
Product: Video cassette carrying & storage cases (M).
 American, see Vernon McMillan.
 American Lighting Specialties Inc., 1942 W. Arroyo Blvd., Torrance, Calif. 90504. Tel. (213) 532-9262.
Product: Record & tape carrying & storage cases (M).
 American Sound Corp., 3319 E. Ton Mile Dr., Warren, Mich. 48091. Tel. (313) 539-2900. Pres. Frank S. Day Group VP Paul Hayes, VP Mktg. Paul E. Adams.
Branches: North Hollywood, Calif., 8120 Webb Ave. Zip 91605. Tel. (213) 768-6100. Gen. Mgr. Michael S. Emerson, Reg. 1 Sales Mgr. Richard Hutchinson—**Demarest, N.J.**, 18 Christie, Zip 07627. Tel. (201) 767-9033.
Product: Head cleaners (M).
 Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel. (415) 367-2011. Pres. A.H. Hausman, Sales Mgr. R.A. Antonio, Adv. Mgr. A. Fisher.
Sales offices: Glendale, Calif., 500 Roder Dr. Zip 91201. Tel. (213) 240-5000—**Denver, Colo.**, 2121 S. Birch, Zip 80222. Tel. (303) 757-6491—**Orlando, Fla.**, PO Box 15008-B, Zip 32808. Tel. (305) 423-2962—**Atlanta, Ga.**, 3135 Chestnut Dr., Suite 101, Zip 30340. Tel. (404) 451-2112—**Overland Park, Kan.**, PO Box 7282, Zip 66207. Tel. (913) 383-1951—**Baton**

Rouge, La., PO Box 14754, Zip 70808. Tel. (504) 766-6270—**Bethesda, Md.**, 10215 Fernwood Rd., Zip 20034. Tel. (301) 530-8800. District Mgr. Max McCollough—**Framingham, Mass.**, PO Box 1020, Zip 01701. Tel. (617) 877-8060—**Hackensack, N.J.**, 65 Commerce Way, Zip 07601. Tel. (201) 489-7400—**Pittsford, N.Y.**, PO Box 175, Zip 14534. Tel. (716) 586-2580—**Dallas, Tex.**, 1615 Prudential Dr., Zip 75235. Tel. (214) 637-5100—**Salt Lake City, Utah**, 2880 S. Main St., Suite 105, Zip 84115. Tel. (801) 487-8181.
Plants: Opelika, Ala., PO Box 190, Zip 36801. Tel. (205) 745-7643—**Elk Grove Village, Ill.**, 2201 Lunt Ave., Zip 60007. Tel. (312) 593-6000.
Product: Head cleaners, demagnetizers, leader & splicing tape (M).
 Ampro Design Prod. Inc. (sub. of GRT Corp.), 1624 Toal St., Charlotte, N.C. 28206. Tel. (704) 334-5341. VP & Gen. Mgr. Fred E. Marnitz.
Product: Record & tape carrying & storage cases, cleaners, cloths & brushes (Dustbuster) (M).
 R. B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel. (317) 637-9282. Owner R.B. Annis.
Product: Demagnetizers (Han-D-Mag), pocket magnetometer (Annis) (M).
 Arista Erits Inc., 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel. (516) 234-7000. Pres. Alan E. Leifer.
Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape.
 Aspen Ltd., PO Box 92, 77 E. Floyd Ave., Englewood, Colo. 80110. Tel. (303) 789-2239. Pres. Sid Laks. Sales Mgr. Bill Bystrom, Adv. Mgr. K. Davis.
Product: Head cleaners & demagnetizers, test tape, stylus cleaner, dustcover wax (M).
 Atienza Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel. (201) 471-8044. Pres. Sales & Adv. Mgr. Charles Beres Jr.
Product: Cassette head cleaners (M).
 Audio Accessories Co., 38 W. 515 Deerpark Rd., Batavia, Ill. 60510. Tel. (312) 879-5998. Sales Mgr. John S. Maloney.
Product: Splicing block, cassette hub locks (AA), cassette repair kit (Sav-A-Tape).
 Audio Aids, see Audio Works.
 Audio Buff, see Elpa.
 Audio Groome, see Etronic.
 Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel. (201) 945-4545. Pres. M. Donalds, Customer Serv. Michael Kates.
Product: Head cleaners, leader tape (M).
 Audio-Kare (div. of Hammond Inds. Inc.), 155 Michael Dr., Syosset, N.Y. 11791. Tel. (516) 364-1900. Pres. Colin E. Hammond, Prod. Mgr. Morton Leslie.
Product: Cleaners (Quietone), head cleaners (TPC), turntable level (M).
 Audiolab Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel. (916) 485-0500.
Product: Demagnetizers (MD).
 Audionatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel. (212) 582-4870. Telex: 126419. Pres. Milton B. Gelfand, VP Sales Timothy A. Cole, Adv. Mgr. J.P. Lohman.
Int'l branch: France.
Product: Leader & splicing tape.
 Audio-Stat, see Sbc-Ail.
 Audio-Technica U.S. Inc., 33 Shawassee Ave., Fairlawn, Ohio 44313. Tel. (216) 836-0246. Pres. & Gen. Mgr. Jon R. Kelly, Sales Mgr. Paul A. McGuire, Mkt. Communications Dir. Don Kirkendall, VP Mktg. Fred Nichols.
Product: Cleaners, cloths, brushes, needles (M).
 Audiotek (div. of GC Electronics), 400 S. Wyman St., Rockford, Ill. 61101. Tel. (815) 968-9561.
Product: Cleaners (Record Basic, Record Plus), cloths (Blue Max Record Purifier), brushes (ElectroDuster), 45 rpm adapters, head cleaners, demagnetizers, splicers, anti-static turntable mat (M).
 Audio Works, 840 Piner Rd., Suite 14, Santa Rosa, Calif. 95401. Tel. (707) 528-0422. Pres. Tim Bynon, Nat'l Sales Mgr. Melody Bynon.
Product: Record & tape carrying & storage cases (Audio Aids, Stack-Rack), cleaners, brushes.
 B.A.S.F. Systems, Crosby Dr., Bedford, Mass. 01730. Tel. (617) 271-4000.
Branches: Santa Monica, Calif., 1301 Colorado Ave. Zip 90404. Tel. (213) 451-8781—**Melrose Park, Ill.**, 1800 No. 30th, Zip 60160. Tel. (312) 343-6618—**Clifton, N.J.**, 149 Rt. 48, Zip 07011. Tel. (201) 546-9111—**Dallas, Tex.**, Dallas Petroleum Center, 13610 Midway, Suite 255, Zip 75240. Tel. (214) 233-6607.
Product: Tape carrying & storage cases, head cleaners (M).
 Ball Corp., 345 S. High St., Murcine, Ind. 47307. Tel. (317) 747-6247. Pres. Richard M. Ringgen, Nat'l Sales Mgr. Stephen L. Osman, Adv. Mgr. Jay W. Trojka.
Product: Record preservative & cleaner sprays (Sound Guard).
 Bazy Electronics Corp., 39 N. Rose Mount Clemens, Mich. 48043. Tel. (313) 463-2592. Pres. I. Allan Bazy, Gen. Mgr. Mike Tattar.
Product: Head cleaners & demagnetizers.
 B&H Accessories Inc., 3363 Garden Brook Dr., Dallas, Tex. 75234. Tel. (214) 243-8971. Pres. & Sales Mgr. Trevor Glange.
Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, splicing tape.
 Blackburn Inc., 1821 University Ave., St. Paul, Minn. 55104. Tel. (612) 846-2781. Pres. & Adv. Mgr. George F. Snelgrove, Sales Mgr. Thomas F. Sabow.
Product: Carrying & storage cases (M).
 Black Magic, see Rection.
 Blue Max, see Audiotek.
 Bowers Inc., Steev Co., 5331 N. Talonia Ave., Indianapolis, Ind. 46220. Tel. (317) 261-3918. Pres. Robert Bowers, VP & Sales Mgr. Charles H. Kaufman.
Product: Replacement record sleeves (Lifetime Protectors), Product Your Records, LP & tape gift packages, polyethylene jacket cases (M).
 W. H. Brady Co., 2221 W. Jordan Rd., Milwaukee, Wis. 53201. Tel. (414) 332-8100. Adv. Prods. Mgr. John Arnold, Sales Mgr. John Griffin.
Product: Leader & splicing tape.
 Burlington Audio Tapes Inc., 10 Commercial St., Hicksville, N.Y. 11801. Tel. (516) 433-4466.

Pres. Ruth Schwartz, VP. Sales & Adv. Mgr. Rudy Schwartz.
Product: Head cleaners, leader & splicing tape (M).
 C.D.I., see Coastal Dupl'n.
 C.M.C., see Coastal Specialty.
 Calbron, see Honan.
 Carola, see Devon Design.
 Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel. (815) 397-3200. Pres. Robert L. Fleming, VP Sales & Mktg. Sandra L. Fleming, Adv. Mgr. Janet K. Ratner.
Product: Cleaners, cloths & brushes, head cleaners & demagnetizers.
 Clean Sound, see Rection.
 Clean Sweep, see Honan.
 Clean-Track, see Honan.
 Coastal Specialty Tapes Inc. (formerly Pratt Spector Corp.), 274 Bangor St., Larchmont, N.Y. 11757. Tel. (516) 226-5900. Pres. Tom Carroll, Sales Mgr. Stanley Gilman, Adv. Mgr. Dan Dodder.
Product: Leader tape, splicing tape (CMC).
 Compette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel. (213) 826-4528. Pres. Richard W. Moore, Sales Mgr. J.A. Buchanan.
Product: Head cleaners (M).
 Continental Electronics, 4087 Glencoe Ave., Marina del Rey, Calif. 90291. Tel. (213) 822-3045. Sales Mgr. John Adams.
Product: Record cleaners, cloths & brushes, head cleaners, splicing tape (Leda).
 Crestmark Inds., 500 Eighth Ave., New York, N.Y. 10018. Tel. (212) 947-9166. Pres. Leon Buda.
Product: Record & tape carrying & storage cases (M).
 Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel. (919) 867-4106. Pres. Al Metzger, Nat'l Sales Mgr. Judy Harris.
Product: Record & tape carrying & storage cases (M).
 Custom Dupl'n Inc., 6330-35 Arizonia Circle, Los Angeles, Calif. 90045. Tel. (213) 670-6675. 776-4810. Pres. Leonard Gross, Sales Mgr. Frank Rohloff, Prod'n. J. Ben Gonzales.
Product: Head cleaners (CJH) (M).
 D.A. Kinds Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel. (213) 984-1559. WATS (800) 423-2636. Pres. Dr. Alan Kaplan.
Product: Tape carrying & storage cases, auto-sensing & mylar leader tape.
 D.M.I., see Display Media.
 D-Stat II, see Display Media.
 Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel. (617) 868-6200. Exec. VP. Gregory Mathus, VP Mktg. Jere R. Hill, Nat'l Sales Mgr. Gene Hull.
Product: Record & tape carrying & storage cases (custom fabrication) (M).
 Deitama Int'l., 37 Newtown Rd., Plainville, N.Y. 11803. Tel. (516) 293-8740.
Product: Tape carrying & storage cases, cleaners, cloths & brushes (M).
 Dielectrics Inc., 6 Second Ave., Chicopee, Mass. 01020. Tel. (413) 599-8308. Earl S. Stahl, Exec. VP. Eric Craig Stahl.
Product: Record & tape carrying & storage cases (custom fabrication) (M).
 DISContinued Recs., 444 S. Victory Blvd., Burbank, Calif. 91502. Tel. (213) 849-4791. Danner Les Sarvas.
Product: Reference library of out-of-print recorded material.
 DiscTraker, see Discwasher.
 Discwasher Group of Cos., 1407 N. Providence Rd., Columbia, Mo. 65201. Tel. (314) 449-0941. Pres. Bruce R. Maier, Nat'l Sales Mgr. James D. Hall, Adv. Mgr. Vickie Hargrove.
Product: Record cleaner (Discwasher System), stylus cleaner (SC-1), piezoelectric anti-static gun (Zerostat), audio connector cables (Goldens), anti-static turntable mat (D-Stat II), linearm/cardridge damper (DiscTraker).
 Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel. (312) 543-8330.
Product: Carrying & storage cases (DM) (M).
 Donnak Inds., PO Box 422, Ridgefield, N.J. 07657. Tel. (201) 945-6820. Pres. Marvin Donalds, VP. Rudolph Puntillo, Customer Serv. Michael Kates.
Product: Head cleaners, leader tape.
 Dossie, see Double Sixteen.
 Double Sixteen Co., PO Box 1616, Wheaton, Ill. 60187. Tel. (312) 653-1616.
Product: Tape carrying & storage cases (Dossie) (M).
 Ductone Co. Inc., 6875 SW 68 Ave., Miami, Fla. 33143. Tel. (305) 665-1121. Pres. Stephen Nester Sr., Sales & Adv. Mgr. Stephen Gibson Nester.
Product: Tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, splicing tape (M).
 Dustbuster, see Ampro.
 Dynasound, see Data Packaging.
 E.V. Game Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel. (516) 378-0440. Pres. Michael Damsky, Nat'l Accounts Mgr. Bill Reinshous, Sales Mgr. Sylvio Landro, Adv. Co-ord. Charlotte Larson.
Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (EV Game), needles (Electro-Voice) (M).
 Editall, see Elpa.
 ElectroDuster, see Audiotek.
 Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel. (212) 545-3094. Chas. George T. Sandler, Pres. Paula Sandler, Sales Mgr. Elias Smyrnakis.
Product: Tape storage cases, head cleaners, demagnetizers (Toyota) (M).
 Electro-Voice, see EV Game.
 El Mac Plastics Inc., 821 E. Arizona Blvd., Carson, Calif. 90746. Tel. (213) 327-3180. Pres. Harry Schor, VP Sales. Allen Schor.
Product: Cassette storage box, head cleaners, demagnetizers, splicing tape (M).
 Elpa Mktg. Inds. Inc., Thomas & Atlantic Aves., Garden City Park, N.Y. 11040. Tel. (516) 746-3002.
Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip 85260. Tel. (602) 948-1070.
Product: Cleaners, cloths, brushes (Audio Buff, Watts Recordcare), splicing block & tape (Editall) (M).
 Engine Scientific Corp., 1055 Stewart Ave., Garden City, N.Y. 11530. Tel. (516) 222-1400. Exec. VP & Gen. Mgr. Kenneth Busch, Adv. Mgr. John Haggquist, Tech. Dir. Mitch Ravitz.
Product: Cleaners & brushes (Audio Groome, Watts) (M).

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Eraser-Sure, see Magnisonics.
 Erecta-Set, see Fup.
 Esmond Inds. Inc., 2455 E. Sunrise Blvd., Fort Lauderdale, Fla. 33304. Tel. (305) 564-6435. Pres. Bennett Asquith, Sales Mgr. Jeff Asquith, Adv. Mgr. Shirlee Duffey.
Product: Record & tape carrying & storage cases, videocassette storage cases (M).
 Eselle Pendocass Corp., 300 Garden City Plaza, Garden City, N.Y. 11530. Tel. (516) 741-4404. Pres. Hans Fristedt, Mktg. Dir. Kevin Botkin, Communications Officer Harry Dion, Sales Mgr. David Geller.
Product: Record & tape carrying & storage cases (Music Library) (M).
 Ever-Ready Packaging & Assembly (div. of Reliance Folding Carton Corp.), 225 Belleville Ave., Bloomfield, N.J. 07003. Tel. (201) 746-6677.
Product: Cassette albums (M).
 Fidelipac (div. of Harwell Inds.), 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel. (609) 235-3511. Pres. Roger Cappella, Sales & Mktg. Mgr. Arthur Constantine.
Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape (M).
 Finebilt Mfg. Co. Inc., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel. (213) 466-9511. Pres. Alwin P. Schmidt, Sales Mgr. Joseph Bouzoglou.
Product: Head cleaners, leader tape (Fine-tape).
 Fine Design Prods. Inc., 1433 S. Wabash Ave., Chicago, Ill. 60605. Tel. (312) 939-5420.
Product: Record & tape carrying & storage cases (M).
 Finestape, see Finebilt.
 Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stoney Point, N.Y. 10980. Tel. (914) 942-0100.
Product: Head cleaners (M).
 Goldens, see Discwasher.
 Goldorf Corp., 6900 Manchester Ave., St. Louis, Mo. 63143. Tel. (314) 647-1207.
Product: Carrying & storage cases, record storage cabinets.
 Han-D-Mag, see R.B. Annis.
 Hartzell Custom Prods., Turtle Lake, Wis. 54889. Tel. (715) 985-4407.
Product: Audio & video record & tape carrying & storage cases (The Organizer) (M).
 Herald Electronics (div. of American Electronic Parts Corp.), 6611 Lincoln Ave., Chicago, Ill. 60645. Tel. (312) 675-1100. Pres. Charles F. Keilner, Sales Mgr. Hank Katz.
Product: Tape carrying & storage cases, 45 rpm adapters, demagnetizers.
 Horan Eng'g Inc., 12381 Schaeffer Hwy., Detroit, Mich. 48227. Tel. (313) 933-6900. Pres. Richard C. Horan, Sales Mgr. Robert L. Horan, Adv. Mgr. Claudette Orr.
Product: Record & tape carrying & storage cases, cleaners, cloths & brushes (Calbron, Clean-Sweep), head cleaners & demagnetizers (Calbron, Clean-Track) (M).
 I.P.S., 107 Bridge Rd., Hauppauge, N.Y. 11787. Tel. (516) 234-3322.
Product: 8-tr & cassette head cleaners.
 Barry Imhoff Prod. Inc., 4 E. Eighth St., New York, N.Y. 10003. Tel. (212) 533-9550.
Product: Mirrors from album jackets.
 Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainville, N.Y. 11803. Tel. (516) 293-5582. Cable: MORHANEX. Telex: 96-7880. Pres. Sol Zigman, Sales Mgr. George Krug, Adv. Mgr. George Taub.
Product: Head cleaners, (M).
 Itera Ltd., 1535 Broad St., North Billerica, N.Y. 11710. Tel. (516) 785-6480.
Product: Cassette storage library, tape carousels & storage centers, demagnetizers, needles.
 Jacksonville Ginter Box Co. Inc., 2527 Walnut St., Jacksonville, Fla. 32206. Tel. (904) 355-8341.
Product: LP storage rack (Pack Rack), 8-tr carrying case (M).
 King Instrument Corp., 80 Turnpike Rd., Westford, Mass. 01581. Tel. (517) 386-9141. Pres. James L. King, VP Sales, William E. Cline, Mktg. Dir. Paul McGonigle.
Product: Splicing tape.
 Kustom-Kreations Inc., 19316 Landerhill St., Northridge, Calif. 91324. Tel. (213) 888-8383. Pres. William Lang, Sales Mgr. Roy Sanders, Adv. Mgr. Bruce Lang.
Product: Tape carrying & storage cases (M).
 Lafayette Radio Electronics Corp., 111 Jencks Trpk., Syosset, N.Y. 11791. Tel. (516) 921-7700.
Product: Demagnetizers (M).
 Le-Bo Products Co. Inc., 58-60 Grand Ave., Manhasset, N.Y. 11378. Tel. (212) 894-5155. Pres. Al Alexander, Mktg. Mgr. Gary Schwartz.
Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, leader & splicing tape.
 Lifetime Protectors, see Bowers.
 Lis-O-Tapes, see Trade Serv.
 Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St., Warren, Pa. 16365. Tel. (814) 723-8600. Pres. J. Albert Loranger, VP. Robert Loranger.
Product: Tape carrying & storage cases (M).
 M.J.S., 2514 Seaboard Ave., San Jose, Calif. 95131. Tel. (408) 262-8793. Pres. Michael Steiner.
Product: Head cleaners (M).
 M.M.C., see Magnetic Mktg.
 M.M.W. (Mechanical Mirror Works) Inc., 41 Madison Ave., New York, N.Y. 10017. Tel. (212) 889-3038. Pres. David Barzordoko, VP Mktg. Howard Cohen.
Product: Album jacket & record artist silk-screened mirrors.
 M.R.S., see M.R. Sand.
 Magnisonics Sales & Mfg. Co., 3740 E. Transport, Ventura, Calif. 93003. Tel. (805) 842-3092. Pres. Donald P. Grosslight.
Product: Bulk erasers (Eraser-Sure), cassette re-winder (Rapid Winder).
 Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel. (201) 694-3502. Pres. Thomas J. Hoffbauer, Sales Mgr. Brendan F. Browne, Adv. Mgr. M. Judge.
Product: Demagnetizers (MMC) (M).
 Magnetic Media Corp., 500 Eastern Pkwy., Farmingdale, N.Y. 11735. Tel. (516) 293-1010. Pres. Aaron Wasserstrom, Gen. Mgr. Douglas Scott.
Int'l branch: Korea, (PO Box 5006, Seoul).
Product: Leader tape (M).
 Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel. (317) 856-3731.
Product: Head cleaners (M) (Medialab).
 Maspro Inds. Inc., 4160 N. Jefferson Blvd., Los

RECORD & TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

Angelo, Calif. 90016 Tel. (213) 938-2755. Exec. VP. **Walter**. Sales Mgr. **Ron Newslander**. Product: Record & tape carrying & storage cases (M).

Maestro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel. (212) 547-5600. Pres. **Mario Maccaferri**. Product: Head cleaners, 8-tr. dust caps.

Vernon McMillan Inc., 801 Newark Ave., Elizabeth, N.J. 07208 Tel. (201) 352-8800. Product: Record & tape carrying & storage cases (Amberg) (M).

Mechanical Mirror Works Inc., see MMW.

Memorex Corp., 1600 Memorex Dr., Santa Clara, Calif. 95052 Tel. (408) 987-1752. Pres. **Robert C. Wilson**. Sales Mgr. **John R. Humphreys**. Promo. Co-ord. **Elizabeth D. Nash**. Local branch: 2400 Kifer Rd. Zip: 95052 Tel. 987-2620. Branches: Los Angeles, Calif., 11340 W. Olympic Blvd. Zip 90064 Tel. (213) 478-3051—Lombard, Ill., 335 Eisenhower Ln. S. Zip 60148 Tel. (312) 620-3240—Southfield, Mich., 24681 Northwestern Hwy., Suite 24 Zip 48075 Tel. (313) 354-0240, 353-2670—New York, N.Y., 1700 Broadway Zip 10019 Tel. (212) 541-7780—McLean, Va., 7798 Old Springhouse Rd. Zip 22101 Tel. (703) 821-3300. Product: 8-tr. & cassette head cleaner, 8-tr. head & capstan cleaner, cassette cleaning kit, record cleaner & cleaning fluid, record care 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. **J.J. Binsfeld**. 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. & Adv. Mgr. **William E. Stacy**. Sales Mgr. **Alan G. Newhouse**. Product: Tape carrying & storage cases (M).

Microtron Co. Inc., PO Box 236, 145 E. Mineola Ave., Valley Stream, N.Y. 11582 Tel. (516) 561-6050. Product: Head cleaners & demagnetizers (M).

Mid America Plastics Corp., PO Box 1713, Santa Monica, Calif. 90406 Tel. (213) 451-2585. Pres. **Jarl Brey**. Sales Mgr. **Hal Brey**. Adv. Mgr. **Gary Brey**. Plant: Redwood, Calif., 6850 Canby. Zip 91335. Branch: Denver, Colo., 7255 E. Quincy. Zip 80209 Tel. (303) 758-0663. Mgr. **Jerry O'Neill**. Product: Audio & Video cassette albums.

M.A. Miller, see Pageant Miller.

Music Library, see Oxford Pencilflex.

N.E.R.T. (New England Record & Tape) (div. of PBN Survey), PO Box 268, 641 Haverhill St., Lawrence, Mass. 01841 Tel. (617) 688-4293. Pres. **Jerry P. Marcus**. Sales Mgr. **Melvin L. Marcus**. Adv. Mgr. **B.J. Kankay**. Product: Record & tape catalog servs. (PBN Survey).

Nakamichi Research (USA) Inc., 1101 Colorado Ave., Santa Monica, Calif. 90401 Tel. (213) 451-5901. Pres. **E. Nakamichi**. Mktg. Dir. **Ted Nakamichi**. Sales Dir. **Kan Ohba**. Technical Dir. **Haron K. Appleman**. Product: Demagnetizers (MDI).

Neuhaefer Div., see Supronics.

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427 Tel. (612) 545-9837. Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape (M).

Nuclear Prods. Co., PO Box 5178, El Monte 91734, 2519 N. Merced Ave., South El Monte, Calif. 91733 Tel. (213) 293-2603, 444-3852. Pres. & Gen. Mgr. **Richard M. Evleth**. Product: Record cleaning brush (Staticmaster) (M).

Olson Electronics Inc. (sub. of Teledyne Corp.), 260 S. Forge St., Akron, Ohio 44327 Tel. (216) 535-1800. Pres. **W.R. Wolf**. VP Mktg. **Jack D. Hardke**. Sales Mgr. **Tom Wilkinson**. Adv. Mgr. **John Gaylor**. Product: Demagnetizers, splicing & editing equip.

One-Spot Publ'g (div. of Trade Serv. Publ'ns Inc.), 701 E. Prospect Ave., Mount Prospect, Ill. 60056 Tel. (312) 392-1720. Pres. **J.A. Simpson**. VP & Gen. Mgr. **E.V. Mironko**. Product: Record catalog servs. (New Release Reporter, Numerical Index, Popular Guide).

The Organizer, see Hartzell.

P.B.N. Survey, see NERT.

P/M I., see Pageant Miller.

Pack Rack, see Jacksonville.

Pageant Miller Inds., 605 Northern Blvd., Chinchilla, Pa. 18410 Tel. (717) 587-4771. Owner & Pres. **Alan F. Wormser**. Nat'l Sales Mgr. **M.J. Fields**. Adv. Mgr. **J.A. Johndrow**. Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all P/M I); needles (M.A. Miller, Pageant) (M).

Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803 Tel. (213) 570-1601. Pres. **Joseph D. Winston**. Sales & Adv. Mgr. **Charles W. Holmes**. Product: Tape storage cases.

Peerless Vid-Tronics Corp., 60 West St., Bloomfield, N.J. 07003 Tel. (201) 429-8600. Pres. **Herb Ravis**. VP & Mktg. Dir. **Jerome Geller**. Sales Mgr. **Andy Ganzico**. Product: Record & tape carrying & storage cases, head cleaners, demagnetizers (M).

Planstehel Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085 Tel. (312) 623-1360. Pres. **Merle R. Nelson**. Sales Mgr. **C. Al Clinton**. Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all Planstehel); needles (Planstehel).

Planstone, see Planstehel.

Phonolog, see Trade Serv.

Pickwick Mfg. Co., 7500 Excelsior Blvd., Minneapolis, Minn. 55426 Tel. (612) 932-7641. Pres. **C. Charles Smith**. Nat'l Sales Mgr. **Duane Halter**. Product: Record & tape carrying & storage cases, cleaners, cloths & brushes, head cleaners, needles (M).

Fixmobile, see Advance Prods.

Pixoff, see Sonic Research.

Plasti Plex Corp., 1209 Chicago Rd., Troy, Mich. 48064 Tel. (313) 589-1771. Pres. **Joseph E. Stanton**. Product: 8-tr. & cassette storage cases.

R.M.S. Electronic Inc., 50 Antin Pl., Bronx, N.Y. 10462 Tel. (212) 892-6700. Pres. **Arthur A. Fink**. Sales Mgr. **Seymour Goldberg**. Product: Tape carrying & storage cases (M).

R.N.S. Inc., 7 Manor Dr., Oak Ridge, N.J. 07438. Tel. (201) 697-2212. Pres. **Robert N. Schwartz**. Customer Serv. Mgr. **Elizabeth Schwartz**. Product: Tape carrying & storage cases, cleaners, cloths & brushes (Metrocare, MetroSound) head cleaners, leader & splicing tape (I).

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex. 76102 Tel. (817) 390-3011. Pres. **Lewis Kornfeld**. Sales Mgr. **Bernard Appel**. Adv. Mgr. **David Bockerman**. Nat'l Pub. Mgr. **Hy Siegel**. Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles.

leader & splicing tape, 8-tr. & cassette repair kits (Realistic) (M).

Rapid-Winder, see Magnasonic.

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006 Tel. (213) 737-3737. Pres. & Adv. Mgr. **Ray Abrams Sr.**. Sales Mgr. **Ray Abrams Jr.**. Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, record gift sleeves, leader & splicing tape.

Realistic, see Radio Shack.

Record Basic, see Audiotex.

Record Mate, see Akro-Mils.

Record Plus, see Audiotex.

Record Purifier, see Audiotex.

Record Research Inc., PO Box 200, Menomonie Falls, Wis. 53051 Tel. (414) 251-4508. Pres. **Joel Whitburn**. Product: Record chart compilation servs.

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375 Tel. (212) 544-9800. Pres. **Marshall Weingarten**. Sales Mgr. **Alison Knaperek**. Adv. Mgr. **Barbara Weingarten**. Product: Record & audio & video cassette vinyl storage cases (M).

Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701 Tel. (914) 794-8888. Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, needles (custom plastic & rubber injection molding only).

Robus Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725 Tel. (516) 543-5200. Pres. **Her-**

Product: Record & tape carrying & storage cases (Amberg) (M).

Metrocare, see RNS.

MetroSound, see RNS.

Micro-Trak Corp., 620 Race St., Holyoke, Mass. 01040 Tel. (413) 536-3551. Pres. & Adv. Mgr. **William E. Stacy**. Sales Mgr. **Alan G. Newhouse**. Product: Tape carrying & storage cases (M).

Microtron Co. Inc., PO Box 236, 145 E. Mineola Ave., Valley Stream, N.Y. 11582 Tel. (516) 561-6050. Product: Head cleaners & demagnetizers (M).

Mid America Plastics Corp., PO Box 1713, Santa Monica, Calif. 90406 Tel. (213) 451-2585. Pres. **Jarl Brey**. Sales Mgr. **Hal Brey**. Adv. Mgr. **Gary Brey**. Plant: Redwood, Calif., 6850 Canby. Zip 91335. Branch: Denver, Colo., 7255 E. Quincy. Zip 80209 Tel. (303) 758-0663. Mgr. **Jerry O'Neill**. Product: Audio & Video cassette albums.

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N.E.R.T. (New England Record & Tape) (div. of PBN Survey), PO Box 268, 641 Haverhill St., Lawrence, Mass. 01841 Tel. (617) 688-4293. Pres. **Jerry P. Marcus**. Sales Mgr. **Melvin L. Marcus**. Adv. Mgr. **B.J. Kankay**. Product: Record & tape catalog servs. (PBN Survey).

Nakamichi Research (USA) Inc., 1101 Colorado Ave., Santa Monica, Calif. 90401 Tel. (213) 451-5901. Pres. **E. Nakamichi**. Mktg. Dir. **Ted Nakamichi**. Sales Dir. **Kan Ohba**. Technical Dir. **Haron K. Appleman**. Product: Demagnetizers (MDI).

Neuhaefer Div., see Supronics.

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427 Tel. (612) 545-9837. Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape (M).

Nuclear Prods. Co., PO Box 5178, El Monte 91734, 2519 N. Merced Ave., South El Monte, Calif. 91733 Tel. (213) 293-2603, 444-3852. Pres. & Gen. Mgr. **Richard M. Evleth**. Product: Record cleaning brush (Staticmaster) (M).

Olson Electronics Inc. (sub. of Teledyne Corp.), 260 S. Forge St., Akron, Ohio 44327 Tel. (216) 535-1800. Pres. **W.R. Wolf**. VP Mktg. **Jack D. Hardke**. Sales Mgr. **Tom Wilkinson**. Adv. Mgr. **John Gaylor**. Product: Demagnetizers, splicing & editing equip.

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The Organizer, see Hartzell.

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P/M I., see Pageant Miller.

Pack Rack, see Jacksonville.

Pageant Miller Inds., 605 Northern Blvd., Chinchilla, Pa. 18410 Tel. (717) 587-4771. Owner & Pres. **Alan F. Wormser**. Nat'l Sales Mgr. **M.J. Fields**. Adv. Mgr. **J.A. Johndrow**. Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all P/M I); needles (M.A. Miller, Pageant) (M).

Paramount Housewares, 1035 Westminster Ave., Alhambra, Calif. 91803 Tel. (213) 570-1601. Pres. **Joseph D. Winston**. Sales & Adv. Mgr. **Charles W. Holmes**. Product: Tape storage cases.

Peerless Vid-Tronics Corp., 60 West St., Bloomfield, N.J. 07003 Tel. (201) 429-8600. Pres. **Herb Ravis**. VP & Mktg. Dir. **Jerome Geller**. Sales Mgr. **Andy Ganzico**. Product: Record & tape carrying & storage cases, head cleaners, demagnetizers (M).

Planstehel Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085 Tel. (312) 623-1360. Pres. **Merle R. Nelson**. Sales Mgr. **C. Al Clinton**. Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all Planstehel); needles (Planstehel).

Planstone, see Planstehel.

Phonolog, see Trade Serv.

Pickwick Mfg. Co., 7500 Excelsior Blvd., Minneapolis, Minn. 55426 Tel. (612) 932-7641. Pres. **C. Charles Smith**. Nat'l Sales Mgr. **Duane Halter**. Product: Record & tape carrying & storage cases, cleaners, cloths & brushes, head cleaners, needles (M).

Fixmobile, see Advance Prods.

Pixoff, see Sonic Research.

Plasti Plex Corp., 1209 Chicago Rd., Troy, Mich. 48064 Tel. (313) 589-1771. Pres. **Joseph E. Stanton**. Product: 8-tr. & cassette storage cases.

Port-A-Tune (div. of Action Leathercraft Inc.), 5340 E. Harbor, Commerce, Calif. 90040 Tel. (213) 728-1155. VP & Gen. Mgr. **Arnold Gilden**. Sales & Adv. Mgr. **Andy Liviani**. Customer Serv. Mgr. **Cathy Burgess**. Product: Record & tape carrying & storage cases.

Pro I Prods., PO Box 33, Highland Park, Ill. 60035. Tel. (312) 432-5536. Pres. **Roy Pink**. Sales Mgr. **Martin Pink**. Adv. Mgr. **Deena Pink**. Product: Record & tape carrying & storage cases.

Protect Your Records, see Bowers.

Q.A.I. Inc. (formerly Saxon Adhesive Prods.), 640 Dell Rd., Carlstadt, N.J. 07072 Tel. (201) 935-5100. NYC (212) 736-1980. Pres. **Steve Dauman**. Sales Mgr. **George Ratowsky**. Product: Splicing & cueing tape (Adhere-On).

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RECORD & TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

- man Post, Nat'l Sales & Adv. Mgr. Stu Carner. Product: Tape carrying & storage cases, cleaners, cloths & brushes, 45 RPM adaptors, head cleaners, demagnetizers, leader splicing & sensing tape, bulk erasers, tape cleaners (Soundtrack Scrubbers), splicing & editing equip., cassette & 8-tr. repair kits, cassette tension winders, tape clips, stylus pressure gauge (Gramex), sonic static neutralizing gun (Rob-O-Stat), stylus microscope, phono pads & cushions.
- Rotel of America Inc., 1055 Saw Mill River Rd., Ardsley, N.Y. 10502. Tel. (914) 693-3355. Product: Cleaners & Brushes. (M)
- Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520. Tel. (516) 866-2880. Pres. Marston A. Dayan. Product: Record & tape carrying & storage cases (Add 'n' Stack) (M); head cleaners & demagnetizers (Royal Sound) (I)
- S.C.I. see Discwasher
- S.S.K. Ent's Inc., 2480 Tuwengate Rd., Westlake Village, Calif. 91361. Tel. (805) 495-1214. Pres. Mrs. S.F. Kara. Product: Head cleaners (M)
- M.R. Sand & Co., PO Box 2255, 6211 Milan Rd., Sandusky, Ohio 44870. Tel. (419) 625-0028. Pres. & Sales Mgr. Joseph F. Vost III. Product: Head cleaners (MRS) (M)
- Sav-A-Tape, see Audio Accessories
- Savoy Leather Mfg. Corp., PO Box 176, Ward Hill Ind'l Park, Neck Rd., Haverhill, Mass. 01830. Tel. (617) 374-0351. Pres. Norman E. Savoy. Sales Mgrs. (USA) Frank Rockman, Ed Dougherty, (Canada) George Kosmas. Sales office: Newton Upper Falls, Mass., 1039 Chestnut St. Zip: 02164. Tel. (617) 964-0530. Product: Record & tape carrying & storage cases.
- Saxton Prods. Inc., 215 N. Rt. 303, Congers, N.Y. 10920. Tel. (914) 268-6846. Product: Demagnetizers (DI), needles (M)
- Schweitzer Design Inc., see Ampco
- Scotch, see 3M
- Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel. (312) 842-8221. Pres. J. Siegal. Sales Mgr. R. Siegal. Product: Record & tape carrying & storage cases, wire record racks, pole record racks, record carts. (MD)
- Sentry Inds. Inc., 221 N. Macquisten Pkwy., Mount Vernon, N.Y. 10550. Tel. (914) 664-2909. Pres. Harold Rosen. Sales & Adv. Mgr. Barry Rosen. Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape (MDI)
- Service Mfg. Co. Inc., 155 Saw Mill River Rd., Yonkers, N.Y. 10701. Tel. (914) 476-1700. Pres. Joseph L. Berkman. VP Sales: Richard Rosinberg. Product: Record & tape carrying & storage cases, videocassette storage cabinets. (M)
- Shape Inc., PO Box 366, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel. (207) 282-6155. Pres. Anthony L. Gelardi Jr. Sales & Mktg. Mgr. Joe Ciccone. Adv. Mgr. Bob MacLeod. Product: Audio & Video carrying & storage cases.
- Snap Jack Inc., 805 Clifton Ave., Clifton, N.J. 07013. Tel. (201) 779-0225. Product: LP jacket wall frames
- Sonic Research Inc., 27 Sugar Hollow Rd., Danbury, Conn. 06810. (203) 792-8822. Pres. Peter E. Pritchard. Mktg. Mgr. George Petelin. Product: Cleaners (Pivot) (I), cartridges & needles (Sonus) (M)
- Sonus, see Sonic Research
- The Sound Bug, see Trans Continental
- Sound Containers Corp., 1425-A N. Manzanita St., Orange, Calif. 92667. Tel. (714) 771-1080. Pres. Maxine J. Knorr. Product: 8-tr. & cassette storage systems (Soundstacker)
- Sound Furniture Co., PO Box 11499, Clayton, Mo. 63105. Tel. (314) 241-1759. Pres. Bernie Hochman. Product: Tape carrying & storage cases (The Spinner) (M)
- Sound Guard, see Ball
- Sound/Pro Inds. Inc., 347 Culver Blvd., Playa del Rey, Calif. 90291. Tel. (213) 822-0510. Pres. Donald K.M. Rothgery. Sales Mgr. Pierre Barbous. Adv. Mgr. Linda Newton. Product: Tape carrying & storage cases, head cleaners.
- Soundstacker, see Sound Containers
- Soundtrack Scrubber, see Robins
- Speaker Uppers, 20946 Cumer Rd. Zip: 91789. Tel. 598-1906. Pres. Steve Karsh. Sales Mgr. Bruce Gellis. Adv. Mgr. Dick Gary. Branch: Downers Grove, Ill., Audiocore, 2460 Wisconsin Ave. Zip: 60515. Tel. (312) 960-1616. Eastern Reg'l Sales Mgr. Dave Larson. Product: Speaker stands.
- Speedex Electronics, 400 S. Wyman, Rockford, Ill. 61101. Tel. (815) 968-9661. Product: Cleaners, cloths, brushes, 45 rpm adaptors, head cleaners, demagnetizers, splicing tape. (M)
- The Spinner, see Sound Furniture
- Stac All Inc., PO Box 771, Rochester, Mich. 48063. Tel. (313) 652-9711. Product: Tape carrying & storage cases (Audio Stac) (MD)
- Stack Rack, see Audio Works
- Staticmaster, see Nuclear Prods.
- Sterling Prods. Co. Inc., 1689 Oakdale Ave., West St. Paul, Minn. 55118. Tel. (612) 455-6691. Product: Tape carrying & storage cases.
- Studio Magnetics Co. Inc., 83 Carrough Rd., Bohemia, N.Y. 11716. Tel. (516) 589-4300. Pres. George Cahane. VP. Craig M. Balaban. Product: Non-abrasive cassette head cleaners, aerosol head cleaners, cassette storage modules (Add 'N' Stac) (M)
- Styl-Ton Development Corp., see Rivertone
- T.D.K. Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel. (516) 746-0800. VP. Ken Kohda. Nat'l Mktg. Mgr. Bud Berger. Ass't Adv. Mgr. Bob Miller. Branches: Irvine, Calif., 17072 Daimler St. Zip: 92705. Tel. (714) 979-5811. Div. Sales Mgr. Sandy Cohen—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel. (312) 973-1222. Product: Tape carrying & storage cases, head cleaners, demagnetizers. (M)
- T.P.C., see Audio-Kare
- Taberaser, see Taber Mfg.
- Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel. (415) 835-3831. Pres. Veldon Leverich. Gen. Mgr. R.H. Koorn. Product: Demagnetizers (Taberaser) (M)
- Tape-maker Sales Co. Inc., 829 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel. (516) 561-6080. Pres. Arthur Brandwein. Sales Mgr. M. Medina. Product: Audio & video head cleaners, leader & splicing tape, video leader tape & splicing tabs. (M)
- Tape Mate, see Akro-Mits.
- Tape Servs. Inc., Cherry Hill Ind'l Park, 1 Keystone Ave., Cherry Hill, N.J. 08003. Tel. (609) 424-9450. Sales Mgr. Michael T. Mulcahy. Product: Cleaners, cloths, brushes (private label), head cleaners, demagnetizers. (M)

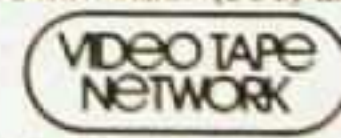
- Tesc Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel. (213) 726-0303. Pres. Nobuo Tamura. Sales Mgrs. Barry Goldman, David Green, Bill Mohrhoff. Adv. Mgr. Tay Hotta. Product: Head cleaners & demagnetizers. (M) Telefax, see Abtech
- Tempo Adv. of Hagerstown Leather Goods Co., 858 Willow Circle, Hagerstown, Md. 21740. Tel. (301) 797-5600. Pres. Dr. H.N. Taylor. VP Mktg. David L. Handler. Product: Record, tape & videocassette carrying & storage cases.
- T.M.Co. Magnetic Audio/Video Prods. Div., 3M Center Bldg. 223-5N, St. Paul, Minn. 55101. Tel. (612) 733-1466. Div. VP. John E. Povolny. Sales Mgr. S.R. Fredericksen. Adv. Mgr. Peter M. Gavin. Branches: Anchorage, Alaska, 5531 Minnesota Dr. Zip: 99502. Tel. (907) 276-2363—Burbank, Calif., 126 W. Elm Court. Zip: 91502. Tel. (213) 848-5534—Los Angeles, Calif., 6023 S. Garfield Ave. Zip: 90040. Tel. (213) 726-6300—South San Francisco, Calif., 320 Shaw Rd. Zip: 94080. Tel. (415) 589-2663—Washington, D.C., 1101 15 St. NW. Zip: 20005. Tel. (202) 331-6900—Atlanta, Ga., 2860 Bankers Ind'l Dr. Zip: 30360. Tel. (404) 447-7000—Honolulu, Hawaii, 2880 Ualewa St. Zip: 96819. Tel. (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave. Zip: 60501. Tel. (312) 496-6500—Needham Heights, Mass., 155 Fourth Ave. Zip: 02194. Tel. (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel. (313) 477-5000—Eagan, Minn., PO Box 3211, St. Paul 55133. 3130 Lexington Ave. S. Zip: 55121. Tel. (612) 733-3300—St. Louis, Mo., PO Box 510, 10725 Baur Blvd. Zip: 63166. Tel. (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07006. Tel. (201) 575-2000—Cincinnati, Ohio, 4835 Para Dr. Zip: 45227. 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 Ana Ave. Zip: 75228. Tel. (214) 324-3100—Seattle, Wash., Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel. (206) 244-7200. Product: Tape carrying & storage cases, head cleaners, leader & splicing tape (Scotch) (M) Toyota, see Electronic Homes
- Trade Serv. Publ'ns Inc., 2720 Beverly Blvd., Los Angeles, Calif. 90057. Tel. (213) 385-4211. Pres. J.A. Simpson. VP. W.A. Mundy.
- Transcontinental Eng'g., 503 N. Central Ave., Kent, Wash. 98031. Tel. (206) 854-4478. Pres. Jack V. Ritter. 1st VP & Adv. Mgr. Cap. Ricks. VP Sales: John Cowen. Branch: Sumner, Wash., PO Box 127. Zip: 98390. Product: 8-tr. & cassette repair kits, head cleaners, record care kit, splicing kit, tape duct, lubricating & cleaning kit (The Sound Bug) (M) Transcriber Co. Inc., PO Box 478, Attleboro, Mass. 02703. Tel. (617) 222-3525. VP. John Sheatsgreen. Nat'l Sales Mgr. John McDonald. Product: Cleaners, cloths, brushes, 45 rpm adaptors, head cleaners, demagnetizers, needles, leader & splicing tape. U.T.C., see Universal Tape
- Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90745. Tel. (213) 327-3203. Pres. Edward D. Praeger. Product: Head cleaners, demagnetizers, leader & splicing tape (A/V Paragon, UTC Universal) (M)
- Utopia Ultra-Sound, 38-40 S. First St., Newark, Ohio 43055. Tel. (614) 345-9426. Owner: Robert H. Kirk Jr. Product: Head cleaners (MD)
- Videotape Club of America, 311 Sunny Isles Blvd., North Miami Beach, Fla. 33160. Tel. (305) 944-3929. Pres. & Sales Mgr. Gary Zwerin. Product: Videocassette storage unit (VHS or Beta formats)
- Viz Co., 1-Box 283, Ellijay, Ga. 30540. Tel. (404) 635-7481. Product: Cassette carrying & storage cases.
- Vulcan Binder & Cover (Div. of EBSCO Inds. Inc.), PO Box 29, Vincent, Ala. 35178. Tel. (205) 672-2241. VP. R. Denson Parker. Sales Mgr. Dudley Pendleton III. Adv. Mgr. B.R. Cummings. Product: Tape carrying & storage cases (M) W.R.E., see Wide Range Electronics
- Walko-Linck Corp., 1234 Hwy. 46, Clifton, N.J. 07015. Tel. (201) 471-1070. Pres. J. Lyman. Sales Mgr. A.W. Brill. Adv. Mgr. E.T. Spruko. Product: Needles (M) Watts, see Emvax
- Watts Recordcare, see Epsa
- Webtek Corp., 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel. (213) 937-3511. Pres. Joseph Klein. VP & Prod. Mgr. John A. Pace. Sales Mgr. Ken George. Branch: Northfield, Ill., 778 Frontage Rd., Suite 115. Zip: 60093. Tel. (312) 448-6046. Product: Leader & splicing tape. (M)
- Wide Range Electronics Corp., 2119 Schuetz Rd., St. Louis, Mo. 63141. Tel. (314) 567-5366. Product: Bulk erasers, magnetic erasing pencil (WRE)
- Zerostat, see Discwasher

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Blank Loaded Tape & Accessories Wholesalers

TAPE • AUDIO • VIDEO

The following is a listing of Wholesalers and Independent Distributors of blank tape and record and tape accessories. The lines listed are not necessarily full lines, and the wholesalers and distributors are not necessarily limited to those lines only.

ARIZONA

- **PHOENIX (Area Code 602)**
All Label West Inc., 3304 N. 27 Ave. Zip: 85017. Tel: 258-1542.
Alta Dist'g Co., 2950 W. Catalina Dr. Zip: 85017. Tel: 269-1411. Pres. George W. Souvall. VP & Gen. Mgr. Lee Weimar. One Stop Mgr. Accessory Buyer: Fred Rivers.
Branch: Salt Lake City, Utah.
Lines: Audio Magnetics, Dynasound, Fidelitone, Le-Bo, Maxell, Memorex, Savoy, Scotch, TDK, Tracs, Watts.
Terr.: Ariz., Calif., Nev., N.M., Tex.
Associated Dists. Inc., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584.
Pickwick Int'l Inc., 3422 W. Whitton Ave. Zip: 85017. Tel: 272-9343.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard, Video Dist'g, 3127 W. Virginia Ave. Zip: 85009. Tel: 278-8137. Sales Mgr.: Gary Leamaster.
Lines: Custom Case, JVC, Le-Bo, Maxell, Nortronics, RCA, Scotch, TDK.
Terr.: Ariz., national mail order.

ARKANSAS

- **LITTLE ROCK (Area Code 501)**
Sieberts Inc. (sub. of Handleman Co.), 5301 Forging Rd. Zip: 72209. Tel: 562-8800.
- **WEST MEMPHIS (Area Code 501)**
Boss Ugly Bob Recs., 2314 E. Broadway. Zip: 72301. Tel: 735-6420. Branch Mgr.: Ruby Lewis.
Home office: Memphis, Tenn.
Lines: Astatic, Capitol, Ductone, Fidelitone, Le-Bo, Memorex, Savoy, Shure.
Terr.: Ark., Colo., Ill., Ky., La., Miss., Mo., Tenn., Texas.

CALIFORNIA

- **BUENA PARK (Area Code 714)**
Brown Rec. Dists., 7342 Melrose St. Zip: 90621. Tel: 522-8351. LA (213) 921-0811. Pres. David Mingus. Sales Mgr.: George Reese.
Lines: Audio-Technica, BASF, Empire, Le-Bo, Maxell, Memorex, Pfanstiehl, Pickering, Port-A-Tune, Scotch, Shure, Sound Guard, TDK, Watts.
Terr.: Alaska, Ariz., Calif., Hawaii, Idaho, Mont., Nev., N.M., Ore., Utah, Wash., Wyo.
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**
Cal-Max Int'l One-Stop, 4819 E. Whittier Blvd. Zip: 90022. Tel: 261-6723. Pres. John O'Valle. Sales Mgr.: Edward G. Jaloma. Retail Sales Mgr.: Anthony M. Jaloma.
Lines: AVM, BASF, Le-Bo, Memorex, Pfanstiehl, Recoton, Scotch, Sound Pro.
Terr.: Ariz., Mont., N.M., Ore., Tex., Wash., Mexico.
Garmisa Sales, 10457 Lindbrook Dr. Zip: 90024. Tel: 475-8884. Owner: Robert M. Garmisa.
Lines: Columbia Magnetics, Le-Bo.
Terr.: Ariz., Calif., Hawaii, Southern Nev.
Pickwick Int'l Inc., 7100 Tujunga Ave., North Hollywood 91605. Tel: 764-5050.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.
Valley One Stop, 6737 Vanjean Ave., Van Nuys 91406. Tel: 782-6420.
Home office: Oakland (San Francisco & Bay Area), Calif. The Music People Inc.
Lines: BASF, Columbia.
Terr.: Southern Calif., Hawaii.
- **SACRAMENTO (Area Code 916)**
Alpha-Media, PO Box 254452, 8996 Fruitridge. Zip: 95825. Tel: 383-4385. Pres.: Vladimir Sirota. VP: Tom Conrad.
Lines: AMP, Ampex, Capitol.
Terr.: Ariz., Calif., Nev., Ore., Wash.
- **SAN FRANCISCO & BAY AREA (Area Code 415)**
Major Dists. Inc., 4189 First St., Livermore 94550. Tel: 455-6868. Pres.: Robert Anderson. Branch Mgr.: Don Thurman.
Home office: Tukwila (Seattle Area), Wash.
Lines: BASF, Le-Bo, Memorex, 3M, Transcriber.
Terr.: Northern Calif.
The Music People Inc., 1025 W. MacArthur Blvd., Oakland 94608. Tel: 653-5811. Pres. Michael Lipton. Exec. VP: Elliot Blaine. VP: Jason Blaine.
Branch: Van Nuys (Los Angeles Metropolitan Area), Calif. Valley One Stop.
Lines: Capitol, Columbia Magnetics, Le-Bo, Recoton.
Terr.: Northern Calif.
Pickwick Int'l Inc., 11 Guittard Rd., Burlingame 94010. Tel: 697-6800.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.
- **SAN LUIS OBISPO (Area Code 805)**
Square Deal Rec. Co., 169 Prado Rd. Zip: 93401. Tel: 543-3636. TWX: (910) 351-5700. Owner: Richard W. Ferris.
Lines: BASF, Capitol, Scotch, TDK.
Terr.: Midwest & Western USA.

COLORADO

- **DENVER AREA (Area Code 303)**
D. L. M. Music Inc., 4990 Nome, No. 3D. Zip: 80239. Tel: 371-3260. Pres. Larry Gentry. VP & Gen. Mgr.: Mel Nimmon.
Lines: Ampex, Discwasher, Le-Bo, Maxell, Scotch, Sound Guard, TDK, Watts.
Terr.: Southwestern USA, Rocky Mountain states.
Mile Hi One Stop Inc., 150 Rio Grande Blvd. Zip: 80223. Tel: 629-1960. Colo. WATS (800) 525-6094. Gen. Mgr.: Bob Jacobs.
Home office: Skokie (Chicago Metropolitan Area), Ill., Sound Unlimited Inc.
Lines: Ampex, Capitol, Discwasher, Hagerstown, Le-Bo, Maxell, Memorex, Pfanstiehl, Pickwick, Scotch, Sound Guard, TDK, Watts.
Terr.: New England, N.J., N.Y., Pa.

- Pfanstiehl, RCA, Savoy, Scotch, Sound Guard, TDK.
Terr.: Calif., Colo., Idaho, Kan., Mont., Neb., N.M., Ore., Utah, Wash., Wyo.
Pickwick Int'l Inc., 4675 Kingston St. Zip: 80239. Tel: 371-0900.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.

CONNECTICUT

- **HARTFORD AREA (Area Code 203)**
Aquarius Dist. of New England Inc., 479 Park Ave., East Hartford 06108. Tel: 278-4061. Pres. Marvin Ginsburg.
Lines: Maxell, Memorex, Savoy, Sony, Watts.
Terr.: New England, N.Y.
One Stop Music Serv., 24-26 Clark St., East Hartford 06108. Tel: 528-4126. Pres.: Richard J. Godlewski. Sales Mgr.: Frank Sutter.
Line: Memorex.
Terr.: Conn., Mass., Vt.
Tin Pan Recs. Inc., 157 Charter Oak Ave. Zip: 06106. Tel: 278-5222. Pres. Thomas J. Markoski. Sales Mgr.: Lou Concolilli.
Lines: Electro-Voice, Peerless, Recoton.
Terr.: New England, N.J., N.Y., Pa.

DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**
Schwartz Bros. Inc., 2146 24th Pl. NE. Zip: 20018. Tel: 529-5700. Pres.: James Schwartz. Sales Mgr.: Jerry Jacobs.
Branches: Bala Cynwyd (Philadelphia Metropolitan Area), Pa.; Norfolk, Va.; Tidewater One-Stop.
Lines: Ampex, BASF, GRT/Design, Maxell, Memorex, Recoton, Scotch, Sony, Sound Guard, TDK, Watts.
Terr.: Washington, D.C.; Md.; Va.; W. Va.

FLORIDA

- **FORT LAUDERDALE (Area Code 305)**
Central Audio Visual Inc., 1212 S. Andrews Ave. Zip: 33316. Tel: 522-3796. Pres.: D. Robert Schwartz. Sales Mgr.: Michael Lever.
Lines: Maxell, Recoton, Studio Magnetics, TDK, 3M.
Terr.: Fla.
- **HOLLYWOOD (Area Code 305)**
Together Dist. Co., 450 N. Park Rd. Zip: 33021. Tel: 966-1101.
Home office: Norcross (Atlanta Metropolitan Area), Ga.
- **JACKSONVILLE (Area Code 904)**
Calco Dists. Inc., 7656 Lem Turner Rd. Zip: 32208. Tel: 768-4883. Pres. Calvin Davis. Sales Mgr.: Jeff Cohen.
Lines: Audio Magnetics, BASF, BSR, Calco, Fidelitone, Le-Bo, Pageant, Savoy, Walco.
Terr.: Fla.; Ga.
- **MIAMI METROPOLITAN AREA (Area Code 305)**
M J S Entertainment Corp., 8228 NW 56 St. Zip: 33166. Tel: 592-6085.
Pickwick Int'l Inc., 13145 NW 45 Ave., Opa Locka 33054. Tel: 685-7601.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.
Southern Rec. & Tape Servs. Inc., 1020 E. 14 St., Hialeah 33010. Tel: 865-4625.
Specialty Dists. Inc., PO Box 4155, Normandy Sta., Miami Beach 33141. Tel: 758-0000.

GEORGIA

- **ATLANTA METROPOLITAN AREA (Area Code 404)**
Duplex Rec. Dist. of Atlanta, PO Box 4003, 699 McDaniel St. SW. Zip: 30303. Tel: 524-9174. Pres.: Alex Williams Jr., Sales Mgr.: Lonnie L. Williams.
Lines: EV Game, Electro-Voice, General Electric, Hitachi, Panasonic, RCA, Sony.
Terr.: Ala., Fla., Ga., N.C., S.C., Tenn.
One Stop Rec. House Inc., 1872 Marietta Blvd. NW. Zip: 30318. Tel: 351-9140. Pres.: S.R. Freeman. Opns. Mgr.: John I. Boggan. Sales Mgr.: Terry Lawson.
Lines: Allsop, BASF, Capitol, Le-Bo, Memorex, Pfanstiehl, Savoy, Shure.
Terr.: Ala., Fla., Ga., Miss., N.C., S.C., Tenn.
Pickwick Int'l Inc., 365 Patton Dr. SW. Zip: 30336. Tel: 696-1850.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.
Tara Rec. & Tape Dist. Co. Inc., 582 Armour Circle NE. Zip: 30324. Tel: 875-8271. Pres. Gwen M. Kessler. Gen. Mgr.: Steve Begor.
Lines: Capitol, Discwasher, GRT, Le-Bo, Sony, Sound Guard.
Terr.: Ala., Ga., Ky., N.C., S.C., Tenn.
Together Dist. Co., 6405 Atlantic Blvd., Norcross 30071. Tel: 449-7900. Gen. Mgr.: Chuck Huesman.
Branch: Hollywood, Fla.
Lines: Dynasound, Port-A-Tune, Savoy.
Terr.: Southeastern USA.
- **CLARKESVILLE (Area Code 404)**
Clarksville Rec. Sales Co. Inc., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Sales Mgr.: Peter J. Rosetty. Mgr.: James Stockton.
Lines: Ampex, Capitol, Le-Bo, Pfanstiehl, Robins.
Terr.: Southeastern USA.

HAWAII

- **HONOLULU (Area Code 808)**
Microphone Music Inc., 2077 S. Beretania St. Zip: 96826. Tel: 946-1488. Pres.: Ken Kaizawa.
Lines: Le-Bo, Savoy.
Terr.: Hawaii.

- Nylen Bros. & Co. Ltd., 820 S. Beretania. Zip: 96813. Tel: 538-1171. Pres.: Bill Nylen Jr., Sales Mgr.: James Fernie.
Lines: Chemtronics, Electro-Voice, General Cement, TDK, 3M.
Terr.: Hawaii.
Pickwick Int'l Inc., 2959 Koapaka St., No. 2. Zip: 96819. Tel: 847-2258.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.

ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**
Galvano Dist. Corp., 4147 W. Armitage. Zip: 60639. Tel: 235-3800.
Pickwick Int'l Inc., 779 Church Rd., Elmhurst 60126. Tel: 832-8850.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.
Sound Unlimited Inc., 5404 W. Touhy Ave., Skokie 60077. Tel: 674-0850. Pres.: Noel A. Gimbel. Gen. Mgr.: David Solomon. Mgr.: Stan Meyers.
Branch: Denver, Colo., Mile Hi One Stop Inc.
Lines: Calibron, Capitol, Hagerstown, Le-Bo, Maxell, Memorex, Nortronics, Pfanstiehl, RCA, Scotch, Sony, TDK.
Terr.: Ill., Ind., Mich., Wis.

INDIANA

- **ANDERSON (Area Code 317)**
Circle City Dists., 1601 Arrow Ave. Zip: 46011. Owner: Celester Noelley.
Lines: Allsop, Fidelity, Memorex, Pfanstiehl, Supreme, 3M.
Terr.: Ind.
- **INDIANAPOLIS (Area Code 317)**
Father's & Sun's Inc., 4100 Industrial Blvd. Zip: 46254. Tel: 293-5310. Sales Mgr.: Steve Druley.
Lines: Audio-Technica, Capitol, Discwasher, Maxell, Memorex, Savoy, Service, Sound Guard, Sound Saver, TDK, Watts.
Terr.: Midwest.

IOWA

- **DES MOINES (Area Code 515)**
Pickwick Int'l Inc., 2400 Sunset Rd. Zip: 50321. Tel: 282-8185.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.

KANSAS

- **SHAWNEE MISSION (Area Code 913)**
Vanguard Systems Inc., 4210 Johnson Dr. Zip: 66205. Tel: 432-6520. Pres.: Robert L. Stutz.
Lines: Simplector, Studio Magnetics.
Terr.: Iowa, Kan., Mo., Neb.

KENTUCKY

- **CAMPBELLVILLE (Area Code 502)**
Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Pres.: Randall B. Herron.
Lines: Electro-Voice, TSI, Transcriber.
Terr.: Ind., Ky., Tenn.

LOUISIANA

- **NEW ORLEANS (Area Code 504)**
All South Dist., 1924 Lafayette St. Zip: 70113. Tel: 568-0971. Pres.: Warren Hildebrand. Sales & Opns. Mgr.: Richard Brown.
Lines: Capitol, Le-Bo, Memorex, Recoton, Savoy, Sony.
Terr.: Ala., Gulf Coast, La., Miss.
- **VILLE PLATTE (Area Code 318)**
Floyd's Whistle Dist'g Co. Inc., 434 E. Main St. Zip: 70586. Tel: 363-2184. Owner & Pres.: Floyd Soileau. Sales Mgr.: Ray Lafleur.
Lines: Capitol, Le-Bo, Memorex, Pfanstiehl, Scotch, Seebro.
Terr.: La., Miss., Tex.

MAINE

- **PORTLAND (Area Code 207)**
Commercial Dist., 8 Somerset St. Zip: 04101. Tel: 774-5362.
Diamond Corp., 8 Somerset St. Zip: 04101. Tel: 774-5362. Pres.: Herbert S. Holmes Jr., Gen. Mgr.: William Hemmens. Opns. Mgr.: William Tiffany.
Lines: Akai, Audio-Technica, BASF, Discwasher, Maxell, Memorex, Nortronics, Pfanstiehl, Pickering, Recoton, Savoy, Sound Guard, Shure, Watts.
Terr.: Me.

MARYLAND

- **BALTIMORE (Area Code 301)**
Pickwick Int'l Inc., 142 Alco Pl. Zip: 21227. Tel: 247-2550.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.
The Zamoski Co., 1101 Desoto Rd. Zip: 21223. Tel: 644-2900. Pres.: C. Zamoski. VP: Irv Gomprecht.
Lines: Le-Bo, Memorex, Recoton, Service, TDK.
Terr.: Washington, D.C.; Md.; Tex.; Va.

MASSACHUSETTS

- **BOSTON METROPOLITAN AREA (Area Code 617)**
Royal Dists., 96 Sagamore St., North Quincy 02171. Tel: 328-1822. Mgr.: Aaron Gros.
Lines: Maxell, Recoton.
Terr.: New England.

- **LAWRENCE (Area Code 617)**
Nert of New England, PO Box 268, 641 Havemill St. Zip: 01842. Tel: 686-4293. Pres.: Jerry P. Marcus. Sales Mgr.: Melvin L. Marcus.
Lines: Audio-Technica, BASF, Black Magic, Capitol, Discwasher, Empire, Maxwell, Memorex, Pickering, Recoton, Savoy, Scotch, Shure, Sony, Sound Guard, TDK, Watts.
Terr.: Australia, Austria, Canada, Israel, Japan, Sweden, USA, West Germany.

- **SOMERSET (Area Code 617)**
Pickwick Int'l Inc., 185 Riverside Ave. Zip: 02725. Tel: 676-3061.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.

MICHIGAN

- **DETROIT METROPOLITAN AREA (Area Code 313)**
Ami Dist. Corp., 34411 Industrial Rd., Livonia 48150. Tel: 525-7600. Pres.: Harry Manooqian. VP/Mgr.: Carl Mooradian.
Branch: Beechwood (Cleveland Metropolitan Area), Ohio, Ami Dist. of Cleveland.
Lines: Memorex, Panasonic, Sony, Toshiba.
Terr.: Ind., Ky., Mich., Ohio.
Angott Rec. & Tape Sales, 2616 Puritan. Zip: 48238. Tel: 341-7053. Pres.: Ron Rogers. Partner: Ken Walker.
Lines: GRT, Le-Bo, Memorex.
Terr.: USA.
Cadet Dist. Co. Inc., 13380 Capital, Oak Park 48237. Tel: 548-3171. Pres.: Harry Levin.
Lines: Capitol, Memorex, Recoton.
Terr.: Ind., Mich., Ohio.
Music Peddlers Inc., 1755 E. Maple Rd., Troy 48064. Tel: 524-2800.
Music Trend Inc., 24611 Crestview Court, Farmington Hills 48018. Tel: 474-0300. Pres.: Eugene L. Silverman. Opns. Mgr.: Sandra M. Valchuk.
Lines: Dynasound, Panasonic, Savoy, Scotch.
Terr.: Mich.
Pickwick Int'l Inc., 26010 Pinehurst Ave., Madison Heights 48071. Tel: 398-0400.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.

- Radio Frank Inc., 15250 Mercantile Dr., Dearborn 48121. Tel: 336-2900. Pres.: Frank M. Neckrock. Sales Mgr.: William F. Neckrock.
Lines: Ampex, Astatic, Marsand, Recoton, Toshiba.
Terr.: Southern Mich.
Simpson's Whistle Inc., 16540 James Couzens Hwy. Zip: 48221. Tel: 341-1885. Pres.: Calvin Simpson Jr., Warehouse Mgr.: Tommy Jackson.
Lines: A-Bee Syndicate, BASF, Bib, Columbia Magnetics, Le-Bo, Memorex, Pfanstiehl, Recoton, Sony, TDK.
Terr.: Ga., Mich., Miss., N.C., Ohio.
Tant Ent's Inc., 23745 Research Dr., Farmington Hills 48024. Tel: 478-5620.

- **FLINT (Area Code 313)**
Audio-Video Prod'ns, G-3163 Flushing Rd. Zip: 48504. Tel: 234-1313. Pres.: James A. Hamilton. Retail Sales & Mktg. Dir.: Peggy A. Irvin.
Lines: RCA, Sony.
Terr.: National.

MINNESOTA

- **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**
Pickwick Int'l Inc., 7500 Excelsior Blvd., Minneapolis 55426. Tel: 932-7660. Pres.: C. Charles Smith. Music Prods. Div. Gen. Mgr.: Robert Mitchell.
Branches: Phoenix, Ariz.; Burlingame (San Francisco & Bay Area), North Hollywood (Los Angeles Metropolitan Area), Calif.; Denver, Colo.; Opa Locka (Miami Metropolitan Area), Fla.; Atlanta, Ga.; Honolulu, Hawaii; Elmhurst (Chicago Metropolitan Area), Ill.; Des Moines, Iowa; Baltimore, Md.; Somerset, Mass.; Madison Heights (Detroit Metropolitan Area), Mich.; St. Louis, Mo.; Albany, N.Y.; Arlington (Fort Worth Area), Tex.; Seattle, Wash.
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Terr.: National.

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• ST. LOUIS (Area Code 314)

P-B One Stop Rec. Serv. Inc., 1919-21 Washington St. Zip: 63103 Tel: 231-2074 Pres. Patrick J. Blunda, VP. Perry F. Blunda
 Lines: Audio Magnetics, Capitol, Le-Bo, Pfanstiehl, Savoy, Sony
 Terr.: Ill., Ind., Iowa, Kan., Mo., Neb.
 Pickwick Int'l Inc., 1401 N. Price Rd. Zip: 63132 Tel: 997-1800
 Home office: Minneapolis, Minn.

MONTANA

• GREAT FALLS (Area Code 406)

Helm-James Dista. Inc., Fourth Ave. & Sixth St. S. Zip: 59401 Tel: 761-2420

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 Terr.: N.J., N.Y.

• PENNSAUKEN (Area Code 609)

Richman Bros. Recs. Inc., 6935 Airport Hwy. Ln. Zip: 08109 Tel: 665-8082 Pres. Allen Richman
 Lines: Capitol, Columbia Magnetics, Fidelitone, Le-Bo, Maxell, Memorex, Pfanstiehl, Sound Guard, TDK
 Terr.: National

• UNION (Area Code 201)

Program Recs. Inc., 950 Greeley Ave. Zip: 07083 Tel: 964-3434

NEW MEXICO

• **ALBUQUERQUE (Area Code 505)**
 Tocco Music Ent's., 900 Fourth St. SW Zip: 87102 Tel: 247-8051

NEW YORK

• ALBANY AREA (Area Code 518)

Bee Gee Recs. & Tape, 10 Northway Ln. N., Latham 12110 Tel: 785-1122 Exec. VP. Lawrence Smith, VP Sales Herbert Dorfman
 Lines: Capitol Magnetics, Columbia Magnetics, E-V Game, GRT, Hartzell, Le-Bo, Memorex, Peerless, Savoy, Scotch
 Terr.: New England, N.J., N.Y., Ohio, Pa.
 Latham Music Studio, 8 Westview Dr., Latham 12110 Tel: 785-9225 Owner: Phil Wielewinski
 Line: E-V Game
 Terr.: Albany, Montgomery, Rensselaer, Saratoga, Schoenectady counties, N.Y.
 One Way Recs. Inc., 12 Commercial Rd. Zip: 12205 Tel: 489-3288 Pres. David Schlang, Sales Mgr.: Gerald McCarthy
 Lines: Discwasher, Le-Bo, Maxell, Memorex, TDK
 Terr.: National
 Pickwick Int'l Inc., 100 Watervliet Ave. Zip: 12206 Tel: 489-2654
 Home office: Minneapolis, Minn.
 Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard
 Trans World Music Corp., 874 Albany-Shake Rd., Latham 12110 Tel: 783-5152 Pres. Robert J. Higgins, Gen. Mgr.: Frank Griffin
 Lines: Audio Magnetics, Black Magic, Capitol, Columbia Magnetics, Discwasher, S-Ball, Fidelitone, GRT, Hagerstown, Inter-magnetics, Irish, Le-Bo, Maxell, Memorex, Pfanstiehl, Pinwheel, Recoton, Robins, Savoy, Scotch, Sound Guard, TDK, Watts
 Terr.: New England, Md., N.J., N.Y., Pa.

• AMSTERDAM (Area Code 518)

Almor Playtime Co. Inc., 140 Guy Park Ave. Zip: 12010 Tel: 843-3801 Pres. Albert A. Hyman, VP: Bruce M. Hyman, Sales Mgr.: Tony Garrasi
 Lines: Auto Butler, BASF, Columbia Magnetics, Disc-Go-Case, Le-Bo, Maxell, Memorex, Recoton, TDK
 Terr.: Conn., Mass., N.H., N.J., N.Y., Ohio, Pa., VI.

• BOHEMIA (Area Code 516)

Studio Magnetics Co. Inc., 83 Carleough Rd. Zip: 11716 Tel: 589-4300 Pres. George Clahane, VP: Craig M. Balaban
 Lines: Add'n Stac, Studio Magnetics
 Terr.: National

• FREEPORT (Area Code 516)

Candy Stripe Recs. Inc., 371 S. Main St. Zip: 11520 Tel: 379-5151 Pres. Stan Gecht, Mgr.: Michael Schlackman
 Lines: Ampex, Capitol, Columbia Magnetics, Hagerstown, Le-Bo, Memorex, Pickering, Recoton, Savoy, Shure, Sony, Sound Guard, TDK
 Terr.: National & Export

• ISLAND PARK (Area Code 516)

Price Rite Rec. Corp., 4245 Austin Blvd. Zip: 11558 Tel: 431-8783

• NEW YORK METROPOLITAN AREA (Area Code 212)

Citywide Sales (div. of Intercontinental Electronics Ltd.), 419 Park Ave. S. Zip: 10016 Tel: 589-2700 VP Sales: Leon J. Sternheim
 Lines: ADC, Ampex, Audio-Technica, Empire, Pickering, Shure
 Terr.: National
 Olympia Rec. Ind. Inc., 239 W. 18 St. Zip: 10011 Tel: 989-7200
 Tara Audio Sales Ltd., 1370 Ave. of the Americas, Zip: 10019 Tel: 581-6950 Pres. Sam Ferrara, Gen. Mgr.: Ed Berkowitz, Asst. Mgr.: Gabrielle Voelker
 Lines: Ampex, Dupont, Fuji, JVC, Maxell, Polaroid, RCA, Sharp, Sony, TDK, 3M
 Terr.: National
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• POUGHKEEPSIE (Area Code 914)

Toy House of Hudson Valley, Manchester Rd. Zip: 12603 Tel: 471-2740 Pres. Lou J. Kutas
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 Terr.: Eastern N.Y.

• ROCHESTER (Area Code 716)

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• WESTBURY (Area Code 516)

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 Terr.: National

NORTH CAROLINA

• CHARLOTTE (Area Code 704)

Bib Dist. Co., 101 Yorkmont Rd. Zip: 28210 Tel: 527-0440

OHIO

• AKRON (Area Code 216)

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 Lines: Capitol, Electro-Voice, Le-Bo
 Terr.: Ohio
 Tweigrenn Ent's. Inc., 2775 Yellow Creek Rd. Zip: 44313 Tel: 835-5591 Pres. J. Hugh Macey, Mgr.: Catherine E. Macey
 Lines: E-V Game, Hagerstown, Newcomb
 Terr.: Canada, USA

• CINCINNATI (Area Code 513)

Supreme Dist. Co. Inc., 1000 Broadway, Zip: 45202 Tel: 421-0747 Mgr. Al Klayman
 Line: Fidelitone
 Terr.: Bloomington, Indianapolis, Ind., Lexington, Louisville, Ky., Cincinnati, Columbus, Dayton, Ohio

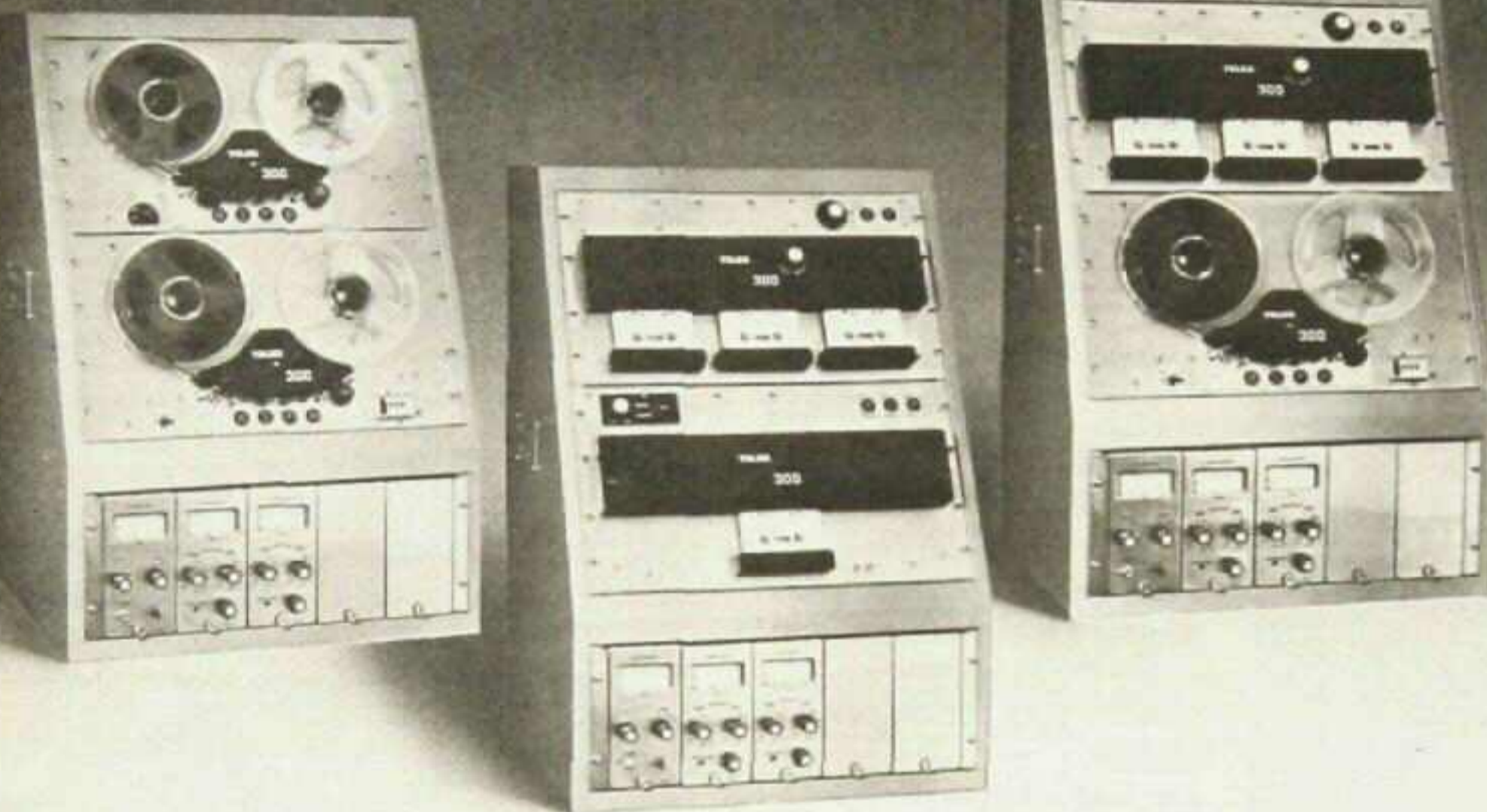
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 Lines: Design, Maxell, Memorex, Sound Guard, Tracs
 Terr.: Eastern Ind., Northern Ky., Mich., Western N.Y., Ohio, Western Pa., W. Va.
 Am. Dist. of Cleveland, 3659 S. Green Rd., Beachwood 44122 Tel: 831-5310
 Home office: Livonia (Detroit Metropolitan Area), Mich., Am. Dist. Corp.
 Lines: Memorex, Panasonic, Sony, Toshiba
 Man in The Middle, 5923 Cantwell Dr., Mayfield Heights 44124 Tel: 461-3342 Pres. Sherman Lieberman
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Lines: Discwasher, Maxell, Panasonic, TDK.
Terr.: Delaware Valley, Montgomery County, Philadelphia, Pa.

A. I. Rosenthal Assocs. Inc., 1035 Louis Dr., Warminster 18974. Tel: 441-8900. Pres.: Alfred Rosenthal, Sales Mgr.: Hugh Boyle.
Lines: Ampex, Audio-Technica, Bib, Capitol, Discwasher, Dynasound, Maxell, Memorex, Pickering, Recoton, Scotch, Shure, Sony, Sound Guard, TDK, Watts.
Terr.: National & Export

Schwartz Bros. Inc., 1 Bala Cynwyd Plaza, Suite 227, Bala Cynwyd 19004. Tel: 667-2090. Sales Mgr.: Richie Salvatore.
Home office: Washington, D.C.
Lines: Ampex, BASF, GRT/Design, Maxell, Memorex, Recoton, Scotch, Sony, Sound Guard, TDK, Watts.
Terr.: Del., N.J., Pa.

Villanueva Asturias Corp., 401 W. Girard Ave. Zip: 19123. Tel: 236-4544.

Vintage Recs. Inc., PO Box 251, Darby 19023. Tel: 586-5200. Pres.: Murray Graber.
Lines: Columbia Magnetics, E V Game, Magnatone, Memorex, Rivertone, Savoy
Terr.: Worldwide.

SOUTH CAROLINA
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Custom Rec'g & Sound, PO Box 7647, 1225 Pendleton St. Zip: 29610. Tel: 232-5389. Pres.: Bob Edwards, Sales Mgr.: Jimmy Shaver.
Lines: Ampex, Scotch, Studio Magnetics.
Terr.: Ga., N.C., S.C.

TENNESSEE
• **KNOXVILLE (Area Code 615)**
A & R Dist. Co. Inc., 1301 Prosser Rd. Zip: 37914. Tel: 546-7881.
Knox Rec. Rack Co., 1539 Amherst Rd. Zip: 37919. Pres.: Jay Jacobs.
Lines: Memorex, Recoton, Savoy
Terr.: Southeastern USA.

• **MEMPHIS (Area Code 901)**
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Branch: West Memphis, Ark.
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Terr.: Ark., Colo., Ill., Ky., La., Miss., Tenn.

Hot Line Rec. Dist. Inc., 421 S. Main St. Zip: 38103. Tel: 525-0756.

• **NASHVILLE (Area Code 615)**
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Lines: Capitol, Discwasher, Empire, Fidelitone, GRT, Hagerstown, Maxell, Memorex, Peerless, Sony, TDK, Watts.
Terr.: Ala., Ark., Ga., Ky., La., Miss., N.C., S.C., Tenn., Va., W. Va.

TEXAS
• **DALLAS (Area Code 214)**
Big State Rec. Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100.
Galaxy Sales Co., 9106 Chancellor Row. Zip: 75247. Tel: 888-1931. Pres.: Thomas P. Sims, Sales Mgr.: Don Baker.
Lines: Bib, Le-Bo, Maxell, Memorex, Savoy, Scotch, TDK.
Terr.: Ark., Okla., Tex.

• **FORT WORTH AREA (Area Code 817)**
Pickwick Int'l Inc., 2200 E. Randol Mill Rd., Arlington 76011. Tel: 261-4281.
Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard

• **HOUSTON (Area Code 713)**
H. W. Daily Inc., 3409 Brinkman. Zip: 77016. Tel: 861-9251. Pres.: Donald M. Daily.
Lines: Capitol, Le-Bo, Memorex, Pransiehl, Sony, Sound Guard, Watts.
Terr.: South Tex.

Sound Rec'g Co., 2015 S. Shepherd. Zip: 77019. Tel: 526-1634. Pres.: Joseph A. Zimmerman, Serv. Officer: Monte Pinnell.
Lines: Electro-Voice, Le-Bo, Memorex, Pransiehl, Plantone, Pickwick, Savoy.
Terr.: La., Tex.

• **SAN ANTONIO (Area Code 512)**
South Texas Whse. Recs. & Tapes Inc., 724 Lexington. Zip: 78212. Tel: 224-0754. Pres.: Richard W. Powers, Sales Mgr.: Robert Guilleman.
Lines: Capitol, Le-Bo, Memorex.
Terr.: South Central USA.

• **SAN BENITO (Area Code 512)**
Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377.

UTAH
• **SALT LAKE CITY (Area Code 801)**
Alta Des'g Co., Intermountain Div., 2270 Bridger Rd. Zip: 84104. Tel: 972-3800. Pres.: George Souvall, VP & Gen. Mgr.: Joseph E. Sasich.
Branch: Phoenix, Ariz.
Lines: Dynasound, Le-Bo, Maxell, Memorex, Savoy, Scotch, TDK, Tracs, Watts.
Terr.: Colo., Idaho, Mont., Nev., Utah, Wyo.

VERMONT
• **WHITE RIVER JUNCTION (Area Code 802)**
Electronic Supply Inc., Prospect St. Zip: 05001. Tel: 295-3183.

VIRGINIA
• **NORFOLK (Area Code 804)**
Contact Norfolk Inc., 1011 W. 25 St. Zip: 23517. Tel: 625-7800. Gen. Mgr.: Jay R. Quinn.

Lines: Audio Magnetics, Le-Bo, Recoton
Terr.: Fla., S.C., Va.
Scott Dist'g Corp., 3418 Azalea Garden Rd. Zip: 23513. Tel: 855-0188.

Tidewater One-Stop, 1910 Granby St. Zip: 23517. Tel: 622-8663. Sales Mgr.: Floyd Dobson.
Home office: Washington, D.C., Schwartz Bros. Inc.
Lines: Ampex, BASF, GRT/Design, Maxell, Memorex, Recoton, Scotch, Sony, Sound Guard, TDK, Watts.
Terr.: Md., N.C., S.C., Va.

98188 Tel: 575-0081. P. R. G. Anderson, VP Sales, Gary Clark.
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Lines: Aisop, BASF, Le-Bo, Scotch, Transcriber, Vanco.
Terr.: Alaska, Northern Calif., Idaho, Western Mont., Ore., Wash.
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Home office: Minneapolis, Minn.
Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard, Super Sound One Stop, 725 S. Fidalgo. Zip: 98108. Tel: 767-3910. VP & Gen. Mgr.: Ed Richter.
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Audio: 8-tr. (40, 60), cassette (45, 60, 90, 120), open reel
Brand names: Cycles, Tracs, Tracs Plus, XHE
 B A S F (Canada) Ltd., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8, 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777
Audio: Cassette, open reel
 Capitol Recs.-EMI of Canada Ltd., 3109 American Dr., Mississauga, Ont. L4V 1B2. Tel: (416) 677-5050. Cable: CAPITOL REC. Pres: J.D. Evans, VP Mktg. R. Rowe, VP Sales. M. Rosicki, Nat'l Mdsq. & Adv. Mgr. D. Elliot. (Also see Will Farrow Assocs.)
Branches: Calgary, Alta., 519 Manitou Rd. SE, Postal Code: T2G 4C2. Tel: (403) 287-0823. Western Reg'l Sales Mgr. A. Andrichow—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code: V6Z 1Y5. Tel: (604) 689-8567. Sales D. Bertsch, B. Mantovani—Dorval, P.Q., 9245 Cote de Liesse Rd., Postal Code: H9P 2N9. Tel: (514) 631-9073. Eastern Reg'l Sales Mgr. W. Rotan.
Audio: 8-tr., cassette

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 Deramic Sound, see London Recs. of Canada Ltd.
 Dynapak, see Stereodyne (Canada) Ltd.
 Edmund Scientific Prods. Co., 3500 Bathurst St., Toronto, Ont. M6A 2C6. Tel: (416) 787-4583
Audio: Endless-loop cassette
 Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Adv. Mgr. Will Farrow, Sales Mgr. Julie Thompson (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: 8-tr. (32, 40, 45, 60, 64, 80, 90, 100, 120), cassette (20, 30, 45, 60, 90, 120), open reel
Brand name: Capitol
 Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-7209. Pres. J. Bouzaglou, Sales Mgr. Herbert A. Guinness
Audio: 8-tr. (40, 45, 60, 90), cassette (30, 45, 60, 90, 120), open reel (600', 900', 1200', 1800')
Video: 1/2" cassette, 1/4" Beta & VHS cassette
 Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOL PROD. Pres: G. Kyrton, Gen. Mgr. Jerry Stevens
Audio: 8-tr. (40, 45, 60, 90 & custom lengths)

cassette (40, 45, 60, 90 & custom lengths), open reel
 Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Chm. Eric H. Hardman, Pres. Eric S. Hardman, Sales Mgr. Walter Stritec
Audio: 8-tr. (45, 90), cassette (60, 90)
 Hi-Performance, see Hardman
 International Audio Visual Ltd., PO Box 1096, Postal Code: V3J 6Z4, 224 Cayer St., Coquitlam, B.C. V3K 5A9. Tel: (604) 522-7955. Pres. Dr. Peter P. Allinger, Sales Mgr. Spencer Coles, Gen. & Adv. Mgr. A. Dirks (Audio only)
Brand name: Pacific Tape
 Lear Jet, see Hardman
 London Recs. of Canada Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350. Cable: FULLRANGE MON-TREAL. Telex: (05) 824570. Pres. F.C. Jamieson, VP A. Koury
Branches: Calgary, Alta., 429 Manitou Rd. SE, Postal Code: T2G 4C2. Tel: (403) 243-1313. Telex: (038) 22572. Mgr. D. McBeth—Burnaby, B.C., 3166 Lake City Way, Postal Code: V5A 3A4. Tel: (604) 298-6471. Telex: (04) 354544. Mgr. O.L. Jones—Winnipeg, Man., 15-1100 Waverly St. Postal Code: R3T 3X9. Tel: (204) 452-7918. Telex: (07) 57695. Mgr. Gerry Young—Scarborough, Ont., 1630 Midland Ave. Postal Code: M1P 3C2. Tel: (416) 755-3373. Telex: (06) 963754. Mgr. Armand Beaudin—Quebec, P.Q., 1303 Rue Corway, Postal Code: G1J 3S3. Tel:

(818) 529-0261. Telex: (041) 3799. Mgr. Fred Refka
Audio: 8-tr., cassette
Brand name: Deramic Sound
 Magna-Tape Mfg. Inc., 34 Greensboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 989393. Pres. E.H. Hardman, VP & Gen. Mgr. John M. Morgan
Audio: 8-tr., cassette, open reel
 Maxwell, see McKeen Electronics
 McKeen Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. (Audio only)
Brand name: Maxwell
 Pacific Int'l Magnetics Inc., 11031 Bridgeport Rd., Suite 200, Richmond, B.C. V6X 3A2. Tel: (604) 273-6015. Pres. Paul Brown, Mktg. Dir. Brian Larsen
Audio: Cassette
 Pacific Tape, see International Audio Visual
 Pan Can, see Pan Canada Magnetics
 Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159
Audio: 8-tr., cassette, open reel
Brand name: Pan Can, Pan Canada
 Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. M1L 2E3. Tel: (416) 751-9610. Telex: (06) 963629. Pres. Jim Trainor, Gen. Mgr. Laurence Heseltine
Branches: Calgary, Alta., 4718 14 St. NE, Postal Code: T2E 6L7. Tel: (403) 276-5543. Sales Rep. Brian Burrows—Vancouver, B.C., La-Go Music Ltd., 3445 Bridgeway St. Postal Code: V5K 1B6. Tel: (604) 294-6226—Winnipeg, Man., Box 57, Group 550, RR #5, Postal Code: R2C 2Z2. Tel: (204) 889-9545. Sales Rep. Fred Crookes—St. Laurent, P.Q., Place Trans Canada, Suite 223-A, 7033 Trans Canadienne. Postal Code: H4T 1S2. Tel: (514) 337-1022. Sales Rep. Pierre St. Georges
Audio: 8-tr., cassette
 Praise Recs. of Canada Ltd., 6979 Curragh Ave., Burnaby, B.C. V5J 4V5. Tel: (604) 438-8268. Gen. Mgr. Paul Yaroshuk
Audio: Cassette
Brand name: Presonic
 Presonic, see Praise
 Sony of Canada Ltd., 1370 Sony Pl., Winnipeg, Man. R3C 3C3. Tel: (204) 284-7160. Pres. A.D. Cohen, VP. Sales. B.E. Martin, Adv. Mgr. D.G. Wilcox
Branches: Calgary, Alta., 110 11 Ave. S.E. Postal Code: T2G 0X6. Tel: (403) 264-0055—Edmonton, Alta., 11245 120 St. Postal Code: T5G 2X9. Tel: (403) 453-3911—Richmond, B.C., 1135A Bridgeport Rd. Tel: (604) 273-1921—Vancouver, B.C., 855 W. Broadway St. Postal Code: V5Z 1K2. Tel: (604) 673-3511—Ottawa, Ont., 1140 Morrison Dr. Postal Code: K2H 8S9. Tel: (613) 820-6060—Toronto, Ont., 88 Horner Ave. Postal Code: M8Z 4X8. Tel: (416) 252-3581—Willowdale, Ont., 405 Gordon Baker Rd. Postal Code: M2H 2S6. Tel: (416) 499-5111—Montreal, P.Q., 6465 Trans Canada Hwy. Postal Code: H4T 1S3. Tel: (514) 748-9331
Home office: Japan
 Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311
Audio: 8-tr. (40, 45, 60, 90), cassette (60, 90)
Brand name: Dynapak
 Superior Electronics Inc., 1330 Trans Canada Hwy. S., Dorval, P.Q. H9P 1H8. Tel: (514) 683-6331
Audio: 8-tr. (45, 90), cassette (30, 45, 60, 90, 120), open reel (1200', 1800', 3600')
Brand name: TDK
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Branches: Calgary, Alta., 5421 11 St. NE, Suite 104. Postal Code: T2E 6K4. Tel: (403) 276-8523—Dorval, P.Q., 681 Lepine. Postal Code: H9P 1G3. Tel: (514) 636-4840
Audio: 8-tr., cassette, open reel
 Audio Magnetics Corp. of Canada Ltd., 1180 MartinGrove Rd., Rexdale, Ont. M9W 5M9. Tel: (416) 245-4400
Audio: 8-tr., cassette, open reel
 B A S F (Canada) Ltd., PO Box 430, Sta. St. Laurent, Montreal, P.Q. H4L 4V8, 5850 Cote de Liesse Rd., Town of Mt. Royal, P.Q. H4T 1B2. Tel: (514) 341-5411. Telex: (05) 827777
Audio: Cassette, open reel
 Capitol, see Will Farrow
 Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. & Adv. Mgr. Will Farrow, Sales Mgr. Julie Thompson (Canadian sales office for Capitol Magnetic Tape Div.)
Audio: 8-tr., cassette, open reel
Brand name: Capitol
 Finetape Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-7209. Pres. J. Bouzaglou, Sales Mgr. Herbert A. Guinness
Audio: 8-tr., cassette
 Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8. Tel: (416) 531-5751. Cable: GLOBOL PROD. Pres: G. Kyrton, Gen. Mgr. Jerry Stevens
Audio: 8-tr., cassette, open reel
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Audio: Cassette
 Pacific Int'l Magnetics Inc., 11031 Bridgeport Rd., Suite 200, Richmond, B.C. V6X 3A2. Tel: (604) 273-6015. Pres. Paul Brown, Mktg. Dir. Brian Larsen
Audio: Cassette
 Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159
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Pres & Dir. Gen. Jean-Claude Thuél-Chassaingne
 Disco-France (div. of AGI—Audio Graphic Inds.),
 Sono Tape Dept., 124bis Av. de Villiers,
 75017 Paris. Tel. (01) 754.65.78. Telex:
 290833. Gen. Mgr. Jean Berge
 Ma-Co Sarl., 10 Rue Malakoff, 92600 Asnieres.
 Tel. 793.37.83. Gen. Mgr. Ms. Benadon.
Audio: Cartridges
 Moulage Plastique du Ouest, 53700 Averton.
 Tel. 16.43.03.27.35. Pres & Dir. Gen.
 Pierre de Poix. Sales Mgr. Monique de Poix.
 Pylat SA, 47 Rue de l'Echat, 94000 Creteil. Tel.
 207.48.90. Telex: 230742. Chm. Mr. Piani.
 Gen. Mgr. Claude Goudal. Prod. Mgr. Marc
 Lamotte. Comm'l Mgr. Jean Bratieres.

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 Publison Audio Professional, 7-9 Rue Crespin
 du Gast, 75011 Paris. Tel. (01) 357.64.07.
 Dir. Peter Dean. Gen. Mgr. Dany Dean.
Audio: 1/4", 1/2", 1", 2" tape.
Brand names: Pylat, Scotch.

TAPE, RAW & BLANK LOADED
 Audio Magnetics France, 147 Av. Charles de
 Gaulle, 92200 Neuilly. Tel. (01) 745.62.62.
 Telex: 611698. Gen. Mgr. J. Arrighi de
 Casanova.

B A S F (Compagnie Francaise), 140 Rue Jules
 Guesde, 92303 Lavallois. Tel. 739.33.22.
 Telex: 620445. Comm'l Dir. Robert Kaplan.
Audio & Video: Cassette & open reel.
 C N A I Fidsound (Compagnie Nationale
 d'Applications Industrielles), 19 Rue Coysevox,
 75018 Paris. Tel. (01) 228.05.91. 229.24.61.
 Pres. & Dir. Gen. Jean-Claude Thuél-Chassaingne.
Audio: 8-tr., cassette, open reel.
 M F P, see Music for Pleasure.
 Moulage Plastique de l'Ouest, 53700 Averton.
 Tel. 16.43.03.27.35. Pres. & Dir. Gen.
 Pierre de Poix. Sales Mgr. Monique de Poix.
Audio: 8-tr., cassette.
 Music for Pleasure, 57 Blvd. de la Republique,
 78400 Chatou. Tel. (01) 976.30.79. Telex:
 696768. Mng. Dir. M.P. Bonnet. Gen. Mgr.
 A. Peier. Sales Mgr. G. Durampart. Mktg.
 Mgr. J. Chazeau.
Audio: Cassette.
Brand name: MFP.
 Pathe Marconi EMI, 19 Rue Lord Byron, 75008
 Paris. Tel. 561.95.00. Pres. Philip N. Brodie.
 Deputy Mng. Dir. Michel P. Bonnet.
Audio: Blank—cassette & open reel, raw—8-
 tr., cassette & open reel.
 Publison Audio Professional, 7-9 Rue Crespin
 du Gast, 75011 Paris. Tel. (01) 357.64.07.
 Dir. Peter Dean. Gen. Mgr. Dany Dean.
Audio: 8-tr., open reel.
Video: Blank—1" open reel, 1/2" EIAJ open
 reel.
Brand names: Pylat, 3M.

Pylat SA, 47 Rue de l'Echat, 94000 Creteil. Tel.
 207.48.90. Telex: 230742. Chm. Mr. Piani.
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Audio: Cassette & open reel.
Video: 1" & 1/2" EIAJ open reels.

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Audiomatic Corp., 4 Rue Ficatier, 92400 Cour-
 bevoie. Tel. (01) 333.30.90. Telex: 620282.
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Product: On-cassette printers, high-speed
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● **accessoires manufacturers**

B A S F (Compagnie Francaise), 140 Rue Jules

Guesde, 92303 Lavallois. Tel. 739.33.22.
 Telex: 620445. Comm'l Dir. Robert Kaplan.
Product: Leader & splicing tape.
 Delta Magnetics, 41 Quai des Martyres de la Re-
 sistance, 78700 Conflans. Tel. 972.69.81.
Product: Needles (Stanton).
 Ets Lavainne, 62 Rue des Desportes, 45200
 Montargis. Tel. (1538) 85.24.17. Gen. Mgr.
 M. Lavainne.
Product: Cleaners, cloths & brushes.
 Impregna Sarl., 167 Rt. de St. Leu, Epinay Sur
 Seine. Tel. (01) 822.64.32. Contact Jacques
 Fallard.
Product: Anti-static record cleaning mate-
 rial.
 Ma-Co Sarl., 10 Rue Malakoff, 92600 Asnieres.
 Tel. 793.37.83. Gen. Mgr. Ms. Benadon.
Product: Cleaners, cloths & brushes, 45 rpm
 adapters, head cleaners & demagnetizers,
 needles.
 Mageco Electronic, 119 Rue du Dessous des
 Berges, 75013 Paris. Tel. 563.65.19.
Product: Needles (Pickering).
 Publison Audio Professional, 7-9 Rue Crespin
 du Gast, 75011 Paris. Tel. (01) 357.64.07.
 Dir. Peter Dean. Gen. Mgr. Dany Dean.
Product: Carrying & storage cases, catalog
 servs., head cleaners & demagnetizers,
 leader tape, splicing tape.
 Pylat SA, 47 Rue de l'Echat, 94000 Creteil. Tel.
 207.48.90. Telex: 230742. Chm. Mr. Piani.
 Gen. Mgr. Claude Goudal. Prod. Mgr.
 Louis Delastier. Comm'l Mgr. Jean Bra-
 tieres.
Product: Leader & splicing tape.
 Vogue MPP (Manufacture de Prod'ns Phonogra-
 phiques) 84 Rue Maurice Grandcoing,
 93430 Villetaneuse. Tel. (01) 826.55.00.
 Cable: VOGDISC. Telex: 620380. Pres.: Ce-
 sar Rossini.
Product: 45 rpm adapters.

● **store fixtures & merchandising aids manufacturers**

Glory Impression Cartonnage, 7 Rue Louis Ar-
 mand, 92504 Asnieres. Tel. 790.62.31. Pres.
 & Dir. Gen.: Marcel Glory. Technical Mgr.
 Jacques Lesueur. Sales Mgr.: Frederic Bus-
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Product: Rec. browser boxes, divider cards.
 Vogue MPP (Manufacture de Prod'ns Phonogra-
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 93430 Villetaneuse. Tel. (01) 826.55.00.
 Cable: VOGDISC. Telex: 620380. Pres.: Ce-
 sar Rossini.
Product: Display racks.

● **playback/recording equipment**

Ampey Sarl., 21 Rue du Dome, 92100 Boulogne.
 Tel. (01) 609.91.55. Telex: 250025. Mng.
 Dir. Michel Candelier. Audio Video Sales
 Mgr.: B. Berthomier. Audio Sales Eng.: C.
 Paquet.
 Cineco, 72 Av. des Champs-Elysees, 75008
 Paris. Tel. (01) 225.11.94.
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 Enerfec, PO Box 226, 296 Av. Napoleon Bona-
 parte, 92505 Rueil Malmaison Cedex. Tel.

(01) 732.82.23. Telex: 203464. Mng. Dir.: R.
 Senechal. Sales Dir.: J. Schwob. Adv. Mgr.:
 Caryl Mirgo.
 Ferrograph, see Cineco.
 Harman-France, 33 Rue Mal de Latre de Tas-
 signy, 94120 Fontenay/Bois. Tel. (01) 876-
 1144.
Audio: Teac.
 Nagra, see Simplex.
 Otari, see Raditec.
 Philips SA, Ste. Portenseigne, 50 Rue Roger Sa-
 langro, Peripole 14, 94126 Fontenay-Sous-
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 tagnier. Adv. Mgr. Jean Louis Levesse.
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 Tel. 328.25.80. Telex: 28823.
Audio: Otari.
 Revox, see Schaeffer, Riesser & Co.
 Schaeffer, Riesser & Co., 14 bis Rue Marbut,
 75008 Paris. Tel. (01) 225.00.24.
Audio: Revox.
 Siemens SA, 39-47 Blvd. d'Ornano, 93200 St.
 Denis. Tel. 820.61.20.
 Simplex Electronique, 48 Blvd. Sebastopol,
 75003 Paris. Tel. (01) 271-5330. Telex:
 230045. Cable: SIMETRO. Mng. Dir.: C. Al-
 bustroff. Sales Mgrs.: C. Rambaut, G. Cot-
 tereau.
Audio: Nagra, Telefunken.
 Studer France, 12/14 Rue Desnouettes, 75015
 Paris. Tel. (01) 533.58.58. Telex: 204744.
 Mng. Dir.: O. Mikoska. (Audio only).
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store fixtures & merchandising aids manufacturers

Chairs BV, Mensinge 51, Amsterdam Tel (020) 44-13-77... Polydor BV, Verrijn Stuurklaan 36, Rijswijk Tel (070) 90-76-00... Product: Tape display racks.

playback & recording equipment

Ampex BV, Zamenhotdreef 65A, 2505 Utrecht Tel (030) 61-29-21... Audio Service BV, Postbus 80, Nieuw Loosdrechtsejdijk 107, Nieuw Loosdrecht Tel (02158) 5104... Product: Playback & recording equipment.

SWITZERLAND

services

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Ackeret Design Studios, Schaffhauserstr 15, Zurich Tel (01) 60 38 72... E. Schweizer Design AG, Spaltenweg 54, CH-4051 Basel Tel (061) 22 17 65... Product: Design & artwork services.

PRINTERS & LITHOGRAPHERS

M.C.S. (Music & Cassette Supply Ltd.), Schufelstr, CH-8863 Bulthion SZ Tel (055) 67 14 14... Sonographic Rec'g Co. AG, Kampstr 18, CH-8952 Schlieren Tel (01) 730 22 29... Product: Printing & lithography services.

TAPE CUSTOM DUPLICATORS

Atlantida SA, Chemin Moise-Duboule 49, CH-1211 Geneva 28 Tel (022) 98 33 22... InterTape Ltd (International Tape Org.), Spinnerstr 21, CH-8753 Molin, Tel (058) 34 31 34... Product: Tape custom duplication services.

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Audio: Cassette bodies, hubs, plastic parts pads, shields, all car, music, portable library cases... C.C.T. (Compact Cassettes Trading AG), Birmensdorfstr 55, CH-8036 Zurich Tel (01) 241 47 11... Product: Cartridge & cassette parts.

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PHYSICAL SUPPLIES

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TAPE, RAW & BLANK LOADED

Agta-Gevaert AG SA, Steitbachstr 7, CH-8600 Duebendorf Tel: Zurich 821 02 40... Alchemco AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06... Product: Tape, raw & blank loaded.

C.C.T. (Compact Cassettes Trading AG), Birmensdorfstr 55, CH-8036 Zurich Tel (01) 241 47 11... Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06... Product: Compact cassettes & tapes.

TAPE DUPLICATING EQUIPMENT

Alchemco AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06... Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06... Product: Tape duplicating equipment.

Sales Dir.: Fredy P. Frei, R&D Dir.: Richard Steiner... Audio: Quality control equipment for CC production, cassette winders, audio acoustical equipment... Product: Quality control equipment.

accessories manufacturers

Alchemco AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06... Dynavox Electronics, Route de Villars 105, CH-1700 Fribourg Tel (037) 24 55 30... Product: Accessories manufacturers.

store fixtures & merchandising aids manufacturers

Alchemco AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06... Musicland AG, Althardstr 224, CH-8105 Regensdorf/Zurich Tel (01) 840 66 06... Product: Store fixtures & merchandising aids.

UNITED KINGDOM

services

DESIGN & ARTWORK

A.M.C. (Associated Mktg Co.) Harlowbury, Old Harlow, Essex CM17 0HZ Tel (0279) 416 721... A.P. Creative Servs Ltd, 26-28 Brewer St, London W1R 3FW Tel (01) 734 9827... Product: Design & artwork services.

45123 Owner S.L. Bird, Gen. Mgr. D. Readings, Sales Mgr. S. Riddell, T. Anon... Camron Design Ltd, 32 Pancras Rd, London NW1 2QP Tel (01) 837-8328... Product: Design services.

PRINTERS & LITHOGRAPHERS

A.M.C. (Associated Mktg Co.), Harlowbury, Old Harlow, Essex CM17 0HZ Tel (0279) 416 721... Arnold Reproduction Co, 77-79 Dudden Hill Ln, London NW10 1BD Tel (01) 459-6194... Product: Printing & lithography services.

2595 Mng. Dir. R. Alexander Porphy...
Realhealth Ltd. 45-45 Porteus Rd., London W2 Tel: (01) 723-8495.
Sea Cruise Prod ns (UK), 35 Great Russell St. London WC1. Tel: (01) 636-3925.

Audio: 8-tr. cassette.
Independent Rec. Co., 39 Harmer St. Gravesend, Kent Tel: (0474) 65687.
Exec. J.W. Drom.
Audio: 8-tr. cassette, open reel.

Mgr. R. Fry, Sales Mgr. R. Hanau, Admin. A. Lohmeyer.
Labels: Bedside, Belmont, Talkie Tapes Venus.
Pebble Recs Ltd. 46 Maddox St., London W1 Tel: (01) 629-3266.

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ. Tel: (0532) 706066.
Audio: Cassette.
Racal Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ. Tel: (0293) 34982.

Audio: 2", 1", 1/2" & 1/4" professional rec'g tapes.
Video: Broadcast & helical scan tapes.
Brand name: Scotch.
Triple Three, see Racal-Zonal.
Triple Six, see Racal-Zonal.
Triple Eight, see Racal-Zonal.
Weircliffe, see Amos of Exeter.

TAPE, BLANK LOADED & LABELING RAW

Acoustic Dynamic, see TDK.
Adastra Electronics Ltd., Crnkiewood Trading Estate, Unit N22, Clarendon Rd., London NW2 1TU. Tel: (01) 452-6288.
Agta Stereochrom, Agta Videochrom.
Ar Check, see Sound.

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.
Amberlee Recs. Ltd., 387 Harrow Rd., London W9. Tel: (01) 969-2315.
Audio: Cassette, open reel.

Phonodisc Ltd., Walthamstow Ave., London E4 8SZ. Tel: (01) 527-2256.
Phonogram Ltd., Stanhope House, Stanhope Pl., London W2 2HH. Tel: (01) 262-7788.
Pinnacle Electronics Ltd., Election House, Cray Ave., St Mary Cray, Orpington, Kent BR5 3JQ. Tel: (66) 27099.

Amos of Exeter Ltd., Weircliffe Court, Exwick, Exeter, Devon EX4 2AG. Tel: (0392) 72-132.
Audio & Video: Bulk tape erasers.
Brand name: Weircliffe.
Ampeg Great Britain Ltd., Acree Rd., Reading, Berks RG2 0QR. Tel: (0734) 85200.

PROFESSIONAL TAPE SUPPLIES

A T (Associated Tape) Ltd., 214 Bowes Rd., Southgate, London N11. Tel: (01) 368-2309.
Agta-Gevaert Ltd., Unity House, 27 Great West Rd., Brentford, Middx. Tel: (01) 560-2131.
Amos of Exeter Ltd., Weircliffe Court, Exwick, Exeter, Devon EX4 2AG. Tel: (0392) 72-132.

TAPE, BLANK LOADED & LABELING RAW

Audio: 8-tr., cassette, open reel.
Video: 2" broadcast, 1" open reel, 1/2" cassette, 1/4" EIAJ cartridge.
Audio: 8-tr., cassette, open reel.
Video: 2" broadcast, 1" open reel, 1/2" cassette, 1/4" EIAJ cartridge.

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

Decca Rec. Co. Ltd., Decca House, 9 Albert Embankment, London SE1 7SW. Tel: (01) 735-6111.
Discourses Ltd., 35 Crescent Rd., Tunbridge Wells, Kent TN1 2LZ. Tel: (0892) 26397.
Duplitate, 1/7 Harewood Ave., London NW1. Tel: (01) 724-2497.

Real Custom, The Camp, Montgomery, Powys SY15 6LU. Tel: (068681) 427.
Rainbow Sound Servs., 1A St. Andrew St., Plymouth, Devon. Tel: (0752) 25781.
S R T Prod'n Ltd., 987 High Rd., Finchley, London N12. Tel: (01) 445-3218.

EMPTY CARTRIDGES, CASSETTES & REELS

Ampeg Great Britain Ltd., Acree Rd., Reading, Berks RG2 0QR. Tel: (0734) 85200.
Audio: Cassette parts.
Brand name: Scotch.
Amos of Exeter Ltd., Weircliffe Court, Exwick, Exeter, Devon EX4 2AG. Tel: (0392) 72-132.

PROFESSIONAL TAPE SUPPLIES

Amos of Exeter Ltd., Weircliffe Court, Exwick, Exeter, Devon EX4 2AG. Tel: (0392) 72-132.
Audio & Video: Bulk tape erasers.
Brand name: Weircliffe.
Ampeg Great Britain Ltd., Acree Rd., Reading, Berks RG2 0QR. Tel: (0734) 85200.

TAPE, BLANK LOADED & LABELING RAW

Audio: 8-tr., cassette, broadcast.
Decca, see Selecta.
Duplitate, 1/7 Harewood Ave., London NW1. Tel: (01) 724-2497.
Exec: R. Jackson Moore, Gen. & Sales Mgr. B.R. Lambden. (Blank only)
Audio: Cassette.
Brand name: ITD.
Dynamic, see TDK.

Audiophile Recordings

RAVEL: BOLERO—Berlin Philharmonic (Karajan), Angel SS-45002, \$8.98 list.

Angel could hardly have chosen a better work to display the potential of its new 45 r.p.m. LP series than Ravel's "Bolero." It builds in inexorable crescendo from whispered opening to ear-shattering climax under the master hand of Karajan, just about spanning the practical limits of analog dynamic range. For any remaining doubters, the record offers evidence of the measurable increment of quality contained in the best analog tapes that too often remains buried in the murk of standard processing. Side two presents a slick reading of the ever popular "Blue Danube" waltz.

MACHO MARCHES—Frederick Fennell conducts the Cleveland Symphonic Winds, Telarc Digital DG100043, distributed by Audio-Technica, \$17.98 list.

This release will please the growing number of enthusiasts for digital recording, with Telarc again designing a program that carries the listener into audio's newly opened frontier. The glorious big wind band sound is reproduced in its full dynamic splendor in a 45 minute march program that can be returned to repeatedly.

Fennell contrasts little known gems such as "Belgian Paratroopers March" and Vaughan Williams' "Sea Songs" with classical marches and favorite strains such as "Anchors Away" and "The Stars and Stripes Forever," as the program moves from one exciting climax to another. As a top interpreter of this repertoire, Fennell uncovers every beautiful facet, drawing brilliant playing from the Cleveland players that emphasizes dynamic contrasts with a wealth of subtle gradations.

The amazingly transparent digital sound proves the music's willing handmaid in disclosing these nuances. Sonics are somewhat brighter and more resilient than Telarc's first Fennell taping, though balances may not be as ideal. Start with Samuel Barber's "Commando March," a unique modern piece that contains the album's most brilliant and exciting moments.

FAMOUS CLASSICAL MUSIC ON SCREEN—Diverse artists, Denon OX-7146-ND, distributed by Discwasher, \$14 list.

Denon missed a good market opportunity here, but with a little extra effort dealers can minimize the lapse. The drab cover and tired album title provide no clue that at least two highly commercial titles are included in this sampler-type package—Pachelbel's "Canon" and Albinoni's "Adagio for Strings," both of which enjoy wide currency and crossover penetration. Highlight this, and more sales should result. Otherwise, the album represents characteristically clean sound in a diverse digitally recorded program of excerpts from earlier albums which also includes works by Mozart, Bizet, Bach and Beethoven, all having had some past movie exposure.

ASPEN GOLD—Kingston Trio, Nautilus Recordings, NR2D, distributed by Orion Marketing, \$12.95 list.

If this ambitious effort to recapture the popularity of Kingston Trio at the height of its main reason is that folk music just can't be stretched to fit the total dimensions offered by digital sound. The tight harmonies backed by guitars and banjo that were the Trio's hallmark

in its heyday 15 years ago are too often flat in translation—though there are flashes of old brilliance, particularly in "MTA," "Early Morning Rain" and "Reuben James." However, even with the addition of bass and drums on some cuts,

there is little latent dynamic range to be extended by the Soundstream digital process—one of the medium's biggest assets. The effort is there in the clean production, and two new songs, title track "Aspen Gold" and "Longest

Beer Of The Night," will be used as a 7-inch digital promo single, a first for the audiophile mart. But the real question is—does "pure" folk music qualify? And, if so, then perhaps the consumer has to use different listening guidelines.

Audiophile Recordings for review should be sent to Alan Penchansky, Chicago, and Stephen Traiman/Is Horowitz, New York. Earlier reviews appear in issues of Nov. 4, 18; Dec. 2, 16; Jan. 3; Feb. 3, 17; March 10, 17, 31; April 14, 28.

ROAD TOUGH? PROVE IT.



It's six long feet to the floor. What will happen when our great sound hits bottom? How long will it still sound great? We had to find out. So we picked an ATM41 Dynamic and an ATM91 Fixed-Charge Condenser out of stock, tested them, and started in. Each was dropped seven times on its side from six feet onto the office floor. Nothing much was happening. So we repeated the series, this time dropping each microphone on its nose. Seven times from six feet. Still no problems. They looked good and sounded good, but we were getting tired.

So we moved to an unyielding slate floor. Here it took three more drops on its side from six feet, and three more on its nose from four feet to finally affect the ATM41. A truly remarkable record!

But what about our ATM91 Fixed-Charge Condenser? It should have given up long before a dynamic. But quite the contrary! The ATM91 withstood four side drops onto slate from six feet, three drops right on the

nose from four feet, and another six drops on the nose from six feet and still tested OK for sound! Granted it looked anything but new, but it *still performed*.

Our little test left us arm-weary but convinced that the ATM Series microphones could easily earn their "Road Tough" name in the field. That's the testing which really counts. Try us.



Part of the secret of ATM toughness is this 3-layer windscreens. An outer heavy wire, a finer wire screen just inside, and an inner layer of woven bronze. All soldered to each other and to a solid brass shell. There's nothing else like it on any microphone.

This ATM91 survived 27 drops from as high as 6 feet!



Sound Waves

• Continued from page 44

stereo, virtually eliminated by a 50% reduction in spacing.

Filing of replies to the FCC in the form of an original and 11 copies (assuring that each commissioner gets a copy) should not deter either commercial or private interests who feel strongly about the efficacy of these proposals.

The comments deadline for any group or individual has been extended to May 16, with replies to June 18. All should be addressed to William J. Tricario, FCC Secretary, 1919 M St., N.W., Washington, D.C. 20554.



audio-technica
INNOVATION □ PRECISION □ INTEGRITY

AUDIO-TECHNICA U.S., INC., Dept. 79BL, 33 Shiawassee Avenue, Fairlawn, Ohio 44313

Accessory Showcase



GRT DESIGN Dustbuster counter tray prepack has 24 4-oz. units with pump and brush pad, at \$3.95 list.



QUIETONE record care spray from Hammond Industries has anti-friction, high-conductive Electrolube, blister-packed 4-oz., 7-oz. sizes.



LE-BO tape care line includes Cassette Repair Kit with a C-O, splicing block, screwdrivers, blade, tabs.



METROSOUND Supercling disk cleaner, distributed by RNS Marketing, has polymer roller, \$16.99 list.



NORTRONICS Auto Sound center has cassette, 8-track head cleaners, demagnetizer, spray-swabs in new line.

Blank Audio/Video Tape

Continued from page 44

catching up quickly with the Beta lead, as the 3 million Beta tapes shipped last year represent a 50% gain, while the 2.5 million VHS units are 150% ahead of 1977. In dollars, the higher priced VHS format is up 163% to \$50 million, while Beta retail value rose 61% to \$45 million.

With forecasts ranging from 475,000 to 700,000 half-inch machine sales in 1979, compared to just over 400,000 in 1978, more than 1 million households will be VTR-equipped by year-end—a significant market for rapidly expanding competition.

Since last August, or due for introduction by the Summer Consumer Electronics Show in June, 3M added a new VK-125 and VK-250 VHS; Maxell has a new 60- and 120-minute Epitaxial VHS; TDK is bowing the first 45 and 90-minute VHS lengths here; Fuji is adding T30 and T90 VHS tapes to its T60 and T120 lengths; and will offer L125, L250, L370 (the first 45/90-minute unit here) and L500 Beta tapes; Memorex is launching its new one and two-hour VHS tapes; Irish is marketing L250 and L500 Beta cassettes, and Dupont is testing its branded chrome Primetime one, two and three-hour Beta tapes, to be followed by one, two and three-hour VHS products.

With the first metal-capable cassette decks already on the market in the U.S. from Nakamichi, Aiwa and

JVC, among others, and at least a dozen more anticipated by CES time, the 3M Metafine metal-particle cassette has growing competition. Metafine is listed at \$6.25 for a C-46, \$6.95 for a C-60 and \$8.95 for a C-90.

Nakamichi ZX Metal Tape, manufactured by TDK, is \$9.75 for a C-60, while TDK itself is bowing a new die-cast aluminum super-shell with a C-60 to be priced at \$13.95.

The Fuji Metal Tape in both C-46 and C-60 lengths initially will be slightly higher than Metafine, and Philips, entering the U.S. market for the first time, has tentative list prices for its Metal Particle line of \$7.30 for C-60 and \$8.80 for a C-90.

Philips of Holland also will be marketing four other lines through Philips Hi Fi Labs here, including Ferric, Super Ferric, Chrome and Ferrichrome products. EMI Tapes is moving in from the U.K. via Empire Scientific here, with three premium lines—Gold/High Fidelity, \$5.75 to \$9.95 for a rare C-120 length; Silver/Super, \$4.40 to \$8.70, and Bronze/Standard, \$2.95 to \$5.85.

Joining the two European giants are other new products since last August in audiotape. Memorex has a high bias ferric oxide cassette replacing its chrome line; RKO is shifting from its duplicating stance to also market a new RKO Broadcast I normal bias ferric oxide tape; Ampex bowed a Grand Master II premium high bias cassettes, plus a low-end Low Noise cassette and 381 8-track lines; Sony has a new EHF (extra high fidelity) premium cassette and an improved FerriChrome product, and both TDK and Sony will have branded premium Microcassettes this year.

Since last August, prices are higher on virtually all lines, with others expected to go up before long as a result of extreme pressure on all petroleum-related products—significantly tape oxides, binders and polystyrene shells.

Already noted in the current product grid in the Sourcebook are hikes for Ampex reels, all BASF cassettes, Maxell cassettes and 8-track, Fuji cassettes and reels, Robins Lecture cassettes and open reel, TDK cassettes, 8-track and reels.

There are some line eliminations as well, with Columbia Magnetics out of the consumer market except for private-label business in cassettes, 8-tracks and reels; Audio Magnetics dropping its XHE cassette, 8-track and reel lines; Ampex eliminating its chrome cassettes; BASF no longer offering C-120 Studio I and II cassettes, and eliminating 64-minute Performance and Studio 8-tracks; Irish dropping its chrome cassettes and the Mortone low-end 8-track line.

3 NEW AMPS AT CES

Schmegg Expands Car Audio Power

LOS ANGELES—Begun as a one-man, "garage-type" business in the California city of Roseville near Sacramento in 1976, Schmegg Electronics has emerged as a new major factor in the expanding esoteric car stereo market.

According to Mike Neal, who notes the company was founded by Peter Werback, formerly with speaker maker ESS, Schmegg has swelled to a 30 people operation, has six products in its lineup and expects to do in the neighborhood of \$2½ million in gross sales for 1979.

The firm markets a preamplifier

PIONEER: VIDEODISK, MORE SEMI-PRO AUDIO

NEW YORK—U.S. Pioneer Electronics is in "make-ready phase one" of its three-period launch of the joint venture Universal (MCA) Pioneer optical videodisk player with the consumer model and first four markets to be announced in October.

Bernie Mitchell, president of the American subsidiary of Japan's Pioneer Electronics, showed the new in-store display of the videodisk system for selected dealers at the preview of 13 new audio products.

These include such semi-oriented units as a four-head open reel deck that takes both 10 and 7-inch reels, an auto-reverse cassette deck with stationary four-track head design and metal tape capability, and three component accessories: reverb amplifier, graphic equalizer and dynamic range expander.

The consumer version of the industrial MCA videodisk player Pioneer is now building in Japan is not expected until sometime in 1980, since a General Motors order for 11,000 players obviously takes precedence, Mitchell notes.

But the industrial model is being shown at selected dealer shows, most recently in Miami "where we could have sold 500 at \$1,000 and grossed \$500,000 with a \$100,000 profit to the dealers (or 25%)," Mitchell observes. No pricing is set on the consumer player, but with inflation alone it will undoubtedly be higher than the current \$695 Magnavox-built Philips/MCA unit. He doesn't expect full national rollout until 1983.

Radio Shack Music Expo Has Its Pilot Run In Atlanta

ATLANTA—The pilot run of a special "We're In It For Music" show by Radio Shack premiered Saturday (5) at the World Congress Center here, featuring a multimedia production followed by a cassette recording session with a live band.

The afternoon expo, promoted by free tickets distributed through the chain's 46 area stores, is a test for similar productions in other markets, according to Patrick Lee, responsible for producing the show.

Emphasizing the Fort Worth-based web's accelerated push on audio components ranging from the novice enthusiast to the serious audiophile, the presentation "will better acquaint people with Radio Shack's home music system components and demonstrate the quality of recordings possible with today's cassette decks," he notes.

Hour-long shows were planned from 1 to 5 p.m., with a prize drawing held after the last presentation for Radio Shack's featured \$1,150-retail value Sound Of Gold music system that includes a Realistic STA-2000D receiver, belt-drive LAB-65 record changer and a pair of Mach One speaker systems.

First part of the show featured a history of sound beginning with a "world without music," enhanced by an original music score and narrated by actor Richard Basehart. Special signal processing and live-mix 24-channel techniques were used to produce a dynamic range of nearly 100 dB, according to Lee.

Animation effects using a bank of computer-actuated slide projectors

provided a visual enhancement consistent with the three-dimensional audio soundtrack in its overall impact, projected on a custom-made 10 by 24-foot wide screen.

The followup recording session at each show offered the first 50 members of each audience a chance to make a live recording of the Atlanta-based Jerome Olds Band, using the Realistic SCT-30 stereo cassette deck.

The expos also included a display of the full line of Realistic stereo receivers, turntables, speaker systems and tape recording equipment, with Radio Shack "audio advisors" on hand to discuss the products and answer questions.

Response to the first show will determine the followup pattern, Lee says, with future productions determined by market needs and consumer reaction.

MAGNAVOX: TV AUDIO & VIDEODISK

NEW YORK—Magnavox becomes the first major television manufacturer to dramatically improve the sound of most 19-inch and larger models for its 1980 line, at the same time bowing a portable VHS-format VTR system and announcing the second market entry date for its (Philips/MCA) optical videodisk system.

Audio amplifier power has been increased in all 19- and 25-inch tv units; two "super sound" 25-inch models have separate 12-watt amps and three-way speaker systems, and a "voice/music" tone control is added to most top-line 25-inch Touch-Tune and STAR models.

Two new portable VTR systems, available in 2¼-hour play/record formats, feature a battery-operated remote unit and tuner/time control center, with a one-hour charge in the battery pack.

Seattle/Tacoma joins Atlanta as a videodisk market May 18, with units available at T. Bon Marche (Allied Stores chain), Doces Home Furnishings Stores and Frederick & Nelson (Marshall Field unit). Although MCA has not fully delivered the 202 titles in its initial catalog to Atlanta, a full supply of software is assured to the second market, spokesmen for both partners confirm.

MAY 12, 1979, BILLBOARD

RepRap

April 10 meeting of the **New York Chapter ERA** had a mini Distributor-Manufacturer-Rep format with six member executives from neighboring chapters as guest speakers. Included were **Tim Coakley**, Coakley Boyd & Abbott, "Industrial Distribution;" **Mike Scott**, Michael Scott Co., "Advertising & Promotion for Hi Fi Stores;" **Milt Dieges**, AB&I Corp., "Home Entertainment Dealer Personnel—How To Turn 'Em On;" **Jay Allen**, Leonard D. Allen Inc., "Industrial Distribution Relationships;" **John Stinson**, Stinson Assoc., "The General Line Distributor And The Rep;" and **Herb Webb**, Ossmann Instruments, "Perils Of The Stocking Rep/Distributor."

Mid-Lantic Chapter of ERA had a fine turnout for its March 8 roast in Philadelphia honoring Harold Powell, former NEDA president who founded Powell Electronics there some 30 years ago, retiring in 1977. Roast emcee was rep **Richard Lewis** of Richard Lewis Sales, with other roasters including distributors **Al Kass**, Kass Electronics, **J. Pekin**, Peak Electronics, **Seymour Schweber**, Schweber Electronics, **Marvin Perkel**, Q.A.R. Electronics; manufacturers **Jack Kirshbaum**, Cole Flex; **Hank Russell**, Russell Industries, and **Jack Ohlrich**, Erie Technical Products, and rep **Robert Trinkle**, T.S.I., Inc.

Recently joining the **Jack Berman Co.**, audio sales team are **Alan Adler** and **Bob Prescher Jr.**, both with prior audio/consumer electronics experience. Based at Inglewood, Calif., headquarters, they will service multi-branch store operations and have direct account responsibilities, according to Dick Gravley.

Ron Lilquist has joined **Paston-Hunter Co.**, Syracuse, N.Y., as a district sales rep covering distributor, communications and commercial sound accounts in Eastern New York, after prior experience with Gordon Electronics and Seidon Sound.

Paramus, N.J.-based **Sharp Electronics** recently honored nine sales rep firms for outstanding 1978 performance. Best overall award went to **Fine Sales Corp.**, Hialeah, Fla., with runner-up Southwest Marketing, Phoenix, and a third-place tie with **Royal Sales**, Burbank, Calif., and **Selnick & Sons**, Baltimore. In audio, Southwest Marketing took first place, with Selnick & Sons second, and a third-place tie for Fine Sales, **Representatives Northwest**, Portland, Ore., and **M. Rothman & Co.**, Hackensack, N.J.

GR Electronic Corp., U.S. distributor for Grundig autostand products, recently named **Bron-**

stein Associates, headed by J.R. Bronstein, to handle the line in the New York metro area. Firm is at 28 Hemingway Dr., Dix Hills, N.Y. 11746.

The Solomon Co., Los Angeles, has been appointed to rep the **Sports World Cinema** line of

prerecorded sports videocassettes in Southern California, Arizona and Clark County, Nev. Perry Solomon reports. The firm currently offers 23 titles, with a dealer program that includes an annual rebate, prepaid freight, 100% paid ad allowance and a printed quarterly stock

adjustment program. Solomon headquarters is at 2116 Stradella Rd., Los Angeles 90024, phone (213) 467-7768.

Minneapolis-based **Nortronics** has named **TMC Sales Corp.**, Fort Lee, N.J., as Metro New

York/New Jersey rep for the firm's line of recorder care products in both audio and video. Newest addition to the TMC sales staff is **Jeff Hale**, formerly audio manager with Sam Goody, Livingston, N.J., and Sight & Sound, Morristown, N.J.

CATCH THE TRADEWIND OF SUMMER C.E.S.



Billboard's Expanded C.E.S. Section in the June 9 Issue (On Newsstands June 4)

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C.E.S. Issue Date: June 9, 1979

Advertising Deadline: May 25, 1979

Billboard

The Weekly Authority in Tape/Audio/Video Coverage.

Belgian Recording Group Taps Leaders

BRUSSELS—Stanley Robins has been elected president of Syndicat de l'Industrie Belge d'Enregistrements Sonores & Audio-Visuels, SIBESA, the Belgian sound and visual recording organization.

Formerly vice president, he was elected by delegates to the 1979 general assembly, held here. Added to the general board is Xavier Pelgrims de Bigard, Fonior general manager.

New vice president is Hans Gout, from Polygram, with Alain Olivier, CES named second vice president. Administrative treasurer for the next year is Roger Maylemans of Voqur. Pierre Leblink remains director and a new board member is Pierre Goemaer Inelco, former president of the organization.

New Agfa Tape Post

BRUSSELS—The growth within the magnetic tape section of Agfa Gevaert, which operates in Mortsel, Belgium, and Rijusijk, Holland, has resulted in Edward Bebens being appointed production manager of a separate tape division. His main role is to control and devise worldwide marketing strategy.

FREE

Listing in Billboard's 1979-80 International Buyer's Guide of the Music-Record-Tape Industry

international buyer's guide

Categories to be included in the 1979-80 International Buyer's Guide are:

RECORD COMPANIES

RECORD & TAPE WHOLESALE

Distributors
One Stops
Rack Jobbers
Importers & Exporters

MUSIC PUBLISHERS

(please indicate affiliation)

SHEET MUSIC JOBBERS & SUPPLIERS

SERVICES FOR THE MUSIC- RECORD-TAPE INDUSTRY

Associations & Professional
Organizations
Design & Artwork
Licensing Organizations, Music
(please indicate whether
Mechanical or Performing
Rights)

Plating & Processing Plants
Pressing Plants
Printers & Lithographers
Record Promotion
Tape Custom Duplicators
Tape Duplicator/Marketers

MANUFACTURERS OF SUPPLIES FOR THE MUSIC- RECORD-TAPE INDUSTRY

Cartridge & Cassettes &
Reels
Envelopes & Mailers
Jackets
Labels
Polyethylene Bags
Professional Tape Supplies
Raw Materials
Record Processing Machinery
(Please specify chief product)
Steeves
Tape, Blank Loaded
Tape Duplicating &
Processing Equipment
Tape, Raw

MANUFACTURERS OF RECORD & TAPE DEALER ACCESSORIES & SUPPLIES

Carrying & Storage Cases
Catalog Services
Cleaners, Cloths & Brushes
45 RPM Adapters
Head Cleaners & Demagnetizers
Needles
Leader Tape
Splicing Tape

MANUFACTURERS OF STORE FIXTURES & MERCHANDISING AIDS

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TITLE

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Sound Business

Studio Instrument Rentals Finds a Nashville Market

By SALLY HINKLE

NASHVILLE—Since its debut on the local music scene some 2½ years ago, Studio Instrument Rentals has had a growing affect with artists, producers and studios.

As the newest facility of a chain operation with locations in Los Angeles, San Francisco, New York and Chicago, the company has offered the Nashville community such alternative accommodating features as halls for tour preparation, videotapings and studio rehearsal, as well as instrument and equipment rental services.

Among the artists who have taken advantage of the Nashville location are Crystal Gayle, Jimmy Buffett, Kenny Rogers, Dottie West, Eddie Rabbitt, Gene Cotton, Tommy Overstreet, Lynn Anderson, Donna Fargo, Michael Murphey, Nazareth, Golden Earring and John Prine.

Others include the Country Music Assn., which has utilized its services for its annual televising of the "CMA Awards Show," among other projects; producers Jimmy Bowen, Steve Gibson, Dane Erich and Shannon Williams with Nashboro Records, a gospel label; CBS and Elektra Records and Tree International.

Video work has also been done with such acts as Janie Fricke and Stella Parton, and Michael Mohoney has completed several video projects here.

A breakdown of Studio Instrument Rentals' facilities includes a three-hall location at 206 12th Ave.,

and a two-hall location across the street at 205 12th Ave. S. Dimensions for each include Studio A at 18 feet by 35 feet, Studio B at 26 feet by 24 feet, Studio C at 35 feet by 38 feet with a 14 foot ceiling that accommodates video work, Studio D at 24 feet by 42 feet and Studio E at 24 feet by 34 feet.

Each room comes complete with Yamaha mixing boards, Shure mikes, floor monitors, elevated stages, stage lighting, out-p.a. systems, all are acoustically insulated and come with baby grand pianos.

There are also storage lockers for equipment and parking accommodations for some 40 cars with space for trailers and buses.

Head of the Nashville operation is Steve Bauer, who joined Studio Instrument Rentals in 1974 and was a prime force in the company's move from primarily day-to-day rentals to the servicing of touring groups.

He now serves as president and general manager of the Nashville office, and has brought in an experienced staff, including David Wright, who ran Casablanca Records' rehearsal studios in Los Angeles for some two years, and David Brackett, who ran the company's Los Angeles studios for some three years, for service to this community.

"There are three key uses for rehearsal facilities," notes Bauer. "One is showcases, which we don't get much exposure to here, but it's still a

(Continued on page 59)

Studio Track

LOS ANGELES—Visitors to the 63rd Audio Engineering Society convention next week (15-18) in Los Angeles will miss the peripatetic Jacqueline Harvey, exhibits coordinator and the AES veteran "can-do" girl Friday. She's recovering nicely from surgery for a broken hip, and can be cheered with a note at New York Hospital, Whitney Wing, 525 E. 68th St., New York, N.Y. 10021.

Boz Skaggs is doing vocal overdubs with engineer/producer Bill Schnee at Redwing Sound. Also there, Barry Fasman producing Jim Grady for Mushroom with Dave Miller and Tom Seufert at the console.

At Dawnbreaker: A&M's Alessi Brothers finishing up their LP, Bob Gaudio producing Thom Wilson engineering; and Jay Graydon producing Marc Jordan for Warner Bros., Joey Bogan at the controls.

Tom Dowd producing Kenny Loggins at International Automated Media (IAM), Irvine, Calif. Steve Nathanson producing Street King at Fidelity with Phil Spector acting as sound director.

Activity at Sierra Pacific sees Delaney Bramlett with Art Kimbel arranging, Reed Stanley engineering, and Bill Champlin with Michael Stewart producing, Barron Abramovitch and Patrick McDonald engineering.

Pardo Jones producing Daddy Dewdrop for Inphasion Records at Dr. Musix. Tommy Li-Puma producing Dr. John for Horizon at Sound Labs, Norm Kinney engineering with Stuart Whitman, while Al Schmitt and Mike Manneri produce Ben Sidran for Horizon.

Filmways/Heider recorded and Filmways Audio Services produced complete audio facilities at the Country Music Awards Show Wednesday (2) at the Hollywood Palladium. Paul Grupp engineering Tonio K for Epic at Record Plant, Karat Faye assisting.

Michael McGlory producing himself for CBS at Brian Elliot Recording.

Tom Scott working on a Columbia LP at Crimson Sound, co-producing with Hank Cicalo. Also there, Al Schmitt and Ben Sidran working on new Horizon material.

Cafe Audio, Ithaca, N.Y., completing recording and mixing Russ Barenburg for Rounder Records, Barney Cole engineering. Jeff Glickman producing Blind Date for Windsong at A&R,

Atlanta, Hamilton Bohannon also in Axis working on a new project. Meca Monardo at Kingdom Sound, Syosset, N.Y., producing his upcoming LP "Moondancer" for Casablanca, Clayton Hutchinson engineering.

Tuxedo Junction recording its second LP on the Butterfly label at Criteria, Miami, Laurin Rinder and Michael Lewis producing, Galen Senogles engineering and Michael Guerra assisting. Also there, Don Gehman, along with Ron and Howard Albert producing Breathless for EMI America, Gehman also engineering with Rick Nilson.

Dick Schory producing Mark Gaddis for Ovation at Streeterville, Chicago. Ed Green producing Cleveland Eaton for Ovation also at PS Studios in Chicago. Little Richard back in the studio working on a new LP producing himself with Gary Laney and Billy Sherrill engineering. The scene: Nashville's Jack Clement.

Producer Buddy Killen working at Nashville's Soundshop with Louise Mandrell for Epic and Bill Anderson for MCA. The Ramones finishing up a new Sire LP at Moogy Klingman's West End Sound, Ed Stasium producing with Michael Finlayson at the board.

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A 12 YEAR ODYSSEY: WOODLAND STUDIO'S RICH DIVERSITY

By KIP KIRBY



That's Frank Sinatra, Jr. conferring with producer Billy Strange, left, and Glenn Snoddy, right in a Woodland session.

As Woodland Sound Studios celebrates its 12th birthday and prepares for an even stronger 12 more years, it doesn't require a crystal ball to see that this studio has a remarkably bright track record to be proud of.

Many in the recording industry recall Woodland as the creative birthplace of the Nitty Gritty Dirt Band's gold album, "Will The Circle Be Unbroken." Others remember it as the studio where Jimmy Buffett cut many of his singles along his path to stardom. Still others think of Woodland as the facility director Robert Altman chose for recording the soundtrack to his movie, "Nashville."

More recently, the studio won itself additional kudos for recording and mastering the first rock album ever to go platinum out of Nashville—"Point Of Know Return" by Kansas.

The latest achievement occurred on Saturday, April 7, when Woodland became the site for the first digital recording session on Sony digital equipment ever done in Nashville. The session, which took place in Woodland's recently redecorated Studio A, featured top Nashville jazz session men and guest artists Ron Carter and Stan Getz, and marked another first for Woodland.

Woodland was built in 1967 by the Crescent Corp., owners of the Crescent-Loew's movie theatre chain, to house Exceller Publishing and Nashboro Records as well as provide a studio for in-house recording. Glenn Snoddy, president and technical director, and chief engineer Jim Pugh commuted to Atlanta where Woodland's first 4-track console was being cus-

(Continued on page 55)

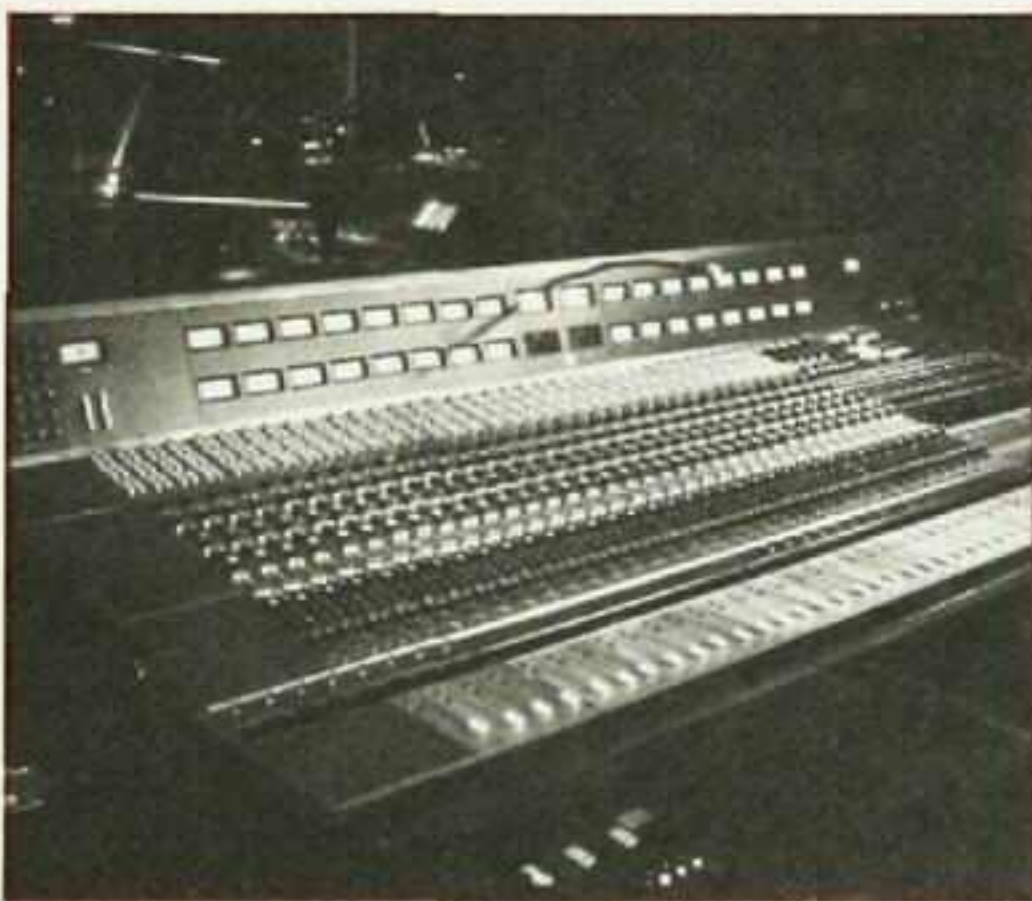


Vintage Woodland: Circa 1967, Jim Pugh, technical director, right, and an early Ernie Winfrey crank the studio into action.

Kip Kirby is a Billboard reporter in Nashville.



Woodland's Glenn Snoddy delivers a Woodland plaque to Kansas, signifying the first rock LP in Nashville to go triple platinum.



Woodland's newest addition, the Neve 8078 console with VCA subgroupings, capable of 40 inputs and 32 outputs.



Ronnie Milsap is funning us again. The blind singing great "takes a look" at Woodland's mastering machine.



Germany's Freddy, the first international act to record at Woodland, receives appropriate recognition from Snoddy in 1968.



Few men in the recording industry have a more qualified background than Woodland Sound Studios' president and technical director, Glenn Snoddy.

Snoddy received his basic electronic training during World War II with the Signal Corps and served in the Pacific area in the field of communications.

He moved to Nashville in 1949 to work at what was then only the second recording studio in the entire city. Called Brown Radio Productions, the operation included production of the Eddy Arnold show, regional radio network shows and live feeds to the Mutual Radio Network.

In 1950, Snoddy moved to WSM Radio as a studio engineer, handling sound for the "Grand Ole Opry" radio program for five years. Three years later, he transferred to WSM-TV to fill a position as audio and video engineer.

During this same period, Snoddy also served as assistant engineer at Castle Recording Studios on ses-

(Continued on page 56)



The father of rock? Before Elvis, there was Bill Haley and his Comets with "Rock Around The Clock" and other hits. Here's Haley, in Nashville, at Woodland.



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MAY 12, 1979, BILLBOARD

WOODLAND'S WORLD

By GERRY WOOD



Carroll Baker has that feeling that she's just cut the first gold country LP in Canada.



Genius producer Bill Justis casts his usual displeased look during a Woodland session.

Recording, religion and motion pictures. Those divergent ventures have long been associated with 1011 Woodland St. in Nashville.

From 1925 through 1955, the Woodland St. Theatre prospered as the Saturday afternoon mecca for posers of pop-corn-munching, badguy hatin', goodguy lovin' young cowboys who came to see the silver screen glow with the images of Roy Rogers, Hoot Gibson and Tex Ritter.

When Nashville converts a building, it's usually made into a bar or church. This movie house became a house of religion in 1955 when it was turned into a revival center where thousands came to hear the word preached.

The final transformation came in 1967 when the building was turned into a recording studio. Primarily used for Nashville Records, a black gospel label and subsidiary company, the studio became an immediate success.

It was built as a 4-track facility with an original console constructed by Electronics Equipment Co. of Atlanta, using solid state Altec Lansing components with the capability to progress to 8- and 16-tracks.

Because of the studio's success, that capability was soon needed as the list of clients grew with such names as Linda Ronstadt, Joan Baez, Slim Harpo, Gordon Lightfoot, Jerry Jeff Walker, John Stewart, Bobby Goldsboro, Jean Shepard, Ferlin Husky, and Jack Blanchard and Misty Morgan.

A second studio was planned and constructed in 1969. Studio A was part of the old theatre building with the control room built on the old stage. The new studio was an addition adjacent to the old building, with complete sound isolation.

Almost immediately, hit records started coming from the new facility. The hits included the great Nitty Gritty Dirt Band LP "Will The Circle Be Unbroken," Jimmy Buffett's "A1A" album and "Point Of Know Return" by the soaring rock group Kansas. The latter LP is the first triple platinum rock album to be cut in Nashville.

1968 was a pivotal year. President Glenn Snoddy and chief engineer Jim Pugh designed a console that was years ahead of its time, replacing the original Studio A Altec console. The new unit, constructed by Neil Muncy in his Washington D.C. shops, was a 24-input, 16-buss console with

quad capabilities, four echo sends, two cue busses and simultaneous four, two and mono mixdown facilities—something that was unavailable on the market in 1968.

Built and installed in 1969, the console made Woodland a state of the art studio before that term became common.

From 1969 to 1978, sessions cut using this console featured such acts as Billy "Crash" Craddock, Roy Clark, Bobby Goldsboro, Freddie Weller, Hank Thompson, Carol Channing, Mary Costa and Bobby Blue Bland.

Studio B was upgraded from 16-track to 24-track in 1976 with the addition of a Neve 24-track console and Studer 24-track and 2-track tape recorders. Studio A also was upgraded to 24-track Studer machines, making Woodland one of the largest Studer installations in the country.

During this period, disk mastering was not being overlooked. Woodland became one of the first Nashville independent disk mastering facilities using a Neumann stereo cutting system. The first installation came in 1968.

Tom Hidley heeded the call in 1975 to assist in designing a listening/cutting room that could be considered a standard.

It's December, 1978, and time for another major improvement at Woodland. The Studio A console was replaced with the largest Neve console that the company makes—the Neve 8078. It's capable of 40 inputs and 32 outputs.

This was a special order console from the standpoint of Woodland's needs since Snoddy wanted more patch points than normal. The maintenance department, headed by Jim Pugh, worked with Neve engineers to build a sophisticated patch panel that interfaced with the 8078 via connector cables and blue ribbon connectors.

The console was constructed over a weekend and sessions were booked on Tuesday. Again, the installation proved successful, attracting such acts as the Oak Ridge Boys, Charlie Daniels Band, Donna Fargo, Conlee, Twitty, Eddie Rabbitt, Roy Head and Earl Thomas Conley.

And it's just another reason why Woodland Sound Studios is not only one of the most successful studios in Nashville, but one of the best in that everchanging world of pop, country and religious music.

Gerry Wood is Billboard's Nashville Bureau Chief.



Congratulations Woodland Sound Studios on your 12th Anniversary.



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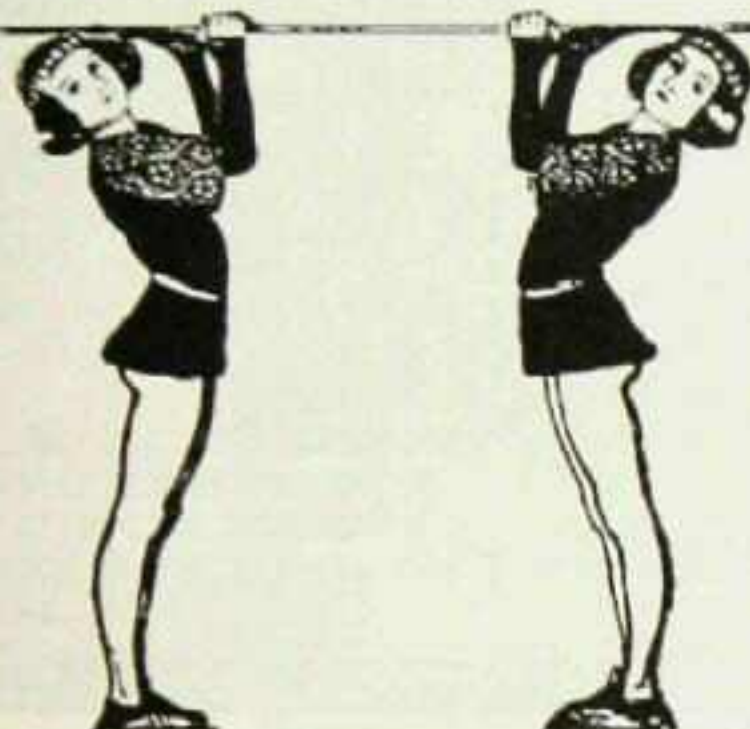
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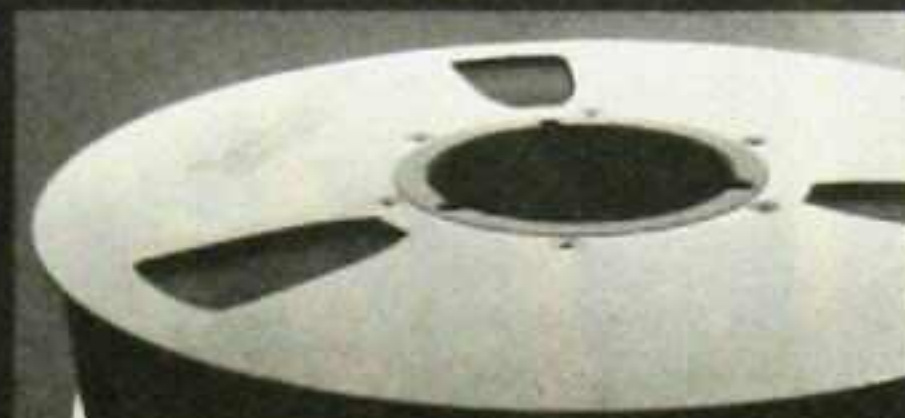
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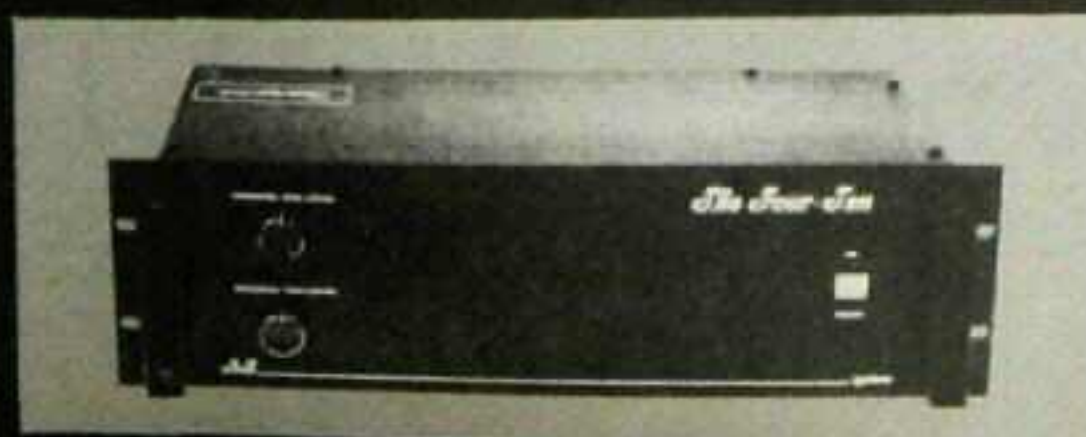
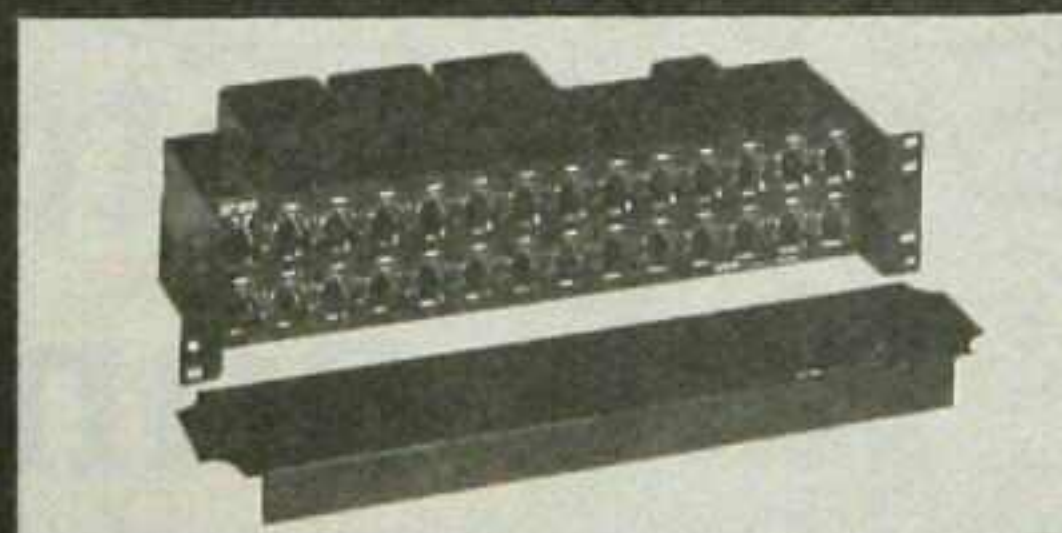
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WOODLAND STAFF



Jim Pugh: Jim started as a broadcasting engineer with WGST-AM, Atlanta. He also furnished and installed record systems for studios in the Atlanta area. He installed the system for Acuff-Rose and, in 1967, installed Woodland's system. He joined Woodland in 1969, and is technical director, maintaining all equipment for the studios.



David McKinley: David came to Woodland in 1971 as a trainee engineer. He has been especially interested in gospel music.



Rex Collier: Rex came to Nashville in 1968, sold jingles and operated his own studio, C&M Sound Studios. He has been in the music business since the early '60s when he was road manager for pop singer Troy Shondell.



Denny Purcell: A top mastering engineer, Purcell once helped build a remote truck for Elliot Mazer, then toured the country two years recording artists in concert. He worked at the Alembic Studios in San Francisco before coming to Woodland. He's mastering supervisor at Woodland.



Hank Williams: Hank's training for the recording industry came through his B.A. degree in Music/Business at Belmont College, Nashville. After college, he went to Calgary, Alberta, Canada to work in the Sound West Studio.



Danny Hilley: Danny joined Woodland in 1977 from the Univ. of South Carolina where he worked in the audio department and did independent recording. Hilley has also worked for the Public Broadcasting System.



Steve Goostree: A graduate of Belmont College's Music/Business School, Steve came to Woodland in 1978. He has progressed quickly, working with a variety of name acts.



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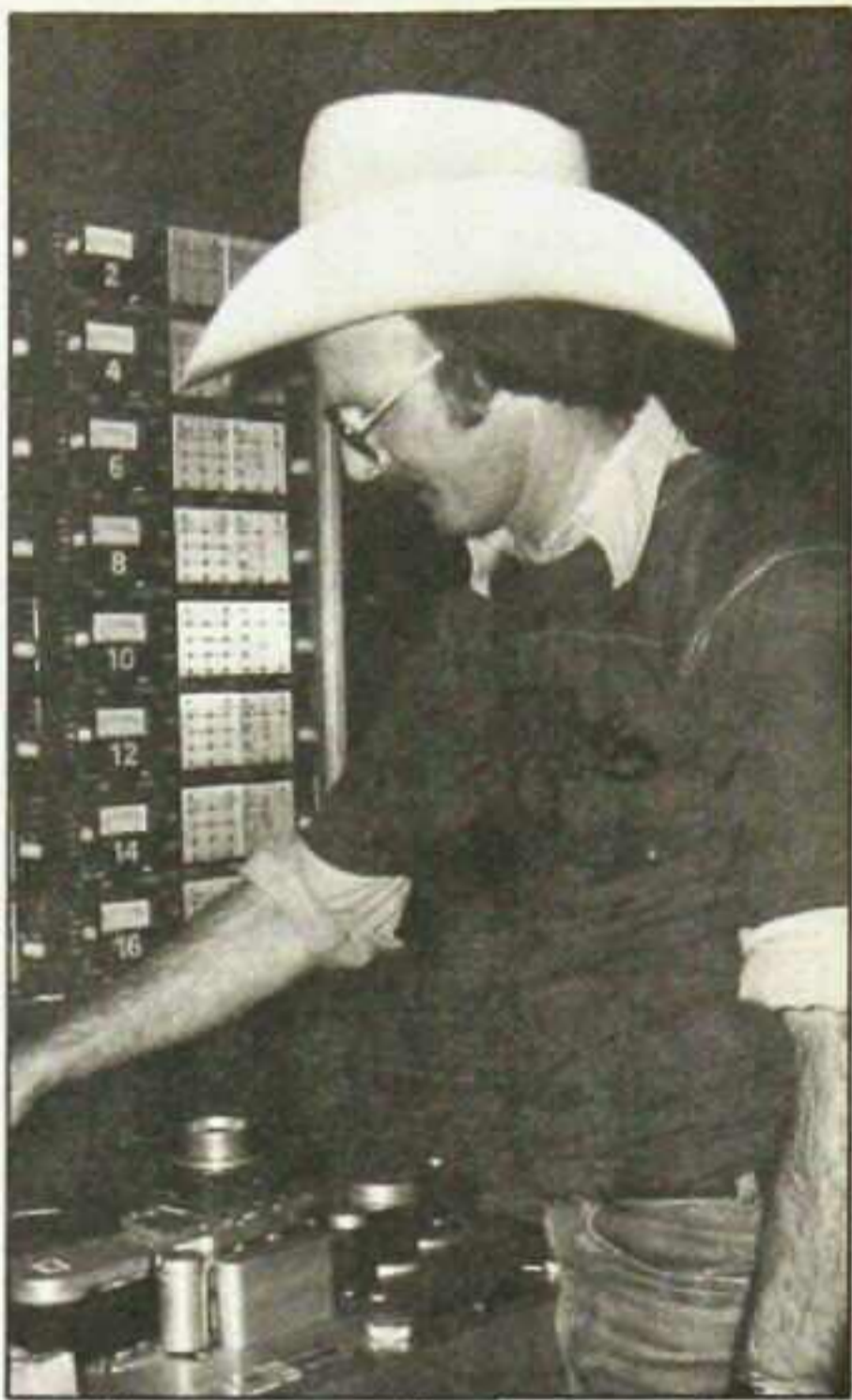
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WOODLAND STAFF



Carol Sullivant: After graduating from Middle Tennessee State Univ. with a degree in public relations and advertising, Sullivant worked for Opryland U.S.A. for five years. She came to Woodland in 1977 as a receptionist but soon went into the mastering secretary field where she books two mastering rooms and ships lacquers to pressing plants across the world.



Skip Shimmin: After spending seven years in San Francisco with Fantasy Films/Fantasy Records, Fantasy/Prestige/Milestone Records and as an independent engineer, Skip moved to Nashville in 1978 and joined Woodland. He received a Grammy nomination in 1976 for best engineer recording/classical. He also engineered the sound track for the Oscar nominated film, "One Flew Over The Cuckoo's Nest."



Erma Jean Bean: Bean has been in the music business for nine years, for six of those years as secretary/bookkeeper/booking agent for the Joe Taylor Artist Agency. She came to Woodland in February 1977 and has the position of traffic manager. Erma Jean is responsible for the booking of studio time and of the bookkeeping chores that are fed to the in-house computer system.



Sunny Smith: The sunny disposition at the front desk is noted quickly by the visitor to Woodland. It comes from Sunny, an expert receptionist who also handles public relations for Woodland.



Kerry Kopp: He's the newest member of the Woodland staff, having joined in March 1979 as assistant maintenance engineer. Kopp is also attending Belmont College's Music/Business program. He spent two years as production mixer at Opryland, and worked at Quadrafonic Studio in Nashville before coming to Woodland.

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**Congratulations to
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A 12 Year Odyssey

• Continued from page 49

tom-built through the auspices of Electronic Equipment Co. To fill available vacancies, the studio was leased to outside clients for sessions.

Within two years, Studio A had gained such popularity that Nashboro often couldn't get in at all, and a second, slightly smaller room was added.

Snoddy has been with the operation since it first opened its doors; it was he who designed, supervised and built Woodland for the Crescent Corp. Previous to joining Woodland, Snoddy had constructed Acuff-Rose recording studio, as well as designing Columbia Recording Studio in Nashville.

Snoddy, a humorous, soft-mannered, farsighted man highly attuned to the constantly shifting demands of the recording industry, speaks of the growth of Woodland with obvious pleasure and affection.

"I'd have to attribute our success to three factors," he says, "and they are superior equipment, constant maintenance programs, and qualified employes with friendly professional attitudes.

"None of these things sound exotic by itself," Snoddy adds, "but they are all very basic to the smooth operation of a good studio. I believe that one of the main reasons we get such a high percentage of return clientele at Woodland is the excellent attitude of our staff."

When it comes to technology, Woodland doesn't take a back seat to anyone. All of its extensive in-house equipment and wide range of instruments is owned by the studio, and two full-time maintenance engineers are on duty to handle any technical emergencies. In its 12 years of operation, Snoddy notes, Woodland has had less than one-half hour of "down time" due to equipment malfunction.

Additionally, Woodland has five mixing engineers and two mastering engineers, all of whom are constantly looking for improvements and innovations in the recording field. Each new piece of equipment that comes on the audio market is carefully researched and evaluated by Snoddy and Pugh before Woodland decides whether to purchase it.

"It boils down to a guessing game," laughs Snoddy. "You have to stay one step ahead and anticipate the industry's needs every time a new technical advancement rolls off the drawing board.

"We've tried to shy away from allowing ourselves to become guinea pigs with new equipment; we want to be sure that the bugs are out first and that there's really a need for the item. We strive to keep the best state of the art equipment in our studios, but we also like to know that we're spending our money wisely."

In December of 1978, Woodland took a giant step forward

by purchasing and installing the Neve 3078 console in Studio A. Capable of 40 inputs and 32 outputs, this console is only the third of its kind in this country, with the other two operating at Caribou Ranch and Village Recorders.

"Incidentally, we hope to have the first digital Ampex machine in-house as well," adds Snoddy, "and we've already had a booking request for it. It's difficult these days to have something that another studio doesn't have in the way of equipment, but we're constantly adding new things, new outboard gear, a new phaser, a new time delay unit, and so forth. We even changed our monitoring system recently and installed speakers called 'The One,' to boost the audio quality in our control rooms."

No discussion of Woodland would be complete without mention of its mastering department. A number of years ago, Snoddy initiated a survey which showed that a large percentage of producers and labels who cut records in Nashville were then sending their product off to New York or Los Angeles for mastering, thus routing out of the local music community an important share of the recording industry business.

Recognizing the need for a custom disk, in-house facility where producers could supervise the transference of their records from tape to disk, Woodland installed its first mastering room with Neumann equipment.

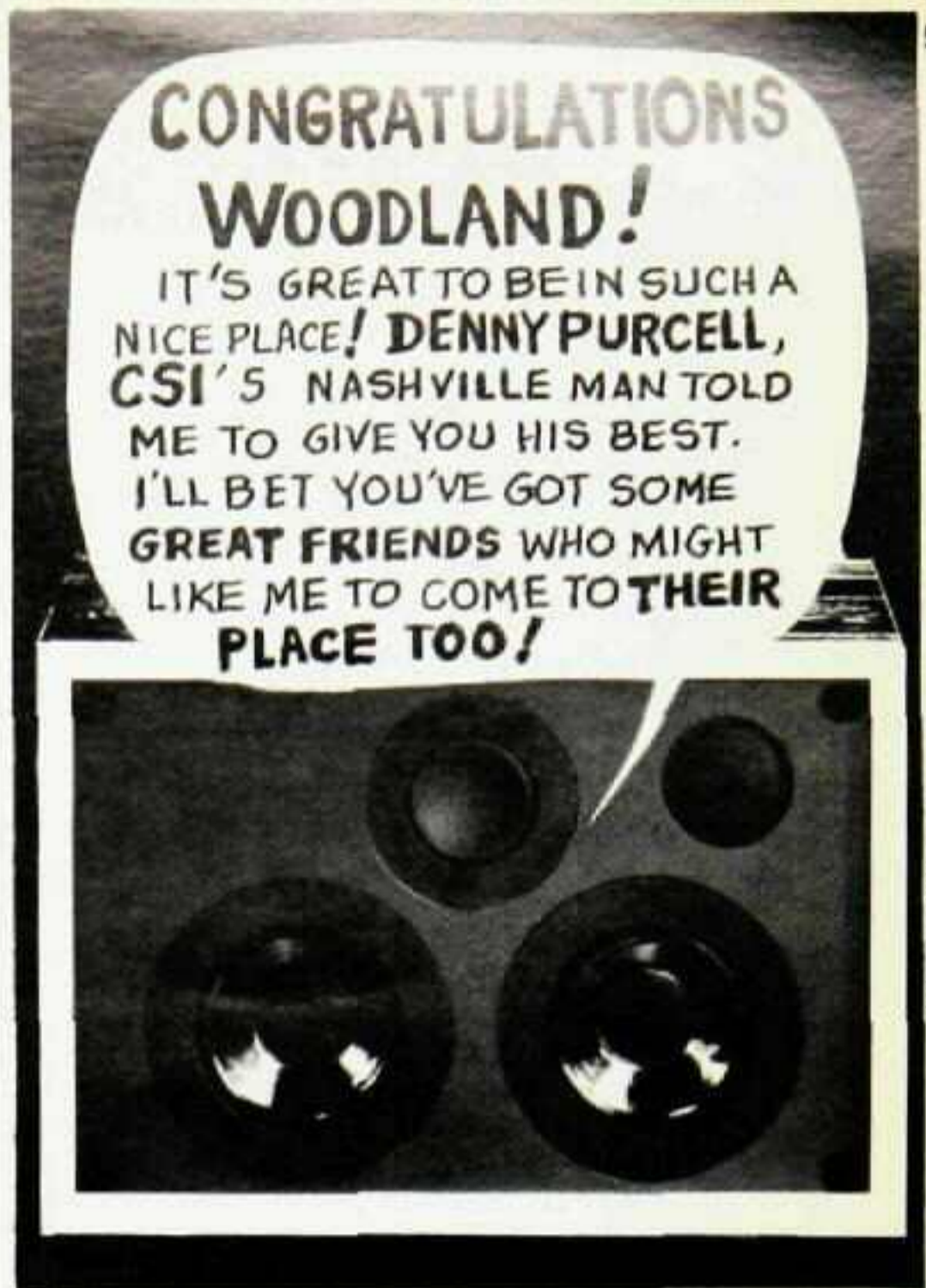
That was in 1970. In 1973, when Woodland's mastering volume had peaked to the point of requiring a second room, Snoddy hired Tom Hidley of Westlake Audio to design and construct Woodland's additional mastering facility, which is the only one of its kind in the Southeast.

Today, 30% of Woodland Sound Studios' business comes from pop, r&b and rock sessions, a trend that Snoddy actively encourages. Clients such as Charlie Daniels, Michael Murphy, John Prine, Neil Young and Kansas, along with producers like John Boylan and Barry Beckett, have helped establish Woodland's reputation in this field.

Another strong 30% of Woodland's volume comes from country, through the talents of producers such as Tom Collins, Ron Chancey, David Malloy, Even Stevens, Jim Malloy, David Barnes and Dave Burgess and by artists of the caliber of Barbara Mandrell, the Oak Ridge Boys, Kathy Barnes, Ronnie Milsap and Stella Parton, to name just a few.

"The country charts each week show a substantial number of songs recorded or mastered here," mentions Snoddy, "as well as a large percentage of country albums. We're proud to be such a big part of Nashville's thriving country music industry."

(Continued on page 56)



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A 12 Year Odyssey

• Continued from page 55

Gospel accounts for an additional 30% of total sessions at Woodland, with the remaining 10% spanning national jingles, commercials, educational projects and film soundtracks.

Nothing fascinates Glenn Snoddy more than a lively discussion relating to the musical and recording future of Nashville. Although he is certainly a pioneer in the early days of studio technology—he has been active in the field of sound recording since the earliest days of mono—Snoddy has retained a very up-to-the minute approach in his long-range hopes and views.

"This really is a subject I feel strongly about," he says emphatically, "because I believe that Nashville can become one of the recording meccas of the pop industry just as it has with country."

"In fact," he says, "this is one of the primary reasons we've invested so much money installing the new Neve console, extra Studer machines, and so forth in our studio. We want the pop and rock music community to know they can come here to Nashville and find the best equipment available anywhere, as well as engineers capable of achieving the best results for them."

Snoddy points to the extensive range of in-house instruments Woodland keeps handy, including "one of just about every keyboard made today." He bought Woodland one of the first electric Rhodes on the market, and later, Woodland was one of the first studios around to have the stereo model, which attracted additional business. This is all part of his scheme of events designed to lure out-of-town business to Nashville for recording.

"I think pop recording in this area is just beginning," says Snoddy animatedly. "This is a wonderful place to come and spend time in the studio. . . . The weather is temperate, people are friendly and laid-back, the session musicians are among the best in the world, the cost of living tends to be lower than in other major cities, it's easy to drive and park here, and after a long session, you can hop in the car and in 10 minutes be out in the country."

"As a matter of fact," he chuckles, "we've had several pop acts in recently from the Coast who've gotten so acclimated to the Nashville way of life that we could hardly run them off when their albums were finished."

As the guiding and motivating force behind Woodland Sound Studio, Glenn Snoddy in just 12 years has created an excellent track record. Woodland is known and respected in the recording realm for the quality of its product and the superiority of its technical equipment.

Snoddy is optimistic about the next 12 years at Woodland. "I'm always pleased when a Nashville studio lands a recording

session that might have gone to another city," he says equitably. "I know that as long as we continue to attract clientele from other markets here, Woodland will always get its share."

Perhaps Charlie Daniels sums up Woodland best when he says, "I like recording at Woodland partly because it's a state of the art studio commensurate with any I've found in New York or L.A., and partly because, well, they're just plain nice, friendly folks."

Glenn Snoddy

• Continued from page 49

sions by artists such as Kitty Wells, Kay Starr, Red Foley, Ernest Tubb and Hank Williams.

In 1960, Snoddy accepted a position as studio supervisor at Bradley's Recording Studios on Nashville's famed Music Row. It was here that he built the first 3-channel stereo console ever constructed in this area, while at the same time recording and mixing artists such as Johnny Cash, Marty Robbins, Connie Francis, Flatt & Scruggs, Bobby Blue Bland, Roy Acuff, Brenda Lee, the Statler Bros. and Bill Anderson.

Acuff-Rose was the next stop for Snoddy as he left Columbia Records in 1967 for the dual role of building studios for both Hickory Records and Woodland Sound Studios. The consoles for these studios were designed and built through the auspices of Electronic Equipment Co. of Atlanta, Ga.

Two years later, Snoddy moved to Woodland as its president and technical director. Almost immediately, he began construction of Woodland's second recording facility, Studio B.

Further upgrading included the addition of mastering and editing facilities and the gradual evolution from 8-track through 16-track to 24-track capabilities.

Snoddy's personal devotion to the state of the art in Nashville recording has led him to search continuously for new projects for Woodland. Under his direction, the studio has hosted artists who range from Gordon Lightfoot to the Purify Brothers to Bill Haley & the Comets; and more recently, Woodland has been the site for several direct-to-disk sessions, as well as the first Sony digital recording session ever to be done in Nashville.

Woodland has made great strides in advancing the reputation and quality of Nashville studio recording, and its success during its first 12 years is a solid tribute to the skill and foresight of Glenn Snoddy.

CREDITS

Editorial planning: Gerry Wood,
art direction: Salvatore Scorza,
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WOODLAND EQUIPMENT

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Woodland Sound Studios is, and has been, in the forefront of providing the latest and most requested outboard equipment.

Following is a list of in-house available equipment. Anything not listed is normally available locally at rental prices.

CONSOLES

- Studio A—NEVE 8078 24 Track
- Studio B—NEVE 24 Track

TAPE RECORDERS

- 2—Studer 24T (16T)
- 6—Studer 2T (Variable Speed)
- 1—Ampex 8T
- 4—Ampex 2T
- 2—Ampex 4T
- 1—Studer 1/4T
- 1—Scully 2T (TM)

CONTROL ROOM MONITORS—Equalized Systems (White)

- 2 Sets THE 1—Stereo
- 4 Sets Auratone
- 4 Sets MDM-4

ECHO

- 5—EMT-140 Sterem
- 1—A K G Stereo
- 2—Live Chambers
- 1—Cooper Time Cube (UREI)

LIMITERS

- 4—Neve
- 10—UREI-1176
- 2—Teletronix LA-3A

MONITOR AMPS

- 6—AB-Four-Ten
- 2—2200 McIntosh
- 4—M175 McIntosh
- 2—Crown

OUTBOARD

- 1—Orban-Parasound Dynamic Sibilance Controller
- 1—MDA Speed Control
- 1—14 KHZ Sync Generator
- 1—60 HZ Sync Generator
- 2—Altec High Pass Filter
- 2—Altec Low Pass Filter
- 2—Keepex
- 1—Pultec Program Equalizer EQH-2
- 1—Pultec Equalizer MEQ-5
- 1—Instant Phaser (Eventide)
- 1—Time Line Digital Delay (Pandora)
- 2—Harmonizers (Eventide)
- 1—Electronic Digital Metronome
- 2—Parametric Equalizers
- 1—White Analyzer
- 1—Vocal Stresser

2 MASTERING ROOMS

Equipped with Neuman SAL 74 Cutting Systems, Westlake monitors, MDM-4 and Auratone Speakers

INSTRUMENTS

- 2—Steinway Grand Pianos-6Ft.
- 2—Hammond Organs 1-B3, 1-C3
- 2—Wurlitzer Electric Pianos
- 2—Fender Rhoades Pianos
- 1—Hohner Clavinet
- 1—Allen Electronic Harpsichord
- 1—Celeste
- 1—Electronic Chimes 15
- 1—Vibes (Musser)
- 1—Tac Piano
- 1—Latin Percussion Congas
- 1—Arp Pro Soloist
- 1—Arp String Ensemble
- 1—Set of Orchestra Bells
- 2—Sets Studio Drums
- 5—Fender Guitar Amps

DOLBY

- 66 Channels

DBX

- 58 Channels

AKG

- C414 EB 4
- C452 EB 4
- D224 E 2

ALTEC

- M-49 1

ELECTRO VOICE

- RE-11 1
- RE-15 2
- RE-16 4
- RE-20 3
- RE-50 1
- 635-A 5
- 668 2
- 1751 3
- 649 1

NEUMAN

- U-87 5
- U-47 7
- U-67 4
- KM-86 2
- M-249B 3
- RM-84 2

SENNHEISER

- MD421U 2

SHURE

- SM-56 2
- SM-53 3
- SM-54 1
- SM-7 2

SONY

- ECM-50 5
- ECM-22P 4
- C-22 2
- C-55 FET 2

STUDER

- SKM5-U 2

WESTERN ELECTRIC

- 520-A 2

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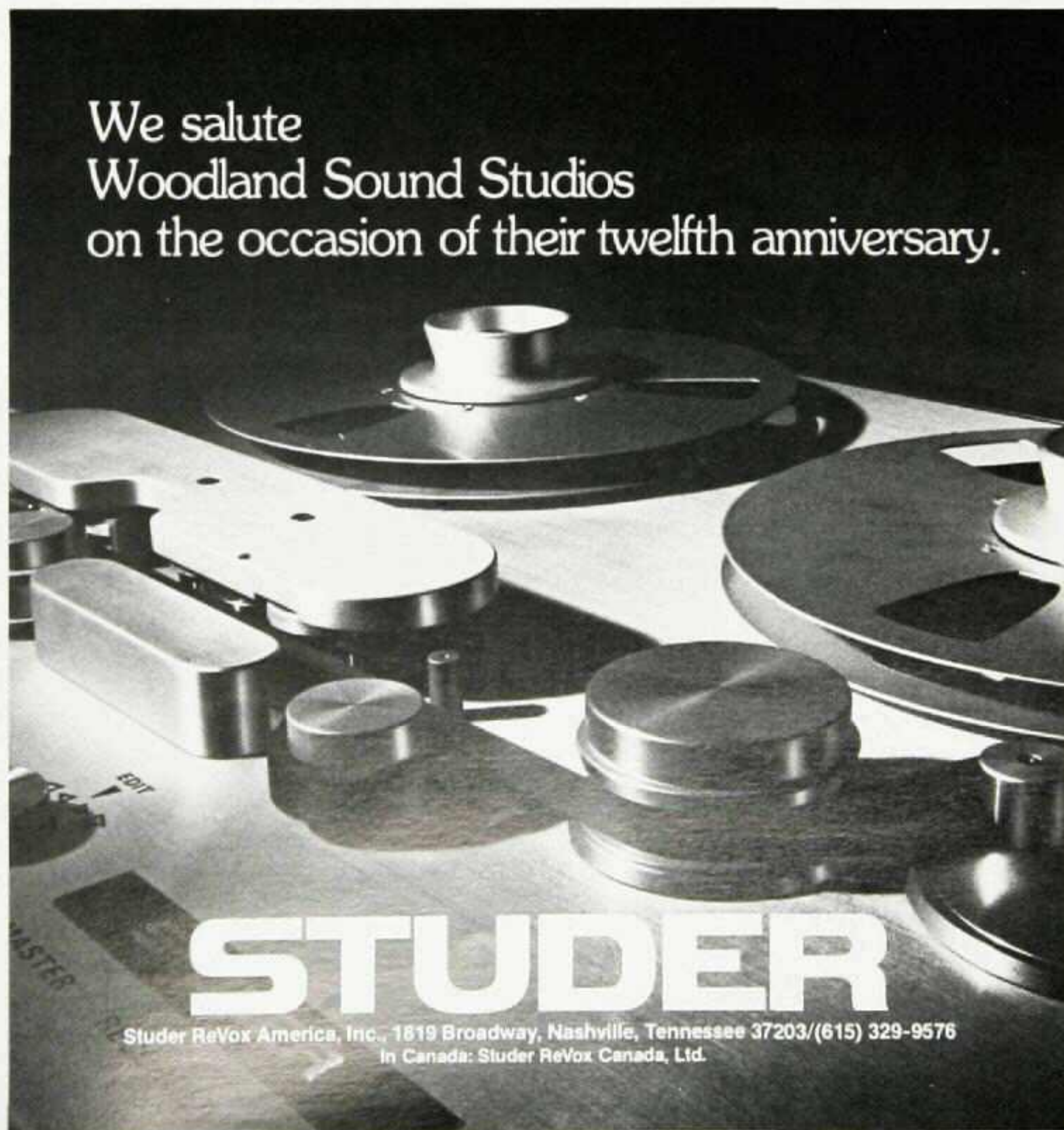
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Music Week Set

By SALLY HINKLE

NASHVILLE—Annual country music week activities, jointly sponsored by the Country Music Assn. and the "Grand Ole Opry" in celebration of the radio program's continuing service for more than half a century, will undergo changes in dates and formats this year.

Traditionally slated for the second week in October in Nashville, this year's convention will run Oct. 9-13, with activities to center at the Opryland complex.

"We have made two significant changes in planning the Opry's 54th birthday celebration," notes Hal Durham, general manager of the "Grand Ole Opry."

"First, we will begin the week's activities one day earlier, on Tuesday instead of Wednesday, and will be incorporating a couple of broadcasting seminars and business sessions to our format.

"Secondly, we will be holding all of the label shows and other stage shows, plus other activities at the Opryland complex in either the Opry House or Opryland Hotel."

Explains Durham: "In past years, we have split our show locations between the Opry House and Nashville's downtown Municipal Auditorium. This has proven to be inconvenient for most registrants, therefore the centralizing of locations."

With the Country Music Assn.'s 13th annual awards show televising

on Oct. 8 from the Grand Ole Opry House, via the CBS network, it will make for a "more compact, efficient, and we hope, a more productive week," says Tom Collins, chairman of the board of the CMA.

According to Durham, plans have not yet been finalized concerning potential subject areas for the broadcasting seminars and business sessions, nor have plans for label shows and any additional shows.

"With the merging of ABC into MCA Records and United Artists with Capitol Records, we're not exactly sure how the shows will be handled at this point," notes Durham.

Some 3,000 industry registrants attended last year's convention, and were treated to dinners, luncheons, shows and deejay tape sessions among other activities that commenced with the "Grand Ole Opry" dinner and spectacular and climaxed with the final cake-cutting finale onstage at the Saturday night "Grand Ole Opry" broadcast.

A registration fee of \$35 covers the entire week's activities with half of the fee channeled to the Opry Trust Fund, which was established in 1965 to give financial assistance in time of need or emergency to all country musicians or their families.

The Opry Trust Fund has distributed, since its inception, more than \$600,000 to families and individuals throughout the U.S.

Studio Instrument Rentals Nashville

Continued from page 48

vital use for situations such as managers wanting to showcase their acts for potential investors outside the music field, labels to show new talent and acts vying for label deals.

"Our two large studios are equipped with a better p.a. and lighting system than any club in town, and with our instrument and equipment stock, which can be rented for almost nothing for use here as opposed to renting it out, acts can try something new, such as a Polymoog or sophisticated keyboard, and possibly incorporate into their show.

"The same goes for tour preparation and studio preparation—other key uses of our facilities."

Other advantages that have keyed the success of Studio Instrument Rentals in Nashville he claims, versus other rehearsal facilities, is the expense saved in perfecting material for recording projects.

"You can utilize one of the small rehearsal rooms for two days at what it would cost to go into the studio for an hour," notes Bauer.

In addition, studios are finding the company to be a viable service due to the ever-changing equipment needs.

Lane For Germany

NASHVILLE—Due to the response generated from Cristy Lane's appearance on *Germany's* recently televised country music special, hosted by Freddy Quinn, LS Records of Nashville has agreed to release a Lane LP in that country on the Teldec label.

According to Lee Stoller, president of LS, the album is slated to contain all five of her latest top 10 country selections, including "Penny Arcade," "Shake Me I Rattle," "Let Me Down Easy," "I'm Gonna Love You Anyway" and "I Just Can't Stay Married To You," plus others.

"Studios can rent up-to-date equipment from us rather than purchasing say an Omni-2 that a few months later will be obsolete. Each studio can't afford to keep up with the buying of such sophisticated equipment at the pace it's going, so we can offer an alternative means.

"Eddie Rabbitt was the first customer we had here for rehearsal, and the first one in the country field to really realize the value," says Bauer. "This was almost three years ago, when Rabbitt was getting started and so were we here in town."

PICALIC TIE WITH LONDON

NASHVILLE—Chrysalis Music of London has concluded a publishing agreement with Roger Cook's Nashville-based Picalic Tunes, Inc.

Placing emphasis on the draw Nashville is acquiring—as it moves from its traditional country base—for talented rock writers and musicians who would normally surface in New York and Los Angeles, Chris Stone of Chrysalis sees the deal as a positive move to expand Chrysalis' range of catalog material.

Among the roster writers for Picalic are Bobby Wood, who worked with Elvis Presley as a keyboard player and co-wrote with Cook "Talking In Your Sleep" for Crystal Gayle as well as "What's Your Name, What's Your Number" for Andrea True Connection; Mark True, who wrote another Gayle offering, "Why Have You Left The One You Left Me For;" Charles Cochran, a Nashville arranger and writer, and Ralph Murphy, Ted Lindsey and Wally Zwol, who co-wrote "Call Out My Name."

"Through Cook's company, we'll be acquiring some good pop songs with a country flavoring," comments Stone.



Nashville Meet: Phonogram/Mercury artist Sonny Throckmorton, left, gets acquainted with Carol Forney, director of business affairs, Phonogram, and Bob Sherwood, president, Phonogram, during the company's recent a&r meet at Nashville's Opryland Hotel.

COUNTRY TILT

Mercury Staff Has Nashville Conclave

By SALLY HINKLE

NASHVILLE—The entire national staff of Phonogram/Mercury convened here recently for two days of a&r meetings, marking the first time in company history such a meeting has taken place outside Mercury's Chicago headquarters.

The Nashville gathering, which involved the complete a&r staff in addition to the marketing, sales and promotion department heads, was further designed to underline the company's commitment to country music, as well as to acquaint the staff with Nashville-based artists.

"The reasoning for our Nashville meeting was to show that we're serious about the country business," explains Bob Sherwood, president of Phonogram. "By no means is it a satellite operation for us or something to generate a few extra dollars in profit volume."

The main thrust of the meetings was to acquaint new company personnel and Nashville artists with company procedures and their roles as part of a successful operation. In reference to artists, Sherwood expressed the need for them to be involved in the decision processes.

"It's as important to the artist as it is to the record company," notes Sherwood. "We want all our artists to become acquainted with the marketing, sales and promotion personnel. We want to bring them to Chicago, sit down and listen to their music, talk about where they're going, talk about touring and get our complete marketing plan rolling as soon as possible with no surprises to the artists."

Sherwood noted he expects proper preparation to precede the efforts of the distribution network. This, he adds, allows for more intelligent sales of the record—after "they hear the music, see the tour and see the advertising support. I want the artist to understand that that's why we do these kinds of things."

"I don't want to take records to the marketplace not prepared properly before we have a chance to put together all that we do to get the distribution network turned on.

"If they hear the music, see the tour and see the advertising support,

they can go out and intelligently sell the record. If you miss that step, I don't care how good the record is; you double the effort required just to hit your basic selling assignments. And I want the artist to understand that that's why we do these kinds of things."

For the Nashville operation, Sherwood sees a higher profile of non-Nashville-based company personnel in Nashville. "People will see us more on the streets, and we're looking for expansion in Nashville."



ROBBINS' ROOST—Marty Robbins performs one of the songs that helped him get elected to the International Cowboy Hall of Fame in Oklahoma City. The Columbia artist recently received the Golden Trustee's medal from the organization.

Wins a Dinner

DENVER—A random drawing from postcards selected the winner of a recent KERE-AM Jewel Blanch promotion. Mike Williams of Greeley, Colo., won a dinner at a Denver restaurant with the RCA artist, along with Jay Hoffer, KERE operations manager, and Carson Schriber, RCA manager of regional promotions.

FOUNDATION ELECTS PAIR

NASHVILLE—The Country Music Foundation board of officers and trustees has named Frank Jones, vice president and general manager of Inergi Records, and radio and television personality Ralph Emery, as its new board of trustees' chairman and president, respectively, at its second quarterly meeting held in Nashville recently.

Others newly-appointed to board positions during the annual elections were Irving Waugh of Tree International, who was voted vice president; Bob Kirsch of Warner Bros., secretary, and Richard Frank of the firm Barksdale, Whalley, Gilbert and Frank, as trustee.

In addition to elections, board members toured the foundation's building with special emphasis focused upon the library's cataloging procedures and storage processes.

The board also discussed expanding the library's oral history project, which hopes to seek a significant increase in scope with country music figures by the fall of this year.

'Grapevine' Grows

GRAPEVINE, Tex.—Plans for additional seating are being explored for the "Grapevine Opry," the country music show that has been drawing SRO crowds. The weekly show will receive national publicity on a segment of "P.M. Magazine," a syndicated television program.

"Future Star?"
We Think So.

Donna Duboy

sings

Echoes

b/w

So Make Me Shiver
SW-4582

on
Soundwaves Records

Distributed by



Check your local television listings for the showing of "Future Star?"

Billboard

Hot Country Singles

Nashville Scene

By SALLY HINKLE

Ronnie McDowell has recently completed a guest appearance with Ralph Emery for his syndicated radio program...

The combination of Jacky Ward and the Flying Wallendas resulted in a majority of SRD audiences on their recent three month tour...

Jimmy Gately has just completed recording his first album under a production agreement with Directions of Nashville Productions...

True Records has released a new single by Lee Bynem entitled "Two Warm Bodies" backed with "Candy"...

Donna Fargo begins a Canadian tour with Asleep At The Wheel, Wednesday (16). Kicking off with a performance at the Winnipeg Convention Center...

Freddy Fender visits the Kish Hotel in Stoneboro, Pa., Sunday (13), and the Carlton Dinner Theatre in Bloomington, Minn., Friday-Saturday (18-19)...

Cristy Lane has formed a new nine member band, comprised of two guitarists, two keyboards, bass, drums and backup vocalists with Chapin Hartford...

Mel Tillis is slated for appearances in Texas, including the Rio Palm Isle in Longview, Friday (18), and the Tarrant County Convention Center in Ft. Worth, May 19...

The Oak Ridge Boys perform May 20 at the Maryland Theatre in Hagerstown, Md. Ray Price will entertain at the Student Ice Arena in Houghton, Mich., Sunday (13), and at the Van Braum Civic Center in Huntsville, Ala., Friday (18)...

Song Team Tapped

NASHVILLE-The songwriting team of Julie Didier and Casey Kelly, recently tapped by Screen Gems/Columbia-EMI Music Nashville general manager Charlie Feldman for an exclusive writer's agreement...

The duo's tune, "Only Game In Town," follows on the heels of a Grammy nomination for the Kenny Rogers and Dottie West recording of "Anyone Who Isn't Me Tonight"...

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Main chart table with columns: This Week, Last Week, Weeks on Chart, TITLE-Artist, and a right-side section with columns: This Week, Last Week, Weeks on Chart, TITLE-Artist. Includes star ratings and 'NEW ENTRY' markers.

MAY 12, 1979, BILLBOARD

The Johnny Rodriguez album he's been waiting for.

R O D R I G U E Z



Johnny Rodriguez, the man who launched his career with eleven #1 hits in a row, has been waiting for this moment. And so have his fans.

"Rodriguez" is Johnny's first Epic album. It's his first album produced by Billy Sherrill.

And it's the first album almost entirely written by Johnny... including songs he's been saving for years.

In Johnny's words,

"Songs that I have always had in me ever since I got into music have finally come out the way I wanted to hear them."

We think you'll agree that "Rodriguez" was worth the wait.

"Rodriguez." Including the hit single "Down On The Rio Grande."

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THE EPIC JOHNNY RODRIGUEZ/TAMMY WYNETTE TOUR:

- | | | | | | |
|--------|------------------------------------|---------|--------------------------------|---------|---|
| May 28 | Six Flags/St. Louis, Mo. | June 6 | Convention Ctr./Dallas, Texas | June 17 | Circle Star Theatre/San Carlos, Cal. |
| May 30 | Carnegie Hall/New York, N.Y. | June 8 | Symphony Hall/Phoenix, Arizona | June 21 | Civic Center/Beaumont, Texas |
| May 31 | The Center Stage/Detroit, Michigan | June 9 | Sports Arena/San Diego, Cal. | June 22 | Tarrant Co. Conv. Ctr./Ft. Worth, Texas |
| June 2 | Painters Mill/Baltimore, Md. | June 10 | Arena-TBA/Long Beach, Cal. | June 23 | Celebrity Star Theatre/Houston, Texas |
| | | June 16 | Glen County Fair/Orland, Cal. | | |

J O H N C O N L E E

R O S E C O L O R E D G L A S S E S ^{AY-1101}



H I S D E B U T A L B U M

INCLUDES THE HITS: "ROSE COLORED GLASSES," ^{MCA-12356} "LADY, LAY DOWN," ^{MCA-12420}
AND THE CURRENT SINGLE "BACKSIDE OF THIRTY." ^{MCA-12455}

PRODUCED BY BUD LOGAN / ON MCA RECORDS

MCA RECORDS
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200 MILLION UNITS SOLD

German Business Breaks \$1 Billion Barrier In '78

Continued from page 1
(sales were worth some \$1.2 billion, volume around 238 million records and tapes).

Sales in Germany have doubled inside six years, since the 100 million units barrier was broken in 1972.

The statistics, compiled by the German Federation of the Phonographic Industry, cover companies handling around 93% of the business, the remainder coming from direct imports and other sources.

Whereas in the 1975-77 period, recorded music figured well down in the spending power breakdown of German consumers, it's now concluded that they're diverting more of their available income to disks and tapes.

This is particularly true of teenagers and lower age groups; figures suggest that the 12 to 14-year-olds

spend 40% of total disposable income on recorded products.

On the retail front, specialist disk stores still take top sales place, followed by department stores with record departments, then supermarkets.

Marketing developments in 1978 were greatly influenced by a number of hits selling in huge quantities, such as the "Saturday Night Fever" and "Grease" soundtracks. There was a substantial increase in the sales of television-promoted records, and, in addition to the straight tv merchandisers, the more traditional companies are becoming active in the small screen stakes.

After years of stagnation, singles sales were stimulated in a remarkable way through the year. In 1978, 6.7 million more singles were sold in comparison to the previous year—an increase of 17%. The 45, confidently

believed to be "dead" in Germany, came to life, with two one-million sellers and regular half-million successes.

But something of a warning note was sounded by an apparent slowdown in the cassette field—interestingly enough, the reverse of the recent Japanese experience.

In 1978, the cassette share of the total recorded music market was 29.2%, as against 29.3% the previous year. This is seen here by observers as straight emphasis of the dangers of home taping and blank cassette sales.

Blank tape is now seen as one of the most important, but damaging, aspects of the proliferation of music. Some 62% of all private households are equipped with a cassette recorder of some kind—only 1% less than those fitted with record-playing hardware.

In recent years, the proportion of increase in sales of low-price product has been greater than that of full-price repertoire. But in 1978, this trend was reversed, with a 22% increase in full price wares and only 8% in low price records and cassettes. For this year, then, the increase in sales is essentially due to the full-price sector.

There's a 23% increase in units sold via the record club business in Germany, with a total of 17.9 million units. The previous year had shown only a 1% upturn, but the 1978 figures came largely from a 15% increase in sales of albums, as opposed to the 1977 emphasis on cassettes.

An upturn of 21% in classical sales in the club sector is considerably higher than the norm among retailers in this field.

Some 30.9 million units of records and tapes were exported from Germany during 1978 (34.8 million in 1977) with an 83-17 ratio in favor of LPs over cassettes.



SPEAKING UP—The Jacksons' Michael Jackson, first left, chats with George Harrison, first right, during an interview session for Britain's BBC Radio 1. He and his brothers have been performing in Europe to SRO crowds, and took the opportunity to tape various radio and television shows. With Jackson and Harrison are, second right, Radio 1 deejay Kid Jensen and producer Mike Hawks.

'Navy' Cover Conflict Breaks Out In Japan

TOKYO—International disk attraction, Village People, are up against Japanese superstars, Pink Lady, in a new cover battle which has broken out here.

The tune in question is "In The Navy," interpreted by Pink Lady (with different lyrics, but the same melody) as "Pink Typhoon." It's squaring off with the Village People original—and both are released by the same company, Victor.

The label describes the Pink Lady version as an unscheduled bonus 45, following their "Zipangu" success, but preceding their next official release, set for June.

Village People's single follows their big-selling "YMCA," which topped 500,000 sales in this market. Latter tune was also the subject of a local cover, as "Young Man" by Hidetoshi Saigo, released by RVC.

Victor's director, Hisahiko Iida, says that the company is looking for a one-two market knockout with both releases, while giving Pink Lady the desired break from their regular songwriters and an opportunity to try their luck with a foreign tune.

The femme duo, meanwhile, has their first U.S. release (and first English language recording) with "Kiss In The Dark," issued by Elektra/

Curb (Billboard, March 31, 1979). They make their American television debut on May 18 on CBS-TV's "The Leif Garrett Special."

All profits from Pink Lady's concert at the Osaka Exposition Park in Japan, which was scheduled to take place Saturday (5), will go to UNICEF, as the group's contribution to the International Year of the Child.

Over 200,000 fans were expected to attend the event, claimed to be the biggest of its kind held in this country. The day's festivities were set to include the Pink Lady concert, a carnival and a photography exhibition.

The event also serves as the rechristening ceremony of the park's Festival Square, which will be renamed Multi-Purpose Square.

POLITICS MEANS TROUBLE

Music: Casualty In Nicaragua?

By MARV FISHER

MIAMI—Besides the political and economic strife which has hit revolt-torn Nicaragua, it's also possible that music might become a non-existent commodity there in the near future.

Should the situation between president Anastasio Somoza's government forces and the revolting Sandanista front remain unresolved over the next three months or so, all record and tape outlets are expected to disappear completely. As it is at the moment, there are only five open, from an original 50.

According to Alejandro Hutt, director of sales and promotion for Dicesa, one of Central America's leading suppliers of recorded music, based in neighboring El Salvador: "My handful of clients in Nicaragua tell me that it will be unrealistic to remain open longer than that."

Here for RCA Records' Latin American convention April 23-27, Hutt claims that the erosion has been increasing ever since the crisis began some eight months ago. The remaining clients of which he speaks are all located in Managua, capital with more than 800,000 inhabitants

out of the Nicaraguan population of 2,300,000.

The nation has been the third leading market in all Central America, behind Guatemala and El Salvador. Adding in business from Costa Rica, Panama, Belize and Honduras, the grand retail tally for the area is normally put at around the \$12 million mark annually.

Continuing in pessimistic mood, Hutt, oldest son of Jose Antonio Hutt, former soccer star and president/founder of the label, observes that Nicaragua had been coming along fast with interesting local television programming of music. "But that's all gone now," he says.

The same applies to radio stations, which have been going off the air during the past few months. Of the 45 originally transmitting, only 15 continue now.

Street activity is confined to daytime only, and those who still seek records and tapes are just asking for "the latest international hits." Almost everyone is concerned with the bare necessities.

Hutt confirms that what used to be "steady" orders of 1,000 singles and albums have diminished to 10

IF SATELLITES SOAR TV Disk Advertising In France's Future?

By HENRY KAHN

PARIS—French record companies will, for the first time, be able to advertise their product on television if new, planned developments in European television satellite communications are consummated.

This prospective shot-in-the-arm for disk and tape advertising is being widely discussed in the industry here, now that it's confirmed that Andre Giraud, French minister for industry, is to meet his German counterpart soon to ponder the launch of a Franco-German tv satellite.

This would mean that eventually it will be possible for European viewers to switch on to foreign tv programs. It would also effectively

put an end to the current French state television monopoly, and that, in turn, could open up a move towards free radio here. Additionally, private capital may well be called upon to finance the project.

A guesstimate puts the cost at between \$250-\$300 million, and certainly French TV Direction here could not invest anything like that. While the use of private capital would raise a storm from certain political parties, there is a general feeling that tv monopoly is out of place in the France of today.

At a recent meeting, Jean d'Arcy, of the Audiovisual Superior Council, insisted that technical developments today made monopoly virtually impossible. Any country which launches a television satellite automatically eliminates the monopoly in another country.

It is suggested that Tele-Luxembourg might work with the Germans on the satellite link and this would mean the whole of France could receive Luxembourg television programs. Disk commercials are then viable. French record companies now do not use Tele-Luxembourg to any real extent because it covers only one-tenth of the country.

Introduction of private capital into French television areas would end the financial nightmare which has hamstrung the current monopolistic Production Company, leading to countless industry strikes.

With music an integral part of television, the prospects for the recording and publishing industries here look considerably enhanced by satellite prospects.

But political considerations could yet cause hold-ups.

Obituary

AUCKLAND—Sir Robert Kerridge, founder of Festival Records New Zealand in partnership with the parent Australian company, has died here at age 77. He was also managing director of the Kerridge Odeon chain of 130 cinemas.

MAY 12, 1979, BILLBOARD

DG, EMI Tops

HAMBURG—A sales breakdown of chart entries and placings for the first three months of 1979 in Germany shows Deutsche Grammophon Gesellschaft as the top singles company and EMI Electrola as leading album outfit.

The Polydor label of DGG had 23.11% of the singles entries, followed by EMI Electrola (19.13%); WEA (8.64%); Teldec (7.7%); Metronome (5.2%); CBS (5.2%); RCA (3.44%).

In the album analysis, EMI Electrola had 18.97% of the entries, followed by: Deutsche Grammophon (14.95%); Phonogram (11.73%); Ariola-Eurodisc (11.44%); CBS (10.22%); K-tel (8.48%); Arcade (8.24%); WEA (5.06%); Teldec (3.9%); Metronome (3.78%); and RCA (3.22%).

BRITISH AND U.S. RETAILERS

Air Retail Issues At Jet Meet

By PETER JONES

LONDON—Price-cutting by the multiple retail chains on top chart product, so putting the squeeze of competition on the small independent storekeeper, was almost inevitably the key topic of the worldwide dealer seminar, part of Jet Records first international convention, staged here April 27-29.

But other vital trading areas were put into focus, including use of video in stores, the effects on retail traders of home taping, picture disks and colored vinyl and the importance of selling accessories as a "bottom line boost."

John Cohen, head of the Ohio-based U.S. chain Disc Records and Tapes, and outgoing president of NARM, went strongly for more "internationalisation" within the retail industry. He said: "NARM meets once a year, and there are local get-togethers through the U.S."

"But from here on in, we're putting more effort into making our activity international rather than just national. We're all in the same boat, worldwide. Rising costs and dwindling profits are international problems."

On the straight retailing side in the U.S., Cohen said: "Radio stations there are fragmented and it is a chaotic media. But we should start thinking of ourselves as a media. My shops are in main shopping centers. We have more people coming past one of our shops than listen to any local radio station. Maybe 150,000 pass by in a weekend. If you have a window display and something exciting to see, then the passers-by will buy."

"In the States, we're using video more and more. Really we look for commercial-style television spots, not the big films. We're not in show business. A half-hour film may be good, and the customers come in to your store and don't leave. But while it is wonderful, there are no sales."

Delegates To Jet Confab Hear New ELO Package

• Continued from page 3

the same time as photographic work for the album cover, which is East-ern-oriented.

A single, "Shine A Little Love," comes out Friday (11) in a full-color sleeve, now regular practice for Jet 45 product.

Special boosts for promotion in the U.K. will include a lengthy television special featuring ELO's lyricist and leader Jeff Lynne, an on-tour radio hookup by Bev Bevan, a 70-foot balloon for use round the U.K. and particularly with a laser show over London (June 7-8) and thousands of giveaway hats and badges.

In Britain, disk jockeys are being asked not to track through the album on the air in an effort to stop people taping it at home direct from the radio.

BBC disk jockey Simon Bates provided the voice-over for what emerged as one of the most professional and impressive video talent presentations seen at a U.K. record company convention. Artists and acts featured were Louis Clark, Violinski (which includes ELO's violinist Mik Kaminski), Adrian Gurvitz, Slow Children (from Los Angeles), Alan Price, Trickster, Raymond Froggatt, Magnum, plus musical snatches from two new rock groups, Bliss and Sheppard and Campbell, due for release later this year.

Yet it all adds up to using stores as a media, Cohen agreed.

Bob Egerton, chief record buyer for Woolworth in Britain, noted earlier that much was said about the price-cutting war, with the majors as the villains of the piece. "But we're not in business to put the independents out of a job. They are a vital part of the retail chain."

"Without the small indies, the record industry in the U.K. would probably disintegrate within five years."

Woolworth, he explained, used Record Merchandisers' rack-jobbing concern, the only way it could handle the sheer volume of business for such a big chain. "But we're not in it for a price war. We sell, say, 33,000 items through the Woolworth system, and there is competition from elsewhere on all of them. We've closed stores. We've thrown

out groceries from 181 items in the past year. There's a fight, whatever you sell."

"Right now I'm 49% for the record industry and 51% for Woolworth, which pays my salary. If things were unviable, we'd cut records out of the stores. If prices are cut further, then it would well become unviable."

Laurie Krieger, boss of the Harlequin retail chain of 45 stores, all in London or within a radius of 50 miles, and chairman of the Gramophone Record Retailers' Committee, pointed out that he was at the "other end of the spectrum" to Egerton.

"We carry a wide range of material, with a staff really into music. But I don't feel that the independents generally think the multiples are out to put us out of business. What raises the problem is home taping."

"This grows at an alarming rate. It means the extra amount of turnover we need is precluded. So we regard price-cutting as the bogey. Compare the prices. You can put two albums on a tape at a cost of say \$1.50, maybe a little more."

Krieger also said American counterparts in the record retail trade would find it very hard to believe the huge rentals asked in Britain for comparatively small shops.

In question time, Egerton said it was impossible to put a date on when price-cutting could be changed. Woolworth currently had 43 albums at cut-price, and there was clear evidence the majors were doing less of it.

"In Britain, it started with Government legislation. W.H. Smith was told to cut profitability. They had to cut on records, because there were no other areas, such as newspapers or magazines. We'd much rather deescalate the price war, but where do you start? We'd rather see eight-week promotions on individual artists, with prices decided by agreement."

Cohen stressed that the U.S. was also involved in the price-cut "insanity." He added: "We're the only industry in the world which sells its best-selling items at reduced rates. But now it is a matter of survival."

The question of "gimmicks" came up via picture disks and color vinyl. Krieger said: "They are slow movers. I'm careful about putting money into them. I might go for, say, the Bee Gees, but basically there are gimmicks which could die on you at any time, and might be dying at this very moment."

Sale of accessories to help the record/tape retail bottom line was talked over. Egerton said the business could be run profitably, but needed care. He revealed that Woolworth now put a security sticker on records, inside and out of sight. If the customer brought it back after, maybe, 48 hours, then "we don't want to know." This was a move against the home tapers.

But Cohen said that accessories were a vital part of the record retail trade now in the U.S. He said customers had to be taught how to change the stylus regularly and how best to look after records. "There's a tremendous profit in needles," he said. Today T-shirts, jackets, posters were all part of the business.

Cohen expressed belief that the videodisk future looked a surefire success and that the record retailer would be the basic seller of video disks. "Technically it's complete. But there will have to be new ideas and creative people to meet demands in what is essentially a new art form."

Summer Signals RCA Expansion In Latin Marts

• Continued from page 66

The group, signed to IRT in Chile and to RCA Germany for the rest of the world, is called Super. The female trio was formerly known as Francisco Mod.

"We've gone so far as to invest dollars into the six figures into these young ladies," notes RCA Germany director Hans Baum. "That's the kind of confidence we have in them." Baum discovered the trio at last year's RCA meeting in Rio de Janeiro. RCA Germany is now producing and distributing the group itself.

Pino had estimated the overall retail turnover in Latin America to be around \$750 million, as previously reported, but others at the convention think that is a conservative estimate.

"I would say it's closer to \$900 million right now," one Latin American source claimed, "and if you include Spain and Portugal the figure is closer to \$1-billion."

There was much speculation on which direction the popular Swedish group Abba would take in the Latin market this year. Among the tunes to be released by the group are several Spanish-language numbers.

Polar Music, which controls Abba, also bowed John Williams' theme from the film "The Deer Hunter" and an LP that offers a contemporary rendering of Beethoven. Kangaroo, the Italian label, was big on contemporary pop and rock acts.

Other presentations included product from Cordica, a label owned by Grupo Ricken in Venezuela; APSA of Uruguay and FTA of Peru.

RCA's regional office in Miami was responsible for a product presentation of its own, featuring talent developed in Puerto Rico, New York and Miami.

Label chief Summer took a humorous poke at the 16-inch torrential downpour that dampened the festive spirit of the gathering during its first three days by mentioning that the convention "started ... on the high water mark." He suggested the occasion symbolized the label's aspirations in the Latin American market.

Talent 'Drain'

• Continued from page 67

cess of Western acts into national success."

The on-going battle with Canadian talent has left a bad taste in the mouths of a&r directors at major labels with offices in Canada. Compounding the radio problem is the fact that until this year, head offices in New York and Los Angeles have, generally, ignored the stream of material sent them from Canada. To a degree this leaves Canadian a&r offices impotent, creating an element of distrust between the labels and the acts.

The exodus of recognized stars from the country has hardly created a feeling of moral support for those trying to build up a career as well, and the option to sign with small independents has yet to prove itself in Canada judging from their lackluster performance at the annual June Awards or on the national chart.

Notes Ritchie Yorke: "I think that now the doors are open and we are seeing some Canadian faces on the U.S. charts again, the trend will spiral, but, by God, some are going to be pretty bitter about their treatment in Canada. I certainly would be."



First Honor: IFPI director-general Stephen Stewart, right, with Eric Cooper, chief clerk to the Lord Chancellor and the Attorney General.

U.K. Honor To IFPI's Stewart

LONDON—Stephen Stewart, for 18 years director-general of the International Federation of Producers of Phonograms and Videograms (IFPI), has been appointed Queen's Counsel here.

It's the first time this honor has gone to a lawyer working in industry and not in private practice at the Bar. And it's seen as reflecting credit upon the recording and music industry as a whole, whereas it might have gone to a leading barrister with a major corporation.

The accolade is the ancient way of honoring eminent lawyers in Britain, being the last step in a legal career before appointment as a High Court judge.

Stewart was involved with the preparation of the Nuremberg war trials. His years with IFPI have taken him all over the world in the field of intellectual property, as well as of monopolies and restrictive practices, negotiation of international recording contracts and the supervision of IFPI test cases in many countries.

He led legal teams at the Rome Convention 1961, plus the Phonograms Convention of 1971, the anti-piracy confab, of which he was chief architect.

Bessy Wins In Czech Fest

PRAGUE—Top prize in this year's Czech International Pop Singing Contest went to Greek singer Bessy, with Kita Borova (Bulgaria) and Zara Tonikjan (Russia) in second and third places.

Honorary mentions went to Ivana Machova (Czechoslovakia) and Susana Matchkova (Yugoslavia) with the special journalists' prize going to Austria's Marty Brem.

Main attractions among the visiting artists were Suzi Quatro and Drupi, but there was also success for Lips (U.K.) and Raphael (Italy).

The bi-annual contest was originally only for socialist countries but each event covers a wider territorial range. Entries this year came from Greece, Spain, El Salvador, Cuba, Bulgaria, Yugoslavia, Hungary, Poland, the German Democratic Republic, Russia and Czechoslovakia.

New Companies

Radio Records launched by Ed McGlynn with Robert W. Walker, former DJ at WHYI-FM in Ft. Lauderdale, set to produce the label's first signing, Keith Herman. Hershel Pearl heads the management division. Address: 540 N. Andrews Ave., Ft. Lauderdale 33301.

Greene Pastures Music, a publishing partnership, formed by Lucinda Greene and Ann Stuckey at 1022 15th Ave. S., Nashville 37212, (615) 255-3500.

Double Dynamite Disk Jockeys, for mobile disk jockeys, formed by Philip Wexler at 11700 Barlow Street, Philadelphia 19116.

Mom & Pop Tex. Store

• Continued from page 6

Janicek lauds Bill Darwin, an employe of the local company which sold him the computer. Darwin literally converted the system to work for his business, Janicek points out.

"Originally the only system the company had that seemed adaptable to our operation was a warehousing program. I didn't need to know where the albums were located. We dispensed with that and refined it to a point where it worked for us."

Now when a distributor or branch salesperson enters the suburban Houston store, Janicek punches out the code for the vendor he represents. The terminal screen flashes page after page of inventory on labels which that company handles.

Janicek does not know how many different album titles he has in three different configurations entered in the computer bank in 16 months. He does estimate the store's inventory at 100,000 album units in LP, 8-track and cassette totally.

When a patron inquires about an artist's discography availability, Janicek has but to punch the act's coding and the albums carried immediately appear on the screen.

When shipments of album product are delivered, the new product arrivals are fed into the system. Conversely, when deleted albums and returns are shipped back to plants, these items are removed from the inventory bank.

Is the \$42,000 computer investment amortizing well? Janicek feels he is receiving a strong dividend from the investment. The system will be updated consistently with technology produced by Sweda, he points out.

In speaking with Janicek about how he singlehandedly adapted the computer to a single store operation, he emphasizes this point: "It's enabled me to operate a full-line store with just Betty and myself. Before, I was worried about being out of stock. Now we've about beaten that problem."

Don's Records will next feed its accessories stock into the Sweda/Litton system. And perhaps there will be time to load in all the \$1.19 singles. That's a dime off list. But albums remain at \$7.98 and up for first-line goods. He stocks no cut-outs.

Janicek sees in 1980 his own system handling retail problems for perhaps other record/tape/accessories retail outlets or retailers in non-competitive lines where there is a problem in inventory control.



SPECIAL PAIR—Cathy Treni, a deaf New Jersey teacher, duets with Frankie Valli on "My Eyes Adored You" during the recent Easter Seals Telethon. Applauding her performance are co-hosts Jack Klugman and Don Kirshner.

ALBUM SERIES REVIEW

Prez To Mingus In Columbia's Reissues

LOS ANGELES—Persistent rumors through the long winter months that Columbia Records was preparing a six-megaton release of long-revered jazz performances became fact last week when the label issued a half-dozen albums in its Contemporary Masters Jazz Series.

The result is musically formidable.

Columbia president Bruce Lundvall and jazz a&r exec Jim Fishel collaborated in planning the attractive issue, toiling as executive producers and pulling out from the oversized Columbia morgue old but ever-valuable masters featuring Lester Young, Duke Ellington, Charles Mingus, Don Byas-Bud Powell, Thelonious Monk and Clifford Brown-Max Roach.

They've done a superb job.

Not all the jazz is pure gold. Most of it, however, is of exceptional interest and worthy of reissue. Annotation is generally of high caliber, contributed by Terry Adams, Pete Hamill, Stanley Dance, Michael Brooks, Sy Johnson and Gary Giddins.

Let's go one-on-one with each entry:

- "The Lester Young Story—Vol. 4" comprises 25 tracks, including four versions of "Dickie's Dream" with Dickie Wells on trombone and the 1939 Count Basie band. The Prez and his tenor sax, unflinchingly held horizontally, reaffirm his unbounded originality in phrasing and tone, and his unmatched sense of time, particularly with Basie's rhythm section backing his deft improvisations. Two "Lester Leaps In" and a couple of cuts backing Billie Holiday are also reminders of Young's gifts. It's the strongest of the six albums; one must acknowledge John Hammond's efforts in originally conceiving the Basie-Young records as a youthful a&r producer in the distant days preceding World War II.

- "Live At The Bee Hive" showcases Clifford Brown's trumpet and the drums of Max Roach in six lengthy cuts spread over four LP

sides, including an "I'll Remember April" which runs precisely 31 minutes. The Bee Hive was a Chicago bistro; the music was taped in November 1955. Seven months later, Brown died in a motor car crash on the Pennsylvania Turnpike. A 19½-minute "Cherokee" and a 12:28 "Hot House" also impress.

- "Unknown Session" comprises a dozen short tracks taped in July 1960 by pianist-composer Ellington and a sextet from his band including Hodges, Brown, Nance, Carney, Woodyard and Bell. The tunes are all titles which Duke had recorded for various labels previously, yet the small band treatment is refreshing and who can ever hear enough of Hodges' golden alto tapestries?

- "A Tribute To Cannonball" features the superior tenor saxophone of Don Byas, Bud Powell's piano, Kenny Clarke on drums, Idrees Sulieman, trumpet, and Pierre Michelot on acoustic bass. Julian Adderley supervised the eight tunes on a 1961 session in Paris for a single LP. The late Byas was no Prez Young as an innovator, but he ranked high as a stylist and remains well-remembered. Like the eccentric Powell, Byas died much too early. Powell's advanced, inimitable piano is beautifully presented here.

- "Always Know" is all Monk. Thirteen tracks occupy his four LP sides, "Monk's Dream," "Light Blue," "Darn That Dream" and "Honeysuckle Rose" among them. All were made, on different locations, in the 1960s.

- "Nostalgia In Times Square" spots 14 Mingus performances over four LP sides, including his humorous-ending "Girl Of My Dreams," "Open Letter To Duke," "Jelly Roll," "Pedal Point Blues" and "Strollin'," among others. Jimmy Knepper's trombone and John Handy's alto are among Mingus' backup. It is all good, solid Mingus jazz, but hardly in a class with the Prez, the Duke, Brownie and others offered in this welcome and attractively packaged series.

DAVE DEXTER JR.

CBS Branches Meet In Tahoe

LOS ANGELES—Managers and sales managers of CBS' 21 branches met in Lake Tahoe Wednesday (2) for a half-week of meetings chaired by Frank Mooney, vice president of marketing for branch distribution.

CBS core marketing and the label marketing staffs also assembled at the meetings, which are conducted three or four times a year to discuss upcoming product.

Also attending were Bruce Lundvall, president CBS Records Division; Paul Smith, senior vice president and general manager of marketing, CBS Records; Jack Craig, senior vice president and general manager, Columbia; Don Dempsey, senior vice president and general manager, Epic, Portrait and Associated Labels; Joe Mansfield, vice president of marketing, Columbia, and Ron McCarrell, vice president of marketing, Epic, Portrait and Associated Labels.

RIAA Certified Records

Singles

Bee Gees' "Love You Inside Out" on RSO. Disk is its 11th gold single.

G.Q.'s "Disco Nights" on Arista. Disk is its first gold single.

Donna Summer's "Hot Stuff" on Casablanca. Disk is her fourth gold single.

Gold LPs

Frank Mills' "Music Box Dancer" on Polydor. Disk is his first gold LP.

Instant Funk's "Instant Funk" on Salsoul. Disk is its first gold LP.

Capitol Tees Its New Disco Dept.

LOS ANGELES—Capitol officially launches its disco department this week.

"We are determined to become visible in disco and will give it a major emphasis," states Jemy Cheers, newly named to head the separate division.

Cheers will continue to maintain his duties as national black marketing manager for the label and will report to Dennis White, vice president of marketing for Capitol.

He will continue to base at the label's Vine St. office.

"In the next few weeks," he adds "we will be appointing two disco representatives with one here and one in New York. This way we will be dealing with the various disco pools and disco radio on a consistent, full-time basis."

Initial product from the disco wing is a 12-inch Freda Payne single called "I'll Do Anything For You" as well as "Make Love To Me," a 12-inch disco single from Helen Reddy. Beyond that is a new Taste Of Honey 12-inch single.



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SAN DIEGO RETAILER

Independent Doesn't Fret Towering Giant

By JIM HOLLANDER



Wave Master: Larry Shadgett is surrounded by LPs heralding new wave as well as other contemporary musicians in his San Diego store.

Producers Assn. Seeking Membership

NEW YORK—The recently formed American Record Producers Assn. is planning a membership drive directed at producers, production companies and other related fields, from engineering to distribu-

tion. General membership, open to individual producers, costs \$95 a year. Class B general membership, for production companies, costs \$200 a year.

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SAN DIEGO—By all rights, Larry Shadgett should be seeing a foreboding shadow. Tower Records, the epitome of mass marketing, is about to tower over his tiny, eclectic new wave outlet.

But Shadgett, co-owner of Babylon Records, reacts with the classic confidence of a true believer who has staked out a business on his personal taste.

"We're trying to be something the big stores are not; we don't care about mass marketability," he says.

While Tower prepares its new franchise down the street, Babylon makes no pretense of being able to compete with the huge chain's mass advertising capabilities.

On the other hand, Tower isn't able to count on onstage plugs from lead guitarists—an advantage that Babylon's other co-owner Scott Harrington's who plays with the San Diego-based Upbeats is all too glad to exploit.

Harrington and Shadgett, both devotees of new wave, punk and rockabilly, work out of a small two-room store just south of fashionable Mission Valley.

"We buy a lot of imports and singles," says Shadgett. "We're the new wave store in San Diego. The big stores really aren't interested and they don't know what to buy. They buy what the importers tell them to

buy, but we know this stuff personally."

An example of its unusual stock is a selection for collectors of sealed, mono-recorded Rolling Stones albums, early '60s vintage. Also, the store carries a rackful of British music tabloids.

Their advertising strategy, Shadgett says, comes from promoting local new wave and punk concerts. "But we have trouble getting places to play in," he notes. "We'll get a gig in a place once then the owners don't like it. They have a punk stereotype image in their heads."

While Babylon doesn't get the standard posters and promotional paraphernalia commonplace to chain stores, a loose relationship among independents results in a swapping of such items.

"The major distributors generally ignore us," Shadgett says, "so I get things from the other stores and through personal contacts I've cultivated." Most of the store's many wall posters were privately purchased, he says.

However, this rapport among local independents doesn't keep them from competing head-to-head, Shadgett points out. "There's a lot of in-fighting, treading on each others' toes," he says, adding, "It's unfortunate."

Along with its stock of imported punk and new wave, Babylon carries a large collection of used albums, oldies and collectables. The used LPs, which provide the largest profit margin, are the biggest money makers. Shadgett says they buy "clean" albums for \$1 and sell them for \$2.50 to \$3.

"The oldies and psychedelia are coming back," Shadgett notes, pointing out in particular a resurgence of '60s surf music.

Babylon, which until two months ago was Monty Rockers (new name comes from the owners' penchant for reggae music, which ironically they stock little of) does \$80 to \$100 business a day, Shadgett says, adding that the store must do \$50 daily to break even.

"Our business fluctuates," he says, "people come in on payday. Thursday, Friday and Saturday are our big days."

Shadgett and Harrington now put most of their profits back into the store. Shadgett says both work on the side to supplement their incomes "but we're expanding and I'd like to be pulling \$800 to \$1,000 a month personal income within a year, hopefully."

As for the territorial encroachment by Tower, Shadgett says Babylon will start buying newspaper advertising and continue its personalized approach.

"We rely on the people who want to buy from the small independent, the people who buy for availability, not price," Shadgett says. "Our store is more of a personal reflection, not what's selling. We don't care about that. We're not pushing the corporate approach."

Issue John Cuts

LOS ANGELES—MCA is releasing a 12-inch single containing three of the controversial Elton John tracks produced by Thom Bell.

Slated for early May release, the cuts are "Three-Way Love Affair," "Mama Can't Buy Your Love" and "Are You Ready For Love."

CBS Hits Policy Of Full Credit On Discounted Disks

LOS ANGELES—Accounts nationally credit CBS Records as being the first label to come down on the current practice of buying albums on programs at a discount and returning them for full credit.

In announcing its "Holiday Sounds" Christmas-oriented product restocking program (Billboard, May 5, 1979), the CBS directive notes: "All returns will be discounted by 10% in 1980. If you don't buy during the period you are offered 10% off, your returns will not reflect the 10% decrease."

The industry practice surfaced during the pending litigation in Superior Court here when Los Angeles Record Shack, a defendant in a local Superior Court suit brought by City 1-Stop, stated it bought albums at discount and returned them for full credit, thus earning monies which enabled Record Shack to sell at the profit necessary under the California Business Code (Billboard, April 14, 1979).

As far as industry oldtimers can recall, it marks the first time that a label has specified goods bought at a discount will be credited for return at the same debited discount rate.

Lifelines

Births

Boy, Macklan, to Charlie and Karen Cooper Clendenin April 17 in San Francisco. Father is RCA sales rep.

Marriages

Barbara Phillips, secretary to Don Burkimer, RCA West Coast a&r executive, to Chris Weaver April 22 in Los Angeles.

Deaths

Bronislaw Gimpel, 68, renowned violinist, May 1 in Los Angeles. He was the brother of pianist Jakob Gimpel, with whom he was scheduled to appear in concert Wednesday (9) in Los Angeles. At one time, he was concertmaster of the Los Angeles Philharmonic under the late Otto Klemperer.

Ranny Weeks, 72, a lawyer who turned bandleader in the 1930s, April 26 in Falmouth, Mass. His band was a particular favorite in New England and made numerous records as well as several musicals for Republic Pictures in Hollywood. A pianist, he is survived by his widow, son, daughter, brother and six grandchildren.

Anna Fisher Berrens, 82, publishing executive and widow of the founder of Fisher Music Corp., in New York April 23. Her husband was the late Fred Fisher, composer of "Peg O' My Heart" and "Oh, You Beautiful Doll." She took over his publishing firm when he died in 1942 and operated it with the help of their children, Doris, Marvin and Dan, all of whom also are songwriters and survivors.

Mordecai "Mac" Green, 78, in Los Angeles April 7. He was active in music publishing 50 years and served as professional manager of Chappell Music and Mills Music. He is survived by two daughters, one granddaughter.

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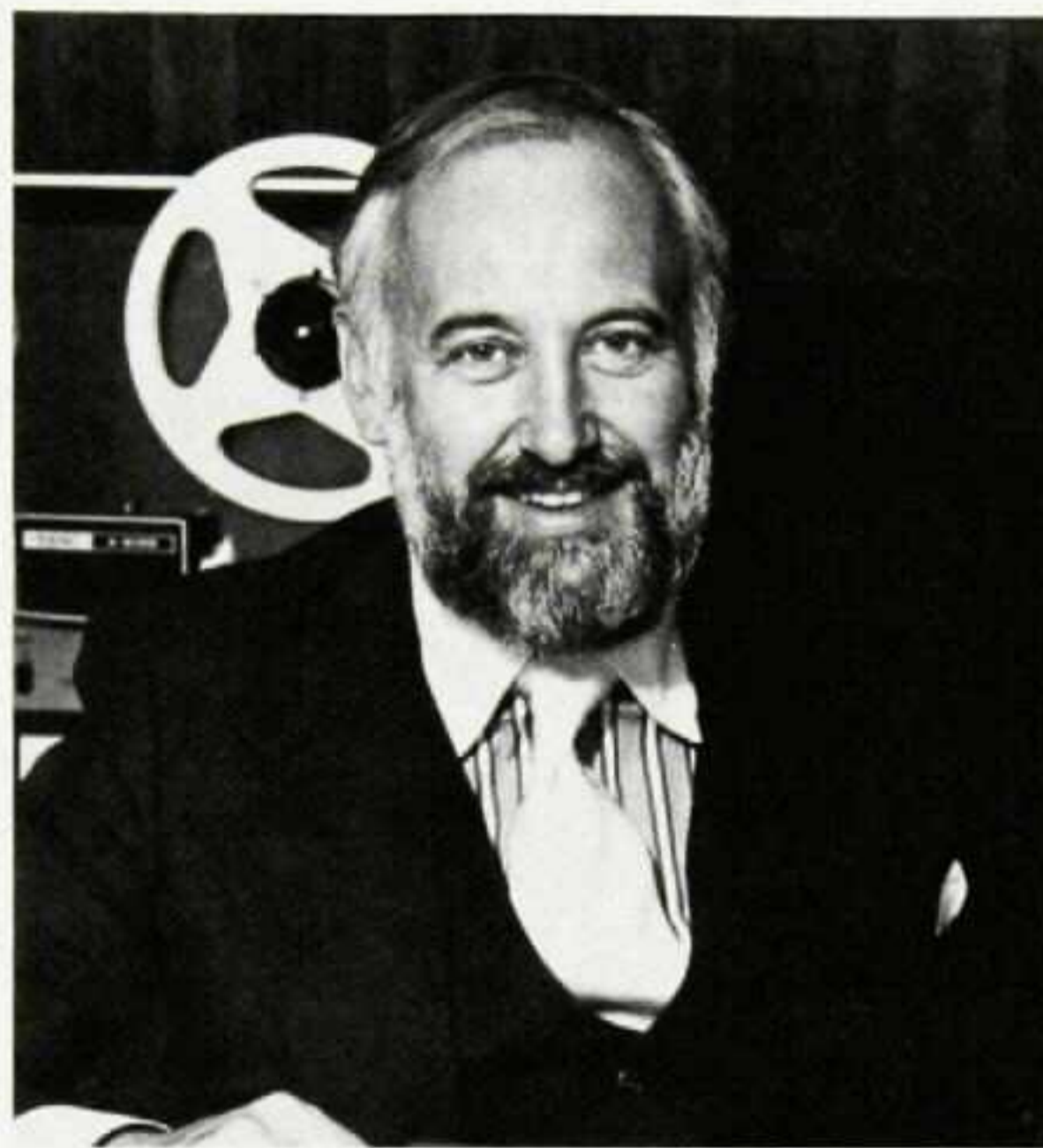


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Billboard HOT 100

Chart Bound

SHINE A LITTLE LOVE—Electric Light Orchestra (Jet 85057)
SHADOWS IN THE MOONLIGHT—Anne Murray (Capitol 4718)
SEE TOP SINGLE PICKS REVIEWS, page 79

Main chart table with columns: RANK, LAST WEEK, WKS. ON CHART, TITLE-ARTIST, PRODUCER, WRITER, LABEL & NUMBER, DISTRIBUTING LABEL, and other columns for the second and third charts.

STAR PERFORMERS: Stars are awarded on the Hot 100 chart based on the following upward movement. 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions.

Sheet music suppliers are confined to piano/vocal sheet music copies and do not purport to represent mixed publications distribution. ABP = April Blackwood Pub. ALF = Alfred Publishing. ALM = Almo Publications. A.R. = Acuff-Rose. B.M. = Belwin Mills.

HOT 100 A-Z - (Publisher-Licensee) listing: A list of songs and artists with their corresponding publisher and licensee information.

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4/16	Denver	4/24	Cleveland	5/11	New York
4/18	Kansas City	4/27-29	Chicago	5/12	Washington
4/19	Madison	MAY		5/17	Atlanta
4/20	Milwaukee	5/1	Buffalo	5/22	Roslyn, N.Y.

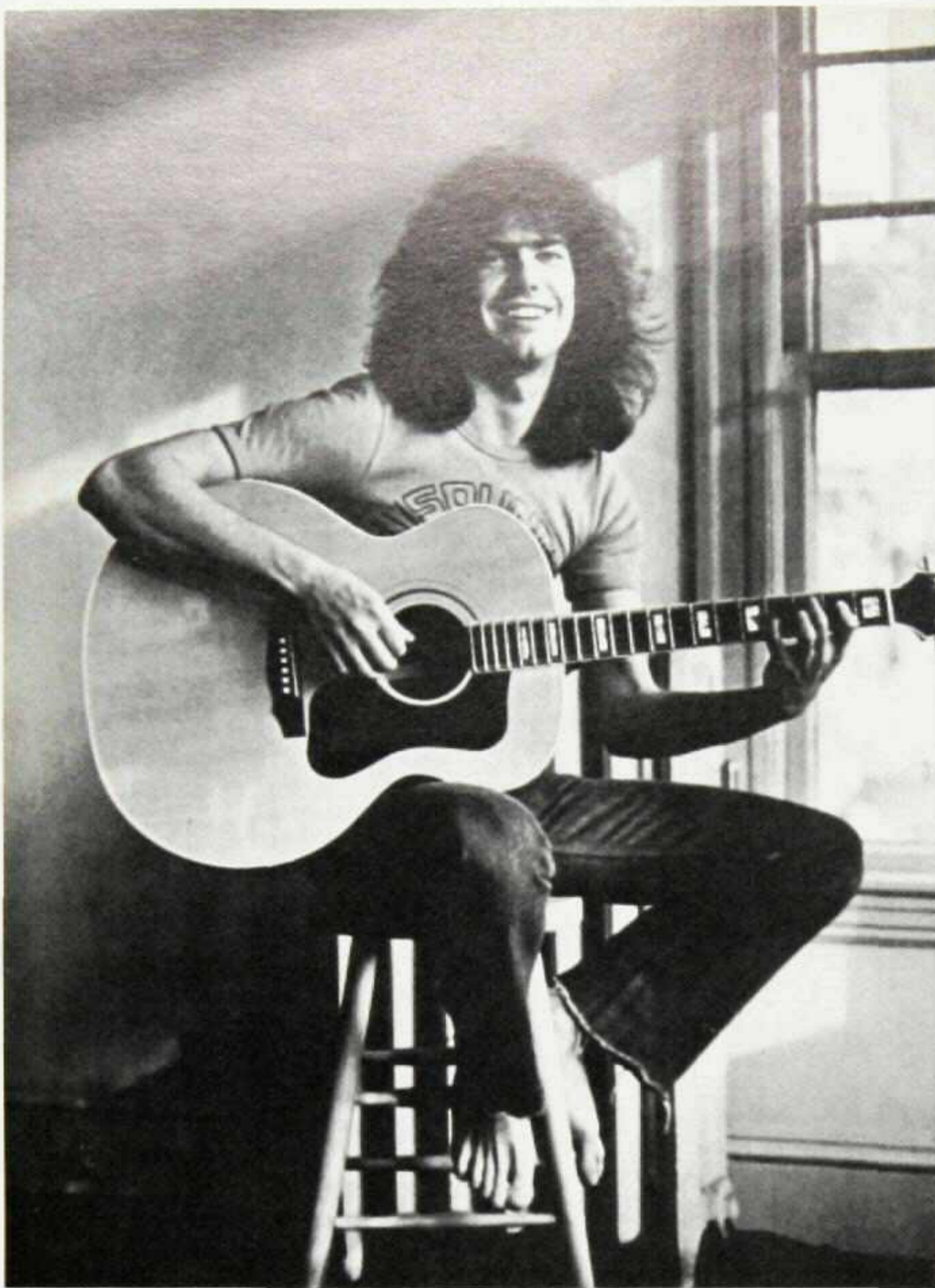


Management and Direction:
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RCA



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"The new Metheny adventure is the kind of music that is being used more and more by AOR programmers to lend their genre of radio the degree of dimension and sophistication that the times deem necessary. The new mainstream is exciting, indeed! They'll be playing this one forever."

—Mike Harrison
Goodphone Weekly

"If you are reaching the clone-rock saturation point, imagine how your listeners feel. They are ready for Mr. Metheny. I perceive the 'New Chautauqua' track not as jazz window dressing or lunar rotation fringe material, but as a strong album instrumental track, with a realistic shot at retail and airplay breakthrough."

—Bill Hard
FMOB Album Report

Pat Metheny

Also available:



Bright Size Life
ECM 1-1073



Watercolors
ECM 1-1097



Pat Metheny Group
ECM 1-1114

Most Added—Billboard 5/5/79.



New Chautauqua
ECM 1-1131



ECM


On ECM records and tapes

IT'S AS CLOSE AS YOU CAN GET TO HAVING BEEN THERE. JEAN-LUC PONTY: LIVE.

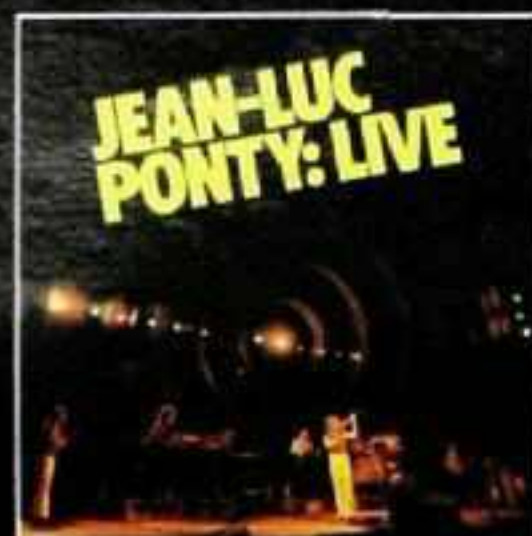


The experience of hearing the world's greatest electric violinist, live, is an experience thousands will never forget.

Capture the excitement, spontaneity and thrill of some of the most exceptional performances of our time, including a memorable solo never recorded before. Jean-Luc Ponty: Live.

ON ATLANTIC RECORDS AND TAPES. 

Agency Representation: Magna Artists



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
**Week After Week
Warner • Elektra • and Atlantic
Break More New Artists**

Atlantic Records has always had the blues, but never more dramatically than with the debut album of *The Blues Brothers*. Released on a sunless day last November, *Briefcase Full of Blues* bounces into the charts quicker than a rubber biscuit.

Major credit is due to the relentless energy of Atlantic and to the more than 2,000 men and women of the label's distribution forces: W•E•A International. Blues Brothers buttons sell in the street for \$5. "Soul Man" goes Top 10 and Gold and "Rubber Biscuit" pops hot from the oven.

**BRIEFCASE FULL OF BLUES
GOES GOLD IN LESS THAN A MONTH
AND PLATINUM TWO WEEKS LATER.**

Atlantic Records is part of the titanic trio that are America's masters of record marketing: Warner • Elektra • and Atlantic.

 Warner Communications, the company encompassing these marketing armies, is pleased to congratulate all involved.

Especially Elwood and Jake Blues. They deserve no less.

