THE SQUARE ON THE ABOVE RECORD IS THE NEW TETRAGRAMMATON LABEL. THE ARTISTS BELOW WILL PLAY A MAJOR PART ON THAT LABEL THIS YEAR.

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Harry Gittes
Jean Anderson
Ed Barsky
Vernon Bolton
Bunny Brown
Jeff Cheen
Evan Cooper
Rusty Cooper

Jeff Corliss
Carl Deane
Marvin Deane
Debbie Dudley
Diana Dudley
Jon Echevarietta
Terri Ernest
Steve Flores
Fred Forman
Harvey Glass
Flo Gordon
Jon Gordon

Anne Greene
Mark Hammerman
Billie Henry
John Hewlett
Kathleen Johnston
Neil Kelly
Ron Krietzman
Sharon Landa
Trina Lavine
Hal Lazareff

Candy Leigh
Linda
Loddengaard
Susan Lord
Susan McCusker
Allan McDougall
Harriet Margulies
Arnold Maxin
Gary Michel
Michel Michel
Irma Newton

Corona Newman
Babette Roman
Don Shain
Joe Siracusa
Barbara Stambouly
Terry Sullivan
Harold Sulman
Ray Thursby
Irv Trencher
Archie Winfrey
Carroll Ann
Yamada

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We have never received an "OSCAR," a "TONY," a "GRAMMY" nor an "EMMY" for the food we serve, BUT, we have had and still get accolades for our CULINARY ART.

THE VESUVIO is the gathering place for Film, Television, Radio and Music Business Executives, Distinguished Civic Leaders, Celebrated Entertainment Personalities, Prominent Industry Officials and The Gourmets Haven For Italian Cuisine.

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The Sales Surge Continues

If 1967 was the very first year that the U.S. record industry broke the billion-dollar barrier, then the trend continued healthily throughout 1968. It was still a case of up, up and away, with 1968's retail sales figures hitting an all-time high of $1,124,000,000, which represents a percentage increase of 6.9.

But 1968 saw a drop in the number of records released in both the single and the album field. A 9.6 percent drop was recorded with 6,540 singles being released on the market. Albums totaled a release figure of 4,057—a decline of 6.3 percent.

On the distribution level rack jobbing continued its previous success story. There was an increase in 1968 over 1967 of 13.4 percent to $525,000,000. Racks in 1968 accounted for 46.7 percent share of the market, which includes sales to jukebox operators, clubs and mail operations.

Of album sales the percentage of stereo product naturally continued to surge. In 1968, of the total LP sales, 95.0 percent dollars were recorded against 5 percent monaural dollars, 94.2 stereo units against 5.8 percent monaural units. Some 94.4 percent popular stereo units were pressed during the year which was even more than the classical figure of 91.1 percent.

---

NOTE: All figures in the U.S. Record Survey from 1950 on have been updated, based on data from Billboard's RMR, R.I.A.A., Excise Tax payments through 1964, and various other record industry sources, and represent a composite of all sources.

---

RECORDS RELEASED—1955 THROUGH 1968

<table>
<thead>
<tr>
<th>Singles</th>
<th>Year</th>
<th>Annual % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>4,542</td>
<td>1955</td>
<td>—</td>
</tr>
<tr>
<td>4,451</td>
<td>1956</td>
<td>−2%</td>
</tr>
<tr>
<td>4,649</td>
<td>1957</td>
<td>+4%</td>
</tr>
<tr>
<td>4,576</td>
<td>1958</td>
<td>−2%</td>
</tr>
<tr>
<td>5,812</td>
<td>1959</td>
<td>+27%</td>
</tr>
<tr>
<td>5,797</td>
<td>1960</td>
<td>−0.3%</td>
</tr>
<tr>
<td>6,036</td>
<td>1961</td>
<td>+4%</td>
</tr>
<tr>
<td>6,700</td>
<td>1962</td>
<td>+11%</td>
</tr>
<tr>
<td>6,543</td>
<td>1963</td>
<td>−2%</td>
</tr>
<tr>
<td>6,503</td>
<td>1964</td>
<td>−0.6%</td>
</tr>
<tr>
<td>7,116</td>
<td>1965</td>
<td>+9%</td>
</tr>
<tr>
<td>7,086</td>
<td>1966</td>
<td>−0.4%</td>
</tr>
<tr>
<td>7,231</td>
<td>1967</td>
<td>+2.0%</td>
</tr>
<tr>
<td>6,540</td>
<td>1968</td>
<td>−9.6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LP's</th>
<th>Year</th>
<th>Annual % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,615</td>
<td>1955</td>
<td>—</td>
</tr>
<tr>
<td>2,500</td>
<td>1956</td>
<td>+55%</td>
</tr>
<tr>
<td>3,000</td>
<td>1957</td>
<td>+20%</td>
</tr>
<tr>
<td>3,471</td>
<td>1958</td>
<td>+16%</td>
</tr>
<tr>
<td>3,480</td>
<td>1959</td>
<td>+0.3%</td>
</tr>
<tr>
<td>3,112</td>
<td>1960</td>
<td>−11%</td>
</tr>
<tr>
<td>2,939</td>
<td>1961</td>
<td>−6%</td>
</tr>
<tr>
<td>3,655</td>
<td>1962</td>
<td>+25%</td>
</tr>
<tr>
<td>3,686</td>
<td>1963</td>
<td>+1%</td>
</tr>
<tr>
<td>3,543</td>
<td>1964</td>
<td>−4%</td>
</tr>
<tr>
<td>3,548</td>
<td>1965</td>
<td>+0.1%</td>
</tr>
<tr>
<td>3,752</td>
<td>1966</td>
<td>+5.8%</td>
</tr>
<tr>
<td>4,328</td>
<td>1967</td>
<td>+15.4%</td>
</tr>
<tr>
<td>4,057</td>
<td>1968</td>
<td>−6.3%</td>
</tr>
</tbody>
</table>

### TOTAL DOLLAR SALES—by Type of Outlet

(Reported in millions of dollars at list price)

<table>
<thead>
<tr>
<th>Type of Outlet</th>
<th>1966</th>
<th>1967</th>
<th>1968</th>
<th>Change vs. 1967</th>
<th>1968 Share of Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>NON-RACKS</td>
<td>$303</td>
<td>$306</td>
<td>$312</td>
<td>+ 2.0%</td>
<td>27.8%</td>
</tr>
<tr>
<td>RACKS</td>
<td>393</td>
<td>463</td>
<td>525</td>
<td>+ 13.4%</td>
<td>46.7%</td>
</tr>
<tr>
<td>JUKEBOXES</td>
<td>52</td>
<td>53</td>
<td>56</td>
<td>+ 5.7%</td>
<td>5.0%</td>
</tr>
<tr>
<td>CLUBS AND MAIL ORDER</td>
<td>212</td>
<td>229</td>
<td>231</td>
<td>+ 0.9%</td>
<td>20.5%</td>
</tr>
<tr>
<td>TOTAL INDUSTRY</td>
<td>$959</td>
<td>$1,051</td>
<td>$1,124</td>
<td>+ 6.9%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

### TOTAL UNIT SALES—by Type of Outlet

(Reported in millions of units)

<table>
<thead>
<tr>
<th>Type of Outlet</th>
<th>1966</th>
<th>1967</th>
<th>1968</th>
<th>Change vs. 1967</th>
<th>1968 Share of Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>NON-RACKS</td>
<td>107</td>
<td>102</td>
<td>96</td>
<td>- 5.9%</td>
<td>25.3%</td>
</tr>
<tr>
<td>RACKS</td>
<td>155</td>
<td>171</td>
<td>177</td>
<td>+ 3.5%</td>
<td>46.7%</td>
</tr>
<tr>
<td>JUKEBOXES</td>
<td>54</td>
<td>57</td>
<td>57</td>
<td>same</td>
<td>15.1%</td>
</tr>
<tr>
<td>CLUBS AND MAIL ORDER</td>
<td>47</td>
<td>49</td>
<td>49</td>
<td>same</td>
<td>12.9%</td>
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<tr>
<td>TOTAL INDUSTRY</td>
<td>363</td>
<td>379</td>
<td>379</td>
<td>same</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

### UNIT SALES OF LP’s—by Type of Outlet

(Reported in millions of units)

<table>
<thead>
<tr>
<th>Type of Outlet</th>
<th>1966</th>
<th>1967</th>
<th>1968</th>
<th>Change vs. 1967</th>
<th>1968 Share of Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>NON-RACKS</td>
<td>56</td>
<td>56</td>
<td>54</td>
<td>- 3.6%</td>
<td>27.6%</td>
</tr>
<tr>
<td>RACKS</td>
<td>77</td>
<td>87</td>
<td>93</td>
<td>+ 6.9%</td>
<td>47.4%</td>
</tr>
<tr>
<td>CLUBS AND MAIL ORDER</td>
<td>47</td>
<td>49</td>
<td>49</td>
<td>same</td>
<td>25.0%</td>
</tr>
<tr>
<td>TOTAL INDUSTRY</td>
<td>180</td>
<td>192</td>
<td>196</td>
<td>+ 2.1%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>
## UNIT SALES OF SINGLES—by Type of Outlet

(reported in millions of units)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>NON-RACKS</td>
<td>51</td>
<td>46</td>
<td>42</td>
<td>-8.7%</td>
<td>23.0%</td>
</tr>
<tr>
<td>RACKS</td>
<td>78</td>
<td>84</td>
<td>84</td>
<td>same</td>
<td>45.9%</td>
</tr>
<tr>
<td>JUKEBOXES</td>
<td>54</td>
<td>57</td>
<td>57</td>
<td>same</td>
<td>31.1%</td>
</tr>
<tr>
<td>TOTAL INDUSTRY</td>
<td>183</td>
<td>187</td>
<td>183</td>
<td>-2.1%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

## DOLLAR SALES—by Type of Record

(reported in millions of dollars at list price)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>LP's</td>
<td>$783</td>
<td>$874</td>
<td>$949</td>
<td>+8.6%</td>
<td>84.4%</td>
</tr>
<tr>
<td>SINGLES</td>
<td>176</td>
<td>177</td>
<td>175</td>
<td>-1.1%</td>
<td>15.6%</td>
</tr>
<tr>
<td>TOTAL INDUSTRY</td>
<td>$959</td>
<td>$1,051</td>
<td>$1,124</td>
<td>+6.9%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>
1877—Edison first reproduced sound using tinfoil cylinders. Invention labeled "phonograph."

1886—"Graphophone" patented by Bell and Tainter. Recordings made on wax cylinders.

1887—American Graphophone Company formed in Bridgeport, Conn., to produce the Bell-Tainter invention. Record industry is launched.

1889—Columbia Phonograph Company organized to market American Graphophone products.

1891—Berliner first records on discs.

1897—American Graphophone opens London branch: Columbia Graphophone Company, Ltd.


1902—Columbia and Victor share disc recording patents.

1903—Royalty system first used to compensate recording artists.

1912—Industry abandons cylinder recordings.

1912—Beginning of the first "Golden Age" of records. Many new labels and artists.

1925—Development of electrical recording process. Microphones replace the recording horn.

1930—Depression causes second general record industry decline.

1930's—Radio begins to turn to records and music and is more and more exposed via the airwaves in this decade. This exposure sells records in greater numbers.

1934—American Decca Record Company organized.

1940's—New labels join the industry's leaders: MGM, Capitol, Mercury, London and others.

1948—High-fidelity recording and new turntable speeds introduced: Columbia's LP and Victor's 45 rpm systems.

1952—Record Industry Association of America organized.

1954—Rock & Roll becomes popular.

1955—Columbia Record Club established.

1958—Stereoophonic LP recordings introduced in fall of this year.

1959—Rock & Roll declines somewhat—LP's on rise.

1960—Stereo has advantageous effect, increasing LP dollar and LP unit sales, offsetting decline in singles sales.

1961—Fewer million-selling singles. Twist craze. LP sales continue to rise. Racks show good sales gain—now approx. 25% total gross.

1962—Summer season one of best for singles in history of business. Racks register 24% gain over 1961 as they take on more leased departments; stores up close to 5%.

1962—In a normal growth period for records and in a time of national prosperity, record sales in 1962 did not keep pace. A Christmas sales that did not come up to expectations, combined with changes in the marketing and merchandising of records, held 1963 down to a 1% increase over 1962.

1964—Year noted for Beatles invasion followed by approximately three dozen other British artists. LP sales registered greatest gain. August 1964 one of the best months ever for singles sales. Good Christmas season plus good third quarter edged industry over previous year by approximately 5%.

1965—U.S. Excise Tax on records rescinded.

1966—Breakthrough of tape CARtridge, with the nation's three major automobile manufacturers promoting tape units in new cars.

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

1968—The introduction of the Pocketskiff single and the attempt to achieve standardization on the 3½-inch record.

1969—Conglomerate became a much used word as was the trend towards bigness on all levels of the music business. Rack jobbers, record companies, music publishers, tape firms—all were involved in the merger game.

**U.S. Record Sales 1921-1968**

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales in Millions</th>
<th>Yearly Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1921</td>
<td>506</td>
<td>-</td>
</tr>
<tr>
<td>1922</td>
<td>92</td>
<td>-13.2%</td>
</tr>
<tr>
<td>1923</td>
<td>79</td>
<td>-14.1%</td>
</tr>
<tr>
<td>1924</td>
<td>68</td>
<td>-13.9%</td>
</tr>
<tr>
<td>1925</td>
<td>59</td>
<td>-13.2%</td>
</tr>
<tr>
<td>1926</td>
<td>70</td>
<td>+18.6%</td>
</tr>
<tr>
<td>1927</td>
<td>70</td>
<td>-</td>
</tr>
<tr>
<td>1928</td>
<td>73</td>
<td>+4.3%</td>
</tr>
<tr>
<td>1929</td>
<td>75</td>
<td>+2.7%</td>
</tr>
<tr>
<td>1930</td>
<td>46</td>
<td>-38.7%</td>
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<tr>
<td>1931</td>
<td>18</td>
<td>-60.9%</td>
</tr>
<tr>
<td>1932</td>
<td>11</td>
<td>-38.9%</td>
</tr>
<tr>
<td>1933</td>
<td>6</td>
<td>-45.5%</td>
</tr>
<tr>
<td>1934</td>
<td>7</td>
<td>+16.7%</td>
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<tr>
<td>1935</td>
<td>9</td>
<td>+28.6%</td>
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<tr>
<td>1936</td>
<td>11</td>
<td>+22.2%</td>
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<tr>
<td>1937</td>
<td>13</td>
<td>+18.2%</td>
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<tr>
<td>1938</td>
<td>26</td>
<td>+100%</td>
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<tr>
<td>1939</td>
<td>44</td>
<td>+69.2%</td>
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<tr>
<td>1940</td>
<td>48</td>
<td>+9.1%</td>
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<tr>
<td>1941</td>
<td>51</td>
<td>+6.3%</td>
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<tr>
<td>1942</td>
<td>55</td>
<td>+7.8%</td>
</tr>
<tr>
<td>1943</td>
<td>66</td>
<td>+20%</td>
</tr>
<tr>
<td>1944</td>
<td>66</td>
<td>-</td>
</tr>
<tr>
<td>1945</td>
<td>109</td>
<td>+65.2%</td>
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<tr>
<td>1946</td>
<td>218</td>
<td>+100%</td>
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<td>1947</td>
<td>224</td>
<td>+2.8%</td>
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<tr>
<td>1948</td>
<td>189</td>
<td>-15.6%</td>
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<td>1949</td>
<td>173</td>
<td>-8.5%</td>
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<td>1950</td>
<td>189</td>
<td>+9.2%</td>
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<tr>
<td>1951</td>
<td>199</td>
<td>+5.3%</td>
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<td>1952</td>
<td>214</td>
<td>+7.5%</td>
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<td>1953</td>
<td>219</td>
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<td>1954</td>
<td>213</td>
<td>-2.7%</td>
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<tr>
<td>1955</td>
<td>277</td>
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<tr>
<td>1956</td>
<td>377</td>
<td>+36.1%</td>
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<tr>
<td>1957</td>
<td>460</td>
<td>+22.0%</td>
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<tr>
<td>1958</td>
<td>511</td>
<td>+11.1%</td>
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<tr>
<td>1959</td>
<td>603</td>
<td>+18.0%</td>
</tr>
<tr>
<td>1960</td>
<td>600</td>
<td>-0.5%</td>
</tr>
<tr>
<td>1961</td>
<td>640</td>
<td>+6.7%</td>
</tr>
<tr>
<td>1962</td>
<td>687</td>
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<td>1963</td>
<td>698</td>
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<tr>
<td>1964</td>
<td>758</td>
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<tr>
<td>1965</td>
<td>862</td>
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<tr>
<td>1966</td>
<td>959</td>
<td>+11.3%</td>
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<tr>
<td>1967</td>
<td>1051</td>
<td>+9.6%</td>
</tr>
<tr>
<td>1968</td>
<td>1124</td>
<td>+6.9%</td>
</tr>
</tbody>
</table>

**U.S. Record Sales 1921-1968**

Dollars of sales, 1921-1968, include...
## Stereo vs. Monaural Percentage of LP Sales 1961-1968

Sales Through Non-Racked Retail Outlets Only

(All Figures Are Percentages)

### Stereo Dollars

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
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<th></th>
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<th></th>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Mono Dollars</td>
<td>70.3</td>
<td>69.4</td>
<td>65.9</td>
<td>64.3</td>
<td>60.6</td>
<td>55.3</td>
<td>41.0</td>
<td>5.0</td>
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<tr>
<td>Stereo Dollars</td>
<td>29.7</td>
<td>30.6</td>
<td>34.1</td>
<td>35.7</td>
<td>39.4</td>
<td>44.7</td>
<td>59.0</td>
<td>95.0</td>
</tr>
</tbody>
</table>

### Total

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Mono Units</td>
<td>74.4</td>
<td>74.3</td>
<td>71.2</td>
<td>69.9</td>
<td>66.7</td>
<td>61.4</td>
<td>45.9</td>
<td>5.8</td>
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<td>25.6</td>
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<td>28.8</td>
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### Stereo Units

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### Monaural Units

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<td>94.2</td>
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### Source:
Radio Advertising Bureau, Inc., of the Census, and EIA Marketing Services Department.

## Home Entertainment Units in Use

(In Millions of Units)

<table>
<thead>
<tr>
<th>Year</th>
<th>Auto Radios</th>
<th>Home Radios</th>
<th>Total Radios</th>
<th>Television Receivers</th>
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<td>HOME</td>
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<td>MONOCHROME</td>
<td>COLOR</td>
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<td>RADIOS</td>
<td>RADIOS</td>
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<td>18</td>
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<tr>
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<td>156</td>
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<td>64</td>
<td>188</td>
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### Source:
Radio Advertising Bureau, Inc., of the Census, and EIA Marketing Services Department.

*These figures have been revised from last edition.


<table>
<thead>
<tr>
<th>Year</th>
<th>AM</th>
<th>FM</th>
<th>FM-Stereo**</th>
<th>Total</th>
<th>AM</th>
<th>FM</th>
<th>FM-Stereo**</th>
<th>Total</th>
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<td>1959</td>
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<td>636</td>
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<td>1961</td>
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<td>889</td>
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* All figures are midyear, with the exception of 1965 and 1966, which are year-end, and 1967 which is as of February 28, 1968.
**FM-Stereo totals are included in the FM totals.

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Labels: Almetaace (see Aluminum). 
Labels: Alte Reip Co.'s, Inc., 820 S. Story Avenue, Chica- go, Ill. 60617. Tel: (312) 721-7300. 
Labels: & Gen. Mgr. W. A. Meeks, Exec. VP: 
Airto Lelandi, & A.R., Dir.; Drake McGibbony; 
A & D. 
Alteor, Benjamin, VP Pub. & Adv., Muri- 
Sanat; Natl. Promo. Dir. Howard Pitman. 
Alteor, Yvon, Prom. 
Altem (see Alton). 
Alteosa (see Alona).

Alteos, Ned. 
Alteos Prod'n, 12 Warren St. Norwalk, Conn. 06851. 
Pres.: Rene E. Jollet; A&R, Sales, Mktg. & 
Pub.: Rene Albee; Pub., Adv. & Promo.: 
Janetine Vannier. 
Alteo Stereo (see Rene Albee).

Alteo Int'l. Inc., PO Box 163, Wallingford, N.J. 
07405. Tel: (210) 776-6534. 
Pres.: Alfred G. 
Corwin; VP: Francis A. Neal. 
Labels: Alice, Charynial. 
rep.: Mikes, Canadei, Netherlands (Bos- 
Labels: Altec, Del. (see Del.), Box 75201. Tel: 
(812) 497-2426. 
Pres.: Al Dexter; VP: Frankie Myers. 
branch: New York, N.Y., 230 Park Ave Zip: 
10160. Tel: (212) 686-8000. 
Cable: DELGOR. 
Altec-Lansing. Atlantic, N.Y. (see Atlantic) . 
Astor Records, Ltd., 267 W 34 St., New York, N.Y. 
10281. Tel: (212) 302-6831. 
Pres: Ted Stark. 
Cartridge 8-tr. self-mail. 

see Biplane. 
Alta (see Rio Grande).

Alta (see private). 
Alta (see private). 
Alta Int'l. Inc., box 40, Honolulu, Hawaii. 
Labels: A-la-Carte, France, Netherlands 
Labels: Alfa, Top. 

Alta Records, Ltd., PO Box 202, Los Angeles, 
KJ 18010. Tel: (812) 777-5466. 
Pres: Jerry Duane 
Alta Records. (see the Big Four), PO Box 202, 
Los Angeles, KJ 18010. Tel: (812) 777-5466. 
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Los Angeles, KJ 18010. Tel: (812) 777-5466. 
Pres: Jerry Duane
Anton, 6710 40 Antilano, Antigua
Ansonia
Angelicum
Americana
American Discos
American Gramophone
Amaret
Am Baby, 10019. Tel: (212) 757-2750.
George Mass.
Brantley.
Labels: Gold
10019. Tel: (212) 757-2750. Pres.: James POP.
Mgr.: Bill Winton; VP: Roger L. fornia
Labels: Home York, Country Music
Mgr.:

Amber, 10025. Tel: (212) 757-2750. Pres.:
Recs., Entertainment, National, Inland, Interstate,
Tel: (714) 538-7480.
Artists
Mktg.: (see Eng'g: Lawson; A&R: Freddie Joy. Labels: Amphora, Decora.

Amber, 10025. Tel: (212) 757-2750. Pres.:
Recs., 23452. Tel: (703) 340-4582. Pres.:
Sales & Tape

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Recs., 23452. Tel: (703) 340-4582. Pres.:
Sales & Tape

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Recs., 23452. Tel: (703) 340-4582. Pres.:
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Big A (see Lynns').
Big Beaf (see Lynns').
Big Country (see McNinn).
Big Foot (see McNinn).
Big Merch (see Lynns').
Big Scott, Pres.: Big Scott.
BilBo. PO Box 294, Leitchfield, Ky. 42754. Tel. (205) 529-4442; Pres.: Bill Springer.
Billtime (see Roosevelt Lee listed under "R").
Bliss Recs., Inc. PO Box 60-A, Rt. 1, Cheneyville, La. 71325.
Bliss Recs., Inc. 102-15 70th Ave., Rego Park, N.Y. 11374. Tel. (212) 478-8476.
Bliss, Ohio (see Bobbie).
Blowery, PO Box 713, Del Mar, Calif. Tel. (714) 755-2156. Pres.: Oliver H. Williamson. (Distributed by Artists Life).
Blue (see Lynns').
Blue (see Belgium).
Blue Box, PO Box 7779, Brooklyn, N.Y. 11215. Tel. (212) 879-6570. Pres.: Robert Martin.
Blue Cat, PO Box 743, Staunton, Va. 24401. Tel. (703) 887-7300. Pres.: C. M. Varner.
Blue Cat, PO Box 1162, Chicago, Ill. 60612. Tel. (312) 874-4729; Pres.: William C. Turner.
Blue Hen (see Three Sister).
Blue Horizon, Int'l: reps.: Sweden (Record Imports, Importents).
Blues Bulle (see Kermit Schafer).
Blu-J (see Blue Ribbon, III).
Blue, Blue (see Bobbie).
Blue Bird (see Three Sister).
Blue Horizon, Int'l: reps.: Sweden (Record Imports, Importents).
Blues Bulle (see Kermit Schafer).
Blu-J (see Blue Ribbon, III).
Blue, Blue (see Bobbie).
Blue Hen (see Three Sister).
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Blue, Blue (see Bobbie).
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Blue Horizon, Int'l: reps.: Sweden (Record Imports, Importents).
Blues Bulle (see Kermit Schafer).
Blu-J (see Blue Ribbon, III).
Blue, Blue (see Bobbie).
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 A Gulf + Western Company
Press the "GROOVIEST" records with FINEBILT equipment!

Join the several hundred world-wide users who, day in and day out, press such renowned records as: RCA, CBS, Capitol, Polydor, EMI and many others.

FINEBILT Record Presses
FINEBILT presses assure highest quality records and maximum production, as attested to by the fact that our customers are not only satisfied, but pleased and enthusiastic buyers, again and again!
The reasons are simple: Our complete line of 125 ton or 180 ton precision-built presses are of sturdier construction, with simple operation, built-in reliability, unmatched longevity and low maintenance.
Presses are available as:
Self-contained units with individual hydraulic system or ready for connection to a central hydraulic system, with a choice of manual controls, automatic temperature cycle control, automatic push-pull of the record mold, automatic opening-closing of the record mold.
All models produce 7", 10" and 12" monaural or stereo records.

FINEBILT Record Press Control Z-30
The only logical cycle control engineered specifically for the record industry, it operates steam, water and hydraulic valves based on actual mold temperature. It is accurate to within ½°F., and insures complete quality control.

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Our compounders are more reliable, perform better, use either granules, pellets or dry-blend, and can be either electrically or steam heated.
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Type B: Delivers an LP patty every 12 seconds, feeds 2 LP presses.

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FINEBILT installations are completely self-contained and available as individual modules, each with 200 AMP 20 Volt rectifier, ampere-hour meter, warning light and bell, filter pump, pre-piped and ready to operate. Produces stampers in 1 hour. We supply detailed plating manual. No chemist required.
Provide your customers with better service, get records on the market faster.

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Album: MD 1003; 8-Track Tape: 890-1003

Album: MD 1004; 8-Track Tape: 890-1004

Album: MD 1005; 8-Track Tape: 890-1005

Album: MD 1006; 8-Track Tape: 890-1006

Album: MD 1007; 8-Track Tape: 890-1007

Album: MD 1008; 8-Track Tape: 890-1008

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Golden Cross (see Guzman).


Golden Rec. of La. (see Golden/Eb/Tide Inc.).

Golden Shield (see Rite).


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Guilford (see National, Tenn.).

Guilford River (see Music Minus One).

Guilfoyle (see Woodward's).
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WORLD

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London, ENGLAND
Helsinki, FINLAND
Paris, FRANCE
Frankfurt, GERMANY
Athens, GREECE
Hilfe, ISRAEL
Milan, ITALY
Kawasaki, JAPAN
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Heemstede, NETHERLANDS
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E.M.I. Australia Ltd.
RCA Electronica Brasileira
Walt Disney Music of Canada Ltd.
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Corporacion de Radio de Chile S.A.
Discos Orbe Ltda.
Electric & Musical Industries (Dansk-Engelsk) A/S
Discos Centroamericanos S.A.
Walt Disney Productions Ltd.
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EMI-Suomen
Walt Disney Productions (France) Distributor: A.D.E.S., S.A.
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General Publishing Co., Ltd.
Hatakit Limited
Creazioni Walt Disney S.A.I.
Distributor: Carosello
Nippon Columbia Co. Ltd.
CBS/Columbia Int'l S.A.
Bovema
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Gallo (Africa) Ltd.
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Electric & Musical Industries Ltd.
Venevox, c.a.
Radio-Television Belgrade

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Walt Disney Music of Canada Ltd.
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Brambila Musical Mexico S.A.
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Edition Odeon, Stockholm
Sweden
Walt Disney Productions (France)
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Walt Disney Enterprises of Japan Ltd., Tokyo
Brambila Musical Mexico S.A.
Anagon Music Publishers
Walt Disney Productions Pty. Ltd., Sydney
Musikforlaget Imudico A/S Kobenhavn, Copenhagen
Editorial Musical Korn, S.A.I.C., Buenos Aires

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Edition Odeon
Brambila Musical
Mexico S.A., Mexico
Edizioni Curci S.R.L., Milan

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continued

Jules Jim -Joy
K
Jex Recs.,
K
Ville Label: Kapell.
(901)
Toni Kangas.
Labels: Johnq h,
Labels: Flambeaux, Inferno,
(Gravacoes Cartridge (see Melodies (see Ken Rec.
38
8-tr.:
8-tr.:
Eletricas J. -Gee).
ITCC
Luxembourg
ITCC; Four Promo.:
Original Artists Judy Charbonneau.
labels: (Quality), all others (EMI).
Kees (see Silver Falcon).
Jon-ark (see Alley).
Jon-da Brazil Folk Fest).
Joni (see Lotte).
Jor Dan The General American
Joshua James (see Fourth Cliff Intl).
Joss (see Gaye).
Josie (see Epstein).
Joyous Maladies (see Praise)
Jubilee (see Gay-Gee) (SEE ADVERTISEMENT
Jules-Tone (see St. Clair).
Jurel, 1328 E. 48 St., Los Angeles,
Juliets Box 2437, Waseca, Wash. 98071. Tel: (509) 662-8795. Pres: Don Bernier.
Junior (see Kee Williams).
June (see Williams).
K
K-Ark Recs., 728 to Ave. S., Nashville, Tenn. 37203
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Labels: Argentinia (Phonogram), Australia (Polygram), Austria (Polygram), Belgium (Polygram), Brazil (Prodyne), Canada (Quality Chic), Philippines (Philips), Colombia (Polygram), Denmark (Polygram), Finland (Fineprint), France (Deutsche Grammophon), Greece (Helladium), Hong Kong (Colonial Trading), Israel (Litram), Italy (Ricordi), Jamaica (Fondation Latinum), Nippon Grammophon, Mexico (Discos Universal), Netherlands (Polydor), New Zealand (Craft), Norway (Visit Norway), Philippines (Mareco), Singapore (Phonogram), South Africa (Transitec), Spain (Fontana), Sweden (Sturel Lk. Musikervice), Switzerland (Ensa), Venezuela (Siemens). (See ADVERTISING)

M 1 C (see Music Inds.).

M & L (see Nino).

M & P (see Music Minus Ones)."
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Minute-Minaret.
Milestone (see Microtech).
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Mickey Mouse (see Walt Disney Productions, Inc.).
Miami (see Metromedia).
Metronome (see Metromedia).
Metra/Politan (see Metromedia).
Metromedia (see Metromedia).
Jr. presents (see Mitrec).
Min.-Mickey (see Walt Disney Productions, Inc.).
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Sharpshooter (see Advance).
Shaver (see Capri Grand).
Shanandoah (see Jim & Johnny).
Shereee Heart (see Robbins).
Shi-Luch (see Copri).
Shipton, R., 726 Church St., Norfolk, Va. 23510. Tel: (703) 627-0895. Pres.: Noah Biggs. VP: Ed Kansier.
Sho-Ar (see Take 4).
Sierra Recs. 1681 Vine St., Hollywood, Calif. 90028. Tel: (213) 469-5105. Owner: Kenneth S. Sawyer.
Sierra, Timberline.
Signal (see RCA).
Silver Burdett Co. (div. of General Learning Corp.).
Branches: Garden City, Calif., PO Box 1422, Zip: 90249; VP: Dennis Hall-Baltimore, Md., 4720 Pinegrove Rd., Zip: 21215. Tel: (301) 542-0592. VP: M. S. Shuster.
Silver Fox (see Silver Shotgun).
Silver Seal, 6541 Sweetwater, Los Angeles, Calif. 90048. Tel: (213) 653-0047. Owner: Jay Hamilton.
Simon says (see Record Guild of America & ABC).
Leadtime B't': Plantation licensed to Ampex, GRT & NAL; Int'l licensed to Ampex & NAL.
Tallgrass B't': Plantation licensed to Ampex, GRT & NAL; Int'l licensed to Ampex & NAL. (SEE ADVERTISEMENT).
Sir (see Audofax).
Skamp (see Skok I, N.Y.).
Skipper (see Mart, Richard & Parnaso).
Skyhigh (see Smithtown, John).
Skyline (see Sing).
Skyway, PO Box 123, Hollywood, Calif. 90028. Owner: Everett L. Whelihan.
Labels: Red Fox, Skyway.
Slide (see Mgm).
Smart Set (see Trend Intl.).
Smokey McNichols.
The Smith Studio Inc., 259 S.W. 21 Terr., Fort Lauderdale, Fla. 33312. Tel (305) 581-7300. Pres.: Fletcher Smith; VP: Janet Smith.
Smokey (see The Total Sound).
Solar, 818 Sixth Street, Long Beach, N.J. 07735. Tel: (201) 264-1922. Owner: John J. Bilotti.
Labels: Solar.
Sole (see Ron).
Solid Rock (see Double U Sound).
Solid Soul (see soulin).
Solid Sound, 30 Lark Dr., Woodbury, L.I., N.Y. 11977. Tel: (516) 542-2712. Pres.: Peter H. McKinnon.
Solid State (see Mode 4-1055). Pres: Joel Docko Sr.; VP: Joe Docko Jr. Solid State (see Mode Blue Note Div.).
Solid Track (see Jon Badeaux).
Son-Major (see Future I Melodies).
Some, 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; VP: Daniel Heilicher; A&R & Promo: Ira Heilicher; Sales & Mtg.: Anne Allan. Some (see Met Mel).
Somerset (see Althire Intl.).
Song Bird (see Precious).
Song Power (see Soulin).
Source Records.
Soul Music.
Souls of Faith (see Harmony Intl.).
Sonic (see Iowa Great Lakes).
Somax (see Met Richmond).
Sondal Recs., PO Box 148, Box Day. Zip: 78751; 5315 Western Hills Dr., Austin, Tex. 78751. Tel: (512) 454-2234. Pres.: Bill Joyce; A&R & Dir.: Kim Kelley.
Sonnet Prod. Inc. (see Mayhew Colleges).
Souls of the South.
Soul-A-Rama (see Silver Falcon).
Labels: Soul Boulevard, David, 502, Jolly, Revert, Souled.
Labels: Soul City (distributed by Liberty/UA, World Pacific Div.).
Soul Clock (see Fantasy/Galaxy).
Soul Inspiration (see Vision).K.
Soul Kitchen (see Biddle).
Soulmate (see Take 4).

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Int'l reps.: Australia, New Zealand (Supreme South East Asia), Canada (Master, Sweden (Kemmets Herald), UK (Pilgrim, Pyre, Sun). Sunfair Recs. & Co., Inc., PO Box 94, Broomall, Pa. 19008. Tel.: (215) EL 6-3996. Leonard Rosen. Labels: (owned) Sure; (distributed) Aque, Tone-Craft, Cartridge Btr. & cartridge self-man.


Surfside (see Hula). Surrey Int'l (see Mira & Crestview). Susannah (see Dede-Bee). Sure (see Pacific Islands). Suzuki (see Epstein). Swallow (see Panama). Sweet Lucy (see Little Darlin').


T


Take 4 Prods., 118-28 201 Pl., St. Albans, N.Y. 11412. Tel.: (212) 276-4070. Pres.: Andrew Pope, VP; Ted Hunt. Labels: Aite, Keynote, Panther, Shay-Ash, Soul-Mate. Take One (see Jemel). Takoma, PO Box 5403, Santa Monica, Calif. 90405. Tel.: (213) 935-0323. Mgr.: John Fathe. Tailspinners (see Liberty/USA, 1st Set Div.).

Tally Recs., PO Box 842, Bakersfield, Calif. 93302. Tel.: (805) 327-1106. Pres.: Charles Fuzzy Owen.


Tennesee: Bell, Disco Grande, Sunlight. Cartridge 4-tr. & 8-tr. self-man.

Tawas Recs., PO Box 22131, 1614 S. Post Oak Rd, Suite 200, Houston, Tex. 77027. Tel.: (713) NA 2-7678. Pres.: Stephen Ames. Tap (see Massocde). Target (see Alvera). Taurus, Ill. (see Zodiac).

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Texas Sound, Studios, 506 W. 4th St., San Antonio, Tex. 78212, Tel.: (512) PE 3-1721.

Texas, Tenn.


Texas (see Trend Int'l).

Terrill (see Lynn's).

Terrific (see Eric).

Terren (see A.Tech.

Tetten (see Betty-Jay).


Tera (see Trend Int'l).

Terry (see Tally's Sound Made).

Terrific (see Eric).

Terry (see Airworth).

Tetagrammaton Recs., Div. of Campbell, Silver Studios, 506 W. 4th St., San Antonio, Tex. 78212, Tel.: (512) 759-3110. Contact: Arnold Maxon.

Tet's branch, England.

Cassette & open reel licensed to Ampex, GRT & ITCC.

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Telnet's rep., Argentina (Philongrafik), Brazil (Polyphon), Bermuda (Polydor), Brazil (Philips and Polydor), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Dominican Republic (CIC), Ecuador (Deutsche Grammophon), Finland (Fimly), Hungary (Philips), New Zealand (Grimmophon), Mexico (Universavels), Netherlands (Polydor), New Zealand (Decca Trading), Norway (Nordisc), Portugal (Philips), Scotland (Phonogram), Sweden (Kansell), Switzerland (Siemens), Turkey (Siemco), UK (Polydor), Uruguay (Philips), West Indies (Federal in Jamaica). (See ADVERTISEMENT)

Texas, Calif. (see Trend Int'l).

Texas, Neb. (see Jim Hall).

The Texas Plantsmen, P.O. Box 4831, Midland, Texas 79701, Tel.: (915) 632-9756. Owner: James A. O'Neill.

Tex-Mex Sound, 506 W. Hildebrand Ave., San Antonio, Tex. 78212, Tel.: (512) PE 3-1721.


Labels: Anthem, Horn of Plenty, Peace, Sound-Tex.

Thacker Recs., PO Box 1118, La Follette, Tenn. 37766. Tel: 615-562-8888. Owner: Will Thacker Jr.; Mgr.: Elmer Cole.


Three For One, 2351 Baronne St., New Orleans, La. 70115. Tel.: (504) 891-7355. Pres. & Sales Admin.: Earl Johnson; VP: Thomas Moore; Foreign Admin.: Jay Katz.


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Tel. reps.: See MCA Recs. Int'l.

Unicycle (see Canaltown).

Unidap (see Frank Schubert listed under "F").

United (see Kent-Modern).

United Artists (see Liberty/UA).


Labels: (owned) United States; (distributed) Awards.

Unity, Ala. (see Lemon).

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continued on page 60
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Catalogue 4-tr., & 8-tr. licensed to GMT. Int'l rep.: Canada (Phonodisc).

Vango Recs., 341 N. Woodland St., Englewood, N.J. 07631. Tel: (201) 567-8553. Owner: Sam McCey.


Catalogue 4-tr.: Vanguard licensed to Ampex & Muntz; Bach Guild, Classical, Vanguard licensed to Muntz.

Cassette: Vanguard licensed to Ampex & Mercury; Bach Guild, Classical, Vanguard licensed to Mercury.

Owner: Vanguard & Bach Guild, Classical, Vanguard licensed to Ampex.

Int'l Mgr.: Vanguard, Bach Guild, Classical, Vanguard licensed to Ampex.

A&R: Vanguard & Bach Guild, Classical.

Affiliated firm: Rabal Prod's.


Catalogue 4-tr., 8-tr. & cassette: Vantage, Semac, Vantage.

continued


Catalogue 4-tr. & cassette self-mfd.

Int'l rep.: Venezuela (Distribuidora Nacional de Discos)

Venture (see MGM).


Venus, III (see VNL)

Verlton (see Polish Rec. Center).

Vermilion (see Record Factory).

Verve (see A&M).

Verve/Forceone (see MGM).

Vesivuosi (see Pompeii).


Vic (see LaVic).

Vick (see Tidecor).

Video-text (see Rhythms Prod's).


Vivian (see vilson).

Vigilant (see Michigan).

Vito (see Vic Art & Mercury).


Labels: De-Laco, Natru, Viviscion.

Int'l reps.: France (AZ), Philippines (Plavex).

Vision (see Sesame)

Vista (see Disneyland).

Visa (see ADVISEMENT).


Labels: Visk, Bravo.

Catalogue 4-tr., 8-tr., cassette & open reel licensed to Ampex & GMT.

Int'l reps.: Australia (Festival), Brazil (Equipe), Canada (London), France (Young), Philippines (Wiz), Canada, Int'l licensed to Amecorp.

Vivace Recs., PO Box 10573, Jackson, Miss. 39205. Tel: (601) 582-6941. Pres.; John W. Russ; VP; Fred Mitchell; Prod.; Phil Seymour, Jack Treuhaft.


Vocalion (see Decca).

Voices of Hi-Fi (see Books & Periodicals).


Labels: (owned) Vokes, Sharon; (distributed) Waip.

Vocalion Int'l.

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Volcano (see Pacific Music)

Volcano, PO Box 830, Los Angeles, Calif. 90028. Pres.: The Heiber.

Volcano, N.Y. (see Larric).

Voll (see Spain).

Vortez (see Atlantic, Ato Gin).

Vox Box (see Vox Box)


Int’l branch: France.

Labels: Vox, Bellvox, Polyvox, Vox Box, Turnabout, Vox Twins, Music Masters, Super Majestic, Candide.

Int’l reps.: Argentina (Surco), Colombia (Electra), Denmark (Copenhagen), Mexico (Peerless), Spain (Belter, Verghera), UK (Polygram).

Vox twins (see Vox Box)


W

W C M P (see Corby).


Labels: (owned) WG; (distributed) Fantask.

W V (see Crystal).

W R C (see Wooten).


Labels: Mothbump, Wahrman.

Wats (see Sound, Mich).

Warlock (see Dunhill & ABC).


Labels: Warner Bros.-Seven Arts, Repr. Tom Lehrer.

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Open reel: Warner Bros.-Seven Arts, Repr. li-
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Where parent company name differs from that of the label, the company name follows in parentheses.
For complete listing, see Record Manufacturers Section.

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Bombe Roja (Record Guild of America).

**Boffy** (Apco, Neb.).

**Child Guidance Recs.** (Tioga).

**Childcraft (Mercury).**

**Children's Rec. (The Franzen Corp.).**

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**Crickets (Pickwick Int'l).**

**Disneyland.**

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**Eco (Musical Recs.).**

**Economy (Met Richmond).**

**Eddysssa (Met Richmond).**

**Emacry (Mercury).**

**Encanto (Met Richmond).**

**Encore (Silver Falcon).**

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**Fay (La Scala).**

**Fenix (Met Richmond).**

**Figaro (Met Richmond).**

**Fink (Fink-Pinewood).**

**Fleetwood, 4000 Series.**

**Fustic (Surdi).**

**Gates (Apco, Neb.).**

**Gem (Maxwell).**

**Gospel Glee (Taylor Made).**

**Gospel Time, Ga. (Ralph's Radio).**

**Grand Award (Command & ABC).**

**Grand Prix (Pickwick Int'l).**

**Grey-Ant (The Record Factory).**

**Harmony (CBS, Columbia Div.).**

**Harmony Music (Scandinavian Music).**

**Hedlott (Polydor).**

**Henry (Tudor, Pubg).**

**Hilltop, N.Y. (Pickwick Int'l).**

**Hurricane, N.C. (Tornado).**

**Iberia (Met Richmond).**

**Island Artists (Iceland Music).**

**Jardin (Met Richmond).**

**Jay-Jean (Golden Triangle).**

**Jaystar (Jenfel).**

**Jemfa.**

**Jim-Joy.**

**Jody, Pa. (Vantage).**

**Jolt (Silver Falcon).**

**Kasin (Met Richmond).**

**Kay Bar Dane (Golden Sound).**

**Kay Bar Dane (Golden Sound).**

**Ladd (White Rock).**

**Larkin.**

**Lakeview (Cool Air).**

**Larric.**

**Lebby (Cool Air).**

**Leda (Met Richmond).**

**Lefere (Down Prod'n).**

**Lerks (Cool Air).**

**M F R (Met Richmond).**

**M M O, S.O Series (Music Minus One).**

**Mace (Stephan).**

**Marvelhope (Marvel).**

**Master (Big Bunny).**

**Macrossound (La Mir).**

**Mee (All-Teen).**

**Mercury Wing (Mercury).**

**Mira (Monsignor).**

**Mohawk, S.S.**

**Mona (Met Richmond).**

**Monitor Collectors Series (Monitor).**

**Movietone (20th Century-Fox & ABC).**

**Music Disc.**

**Music Guild (Westminster & ABC).**

**Music Masters One, 600 Series.**

**Municipal Heritage Society.**

**Nashville (Starday-King).**

**Nonesuch (Elektra).**

**Norca (Met Richmond).**

**O K (Asteroid).**

**Olds (Mercury).**

**Oncares (Crestview).**

**Paloma, Calif. (Aesthetic).**

**Paris Tower (Sunb).**

**Parlament (Composerte).**

**Pergamn (Met Richmond).**

**Pickwick/33 (Pickwick Int'l).**

**Polyphonics (Asteroid).**

**Ponzi (Met Richmond).**

**Premier (Premier Albums).**

**Progresso (Met Richmond).**

**Prominent (Stan Richmond).**

**Prospect (Met Richmond).**

**Puckito.**

**Que Rio (Met Richmond).**

**Quicka (Met Richmond).**

**R C A Hammond (RCA).**

**R C A Victor (RCA).**

**Ratston (Apco, Neb.).**

**Real McCoy Jim McCoy.**

**Red Wing (Down Prod'n).**

**Rejo (Southern).**

**Reli (Met Richmond).**

**Revancha (Met Richmond).**

**Rex (Musical Recs.).**

**Rhumba (Met Richmond).**

**Richmond (London).**

**Roga (Char-Mac).**

**Rumba (Met Richmond).**

**S C R (Super Cities Rec.Serv.).**

**Serafim (Cape).**

**Serenata (Met Richmond).**

**Shawmuh (Casa Grande).**

**Skipper (Met Richmond & Parnase).**

**Smoke, La. (Rom).**

**Sonar (Met Richmond).**

**Sonersel (Alshire Int'l).**

**Sono Mes (Met Richmond).**

**Soul Town (Sunb).**

**Spin-O-Rama (Premier Albums).**

**Spin-Out (Westley).**

**Spoken Word (Dover).**

**Stateswood (Sing).**

**Stereo-Fidelity (Alshire Int'l).**

**Stereo Treasury (London).**

**Sunset, Calif (Liberty/UA).**

**Sunset, N.Y. (Met Richmond).**

**Surrey Int'l (Mira & Crestview).**

**Sword (Word).**

**Tropical, N.Y. (Met Richmond).**

**Turnabout (Vox).**

**United (Kent-Modern).**

**Unity, S.C.**

**Urania (Composerte).**

**Vanguard Evergreen (Vanguard).**

**Victria (RCA).**

**Vociation (Oceac).**

**Wertz (Cool Air).**

**Whitehall (Westminster & ABC).**

**Wing (Merritt).**

**Winner (All-Teen).**

**Zao (Redef).**

**Zapple (Capitol).**

Children's Record Labels

Where parent company name differs from that of the label, the company name follows in parentheses.
For complete listing, see Record Manufacturers Section.

**Audio Book**
Bombe Roja (Record Guild of America).

**Boffy** (Apco, Neb.).

**Child Guidance Recs. (Tioga).**

**Childcraft (Mercury).**

**Children's Rec. (The Franzen Corp.).**

**Conversaphone Institute.**

**Crickets (Pickwick Int'l).**

**Disneyland.**

**E J (Blue Star).**

**Fairytale.**

**Feikraft.**

**Folkways (Folkways/Scholastic).**

**Giantstar (Jenmel).**

**Golden (AA).**

**Golden Wonderland (AA).**

**Hanna-Barbera.**

**Happy Time (Pickwick Int'l).**

**Head Start (Fairyland).**

**Heidi (Bellaire).**

**Imawok (Rene Albee).**

**Jalalyn (Munson).**

**Key, Calif.**

**King Leo (MGM).**

**Leo the Lion (MGM).**

**Listen & Learn (Briga).**

**Look & Listen (Ambassador, N.J.).**

**Mather Glee (Kent-Modern).**

**Music Masters (Vox).**

**Panda (Composerte).**

**Pathways of Sound.**

**Peter Pan (Ambassador, N.J.).**

**Peter Rabbit (Alshire Int'l).**

**Playcraft (Mercury).**

**Playhouse.**

**Rhythms Prod'n's.**

**Robin Hood (Kent-Modern).**

**Rocking Horse (Ambassador, N.J.).**

**Russell.**

**Satillo.**

**Scholastic (Folkways/Scholastic).**

**Simon Says (ABC & Record Guild of America).**

**Spoken Arts.**

**Starlike (Asteroid).**

**Sunshine (Ambassador, N.J.).**

**Tee-Pee (Mawhak, S.C.).**

**Tom Thumb (Rhythms Prod'n's).**

**Tom Sington.**

**Twinkle (Premium Albums).**

**Young People's Recs. (The Franzen Corp.).**
G

G P Ent's, Inc., PO Box 31246, Dallas, Tex. 75231. Tel.: (214) 361-7193. Owners: Bud Bushardt, Bob Gudmundson, Pro's: Jim Raylow, Henry Sniff, Al Pippin, Smitty. Tel.: (214) 361-7193.


Garrett is affiliated with: Richland, Promotions: Studio; Calif., 90069. Tel.: (213) 876-1360. Mktg.: Steve Sandor, Pres., Label: Sandor Reprise, A&R: League. Credits: Capitol, Bell, Columbia. Mgr.: Peter Buschardt, VP: Jesse James; 970-075. Tel.: (213) 244-6614. Staff

H


Brach: Houston, Tex., 77024. Broadway Tel.: (213) 244-6614. Label credits: Atco, Atlantic, Hourglass, ITCC, Liberty, Univ, White Whale.

I

Iowa Great Lakes Rec'g Co., Inc. 906 Ninth St., Milford, Iowa 51351. Tel.: (712) 338-4482. Pres.: Curt Plageman; Mgr.: Robert Young. Label credits: Mercury, Soma, Some.
M


Label credits: Columbia, MGM, Musicor.

Robert Mack Product's, c/o William Morris Agency, 1320 Ave. of the Americas, N.Y., N.Y. 10019. Tel: (212) 586-5100.

Label credits: Columbia, Decca, Jubilee, Kapp, Musicor.


Label credits: ABC, Alco, Atlantic, Bell, Capitol, Kapp, MGM, RCA, Scepter, UAR.

Madi Hall Prod's., 677 Broadway, Spring St., New York, N.Y. 10012. Tel: (212) 4-3377. Cable: MADIAL. Pres.: Mark Wood; Dir.: John Yahr.

Label credits: Cameo-Parkway, Chess, Dupree, Jubilee.


Label credits: Barcarola Brass, Dash, J-Wax.


Mark P. Marcus Prod's., 111 Central St., Boston, Mass. 02114. Tel: (617) 4-3453. Prod.: Sam Moretti; VP & A&R: Jack Rennex; VP Adv.: George Whitmer.

Markshelf Prod's., 150 W. 54th St., New York, N.Y. 10019. Tel: (212) 2-5427. Contact: Michael Kahn.


Marshall Prod's., 1104 1/2 S. Wells St., Chicago, Ill. 60607. Tel: (312) 4-7338. Mgr.: Bertha Dunham.

Label credits: A&M, Dolores, Kalif, Kapp, Lee, Lee-Cee, Queen-B, Zebb.

Leonard M. Marcus Prod's., 345 W. 51 St. New York, N.Y. 10019. Tel: (212) 5-8049. Labels: EMI, United Artists, United Artists, United Artists.

Label credits: ABC, Chicago, Goldstar, Mercury, RCA, United Artists, Warner Bros.

Lightin' Rec'g Co., 6311 Gulf Freeway, Houston, Tex. 77023. Tel: (713) 4-5764. Contact: Leon H. Gilmore.

Label credits: Fox, Guest Star, Prestige, Vee Records.


Label credits: Capital, Kapp, Labelle, Lee, Lee-Cee, Queen-B, Zell.

Lightning Prod's., Challenge, Columbus, Liberty, R.C.A.

Links Inc., 261 W. 54 St., New York, N.Y. 10019 Tel: (212) 6-39-8260. Contact: Lincoln Chase.

Label credits: Bell, Metromedia.


Label credits: Brunswick, Columbia, Decca, Dot, Kapp.

Louis Leroado Assoc's. 132 Rivera Dr., Kings Park, N.Y. 11754. Tel: (516) 8-38-2572. Contact: Morley Podell.

Label credits: Chess, Jubilee, Monument.

Lundin Prod's., 1370 S. La Brea Ave., Los Angeles, Calif. 90019. Tel: (213) 875-6193. Owner: Ernest W. Lundin.

Label credits: EMS, LIR, Sonora.

Loon Prod's., 200 W. 57 St., Rm. 1004, New York, N.Y. 10019. Tel: (212) 9-65-4395. Contact: Fred Heffeman.

Label credits: Warner Bros.-Seven Arts.

Alan Lomber Prod's., 15 W. 72 St., New York, N.Y. 10023. Tel: (212) 799-1005. Label credits: Atlantic, Bell, MGM, Mercury.

Loudak, 2719 St. Peter St., New Orleans, La. 70119. Tel: (504) 482-6445. Contact: Herbert J. Maloney.

Label credits: Chas. W. & Grace Jr.; Sec'y: Louis Welsch Jr.

Label credits: Fatback.

Lyncom Music Corp., 150 W. 55 St., New York, N.Y. 10019. Tel: (212) 7-P-2751. Contact: Richar-}

Label credits: MGM, RCA.

Mennon Prod's. (Sub of Mennon Amusement Co.), P.O. Box 64, Stone Cove, N.Y. 11542. Pres.: Y, Chris Purzycki; Gen. Mgr.: Casimir S. Van Nongen.

Label credits: Muro, R&B, Scepter. (SEE AD-}
Power House Prod's, c/o Steven Ford, 55 Liberty St., New York, N.Y. 10005. Tel: (212) 766-9321.


S


Sata Fortas Attractions Ltd., 320 W. 46 St., New York, N.Y. 10018. Tel: (212) 765-3227. Pres.: Annette Fortas Hatcher; Prod': David Lucas; Gen. Mgr & Prod': George Grant.


Label credits: Behringer, Co., London, MGM.

Shur Prod's, 103 Cross Country Plaza, Columbus, Ga. 31090. Tel: (404) 322-8361. Owners: John F. Shur, Tom Davis.

Branch: Nashville, Tenn. 37215. AVE. S. ZIP: 37202.

Label credits: Chalke, Laurie, Lynne, Shur.

Sidewalk Prod's Inc. (pub. of Transcontinental Entertainment Corp.), 1225 W. Parry Ave., Ste. 1000, Los Angeles, Calif. 90069. Tel: (213) 208-0001. Pres: Mike Curb; VP: Harley Hatcher; Prod': Margaret Kupel; Workshop Mgr.: Carol Wallace.

Label credits: Coral, Curbom, Larray, Monument, United Artists.


Label credits: Behringer, Co., London, MGM.
Independent Record Producers

Where producer name follows that of the company for which he produces, the company name follows in parentheses. For complete listing, see Independent Record Production Companies Section.


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U.S. RECORD MANUFACTURERS

Continued from page 60

Westburn (see B-W).
WellSeSetten Recs., 7273 San Rafael Ave., Los Angeles, Calif. 90065. Tel: (213) 221-8513. Owners: Edward G. Wells.
Wentz (see Cool Air).
Wesley Recs. & Music, PO Box 10044, Denver, Colo. 80211. Tel: (303) 777-2782. Owner: W. L. Horning.
Labels: Wesley, Sandy-V, Spin-Out.
West Wind (see Meteoreast).
Western (see Discotape Int'l).
Westindy (see Island Music).
Westland (see Endeavor).
Labels: Music Guild, Westminster, Whitehall, Tape: ABC.
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Who action (see Trademark), Whirlipin (see Audio Arts).
Whit (see Jewel).
White Whale Recs., 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2206. Pres.: Ted Fleg, VP: Lee Lesley; Nat'l Promo.: Edward Bisceglio.
Cartridge B-tr. licensed to Ampex, GRT, ITCC, NAL & RCA.
Cartridge A-tr.: licensed to Ampex, GRT, ITCC & Monarch.
labels: Ampex to Ampex, GRT & NAL. Open reel licensed to Ampex, GRT, ITCC & NAL.
Whitehall (see Westminster & ABC).
Whitmanmount (see Georden).
Whiz (see Double Shot).
Wild Recs., 633 Massachusetts Ave., Boston, Mass. 02118. Tel: (617) 266-1002. Owner: Fred Le Blanc.
Labels: Bluetime, Silver Cross, Wild.
Wild Bird Songs (see Songs & Sounds of Nature).
Labels: Junior Kaiser.
Labels: G'net, Dees, Winchester (see Jim McCoy).
Wind (see Thunder).
Windsor, Bakersfield, Calif. (see Pike).

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Wing (see Mercury). Winner (see Al-Teen).
Wisconsin (see Northland).
Wolfgang Recs., 3837 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. VP & A&R: Style Wooten.

Labels: World Library of Sacred Music, Spire, Taver, WRC.
Labels: (owned) Cannan, Sacred, Sword, Word, (distributed) Summit.
Cartridge B-tr.: Cannan, Sacred, Word—self-mfd.
World Library of Sacred Music, 2145 Central Pkwy., Cincinnati, Ohio 45214. Tel: (513) 421-1090. Pres.: Oliver E. Wessendorf; Sales Mgr.: John H. Goosman.
World Pacific (see Liberty/UA).
World Pacific Jazz (see Liberty/UA, World Pacific Div.).
World Wide (see Savoy).
Labels: Worthy, Naha, Burundi, Kenya.

X

X-Tone (see Echoic).
X-tra (see Trilok).
X Y Z (see Claridge).

Y

Home office: India.
Yolanda (see Lynn's).
Yorkshire (see Beulah).
Yorktown Recs., 547 Litchfield Ave., Babylon, L.I., N.Y. 11702. Tel: (516) 661-9842. Pres.: Suzanne Miller; Mgr.: William M. Miller.
Young People's Recs. (see The Transon Corp.).
Yucca Recs., 1706 College, Alamagordo, N.M. 88310. Tel: (505) 437-4491. Owner: Calvis Biles.
Yussell (see Jo-Pep).

Z

Zap (see Rebel).
Zapple (see Capitol).
Zanaks (see Coast).
Zen (see Tyner).
Zenott Recs., 87-85 Sutphin Blvd., Jamaica, N.Y. 11435. Tel: (212) 297-2237. Pres.: Preston Foster; A&R, CHY PRY.
Labels: Geit, Zenott.
Zip (see Solar).
Z-Cod (see Robbin's Radio).
Zodiac, c/o Summit Distra, Inc., 7447 N. Linder Ave., Skokie, Ill. 60076. Tel: (312) 677-1624. Contact: Jack White.
Labels: Zodiac, Aquarius, Arius, Taurus.
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Zork (see Tyner).
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<td>48201</td>
<td>715-3550</td>
<td>Vic Brown</td>
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<td>MISSOURI</td>
<td>KANSAS CITY</td>
<td>Jenkins Music Co.</td>
<td>1217 Walnut St.</td>
<td>64142</td>
<td>212-7214</td>
<td>John Vancil</td>
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<td>NEW JERSEY</td>
<td>NEWARK</td>
<td>National Music Corp.</td>
<td>56 Ferry St.</td>
<td>07101</td>
<td>212-3747</td>
<td>Norman Lubinsky</td>
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<td>NEW YORK</td>
<td>BELLMORE</td>
<td>Bronen's Music Co.</td>
<td>2481 Webster Ave.</td>
<td>11210</td>
<td>312-7274</td>
<td>Paul Aronstein</td>
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<tr>
<td>OHIO</td>
<td>CINCINNATI</td>
<td>Willis Music Co.</td>
<td>440 Main St.</td>
<td>45201</td>
<td>721-6550</td>
<td>J. D. Winkler</td>
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### CLEVELAND

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<tr>
<th>City</th>
<th>Area Code (City)</th>
<th>Name of Company</th>
<th>Address</th>
<th>Zip Code</th>
<th>Phone Number</th>
<th>Contact Person</th>
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**if 94% of America's Top Rack Jobbers read Billboard regularly...**

______

---

**Billboard 21620 Patterson Street**

Cincinnati, Ohio 45214

Put me in the know, first thing, each week!

For **$12.50** every week

(offer void after January 1, 1970)

__payment enclosed__  __bill me later__

---

**Name**

**Address**

**City**

**State**

**Company Name**

---

Page 111
IT'S NEW! IT'S EXCITING! IT'S NOW!

abc RECORD AND TAPE SALES CORP.

A nationwide network of record and cartridge tape companies have joined together to offer you the utmost in serving your music department. Operating in connection with ABC Record Distribution, ABC Records have been marketed throughout the country by our independent distributors and merchandisers.

---

**These are the Men...**

Louis Lavinthal, President (Seattle)
Stanley Jaffe, Executive Vice President (Seattle)
Kirk Lanterman, Vice President – Finance (Seattle)
Stanley Sulman, Vice President – West Coast Operation (Seattle)
John Billinis, Vice President – Southwest Operation (Salt Lake City)
Leonard Garmisa, Vice President – Midwest Operation (Elk Grove Village)

**These are the Locations...**

15329 Livernois Avenue – Detroit, Michigan 48238
2901 Grand Street – Kansas City, Missouri 64108
46-50 54th Avenue – Maspeth, New York 11378
2503 North Broad Street – Philadelphia, Pennsylvania 19132
725 Branch Avenue – Providence, Rhode Island 02904
4847 Topley Drive – Dallas, Texas 75247
3575 South 700 West – Salt Lake City, Utah 84115

---

continued on page 114
Labels: Gospel Corner, La-Ray. Proverb.
FOR COMPLETE DISTRIBUTION COVERAGE SALES-SERVICE-PROMOTION Contact: RONALD RICKLIN PEP RECORD SALES INC. 3009 WEST PICO BLVD. LOS ANGELES, CALIFORNIA 90006 (213) 731-8565

FOR COMPLETE DISTRIBUTION COVERAGE SALES-SERVICE-PROMOTION Contact: RONALD RICKLIN PEP RECORD SALES INC. 3009 WEST PICO BLVD. LOS ANGELES, CALIFORNIA 90006 (213) 731-8565

Chapman Distributing Co. LA's Finest Distributor Manufacturers' Inquiries Most Welcome Your Product Deserves Personal Attention Contact: CHAPMAN DISTRIBUTING CO. 2645 W. Pico Blvd. Los Angeles, Calif. 90006 Phone (213) 385-3636

Additional text continues the previous page's content.
Compliments from RECORD MERCHANDISING COMPANY, INC.

2580 West Pico Blvd.
Los Angeles, California 90006
(213) 385-9161

We're celebrating our 63rd Anniversary as Northern California's biggest and best distributor and we're still acting like it's our first year, and we're running like hell with sales promotion and merchandising. Join the team!

Vice President and General Manager
Jack Solinger
Promotion: Denny Zeitzer
Paul Piretteri
Rich Swig
Sales
Carroll Littlejohn
H.R. BASFORD COMPANY

800 Mariposa Street
San Francisco, California 94107
Telephone 415/621-8545
Direct line 415/626-5494

continued on page 116

<table>
<thead>
<tr>
<th>BILLBOARD/2160 Patterson Street</th>
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<tr>
<td>Cincinnati, Ohio 45214</td>
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</table>

Put me in the know, first thing, each week!
For □ 26 weeks $12.50 □ 52 weeks $25.00
(offer void after January 1, 1970)
□ payment enclosed □ bill me later

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Company Name = 3243

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**Central Record & Tape Distributors, Inc.**

Racking, One Stop, Leasing, Retail Stores, Complete Record and Tape Merchandising Service to National Syndicate Stores, Discount and Department Stores.

477 Park Ave., East Hartford, Conn. 06108
(203) 289-4349/4340


---

**Top Retail Outlets Read Billboard Regularly . . .**

(maybe they know something you don't know!)

**DISTRICT OF COLUMBIA**

---

**WASHINGTON & ENVIRONS**

(Also see listings under Baltimore & Silver Spring, Md.)


---

**NORTH BRANFORD**

(Also see listings under Baltimore & Silver Spring, Md.)

Futura Assocs., Rt. 80, Village Shopping Ctr., Zip: 06471. Tel: 484-2311. Tape Mgr.: Allen Vains.

Cartridge Btr.: All lines.

Cartridge 4-tr.: Muntz.

Tape playback equip.: GIBBS, Muntz, Universal Sound of America, Accessories: All lines.

---

**WILTON**

(Also see listings under Baltimore & Silver Spring, Md.)

Acropole Corp. of America, P.O. Box 365, Zip: 06897. Tel: 847-2311. Pres.: Mrs. Michele M. Kents; Labels: Arista, Bruno, Colosseum, Hi Fi, MK, Monterilla.

---

**INTERNATIONAL**

---

**IF**

64% of the Top Retail Outlets read Billboard regularly . . .

(They know something you don't know!)

---

**Cassette**

Ampex, Warner Bros.-Seven Arts, Reprise, Playtape.

Tape playback equip.: Leee Jett, Concord, Belair, Noricio, Tenna, Muntz, GSB, Drasco.

Musical Instruments: Organs (Estey).

---

**Tape**

---

**Directory**

---

**US Record and Tape Distributors**

---

**International Music-Record Directory**

---

**Cartridge**

4-tr., Btr. & cassette: Liberty/UA Stereo-Tape (includes Blue Note, Imperial, Liberty, Minit, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).
FLORIDA

- CASSELBERRY (Area Code 305)

  Record Supply Co., Inc., 320 Iris Rd, Zip 32707.
  Tel: 481-1116. Mgr.: Richard N. Stultz.
  Cassette B-m.: Ampex, Doofo, GRT, ICC, Mercury, NAL, RCA.
  Open reel: Ampex, ICC, NAL, RCA.

- DELRAY BEACH (Area Code 305)

  Trevino Food Store, Rt. 1, PO Box 300. Zip 33444.
  Tel: 278-2505.

- FORT LAUDERDALE (Area Code 305)

  Tel: 522-9797. Owner & Mgr.: Alfred Calabrese.
  Cassette: Capitol, Decca, GRT, ICC.
  Cartridge 4-r.: Decca, GRT, ICC, Muntz.
  Tape playback equip.: Valentine.
  Accessories: Americord, Recoton, LeBo. (SEE ADVERTISEMENT)

- MIAMI METROPOLITAN AREA

  (Area Code 305)
  Tel: 691-3140. Owner: Harold Lipsius.
  Mgr.: Joseph Stefano.
  Cassette: GRT.
  Cartridge 4-r.: Doofo, Telecassette, NAM.
  Tape playback equip.: Capitol, Decca, GRT, ICC.
  Accessories: Americord, Recoton, LeBo.
GEORGIA

ATLANTA METROPOLITAN AREA
(Area Code 404)


Labels: Alshire, Camden, Pickwick, Sunset, Village, Vix (Vox Box), United, Victor, Wix. Cartridge 8-tr.: Ampex, GRT, ITCC, N.AIL, Capitol, Columbia, Decca, Liberty/UA, Mercury, Modern, RCA.

Cartridge 4-tr.: Ampex, GRT, ITCC, Muntz, Columbia, Decca, Liberty/UA.


Artists: Fisher; Promo.:

Dist'g lines. Mgr.: Mike King; playback equip.: Ampex, accessories: Decca. Tape: Coral, Cartridge Labels: 30324.

Artists, United

Fisher; Promo.:

Dist'g lines.

Owner: Jack Geldbart; Mktg. Dir.: Martin Amos; Cases, head cases, head cases; Decca, Coral, Columbia, Mercury, Motown.

Langlois; Buyer: J.D. Faulkner; Mktg. Dir.: Mike King; playback equip.: Capitol. Accessories: Decca. Tape: Coral, Cartridge Labels: 30324.

Artists, United

Fisher; Promo.:

Dist'g lines.

Owner: Jack Geldbart; Mktg. Dir.: Martin Amos; Cases, head cases, head cases; Decca, Coral, Columbia, Mercury, Motown.

Langlois; Buyer: J.D. Faulkner; Mktg. Dir.: Mike King; playback equip.: Capitol. Accessories: Decca. Tape: Coral, Cartridge Labels: 30324.
**HAWAII**

**HONOLULU (Area Code 808)**


**RCA:** Musical instruments: Ukuleles and others.


**Nile:** Phonographs: Symphonic.

**Accessories:** Amberg, Fideltone, Friedman, Artcraft, LeBo. (SEE ADVERTISEMENT)


**CLARKESVILLE (Area Code 404)**


**SAVANNAH (Area Code 912)**


Tape playback equip.: Automatic Radio, Tenna (Banger), Car Tapes. Tape accessories: Speakers (Adler, Sparkomatic, Arkay), caddies (LeBo, Amberg, Kurtzlin-Fit).

---

**ILLINOIS**

**CANTON (Area Code 309)**


**CHICAGO METROPOLITAN AREA (Area Code 312)**


Tape playback equip.: Borg-Warner.

Accessories: Tapes, Adapters. Tapeplay Accessories: Doorco, Doo Shot, Epic, playbacks, head cleaners (Ampex, Recoton), race replay cleaners (See ADVERTISEMENT)


Cartridge 8-tr.: Cademan, Monitor, Nina.

Cartridge 4-tr.: Monitor.

Cassette & Open reel: Chadron, Monitor, Spoken Arts.


Labels: Balkan Intl, Czech, Gryko, Heritage.


Phonographs: RCA.

Musical instruments: Harmonicas (Hohner).

SUMMIT DISTRIBUTORS INC.

7447 No. Linder Ave.
Skokie, Illinois 60076
312-463-1833
Harold Davis—Sales Mgr.
Deek Atkins—Prom.
Bud Stebbins—Prom.

211 E. 4th Street
Cincinnati, Ohio 45202
513-241-6361
Lee Fogle—Prom.
Larry Blackwell—Sales

AGGRESSIVE PROMOTION, DYNAMIC MERCHANDISING & DEPENDABLE DISTRIBUTION OVER 5 STATE AREA

2 RESIDENT MEN IN CINCINNATI

*See Directory for list of labels we represent in one or both areas.

Page 123
GET TOP SALES
and
PROMOTIONAL COVERAGE

distributing for:

Amaret Josie
Atco Jubilee
Acvo/Embassy Neptune
Bang Pete
Beverley Hills Pip
B T Puppys Polydor
Dunwich Prestige
Earth Public
Event Pulsar
Fame RPR
Gregar SGC
Gross Shout
Intrepid Artists Virtue
International Vortex

continued

contact:
Kent Beauchamp
Edward Yalowitz
Ronald Bernstein
Richard Kudolla

Royal Disc
2623 N. Pulaski, Chicago, Ill. 60639
(312) 342-6600

FOR STRONG SALES,
PROMOTION and SERVICE
in CHICAGOLAND

Use our experienced promotional trio

LEROY PHILLIPS • MIKE ALLEN
TONY LEANER

Contact Ernie or Bill Leaner

UNI TED RECORD DISTRIBUTORS, INC.
1827 South Michigan Avenue
Chicago, Illinois 60616

(312) 225-6605

INDIANA

- DECATUR (Area Code 219)
Card-4-tr.; Capital, Columbia, GRT, ITCC.
Card-4-tr.; Columbia, GRT, ITCC.
Cassette: Capital, Columbia, GRT.

- FORT WAYNE (Area Code 260)
Card-4-tr.; Tape Mgr.: Larry Radke.
Seven Arts, White Whale, Word.
Seven Arts, Reprise, Verve.
Seven Arts, Reprise, Verve.
**INDIANAPOLIS** (Area Code 317)


Distributors: R & B labels; sub-distributor for all labels. Cartridge B-tr. & cassette: Sub-distributor for all lines. **RICHMOND** (Area Code 317)

**IOWA**

**DES MOINES** (Area Code 515)

**KENTUCKY**

**CAMPBELLSVILLE** (Area Code 502)
the **BIG** one-stop service in the south!

**STAN'S**/728 Texas Street/Shreveport, Louisiana,/ (318) 422-7182
3 GREAT LOCATIONS TO SERVE YOU

With All Records and Tapes
LET US MERCHANDISE YOUR COMPLETE RECORD AND TAPE DEPARTMENTS

- We supply fixtures.
- Supply divider cards.
- Catalogize merchandise in racks.
- Shrink wrap all merchandise.
- Preprice merchandise with colorful tamper proof tags.
- 24 hour service.
- Offer 100% exchange for credit.
- Weekly personal sales calls.
- Supplementary telephone service.
- Special order service.
- Complete line of players, record & tape accessories.
- Complete selection of 8-track cartridge and cassette tapes.
- We run promotions.
- Supply promotional material.
- Computer analysis information.
- Experienced sales & marketing personnel.

D & H IS CUSTOMER ORIENTED
For the best service in these markets.
Call (717) 761-2805 Collect for Service

WASHINGTON, D.C.

WASHINGTON

Baltimore, Md.

WASHINGTON

West Virginia

COMPLET SALE COVERAGE
INTENSIVE PROMOTION
RAPID SERVICE

MASSACHUSETTS

BOSTON METROPOLITAN AREA

(Area Code 617)


SOMERSET (Area Code 617)


Open reel: RCA, Camden.

SPRINGFIELD (Area Code 413)


Tape playback equip.: Decca.

Phonographs: Decca.

MICHIGAN

DEARBORN (Area Code 313)


Phonographs: Decca, RCA.

MUSICAL INSTRUMENTS: Music: Instruments, drums, organ, tambourines, bongos, guitars, ukuleles (Decca).

We Have Everything! Complete one stop service including

Soul, Pop, OLDIES, BLUES and GOSPEL

Contact MASSACHUSETTS RECORD DISTRIBUTORS

633 Massachusetts Ave.

Boston, MA 02118

508-524-7600

Phonewriter: Skippy White (617) 266-1002
continued


Cartridge 4-tr.: Munir.

Cassette: RCA, Reprise, Warner Bros.-Seven Arts.


Cartridge & fr.: cassette & open reel: Capital, Angel, Apple, Melodye/Angel, Tape playback equip.: Capital.

Phonographs: Capitol, Musical instruments, Harmonicas (Hohner), Accessories: Needles (Duotone), Capitol.


Labels: Columbia, Epic, CBS, CBS, Harmony, Odyssey, Okla, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

Cartridge 4-tr., 8-tr., cassette & open reel: Columbia, Epic, Immediate, Ode, Okeh.

Tape playback equip.: Masterwork.

Phonographs: Masterwork.


Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phonograph.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.

Tape playback equip.: Decca.

Phonographs: Decca.

Musical instruments: Drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

Handelman Co., 670 E. Woodbridge St, Zip 48226, Tel: WD 1-9565, Pres: David Handelman; Mgr: David Strom; Buyer: Louis Handelman; branches: Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Kansas City, Mo.; Philadelphia, Pa.; Dallas, Tex.; Seattle, Wash.; Toronto, Ont.

Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Jay Kay Distg Co. (div. of Handelman Co.), 13401 Lyndon Ave, Zip 48227, Tel: 273-7010, Gen. Mgr: John S. Kaplan, Promo. & Tape Mgr: Tom Schlesinger; Promo.: John Barrow, Stuart Grant, Charly; Dealers: Michael Turner, Frederick Berhardt.


**MINNEAPOLIS**

**MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**


**Cartridge 8-tr., 8-tr. & cassette: All lines.**

**Labels:** Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Crossroads, Ode, Immediate, Barnaby, Blue Horizon.

**Phone:** 332-7341. Tel: 332-7341. Pres.: Okeh.

**Decca**

**Cartridge 8-tr., 8-tr. & cassette: All lines.**

**Phone:** 332-7341. Tel: 332-7341. Pres.: Okeh.

**Decca Dist’g Corp.**

**Cartridge 8-tr., 8-tr. & cassette: All lines.**

**Phone:** 332-7341. Tel: 332-7341. Pres.: Okeh.

**Decca Dist’g**

**Cartridge 8-tr., 8-tr. & cassette: All lines.**

**Phone:** 332-7341. Tel: 332-7341. Pres.: Okeh.

**Heiliger Bros. Inc.**

**Cartridge 8-tr., 8-tr. & cassette: All lines.**

**Phone:** 332-7341. Tel: 332-7341. Pres.: Okeh.

**Mississippi**

**GREENVILLE (Area Code 601)**


**Cartridge 8-tr., 8-tr. & cassette: All lines.**

**Phone:** 332-8261. Tel: 332-8261. Pres.: C. C. Smith.

**MERIT MUSIC DISTRIBUTORS, INC.**

15761 Wisconsin Ave. Detroit, Michigan 48239. (313) UN 3-9191

**NOTHING MOVES WITHOUT A PUSH!**

**DISTRIBUTOR OF RECORDS, TAPE, ACCESSORIES & NORELCO & PANASONIC EQUIPMENT**

A&M • AMY • MALA • BELL • BUENA VISTA • BUNKY • DEARBORN • DISNEYLAND • FRATERNITY • GORDY • HICKOCK • KENT • MTA • MONUMENT • MUSIC MINUS ONE • REQUEST • SCEPTER • SKY • SOUND STAGE • TAMLA • TODDINN TOWN • TRX • VIP • WAND • YOGA • (Records & Books)
continued

NAL, Paramount Stereo Tape, Stax.

PlayTape

Tape playback equipment: Automatic Radio, Cart- able, Muñis. PlayTape, Tenna. Record accessories: Needles (Stylus).

Tape accessories: Automatic Radio, Be-Bo, Mer- cury, Recondition, Tenten, Tenna. (See ADVERTISEMENT)


Cartridge 4-tr., B-tr., cassette & open reel: Eurotone, Frosto, Monitor and all foreign labels available on tape.

Tape playback equip.: Grundig, Leer Jet.

Musical instruments: Guitars (Empire, Zim-Gar, Italian & German imports), accordions, balala- kas, domas, mandolins (Russian imports).


Labels: Belco, Blue Star, Folkraft, Green, H. Hat, Jewel, Kalos, Kismet, MacGregor, Old Timer, Seta in Order, Scope, Square L, Top, Wason Wheel, N.E.


Cartridge 4-tr., B-tr. & cassette: Ampex, Euro- tone, GT, ITCC, Muntz, NAL.

Ideal Rec. Prods., 357 Lyons Ave. Zip: 07112. Tel: WA 3-6333. NTC Tel: (212) WH 4-7313. Pres. Samuel Kesselwich; Mgr.: Lou Capalbo; Buyer: Jack Kosloff.


Cartridge B-tr.: Capitol, Columbia, Decca, Gordy, GT, Jubilee/USA, Liberty/USA, Mercury, Motown, MCA, RCA, Scepter, Tamia, Wand.


Cartridge B-tr.: Ampex, Capitol, Columbia, Decca, Epic, GT, Liberty/USA, Mercury, Modern Sound, Matown, Original Sound, RCA.

Cartridge 4-tr.: Ampex, Columbia, Decca, ORT, ITCC, Liberty/USA, Modern Sound, Muntz, Original Sound.

Cassette: Ampex, Capitol, Decca, GT, Liberty/ USA, Mercury.

Tape playback equipment: Blaupunkt, Borg-Warner, Mayfair, Mercury, Panasonic, Tenna.

Accessories: carrying cases (Amberg), tuners (GW).


Labels: RCA, Camden, Victory, Caldera, Col- gams, Poppy.

Cartridge B-tr.: RCA, Camden, Calendar, Chal- lenge, Colgams, Wheel, Vista, Topof, Diamond, Gambol, Poppy, White Whale.

Cassette: RCA.


Cartridge B-tr.: Project 3, Reprise, Warner Bros.- Seven Arts.


Labels: Abnak, Banyan Tree, Boone, Buddh, Celebrity Circle, Jukebox, Prestige, Stereo.


Cartridge B-tr. & cassette: Ampex, OBI, Doorto, Era, GRT, ITCC, Prestige, Savoy.

Tape playback equip.: Philco-Ford. (See AD- VERTISEMENT)

PENNSAUKEN. (Area Code 609)


Home office: Detroit, Mich.

Cartridge 4-tr., B-tr., cassette & open reel: All lines.


Labels: Blue Note, Imperial, Liberty, Min- 109, Solid State, Soul City, Sunset, Tealers, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., B-tr. & cassette & open reel: Decca.

Promo.: Frank Romani; Distributors: Close-outs.

SOMERS POINT. (Area Code 609)


Distributors: Close-outs.

TENAFLY. (Area Code 201)


Cartridge B-tr.: Decca, Brunswick, Ber- zt, Standard Phonio.

Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick, Ber- zt, Standard Phonio.

Phono: Decca.

Cassette playback equip.: Decca.

Phonographs: Decca.

Musical instruments: Accordion, Drums, organs, tambour- ines, bongos, guitars, ukuleles (Decca).

Accessories: Decca.

TRENTON. (Area Code 609)


Labels: Mercury, Prentis, Frank Romani; Mgr.: John T. Gervasoni.

Distributors: Close-outs, oldies but goodies.


Cartridge 4-tr., B-tr. & cassette: All lines.

Accessories: All lines.

UNION. (Area Code 201)

Liberty/USA Dist 'g Corp. N.Y. Link Branch, 1835 Burnett St. Zip: 07673. Tel: 904-1560. Sales Mgr.: Harold Weiss; Promo.: Frank Romani.

Labels: Blue Note, Imperial, Liberty, Min- 109, Solid State, Soul City, Sunset, Tealers, United Artists, UA Int'l, UA Latino, World Pacific, World Pacific Jazz.

Cartridge 4-tr., B-tr. & cassette: Library/USA Stereo-Tape (includes Blue Note, Imperial, Lib- erty, Min- 109, Solid State, Soul City, United Artists, World Pacific, World Pacific Jazz).

NEW MEXICO

ALBUQUERQUE. (Area Code 505)


Labels: Jazz, Kamawic, Souled Out, Souled Out, Soutrack, TBP Int'l.


Home office: Denver, Colo. (See for product distributed).

NEW YORK

ALBANY. (Area Code 518)


Cartridge B-tr. & cassette: open reel: Capital, Angel, Maladyna/Angel, Tape playback equip.: Phonograph: Capital.

Phonographs: Capital.

Musical instruments: Marimbas (Hohner).

Accessories: Needles (Duotone), Capital.


NO. 1 Distributor in the TRI-STATE AREA

BUFFALO
ALBANY
NEW YORK

CONNN.
L.I.
NEW YORK
NEW JERSEY

ALPHA
DISTRIBUTING CORP.

20 West End Ave., New York N.Y. 10023 (212) 586-6200
AMSTERDAM (Area Code 518)

BUFFALO (Area Code 716)
Alpha Discs Corp., Tel: 2-2721. Contact: Frankie Hestor. (See New York, N.Y., for product distribution.)

COHOES (Area Code 518)

FREEPORT, L. I. (Area Code 516)

GREAT NECK, L. I. (Area Code 516)

HUNTINGTON, L. I. (Area Code 516)

JERICHO, L. I. (Area Code 516)

MET RICHMOND
LATIN RECORD SALES, INC.
“The Largest Selection of Spanish LP’s in U.S.A.”
1637 Utica Ave., Brooklyn, New York
Tel: (212) 253-4600 DAVID LAST, Pres.

If you have Spanish speaking trade in your area we are your answer.
Our vast library of Spanish tapes for LP’s is available for lease.
All of our regular priced LP’s are now available on 8 track Stereo Cartridges.

Exclusive Distributors of M n R, FONSECA and SEECO RECORDS

Page 136
True or False Distribution?

Mr. Manufacturer: Are you getting the maximum distribution effort in the area your distributor should be Servicing? Are you getting the attention your line deserves?

Malverne Distributors has the means to give you:
1. A large expert and thorough sales force—one who calls regularly on their dealer trade.
2. Excellent Promotion in every area.
3. Not being over burdened with too many lines we can give your line the attention.
4. Most modern and large warehouse facilities.
5. Financial stability with 23 years of distribution experience.

IN NEW YORK IT'S MALVERNE DISTRIBUTORS INC.
35-35 35th Street, Long Island City, N. Y. 11106
(212) 392-5700
AL HIRSCH, Pres.

You'll find the answers in Billboard's Annual International Talent Edition... coming December

continued on page 140
continued

Labels: London, Chapter 1, Coliseum, Deram, Hi, Kapp, Parrot, phase 4, Press, Ranwood, Richmond, Seville, Sire, Stereo Treasury, Tel-efunken (pop), Tribe.


Open reel: London, Coliseum, Deram, Hi, Kapp, Parrot, phase 4, Press, Ranwood, Richmond.


Cassette: Ampex. (SEE ADVERTISEMENT)


Sales office: Hightstown, N.J.

Labels: Argo, Das Alte Werkze, L’Oiseau Lyre, Societe Francaise du Son, Telefunken (classi-cal).


Cartridge B-f. & cassette: Mercury, Philips, Smash, Fontana, Lamplight.


Cartridge B-f.: Concert Tapes, M&R, Secco.

Cartridge B-f.: M&R (SEE ADVERTISEMENT)


Branches: Los Angeles, Calif.; Chicago, Ill.


Cartridge B-f. & cassette: MGM, Verve, Verve/ Forecast, Elektra, ITCC, Kama Sutra, NAL, Original Sound.


Home office: Miami, Fla. (RCA product distributed).


Labels: Ren Bob, Remmy; cut-outs, oldies, promo-tional R&B recs.

Cartridge B-f. & cassette: Ren Bob, cut-outs.

Record accessories: Sleeves.


Cartridge B-f., cassette & open reel: Orient.


Cartridge B-f.: Ambassador, Capitol, Columbia, Decca, Liberty/UA, Mercury, Pickwick, Warner Bros.-Seven Arts.

Playtape.

Tape playback equip.: PlayTape.

Accessories: Olympia.


Labels: Dot, Aria, Direct, Seamma.


Cassette: Barclay, Festival, Vogue.

Open reel: GMS.


Labels: Qualion, Hungaroton. (Hungary).


Branch: Newark, N.J., Ideal Rec. Prods.

Labels: Distinguished, Gold Star, Tom Lehrer.

Cartridge B-f.: Capitol, Columbia, Decca, Gor-dy, ITCC, Kapp, Liberty/UA, Mercury, Mor-toon, NAL, RCA, Scopeto, Tamla, World.


Cassette: Same as above with the addition of Barclay, Fontana, Mercury, Philips, Impor-ts.

Playtape.

Record accessories: Receptor.

Tape accessories: Blank B-fr., cartridges & cas-settes; carrying cases (Le-Ro, Recolton); head cleaners; necks (Guy Barry, Le-Ro, Taylor).


Labels: Barclay (France), Berenreiter (Germany), Boite A Musique (France), Electrola (Germany), Elenco (Brazil), Festival (France), Forma (Brazil), Music Sales (Canada), Olympia (UK), Philips (Brazil, France), Polidor (Brazil, France), Vogue (France).

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Cartridge 4 1/2', 7' 88, Columbia (Mexican), Del Valle, El Zarape, Falcon, Ideal, Key-Moc, Norton, Orfeon, S&R.

Cassette: Del Cerrito.

Accessories: Needles (Recoton).

Fishler/Tosb, LHI ANSLLs 4-8633.

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Artists, Stereo-Tape Accessories: Fidelitone.

Labels: Bego, Bravo, Bronco, Chico, Colonial, Columbia (Mexican), Del Valle, El Zarape, Falcon, Ideal, Key-Moc, Norton, Orfeon, S&R.

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Accessories: Needles (Recoton).

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<td>Tel: 272-0103. Owner: Mendel Stewart. (Exporter only—Recs. &amp; tapes)</td>
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<td>MAK-Mezhdunarodnaya Kniga, 168 Frenkiel St., Beverly Hills, Zip: 90212</td>
<td>Tel: 273-3300. Owner: John Filcich. (Importer only—Recs.)</td>
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<td>Musikimport, 1336 S. Arapaho Dr., Beverly Hills, Zip: 90210</td>
<td>Tel: 546-1700. Owner: Julie Mallory. (Importer/Exporter—Recs. &amp; tapes)</td>
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<tr>
<td>SANTA ANA (Area Code 714)</td>
<td>Tel: 744-6786. Mgr.: Brad Miller. (Importer only—Recs.)</td>
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<tr>
<td>6151 W. Century Blvd., Zip: 33138</td>
<td>Tel: 888-5515. Owner: David Sternberg. (Importer only—Tapes)</td>
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<td>731-1181 Canal St., Hollywood, Zip: 33020</td>
<td>Tel: 462-9050. Pres.: G. Burke Robertson. (Exporter only—Recs. &amp; tapes)</td>
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<td>NEW YORK</td>
<td>Tel: 575-1626. Pres.: Michael Adrian. (See ADVERTISER)</td>
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<td>445 S. Second Ave., Palm Beach, Zip: 33480</td>
<td>Tel: 362-0122. Pres.: Charles Saber. (Importer only—Recs.)</td>
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ILLINOIS

- CHICAGO METROPOLITAN AREA

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<td>9026 W. Chicago Ave., Zip: 60655</td>
<td>Tel: 261-6144. Pres.: George Hudson. (Importer only—Recs.)</td>
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continued on page 178
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The Record Factory, PO Box 6, Zip: 20607. Pres.: Bob Vernon.

BALTIMORE (Area Code 301)


COCKEYSVILLE (Area Code 301)

Recordings Incorporated, PO Box 402, Zip: 21231. Tel: 660-7770. VP: Burgess Macneal Jr. (SEE ASSOCIATES)

SILVER SPRING (Area Code 301)

Adelphia Studios, 516 E. Indian Spring Dr, Zip: 20851. Tel: 585-0417. Owner: Gene Rosenhalten.

MASSACHUSETTS

BOSTON METRO POLITA AREA (Area Code 617)


HOLYKE (Area Code 413)


NEW BEDFORD (Area Code 617)


WEST SPRINGFIELD (Area Code 413)

Universal, 26 Cyclone Ave, Zip: 01089. Tel: 677-7377. F. De Angelis.

MICHIGAN

DETROIT (Area Code 313)


Ann-Ro Rec's Studio, 9211 Graydon Rd, Zip: 48224.


KANSAS

EMPORIA (Area Code 316)


KANSAS CITY (Area Code 913)

Kaytown, PO Box 1208, 1401 N. Eighth St, Zip: 66137. Mgr.: Howard S. Selle; Special Electronics Eng.: W. T. Bush.

WICHITA (Area Code 316)

High Fidelity Rec's, Zip: 67208. Tel: 724-2391. Pres.: Steve Monroe.

KENTUCKY

LEBANON JUNCTION (Area Code 502)


LOUISVILLE (Area Code 502)


LOUISIANA

LAFAYETTE (Area Code 318)

La Louisiana, 711 Stevenson St, Box: office—2623, 70501. Tel: 234-4118.

RUSTON (Area Code 318)


SHREVEPORT (Area Code 311)

Southside, 3311 Line Ave, Zip: 71104. Tel: 861-0509.
• MUSKEGON (Area Code 616)

• NEW HAVEN (Area Code 203)

MINNESOTA
• DULUTH (Area Code 218)

• MINNEAPOLIS (Area Code 612)

• ST. PAUL (Area Code 612)

MISSISSIPPI
• JACKSON (Area Code 601)

MISSOURI
• INDEPENDENCE (Area Code 816)

• KANSAS CITY (Area Code 816)

• KIRKSVILLE (Area Code 660)

MONTANA
• HELENA (Area Code 406)

NEBRASKA
• LINCOLN (Area Code 402)

• OMAHA (Area Code 402)

• LAS VEGAS (Area Code 702)
  United Rec’g Corp. of Nev. 3143 Industrial Rd. Zip: 89102. Tel: 737-7131. Contact: Billy R. Porter.

NEW HAMPSHIRE
• KEENE (Area Code 603)

NEW JERSEY
• BRICKTOWN (Area Code 201)

• CAMDEN (Area Code 609)

• CEDAR GROVE (Area Code 201)

• ENGLEWOOD (Area Code 201)

• NUTLEY (Area Code 201)

• TOTOWA (Area Code 201)
The Same Facilities — East and West

NEW HIT!

“GIVE MY RECORDS TO BROADWAY”

(That’s What All The Producers Are Saying)

BROADWAY RECORDING STUDIOS
1697 Broadway, New York 10019
(212) 247-1690

AND NOW

fine recording inc.
118 WEST 57TH STREET, N.Y.C.
CIRCLE 5-6969
SUBSIDIARY OF Vidom electronics inc.
moving up the charts fast!

CLEVELAND RECORDING COMPANY, INC.

one of America's oldest independent recording studios

16 Track — 2 inch Ampex
8 Track — 1 inch Studer
4 Track — 1 inch Studer
3 Track — ½ inch Ampex
2 Track — ¼ inch Scully

Separate facilities for commercial production or pop recording — Complete Neumann mastering and cutting service — Stereo and monaural — High speed tape duplicating system —

CLEVELAND RECORDING COMPANY, INC.

1515 Euclid Ave.
Cleveland, Ohio (216) 651-9362
(Established 1934)
RECORDING STUDIOS---EQUIPMENT MANUFACTURERS

A & B Duplicators, 237 W. 54 St., New York, N.Y. 10019. Tel: (212) 24-8412. Ad #4040-
A-1 equipment. AKG (Div. of North American Philips), 10 E. 42 St., New York, N.Y. 10017. Tel: (212) 67-2600. Mr. A. Brakhan.
Chief product: Microphones.

Chief product: Tape recorders, duplicators, microphones, tape transports, heads, accessories. (SEE ADVERTISEMENT).

Astalac Corp., Harber & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 334-2641. Sales Mgr.: Frank Linder.
Chief product: Microphones.

Chief product: Stereo modular speakers, tape & cassette cleaning cartridges, automatic tape winding machines.

Chief product: Winders, degaussers, loaders & other duplicating equipment. (SEE ADVERTISEMENT) continued on page 210.


WASHINGTO N


Demp Rec’g & Duplication Serv., 4757 17 St. N.E. Zip: 98105. Tel: 522-6138. Dir.: Mike Wing.
Branch: Hamden, Conn.


WISCONSIN


WYOMING

Cheyenne (Area Code 307) R R (Rocky Mountain Rec’g), PO Box 82, Zip: 82001. Tel: 638-8733. Mgr.: Ray Alexander.


TEXAS


Sellers, 2102 Jackson Zip: 75201. Tel: 741-5836.


Sound City Rec’s Studios, 1705 W. Seventh St. Zip: 76102. Tel: 325-2451. Pres.: Don Schafer; Rec’g Eng.: Charles L. Strickland.


McAllen (Area Code 512) Pharaoh, PO Box 960 Zip: 78501. Tel: MU 6-0791. Owner: Jimmy Nickolls.


San Marcos (Area Code 512) Byram, PO Box 261, Zip: 78664. Mgr.: Bo Barber.

Tyler (Area Code 214) Brian’s, PO Box 775, Zip: 75701. Tel: LY 2-7677. Contact: Robin H. Brainn; Eng.: Randy Custom.
Fouts, PO Box 231, Zip: 75701. Tel: 597-2961. Mgr.: Curtis Kirk.
Steve Wright Rec’s Studio, PO Box 626, Zip: 75701. Tel: 592-0591. Pres.: Steve Wright.

Virginia

**Selling Services**

**California**

- **Los Angeles Metropolitan Area**
  - Sennheiser, 505 Fifth Ave., New York, N.Y. 10019. Tel: (212) 693-9763. Pres.: Thomas W. Moriarty.
  - Macneal, 2501 Hudson Rd., St. Louis, Mo. 63103. Tel: (314) 568-6086. Pres.: G. E. Johnson.

- **San Francisco & Bay Area**

**Connecticut**

- Bridgeport (Area Code 203)
  - Stamford (Area Code 203)

**District of Columbia**

- Washington (Area Code 202)

**Georgia**

- Decatur (Area Code 404)

**Illinois**

- Chicago (Area Code 312)

**Indiana**

- South Bend (Area Code 219)

**Maryland**

- Cockeysville (Area Code 301)
  - Recordings Incorporated, PO Box 405. Zip: 21001. Tel: 664-7770. VP: Burgess MacNeal (SEE ADVERTISEMENT).

**Minnesota**

- Minneapolis (Area Code 612)

**Missouri**

- Kansas City (Area Code 314)

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**Shipping Services**

**California**

- **Los Angeles Metropolitan Area**
  - Sennheiser, 505 Fifth Ave., New York, N.Y. 10019. Tel: (212) 693-9763. Pres.: Thomas W. Moriarty.

- **San Francisco & Bay Area**

**Connecticut**

- Bridgeport (Area Code 203)
  - Stamford (Area Code 203)

**District of Columbia**

- Washington (Area Code 202)

**Georgia**

- Decatur (Area Code 404)

**Illinois**

- Chicago (Area Code 312)

**Indiana**

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**Maryland**

- Cockeysville (Area Code 301)
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**Minnesota**

- Minneapolis (Area Code 612)

**Missouri**

- Kansas City (Area Code 314)

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**Records Envelopes, All Sizes**

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**Stock Legal Contracts for Music Publishers and Record Companies**

**Pressure-Sensitive Labels**

**Fan Club Photo Cards**

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PENNSYLVANIA
- PHILADELPHIA (Area Code 215)

TENNESSEE
- NASHVILLE (Area Code 615)

TEXAS
- ARLINGTON (Area Code 817)

SAN ANTONIO (Area Code 512)

SLEEVES

CALIFORNIA
- LOS ANGELES METROPOLITAN AREA (Area Code 213)
- SAN FRANCISCO & BAY AREA (Area Code 415)

FLORIDA
- MIAMI METROPOLITAN AREA (Area Code 305)

GEORGIA
- FAYRMOOUNT (Area Code 404)

ILLINOIS
- CHICAGO (Area Code 312)

MARYLAND
- COCKEYSVILLE (Area Code 301)
  Recordings Incorporated, PO Box 405, Zip: 21030. Tel: 646-7770. VP: Burgess McNeel Jr. (SEE ADVERTISEMENT)

MASSACHUSETTS
- SPRINGFIELD (Area Code 413)
  U S Envelope, PO Box 951. Zip: 01101. Tel: 736-7211.

MINNESOTA
- MINNEAPOLIS (Area Code 612)

NEW JERSEY
- NEWARK (Area Code 201)
  Newark Phonolabels (div. of Folkraft Publ'g Corp.), 1759 Broad St. Zip: 07114. Tel: 652-0204. Pres.: Jerry Shifrin.

NEW YORK
- FARMINGDALE, L.I. (Area Code 516)
- GREAT NECK, L.I. (Area Code 516)
  Ivy Hill Litho (plant), Community Dr. Tel: HU 7-0200. Sales Office: New York City. (SEE ADVERTISEMENT)
- HAUPPAUGE, L.I. (Area Code 516)
- HICKSVILLE, L.I. (Area Code 516)
  Andrews-Nunnery, 74 Alpha Plaza, Zip: 11801. Tel: WE 1-6500.
- NEW YORK CITY (Area Code 212)


THE COMPLETE DUPLICATOR—Mastering, Production, Quality Control, Warehousing, Inventory Control, Shipping, Graphics, Package Design, Printing Complete one stop service designed to reproduce your masters on time with the minimum amount of work for you. Just place your order—send your master—we will do the rest.

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313-576-2777
We don't shout about how good Audiotape .150 cassette tape is. We whisper. Because there's no place for noise when it comes to cassette tape.

Our special Low-Noise formulation drastically reduces the hiss caused by poor signal-to-noise ratio, the biggest obstacle to quality sound reproduction in cassettes.

You can hear the brilliant high frequency reproduction that our special oxide coating gives you, even at slow cassette speeds. In mono or stereo with complete compatibility and interchangability.

If you really want to make a hit with your recordings, get Audiopak Compact Cassettes to go with your tape. They'll also help you get more out of your recordings, without making a lot of noise about it.

Write for details. We can make such beautiful music together.
continued

Queens Envelope (see Queens Litho).

NORTH CAROLINA
• WINSTON-SALEM (Area Code 319)

OHIO
• CINCINNATI (Area Code 513)
• TOLEDO (Area Code 419)

PENNSYLVANIA
• PHILADELPHIA (Area Code 215)

TENNESSEE
• NASHVILLE (Area Code 615)
  St. Regis Paper, 820 Seventh Ave. N. Tel: 244-2301. Mgr.: Albert K. Kanso.

CUSTOM TAPE DUPLICATION

ARIZONA
• PHOENIX (Area Code 602)

CALIFORNIA
• ANAHEIM (Area Code 714)
• IRVINE (Area Code 714)
• LOS ANGELES METROPOLITAN AREA (Area Code 213)

In this edition, we have removed the previous ads and added new ones. We have also updated the contact information for each location. We have maintained the same format as in previous editions, with the directory listing the various tape duplication services available in each state. We have also added a map showing the location of each service provider.
Did the fact that we created Dynapak, the world's first no-return cartridge, saddle us with the responsibility of designing a no-return cassette, too?

So we did.

We call it Dynapak Cassette. It's as superior to the cassette you're accustomed to as Dynapak is to old-fashioned tape cartridges.

It contains only ten parts. The present most-widely used cassette has seventeen. Thus, the Dynapak Cassette eliminates seven chances for assembly line or operating foul-ups.

Simplicity is the keynote of its design.

For example: Its two halves snap onto a one-piece hub. No sonic welding. No screws.

For example: The loading of its spring pad assembly is so uncomplicated, its slot design so ingenious, the tape can be dropped into place.

Do you begin to see the implications of this? Stereodyne has

Damn right.

created a cassette so simple in design that it can be put together on a 100% automated assembly line.

In short, the Dynapak Cassette is so brilliantly engineered to be fool-proof that it is now the cassette against which all others must be judged.

Stereodyne

2810 Elliott
Troy, Michigan 48084
(Area 313) 585-6585
STEREODYNE LTD.
6 Evans Court
Etobicoke
Ontario, Canada
(Area 416) 259-4202
THE FINEST CUSTOM DUPLICATING FIRM IN THE COUNTRY

COMPLETE HIGH FIDELITY CASSETTE DUPLICATING SERVICES

- Two & Four Track
- Specialists in Custom Work
- Mastering, etc.
- Labeling & Packaging
- Warehousing & Shipping

Open Reel
Check our low, low prices

15 YEARS EXPERIENCE IN DUPLICATING WORK
CASSETTE DEVELOPMENT CORPORATION
A DIVISION OF Avery & Elkins, INC.
653 ELEVENTH AVENUE • NEW YORK, N. Y. 10036 • JU 6-6235

For the fastest and most complete service on the West Coast

CASSETTE DUPLICATING
BLANK CASSETTE CARTRIDGE
CASSETTE LOADING
4-TRACK DUPLICATING
4-TRACK LOADING
8-TRACK DUPLICATING
8-TRACK LOADING
MASTERING, SEQUENCING, ETC.
PRINTING (4-COLOR)
COMPLETE PACKAGING
DELIVERY

PERSONALIZED PROGRAMMING FROM OUR LARGE LIBRARY

Custom Tape Duplicators
(A DIV. OF CADET RECORDS INC.)
5810 S. Normandie Ave.
Los Angeles, Calif. 90044
(213) 753-2481 (EXT. 33)

continued

RCA Record Div., 4363 Sunset Blvd., Hollywood.
Zip: 90026. Tel: HO 1-9171. Sales Mgr.:
Neil Brandt.
Radio Recorders (div. of EMI Corp.), 7000 Santa
Monica Blvd., Hollywood. Zip: 90038. Tel:
463-3282, Pres.: David E. Fennberg; Gen. Mgr.:
J. Greenfield. Sales Mgr.: Phillip Schommer.
TDK Electronics Corp., 6151 W. Century Blvd.
Zip: 90044. Tel: DR 0-5515.
Home offices: New York, N.Y.
Whitney Recording Studio, Inc., 1516 W. Glendale
Pres.: John J. Whitney.
Worldex Mfg. Co., Ltd., 1248 S. Berendo St. Zip:
90066. Tel: 388-9690. Pres.: Louis R. Baptista;
Gen. Mgr.: Claudio Jara.

- SAN FRANCISCO & BAY AREA
(Area Code 415)
Sierra Sound Laboratories, 1741 Alcatraz Ave.,
Mgr.: Robert C. de Souza.

- SAN JOSE (Area Code 408)
Make-A-Tape, 329 S. First St. Zip: 95113. Tel:
294-2010. Owners: M. Papp, L. Chiaromonte.

- SANTA MARIA (Area Code 805)
Columbia Record Products, 900 E. Stowell Rd.
Zip: 93454. Tel: WA 2-4511. Supervisor: Jack
Storli; Mgr.: Bob Norwood.

- SAUGUS (Area Code 213)
Tel: 363-3991. Exec. VP: R. B. Kersor.

- SUNNYVALE (Area Code 408)
General Recorded Tape Inc., 1286 Lawrence St.
Zip: 94086. Tel: 734-2970. Pres.: Alan J. Bayley;
Mktg. Dir.: Chris Coburn; Special Serv. Mgr.:
Brennan; Mktg. Mgr.: Tom Bonetti; Sales Mgr.:
Herb Hershfield. (SEE ADVERTISEMENT)

CONNECTICUT
- GREENWICH (Area Code 203)
Mind Inc., 19 W. Putnam Ave. Zip: 06830. Tel:
869-1350. Pres.: Charles F. Adams; Gen. Mgr.:
Theodore C. Eisele.

continued on page 218

NOW! GET ALL YOUR AUDIO/VIDEO NEEDS UNDER ONE ROOF!

- Professional Audio/Video Equipment
- Video Recorders
- Recording and Broadcast Components
- Recording Tape and Accessories
- Hi-Fi/Stereo Systems
- Ampex Audio and Video Recorders
- Sales — Installation — Rentals — Repairs

Write today for our new 1969 catalog.

SONOCRAFT
NEW YORK'S LEADING AUDIO/VIDEO SUPPLIER!
115 West 45th Street, Dept. 111,3
New York, N. Y. 10036 • JU 2-1750

Are you making six basic errors when buying your cassette graphics?

1. Do you get an experienced Art Department to convert your record jacket graphics to cassette mechanicals?

Handling graphics for cassettes isn't easy. The Art Director must know what to put in ... what can be left out. After all, a cassette wrapper is much more important than a record jacket because its size small. Every inch must be used effectively.

Remember, the type is small; the art (no matter how colorful) is small, the entire package is small. As a result you've got to fight to have the customer pick you out before he can pick you up.

Our art staff is familiar with the requirements of cassette packaging. They know how to handle all types of packaging... in any size. They combine this experience to give your cassette package the treatment it needs, and they can handle it through every phase: from design (if necessary) right through type spec and mechanical prep. They can do all of it, or any part of it.

2. Do you get a printer that is really experienced in handling heatseal products?

Part of the packaging revolution is already an important development in cassette packaging. That's the use of sophisticated heat seal packaging equipment.

Preparing labels for heat sealing demands special know-how. You've got to know about the right papers, and inks. You've got to know how to handle the stock before, during, and most of all, after printing.

The average printer can learn how to do it, at your expense. At Queens Litho we've done it for so many people, for so long, that we have a complete plant set-up to print nothing but tape graphics, the major portion of which is for heatsealing. This plant is probably the only one like it in the country.

3. Do you pay extra for special dies?

You probably do, if you're not having your cassette labels printed at Queens Litho. Actually Queens Litho is about the only Lithographer we know that has a full range of dies on hand for all cassette styles and doesn't have to charge extra for them. This important because every cassette label and wrapper must be die-cut. There's no way around it.

At Queens Litho we die-cut the labels and wrappers in our own plant, on a large volume basis. We have developed a unique method of die-cutting and straight cutting to give you greater size and shape accuracy. This means smoother production... and fewer rejects.

4. Do you get the benefits of high volume production by dealing with the leading supplier of graphics for the tape industry?

That's a bit Plus, or Minus, on your side, depending on how you look at it. There's an extra plus in dealing with the largest. You can benefit directly from our large volume of cassette graphics printing. For example, there is no need for you to fill out a complete sheet to get just one or two rush numbers. We are printing cassette material daily. So, if you need one item or fifty, we have the volume to get you on press without delay.

We already do the bulk of the heatseal wrappers and labels, and because our volume is growing daily, we can probably give you the price advantage you need, right from the start. Isn't that worth looking into?

5. Do you get delivery on new numbers or re-orders in only 10 working days regardless of quantity?

Don't get trapped by your own success. We all know how a number can take off. The music industry is full of tales about how a hit didn't cash in all the way because the product didn't get to the market place in time. When it comes to cassettes, timing is even more important because of the greater lead time required to print and die-cut heatseal paper.

That's why our round-the-clock operation can give you delivery, on new numbers or re-orders, in ten (10) working days, regardless of quantity.

6. Do you get the choice of every mode of cassette packaging available?

At Queens Litho, where we produce every size, style and mode of cassette packaging going, we can give you what you want immediately. You pick the packaging format, we can produce it. Or talk to us about your package mode. We've helped to develop some of the more popular types around. There's no doubt that if you want something different, our Research & Development Department can help you. When Queens Litho can give you a choice, why trust to chance?
CALL (212) 765-1820
For the world's largest independent music library.
Over 5,000 hours of recorded music. Well-known artists.
Available for licensing or private brands.
TAPEWORLD
250 West 57th Street, New York, N.Y. 10019

Cassette Communications Corp.
Magnetic Tape Duplicating and Packaging
Warehousing · Shipping · Distribution
For complete Information regarding Our Services Write to
Cassette Communications Corp.
Suite 17-F
32 Gramercy Park South
New York, N.Y. 10003
Phone (212) 425-0155

continued

- STAMFORD (Area Code 203)
  Cassette-Cardidge Corp., 65 Prospect St., Zip: 06902. Tel.: 372-6811. Pres.: Larry Press; VP
  Sales/Trans.: Henry W. Haenicke; Gen. Mgr.: Peter Pittas; Comm. Sales Dir.; George P.
  Scott; Customer Relations: Peter Press.
  Factory: New York, N.Y.

- WILMINGTON (Area Code 302)
  Kan-Del Prod's Inc., 111 Valley Rd., Richardson
  Edwin Kennedy.

DISTRICT OF COLUMBIA
- WASHINGTON (Area Code 202)
  Tri Con Prod'n Inc., 2741 34 St. N.W. Zip: 20008.
  Tel.: 537-7474. Pres.: Jules Damian.

FLORIDA
- FT. LAUDERDALE (Area Code 305)
  The Smith Studio Inc., 259 S.W. 21 Terr. Zip:
  33312. Tel.: 581-7300. Pres. & Sales Mgr.;
  Fletcher Smith.

- MIAMI METROPOLITAN AREA
  (Area Code 305)
  Adrian Assoc's Inc., 6660 Biscayne Blvd. Zip:
  33138. Tel.: 757-1625. Pres. & Sales Mgr.;
  Michael Adrian; Gen. Mgr.; Curt J. Wirt.
  Criteria Recording Co. Inc., 1755 N.E. 149 St.
  Zip: 33161. Tel.: 947-5611. Pres.: M. L.
  Edman.
  Florida Tape Dupl'ts, 785 W. 83 St., Hialeah. Zip:
  33012. Tel.: 887-7948. Pres.: Aldo Vazquez.
  South Eastern Records Mfg. Corp., 170 W. 29 St.,
  Pres.: Matthew Sam Martin; Sales Mgr.:
  Frank Garcia.
  Universal Rec'g & Dist. Corp., 655 W. 83 St.,

- ORLANDO (Area Code 305)
  Magnetix Corp., PO Box 12885; plant: 1 Precision
  Rd. Zip: 32808. Tel.: 293-0663. Pres.: James
  D. Ivey.

- TAMPA (Area Code 813)
  Charles Fuller Prod's Inc., PO Box 10513, 2722
  South MacDill Ave. Zip: 33609. Tel.: 839-5471.
  Pres.: Charles F. Hunt; Gen. Mgr.; Ronald
  Resler.

continued on page 220
This superbly engineered hardware is the Finebilt 69-5 highspeed tape duplicator system.

There never has been anything like it, and it is going to shake up the tape duplicating scene.

Here are just a few features:

- Precise highspeed duplication of 4-track, 8-track, cassette, reel-to-reel or play tapes... 5 positions in one machine!
- Produces up to 2000 one hour subjects per 8 hour shift.
- Quick 10-minute format changeover... thanks to Finebilt's exclusive "plug in/plug out" head assembly.
- Value engineering throughout. Electronics are solid state and plug-in.
- The single self-contained unit occupies just 14 sq. ft. of floorspace.
- No installation required. The 69-5 rolls on casters to any position—plugs in readily into an ordinary electrical outlet.
- Smaller original cost, minimum maintenance and operating cost, plus matchless performance, make the multipotent 69-5 the unduplicated duplicator.

ALSO—these Extra Bonus features!

* Common capstan transport — no introduction of wow or flutter.
* Big reel capability — 7200 ft. per position at high speed without stop.
* Any of the positions can be stopped without interrupting operation of duplicator.

FINEBILT Fine-Coat Manufacturing Equipment

The complete plant package to fit your requirements. Now you can establish a compact, automatic tape plant which can produce the highest quality recording tape at a minimum investment. How? With FINEBILT Fine-Coat Magnetic Tape Manufacturing Equipment, another industry "breakthrough" by FINEBILT, the quality name in precision phonograph record pressing, and plating equipment.

Backed by unmatched experience gained in the special design and installation of sound industry facilities throughout the world, Fine-Coat Tape Equipment was developed to enable you to set up a modern plant with a maximum of efficiency. This equipment represents a total concept in plant operation. We are not merely selling factory machinery... WE ARE MARKETING A SELF-CONTAINED BUSINESS WITH AN UNLIMITED PROFIT POTENTIAL.
GEORGIA
- ATLANTA (Area Code 404)
  Cartridge Control Corp., 2091 Faulkner Rd. N.E.
  Gen. Mgr.: Bill Evans. (SEE ADVERTIS-
  EMENT)
  Continental Electromagnetics Corp. (formerly Magna-
  Tech Corp.), 3227 Cains Hill Pl. N.W. Zip:
  30305. Tel: 237-7020/7122. Pres. Ron Mat-
  thews; Gen. Mgr.: B. J. Hammonstree.
- DEMOREST (Area Code 404)
  Ralph's Radio Music, Box 127. Zip: 30535. Tel:

ILLINOIS
- CHICAGO METROPOLITAN AREA
  (Area Code 312)
  Ampex Corp., 2201 Lunt Ave., Elk Grove Village.
  Zip: 60007. Tel: 429-8750. VP & Gen. Mgr.:
  Donald V. Hall; Mktg. Adv. Mgr.: Bill Johnson.
  (SEE ADVERTISMENT)
  International Recording Co., 1649 W. Evergreen
  Avalloni; Gen. Mgr.: Jerome V. Man; Sales
  Mgr.: Leonard March.
  Magnetic Tape Transfer Inc., 4919 N. Clark St.
  Zip: 60634. Tel.: 275-6636. Pres.: Mitchell
  Heller; Sales Mgr.: Earl Glickman.
  RCA Record Div., 445 N. Lake Shore Dr. Zip:
  60611. Tel: 944-3215. Sales Mgr.: W. Reilly.
  Radiant Screen & Sales Co., 8220 N. Austin,
  Gen. Mgr.: Cary Wang; Sales Mgr.: Seymour
  Jacob.
  Recordings Unlimited, 64 E. Van Buren St., Suite
  Daren Stembel.
  T D K Electronics Corp., 2906 W. Peterson Ave.
  Zip: 60645. Tel: 973-1222. Pres.: Y. Ohishi;
  Gen. Mgr.: K. Hiromoto; Sales Mgr.: Y. Hirosaka.
  Home office: New York, N.Y.
  Tel: Ml 2-6465. Pres. A. B. Clapper; VP &
  Sales Mgr.: Mason B. Coppeniger
  Universal Recording Corp., 46 E. Walton St. Zip:
  60611. Tel: 642-6465. Pres. A. B. Clapper;
  VP & Sales Mgr.: Mason B. Coppeniger.

- PINKNEYVILLE (Area Code 618)
  Decca Mfg. (Div. of Decca Dist.), Zip: 62274. Tel:
  2167-no direct dial. Contact: Floyd Kinman.

INDIANA
- SOUTH BEND (Area Code 219)
  Custom Electronics, PO Box 755, Zip: 46624. Tel:
- TERRE HAUTE (Area Code 812)
  Columbia Record Prods., 1400 Fruitridge Ave.
  Zip: 47805. Tel: 466-4231. Supervisor Curt
  Albright; Mgr.: Ken Lemley.

IOWA
- COUNCIL BLUFFS (Area Code 712)
  Mass Recording Serv., 708 W. Broadway. Zip:

KANSAS
- EMPORIA (Area Code 316)
  Webb Records, 1234 Luther St. Zip: 66801. Tel:

- WICHITA (Area Code 316)
  High Fidelity Recording Inc., 445 N. Oliver. Zip:
  67208. Tel: MU 2-7451. Pres.: Raymond G.
  Creely; Gen. Mgr.: James Stratton; Sales
  Mgr.: Don Cayne.

KENTUCKY
- LOUISVILLE (Area Code 502)
  Griri Radio Co., PO Box 1644, 1662 Arlington.
  Mgr.: S. A. Cisler.

LOUISIANA
- BATON ROUGE (Area Code 504)
  Ron Records, PO Box 14602. Tel: 927-0119. Owner
  & Pres.: Ron Shabb.

MARYLAND
- BALTIMORE METROPOLITAN AREA
  (Area Code 301)
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continued on page 225

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Page 220
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ENGINEER'S CHECK LIST:
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(1) A Basic ten slave system including slave reloading time with one operator.
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☐ Modular plug-in heads & electronics for quick service. ☐ 6 dB improvement in high frequency tape saturation. ☐ Focused Gap* recording process (Beamed RF Bias) with 10 MHz bias frequency. ☐ Bias tape noise no more than 2 dB over bulk erased tape. ☐ Frequency response (Dubs of 7 1/2 IPS master with NAB equalization): 3% IPS ±3 dB 30 to 12 KHz, 1 1/2 IPS ±3 dB 30 to 10 KHz ☐ Total harmonic distortion: -1% THD at 500 Hz. ☐ Dual capstan direct drive ☐ Constant tape tension, servo controlled ☐ One year warranty on entire system. ☐ Two year head warranty on pro-rata basis.

<table>
<thead>
<tr>
<th>Operating Hours</th>
<th>Programs</th>
<th>Equipment Investment</th>
<th>Retail Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic System</td>
<td>8</td>
<td>1284</td>
<td>$ 30,000</td>
</tr>
<tr>
<td>with 1 slave</td>
<td>16</td>
<td>784</td>
<td>30,000</td>
</tr>
<tr>
<td>with 5 slaves</td>
<td>24</td>
<td>5472</td>
<td>30,000</td>
</tr>
<tr>
<td>with 8</td>
<td>8</td>
<td>9120</td>
<td>65,000</td>
</tr>
<tr>
<td>with 10 slaves</td>
<td>16</td>
<td>18,240</td>
<td>65,000</td>
</tr>
<tr>
<td>with 24</td>
<td>24</td>
<td>27,360</td>
<td>109,000</td>
</tr>
<tr>
<td>with 8</td>
<td>10</td>
<td>18,240</td>
<td>109,000</td>
</tr>
<tr>
<td>with 16</td>
<td>24</td>
<td>36,480</td>
<td>109,000</td>
</tr>
<tr>
<td>with 24</td>
<td>24</td>
<td>54,720</td>
<td>109,000</td>
</tr>
</tbody>
</table>

(2) 8 Track, 30 minute cartridges (3) Based at $6.00 per cartridge.
Note: For C-30 cassette production, reduce the number of programs and retail sales dollars by 50 percent.

Gauss Electrophysics
a division of MCA Technology Inc. an MCA Inc. Company
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continued on page 226

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Page 225
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Cassette Rec's Corp. (Div. of National Rec's Studios Inc.), 730 Fifth Ave, Zip: 10019, Tel: PL 7-4440.
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Columbia Record Prods., 49 E. 52 St, Zip: 10022, Tel: 765-6251.
Lang Electronics Inc., 507 Fifth Ave, 10017, Tel: MU 2-3147, Pres.: Lou Lang.
North American Leisure Corp. (NAL), 1775 Broadway, Zip: 10019, Tel: 265-3540, Pres.: Larry Finley.
Olmitz Sound Studios Inc., 1 E. 54 St, Zip: 10022, Tel: PL 1-0890, Pres.: Richard B. Olmitz; Gen. Mgr.: Bonnie Malen; Sales Mgr.; Arthur Shear.
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General Recorded Tape Inc. (see GRT).


International Tape Cartridge Corp. (see ITCI).


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North American Leisure Corp. (see NAL).


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HARMONICAS

Capitol, Hohner (M. Hohner), Hugo Kauer (Alexander Apfelbaum), Kratt (William Kratt), Prestige (Astra), Zim-Gar (Gar Zim).

ORGANS

Ace Tone (Sorkin).

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Allan, Apollo (St. Louis Music), Audion, Baldwin, Cambalaet (M. Hohner), Clarinet (M. Hohner), Courvoir 33 (Excelsior), Cramco (Imperial), D'addario, Domino (Maurice Lipsky), Dobro, Eko (LoDuca), Electra Piano/Harpichord (WMI), Eminent (Yamaha), Esray, Explorer (RMI), Fratia (Chicago Musical Instrument), Fender, Gibson (Chicago Musical Instrument), Grand Prix (Wellcor), Hammond, Ideal, Ideal Porto-Organ (Ideal), Kimball, Kingston (Westheimer), Kustom, LoDuca, Lowrey (Chicago Musical Instrument), Magna, Marinucci (Fulvio Telso), Melovox (Sorkin), Organaire, Pianorgan (PANcordon), Planet (M. Hohner), Prestige (Astra), Rock-a-chord (BMI), Roma (Fulvio Telso), Sano, Shabbarrasi, Story & Clark (Chicago Musical Instrument), Symphonic (M. Hohner), Teiscord (WMI), Tele-Star, Thomas, Titan, Titha, Unicostrich (Perston), Vox (Thomas), Welcor, Whitehall (David Weaver), Wurlitzer, Yamaha.

DRUM ACCESSORIES

A M R A W C O—drum heads, Apollo—Cymbals (St. Louis Music), Artistic Cover—cover, Atlas, Bradley (Maryland), Bruno (C. Bruno), Camco, Century (Atlas), D'Alesio's of Calif—covers, Decca, Dewey—stands, Thrones (Carper), Drumland, Ralph Kester—singing rings, hi-stappers, trap-hands, Efton (L. A. Elkington), Evans All Weather—heads (Evans), Giant Music, Gold Crown (White Eagle Rawhide), Gretsch (Fred Gretsch), H & B—cases (Homer Berg), Hamilton—stands (Krauth & Benjaminho), Handpan—cases, Ideal, Kent (E. W. Kent), Kingston (Westheimer), Leedy, Ludwig, Maxitone (C. Bruno), Norma (Strum & Drum), Premier, Prestige (Astra), Regal—sticks, Regal—tip—sticks, brushes (J. D. Calato), Rogers, Sekova (US Musical Mtds.), Slingerland, Sonor (M. Hohner), Sorrento (Global), SoundMaster—or Orlandos (Remo), Sparky—tones (Remo), Starlight (LaPlaya), Sterling (Atlas), United Rawhide—heads, covers, Veri-Sonic—sticks, Vibration—sticks (St. Louis Music), W E R C O (White Eagle Rawhide), W F L (Ludwig), WeatherKing—heads (Remo), Zim-Gar (Gar Zim), Zipsco—covers (Lowenthal).

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Models: 10 portable, $24.95-$125.30; 3 consolette, $139.95-$299.95; 3 console, $199.95-$529.95.

Brand name: Panasonic.


Models: 5 portable, $14.95-$34.95.


Models: Console and compact and stand amphenic.


Models: 13 portable, $19.95-$349.95; 20 console, $199.95-$795.

N A C O (see North American Foreign Trading).

NordMende (see Sterling H-Fidelity).


Models: 5 portable, $24.95-$59.95.


Models: B compact, $49.95-$249.95; 5 table, $39.95-$149.95; 3 console, $199.95-$499.95; Brand name: Olympic.


Models: 21 console, $149.95-$299.95; 4 table, $129.95-$297.95.

Starfire (see Mar-Lin).

Stereo Prinz (see Lion).


Models: B portable, $49.95-$249.95; 4 table, $39.95-$149.95; 3 console, $199.95-$499.95; Brand name: Sterling.

Strokes (see Seeburg).

Swinger Stereo 70 (see Chassis). 

Swingster (see Channel Master).

Sylvania Home Entertainment Electronics, 700 Elliott Ave., West Palm Beach, Fla. 33401. Tel: (305) 343-0470. Pr. Mgr.: Ralph W. Emerson Jr.

Models: B portable, $249.95-$309.95; 8 table, $129.95-$359.95; Brand name: Sylvania.


Models: 14 portable, $16.95-$179.95; 4 console, $99.95-$399.95.


Models: 13 portable, $19.95-$139.95; 4 table, $79.95-$379.95; Brand name: Telefunken.


Models: 2 portable, $99.95-$149.95; 3 table, $199.95-$299.95; Brand name: Zenith.

Viscount (see Consolidated).

Voice of Music (see V-Mem).
ARGENTINA

POPULATION: 23,000,000

PER CAPITA INCOME: $560.

RATE OF EXCHANGE: 1 US $ = 350 pesos.

NO. OF HOMES WITH RECORD PLAYERS: 3,000,000.

MONEY: Argentine Peso. 1 Peso = 100 Centavos.

Type of programming: Classical, Latin 75%, other 25%.

No. of radios: 6,000,000.

TV STATIONS: 30 government, 29 commercial.

Type of programming: Musical, news, sports, series. Total: 60.

No. of sets: 1,600,000.

RECORDS

Type: Domestic, Import, Reproduction.

Records sold domestically: LP's 1968: 5,200,000 units, 1967: 4,000,000 units, 1966: 12,000,000 units. Singles 1968: 7,000,000 units, 1967: 5,500,000 units, 1966: 5,250,000 units.

Discounts: Frequent.

Type of distribution: Import/Export regulation.

Import/Export regulations: There is an import duty of 120% on all tapes. Ruben Machado.

○ record manufacturers

Arga-Nicky (see BGM-Magenta).
B. M. (see BGM-Magenta).
C. B. M. (see BGM-Magenta).

Recordings:

Buenos Aires: La Roca, El Salon, Imperial, La Vida, RCA Victor, Fidel-Art, Nkica, Mano, Phonographa, Recorda, Radio, Sales Mgr.: Jose de la Torre.

Caracas: EMI, Philips, Sona, Telefunken, Sales Mgr.: Jose Luis Rodriguez.

Colombia: Graf, Salf, RCA Victro, Sales Mgr.: Atilio Argibay.

China: Latina, RCA Victor, Sales Mgr.: Jose Miguel Clavijo.

Costa Rica: Celia, Columbia, Sales Mgr.: Donati.

Czechoslovakia: PAS, Sony, Sales Mgr.: Jose de la Torre.

Danmark: A. S., Sales Mgr.: Juan P. Lopez.

Dominican Republic: Sony, Sales Mgr.: Jose de la Torre.

Eire: A. 

El Salvador: His Master's Voice, Mavon, Sales Mgr.: A. 

Finland: Philips, Sales Mgr.: A. 

France: Philips, Sales Mgr.: Jose Luis Rodriguez.

Germany: A. 

Greece, East Germany, Germany, West Germany: RCA Victor, Sales Mgr.: A. 

Hungary: Philips, Sales Mgr.: A. 

India: Telefunken, Sales Mgr.: Jose Miguel Clavijo.

Indonesia: Sony, Sales Mgr.: Jose de la Torre.

Ireland: RCA Victor, Sales Mgr.: A. 

Italy: RCA Victor, Sales Mgr.: A. 

Japan: RCA Victor, Sales Mgr.: A. 

Kenya: RCA Victor, Sales Mgr.: A. 

Lebanon: RCA Victor, Sales Mgr.: A. 

Malaysia: RCA Victor, Sales Mgr.: A. 

Mexico: RCA Victor, Sales Mgr.: A. 

Netherlands: RCA Victor, Sales Mgr.: A. 

Netherlands Antilles: RCA Victor, Sales Mgr.: A. 

New Zealand: RCA Victor, Sales Mgr.: A. 

Nicaragua: RCA Victor, Sales Mgr.: A. 

Nigeria: RCA Victor, Sales Mgr.: A. 

Norway: RCA Victor, Sales Mgr.: A. 

Pakistan: RCA Victor, Sales Mgr.: A. 

Panama: RCA Victor, Sales Mgr.: A. 

Paraguay: RCA Victor, Sales Mgr.: A. 

Peru: RCA Victor, Sales Mgr.: A. 

Philippines: RCA Victor, Sales Mgr.: A. 

Poland: RCA Victor, Sales Mgr.: A. 

Portugal: RCA Victor, Sales Mgr.: A. 

Puerto Rico: RCA Victor, Sales Mgr.: A. 

Singapore: RCA Victor, Sales Mgr.: A. 

South Africa, Republic of South Africa: RCA Victor, Sales Mgr.: A. 

Sweden: RCA Victor, Sales Mgr.: A. 

Switzerland: RCA Victor, Sales Mgr.: A. 

Thailand: RCA Victor, Sales Mgr.: A. 

Turkey: RCA Victor, Sales Mgr.: A. 

United Arab Republic: RCA Victor, Sales Mgr.: A. 

United Kingdom: RCA Victor, Sales Mgr.: A. 

Uruguay: RCA Victor, Sales Mgr.: A. 

U.S.S.R: RCA Victor, Sales Mgr.: A. 

Venezuela: RCA Victor, Sales Mgr.: A. 

Virgin Islands: RCA Victor, Sales Mgr.: A. 

Yugoslavia: RCA Victor, Sales Mgr.: A.
Atlantic Records are released on the Atlantic Label in the following countries...

ARGENTINA: PHONOGRAM, S.A.I.C.
AUSTRALIA: FESTIVAL RECORDS PTY. LTD.
AUSTRIA: ARIOLA SCHALLPLATTEN G.m.b.H.
BELGIUM: COMPAGNIE PHONOGRAPHIQUE FRANCO-BELGE BARCLAY
BARBADOS: WEST INDIES RECORDS (B'DOS) LTD.
BRAZIL: COMPANHIA BRASILEIRA DE DISCOS
CANADA: WARNER BROS./SEVEN ARTS RECORDS, LTD.
CHILE: PHILIPS CHILENA S.A.
COLOMBIA: PHILIPS COLOMBIANA S.A.
COSTA RICA: INDUSTRIA DE DISCOS CENTROAMERICANA
DENMARK: METRONOME RECORDS A/B
ENGLAND: POLYDOR RECORDS LTD.
FRANCE: DISQUES BARCLAY
FRANCO-BELGE BARCLAY
GERMANY: METRONOME RECORDS G.m.b.H.
GREECE: HELLASDISC S.A.
HOLLAND: POLYDOR NEDERLAND N.V.
HONG KONG: COSDEL (HONG KONG) LTD.
ITALY: RIFI RECORD CO.
ISRAEL: GAL RON LTD.
JAMAICA: DYNAMIC SOUNDS RECORDING CO., LTD.
JAPAN: NIPPON GRAMMOPHON CO. LTD.
MEXICO: DISCOS UNIVERSALES S.A.
NORWAY: AS NORDISC
PERU: EL VIRREY INDUSTRIAS MUSICALES S.A.
PHILIPPINES: MARCO, INC.
PORTUGAL: RADIO TRIUNFO LTDA.
SINGAPORE: COSDEL (SINGAPORE) LTD.
SOUTH AFRICA: TEAL RECORD CO. LTD.
SPAIN: HISPAVOX S.A.
SWEDEN: METRONOME RECORDS AB
SWITZERLAND: BARCLAY RECORDS S.A.
TURKEY: MELODI RECORDS
VENEZUELA: SIEMENS VENEZOLANA S.A.
WEST INDIES: WEST INDIES RECORDS, LTD.

Atlantic Records, 1841 Broadway, New York, N.Y. 10023
**BILLBOARD INTERNATIONAL CORRESPONDENTS**

**AUSTRALIA**
Jock Veitch  
C/o Sun-Herald  
Box 506 GPO  
Sydney, N.S.W.

**AUSTRIA**
Manfred Schreiber  
Universitaetsstr 10  
1090 Wien IX  
Tel: 42.40.083

**BELGIUM**
Jan Waldorp  
Humo Magazine  
97 rue Livourne  
Brussels

**CANADA**
Kit Morgan  
22 Tichester Rd.  
Apt. 105  
Toronto 10  
Tel: (416) Le 3-2274

**CHILE**
Ricardo Garcia  
Casilla 1032  
Santiago

**CZECHOSLOVAKIA**
Lubomir Dorotka  
Vinohradská 3  
Prague, Vinohrady  
Tel: 32-10-54

**DANISHLAND**
Karen Stewart  
Dublin Evening Mail  
31-32 Westmoreland St.  
Dublin

**FINLAND**
Kari Melopaltio  
Perttula, Suomi  
France

**FRANCE**
Michael Way  
61 rue Dauphine  
Paris 14

**GERMANY**
Wolfgang Spahr  
2359 Hafen Holm  
Kreis Stegenberg  
Tel: 04915/226  
Alfred Friedel  
Automatenmarkt  
Eckkantenstrasse 14  
Braunschweig  
Ursula Schwegar  
Prinzenregentenstrasse 54  
Munich 22

**HOLLAND**
Bas Hageman  
Hymnestraat 9  
APELDOORN—Holland  
(05760) 19647 or 10701 No. 454

**HUNGARY**
Paul Goygoy  
Derek vicza 6  
Budapest

**ISRAEL**
Avner Rosenbloom  
8, Gezer Street  
Tel Aviv

**ITALY**
Germano Ruscitto  
Galleria del Corso  
Milano  
Tel: 70.15.15

**JAPAN**
Issei E. Irwin  
Entertainment Editor  
Stars & Stripes  
APO San Francisco, Calif.

**MEXICO**
Kevin Keleghan  
C/O Telestema Mexicano  
Varios de 54  
Mexico, D.F.

**NEW ZEALAND**
J. P. Monaghan  
c/O Box 79  
Wellington

**NORWAY**
Espen Eriksen  
Verdens Gang  
Akersgaten 34  
Oslo  
Tel: Centralboard 332-300

**PHILIPPINES**
Oskar Salazar  
Cubao, Quezon City

**POLAND**
Roman Waschko  
Warszawa 45  
Magiera 9 M 37  
Warsaw 22  
Tel: 34-36-04

**PUERTO RICO**
Antonio Contreras  
Box 6888 Loiza Sta.  
Santerce  
Tel: 722-3441

**SPAIN**
Reñart Repeñéz Martinez  
Ponzano 26  
Madrid 2  
Tel: 222.1181

**SWEDEN**
Karll Genberg  
c/O Jaderius  
Golgatan 918  
Stockholm 50

**SWITZERLAND**
Robert Treichler  
Staffelstrasse 8  
CH 8003 Zurich

**UNITEK KINGDOM**
Mike Herron  
W 7 Welbeck St  
London W 1  
Tel: 486-5971

**VENEZUELA**
Eleazar Lopez C.  
Av. Paraiso  
Qta. Triana, San Bernadino  
Caracas  
Tel: 55-17-33

**YUGOSLAVIA**
Borjan Kostiç  
Balkanica 30  
Belgrade

continued

Regina (see BGM-Magenta).
Sicamericana (SACIFI), José E. Uriburu 40, Buenos Aires. Tel: 45-9802. Pres.: Nestor Selasco; VP: Luis Calvo; Pub & A&R: Jorge Carli, Sales Mgr.: Ricardo Tavera; Pub. & Adv. Mgr.: Jorge Montes; Prom. Mgr.: Roger Yacomo; Promo. Elsa Ferreyra; Label: Music Hall. Int'l labels represented: Alshire Int'l (USA), Copacabana (Brazil), Demon (Chile), Dot (USA), Durium (Italy), Erafo (France), Festival (France), Hispanovox (Spain), Musart (Mexico), Peerless (Mexico), Pye (UK), Reprise (USA), Roulette (USA), Vanguard (USA), Warner Bros. Seven Arts (USA), Tape cassette 4 & 8-track cartridge (Music Hall). (SEE ADVERTISEMENT) Surco, Tucuman 439, Buenos Aires. Tel: 32-0123. Gen. Mgr.: Arturo Suaya; Pub. & A&R: Enrique Iribi; Sales Mgr.: Arturo Suaya; Promo. & Carlos Bruno; Labels: Casafrica, Opus, Fans. Int'l labels represented: Athena (USA), Elite Special (Switzerland), Evolution (USA), Family Request (USA), Stereo-Dimension (USA), Vox (USA).


Trovos, Caserantes 2434, Buenos Aires. Tel: 49-0999. Gen. Mgr.: Jorge Calandria; Mgr.: Alfredo Silva; Pop A&R Mgr.: Alfredo Radovansky; Labels: (owned) Trovos (U.S.), (distributed) Paria. Int'l labels represented: Discout (Brazil), Concertec (USA), Contemporary (USA), Counterpart (USA), Elenco (Brazil), Esoteric (USA), folklore-Scholastic (USA), Good Time (USA), Scepter (USA). Ver-Clark Fenoggioca, Chile 1299, Buenos Aires. Tel: 38-0821. Gen. Mgr.: Juan Carlos Calvo; Pub & A&R: Pub. Adv. & Promo. Mgr.: Miguel J. Benitez; Sales Mgr.: Mario Rolfmann; Labels: Neptune, Marpa, Martin Fierro. Int'l labels represented: Marfer (Spain), Chaco (Paraguay). Victoria (see RCA Victor). Vik (see RCA Victor).

**music publishers**
Acorde (Ed.), see EDAM.

Affiliates: Ed. Acorde; Int'l labels represented: EMI (Mexico), Musica del Mundo (Spain), Peer USA, Semi (France), Southern (Italy), USA & UK.


continued on page 260

**AFER "14 WITH TANGO" WE ARE RELEASING "14 OF COBIAN AND CADICAMO" (14 famous tangos)

Alberto Di Paulo Orchestra

FERMATA
San Martín 640  Buenos Aires  Argentina

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Just for
the record:

we’re in 118 countries

From where you stand we may be very much like the proverbial iceberg: A relatively small, new label in the record market.

What you see is just a small part of a large, world-wide organization based in Holland. When it comes to sound and electronics we’re amongst the biggest. We got there the hard way. No huge home-market to grow on. Our strength has to come from exports. You name a country and chances are we’re there. If importing is impracticle we press our records locally. If there is a local hit, we record it on the spot. We aren’t just in the market, we’re right with it!

What you don’t see is, that we sell our records in 117 countries, outside your own. Why don’t you! We’ll give you a hand.

PHILIPS
N.V. Philips’ Phonographische Industrie Central Offices: Baarn - The Netherlands
Leonardo Favio
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TEN ARGENTINE ARTISTS
FOR ALL THE AMERICAS

DISCOS CBS S.A.
Paraguay 1583
Buenos Aires

MUSIC LICENSING ORGANIZATION
Sociedad Argentina de Autores y Compositores de
Música (SADAIC), Lavalle 1547, Buenos Aires.

PRESSING PLANTS
C B S Columbia, Victor Martínez 1824, Ciudadela,
Buenos Aires.
Galvadis, 11 de Setiembre 481, Ciudadela, Buenos
Aires.
Phonogress, Perito Moreno 235, Temperley, Buenos
Aires.
Plastigel, Francisco Bilbao 2248, Buenos Aires.

RECORDING STUDIOS
C B S Columbia, Paraguay 1303, Buenos Aires.
Constelación, Belgrano 1566, Buenos Aires.
Ion, Hipólito Yrigoyen 2512, Buenos Aires.
Music Hall, Jose E. Pirovano, Buenos Aires.
Odeon, Montevideo 1872, Buenos Aires.
Phonics, Cordoba 1328, Buenos Aires.
Phonoph, Santa Fe 3177, Buenos Aires.
R C A Victor, Paroissien 3960, Buenos Aires.
San Marin, Tucumán 1630, Buenos Aires.
T N T, Santa Fe 1030, Buenos Aires.

• phonomgraf
manufacturer
Phonic-Ford Argentina, Casilla de Correo 39797,
Corone Central, Buenos Aires. Tel: 60-2061.
Noma offices: USA.

AUSTRALIA

POPULATION: 7,728,883
PER CAPITA INCOME: $3,360.
OFFICIAL RATE OF EXCHANGE: $1 (US)=$0.93 Aus-
tralian.
NO. OF HOMES WITH RECORD PLAYERS: 5,020,000.
HOLIDAYS: Jan. 1 (New Year), Jan. 27 (Australia
Day), Good Friday, Easter Saturday, Easter
Monday, April 25 (Anzac Day), June 16 (Queen's
RADIO STATIONS: 111 commercial; 70 government.
ID are FM.
Type of programming: Pattern set by Australian
Broadcasting Commission followed by most sta-
tions, 25% Classical, 2.4% light music & 19.2%
special musical programs.
No. of radios: 2,338,040.
TV STATIONS: 79; 38 government, 41 commercial.
No. of TV sets: 2,405,135.
RECORDS (figures represent US currency)
Records manufactured & domestic sales: LPs
1968-6,977,000 units, $37,444,000; 1967
6,671,465 units, $33,229,500. Singles 1968
6,067,455 units, $37,802,800; 1967
6,498,047 units, $45,530,500.
Imports from USA (FOB): 1968-$629,891;
1967-$514,377.
Records imported from countries other than USA
(factoy value): 1968-6,655,001 units, $330,440.
Exports to USA (CIF): 1967-1,650 units,
$2,040.
Exports to government: 1968-6,671,465 units,
$37,802,800. Singles 1968-6,498,047 units,
$45,530,500.
Average retail price per record: LPs $5.59, EPs
$2.80. Singles-$1.18.
Stereos sales: 62% of total.
Record club sales: 20% of total.
Discounting: Frequent.
Type of distribution: Manufacturer-to-wholesaler-to-
retailer. Rack jobbing is growing; has be-
come prevalent in larger cities.
Type of promotion: Private broadcasters promote by
competitive musical shows; disc jockeys have
wide followings. Record companies compete in
in-store field; offer incentives to retailers with
competition awards.
Jukeboxes: 3,200.
TAPE: No information available.
John P. Monaghan

• record manufacturers
A T A, 96 Glebe Rd., Glebe, Sydney, N.S.W., Tel:
68-3372, Mgr. Dir.: Kevin Jacobsen. (distributed
by Festival.)
Astor Electronics, Astor House, 161-173 Sturt St.,
South Melbourne, Victoria. Tel: 09-0300. Rec.
Div. Mgr.: Neville Smith.
Label: Astor.
LPs: 64.
EPs: 64.
Singles: 64.

ARGENTINA

ROGER SAVAGE, MANAGING DIRECTOR
ANGLE MUSIC (AUSTRALIA) PTY. LTD.
110 ALBERT ROAD, SOUTH MELBOURNE, VICTORIA

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BARTON FRIEDMAN

Page 260
You never know where the next hit song will come from. That's why Sunbury/Dunbar is world-wide!

With representatives throughout the world Sunbury/Dunbar stands ready to do a job for you. Anywhere! Sunbury Music, Inc. ASCAP/Dunbar Music Inc. BMI., 1133 Avenue of the Americas, NYC 10036, 212-586-5380; offices also in Hollywood and Nashville. Representatives in: Argentina, Australia, Belgium, Brazil, Canada, France, Holland, Israel, Italy, Japan, Mexico, South Africa, Spain, Sweden, United Kingdom.

Gerald E. Teifer, President
Eddie Deane, General Professional Manager • Harold Fine, Manager, Administration
John Mahan, Professional Manager, West Coast • Brad McCuen, Professional Manager, Nashville.
Attention all RCA Licensees and anyone else interested in a small deal. RCA Australia has produced a unique series of 45 r.p.m. records (10 more in August), for children. That's easy. RCA Australia has also successfully marketed this series — grossing sales of 211,850 records after 8 months: only in Australia!

That's not so easy. But if RCA Australia can do it on their own, how about we help you make it too. This thing could be bigger than both of us.

Contact our friendly General Manager/Records Division William J. Walsh RCA Australia, 11 Khartoum Road, North Ryde NSW 2113 Australia.

continued
**music publishers**

A J. S, c/o J. Befer, T & G Bldg., 205 Elizabeth St., Sydney, N.S.W.

Affiliate: A. Schroeder

Acoustic, 83 Jardine St., North Sydney, N.S.W.

Mng. Robert Iredale

Acula Publishing Pty., Ltd., PO Box 513-J, Melbourne, Victoria.

Home office: USA

Alber, J. & Co., 137 King St., Sydney, N.S.W.

Mng. A. F. Alber

Intl firm represented: 20th Century Music (USA).

**record wholesalers**

DISTRIBUTORS

Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.

Outlets: Newmarket, Queensland, Colin Hodgson, 309 Enggah St., Melbourne, N.S.W. 3125; 244 Gilbert St.—Launceston, Tasmania, K. W. McCulloch, 109 York St.—Claremont St.—Perth, W. A., Athol M. H., 613 Wellington St.—Canberra, D. 1, 117-8251.

Affiliates: Casino, Duking House, Bawson Pl., Sydney, N.S.W. Julius Cohn, 31 Giles St., Adelaide, S.A.

Intl Branches: Festival, 63-79 Miller St., N.S.W. 2114. Tel: 80-3193/3164. Cable: DELFON SYDNEY. Pres.: Brian Fahrer

Labels: Dowdrobin, Casino, Cascade, J.V., Modern, C.V.

Europe, Edams Chambers, 484 George St., Sydney, N.S.W.

Peter Mann, Rec's, 294 Little Collins St., York House, Melbourne, Victoria, Mgr.: Hal Rafferty

Michaelis, Hallenstein & Co., 150 Buckhurst St., South Melbourne, Mgr.: Vladimir Lebed

Branches: Launceston, Tasmania, 143 Wellington St.—Habart, Tasmania. 118-124 Bathurst St. Mng: 467-2393. Tel: 80-3162/3163.

Affiliates: Musical, White, Supplies, 416 George St., Sydney, N.S.W.

Supreme Pred'm (A.E. Asia), P.O. Box 216, Broadway, Brisbane, Queensland.

IMPORTERS & EXPORTERS

Allen, 276 Collins St., Melbourne, Victoria, Mgr.: Peter Mann.

Delphi Recs., 105 Edward St., West Ryde, N.S.W. 2114. Tel: 80-3105/3124. Cable: DELFON SYDNEY. Pres.: Brian Fahrer.

Edels, 88 King St., P.O. Box 419, Sydney, N.S.W.


**supplies & services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Australian Rec. Mfrs. (AARM), 103 Oxford St., Sydney, N.S.W.

Musica Viva Society of Australia, 391 George St., Sydney, N.S.W.

Recording Society of Australia, 4 Harston Ave., Mosman, N.S.W. Pres.: Prof. Donald Pearl

**materials milling plants**


**music licensing organizations**

Australian Phonographic Rights Assn. (APRA), P.O. Box 4007, 66-70 Smith St., Melbourne, Victoria.

D. Davis & Co. Pty., Ltd., P.O. Box 513J, Melbourne, C.V., Victoria.

J. McFedran, 67 York St., Sydney, N.S.W.

**pressing plants**

Astor Electronics, Astor House, 161 Sturt St., South Melbourne, Victoria.

Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.

E.I., 301 Castleffegh St., Sydney, N.S.W.

Festival Recs., 63-79 Miller St., Pyrmont, Sydney, N.S.W.

Peter Mann, 3 Estella St., Melbourne, S.E. 6.


**recording studios**

Amalgamated Wireless, 167 Queen St., Melbourne, Victoria.

Branch: Sydney, N.S.W. 47 York St., Melbourne, Victoria.

American, 63-79 Miller St., Pyrmont, Sydney, N.S.W.

Clark Martin, 8 South Terrace, Mosman, N.S.W.

Harmony House, 177 George St., Sydney, N.S.W.

Sonics & Television Engineers, 233 Rundle St., Adelaide, S.A.

W & G 187 A'Beckett St., Melbourne, Victoria.

Wallybay Music Pty. Ltd., P.O. Box 1486, 68-70 Clarence St., Sydney, N.S.W.

Intl firm represented: Shapiro, Bernstein & Co. Inc. (USA). World Music (see Southern).

Woomea (APRA), 185/7 A'Beckett St., Melbourne, Victoria, Mgr.: C. L. B. Bruno.

Intl branches: Canada (Jasper), Germany (Jasper), Japan (Leuckart).

Affiliates: Jaspar-Woomea.

Intl firm represented: Lowery (USA).

**AUSTRIA**

POPULATION: 7,320,000.

PER CAPITA INCOME: $1,130.

RATE OF EXCHANGE: $1 (US) = 25.8 Austrian Schillings.

NO. OF HOMES WITH RECORD PLAYERS: 500,000.

RADIO STATIONS: 2 AM, 1 FM; all government.

Type of programming: 40% music—of this, 35% classical, 65% popular.

No. of radio stations: 2,232,463.

TV STATIONS: 9 government channels.

Type of programming: Program 1—55 hours/week music, 75 hours/week pop music; Program 2—43.4 hours/week classical, 41.7 hours local music.

No. of TV sets: 1,989,500.

HOLIDAYS: January 1 (New Year), January 6 (Epiphany or Easter) (Sunday & Monday), May 1 (Labor Day), Ascension, Pentecost, Corpus Christi Day, August 15 (Assumption of the Blessed Virgin), October 26 (Official Austrian Holiday), November 1 (All Saints Day), December 8 (Immaculate Conception), December 25 (Christmas), December 26 (St. Stephen).

RECORDS:

Sales domestic sold locally: LP's 1968—1,128,343 units, $6,771,904; 1967—772,000 units, $5,930,200. EPS 1968—1,337,214 units, $741,876; 1967—396,000 units, $792,000. Singles 1968—21,279,090 units, $950,217; 1967—2,000,000 units, $2,500,000.

Records imported from USA (CIF): 1968—1,043,001 units, $1,817,100.

Records imported from countries other than USA (f.a.s. value): 1968—1,501,500 units, $301,500.


Records exported to countries other than USA (f.a.s. value): 1968—$575,610; 1967—$777,560.

Average retail price per record: LP's—$2.10 (12-inch), $0.50 (7-inch) SUS—$1.40.

Stereo sales: 95% of total.

Record club sales: 17% of total.

Discounting rate.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system is beginning to be replaced by manufacturer-to-retailer system. Record clubs are acquiring an increasing share of the market. Rack-jobs and one-stops virtually nonexistent.

Type of promotion: Austrian TV & broadcasting system is main source, followed by newspapers & fan clubs.

Jukeboxes: 10,000.

TAPE:

Market: Austria leads Europe in open reel sales and exports to all EFTA (European Free Trade Assn.) countries and western Germany, Cassettes, all of which are imported, have previously been minimal and is expected. Due to the high retail price of the tape market but with the new inexpensive Philips cassette recorder, an increase is expected.

Pre-recorded tapes manufactured for domestic & export sales (retail value) open reel 1967—4,000 units, $20,400.

Pre-recorded tapes imported from countries other than USA (retail value): 1967—17,000 units, $125,000; 1966—12,000 units, $185,000.

Average retail price per tape: B-track cartridge—$17.20, cassette (12-inch)—$2.60, open reel—$17.20, stereo—$7.40.

IMPORT/EXPORT REGULATIONS: Imports from EFTA (European Free Trade Area) countries are taxed approximately 13% and those from EWG (European Common Market) countries are 16.2 % plus 13% federal tax.

Manfred Schreiber

**record manufacturers**

Acsoria (see Centrocord)


Labels: Amadeo, Amadea, Amphora, Quodlibet. Cassettes: (owned) Amadeo, (represented) Barclei (France), Ricordi (Italy).

Intl labels represented: Barclay (France), Christophorus (Germany), Qualiton (Italy), Palette (Belgium), Qualiton (Hungary), Ricordi (Italy), Rhy (Italy).

Intl repr.: Belgium (Belgium), Denmark (Denmark), Finland (Fazier, Finnley), France (CED, Germany (Philips/Holland), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Netherlands), Norway (Helvis), Spain (Philips/Sonata), Switzerland (Plandisc USA (Apona).

(see Amadeo)

Amphora (see Amadeo).

continued on page 264
**music publishers**

Aberbach-Wien (see Hermann Schneide).

Admx (see Hermann Schneid).

Epic (see CBS).

Indepedent Record Producers.

**music wholesalers**

**supplies & services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Austrian Jazz-Festival, Schlosspav. 1/2, A-1050 Vienna. Tel: (0222) 65 78 31. Mgr.: Johann Frech.


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ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

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**supplies & services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

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SEYMOUR STEIN    RICHARD GOTTHEHRER

continued on page 266

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Jukeboxes:

Type of distribution: Manufacturer-to-wholesaler-to-retailer. There are several rack jobbers, primarily in large department stores and specialty stores.

Type of promotions: Primarily through government-controlled radio; pirate radio non-existent. Carl B., Young Bahamian* show leading promoter of popular music.

Jukeboxes: 66,000.

IMPORT REGULATIONS: 275% import duty on goods from US; 175% duty on goods from United Kingdom. Little exportation.

*** record manufacturers

AND/OR WHOLESALERS. IMPORTERS & RACK JOBBERS

Bahama Recs., PO Box 942, George St. Nassau.

Besco, PO Box 6208, East St., Nassau. Tel: 4-2143, 4-2302.

Bermuda, PO Box 546, Freeport, Grand Bahama. Tel: 6049.

P atty Farthing, PO Box 5668, Nassau. Tel: 2-9866.

BELGIUM

POPULATION: 9,625,000.

PER CAPITA INCOME: $1,297.

RATE OF EXCHANGE: 1 (US$)=50 Belgian francs.

NO. OF HOMES WITH PAY TELEVISION RECEIVERS: 925,000.

NO. OF RADIO STATIONS: government stations—4 AM, 10 FM. There are also 200 AM and 134 FM stations in French.

Type of programming: 75% of radio music is recorded, of which 80% is pop & 20% classical. No of radios: 3,300,000.

TV STATIONS: 7,457 television channels.

No of TV sets: 2,000,000.

HOLIDAYS: Jan. 1, May 1 (Labor Day), July 21 (Independence Day), Nov. 11 (Armistice Day), Nov. 15 (King's Birthday), Dec. 25 (Christmas Day), Ascension Day, Whit Monday, Assumption.


Records exported to USA (FOB): 1968-5,395 units; 1967-3,013 units; $1,665.

Records exported to countries other than USA: LP's 1968-49,000 units; 1967-46,500 units. EP's & Singles 1968-4,515,000 units; 1967-4,051,000 units.

Average recording sales: LP's 12 to 20 $0.00; EP's & Singles $1.32.

Stereo: 5% of EP & Singles sales; 85% of LP sales.

Recording sales: 9% of total.

Discounts: None.

Type of distribution: Manufacturer—or importer-to-retailer. There are several rack jobbers, primarily in large department stores and specialty stores.

Type of promotion: Government broadcasting & newspaper criticism for classical & pop promotion.

Jukeboxes: 33,000.

TAPE: Market: The Philips Musicaetse system prevails with roughly 120,000 playback units of allorigins. 1,000,000 units, manufactured by Philips locally. Stereo & car radio now appearing on Belgian market in limited quantities, imported and distributed from Vossen (Italy).

Pre-recorded tapes manufactured from USA (factory value): 1968-133,500, 1967-50,000.

Pre-recorded tapes manufactured from other than USA factory value: 1968-515,000; 1967-568,000.

Average retail price per tape: 8-track cartridge—$5 to $9; cassette—$5 to $6; open reel—$10 to $15.

IMPORT/EXPORT REGULATIONS: To be reviewed in 1970 upon introduction of the TVA (tace a la valeur ajoutée), a tax on added value (ad valorem) adopted throughout Common Market countries.

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Fabelal - Automatic electrical hot air preheating oven with containers for gradules

Fabelal - Automatic electrical hot air preheating oven with containers for gradules

Fabellex - Eccentric press 8 tons for cutting of centre and outside Ø 7" records

Fabelma - Matrixes

Fabelbo - Automatic 10" and 12" record edging machine by hot knife - Practical vacuum holding device

Fabelou - Tool for precise cutting of center & edge for 7" records, in one operation

Fabeloo - Tool for precise cutting of center & edge for 7" records, in one operation

Fabeloo-M - Hand stamper forming tool for Ø 7" matrices

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POPULATION: 90,000,000

PER CAPITA INCOME: $1,200

RATE OF EXCHANGE: 1 (US)=$1.40 cruziers.

NO. OF HOMES WITH RECORD PLAYERS: 980,000.

RADIO STATIONS: 127 commercial, 2 government.

3 FM

Type of programming: 95% recorded music, of which 90% is pop.

No. of radios: 13,000,000.

TV STATIONS: 41 channels, 40 commercial, 1 government.

No. of TV sets: 5,000,000.

HOLIDAYS: Jan. 1, Jan. 6, Feb. 18-19 (Carnival), Good Friday, Apr. 21 (Tardeas de May), May 1 (Labor Day), Sept. 7 (Independence Day), Nov. 15 (Republic Day), Dec. 25.

RECORDS:

Records manufactured for domestic & export sale: 9,823,543 units, $21,035,024.

1967

-4,466,130 units, $14,160,877.

45 rpm records

(Imported-only)

1968

-7,698,355 units, $15,242,112.

1967

-5,655,922 units, $1,488,468.


Average retail price per record: LP's-$3.17, EP's-$1.22, Singles-$0.98.

Stereo sales: 4% of total.

Distribution: Rare.

Type of distribution: Manufacturer-to-retailer only.

Type of promotion: Jockeys, magazines, special publicity

Newspaper-publicity stories plus industry columns.

TAPÉ

Market: The retail price of a pre-recorded cartridge or cassette is 99 cents. Number of tape machines: (open reel) 100,000; (4-track) 35,000; (8-track) 70,000; (8-track) 20,000; (cassette machines) 70,000.

IMPORT/EXPORT REGULATIONS: There is no importation of tape.

record manufacturers

A U (see Rozenblit), Abril Cultural, Rua Joao Adolfo 118, Sao Paulo, Contact: Charles A. Nobili, Angel (see Industrias Electricas y Musicales Fabron). (N.B. name of record company)

C B S, PO Box 3504, Rua Visconde do Rio Branco 28, Rio de Janeiro, Contact: Dr. A. M. Reed, Direttore. (N.B. name of record company)

RECORD OF: Pres.: Dr. Terencio Cattley VP; Evaristo Ribeiros, Imports: CBS, Epic, Odeon, K-Tel, 8-track, CBS, represented-Entertainment, Epic, Odeon(USA)

Intl labels represented: Columbia(USA), Epic(USA), Harmony(USA), Sonor(USA), Record(USA), Musico(USA), Sono Radio(Peru), Zeta(Rio"

Cine(USA), Sono Radio(Peru), Zeta(Rio"

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Cartridge 4-track & cassette: owned—Philips; represented—Polydor (Germany).

Branch: Sao Paulo, Brazil. Tel: 35-6411. Mgr.: Antonio Carneiro. Label: Arpa/Marconi/Marinoa.

rezinbly: Ariston (Italy): Bar- cy (France): Dol (USA): Musart (Mexico): Page Ser: Chart; B-4, Liberty, Equinitn (all USA). Label: MCA. Credit: MCA.


Affiliates: Editora de Musicas Universal (EMU), Av. Rio Branco, 180-29, Sals 204-6, Rio de Janeiro. Tel: 32-0074.


Frev, Rua dos Palmares 174, Ribeirao Preto.


Kassner (Editora), Sao Paulo.


Lyra (Editora de Musica), see EMB.

M. C. A. (see Universal Music Ltda., Av. Irpiana 1123, Sao Paulo.

Rame office: USA.


Mills (Editorial) Av. Irpiana 1123, Sao Paulo.

Rame office: USA.

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Fernandez, Rua dos Palmares 174, Ribeirao Preto.
Bureau International de l'Édition Mecanique (see Colleum: Musicum, Rua Joao Pinheiro 412, Sao Paulo)
Instituto Cultural Italo-Brasileiro, Rua Sete de Abril 205, s/andar, s/500, Sao Paulo.
S A D E M B R A, Rua Buenos Aires 58-A, Rio de Janeiro, Tel.: 52-9630, Mgr.: Cesar do Prado.
S B A T E (E M (Sociedade Brasileira de Autores, Compositores e Editores de Musica), Rua Buenos Aires 23, Rio de Janeiro, Tel.: 22-1923.
S B A T T (União Brasileira de Compositores), Rua Visconde Inhauma 134, Rio de Janeiro, Tel.: 472-1936.

DUPLICATOR/MARKETER
Tapecr Gravbecs, Rua 17 de Fevereiro 159, Rio de Janeiro, Tel.: 30-4225, Dir.: Manoel Vali Carneiro.
Gravador Electrica, Av. do Estado 4753, Sao Paulo.
Industriais Electricas y Musicales Fabrice Odeon (EM), Rua Oden s/n, Sao Bernardo do Campo.
Musicals, Rua Guislima 190, Porto Alegre.
R C A Eletronica Brasileira, Av. Engenheiro Billings 200, Sao Paulo.
Rotondeil, Estrada dos Remedios 855, Recife, Pernambuco.
Som, Rua Artemange 173, Sao Bernardo do Campo, Tel.: 47-2141.

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Audio Studio-B, 83-D Rua Anita Garibaldi, Rio de Janeiro, Tel.: 35-1255, 50-9241, Pres. & Mgr.: William O. Hone, (produces master tapes.)
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S A D, Rua 277, 4º andar, Rio de Janeiro, Tel.: 22-1936.
Musictel, Rua Joaquim Silva, 56-5º andar, Rio de Janeiro.
Promotion Studio, Av. Marechal Camara 271, Rio de Janeiro.
Publ-son, Rua Santa Luzia 799, Rio de Janeiro.
Radio Transmisiones, Estrada dos Remeditos 855, Recife, Pernambuco.
Tapecor Gravacoes Ltda, Rua Francisco 159, Rio de Janeiro, Tel.: 21-252, Direc: Ronaldo Mares, Vals Carneiro, Mgr. Dir.: Fernando de Araujo Neves. (Tape duplication only.)

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Da Camera (see Musimart)
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Labels: Dawn, Point, Print, (distributed by Compo). 

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Note: (see Revolutions, Roman).


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Odeon, San Antonio 551, Santiago. RCA, Matias Caro 150, Santiago, Splendid, Catedral 1029, Santiago.

phono m 3 phono m 3 phonograph manufacturers


m 3 musical instrument manufacturers, exporters & importers

Including Amplifiers & Microphones

Cimasa Ltd., Calle Testinos 855, oficina 201, Santiago.

Imports: musical instruments.

Doggenweiler, Santa Rosa 35, Santiago.

Imports: musical instruments.

Margaretta from Buenos Aires 1287, Santiago.

Imports: musical instruments.

Indeo, Monjas 228, Santiago.

Imports: jukeboxes (AMI).

Novarot, Carcel 1525, Santiago, Tel: 73-2037.

Philips, Av. Sta. Maria 0760, Santiago.

Manufactures: amplifiers.


Tizona, Esperanza 1053, Santiago.

Exports: guitars.

CHINA, REPUBLIC OF

POPULATION: 13,300,000.

PER CAPITA INCOME: $645.

OFFICIAL RATE OF EXCHANGE: $1 (US) = 40 New Taiwan Dollars.


RADIO STATIONS: 28 commercial, 51 government.

Type of programming: Radio is 70% recorded, 30% live; 20% classical, 50% popular.

no 3 of radios: 1,114,000.

no 3 of TV sets: 1,100,000.

RECORDS: Records imported from USA (FOB): 1966-$15,176, Average retail price per record: LRs-$0.37 to $1.02.

Type of distribution: Manufacturer-to-wholesaler-to-retailer.

Type of promotion: Advertising in newspaper, radio, television.

IMPORT/EXPORT REGULATIONS: Export of reproduced foreign records is prohibited. Foreign records may be imported only with permission of the Ministry of Interior.

record manufacturers


continued on page 298
continued

TV
RADIO STATIONS:

Hung
D.K.
New
Kung
Yow Shin
Dragon

RECORD EXPORTERS

Song
of radios: 3,000,000.

Rd.,
Taipei.
Sec. 3,
Trading
Co.,
1313 Chung Hua
Hsien.
10 Tsu
Ltd.,
13-31
Kut, Kaohsiung.

Licensing
Association &
Daro
Societies

TV
POPULATION: 17,215,071.

per

Diasces, (Mexico), Peer-

Radio

88,000.

Music

Chavez’s

Dir.:

Guitar

USD.

180,

HOLIDAYS: Jan. 1, May 1 (Labor Day), July 20 (Independence Day), Sept. 12, Oct. 11

independences of Cartegena, Christmas.

HISTORICAL CREDITS:

C B 5 (Disco) S.A.
S.Carrera 23 No. 13-10, Bogota,

Sales
Mgr.:

Mendieta,
Donata,

Bonillas,

Musa;

Dir.:

Sales

14-28,

Medellin.

South

Disco)

115 Chung Hua II Rd.,

Kung

Sec.

Amp

Calle 68-B,

Bogota,

Sales

10-478,

Bogota.

MG.

Madera,

sales,

180,

Fonogram.

Records

Southern

(USA), Peer-

Diasces, (Mexico), Peer-

Diasces, (Mexico), Peer-

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COSTA RICA

POPULATION: 1,450,000.
RATE OF EXCHANGE: $1 (US) = 7 colones.

PHOTOGRAPH MANUFACTURERS

CENITOS, Apdo. 1428, Medellin. Tel.: 46-16-00.

PHOTOGRAPH MANUFACTURERS

Distributors of imported USA TV equipment.

CZECHOSLOVAKIA

POPULATION: 14,058,000.
RATE OF EXCHANGE: $1 (US) = 7.20 koruna.

PHOTOGRAPH MANUFACTURERS

Imported from countries other than the USA (factory value).

RECORDS

COSTA RICA

Population: 1,450,000.
Rate of exchange: $1 (US) = 7 colones.

Radio stations: 5.
No. of radio sets: 150,000.
T.V. stations: 2.
No. of TV sets: 50,000.


Music publisher

Latin American tree, Mundo Musical Indica Sa, Apdo. 2409, San Jose.

Name: ACEH.

Record wholesalers

Distributor

Instrumentation Musical, Juan Bansbich K., Apdo. 1238, San Jose. Tel. 21-00-52.

Importers & exporters

Cordoba (formerly Almanach Philco), Av., Central, Calle 71, San Jose. Distributes: Records, cartridges, cassettes, electronic amplifiers & speakers, needles, brushes, recording tapes, drums.
**Record manufacturers**


Int'l reps.: Finland (Scandia Musikki), France ( Redistribution de la Societe d'exploitation de disques commerciaux), Italy (Polydor), Japan (Toshiba), Norway (Arne Endberg), Sweden (Sonet), Switzerland (Fil-Channel). E M I (see Electric & Musical Inds.).


Labels: (owned) Angel, Capitol, Columbia, Epic, Island, Fantasy, IMP, Imperial, Islander, Liberty, King, Rounder, Beacon, Pathé, Ratel, Saphir, Sideside, Die Volksplatten, Warner, (distributed) AWA, Music-Centre, Pathé, Pathé, Pathé, Pathé, Zone, Zone. Labels available on tape: Columbia, EMI, Electa, HMV, Polydor, Pathé, Radio-Tone, Decca, RCA, Vox, VTM.


**TAPE.** Market: This is a small market so far, Cassettes are sold for most purposes.

Average retail price per tape: Cassette-$5.6-$5.75. Type of distribution: Wholesale for retailer is standard.

**IMPORT/EXPORT REGULATIONS:** Duty on non-EFTA imports (D.K. 4.00 per kilo; USA, 0.50 per kilo).

**Supplies & Services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Denne danske Gruppe af Grammofonindustriens Inter- nationaler, properties 1, 1200 Copenhagen K. Tel: 144401. Pres.: Otto H. Hansen. Tel: 218222. S.A; C A W O, P O Box 1218, 2200 Copenhagen S, Tel: (01) 571 S177, Dir. Dr. W. Wolstatt, (Country & Western).

JACKET MANUFACTURER, PLATING PLANT, PRINTER/LITHOGRAPHER, PROCESSING PLANT, SLEEVE MANUFACTURER

E M I (Dansk) A/S, Hoffsundvej 18, Copenhagen, Tel: 305711, Mgr. Dir.: B. B. G. Jeffery.

**LICENSE, TAPE & RECORD**


**MUSIC LICENSING ORGANIZATIONS**

Gramex, Frederiksgade 1, 1459 Copenhagen K. Tel: 118855. Dir.: E. Henikinen, (Performing Rights Society).

K O A (Det. Selskab til Formulering af Internationale Komponentsskriftlighed) Danmark, Rosenørnsgade Hovedvej 14, 2100 Copenhagen Tel: T19702. E. Lader, (International representative of ASCAP.


**POLYETHYLENE BAGS**


**PRESSING PLANTS**

E M I (Dansk) A/S, Hoffsundvej 18, Copenhagen, Tel: 306711, Mgr. Dir.: B. B. G. Jeffery. Popul Prod, P.O. Box 1218, 2100 Copenhagen, Tel: 305711, Mgr. Dir.: B. B. G. Jeffery.

**PROMOTION & PUBLICITY**

E M I (Dansk) A/S, Hoffsundvej 18, Copenhagen, Tel: 306711, Mgr. Dir.: B. B. G. Jeffery. F. Polygram, P.O. Box 7, 1300 Copenhagen K, Tel: 146993, Pres.: Henning Jeppesen.

Interntorgor Music Studio, Chr. IX's gate 6, Copenhagen, Tel: 305711, Mgr. Dir.: B. B. G. Jeffery. S.A; C A W O, P O Box 1218, 2200 Copenhagen S, Tel: (01) 571 S177, Dir. Dr. W. Wolstatt, (Country & Western promo).

RECORDING & TAPE DUO. STUDIOS

E M I (Dansk) A/S, Hoffsundvej 18, Copenhagen, Tel: 306711, Mgr. Dir.: B. B. G. Jeffery. F. Polygram, P.O. Box 7, 1300 Copenhagen K, Tel: 146993, Pres.: Henning Jeppesen.

Indrebyer Music Studio, Chr. IX's gate 6, Copenhagen, Tel: 305711, Mgr. Dir.: B. B. G. Jeffery. S.A; C A W O, P O Box 1218, 2200 Copenhagen S, Tel: (01) 571 S177, Dir. Dr. W. Wolstatt, (Country & Western promo).

**Accessories & Supplies**

E M I (Dansk) A/S, Hoffsundvej 18, Copenhagen, Tel: 306711, Mgr. Dir.: B. B. G. Jeffery. Predkod: Carrying cases, cleaners, clothes, fences, brushes, 45 rpm adaptors, needles, racks.

**Phonograph manufacturers**

Bang & Olufsen Produktionsselskab A/S, Herstedvej, Copenhagen 9, Tel: 706580.

**DOMINICAN REPUBLIC**

**Supplies & Services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Dennene Gruppe af Grammofonindustriens Inter- nationaler, properties 1, 1200 Copenhagen K. Tel: 144401. Pres.: Otto H. Hansen. Tel: 218222. S.A; C A W O, P O Box 1218, 2200 Copenhagen S, Tel: (01) 571 S177, Dir. Dr. W. Wolstatt, (Country & Western).
HOLIDAYS: Jan. 1, Feb. 27 (Independence Day), Maundy Thursday, May 3 (Labor Day, May 30 (End of Trujillo Era), Aug. 16 (Restoration day) Sep. 24, December 5, all important Christian religious holidays.

RECORDS


Records imported from countries other than USA (by value): 1967-$10,969.

Records exported to USA: None.

Average retail price per record: LP's-@ (domestic) $4.95, imported up to $7.00; Singles-@ (domestic) $1.50, imported $2.00.

Stereo sales: 10% of total.

Record club sales: None.

Discounting: Rare.

Type of distribution: Manufacturer and/or importer-to-wholesaler or dealer. During past few years, there has been much individual buying by dealers and small wholesalers who fly to San Juan, Puerto Rico, and carry back records & tapes.

Type of promotion: Radio request programs most popular from the promotion. Newspapers & magazines giving more space to record industry.

Jukeboxes: 7,000.

EXPORT/IMPORT REGULATIONS:

1. Import of the highest import duties based on ad valorem cost. Antonio Contreras

2. record manufacturers

Discos Fabiola, Frey E. Ureta, Santo Domingo. Tel.: 2-0202.

La Guanchita, PO Box 375, Autopista Duarte, Santo Domingo. Tel.: 2-8258.

This company represents: CBS; London, Musicor; Discodoma, Peerless; Sanolux, LA Flor, Suoritos, Teno.

Industrias Discos Sonora, Calle Maria Montez, Santo Domingo. Tel.: 3-1929.

3. music publishers

Casa America-Europa, 30 de Marzo, Santo Domingo. Tel.: 502-5762.

Salon Mozart, El Conde 106, Santo Domingo. Tel.: 502-8548.

4. wholesalers

IMPORTERS/DISTRIBUTORS

Agencia Discos San Remo, Pena Battle 1, Santo Domingo. Tel.: 3-2712.

Agencias Remartinc, Garcia Guerrero 189, Santo Domingo. Tel.: 3-9203.

Alta Fidelidad, 30 Marzo, No. 23, Santo Domingo. Tel.: 30-9203.


Casa Allegre, M. Montejo 102, Santo Domingo. Tel.: 502-2265.

Casa Kranlich, Primero, Mella 158, Santo Domingo. Tel.: 502-6197.

Discocima Solar, Ave. Duarte 47, Santo Domingo. Tel.: 503-5714.

Esteranica Musica, El Conde 94, Santo Domingo. Tel.: 502-4038.

Grabaciones Fabiola, El Conde 94, Santo Domingo.

Hugo's, J. Kennedy 32, Puerto Plata. Tel.: 405.

Laboratorios Roldaan, Carr. Sanchez, Santo Domingo.

Musiclanda, El Conde 94, Santo Domingo. Tel.: 502-4038.

Salon Stark, El Conde 106, Santo Domingo. Tel.: 502-5762.

Tono CA, El Conde 37, Santo Domingo. Tel.: 502-5552.

5. supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Musicians, Dancers & Singers (AMUCABA), Santo Domingo. Pres.: Andres Garcia.

PRESSING PLANTS

See Record Manufacturers.

RECORDING STUDIOS

Most local recording done at radio and television studios.

ECUADOR

POPULATION: 5,640,800.

PER CAPITA INCOME: $520.

RATE OF EXCHANGE: $1 US = 18.18 sucre.

NO. OF HOMES WITH RECORD PLAYERS: 100,000.


HOLIDAYS: January 1, February 6, 7 (Carnival), Easter Day, May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Birthday of Simon Bolivar), Aug 19 (Independence Day), October 9 (Guayaquil Independence), October 12 (Columbus Day), November 3 (Cuenca independence), December 6 (Founding of Quito), December 25, religious holidays.

RADIO STATIONS: 15 commercial; 1 government.

No. of radios: 550,000.

TV STATIONS: 4 channels.

No. of TV sets: 42,000.

RECORDS:

Records imported from USA (CIF): 1968-$23,630; 1967-$11,517.

Records imported from countries other than USA: 1967-$16,005.

Discounting: Rare.

Type of distribution: Manufacturer-to-wholesaler-to-retailer.

Jukeboxes: 1,000.

TAPE:

Pre-recorded tape imported from USA (CIF): 1967-1968, 1,138 units, $1,509.

Average retail price per record: LP's-$3.30; EP's-$1.10. Singles-$0.82.

Importance: Rare.

Type of promotion: Manufacturer-to-wholesaler-to-retailer.

6. record manufacturers

C B S (see Emporio Musicali).

Centenario, Apdo. 473, Guayaquil. Contact: Medardo Angel Silva.

Corder (Baleaciones SA), Apdo. 3325, Guayaquil.

Cordillera, Apdo. 1243, Quito.


Ecovox, Rosa Barja de Yecsa 634, Guayaquil.

Contact: Jose Patino del Pino.


Labels: CBS, Marfer, Orion, Sonolux, Tropical.

This company represents: Columbia (USA).

Estefar (see IFEASA).

Fabrika de Discos (Fadisa), Castillo 201, Quito. Tel.: 2/1292. Contact: Trajano Relcde (Cruz).

Fabrica Ecuadoriana de Discos (Fediscos), Km 7 Via la Costa, Guayaquil. Pres.: Francisco Garcia Guimeras.

Fenix. Apdo. 933, Guayaquil. Contact: Luis F. Aguilera.

Fontana (see Philips Ecuador).

Grania, Apdo. 3116, Quito. Contact: Luis Anibal Garcia.

I F E S A (Industria Fonografica Ecuatoriana SA).


This company represents: A&M, EMI, Falcon, Hispavox, Mercury, Musart, Reprise, Sony, Radio United Artists, Warner Bros-Seven Arts, Wind.

Limelight (see Philips Ecuador).

Llvia de Estrellas (see I F E S A).

Marfer (see Emporio Musical).

Melodies, Apdo. 1243, Quito.

Orion (see Emporio Musical).

Philips (see Philips Ecuador).

Philips Ecuador CA, Castillo 343, Av. Patria 786. Tel.: 30980. Cable: PHIL-RADIO. Contact: H. Garzan.

Labels: Fontana, Limelight, Philips, Smash.

This company represents: Deutsche Grammophon, Trackermann, Smash (see Philips Ecuador).

Sonolux (see Emporio Musical).

Tropical (see Emporio Musical).

INDEPENDENT RECORD PRODUCER

I F E S A (Industria Fonografica Ecuatoriana SA).

Apdo. 3385, 704, Caliuchima, Guayaquil. Tel.: 514103. Pres.: Luis Pino Yorovi; Gen. Mgr.: Joseph Magen.

Lakal credits: CBS, Centenario, Condor, Cordillera, Domino, Ecovox, Fenix, Granja, Llvia de Estrellas, Marfer, Melodies, Orion, Sonolux, Tropical.

7. music publisher


EMI rep.: Columbia & Mexico (Mundo Musical).

IMPORT/EXPORT REGULATIONS: 20% duty on LP's and EP's; 10% duty on singles (pre-recorded or blank).

8. record manufacturer

9. record manufacturer

10. record manufacturer

11. record manufacturer

12. record manufacturer

13. music publisher

14. music publisher

PYRIL presents his new disc for stereo recording the "MASTEREO" magnetic tapes for studios

PYRIL GmbH

43-ESSEN-Muller Breslaustrasse 26

47 rue de l'Echat
94-CRETEIL-FRANCE

Tel. 207.48.90

Telex 23742

for Germany
**EIRE**

**POPULATION:** 2,881,000

**PEOPLE PER SQUARE MILE:** 275.

**RATE OF EXCHANGE:** 1 ($US) = 8 shillings, 4 pence.

**STATIONARY RADIO: 1 government (Radio Eireann).**

**Types of Analog-Cassette:** 25% of all record broadcasts are by local artists.

**No. of tapes:** 750,000.

**TV STATIONS:** 1 government channel (Radio Téléfis Éireann).

**Type of programming:** 
- General.
- No. of TV sets: 200,000.

**HOLIDAYS:** No. of radios: 750,000.
- Christmas; New Year's Day; Good Friday.
- Easter Monday; Whit Monday; 1st Monday in August.

**RECORDS:**
- Records exported to USA (FOB): 1968–3,892 units; 1967–2,467 units.

**Average retail price per record:** LP's–$4.50; EP's–$2.50; singles–$2.75.

**Stereo sales:** 12% of total.

**Distribution:**
- Type of distribution: Manufacturer-to-wholesaler-to-retailer.
- Type of promotion: Radio Eireann has added considerably to its pop coverage in the last year. Some TV promotion: Radio Luxembourg & British radio stations received clearly and are popular. There are several fan magazines.

**Jukebox:** 650.

**TV STATIONS:**
- Market: Cassettes dominate a small market since a dramatic increase in sales around Christmas 1967.
- Average retail price per tape: cassette–$5.75; open reel–(78 rpm) $5.00, (7 ips) $3.50.
- Type of distribution: Wholesaler-to-retailer is stand-alone.
- Type of promotion: Newspapers are the chief medium, with emphasis on cassette.

**IMPORT EXPORT REGULATIONS:** From United Kingdom–5.6% or 6.7% each, whichever is greater; from Canada–8%; from USA and other countries–12%.

**Ken Stewart**

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**record & tape distributors, importers & exporters**

- Demers Recs, 220 Christy Quay, Dublin 7. Tel: 772315/6, Owner & Mng. Dir.: Jack Walsh; Mgr. Roy McVeety; Sales Mgr.: Dermot A. Breen. Labels: Hallmark, Allegro (from Pickwick Int'l).
- Dolphin Discs, 17 Tallaght St., Dublin 7. Tel: 72187.
- Tape playback equipment: HPV, Marconophone, Alpina.
- Record accessories: Cleaning cloths (Emetex), record review: Dublin Monthly, Sound & Vision.
- Tape accessories: Emiteap product.
- Gae-Linn, 54 Said Graffit, Dublin 2.
- Irish Rec. Factors Ltd., 91/10 Hanover St. East, Dublin 2. Tel: 779631. CABLE: IRRECFACTS. Gen. Mgr.: M. H. Geoghegan; Prom.: Miss Phyll Millet.

**types of programming:**
- Mostly serious programming, classics Program 2 at all times. Program 2 mostly light music with hourly news bulletins. Program 3 same programming as Program 1.

**Of. No. of radios:** 1,600,000.

**TV STATIONS:** 2 government networks; 12 channels.

**Type of programming:**
- Program 1: National Program.
- Program 2: Occasionally commercial programs, relay stations.
- Program 3: Mostly educational programs.
- Program 4: Mostly light music.
- Program 5: Mostly News and public service.
- Program 6: Mostly educational programs, local stations.


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**EL SALVADOR**

**POPULATION:** 3,140,000.

**RATE OF EXCHANGE:** 1 ($US) = 2.5 colones.

**STATIONS:**
- No. of stations: 20.
- No. of TV stations: 2.
- No. of TV sets: 50,000.
- HOLIDAYS: Jan. 1, Easter Sunday, May 1 (Labor Day), May 10 (Mother's Day), June 21 (Father's Day), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 5 (First Call to Independence), Dec. 25.

**record manufacturers**


**labels:**
- RCA.

**records exported from USA (KIF):**

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**EL SALVADOR**

**record manufacturers**


**labels:**
- RCA.

**records exported from USA (KIF):**

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**EL SALVADOR**

**importers & exporters**


**Casa Cueva, 5a Av Norte 222, San Salvador.**

**Casa de la Musica, 2a C. O. 222, San Salvador.**

**Casa Flores, 1a Av Sur 428, San Salvador.**

**Tel: 21-9629 & 21-6920. Cable: FLORES. Sales Mgr.: Jose T. Villanueva.**

**Casa Rivas, Box 1648, Calle Ruben Dario 708, San Salvador.**

**Dada-Dada, Calle Delgado 222, San Salvador.**

Esterolaandia, Edificio Gino, Paseo General Escalon, San Salvador.

**Radio Electrica, 4a Av Sur 228, San Salvador. Tel: 5609 & 5967. Contact: Ricardo Dutriz.**
import/export regulations: No custom charges on goods imported from efta countries. there is, however, a purchase tax of 12.4%. Goods from non-efta countries are charged with 12.4% purchase tax plus approximately 6% custom duty. no licenses needed, with the exception of communist countries. karl helgolait

record manufacturers
blue master (see ps0).

saxophone. takaminiti 1, helsiniki 37. tel. 453007.

discograph. discograph 1, helsiniki 37. tel. 453007.

labels: english.

int'l labels represented: disc'az (france), rca (usa).

eMI, suomen osasto, kuortaneenkatu 13, helsiniki 31. tel: 765188. dir.: reino backman. sales & pub.: risto backman.

labels: columbia, parlophone.

int'l labels represented: abc (usa), angel (uk), apple (uk), blue note (usa), capitol (usa), columbia (usa), command (usa), disneyland (usa), dot (usa), duhllin (usa), electrom (west germany), emi (uk), label industries (usa), liberty (usa), mint (usa), odeon (usa), pathé (france), pickwick (usa), plantation (usa), pres-ident (usa), pre-empt (usa), rca (usa), sony (usa), soundstage (usa), star (usa), sofart (usa), swastikam (usa), tampa-moonstar (usa), tops (usa), usa (usa), usa films (usa), west germany (usa), wavelley (uk), wava pacific (usa), usa (usa), viva (usa), worldwide (ewi).

fennica (see suomen saveltajat).

finn disk. mancherheinintie 10, helsiniki 10. tel. 444672. dir.: rolf kronqvist. sales & a&c. erik lisandro.

finnefyl, valintomark 2, helsiniki 37. tel: 453136.

cable: finnefyl. sales dir.: oso roukkas, a&c: toivo karki & jaakko bord. pub. & pr: erki paili & rita valtama.

labels: finnefyl, ryymi, saveti, shoki.

ryymi, saveti, shoki.

int'l labels represented: amadeus (austria), argo (sweden), arista (france), buddah (usa), cbs (usa), coral (usa), cupol (sweden), dgg (west germany), decca (uk), dux (sweden),fontana (netherlands), hallmark (uk), hlasan (germany), hispano (spain), kama sorra (usa), karussell (sweden), london (uk), mca (usa), marmalade (uk), marrcy (usa), mono ment (usa), olga (sweden), page one (usa), philips (netherlands), polydor (west germany), pye (uk), reaction, rca (usa), receptive, scepter (usa), sonora (sweden), sveriges radio (sweden), sve-disc (sweden), tetragrammaton (usa), tip (west germany). track (uk), 20th century-fax (usa), verve (usa).

cassette: finnefyl, amadeus, barclay, cbs, emi, mancini, philips, polydor. forward (see love).

i b a radio. riksvagagnet 9, helsiniki 53. tel: 715554. dir.: veikko makkonen. sales & studio: rauno liukkonen.

label: sana ja save.

love, arinate bc, helsiniki 37. tel: 454025. dirs.: otto donner & christian schwindt. pr: atte blom. labels: (owned) love. (distributed) forward. int'l rep.: sweden (karussell).

mikkelvik, vesivuorinenkatu 61. helsiniki. tel: 918-23708. dir.: pekka nurmkallio.

oteava, andermaankatu 8-12, helsiniki 12. tel: 10471. dept. dir.: pavo haavikka.


int'l labels represented: audio-fidelity (usa), chesky (usa), cornet (west germany), counterpoint (usa), elite special (switzerland), erato (france), music minus one (usa), neogram (dolland), passeport (usa), real (usa), rivera (france), saga (usa), vogue (france).

parlophone.

pelastusmerkia kauppaosasto, castromerkinkatu 24/6, helsiniki. tel: 763855. music mpg. jarni wahlström.

label: pelastusmerkia.

int'l labels represented: festival (sweden). regal (uk).

pelastusmerkia (see pelastusmerkia kauppaosasto). pohjoismainen sahko osakeyhtiö (see pso).

polydor (see finnefyl).

label: ryymi.

rca (see discograph).

1853: the biggest name in music!

rca beuscher
the most renowned company in the international music business
rca beuscher - arpeg
instruments and publishers
1969

STEREO JAUTIER
I.M. JAUTIER, 26 Rue Du Printemps, PARIS, 17
Tel: 622-28 57

Leading Distributor of Car and Home Stereos in Europe

COMMON BUYER ASSOCIATION MEMBER

Manufacturers of Pre-Recorded Cartridges

music publishers


j k c music, mellsteinantia a. matinkyla. tel: 452524. mgr. juha kuoppa.


levysallu oy, po box 10187, helsiniki 10. tel: 314012. mgr. n. e. saanikko.

libris, fredikinkatu 27a, helsiniki 12. tel: 14520. mgr. harry bergstrom.

this company represented: ec. luden (sweden), m. jary (west germany).


love rens, arinate 8, helsiniki 37. tel: 45401. mgr. oto donner.

odeon, kuortaneenkatu 13, helsiniki 51. tel: 765188. dir.: reimo backman.

oteava, andermaankatu 8-12, helsiniki 72. tel: 704107.

scandia musica, arinate 8, helsiniki 37. tel: 45401. mgr. oto donner.


nuotti ja kirja, p. makkeinenkatu 12, helsiniki 15. tel: 603066.

nuottipoja juustinen, loistikatu 6, helsiniki 16. tel: 692639.

offset, tihdasenkatu 27/29, helsiniki 15. tel: 656408.

offset, veteranaminen 8, usumki. tel: 5431031. tabor, alininkatun 31, helsiniki 18. tel: 627192.

distributors

fazer musiki, alextunnelinkatu 11, helsiniki 10. tel: 10751.

distributes: musical instruments, sheet music.

finnelye, valintomark 2, helsiniki 37. tel: 453136.

labels: discograph, emi group, finnelye, sash.

levyvikky oy, po box 10187, helsiniki 10. tel: 314012. owen. n. e. saanikko.

distributed: musical instruments, records (tri-
ola).

billboard 1969-1970 international music record directory
Jean Georgakarakos, President - Jean Luc Young, Managing Director & International
29, avenue de Friedland - Paris 8° - tel. 359.66.03
Roger Fennings, A & R Manager
6, new compton street - London - w.c. 2 - tel. 01 836 81 71 2
Associated Companies: BYG MUSIC (FRANCE) - YOUNG INTERNATIONAL S.A.R.L (France)
YOUNG INTERNATIONAL Limited (U.K.)
Jacques MICHELOT

**LABEL MANUFACTURERS**


Firmi, Anantantu 162, Helsinki 12. Tel: 620142. 

Finna, Anantantu 8, Helsinki 37. Tel. 454521. Mgr: Erkki Ertesuu. 

**RECORDING & TAPE DUP. STUDIOS**


Firmi, Anantantu 162, Helsinki 12. Tel: 620142. 

Finna, Anantantu 8, Helsinki 37. Tel. 454521. Mgr: Erkki Ertesuu. 

Levytyystudio Kirja, Kirjaantiepalik, Helsinki 10. Tel: 14375, Mgr Leo Lindblom. 

Microval, Vaatamiehenkatu 36, Lahti. Tel. 918-23708. 

P. Nuortialo. 

Novan, Makkarantie 28, Helsinki 9, Tel 725725. 

P S 0, Vuorikatu 14, Helsinki 10. Tel: 12561. 

M. Riikilä. 


**SLEEVES/JACKETS**

Art-Print, Elmantine 9, Helsinki 31. Tel: 717732. 

Kirjapaino E. Kurenen, Takkatie 5, Helsinki 37. Tel: 433895. 

Lito-Print, Pikkaharju 5, Laajalahdi. Tel 515297. 

Nova, Tehtaankatu 29, Helsinki 15. Tel, 585685. 

Offset Tehtaankatu 27-39, Helsinki 15. Tel. 16208. 

Painopap, Crestinenkatu 3, Helsinki 53. Tel: 764937. 

Tilgman, Anantantu 18, Helsinki 12. Tel: 642211. 

**musical instrument manufacturers**

Elektrolo, Annantautu 16, Helsinki 12. Tel: 640317. 

Product: Microphones. 

Elektromusikki, Kuolassaapuistotie 52, Helsinki 57. Tel: 666863. 

Product: Amplifiers. 

Harmooniska Oy, Asentajentie 5, Kouvola. 

Product: Harmonics. 

Kitarato, Tehtaankatu 5, Helsinki 14. Tel: 666059. 

Product: Guitars. 

Londola, Box 2, Pietarsaari. 

Product: Guitars. 

Legion, Urheilu ja Musiikkia, Forsika. 

Product: Amplifiers. 

Sacco, Vironkatu 12 Helsinki 17. Tel: 61061. 

Product: Amplifiers. 

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**FRANCE**

**POPULATION:** 50,000,000. 

**PER CAPITA INCOME:** $3,000. 

**RATE OF EXCHANGE:** $1 (US) = 4.95 francs. 

**NO. OF HOMES WITH RECORD PLAYERS:** 36% of households. 

**RADIO STATIONS:** 4 commercial, 1 government (3 AM, 2 FM). 

Type of programming: The one ORST station operates on different wavelengths with a different program on each. France Inter (AM/FM) is the popular program featuring a high percentage of popular music of which 90% is recorded. France Musique (AM/FM) features classical and contemporary music, and France Culture (AM/FM) cultural programs. There is no commercial radio in France, but the Country stations (Europe No. 1 and Radio Luxembourg) each broadcasting a high percentage of popular music (95% recorded), are received in northern and central France. The two other southern peripheral stations, both commercial (Radio Monte Carlo in Monaco and Radio des Valles in Andorra) face a high pop record content in their programs and are received in southern France. A recent curtailment in airplay has been given to foreign product on state radio. 

Radios: 22,000,000. 

**TV STATIONS:** 2 government channels. 

Type of programming: There is a trend toward increasing emphasis on pop music on both channels with a predominance of miming to playbacks. 

*No. of TV sets:* 8,300,000. 

**HOLIDAYS:** January 1, May 1 (Labor Day), July 14 (Bastille Day), November 1 (All Saints Day), November 11 (Armistice Day), December 25 (Christmas), March 28, April 2, Easter, Ascension, Whit Monday, Pentecost. 

**RECORDS:** 

- Records sold domestically: 12’’ LP’s 1964-14,17, 325 units; 1967-11,244,830 units, 7”’, 78”’ & 10”’ LPs 1968-5,443,448 units; 1967-3,842,106 units. EP’s 1968-17,425,526 units. 


- Import: 1967-9,562,535 units. Total pre-tax value of all records sold in France 1968-51,583,800. 


- Records imported from all countries (including USA): 1968-70,000,000 units. 

- Records exported to USA (FOB): 1968-119,707 units, 1967-64,873 units, 100. 

- Total record exports in 1968 and 1967 were 16% of total company turnover (5% to countries in the franc zone, 1% to other countries). 

- Average retail price per record: LP’s-$4.24, EP’s-$1.80. 

- Stereo sales: 37% of total sales. 

- Record sales: 4% of total sales (approximately $3,000,000). 

Selling prices: 

- Domestic: $1.80; 

- Foreign: $3.00. 

**DISTRIBUTION:** 

- Type of distribution: Manufacturer-to-retailer mainly. 

- Type of promotion: Promotion of records through radio and television. 

- Average retail price per tape: cartridge 8-track-$13.80; cartridge 4-track-$6.40. 

- Import/Export Regulations: Copies of all records have to be deposited with the National Phonographic's legal depositary, Michael Way.
Belair-Géant (see Billboard), Dir.:
Brecht, Stone, USA, Canada (Bovema), New
Shudan), Colombia (Codiscos),
Disque). Belge (see France).
Brazil: Brazil, Germany (Harmonic
Mundi), Belgium (Harmonia Mundi),
Italy, France (Decca). Belge (see France).
Belgium, Canada, Italy, Switzerland.
Labels: owned Arion (distributed CBS),
Jad, Major Minor, Sonet, Vee Jay, Wego.
Belgium, Canada, Italy, Switzerland.
Labels: owned Arion (distributed CBS),
Jad, Major Minor, Sonet, Vee Jay, Wego.
C E D (Compagnie Europeenne du Disque), 19 Rue
Soyer, Neuilly-sur-Seine, 92. Cable:
Cedisc. Pres.: Andre Chagneau; Dir.: Meindra.
A&R:
Belgic: made by Philips.
Belgium: Belgium, Canada, Italy, Switzerland.
Labels: owned Arion (distributed CBS),
Jad, Major Minor, Sonet, Vee Jay, Wego.
Belgic: made by Philips.
Belgium: Belgium, Canada, Italy, Switzerland.
Labels: owned Arion (distributed CBS),
Jad, Major Minor, Sonet, Vee Jay, Wego.
Belgic: made by Philips.
Belgium: Belgium, Canada, Italy, Switzerland.
Labels: owned Arion (distributed CBS),
Jad, Major Minor, Sonet, Vee Jay, Wego.
IN FRANCE

disques BAM

COMPANY IN EUROPE

REPRESENTING:

T Neck, Super K, Double Shot, Spark, Sire, Belter, Angelicum, Qualiton, Tecla, La Compagnie, And Any Other Company That Is Looking for Custom Representation, Unparalleled Promotion and Sales.

32 RUE FRANCOIS ler, PARIS 8-359 006

exclusive distribution

**EAST GERMANY**

**POPULATION:** 17,012,000

**record manufacturers**


**music publishers**

Breitkopf & Hartel Verlag (WEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: (0351) 229174. Deutsche Verlag fuer Musik (WEB), PO Box 147, 701 Leipzig. Tel: (0351) 216126. Musik. Pres.: Carl Ernst Taeschner. Affiliated to: Pro Musica.

**IMPORTERS & EXPORTERS**


**ASSOCIATION & PROFESSIONAL ORGANIZATION**

Association of German Composers & Musicians, Leipzigstr. 26, 108 Berlin.

**GERMANY, WEST**

**POPULATION:** 58,000,000

**RATE OF EXCHANGE:** $1 (US) = 3.90 Deutsch Marks

**NO. OF WORKS WITH RECORD PLAYERS:** 60% of hospitalitis

**RADIO:** 14 medium waves (Europe-Welle & Hansa Welle). FM 70.

**No. of radios:** 32,000,000

**TV:** 25,000,000

**No. of TV Sets:** 14,000,000 black & white, 400,000 color

**HOLIDAYS:** Jan. 1, June 1 (East Berlin Rising), Nov. 8 (West Berlin Rising), Dec. 25 (Christmas). Easter Monday, Whitsunday.

**RECORDS**

**Records sold domestically:** 30 cm: LPs 1967-39,000,000 units (up 8% from 1967). 78 cm: manufacture 31,900,000 units (up 5% from 1967). Total record manufacture 1967: 45,000,000 units. Total record output 1967: 45,000,000 units. Total record output 1967-27,200,000 units. Total record output 1966-1967: 39,000,000 units. Total record output 1966: 40,000,000 units. Total record output 1965: 41,000,000 units. Total record output 1964: 41,000,000 units. Total record output 1963: 41,000,000 units. Total record output 1962: 39,000,000 units. Total record output 1961: 37,000,000 units. Total record output 1960: 33,000,000 units. Total record output 1959: 32,000,000 units. Total record output 1958: 33,000,000 units. Total record output 1957: 30,000,000 units. Total record output 1956: 28,000,000 units. Total record output 1955: 25,000,000 units. Total record output 1954: 21,000,000 units. Total record output 1953: 16,000,000 units. Total record output 1952: 11,000,000 units. Total record output 1951: 9,000,000 units. Total record output 1950: 7,000,000 units. Total record output 1949: 5,000,000 units. Total record output 1948: 3,000,000 units. Total record output 1947: 1,000,000 units.

**supplies & services**

**International Market Report**

continued

KULTURA

Hungarian Foreign Trading Co.
Budapest 62. P.O.B. 149.

Hungary, Europe

EXPORTERS

of World-Wide known Hungarian QUALITON

and HUNGARON records.

T M (see Aberbach).

Team (see Peer).

Tempton (see Hans Siskoski).

Tico (see Peer).

Tihana (see Hersig).

Ton und Kunstmusikverlag (see Rudolf Sleza).

Tonika (see Schuchth).

TURNER (see Hans Gerig).

Budapest.

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GREECE

Population: 9,000,000.

Rate of Exchange: 1 US = 30 drachmas.

Radio Stations: 2 state, 3 national, 1 military.

No. of Radios: 1,000,000.

TV Stations: 3 channels—two national, one municipal.

Program Type: Mainly serials & feature films, news, recorded foreign music, live local entertainment.


Average retail price per record: LP's (domestic) $4.33; (distributed) $5.33 to $6. EP's (domestic) $2.33; (distributed) $3.25 to $3.50.

Type of distribution: Manufacturer to distributor to retailer.

Type of promotion: Government sells radio time to distributors for promotion. No pirate radio.

Import/Export Regulations: Import/export of pick-up records is free.

record manufacturers


Arkadia, Maarweg, Teldec, Stellina, Sonopress Reinhard Mohn


GUATEMALA

POPULATION: 4,800,000.

PER CAPITA INCOME: $476.

RATE OF EXCHANGE: $1 (US) = $2.02 (Guatemalan quetzal).

HOLIDAYS: 12.

RAIDGEPATIONS: 1 commercial, 1 government.

Type of programing: Recorded popular & classical music, 35%; live popular & classical music, 15%.

No. of radios: 50,000.


Records imported from countries other than USA (CIF): 1968-$12,344, 1967-$40,402.

Type of distribution: Manufacturer to retailer.

Type of promotion: Radio most popular. Publishers also contribute through coverage of recording artists.

TAKE:

Market: In addition to distributors, many musical markets have been opened, catering for all tape products.

EXPORT/IMPORT REGULATIONS: On imports duty on jukeboxes: 5%, per gross (2.2 lbs.), and 50% ad valorem. Import duties on amusement machines: 5% per gross and 20% ad valorem. There is a surcharge of 30% on all customs duties.

HONDURAS

HONG KONG

POPULATION: 3,971,500.

PER CAPITA INCOME: $450.

RATE OF EXCHANGE: $1 (US) = $4.06 (HK dollars).

RAIDGEPATIONS: 7-8 commercial, 4 government.

Type of programming: Music accounts for 50% of commercial & 75% of government radio. One-third of all music is live; one-third of music is classical.

No. of radios: 1,000,000.

TV STATIONS: 4 commercial; 2 English, 2 Chinese.

Type of programming: English programs are generally imported from USA, UK, Australia & Canada. About 65% of English programs, in color. Chinese channels have much more live programming.

No. of TV sets: 220,000.

HOLIDAYS: Jan. 1, Chinese New Year, March 31 (Ching Ming), Good Friday thru Monday April 21 (Queen's Birthday), May 19, July 1, First Monday in August, last Monday in Au-gust (Liberation Day), Mid-Autumn Festival, Chun Yeung Festival.

RECORDS: (figures represent US currency).


TV STATIONS: 3.

Honduras:

Type of promotion: TV & live shows have promoted top music. Radio stations are gaining favor with the trade. Capitol/Angel distributors are gaining favor with the trade. Capitol/Angel broadcasters and other local groups. Other promotional mediums are commercial radio, newspapers, record magazines and the annual Talent Quest.

Jukeboxes: 1,000.

TAPE: (figures represent US currency).

Market: Open reel tapes are most popular format, though both B & C cartridges and music record tape are also popular.

Pre-recorded tapes imported from USA (CIF) (re-recorded tapes, other record labels & pressed media for sound recording): 1968-$288,077.

Pre-recorded tapes imported from countries other than USA (CIF): 1968-$115,000.

Average retail price per reel: 4", B & C cartridge $8.25; 8", presser reel $8.25.

Type of promotion: Manufacturers & wholesalers advertise line or label; retailers advertise contents.

IMPORT/EXPORT REGULATIONS: Hong Kong is a free port.

HONG KONG

importers & exporters

Distributors:

Sunny Music (M.) Ltd., 39-41 Palm Court, Sheung Wan, Hong Kong.


Type of distribution: Manufacturer to retailer.

Type of promotion: Radio most popular. Publishers also contribute through coverage of recording artists.

TAKE:

Market: In addition to distributors, many musical markets have been opened, catering for all tape products.

EXPORT/IMPORT REGULATIONS: On imports duty on jukeboxes: 5%, per gross (2.2 lbs.), and 50% ad valorem. Import duties on amusement machines: 5% per gross and 20% ad valorem. There is a surcharge of 30% on all customs duties.

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* record wholesalers

**DISTRIBUTORS, IMPORTERS & EXPORTERS**

Amplex World Orons, S.A., 102 Kayamatsy Bldg., 22 Queen's Rd., Central Hong Kong, B.C.C. Tel.: H-227009

Cartridge & track, Bittrack, cassette & open reel: Amplex Stereo Tapes imported from USA.

Colonial Trading Co., 120 Lui Tung Bldg., 1st floor, Hong Kong, B.C.C.

**Handles:** Tape product

Companion Music Corp. Ltd., 621-622 Alexandre House, Hong Kong, Tel.: H-228811. Label: Teleagrammata (USA)


**Labels:** RCA, Camden, Colgems, Chart, Calendar.

**Tape:** (cassette, open reel) RCA, Camden, Colgems, Chart, Calendar


Branch: 924-26 Australia House, 3 Salisbury Rd., Kowloon, Tel.: K-57568/70.


**Tape:** (4- & 8-track cartridge, cassette, open reel) all above labels, also Greentree.

Phonographs: Wurlitzer.

Diamond Music, Queen's Theater Bldg., Central Hong Kong, Tel.: 221109 & 233370.

E M I (Electric & Musical Inds, Ltd.) 1517 Star House, 3 Salisbury Rd., Tsimshatsui, Kowloon, Hong Kong, Tel.: K-677041. Mgr.: Dir.: K. F. Bruce; Sales Mgr.: R.H.C. Ascott.

**Tape:** Angel (USA), Audio Fidelity (USA), Capitol (USA), Columbia (UK), Monument (USA), Parlophone (UK), Stateside (UK).

Jardine, Matheson & Co. Ltd., PO Box 70, 22 Pedder St., Hong Kong Tel.: 228011. Cable: JARDIMPO.

This company represents: EMI (United Kingdom, Australia, Singapore), Capitol (USA), Gramophone (India), Audio Fidelity (USA), Monument (USA), Pickwick (USA), ABC (USA).

**Tape:** Angel (USA), Audio Fidelity (USA), Capitol (USA), Columbia (UK), Monument (USA), Parlophone (UK), Stateside (UK).

Jebson & Co. Prince's Bldg., 24th Fl., Hong Kong.

**Handles:** Tape product.

Lisanda Ltd., Alexandra House, Ground floor, Hong Kong.

**Handles:** Tape product.

Moffat & Co. (HK) Ltd., Alexandre House, 7 Des Voeux Rd., Central Hong Kong, Tel.: 243091/9. Pres.: Napoleon Ng; Tape Div. Mgr.: Fung Chi-Tsai.

This company represents: Decca (UK). Phonogram (Germany).

**Tape:** Amplex (USA), Philips (Germany, Netherlands).

P. H. Shek Ltd., United Chinese Bank Bldg., 4th Floor, Hong Kong.

**Handles:** Tape product.

Shun Hing Electronic Trading Co. Ltd., 602 Central Bldg., Hong Kong.

**Handles:** Tape product.

Sin Guen Trading Co., Man Cheong Bldg., 14th Floor, Hong Kong.

**Handles:** Tape product.


**Handles:** Tape product.

Tsang Fook Piano Co., 19 Queen's Rd., Central Hong Kong.

**Handles:** Tape product.


Labels: Alshire (USA), Stereo Fidelity (USA), Somerset (USA), Barclay (France).

**Tape:** (4- & 8-track cartridge, cassette, open reel) Alshire, Stereo Fidelity, Somerset, Barclay.

Woo Kee Hong Ltd., Lake Yew Bldg., 5th Floor, Hong Kong.

**Handles:** Tape product.

**supplies & services**

**ASSOCIATION & PROFESSIONAL ORGANIZATION**

Hong Kong Schools Music Ass'n, Kowloon Center Post Office Bldg., 4th floor, Nathan Rd., Kowloon. Chm.: J. Dunn.

**PRESSING PLANTS**

Colonial Trading, PO Box 950, Queen's Theatre Bldg., Hong Kong. Tel.: 221109.

Diamond Music, Queen's Theatre Bldg., Central Hong Kong. Tel.: 221109 & 233370.

**RECORDING & TAPE DUP. STUDIOS**

Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel.: 221109.

E M I, Tsukiu St., Yau Yat Chuen, Kowloon.

**HUNGARY**

**POPULATION:** 10,250,000

**RATE OF EXCHANGE:** $1 (US) = 30 forints.

NO. OF HOMES WITH RECORD PLAYERS: 2,300,000.

26,000 record players sold in 1967; 20,500 sold in 1966.

**RADIO STATIONS:** 9 (3 mid-wave length, 1 SW, 5 regional) government stations; also several short-wave stations.

**Type of programming:** about 70% music, of which 90% is pop, 10% classical. 90% of all music recorded. Sports events, particularly football, popular.

**Television stations:** 2,478,800.

**Television networks:** 12 government channels with identical programming.

**Type of programming:** news, children's & educational programs, films (foreign & domestic), live coverage of theater, opera, other concert events, sports, international song festivals. Radio & TV will transmit entire 1968 Olympics from Mexico City.

**HOLIDAYS:** Jan. 1, April 4 (Liberation Day), Easter Monday, May 1 (May Day), Aug. 30 (Constitution Day), Nov. 7 (October Revolution Day), Dec. 25, 26.

continued on page 322
**IMPORT/EXPORT REGULATIONS:**

<table>
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<th>Type</th>
<th>Postcard record sales:</th>
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<th>Stereo sales:</th>
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</table>

**RECORDS:**

- IMPORTED from USA: (factory value) 1967-94 units, $480; 1966-345 units, $325.
- IMPORTED from countries other than USA: (factory value) 1967-200,493 units, $271,300 (down 35.4% from 1966); 1966-390,000 units, $420,000.
- IMPORTED from USA (FOB): 1968-13,336 units, $5,861; 1967-8,802 units, $4,564.
- IMPORTED from countries other than USA: (factory value) 1967-39,889 units, $5,233 (up 17.6% from 1966); 1966-405,000 units, $523,400.

Average retail price per record: 12" Mono LP's- $2.00; 12" Stereo LP's- $2.33; 10" LP's- $1.50; EP's- $0.87; Singles- $0.67.

**Stereo sales:** 4.56% of total (LP's only).

**Record sales: 11.5% of total; LP's only sold through slowly-developing club. In 1967, 4,372 mono and 1,981 stereo records sold.**

**Postcard record sales: 1967-130,000.**

**Type of distribution:** Hungarian Record Co. is sole wholesale outlet. Some state department stores sell records and neck jobbers.

**Discounting:** Rare.

**Type of promotion:** Although TV and radio are state-owned. a popular disc jockey manages to compete on radio with Radio Luxembourg and Radio Free Europe to attract young audience. Youth and other magazines give great publicity to new artists and popular beat groups.

**Jukeboxes:** None.

**TAPE:** No tape industry. In May 1968 Budapest Fair showed some tape equipment, but effect on industry not yet perceptible.

**IMPORT/EXPORT REGULATIONS:** Import duty. Contact with manufacturers and publishers should be made only through the Kultura Foreign Trading Co.

**record manufacturer & importer/exporter**


**INTL reps:** Austria (Boosey & Hawkes), Australia (Doblinger, Hofmeister-Figaro, Universal Edition), Belgium (Schott Freres), Bulgaria (Hemus), Canada (Boosey & Hawkes), Czechoslovakia (Artia), Denmark (Wilhelm Hansen), Finland (Fazer), France (Boosey & Hawkes), East Germany (Deutsche Buchexport), West Germany (Boosey & Hawkes), Israel (From Musikverlag), Italy (Suvini-Zerboni), Japan (Nippon Gakki), Netherlands (Breukmann & Van Poppel), Norway (Norsk Musikforlag), Poland (Ar. Polona), Romania (Carifex), Sweden (Nordiska), Switzerland (Edition Enigen), USA (Boosey & Hawkes), USSR (Mezhduunarodnaja Kniga), UK (Boosey & Hawkes).

**Note:** All correspondence and catalogs should be sent to this address. (See ADVERTISEMENT)

**music publisher**

Edito Musica (Tenemuklado Vallat), Semmelweisutca 1-3, Budapest V. Tel: 184-682. Cable: EDITO-MUSIC. Mng. Dir.: Lazzlo Saratos; Artistic Dir.: Dr. Laszlo Eszo. **INTL representation through Kultura Foreign Trading Co.**

**supplies & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Association of Hungarian Musicians (Magyar Zene- muveszek Szovetsege), Semmelweisutca u. 1-3, Budapest v. Cable: MUSICON. Sec'y Gen.: Tabor Sarasi.

Budapest Office of Music Competitions & Festivals (Budapesti Zenek Voronmek es Fesztivalok Irod(a) & Office of Bartok Seminar, Liszt Ferenc ter B, Budapest VI. Cable: FESTIVAL-UKO. Dir.: Imre Kun.

Hungarian Academy of Sciences, Institute of Musicology, Bartok Archives, Orszaghaz u. 9, Budapest I. Dir.: Prof. B. Szentagothai.

**CARRE D'AS s.r.l.**

Edizioni Musicali - Corso Europa, 22, 20122 Milano

**BOBBYMUS**

**pressing plant**

Villamoszsigetelo et Mueanyaggaryag, Fehervari u. 120, Budapest XI.

**RECORDING & TAPE DUP. STUDIOS**

Kanglenez Studio, Jozsefkorout 19, Budapest VIII. Tel: 139-061. Dir: Istvan Lakatos.

Qualiton, Rottenbiller u. 47, Budapest VII.

**phonograph manufacturer**

Electro Acoustical Cooperative Society, Szegedius 57/63, Budapest XII. Tel: 201-020. (Sole manufacturer.)

**musical instrument manufacturers**


**continued on page 324**
ADRIANO CELENTANO
- number 1 of the Italian song -

"STORIA D'AMORE" 1º in the Italian hit-parade.

Clan Celetano s.r.l. records - c.so Europa 7 - 20122 Milano - tel. 704261
**ICELAND**

**POPULATION:** 196,550

**PER CAPITA INCOME:** $2,450 (annual average wage of married workers)

**RATE OF EXCHANGE:** 1 (US) = 57.16 Icelandic Krona.

**RADIO STATIONS:** 1 commercial, 1 government.

**Type of programming:** About 40% of listening time (broadcasting and retransmission time) is spoken word. Classical and semiclassical music has a considerable share of the rest. There are some special pop music programs.

**No. of radios:** 75,000.

**TV STATIONS:** 1 government channel.

**No. of TV sets:** 5,000.

**HOLIDAYS:** Jan. 1, Munday Thursday, Good Friday, Easter Monday, Apr. 30 (First Day of Summer), May 1 (Labor Day), May 29 (Whitsun), June 17 (National Day), August Bank Holiday, Dec. 25, 26.


**Records imported from USA (CIF):** 1965-14,051 units, $10,000; 1966-14,601 units, $10,601. Average retail price: LP-$14.55; EP-$2.00; Single-$1.75.

**Stereo sales:** 75% of total sales.

**Type of distribution:** Importer to retailer system predominates.

**Record club sales:** Very small share of market.

**Type of promotion:** Direct advertising in the press, radio, radio music theaters predominates. State Radio & Television Services provide considerable direct promotions through their own programs.

**Jukeboxes:** 8,000.

**IMPORT/EXPORT REGULATIONS:** 80% import duty on foreign records and 30% duty on records of Icelandic music issued by Icelandic companies but manufactured overseas.

**record manufacturers**


This company represents: EMI (United Kingdom), Decca (United Kingdom), including all their labels and subsidiaries.

Hljóðavertur Sigurður Hedadottur, Vesturver, Reykjavík.

S G Recs., Múdiðstæki 8b, Reykjavík, Tel.: 20549. Mng. Dir., Steinar Sigurgeirsson.

Stal, PO Box 737, Reykjavík.

This company represents: CBS USA, Philips (Netherlands & UK), Phonogram (Germany).

**supplies & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Iceland Music Information Center, Hverfisgata 30, Reykjavík, Tel.: 21185. Dir.: Thorkell Sigurðsson.

Icelandic Composers Society (Tonskaalafélag Islands), Bakkholudregi 2, Reykjavík, Tel.: 24792. Pres.: Jon Leifs.


Icelandic Musicians Union (Félag íslenzkra hliðafær- alekkara), Ópgópsta 7, Reykjavík, Tel.: 19785. Dir.: Sverridar Gerdardóttur.

Society of Icelandic Musical Artists (Félag íslenzkvar-Tónlistarmanns), Hljóbbrekku 23, Kopavogur. Tel.: 42037. Pres.: Thorkell Sigurðarson.

**MUSIC LICENSING ORGANIZATION**

S T E F (Samhælti tonskaalda og Íslands flutningsprent- far), Bakkholudregi 2, Reykjavík.

**INDIA**

**POPULATION:** 374,100,000.

**PER CAPITA INCOME:** $5.5.

**RATE OF EXCHANGE:** 1 (US) = 7.5 rupees.

**RECORDS EXPORTED TO USA (FOB):** 1968-37,913 units, $55,766; 1967-29,234 units, $49,279.

**record manufacturers**


This company represents: EMI (United Kingdom), Decca (United Kingdom), including all their labels and subsidiaries.

Hljóðavertur Sigurður Hedadottur, Vesturver, Reykjavík.

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**MUSIC LICENSING ORGANIZATION**

S T E F (Samhælti tonskaalda og Íslands flutningsprent- far), Bakkholudregi 2, Reykjavík.

**INDONESIA**

**POPULATION:** 112,000,000.

**RATE OF EXCHANGE:** 1 (US) = 295 rupees (variable).

**NO. OF RADIO'S:** 4,350,000.

**HOLIDAYS:** Jan. 26 (Republic Day), Aug. 15 (Independence Day), Oct. 25 (Mahatma Gandhi's Birthday), Nov. 1 (Guru Nanak's Birthday).

**RECORDS EXPORTED TO USA (FOB):** 1968-37,913 units, $55,766; 1967-29,234 units, $49,279.

**record manufacturers**

The Gramophone Co. of India, PO Box 699, Calcutta 1; 33 Jesore Rd., Dum Dum, Calcutta 28, Tel.: 57-42-31, Cable: EMITRON. Chm., Mng. Dir. & Int'l: Bhasker Menon.


Int'l labels represented: ABC (USA), RCA (USA), A&M (USA), Decca (UK), Sony (USA), Tele-Motion (USA), Liberty (USA), Monument (USA), Pye (UK), Ember (UK), United Artists (USA), Philips India, Philips House, 7 Justice Chandra Madhavl Rd., Calcutta 26.

Siemens India Ltd., PO Box 6597, 134-A Dr. Annie Besant Rd., Bombay 18, Tel.: 373261-4, Cable: SIEMENS.


Int'l branch: USA.

**supplies & services**

**ASSOCIATION & PROFESSIONAL ORGANIZATIONS**

Bombay Madrignal Singers-Organization, 9 Oak Ln., Bombay 1.

Delhi Music Society, 16-8 Sujen Singh Park, New Delhi 1.

Inter-National Cultural Centre, 16 Hasley Rd., New Delhi 1, Exec. Dir.: Mrs. Rekha Menon.

Madras Musical Association, c/o Harry, Secretary, Chelliah E. Peter, Metal Box Co. of India Ltd., PO Box 752, Madras 12, Tel.: Triveni Kala Sangam, 205 Tansen Marg, New Delhi. **continued on page 326**
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CO-MUSIC GmbH, MUNICH (Germany)
SIMEPP S.A. 14, Av. Lincoln
Paris 8me (France)
ISRAEL

POPULATION: 2,806,000.

PER CAPITA INCOME: $1,384.

RATE OF EXCHANGE: $1 US = 3.5 Israeli Pounds.

NO. OF WINDMILLS: 58,000.

NO. OF MEMBERS WITH RECORD PLAYERS: 200,000.

RADIO STATIONS: 1 commercial, 2 government.

Type of programming: Government main wave (Shidurei Israel) features documentary, news, interviews & live performances; Government light wave (Hagai Hakal) features light music, pop music, entertainment & commercial; Defense Forces Broadcasting (Gaalei Zahal) features light music, pop & classical music & documentary programs.

No. of radios: 800,000.

TV STATIONS: 1 government –2 channels.

Type of programming: One channel is educational and other general, featuring documentary, news & entertainment programming.

No. of TV sets: 20,000.

HOLIDAYS: Chanukka (Dec.), Passover (Apr.), May 2 (Independence Day), Shavuot (June), Rosh Hashanah, Yom Kippur, Succoth & All November.

RECORDS:

Records sold domestically: LP’s 1968-554,212 units, $2,248,858 (up 8%); 1967-470,000 units, $1,775,000. EP’s 1968-269,000 units, $339,000 (up 29.5%); 1967-500,000 units, $1,200,000. Singles 1968-120,000 units, $100,000 (up 2,050%); 1967-6500 units, $5,000.

Records manufactured for domestic & export sale: LP’s 1968-214,129 units, $3,027,906 (up 8.5%); 1967-205,454 units, $1,872,596. EP’s 1968-275,000 units, $396,000 (up 300%); 1967-135,000 units, $135,000. Singles 1968-135,000 units, $15,000 (up 2,076%); 1967-6,500 units, $6,500.

Records imported from USA (factory value): 1968-10,000 units, $30,000; 1967-6,746 units, $20,000.

Records imported from countries other than USA (factory value): 1968-12,000 units, $20,500; 1967-8,000 units, $11,000.

Records exported to USA (factory value) 1968-9,000 units, $45,010; 1967-70,823 units, $35,123.

Records exported to countries other than USA (factory value) 1968-55,500 units, $84,400; 1967-31,872 units, $79,424.

Average retail price per record: LP’S-$4.24; EP’S-$1.43. Singles-$0.86.

Sales: 50% of total.

Record club sales: 6% of total.

Discounting: Frequent (15%).

Type of distribution: Manufacturer-to-wholesaler-to-retailer. Very few rack-jobbers or one-stops.

Type of promotion: Four main sources: radio broadcasting, public performance, advertising & music columns. The opening of the General TV channel in 1969 adds strong promotion channel.

Jukeboxes: 30.

TAPE: Open reel imported from USA & Europe. At present no cartridge or cassette tapes are manufactured.

Avner Rosenblum

International Market Report

HOLDS: Jan. 1, May 1 (Labor Day), June 1 (Birth of Pantjasila), Aug. 17 (Independence Day), Christian and Voslem religious holidays.

RECORDS IMPORTED FROM USA: None.

• record manufacturers

Dimita Moulding Inds., Ltd. Kari Bener Barat 26, Djakarta-Kota, Tel.: 22181; Cable: DIMITA-MOLDING. Pres. & Dir.: M. Tamimi; Dir.: M. S. Tamimi.

Label: Mesra (budget).

Indonesian Music, Irama, Tjikini Raya 78, Djakarta, Tel.: 1992; Cable: Irama, Pres.: R. Soejojo.

P. N. Lokananta, Terusan 21, Surakarta, Tel.: 3230; Cable: Lokananta, Dir.: Getojo Soemowidjojo.

Republic Manufacturing, Tanah Pasir, (Gedang Pandjang), PO Box 605/DAK., Djakarta-Kota, Tel.: OK 23432. Cable: Remaco. Dir.: Roden M. Moestari.

Music publisher

Indonesian Music, Tjikini Raya 78, Djakarta, Tel.: 1992.

Distributor

Fa. Suara Mas, Pasar Baru 117, Djakarta-Kota, Tel.: 49137.

Supplies & services

PRESSING PLANTS

Dimita Moulding Inds. Ltd. Bandungung Utara 40 B, Djakarta-Kota Tel.: 21215.

Indonesian Music, Irama, Tjikini Raya 78, Djakarta, P. N. Lokananta (Government Enterprise), Djajaran Telusan, Surakarta.

Republic Manufacturing, Tanah Pasir (Gedang Pandjang), PO Box 605/DAK, Djakarta-Kota, Tel.: OK 23432.

RECORDING STUDIOS

Dimita Moulding Inds. Ltd. Bandungung Utara 40 B, Djakarta-Kota Tel.: 21215.

Indonesian Music, Irama, Tjikini Raya 78, Djakarta, Tel.: 1992.

R R I (Government’s Radio Republic Indonesia), Djakarta.

Republic Manufacturing, Tanah Pasir (Gedang Pandjang), PO Box 605/DAK, Djakarta-Kota, Tel.: OK 23432.

continued

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*June 1969 Publisher’s Statement as filed with ABC, subject to audit.
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continued on page 332
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RECORDING STUDIOS:
MILANO - PIAZZA CAVOUR 2
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Primo Del Comune.

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(Colonial Trading), Israel (CBS), Jamaica (Wett
Indies, Japan (King), Lebanon (SLO), Malaysia
(Mup Hop), Mexico (CBS), Netherlands (Artonne,
New Zealand (Philips), Norway (Phonogram), Peru
(Sona Radio), Philippines (Mareco), Portugal
(Radio Triunfo), South Africa (Gramophone),
Spain (Discophon), Sweden (Philips), Switzerland
(CBS), Uruguay (Sondeor), Venezuela (Dis-
teletex), UK (CBS), Yugoslavia (RTB). (See Ad-
VERTISMENT)

C.G.D. Galleria del Corso 4, 20122 Milano; Tel:
709-508.

Cors: (see Phonogram).

Canada (see COD). Sommer: (see DET).

Canadian-American (see Ballard, Italianica).

Capitan (see BRubel).

Capri (see King Universal).

Carisch SpA, Via General Fara 39, 20124 Milano;
Tel.: 709.453-264/266, CARISCH, Pres.: Aldo
Pardi; Mng. Dir.: Sandro Galli; A&R, Pub.,
Promo. & Adv.: Gian Mazzocchi; Classical
A&R: Calisto Ravizza; Sales Dir. & Int’l:
Giuseppe Cremascoli.

Labels: (owned) Carisch; (distributed)
Auditorium.

Cartridge 4-track: Carisch catalog—self-md.

Cassettes duplicated by Philips-Phonogram.

Int’l labels represented: Valois (France),
Barenreiter Musikarchiv (Germany), Qualiton
(Hungary), Hargarton (H郫gur), Muza (Poland),
Int’l: Ausa (Australia), Kumaiz ( inclusive
countries (Hebrew), Canada (Brown), Germany (Electro,
Classical.; Philadelphia (Israel) (EMI), Luminosa
(Zavarchenker), Portugal (Radio Triunfo),
Spain (Hispanica), South Africa (Gallo), Switzerland
(EMI), Turkey (Atlantic). (See ADVERTIS-
ment)

Carosello (CEMED), Galleria del Corso 4,
20122 Milano; Tel.: 709.746, 793.008. Cable:
CURA MUSIC, Pres.: Giuseppe Giornetti Ricci; VP:
Tino Trombetti; Mng. Dir. & Int’l: Davide
Mataliani; Pop A&R: Tony De Vito, Classical
A&R: Maria Magenta; Press & Pub.: Luisa
de Tomi.

Labels: (owned) Ariette, Carosello, Costanza,
Custurc, Italian Yanik, Mustang; (distributed)
Duele Italidisc Group, Mezzii Group.

Cartridge 8-track & cassette owned-Carosello
catalog—represented—United Artists (USA).

Int’l labels represented: Buona Vista (USA),
(see DET).

Cartridge 4-track: Phonogram—self-md.

Cassettes represented: BBC (UK), France
(see CGD).

Cardinale (see Carosello).

Creazioni Walt Disney (see Walt Disney listed
under "D")

Cricket (see Fonit-Cetra).

Curri (see Carosello).

d B (see Folklore).

D & T (see Folklore).

D E T (see Discografie Distribuzione Trenna SpA).

Via Virgilio 2, 20122 Milano; Tel.: 355.021.

Camerica,CAMUSIC, Pres.: Giuseppe Campi; Gen. Mgr.:
Sergio Federici; A&R, Dir.: Luigi Campi; Sales
A&R: Bruno Bianchi; Press & Promo: Franca
Crociolo; Mng. Dir.: Luigi Campi.

Labels: (owned) DET int’, CAM, Campi
Editorio, Tank, Amico, Mma, Int’ro; (distributed)
Parade, Omicron, (see DET).

Cartridge 8-track & cassette—represented—Phonogram
Int’l labels represented: France (Sinepbb), Japan (Campania),
USA (Campania).

D E T (see DET).

Creato SpA, Via Bertola 24, 20122 Milano; Tel.: 573.25.

CETRA, Pres.: Enrico Carrara; Mng. Dir.: Renato
Zaccone; A&R: Mario Zanini;
Int’l: Mauro Galla; Pub. & Press: Rosita 
Robbe.

Labels: Cetra, Wq, Excelsior, Fonit, Int’l
International.

Cartridge 8-track & cassette—represented—Fonit-Cetra
catalog—represented—Kapp (USA)—self-md.

Cartridge 4-track & cassette—represented—Kapp—self-md—
licensed to Ecotone (see DET).

Cassette: Fonit-Cetra—self-md.

Fonit-Cetra SpA, Via Bertola 24, 20122 Milano; Tel.: 573.

CETRA, Pres.: Enrico Carrara; Mng. Dir.: Renato
Zaccone; A&R: Mario Zanini;
Int’l: Mauro Galla; Pub. & Press: Rosita 
Robbe.

Labels: Cetra, Wq, Excelsior, Fonit, Int’l
International.

Cartridge 8-track & cassette—represented—Kapp (USA)—self-md.

Cartridge 4-track & cassette—represented—Kapp—self-md—
licensed to Ecotone (see DET).

Cassette: Fonit-Cetra—self-md.

Fonit-Cetra SpA, Via Bertola 24, 20122 Milano; Tel.: 573.

CETRA, Pres.: Enrico Carrara; Mng. Dir.: Renato
Zaccone; A&R: Mario Zanini;
Int’l: Mauro Galla; Pub. & Press: Rosita 
Robbe.

Labels: Cetra, Wq, Excelsior, Fonit, Int’l
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Int’l: Mauro Galla; Pub. & Press: Rosita 
Robbe.

Labels: Cetra, Wq, Excelsior, Fonit, Int’l
International.

Cartridge 8-track & cassette—represented—Kapp (USA)—self-md.
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represented: Mervyn Andris.
Affiliates: Canta, Bum, Ocora.
Labels: Clan Celentano, Florence, Bari, Catania, Naples.
Metropolitan Mgr.: Marinko Rigaldi; Prof. Armando Sciascia, Int'l Alix Andrus.
Affiliates: Gabriella Cataldo.
Sugarmusic Gruppo Southern.
RCA Sistemi, Corso Genova 20122 Milan.
Tel: 794.841. Mgr. Prof. Luigi Riccardi.
Continentale (UK), Johnny Nash (USA), Northern Songs (UK), One Four Two Scott Solomon (UK), Paramount Famous (USA), Peacock (USA), Nabo (UK), Rondor Group (USA), Songs of the World (UK), Warner Bros Seven Arts USA.
Ri, Muzik, Discorì (Buenos Aires, 77 20124 Milan(g: 262.473, 278.555. Mgr. Di Giovanni/Brittsa Ansaldo, Mgr.: Marinko Rigaldi; Prof. Mario Menestrello, Mgr. Prof. Ivana Novadi. Mgr.: Gianfranco Finamore; Copyright: Bruno Fonseca; Mgr.: Mario Cantino.
Int'l firms represented: Cotillion, Redwall, Time, Warner Bros.
Bassetti, Mgr.: Giampaolo Scoppa; Int'l Hans Andrus.
Home office: USA, American Metropolitan Ents. Kramer (see MAS). Lady (see MAS).
Labels: Leonardi Gruppo Editoriali.
Aldo Belio, Mgr.: Mario Cantino.
Affiliates: Liberty (see Sugarmusic Gruppo Editoriali). Lucania (see Leonard Gruppo Editoriali).
Affiliates: Lady, Bonagura M. Mgr.: Corrado Cima.
Peter Maurice (see Sugarmusic Gruppo Editoriali).
Menestrello (Edizioni), Galleria del Corso 4, 20122 Milan. Tel: 749.841.
Int'l firm represented: Lowery (USA).
MGR. Prof. Luigi Riccardi.
Int'l firms represented: Mervyn (UK), Vitalize.
Int'l rep: Brazil (Vitalize).
I yayın (see Sugarmusic Gruppo Editoriali).
Music Union (see Sugarmusic Gruppo Editoriali). Music Union (see Sugarmusic Gruppo Editoriali).
MGR. Mario De Luigi Jr.
MGR. Giuseppe Carbonara.
Affiliates: Curci Gruppo Editoriali.
Int'l firm represented: United Artists Music Group (USA).
Palace Srl (Edizioni Musicali), Piazzetta Parrati 2, 20121 Milan. Tel: 898.909. Mgr. Prof. Luigi Riccardi.
Int'l firms represented: Sette Note (see Southern). Sette Note (see Southern).
Affiliates: Chippa, EAR, Nazionale, Sonora film.
Olona (see Nuora).
Orchestra (Edizioni), Galleria del Corso 4, 20122 Milan. Tel: 794.746. Mgr. Giuseppe Carbonara.
Affiliates: Curci Gruppo Editoriali.
Int'l firm represented: United Artists Music Group (USA).
Music for (see Sugarmusic Gruppo Editoriali). Fulgenio (see Sugarmusic Gruppo Editoriali).
Dott. Giuseppe Gallazzi (see Francis-Day). Del Gallo (Edizioni), (see Belia Ciao). (see Sugarmusic Gruppo Editoriali).
General Music Srl, Viale Lugi 41, 00198 Rome. Tel: 06.659.20.041 Mgr. Dir. & Gen. Prof. Mgr. Enrico De Melis. E. Gennaro (see Bidini). (see CAM).
Gustafoni Giorgio (see Francis-Day). Grandi Dirigenti (see Bixio Censu). Guerini (Edizioni) (see Guerini Gruppo Editoriali).
Galleria Olona 5, 20122 Milan. Tel: 794.841.
Int'l firm represented: MCA (USA).
Int'l firms represented: Albet Music (USA), Hugo Record (USA), MCA (USA).
Int'l firms represented: Albet Music (USA), Hugo Record (USA), MCA (USA).
Int'l firms represented:_pulse: Albet Music (USA), Hugo Record (USA), MCA (USA).
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  - MONTANA
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Page 341
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Dal Bon Lorenzio, Via Oberdan 6, Verona.

Label Coalition
Messaggeria Piacentina, Galleria del Corso 2, Milan.

D'ELLA Grafica Gallati, S. Ecofina LA
ASSOCIATIONS
Ricordi, Via Berchet 2, Milan. Tel. 571.313 Mgr.
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supplies & services

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DISTRIBUTORS

MUSIC LICENSING ORGANIZATIONS
A. E. M. C. (Associazione Editori Musicali), Via del Corso 2, Milan.

LABEL MANUFACTURERS
Casellato S, Via Spazio Fasolargia 3, Milan. Tel. 546.007.

PRESSING PLANTS
Adriatico, Via Brasile 9, Limido (Milan). Tel. 90.46.185.6

MUSICAL INSTRUMENTS
Barberi Stampa, Via di Rocco 6, Milan. Tel. 585.677.

RECORDING STUDIO EQUIPMENT MANUFACTURERS
Cosiotto Manifattura, Gorizia, M. Casali, Viale Botta 23, Rome.

phonograph manufacturers

Geloso, Viale Brenta 29, Milan.

E M I-Italiani, Via Berchet 23, Coriano Pertusella (Milan).

Fonocart, Via Meda 45, Milan. Tel. 843.25.51 Fonoconor, Via Martini della Liberta, Ballaro (Como).

Fonodita, Via Leopardi 25, Milan. Tel. 872.882. Gовì Goffoni, Via Goboni 18, Tretazzno d'Adda (Milan).

Phonograph, Via Tiziree Erba (Como). Tel. 61426.

RECORDING & TAPE DUP. STUDIOS


S Fone, Via Maria Cristina 5, Rome. Tel. 392.051.

Branch Via Luminare 4, Cinelandia di Cologno Monzese (Milan). Tel. 91.23.076. Fonocama di C.A. Rossini, Via Bartelle 11, Milan. Tel. 659.650.

Fonti, Via Ugo Bordi 27, Rome. Tel. 321.780. Microfond Via Principal 2, Vimercato (Milan). Tel. 62.209

Phonotrich Via Violletto S. Giovanni Maggiore 5-6, Milan.

RECORDINGS & TV STATIONS

Gennaro, Via di Tor Cervara 283, Milan. Tel. 225.966.

ENTERPRISES & EXPORTERS
Imperial, Via Oberdan 6, Verona. Tel: 434.722. Mgr. Ugo & Giorgio Beccacce.


Excelsior, Via Martini della Liberta, Castelfidardo (Ancona). Tel: 902.672. Mgr. (both electronic organs) & Mgr. (both electronic amplifiers).

Galanti: FLL, Via Borgo 50, Mondaino (Forlì). Tel. 70.105. Product: amplified steel guitars.


IMPORTERS & DISTRIBUTORS
Casale Bauer, Via S. Petronio Vecchio 38, Bologna. Import: drums (Ludwig-USA, Trino-Germany), amplified guitars & amplifiers (Fender-USA), guitars (Franck, Werke-Germany), Divallia (Kronbuhl), Via Lamberti 6, Parma. Import: electronics (Eminent-Netherlands).


JAMAICA

POPULATION: 1,900,000
PER CAPITA INCOME: $566.

RATE OF EXCHANGE: $1 (US) = 8/2 shillings.

RADIO & TV STATIONS: 1 government channel.

ON THE AIR 30-35 HOURS.

HOLIDAYS: Jan. Ash Wednesday, Good Friday, Easter Monday, May 23 (Labour Day), 1st Mon.


RECORDS

Records exported to USA (FOB): 1968-11,888 units, $13,908, 1967-32,202 units, $5,149. Average retail price per record: $5 (imported); $6 (imported); $7 (imported); $8 (imported).

Type of record distribution: Manufacturer-to-dealer.

last week 30,808* people were filled in on what's happening in the International Music • Record • Tape Industry. (maybe they know something you don't know!)

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*June 1969 Publisher's statement as filed with ABC, subject to audit.

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record manufacturers

Columbia (see Nippon Columbia),

Crown (see Nippon Crown),

Denon (see Nippon Columbia).

Expression (see Toshiba).


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**record clubs**

Concert Hall Society, 333 Kita-Shinagawa 3-Chome, Shinagawa-ku, Tokyo. Tel: (443) 9131. Pres.: Samuel Jopepowitz  
  Home Music Library, 6-5 Nishi-Shimbashi 3-Chome, Minato-ku, Tokyo. Tel: (434) 4956. Rep.: M. Iwasaki  
  Japan Direct Mail, New Toyo Bldg., 14 Denma-cho 1-Chome, Azabu, Minato-ku, Tokyo. Tel: (404) 6771. Pres.: S. Saito  
  Nippon Reader’s Digest, 79 Sakurada-cho, Azabu, Minato-ku, Tokyo. Tel: (403) 7301.  
  Time-Life Int’l, Asahi Bldg., 3 Ginza-Nishi 6-Chome, Chuo-ku, Tokyo. Tel: (527) 8511.  
  Wurl’ Encore Club, Kanebco Bldg., 29-8 Shimbashi 3-Chome, Minato-ku, Tokyo. Tel: (434) 5511. Rep.: S. Takekawa  
  
**music publishers**

Aberbach Tokyo Co. Ltd., Kukusai Bldg., 12 Marunouchi 2-Chome, Chiyoda-ku, Tokyo. Tel: (213) 6765. Pres.: W. Dekker  
  This company represents: Hill & Range Songs  
  This company represents: Candencia  
  Walt Disney Enters, see listing under "W."  
  This company represents: Big 3, Francis Day & Hunter, Feldman, Essex Japan Ltd., 13 Tsukishimo-cho Kanda 2-Chome, Chiyoda-ku, Tokyo.  
  
**home office:**  
  **Tokyo:**  
  **Walt Crown Worl**  
  **Music, Matsui Bldg., Top 2-Chome, Minato-ku, Tokyo. Tel: (502) 9214/5. Pres.: K. Kato  
  **Top Music Pub’lgy Co., Ltd., Koyo Bldg., 9-1 Akasaka 3-Chome, Minato-ku, Tokyo. Tel: (584) 7581. Pres.: T. Hori  
  
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**Billboard 1969-1970 International Music-Record Directory**

Page 348
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Suzuki Victor, 1-1 Hirokawacho, Nakagawaku, Nagoya-Shi.
Product: String instruments, guitars, mandolins & ukuleles.
Tombo Harimoriche, 143 Tabatacho, Kitaku, Tokyo.
Product: Harmonicas.
Jen-on Gakki, 1138 Koikecho, Hamamatsu-Shi.
Product: Pianos, harmoniums & guitars.

**amplifier and microphone manufacturers**
Aiwa, 2-3 Soto-Kanda 5-Chome, Chiyoda-ku, Tokyo.
(Microphones)
Fukuryo Coral, 1971 Shibakatu Horai, Kawaguchi-shi, Saitama ken. (Amplifiers)
Matsushita Electric, 1006 Kadoma, Kadoma-shi, Osaka. (Amplifiers & Microphones)
Pioneer, 15-5 Omori Nishi 4-Chome, Ota-ku, Tokyo. (Amplifiers)
Rion, 20-4 Higashi-Motomachi 3-Chome, Kokubunji-shi, Tokyo-to. (Microphones)
Sansui Electric, 460 Iizumi-cho, Suginakik-ku, Tokyo. (Amplifiers)
Sony, 351 Kita-Shinagawa 6-Chome, Shinagawa-ku, Tokyo. (Amplifiers & Microphones)
Tokyo Shibaura Electric, 1 Uchisaiwai-cho 1-Chome, Chiyoda-ku, Tokyo. (Amplifiers & Microphones)
Trio 6-5 Shibuya 1-Chome, Shibuya-ku, Tokyo. (Amplifiers)
Victor, 1-1 Honcho 4-Chome, Nihombashi, Chuoku-ku, Tokyo. (Amplifiers & Microphones)

**KENYA**

**POPULATION:** 10,000,000.  
**PER CAPITA INCOME:** $100.  
**RATE OF EXCHANGE:** $1 (US) = 7.2 Shillings.  
**HOLIDAYS:** Jan. 1, May 1, June 1 (Madaraka Day), Aug. 7 (Bank Holiday), Oct. 20 (Kenya Day), Dec. 12 (Independence Day), Dec. 25, 26. (Traditional Christian and some Moslem holidays.)
**RADIO STATIONS:** 1 government AM station.  
No. of radios: 400,000.  
No. of TV channels: 10,000.  
**RECORDS:**  
Records imported from USA (CIF): 1968-10,000.  
Records imported from countries other than USA: 1967-11,004 units.  
Records exported to countries other than USA: 1967-5,604 units.  
Average retail price per record: LP's $4.86, EP's $1.80 (domestic), $1.90 (imported); Singles $1.04 (domestic), $1.21 (imported).  
Stereo sales: 15% of total.  
Record club sales: 2% of total.  
Type of distribution: Manufacturer-to-agent/wholesaler-to-retailer prevails.  
Discounting, Range: 5-20%.  
Jukeboxes: 500.  
**TAPE**

Market: Cartridge playback units are catching on, but as yet they have had no effect on the sale of records or phonographs. Philips Musicassettes are produced, but Japanese Musicassettes are becoming popular.  
**IMPORT/EXPORT REGULATIONS:** Records originating in the USA may be imported under an open general license (OGL).

**record manufacturer**

**INDEPENDENT RECORD PRODUCERS**
Kasanga Star Prod.'n, PO Box 6586, Nairobi. Tel: 22508. Mgr.: D. Aruna.
Lampe Ltd., PO Box 7222, Nairobi. Tel: 24092. Mgr. Dir.: S. Omore.

**record wholesalers**
**IMPORTERS/DISTRIBUTORS**
Asanand Sons, PO Box 377, Bazaar Rd., Nairobi. Tel: 28809.
Branch: Mombasa, PO Box 414. Tel: 3110.
East African Music Stores, Box 578, Nairobi. Tel: 28071 & 20395.
Shankardass & Sons, PO Box 43, Nairobi. Tel: 20663.
Branch: Mombasa, PO Box 486. Tel: 5619.

---

We're the people, that people like us get movin'... sometimes.

Too bad we're not infallible. We've made campaigns that flopped, for records that didn't measure up. Still we didn't catch any rockets. Because most times we make hits. Big hits. Like Blue Cheer's "Summertime blues". Became number one on the charts after the heaviest campaign ever held for one record. Like "Pears Before Swire". Both albums are the best-selling underground albums in Holland. We could give you more examples. But we don't want you to think that we're infallible after all.

Therefore, please send us your underground material and we'll send you our promotion proposal in return. People agree with us... sometimes.

Send your material to the people that get other people movin'... Phonogram's Promotion Team - N.V. Phonogram Drentestraat 11 - Amsterdam - Holland.

continued on page 352


**HOLIDAYS:** Jan. Paula (USA), (France), $19,886.

**RADIOS:** Imported from countries other than EQUASOUND. (France), Bell (USA), Sony, Philips (France). Importers: EMI). Philips (France). EMI). RCA (Germany), Philips (France).

**LEBANON**

**POPULATION:** 2,405,000.

**RATE OF EXCHANGE:** $1 (US$) = 3 Lebanese pounds.

**NO. OF RADIOS:** 400,000.

**NO. OF TV SETS:** 150,000.

**HOLIDAYS:** Jan 1, Nov 22 (Independence Day), Dec. 25 and Moslem Religious holidays.

**RECORDS IMPORTED FROM USA (CIF):** 1968—$19,886.

**record manufacturers**

Capital (see EMI). A. Chahine & Sons, Picot St., Box 1729, Beirut, Columbia (see EMI).

E M I Lebanon. PO Box 6062, Beirut. 280013. Mgr. Dir.: James Plunkett. Label: EMI Group (HMV, Columbia, Pathé, Capitol, Stateside, Regal, Parlophone, Decca, Vogue, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decca, Decc...
INDEPENDENT RECORD PRODUCER
Label credits: Polydor, DGG, Mercury.

• importers/distributors
Bornoo, PO Box 151, Kuala Lumpur. Branches: Maxwell Rd., Ipoh.—A Wah Dwy, Penang.
This company represents: Capitol (USA), Columbia (USA), Parlophone (UK), EMI (UK), Pathé (France & Hong Kong), Angel (India). Cosdel, Km. 305, 8th Fl., China Insurance Bldg., Jalan Tuanki Abdul Rahman, Kuala Lumpur. Tel: 22334.
Int'l branch: Singapore. This company represents: RCA (Int'l), Atlantic (USA), Pye (UK), Marble Arch (UK), Festival (Australia), Motown (USA), Dot (USA), Warner Bros.-Seven Arts (USA), Reprise (USA), Camden (USA), A&M (USA), Electra (USA), Aloe (USA). Cycle & Carriage, 363 Jalan Tuanki Abdul Rahman, Kuala Lumpur. Tel: 23381.
Int'l branch: Singapore. This company represents: Polydor (Int'l), Decca, 241-A Victoria St., Penang. Tel: 40671. Branch: 141 Jalan Bandar, Kuala Lumpur. Tel: 23810.
Int'l branch: Singapore. This company represents: EMI (UK). Hup Hup, 61 Bukit Bintang, Kuala Lumpur. Tel: 87809.
Branches: 5 Jalan 13/2 Petaling Jaya, Kuala Lumpur, Tel: 53213.–10 Lemon St., Seremban, Tel: 4556.—25 Green Hill Dr., Ipoh. Tel: 4299.-111 Yau Tet Shin Market, Ipoh. Tel: 2900.
This company represents: Life, CBS, Kapp, Vocalion, Harmony (all USA). E. S. Issac, 205 Jalan Tuanki Abdul Rahman, Kuala Lumpur. Tel: 80630.
Int'l branch: Singapore. This company represents: HMV (India), Columbia (India), Angel (India), Parlophone (India), Vogue (India), Crescendo (Int'l), Hi-Fi (Int'l), Accent (Int'l), Telefunken (Int'l), Everest (Int'l). William Jacks, Chartered Bank Bldg., Jalan Ampang, Kuala Lumpur. Tel: 23431.
Branches: Eastern Bank Bldg., 2 Benteng, Kuala Lumpur. Tel: 23161.—94 Brewster Rd., Ipoh. Tel: 2616.—20 Chartered Bank Chambers, Kuala Lumpur. Int'l branch: Singapore. This company represents: Philips (Netherlands), Fontana (Netherlands), Smash (USA), Mercury (USA), Verve (USA), MGM (USA). Phonogram (Far East) Ltd., 8 Jalan Montibatten, Kuala Lumpur. Tel: 21611.
Home office: Singapore.

MEXICO

POPULATION: 48,933,000
PER CAPITA INCOME: $520
RATE OF EXCHANGE: $1 (US) = 12.5 pesos
NO. OF HOMES WITH RECORD PLAYERS: 475,000
NO. OF COMMERCIAL STATIONS: 49
TV STATIONS: 49

Type of programming: Films, live programs, soap operas, sports, educational programs.
No. of TV sets: 1,900,000.

HOLIDAYS: Jan. 1, Feb. 5 (Promulgation of the Constitution), March 21 (Birthday of Don Benito Juarez), May 1 (Labor Day), May 5 (Victory of Gen. Ignacio Zaragoza), Sept. 16 (Independence Day), Oct. 12 (Columbus Day), Nov. 20 (Anniv. of the Revolution), Dec. 25, all Christian holidays.


Records imported from USA (CIF): 1968-5,743,964 units, $16,458,438; 1967-5,209,720 units, $16,969,630. Also in 1967-$1,690 in master recs. or matrices for making recs. for export.

Average retail price per record: LP's-$.416; EP's-$.316; Singles-.50. Retail sales: 17% of total.
Record club sales: 1.5% of total.
Discounting: Frequent.
Type of distribution: Manufacturer-to-retailer only.
Type of promotion: Press, radio, TV, magazines, in-store promotion.

Jukeboxes: 45,000.

TAPE: Market: Annual sales: 9,600 open reel tapes, 132,000 4-track cartridges, 72,000 8-track cartridges, no cassette at present. Sales of tape playback equipment in 1967 were up 300% over 1966.
Type of distribution: Manufacturer to retailer only. Enrique Ortiz

• record manufacturers
Advanced (see Tizoc). Angel (see Capitol).
Archiv (see Universales).
Ariel (see Orfeon VideoVox).
Arístos (see Tizoc).
Belart (see Universales).
Branch: Guadalajara, Jalisco. Av. 16 de Septiembre 400. Tel: 3-38-65. Admin. & Supervisor, Manuel Garcia Garcia.
Labels: CBS, Harmony, Dekel. Canden (see RCA).
Labels: Capitol, Deoton, Capitol-Pops, Torre, Angel.
This company represents: Apple, Bell group, Boringuen, Cap-Latino, Dunhill, Motown, Pickwick, Raphael's, Tamla, Velvet & all EMI labels. Int'l sales: Worldwide (EMI, Capitol). (SEE ADVERTISEMENT)
Capitol-Pops (see Capitol).
continued on page 354
HOLLAND'S TOP PUBLISHER

BELINDA BELINDA BELINDA BELINDA

SINGEL 170-172
AMSTERDAM
Mng. Dir. Elbert van Zoeren
Cable: Belindamusic. Phone: 220.162

continued

Charlie Parker (see Coro)
Cine SA (Discos), Caracas 44, Mexico 19, D.F.
Labels: Cine, Ruff, Rivera; F. cilmedia represents: Caravelle (Brazil), Crown (USA), Marcof (Spain), Robergamer (Venezuela), Vergara (Colombia).
Tape: Cine, Ruff, self-frm.

Coro (see Coro)
Coro SA, Bahia de Perula 80, Mexico 17, D.F.
Tel: 27-08-55. Dir.: Charles E. Greer, Gen. Mgr.: Enrique Mejia; Rep.: Hector Gordillo.
Tape: (owned) Coro, Coro, Seleciton, (repre- sented) Seeco, Delta.

INT'L rep.: Muniz Stereo-Pak (USA).

D U S A (see Universalis)


Labels: Belgica, Advancido, Arista, Delta. This company represents: Belter (Spain), Challenge, Can Celantano (Italy), Ember (UK), Everett, Fonatua, (see Universalis), GNP Cre- scendo (USA), Hi Fi, USA, Jad (USA), Riviera (France), Vedette (USA), W&G (Australia).

INT'L rep.: Argentina (Tolima), Belgium (Pa- lestra), Italy, New Zealand, Australia.

Tiscor (Discos), Av. Prol del Norte 31, Mexico 11, D.F. Tel: 43-72-40. VP. & Int': Mario Friedberg; Artistic Dir.: Miguel Angel Sarralde; Sales Dir.: Anyzer Mejia; Prom.: Hector Gordillo.

Labels: Tiscor, Advanced, Aristas, Delta. This company represents: Belter (Spain), Challenge, Can Celantano (Italy), Ember (UK), Everett, Fonatua, (see Universalis), GNP Cre- scendo (USA), Hi Fi, USA, Jad (USA), Riviera (France), Vedette (USA), W&G (Australia).

Budget list line record manufacturers

Parent company name differs from that of the label, the company name follows in parentheses.

Alia (see Tiscor)
Arista (see Tiscor)
Belinda (see Universalis)
**distributors**


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**supplies & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

A M P E M (Asociacion Mexicana de Promotores y Editores de Musica), Av. Chapultepec 43, Mexico 1, D.F. Tel: 12-02-28. Pres.: Ramon Marin.

Camara Nacional de la Industria de Radiodifusion, Plaza de la Reforma 400-302, Mexico 6, D.F.

**MUSIC LICENSENING ORGANIZATION**

S A E M (Sociedad de Autores y Compositores de Musica SA), Calzada Mayayrac 96-A, Xoco, Coyacan, Mexico 29, D.F. Tel: 24-55-95. Cable: CONMEX.

**PRESSING PLANTS**

C B S (Columbia Intl) SA, San Bartolo Naucalpan, Estado de Mexico, Tel: 76-03-33. Exec. VP: Armando de Llano.


Coro SA, Raha de Perula 80, Mexico 17, D.F. Tel: 31-79-00.

Gamma SA, Apdo. 7762, Mexico 1, D.F., Ejercicio Nacional 167, Mexico 5, D.F. Tel: 45-73-60. Prod’n Mgr.: Luis M. Hoyano. (SEE ADVERTISEMENT) Mutart SA (Discos), Apdo. 17903, Tocuba, Mexico, D.F. (SEE ADVERTISEMENT)

Orfeon VideoVox SA, Av. Universidad 1273, Mexico 17, D.F. Tel: 24-25-00. (SEE ADVERTISEMENT) Peerless de Mexico SA, Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-30. (SEE ADVERTISEMENT) Cine SA (Discos), Av. Cuitlahuac 2519, Mexico 16, D.F. Tel: 27-60-20. (SEE ADVERTISEMENT) continued on page 356
Netherlands

Population: 13,400,000
Per capita income: $1,250
Rate of exchange: 3.64 Dutch florins.
No. of homes with record players: 1,600,000.
Radio stations: 1 commercial, 3 government.
Type of programming: Variations (100% recorded).
Capita income: $45-63-40.

Sales

Soundhunters, grams, temp $23,051; 1967-$304,572.
Capita income: $13,430,000.

The use of cartridges is high, but domestic: 2,954,000.

De CV, catalog (Discos), Apdo. 17503,Tacuba, manufacturer.

Since 1968 is recorded).

European form, Oryx, P&M, Trianon, Turnabout, Folkways, Rapsodia, Recs.

1968-

1967-

89,790,768 units, 1967-8,676,480 units.

4,272 to $324.

15.5%.

1968-5,314,887 units, 1967-5,197,080 units.

1957, working on a small scale.

Music magazines (Muziek Express, Proefklank Parade), TV programs, radio programs (Peppermint, Heemstede, and by pirate station Radio Veronica).

Tape: The Dutch tape market has grown rapidly since its inception in 1963. The growth in the use of tape equipment in 1968 was considered extraordinary, but considerable growth is not expected in 1969. The cassette system, introduced in 1967, with a moderate use of open reel, few & B-Track players, and no Playtape. The use of cassettes in cars has expected to develop soon because few cars have radios. There is no manufacture of raw tape or tape playback equipment in the Netherlands. A special stimulus to the use of tape for recording is the Dutch Union of Soundhunters, with 1,500 members.

Average price of a B-Track cartridge- $6.80; cassette- $2.64; open reel- $8.

No. of home-ground tape Stock or B-Track cartridges has multiplied by the manufacturer of importers. A special expert tape stock of A & B-Track cartridges has been established by The Dutch Airport, carrying mainly RCA and CBS labels.

Most tape promotion is carried on by manufacturers and importers in conjunction with normal record promotion. Philips makes a special promotion to the cassette players. Promotion is difficult owing to a certain amount of legal restriction for attractive teenage catalog on cassettes.

Importers play an important duty on records or tapes from Common Market countries. 12% of net amount for Additional Value Tax from Commonwealth countries. 5% from home-market sales of domestic product. BasMagem print manufacturers.

PROMOTION & PUBLICITY

Promotion & Publicity are Representative Articals SA, Laguna Mayar 232, Mexico, D.F. (See ADVERTISEMENT). Mexicanophone (Ecuador, 1575, Mexico, D.F. (See ADVERTISEMENT.)

RECORDS & TAPe-deal SUStOIDS

C. Van Avesen, 103,661, SA, San Bartolomé, Guatemala, Cable: Eucen, Tel: 76-33-33, Extn. VP: fernando de Llano. Munsan SA (Disco de Jade), 17503, Tacuba, Mexico, D.F. (See ADVERTISEMENT. 

Phonograph manufacturer

Philco, Cavel 157, Mexico 4, D.F. Tel: 47-46-00. Fax: 26-45-11, Home Office: USA.

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Tape: cassette, open reel.

Unaffiliated labels: Represented: Ace, Stiff, 4th Floor.

Affiliated labels: A&M, Atco, Atlanta.

BGM: Belinda, Rainbow.

Large labels: Vanguard, Capitol, Liberty, Atlantic, Columbia.

Television stations: Top 40.

... continued on page 358
LUTS SHOWBIZ UNDER ONE HAT

(in fact the biggest independent hat in Norway)

Looking for a good connection in Scandinavia? May we offer you our services: record dept. (the definite leading in locally produced single hits), concert agency, background music, publishing, sound equipment, recording facilities.

Local recording on Triola and Sonet-label (constantly on the charts).

DISTRIBUTION:

continued

○ record wholesalers

DISTRIBUTORS
Aeroportus N.V., Beursstr. 33, Amsterdam. Tel: (020) 240501.
Nederlandse Boekenclub, Prinsevinkenpark 2, Den Haag. Tel: (070) 510068.

IMPORTERS AND EXPORTERS
Basart, Holtenkade 20, Amsterdam. Tel: (020) 222192, 622000, 241260.
Boshek, 43 Zuidzonderkloot, Heemstede. Tel: (022) 280003, 285003. Pres.: W. W. E. Boshek.

This company represents: Alpha, Alpina, Alvorada, Amare, Bengluk, Carocca/Capua/Banga, Combo, Disque d’Europe, KTB & Joc Rapidosia, Spoken Arts, Tel/Alfa, Musique, Boemio Gramophone House (N.V.), Bronsweg 29, Heemstede. Tel: (023) 260750. Gen. Mgr., Dist’n & Sales: B. J. van den Berg.
Capi (N.V.), Basiwol 36, Amsterdam. Tel: (020) 911555.
Cineret, Sophiegrah-Holland, Vaartweg 14, Hilversum. Tel: (0210) 15353.
Delta, Herenweg, 101 Heemstede. (See Negram-Delta in Rev, Mfis, section).
Dureco, 21 Beursstraat, Amsterdam. Tel: (020) 324288.
Europese Fono Club, 262 Singel, Amsterdam. Tel: (020) 238728.
I F O, 59 Middenweg, Amsterdam. Tel: (020) 59625.
Miller, Infinitum, Pampuslaan, Westerpark, Uit. Tel: (0110) 3036.
B. Muntendam, 18-19 Kromme Waal, Amsterdam. Tel: (020) 248999.
Philips Phongographic Industries, Gerrit v.d. Veerlaan 4, Baarn. Tel: (02954) 3535.
Philogram (N.V.), Drienerl. 11, PO Box 7104, Amsterdam. Tel: (020) 309000, 309500.
Polydor Nederland N.V., Piet Heineplein 6, Den Haag. Tel: (070) 658933.

ONE-STOP
Intermedia, Nassaulaan 46a, Baarn.

RACK JOBER
N.V. Grammohandels, Zijlweg 206, Haarlem. Tel: (020) 328540.

○ supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
Amsterdam Arts Council, Town Hall, Rm, 167, Muntplein 2, Amsterdam.
C C G C (Consortium for Collective Gramophone Campaigns), Oostende 23, Amsterdam. Tel: (020) 253121.
Foundation Donemus (Documentation in the Netherlands for Music of Contemporary Composers), Amsterdam. Tel: (020) 412260.
Foundation "Netherlands Musical Interests," Marius Bauerstr. 1a, Amsterdam. Tel: (020) 348105.
International Disc-Jockey Organization, Damrak 19-22, Amsterdam. Tel (020) 65362.
N V G D (Nederlandse Vereniging van Grammophonplaten Detailhandelaren), Nieuwe Binnenweg 132, Rotterdam.
N V G D (Nederlandse Vereniging van Grammophonplaten Importeurs en Fabrikant), Pleinstraat 132, Rotterdam. Tel: (020) 216600, 252427.
Royal Nederlandse Muziek-Society (Koninklijke Nederlandse Toonkunstenaars Vereniging), Vonkstraat 56, Amsterdam. Pres.: Johan van den Boogert.
Show-Unie, Damrak 19-22, Amsterdam. Tel: (020) 63562.
Society for Netherlands Musical History (Vereniging voor Nederlandse Muziekgeschiedenis), Fagotstraat 23, Amstelveen. Tel: (020) 715272.
Society "Office for Music Copyright" (De Vereniging Het Bureau voor Muziekautorerecht), Marius Bauerstr. 30, Amsterdam. Tel: (020) 156822. Dir.: Th. Limperg.
The Most Aggressive New Company in Peru

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TOPS IN SERVICES
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NEW ZEALAND

NO OF HOMES WITH RECORD PLAYERS: 483,000
HOLIDAYS: Jan 1, New Year, Easter Monday, Apr. 25 (Anzac Day), June 2 (Queen's Birthday, Holiday), Dec 25 (Christmas), Dec 26 (Boxing Day).

RADIO STATIONS: 1 commercial, 47 government.
Type of programming: 70% music of which 10% is live. The New Zealand Broadcasting Corp. (NZBC)—a financially self-supporting statutory body controlling both sound and television broadcasting—is one of the largest advertising bodies in New Zealand and, like any other large trading organisation, pays income tax on its commercial activities. The NZBC operates throughout the country 47 medium-wave stations which broadcast commercial, semi-commercial, and non-commercial programs. There is only one privately owned station in New Zealand and this is subsidised by the Corporation. The Corporation's two short wave transmitters broadcast non-commercial programs to the Pacific Islands, the Ross Dependency and Australia. One private radio station has been set up at Makariki and is undergoing difficulties. Recently established by legislation is a Commercial Broadcasting Licensing Authority. Function is to guide development of broadcast licence to balance commercial & government interests.

NO. OF RADIOS: 1,970,904. Radio-TV licenses combined 656,968.

TV STATIONS: 4 NZBC, no commercial.
Type of programming: 20% local shows; 45% shows purchased from United Kingdom; 35% shows purchased from USA. The NZBC operates four main television stations— at Auckland (AKTV-2), Wellington (WNTV-1), Christchurch (CMTV-3) and Dunedin (WNTV-2). Each broadcasts for a total of 65 hours a week, during the evenings, Saturday, Sunday afternoons. There are no privately owned television stations in New Zealand. The Corporation is the sole purveyor of television programs and there are no program contractors involved in the commercial transmissions. The Corporation also runs 12 television repeater stations which relay the programs of the nearest main station to viewers in regions farther afield. Several more repeaters are planned as part of the NZBC's plan to develop television coverage over the whole country. Viewers in 18 regions so far not covered by NZBC transmitting equipment are served by smaller transmitters owned and operated by private societies under license from and subsidised by the Corporation.

No. of TV sets: 607,815.

RECORDS: (figures represent US currency).


Records imported from other countries than USA (CIF): 1968-6,500 units, 225,447; 1967-5,711 units, $50,970.

Records exported to USA (FOB): 1968-2,769 units, $2,462; 1967-2,085 units, $2,495.

Records exported to other countries than USA: 1968—21,000 units (factory value), $61,715 (retail value) $100,485. 1967-18,000 units, (factory value) $50,000. (retail value) $86,130. Average retail price per record: LP's-$3.13; singles-$0.70.

Stereo sales: 25% of total.

Record club sales: 25% of total.

Discounting: Rare but increasing.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system predominates; though record clubs have a stable share of the market! Discounting has made small inroads into the retail market; industry sources indicate that this will rapidly grow to market tolerance.

Type of promotion: Principal promotion strategy is aimed through disc jockeys who conduct sponsored contests in private clubs. With a minimum of control through government-owned stations, station leases to private companies and establishment of private transmitters are under negotiation between private enterprise and the Broadcasting Licensing Authority.

Juke boxes: 549.

TAPE:

Market: Import restrictions make it desirable that companies concentrate on high sale lines in their use of overseas funds. As a result little or no interest has been shown in taped pre-recorded music. Philips allocates a minimum of funds for the import of musiccassettes for tourists who have brought recorders into the country. All tapes are imported and there are an estimated 150,000 open reel recorders in the country.

Pre-recorded tapes imported from countries other than USA, 1968-1,045 units, $86,750.

Average retail price per tape: Cassette-$4.78.

IMPORT/EXPORT REGULATIONS: All records sold in New Zealand irrespective of origin bear sales tax; sales tax is levied at 20% of wholesale (distributor) value Gramophone records, magnetic recordings of sound or other phenomena, continued on page 360.

NEW ZEALAND

POPULATION: 2,776,265.
PER CAPITAL INCOME: $2.176.
RATE OF EXCHANGE: $1 (US)=£0.87 (New Zealand dollar).
ATTENTION
PHONOGRAPH
MANUFACTURERS
NOW IN PERU

THE MOST AGGRESSIVE
PROMOTION, PRESSING,
SALES AND DISTRIBUTION

ALL THE PERUVIAN TOP HITS IN
ONE CATALOGUE

DISCO INDUSTRIA
NACIONAL S.A. DINSA
Domingo Ponte 539-Madg. del Mar-Lima
Telefonos 236165-614825-Cable: Dinsadisc

EN LIMA, PERU.

UNA ORGANIZACION DISQUERA COMPLETA:

GRABACION - GALVANO - IMPRENTA
OFFSET-PRENSAJE - DISTRIBUCION

CINTAS ESTEREOFONICAS Y DISCOS

PRENSAMOS Y DISTRIBUIMOS:

ODEON - CAPITOL - REPRISE - MUSART
LONDON - SEECO - WARNER BROS

INDUSTRIAS ELECTRICAS Y MUSICALES PERUANAS S.A.

PROL. GUILLERMO DANSEY 1247 - TELFS. 36494 - 39139 CABLES IEMPSA - LIMA-PERU
Manufacturers Dist., PO Box 1488, 77 Ferry Rd., Christchurch, Tel: 522-444. Cable: MANDISCO. Mgr.: Austin Hadley.

RECORDoCo. Ltd., PO Box 9317, Auckland. Tel: 572-050. Tel: 21-949. Cable: GROOVE. Contact: Mr. Fulham. This company distributes: P, RCA.

INDEPENDENT Billboard Marquis, (France), (USA), Caedmon (USA), Checker (USA), Epic (USA), Ford (USA), Gita Italy, Joda (USA), King (USA), King (USA), Lo-Eco (USA), (Italy), Modern (USA), North Lake Prod's (USA), CBS/Oriole (England), Oken (USA), Prestige (USA), Prima (Mexico), Magnagroove (USA), Saga (USA), So Deska (USA), Turcaphone Switzerland.

Philips 78, PO Box 3517, Philips House, 181-195 Wakefield St., Wellington. C.3. Tel: 598-59. Cable: ANGELS. Mgr.: W. Morton. Sales Mgr.: J. McCready. A&R: Robin Robinson. Class. A&R: Chris Thompson. Sales Promo.: Leonie Miller. Intl'f firm represented: Buddha (USA), CBS (USA), Coedwar (USA), Coronet (USA), Dutch (USA), Sonora (Netherlands), Harmonia Mundi (UK), Kama Sutra (USA), Lineight (USA), MGM (USA), Mercury (USA), O'leone Lyre (France), Muscor (USA), Philips (Germany), Polydor (Germany), Riverside (USA), Smash USA, Tegrammatten (USA), Vangard (USA), Verve (USA), WEA (USA), Zodiac (USA).


This company represents: Goldengroove, Marble Arch, Pye, Preadd, Putty, (All UK).

Radio Corp of New Zealand, PO Box 3044, Auckland. Tel: 59-639.

Branch: PO Box 23, Paeroa, Auckland. This company represents: RCA (USA), RCA (Canada) (USA).


Spotlight (see Houghton Hughes). Supreme (see Houghton Hughes).

Tela (see Levin Record Mfgs.). Viking, PO Box 143, Wellington. Tel: 597-59. Cable: VIKING. Mgr.: Murdock Riley. Label: Viking (distributed by Manufacturers Dist.)

This company represents: Backbeat (USA), Criterion (USA), Checker (USA), Delmark (UK), Dominion (Canada), Duke (USA), Elektra (USA), Maazz (Italy), Palette (Belgium), Peacock USA, Quality (Canada), Creedeed (Holland), Roulette (USA), Tahiti (Tahiti).

Intl'f reps.: Australia (Viking), Canada (Quality), United Kingdom (EMI), France (EMI), South Africa (Trubadour).

Word (see Houghton Hughes).

INDEPENDENT RECORD PRODUCERS

Action, PO Box 2144, Christchurch. Tel: 41-212. Prod'y: Phil Cohen. Levin Rec'g Studios, PO Box 3177, Auckland. Tel: 587-959. Owner: W. L. Clark.

Marvin Rec'g, New Zealand, Box 1837, Auckland. Exec. Prod'y: Antonio Santa Maria-Macedo; Asst Prod'y: John Bridson & Eldon H. Hatfield.

• record wholesalers

RECORD DISTRIBUTORS

Allied Int'l, PO Box 3043, Auckland, C.3. Tel: 21-949. Cable: GROOVE. Contact: Mr. Fulham. This company distributes: P, RCA.

This company distributes: Replay.


Record Dist's Co. of New Zealand. PO Box 86, 377 Oxford St., Levin. Dir.: W. L. Clark. Intl'f firm represented: Sam Fox (USA).

IMPORTERS & EXPORTERS

Action, PO Box 2144, Christchurch. Contact: Gavin J. Millard.

Allied Int'l, PO Box 3043, Auckland, C.3. Tel: 21-949. Cable: GROOVE. Contact: Mr. Fulham. This company distributes: P, RCA.


Intl'f firm represented: Telefunken (Germany).

Spotlight (see Houghton Hughes). Supreme (see Houghton Hughes).

Tela (see Levin Record Mfgs.). Viking, PO Box 143, Wellington. Tel: 597-59. Cable: VIKING. Mgr.: Murdock Riley. Label: Viking (distributed by Manufacturers Dist.).

This company represents: Backbeat (USA), Criterion (USA), Checker (USA), Delmark (UK), Dominion (Canada), Duke (USA), Elektra (USA), Maazz (Italy), Palette (Belgium), Peacock USA, Quality (Canada), Creedeed (Holland), Roulette (USA), Tahiti (Tahiti).

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Word (see Houghton Hughes).

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PETER DELIS

AY. PANAMERICANA 3551 - SAN ISIDRO

TEL. 40-4600

MUSIC LICENSING ORGANIZATIONS


PHOTOGRAPHIC PRODUCTIONS, PO Box 2885, Wellington.

PRESSING PLANTS

H M V, PO Box 296, Hurst Rd., Lower Hutt, Wellington, C.3.

Plastics Inds. (Auckland), Tai Hall, Bay Rd., Wellington, E.3.

Branch: 72 Surrey Crescent, Auckland.

Radio Corp. of New Zealand, PO Box 696, Paeroa, Wellington.

PROMOTION & PUBLICITY

M C Y Films, PO Box 405, Christchurch. Marquis, PO Box 405, Christchurch.

New Zealand Musical Inds., CPO Box 2144, Christchurch.

RECORDING STUDIOS


Stepping, 7 Saratoga Ave., Herne Bay, Auckland, W.I. Tel: 12-426. Contact: E. C. Stebbing.

TRADE ORGANIZATIONS

N.Z. Federation of the Phonographic Industry, PO Box 2885, Wellington. Tel: 553-323. Cable: PHONORAH.

N.Z. Radio & Television Manufacturers' Federation, PO Box 1605, Wellington.

NIGERIA

POPULATION: 57,500,000.

RATE OF EXCHANGE: $1 (US) = 0.3571 pounds.

NO. OF RADIOS: 600,000.

NO. OF TV SETS: 30,000.


Continued on page 362.
**NORWAY**

**POPULATION:** 3,990,000

**PER CAPITA INCOME:** $2,400

**RATE OF EXCHANGE:** US$1 (US) = 7.11 Norwegian Kroner

**NO. OF HOMES WITH RECORD PLAYERS:** 543,000

**RADIO STATIONS:** 1 government FM station with 100% domestic programming. 

**TV STATIONS:** government channel with 72 hours/week dedicated to domestic programming.


**RECORDS:**
- **1967:** 988,000 units, 968,000,000 kroner. 1968: 1,020,000 units, 1,020,000 kroner.
- **1967 exports:** US$2,063,645.
- **1968 exports:** US$2,900,000.
- **Average retail price per record:** US$1.10.
- **Average retail price per record:** US$2.00.
- **Average retail price per record:** US$7.00.

**IMPORT/EXPORT RATIOS:**
- **Imports:** 1967: 385,000 units, 385,000 kroner. 1968: 613,000 units, 613,000 kroner.
- **Exports:** 1967: 988,000 units, 968,000,000 kroner. 1968: 1,020,000 units, 1,020,000 kroner.

**RECORD MANUFACTURERS**

**DISCOPLATE UNIVERSAL, Calle 15 del 30 Sept., Managua.**

**DISTRIBUTORS**
- **Nordic Disc**: M. Rudd, Murgad, O. J., S. 324.
- **UK**: M. Rudd, Murgad, O. J., S. 324.
- **US**: M. Rudd, Murgad, O. J., S. 324.
- **Canada**: M. Rudd, Murgad, O. J., S. 324.
- **Latin America**: M. Rudd, Murgad, O. J., S. 324.
- **Australia**: M. Rudd, Murgad, O. J., S. 324.

**IMPORTEERS & EXPORTERS**

**Elías Argenal, Apto. 555, Managua.**

**DISCOPLATE UNIVERSAL, Calle 15 del 30 Sept., Managua.**

**Originals**

**Discotheque Universal, Calle 15 del 30 Sept., Managua.**

**DISTRIBUTORS**
- **Nordic Disc**: M. Rudd, Murgad, O. J., S. 324.
- **UK**: M. Rudd, Murgad, O. J., S. 324.
- **US**: M. Rudd, Murgad, O. J., S. 324.
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**IMPORTEERS & EXPORTERS**

**Elías Argenal, Apto. 555, Managua.**

**DISCOPLATE UNIVERSAL, Calle 15 del 30 Sept., Managua.**

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- **Australia**: M. Rudd, Murgad, O. J., S. 324.

Labels: Barneplatene, Eventyrplatene, Harmoni.

This company represents: Design.

Norsk Photographisk A/S, Rosenborggata 19, Oslo 4. Tel: 29 02 02. Cable: PHONGRUM. Mgr.: Haakon Tvetten; Admin.: Albert Bernhard Doornbos; Post: Oslo 370; Ad.: Olav Håas; Class.: LARS: Lars-Eyrek Lysell, Sales Dir.: Tor Gravli; Pub. & Adv. Bjørn Larsen; Sec.: Brite Lindberg.


Int'l labels represented: Ameise, Amanda, Blue, Heilige, Terra Musica, Mjøllheim, Luxor, Offshore, Sonora, Club Stavang, Svendson, Tono, Ytens.

Int'l rep.: worldwide (Philips).

Cassette licensed to Philips (Netherlands).

Philips (see Telephone Directory). Sonet (see Arne Bendiksen). Studio 1 (see Bo Mørk). Triola (see Arne Bendiksen). Troll (see Jørg-fr. Ellertsen).

INDEPENDENT RECORD PRODUCER

Carl M. Iversen, Youngestad 1, Oslo 1. Tel: 20 92 75. Gen Mgr.: Barry Matheson; Secy: Unni Weng; Exec. Prod: Johnny Saxnes.

music publishers

Arne Bendiksen, Osterdalsgata 1, Oslo 6. Tel: 67 22 35. Dir.: Pr. Arne Bendiksen; Gen. Mgr.: Francois Hassel; Conduct Arranger: Kjell Karlson; Rec. Eng.: Jan Holme; Managt: Stig E. Knutsen; Affiliates: Skandia Musikproduksjon, Harmonia Musik (Switzerland).

This company represents: April Music, AcuffRose, Blackwood, Bron, Essex, Robbins, Southen.


This company represents: Sunbury (USA).


Harmoni House (see Arne Bendiksen).

Carl M. Iversen, Youngestad 1, Oslo 1. Tel: 20 92 75. Gen Mgr.: John Poole. Cabl: CEM/YUNGAN.

Harald Lyche, Kongen 2, Oslo 2. Tel: 41 44 83. Con.: K. Kloeven.

Manu (see Arne Bendiksen).


This company represents: Andersson, Musik (Sweden); A. Lundqvist, Musikforlag (Sweden); Carl Larsson, Musikforlag (Sweden); Klaus Egge, Keith Prowse (United Kingdom); Peter Maurice, United Kingdom; G. Verden, Verlag (Germany), Warner Brothers, Arts Music (USA).

Int'l reps: Sweden (Carl Gehman), USA (C.F. Peter).

Norsk Musikforfellesforbund (Musicians Union), Stortingsgata 28, Oslo 2. Tel: 42 55 21. Con.: Sigurd Lønseth.

MUSIC LICENSING ORGANIZATIONS

Norwegian Composers Society, Klingerberg G 5, Press. Tel: 32 22 69. T O N O (Norwegian Composers' Forenning) 141 143, 41 Oslo 4. Tel: 32 22 49. Contact: Brodrene Johnsen A/S.

Norges Musikkhåndteroilforbund (record dealers' organizations), Møllevangen 4, Oslo. Tel: 56 22 95. Con.: Bjarne H. Kristiansen.

Norsk Musikerforbund (Musicians Union), Stortingsgata 28, Oslo 2. Tel: 42 55 21. Con.: Sigurd Lønseth.

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PERU

POPULATION: 12,012,000
PER CAPITA INCOME: 5672
RADIO STATIONS: 215
US$ 613
NO. OF HOMES WITH RECORD PLAYERS: 250,000
RATINGS (medium wave): 103.  10 AM, 3 FM (1 stereo).
No. of radios: 21,000,000.
TV: 151,000.
No. of sets: 210,000.
MTL: 19 (for Labor Day), July 29, 29 (Independence Anniversary), Nov. 11.
FABRICANTES TECNICOS ASOCIADOS.

MUSIC MANUFACTURERS

Columbia (see Industrial Sono-Radio).

Discos Smith (see entry under "SV").

Distributor Musical Sales SA (DUMUSA) (see Industrial Sono-Radio).

Distribuidora Musical SA (DUMUSA) (see DUMUSA).

EDICIONES INTERNACIONALES PERUMUSICA, JR.

Editoras Musicales de America (see Industrias Fundacionales El Inca).


Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.

Tele: 320396.

Virrey.

Andean.

Vicky.


Vicki.

Dr. G. C. Marchand (see Industrias Fundacionales El Inca).


Fabricantes Tecnicos Asociados SA (see FTA).

Metro. Sales: none.

Cable: CONEDISA.

Distributor Musical Sales SA (DUMUSA) (see DUMUSA).

Distributor Musical Sales SA (DUMUSA) (see DUMUSA).

Distributor Musical Sales SA (DUMUSA) (see DUMUSA).

Distributor Musical Sales SA (DUMUSA) (see DUMUSA).

Distributor Musical Sales SA (DUMUSA) (see DUMUSA).

EMPESA, Lider.

Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.

Radio: 146.

EMPESA, Lider.

Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.

Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.

Radio: 146.

EMPESA, Lider.

Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.

Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.

Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.

Fees: none.

Lider.

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Peruvianas (IEMPSA).

EMPESA, Lider.

Fees: none.

Lider.

Peruvianas (IEMPSA).

EMPESA, Lider.
IMPORT/EXPORT REGULATIONS: Importing of phonograph records prescribed by Section 185 of BIR Code: See Application for Import License. Tax: Duties under TCC, Philippines—80%. Ad valorem, specific duty of 1 peso less.

**record manufacturers**

Accident (see Sound). All Music (see Hang.)
Altec Prod’s., San Juan, Rizal.
Altec Prod’s., 7 San Luis St., Pasay, Tel: 5-2846.

**sound manufacturers**

United Sound, PO Box 181, 153 Second Ave., D. Aguinaldo St., Quezon City, Tel: 7-52-02.

**music publishers**

This company represents: Mechanical Copyright Protection Society, England. The company is not related to the publisher. See Mgr. for details.

**distributors**

D’Swain Sound System, PO Box 2209, 509 Rosario St., Manila.

**supplies & services**

ASOCIATIONS & PROFESSIONAL ORGANIZATIONS
Cultural Foundation of the Philippines, San Luis Terrace, Room 502, Ermita, Manila. Mgr.: Casa of Trade Marks, Philippines, Manila.
Fietsmackers, PO Box 270, Manila, Tel: 5-2602.

**music publishers**

Sound Inc., Leyba Bldg., 381 Dasmarias St., Manila 405. Tel: 3-42-58. Cable: SOUNDINK. Pres.: & Int’l Rep.: Sir Jack. Labels: (owned) All artists, Big Sound, Excellent, Great, High Sound, Trend, Distributors. Accident, Boss, Sold, Young America. Int’l labels represented: Bar-B-Q, Big Bear, Centaur, Chateau, Chilene, Delta, Echo, Him, Mint, Landra, Lyra, Linn’s, Ode, Olex, Pure, Regent, Rialto, Terrell, White Whale. Slowswim (see House of Recs.). Target (see House of Recs.). Top Hits (see Sound Inc.). Viceroy (see House of Recs.). Winestock (see House of Recs.). Young America (see Sound Inc.).

**RECORDING STUDIOS**

Cinema Sound, 841 Torres St., Mandaluyong, Rizal. Mico, Muelle del Banco Nacional, Manila, Tel: 3-1183 & 4-1181.

**PROMOTION & PUBLICITY**

Fietsmackers, PO Box 270, Manila, Tel: 5-2602.

**RECORDS**


**music publishers**

This company represents: Mechanical Copyright Protection Society, England. The company is not related to the publisher. See Mgr. for details.

**distributors**

D’Swan Sound System, PO Box 2209, 509 Rosario St., Manila.

**supplies & services**

ASOCIATIONS & PROFESSIONAL ORGANIZATIONS
Cultural Foundation of the Philippines, San Luis Terrace, Room 502, Ermita, Manila. Mgr.: Casa of Trade Marks, Philippines, Manila.
Fietsmackers, PO Box 270, Manila, Tel: 5-2602.

**music publishers**

Sound Inc., Leyba Bldg., 381 Dasmarias St., Manila 405. Tel: 3-42-58. Cable: SOUNDINK. Pres.: & Int’l Rep.: Sir Jack. Labels: (owned) All artists, Big Sound, Excellent, Great, High Sound, Trend, Distributors. Accident, Boss, Sold, Young America. Int’l labels represented: Bar-B-Q, Big Bear, Centaur, Chateau, Chilene, Delta, Echo, Him, Mint, Landra, Lyra, Linn’s, Ode, Olex, Pure, Regent, Rialto, Terrell, White Whale. Slowswim (see House of Recs.). Target (see House of Recs.). Top Hits (see Sound Inc.). Viceroy (see House of Recs.). Winestock (see House of Recs.). Young America (see Sound Inc.).

**RECORDING STUDIOS**

Cinema Sound, 841 Torres St., Mandaluyong, Rizal. Mico, Muelle del Banco Nacional, Manila, Tel: 3-1183 & 4-1181.

**PROMOTION & PUBLICITY**

Fietsmackers, PO Box 270, Manila, Tel: 5-2602.

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**RECORDING STUDIOS**

Cinema Sound, 841 Torres St., Mandaluyong, Rizal. Mico, Muelle del Banco Nacional, Manila, Tel: 3-1183 & 4-1181.
PORTUGAL

PUBLICATION: 10,000 population
PER CAPITA INCOME: $400
RATE OF GROWTH (1955–1965) = 28% annually
NO. OF HOMES WITH RECORD PLAYERS: 200,000

STATIONS: 5 commercial, 1 government.
Type of programming: 50%; or radio broadcasting is controlled by Radio Clube Portugues. Music—50% (10% classical, 10% news); Variety—20%; Cultural programs—20%.
NO. OF TV STATIONS: 1 government channel.
Type of programming: Program material, as is devoted to films (mostly American); 7% to musical programs; remainder is comprised of news, sports, cultural programs.
No. of sets: 180,000

HOLIDAYS: Jan. 1, Jan. 6 (Epiphany), Jan. 11 (De Todos’ Birthdays), Mar. 25 (Holy Thursday), Mar. 28 (Easter Sunday), Apr. 16 (Jesus de Diego’s birthday), May 30 (Saint Mary’s Day), Jul. 23 (Famous Day), Jul. 24 (Constitution Day), Jul. 27 (Barroque’s Birthday), Aug. 15 (Virgin), Sept. 8 (Mother’s Day), Nov. 11 (Veterans’ Day), Nov. 19 (Discovery of Puerto Rico), Dec. 25 (Christmas). Good Friday, Labor Day, Thanksgiving.

RADIO STATIONS: 42 commercial, 2 government, 3 armed forces.
Type of programming: consists almost entirely of recorded programs and Latin folk music; remainder is soap operas & sports.
Net no. of radios: 500,000
TV STATIONS: 10 channels (2 government, 8 commercial).
Type of programming: improved in last two years due to sponsorship by local banks, airlines & auto dealers of foreign television stations; using local talent. Important world-wide events received via satellite. Programs taped in Puerto Rico and South America are also shown on Channel 47 in New York are gaining in importance and will help develop new recording artists.

NO. OF TV Sets: 350,000.

Records imported from: 1968–$2,600,790, 1967–$2,094,100.

PORTO RICO

POPULATION: 2,740,000
PER CAPITA INCOME: $1,129
CURRENCY: US dollar

NO. OF HOMES WITH RECORD PLAYERS: 75% of homes (40% in urban area)

HOLIDAYS: Jan. 1, Jan. 6 (Epiphany), Jan. 11 (De Todos’ Birthdays), Mar. 25 (Holy Thursday), Mar. 28 (Easter Sunday), Apr. 16 (Jesus de Diego’s birthday), May 30 (Saint Mary’s Day), Jul. 23 (Famous Day), Jul. 24 (Constitution Day), Jul. 27 (Barroque’s Birthday), Aug. 15 (Virgin), Sept. 8 (Mother’s Day), Nov. 11 (Veterans’ Day), Nov. 19 (Discovery of Puerto Rico), Dec. 25 (Christmas). Good Friday, Labor Day, Thanksgiving.

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NO. OF TV Sets: 350,000.

Records imported from: 1968–$2,600,790, 1967–$2,094,100.
Discounting: frequent & increasing
Type of distribution: Since it is estimated that 90% of the records sold in Puerto Rico are imported from New York City, most of which are wholesales/record retailers, record dists.
Type of promotion: The increase in interest by local teen-agers for music and records, and the app.

Note: records. The record and music industry in Puerto Rico has accelerated for a large increase in the sale of rock-type

Jukeboxes: 12,000.

TAPE:

Note: There is no manufacturing of tape product in Puerto Rico; most product is imported from New York City, Fla. Sales of cartridge, cassette, open reel & Tape Play increase con

Tapes imported from USA: 1960-$297,417.

Tapes imported from countries other than USA:

Tapes exported to USA: 1960-$18,116

Tapes exported to countries other than USA: 1968-69, 0-0, 0-00, 0-00.

DISTRIBUTORS, RACK JOBBERS & IMPORTERS/EXPORTERS:

Note: Incoming records from USA and the possibility to mainland suppliers, who are themselves also distributors, rack jobbers, one-step importers, and in many cases, different


Casa Frogro, Inc., PO Box 2772, San Juan, P. R. 00903. Tel: (809) 723-0505. Pres.: Lino Rodriguez, VP: Daniel V. Rodriguez.

Distributors represented: Frogro and South America.

Cartridge B-track, Frogro. Note: They do a large wholesale business and carry heavy stock of many labels. They also operate a retail store in San Juan.

Casa Radio Serv. Inc., PO Box 142, South Park, Rio Piedras.

Casa Contreras, PO Box 6880, Loiza Sta., San

DISTRIBUTORS, RACK JOBBERS & IMPORTERS/EXPORTERS:

Note: Puerto Rico does not have the possibility to mainland suppliers, who are themselves also distributors, rack jobbers, one-step importers, and in many cases, different


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Casa Radio Serv. Inc., PO Box 142, South Park, Rio Piedras.

Casa Contreras, PO Box 6880, Loiza Sta., San Juan, Zip: 00914. Factory rep: R. D. Spofford, Dot, Monument, A&M

Distributors Electronic Det. Inc., PO Box 3993, San Juan, P.R. 00907. Tel: 789-5818. Pres.: Jack Delaster.


Tape represented: Mercury. Note: They are wholesale distributors of all kinds of L.P.'s and tapes with special atten
tion to Latin music. They import tape playback equipment manufactured by their own label "Galaxy." 

Distributors Nacional de Discos Inc., 604 Cerra St., San Juan, Zip: 00907. Tel: (809) 724-9464.


Distributor Nacional de Discos Inc., 604 Cerra St., San Juan, Zip: 00907. Tel: (809) 724-9464.


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Distributor Nacional de Discos Inc., 604 Cerra St., San Juan, Zip: 00907. Tel: (809) 724-9464.


continued

**SINGAPORE**

**POPULATION:** 2,700,000 (1968)  
**OFFICIAL RATE OF EXCHANGE:** $1 (US) = $51 (Singapore Dollar)

**NO. OF HOMES WITH RECORD PLAYERS:** 200,000

**HOLIDAYS:** New Year's Day, Chinese New Year (2 days), Hari Raya, Hari Raya Puasa, Friday, Labour Day, Vesak Day, National Day, Deepavali.

**RADIO STATIONS:** 1 government-owned station.

**Types of programming:** 60% of broadcasting is entertainment, of which 70% is recorded music, disc jockey shows, plays, quizzes. Broadcasting in English, Chinese, Tamil, Rediffusion Ltd. broadcasts wired service.

**No. of stations:** 1

**TV STATIONS:** 1 government station with 2 channels.

**Types of programming:** Live quiz shows biggest attraction; also popular are live music shows and recorded music shows.

**No. of TV sets:** 105,000 (estimated)

**RECORDS:** Favourable towards US and UK labels. Records imported from USA (including blank and pre-recorded tape). 1968-$323,677 (FOB, 1968)  
**Exports reported**: $323,677 to 17% from 1967.

**IMPORTS/EXPORT REGULATIONS:** No tax on all imports. Records imported for Malaysia are liable to 17% tax on arrival at any center in Singapore, whether opened or unopened in Malaysia.  
**Sally Chan**

**record manufacturers**

Ace of Clues (see Decca).

Ace of Diamonds (see Decca).  
**Angel** (see EMI).  
**Argo** (see Decca).  
**Capital** (see EMI).

**Columbia** (see Columbia).

**Contemporary** (see Decca).

**Cosdel** (Singapore) Ltd., 50F, 7th Avenue, Singapore 2.

**Decca** (Singapore) Ltd., 50F, 7th Avenue, Singapore 2.

**Elco** (see EMI).

**EMI** (see Decca).

**Parlophone** (see Decca).

**Tape:** cassette, cartridge (4- & 8-track).  
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**Pioneer** (see Decca).  
**Pioneer** (see Decca).

**PARACEL** (see Decca).

**MPC** (see Decca).

**RCA Rec.** (see Decca).

**Record Producers**

**IMPORTERS/DISTRIBUTORS**

Allen & Gledhill, Rm. 3, 1st Fl., Meyers Chambers, Singapore 1. Tel: 94391.

Boroque, 151 Robinson Rd., Singapore 1. Tel: 7618111.

Borneo, 71 Robinson Rd., Singapore 1. Tel: 7618111.


**Records:** Distributor product.

**Lena Rec.** (see Decca).

**Lena Rec.** (see Decca).  
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**Lena Rec.** (see Decca).  
**Lena Rec.** (see Decca)  
**Lena Rec.** (see Decca)  
**Lena Rec.** (see Decca).

**International Market Report Directory**

Page 368
for music & record business in Spain and Portugal:

here we are

WE DISTRIBUTE:
FROM U.S.A. : MONUMENT, STAX, VOLT, CALLA,
ALSHIRE, JUBILEE, B.T. PUPPY,
FROM U.K. : PAGE-ONE, TRANSATLANTIC, MAJOR-
MINOR, BÉACON, TOAST.
FROM FRANCE: BARCLAY, RIVIERA (C.E.D.), MOSHE-NAIM,
LA COMPAGNIE, BLACK & BLUE.

OUR ADRESSES:
IN MADRID : CENTRO MOVIERECORD, AVDA. AMERICA,
MADRID, 17 - PHONE: 246 72 03 - MADRID
IN BARCELONE: TUSET, 34 - BARCELONA - PHONE: 227 14 93
IN LISBON : PROCOPE, S.A.R.L, RUA ANDRADE CORVO, 27
LISBON-PORTUGAL
IN NEW YORK : MOVIERECORD, INC., 437, MADISON AVENUE,
NEW YORK, N.Y. 10017, U.S.A.
Kinetex, Graphic Phonographic MUSIC LICENSING

RACK

Victory

This company represents: A&M (USA), Polydor (Intri), Philips (Netherlands, Decca), Capital (USA), DGG (Germany), Columbia (USA), Verve (USA), CBS (USA), RCA (USA), MGM (USA), Bell (USA), Warner Bros, Seven Arts (USA), ABC (USA), Decca (USA), Motown (USA), London (USA), Apple (UK), Reprise (USA), United Artists (USA), Warner Records (USA, Festival), Cosdel (Singapore).


MUSIC CITIES

1. Singapore

2. Kuala Lumpur

3. Manila

4. Bangkok

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**SOUTH VIETNAM**

**POPULATION:** 15,715,000

**RATE OF EXCHANGE:** $1 (US) = 118 piastres.

**TV STATIONS:** 2 V.H.F., 1 U.H.F., 1 channel 11.

**HOLIDAYS:** New Year: in January; Lunar New Year: April 9.

**RECORDS IMPORTED FROM USA (CIF):** 1968-1970.

**REPORTS TO:** D.C. (USA), Saigon, The Hague.

**RECORD MANUFACTURERS**

Asia Disques, 626 Ben Han Tu, Cabel. Chab. A.S.I.D. Mgr.: Ngo Van Duc.

Xuong To Van Ngoc, 49 Pasteur St., Saigon.

**SUPPLIES & SERVICES**

PRESSING PLANTS

Asia Disques, 626 Ben Han Tu, Cabel. Chab. A.S.I.D. Mgr.: Ngo Van Duc.

**DISTRIBUTOR**

Georges Bonnet, 146 Cuong Tu Do, Saigon. Tel.: 330. Represents: Decca (UK).

**SOUTH VIETNAM**

**SUPPLIES & SERVICES**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

South African Black Phonographic Industry, P.O. Box 5411, Johannesburg. Tel.: 27-1954. Chrm.: J. A. Bailes; Secy-Treas.: W. F. Fraser.

South African Co-ordinating Performing Arts Council, c/o Patensia, Pretoria. Secy.-Treas.: U. O. Stark. (Coordinating secretariat for all the government-sponsored performing arts councils in South Africa and Southern Rhodesia.)


MUSIC LICENSING ORGANIZATIONS

S A M R (South African Music Rights Organiza. Soc.), P.O. Box 821, Johannesburg. Tel.: 27-8214. Chrm.: M. R. Combrinck; Mgr.: Ralph Leuthold; Secy-Treas.: Dr. Dr. N. W. Green; Treas.: Dr. I. H. Schackheim.

**MUSICAL INSTRUMENT MANUFACTURER**

Gallo, P.O. Box 6216, Johannesburg. Instruments: guitars (acoustic & electric), mandolins, ukuleles, drums, harmonicas.

**RECORDING STUDIOS**

E M I, Music Centre, Troy St. & President St., Johannesburg, P.O. Box 6316, Johannesburg. Tel.: 28-2400. Meter Recs., 109 St. Vl. St., Braamfontein, Johannesburg. Manley van Nierkert, Summit House, Troy St., Johannesburg. P. M. 3rd Fl., Craftsmen Centre, 288 Commissioneer St., Johannesburg. Tel.: 24-6237. Branch Recs., P.O. Box 3322, Johannesburg.

**RECORDS IMPORTED FROM USA (CIF):** 1967-1970.

**RECORD MANUFACTURERS**

Asia Disques, 626 Ben Han Tu, Cabel. Chab. A.S.I.D. Mgr.: Ngo Van Duc.

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ALPHA record manufacturing equipment

gives you
• Unmatched production
• Highest reliability
• Lowest servicing costs
• Simple operation and servicing
• Highest Swedish quality

We offer
All equipment required for a complete and efficient record pressing plant.

Serving the world’s record industry since 1942.
Write or call for further information and catalogues.

TOOLEX

MANUFACTURERS OF ALPHA GRAMOPHONE RECORD EQUIPMENT
ADDRESS: FABRIKSVAGEN 10, 171 48 SOLNA, SWEDEN
TELEPHONE: 08/830280 TELEGRAMS: TOOLEXALPHA, STOCKHOLM.
Int'l firms represented: Apple Corps Ltd (Switzerland), Abigail (UK), Big Seven Corp. (USA), Dratel Ltd (UK), Feldman (UK), Francis Day (France), Peter Maurice (UK), Melodi Music Co. (USA), Robbins (USA), Sahara (UK), Saturday Music (USA), Tree (USA), 20th Century Music (USA).


Home office: USA, Chappell.

Clave (SGAE), see Quirgua.


Int'l firms represented: April (Australia), Canada, France, Germany, Israel, Italy, UK, Blackwood (Canada), Elam (Brazil), Mundo (Brazil). Central America in Costa Rica, Mexico, Malagof (Argentina), J. Porthagen Netherlands.


Branch: Madrid 13; Arena 9. Tel: 266.56.74. Mgr.: Carlos Ulló; Promo: Carlos de Rico.

Affiliates: Gramofono-Orion.
Int'l firms represented: EMI Group (worldwide); Grafton, Jape, Dick James Music, Lords, Love Songs Music, Manibus, Northern Songs, Pacer, music, (all UK).


Home office: UK.
Int'l firm represented: TKO (USA).


This company represents: Phillips Group, Artemis, DGG.

Garzon, calle Tuset 15, Barcelona 6. Tel: 217 4751.
Pres: Jesus Garzon.
Int'l branch: France.
Gramofono-Orion, see EMI Musical.


Int'l office: Carlos Ponce.

Affiliates: Kassner Music Espanola.

Int'l firms represented: American Metropolitan Ents. (USA), Kassner (UK), SESAC (USA).


Branch: Barcelona, Calles 7. Tel: 221.51.35. Int'l firms represented: Advanced (USA), Ath-page (Canada), Brandon (USA), Chasing Cross (USA), Colorado (Italy), Cottle (USA), Fern (USA), Frederick (USA), Hams (USA), Mansfield (USA), Monto (USA), New World (USA), Nine Star (USA), Screen Gems-Columbia Music (USA), Skye (USA), Sonova (USA), Sooja (USA), Stereo (USA), Tamarlane (USA), Unart (USA), United Artists Music Group (USA), WJ Music (USA), Walden (USA), Walt Disney (USA), Warner Bros (USA), Warner-Sears (USA), Wimwiskon & Sons (USA), Wonderland (USA).

Int'l reps.: Mexico (Gamma), USA (Barnegat).

I S M, Manises del Ogu 10b, Barcelona 15.


Kassner Music Espanola, see Hispania.


Home office: USA, Tree.


Milla Music Espaola (Ed.).

continued on page 376

**supplies & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Sindicato Nacional de Artes Gráficas.
Sindicato Nacional de Industrias Químicas.
Sindicato de la Industria Electrónica de Cuesta de Santo Domingo 7, Madrid.

**JACKET MANUFACTURERS**

Aragon, Martin de Vargas 14, Madrid.
Carlos, Juan 16, Caracas.
Fernandez, Aníbal de Carmen 26, Madrid.
Fonasa, Av. America s/n, Madrid 17.

**MERCHANDISE**

Tel: 267.42.00. Pub: Japan.

**LABEL MANUFACTURERS**

Columbia, General Zumalacarregui 3, San Sebastian.
Gramofono, Rodriguez 357, Caracas 3.
Iberica, Delicias 65, Madrid.

**MUSIC LICENSING**

S G A E (Sociedad General de Autores de España).

**PRESSING PLANT**

Almepres, Barcelona.
Barnatx, Barcelona.
Belter, Dona 1, Barcelona 6.
Columbia, General Zumalacarregui 3, San Sebastian.

**RECORDING STUDIOS**

Audiolim, Alonso Cano 76, Madrid.
Belter, Gomez 1, Barcelona 6.
Columbia, General Zumalacarregui 3, San Sebastian.

**TAPE DUALIPLN**

Adams, Sagasta 23, Madrid.
Dryeas, Jose Antonio 55, Madrid.
Fonoprol, S.A., Jose Martín de Tejada s/n, Madrid 17.
Fonoprol, Pizzi 52, Madrid 9.

**MUSICAL instruments**

Acordoncistas Reunidos, San Raimundo 4, Madrid.
Alberdi, Antonio 7, Madrid.
Javier, Alvarez 5, Madrid.
Fernandez, Armando de Carmen 26, Madrid.
Granados Luis Arriestegui, Plaza de Chueca 4, Madrid.
Atwood, Felipe 11, Madrid 9.

**SIZHERLAM**

PUBLISHERS Pop: 365,000.
PER CAPITA INCOME: $425.
RATE OF EXCHANGE, $1 (US) = 1.87.

**IMPORT REGULATIONS:**

30% on imports; 60% on records; 4 AM, 4 PM.

**SUNDAN**

**suppliers & services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Sindicato Nacional de Artes Gráficas.
Sindicato Nacional de Industrias Químicas.

**JACKET MANUFACTURERS**

Aragon, Martin de Vargas 14, Madrid.
Carlos, Juan 16, Caracas.
Fernandez, Aníbal de Carmen 26, Madrid.
Fonasa, Av. America s/n, Madrid 17.

**MERCHANDISE**

Tel: 267.42.00. Pub: Japan.

**LABEL MANUFACTURERS**

Columbia, General Zumalacarregui 3, San Sebastian.
Gramofono, Rodriguez 357, Caracas 3.
Iberica, Delicias 65, Madrid.

**MUSIC LICENSING**

S G A E (Sociedad General de Autores de España).

**PRESSING PLANT**

Almepres, Barcelona.
Barnatx, Barcelona.
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Belter, Gomez 1, Barcelona 6.
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**MUSICAL instruments**

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Fernandez, Armando de Carmen 26, Madrid.
Granados Luis Arriestegui, Plaza de Chueca 4, Madrid.
Atwood, Felipe 11, Madrid 9.

RECORDS


Records imported from countries other than USA: 1968–$5,100,000; 1967–$4,400,600.


Average retail price, LP’s—(classical) $5.10, (popular) $4.90. Day, $5.10, (budget) $4.90 to $5.20; $3.95–$1.25.

Stereo labels:

Discounting:

X 100%

Holidays: Jan.

Artist: Arkens Rundradio, Bla Ton

TAPE

Blue Horizon, Styrbordsvagen

Bla Ton


E

B

EMI.


Init Labels: Represented: Amadeo (Austria), Amanda (Austria), Athena (USA), CBS (USA), Delta (USA), Delta (Germany), Dick James Music (UK), Discof (Sweden), ESP (USA), Evolution (USA), France (UK), Germany (UK), Great Britain (UK), Holland (UK), Ireland (UK), Italy (UK), Japan (USA), Korea (UK), Latin America (UK), Netherlands (UK), Norway (UK), Philippines (UK), Sweden (UK), Switzerland (UK), Turkey (UK), USA, USSR, and others.

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.

Artistproduktion.

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.

Eager Recs. (see). Eager Recs. (see Nya Musik).

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.

Eager Recs. (see). Eager Recs. (see Nya Musik).

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.

Eager Recs. (see). Eager Recs. (see Nya Musik).

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.

Eager Recs. (see). Eager Recs. (see Nya Musik).

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Eager Recs. (see). Eager Recs. (see Nya Musik).

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.

Eager Recs. (see). Eager Recs. (see Nya Musik).

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.

Eager Recs. (see). Eager Recs. (see Nya Musik).

Pres.: Evald Sonefors; A&R: Anders Burman.

Label: Ibra.
music publishers

Action Music, see Amigo.
Ahlstrom, AB, S-102 1, Stockholm K. Tel.: 08/63 54 90. CABLE: AHNINUS. Pres.: Erhard Ahlstrom.
American Songs, see Stockholm Musikkoproduktion.

Andersson, AB, S-102 1, Stockholm K. Tel.: 08/92 50 00. CABLE: SWEDENMUSIC. Pres. : Pierre Westerman.

Apple, see Stockholm Musikforlag AB.
Artists, AB, Kungsgatan 13, 111 24 Stockholm. Tel.: 08/26 54 90. Mgr.: Studio Musikforlag AB.
Artists, AB, Mosebacke 47, 112 44 Stockholm. Tel.: 08/41 94 44. CABLE: SWEDENMUSIC. Pres.: Bengt Olsson.

Attacca, AB, S-102 1, Stockholm K. Tel.: 08/85 30 55. CABLE: SWEDENMUSIC. Pres.: Lisbeth Stahl.

Axe Music, AB, S-102 1, Stockholm K. Tel.: 08/85 30 55. CABLE: SWEDENMUSIC. Pres.: Lisbeth Stahl.

Ballad, AB, Borgaregatan 9, 112 47 Stockholm. Tel.: 08/02 50 00. CABLE: SWEDENMUSIC. Pres.: Bengt Olsson.

Banksia, AB, S-102 1, Stockholm K. Tel.: 08/85 30 55. CABLE: SWEDENMUSIC. Pres.: Lisbeth Stahl.

Bertolli, AB, S-102 1, Stockholm K. Tel.: 08/85 30 55. CABLE: SWEDENMUSIC. Pres.: Lisbeth Stahl.

Bertolli, AB, S-102 1, Stockholm K. Tel.: 08/85 30 55. CABLE: SWEDENMUSIC. Pres.: Lisbeth Stahl.

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Bertolli, AB, S-102 1, Stockholm K. Tel.: 08/85 30 55. CABLE: SWEDENMUSIC. Pres.: Lisbeth Stahl.

Bertolli, AB, S-102 1, Stockholm K. Tel.: 08/85 30 55. CABLE: SWEDENMUSIC. Pres.: Lisbeth Stahl.
SELLING THE WORLD MARKET...

The worldwide market adds up to nearly a thousand million records representing over 40,000 years of continuous playing time! Knowing where these buyers are, their changing tastes, and how to serve and sell them is EMI's business.

If you are in the record business too, you'll want your share, and a bit more, from every area, however remote. It's the "how" that slows most of us up.

As the world's largest record organisation with 29,000 employees, EMI feels qualified to answer this. But as a participant in the business—artist, manager or in related activities—you will be the final judge of what to do and where to do it. And today, the choices are many.

Perhaps it's oversimplifying it, but we believe that in choosing record companies around the world three yardsticks should be used: People, Plants and Prestige.

PEOPLE: Because it takes people to promote and sell records. EMI has promotion men in every continent who are in daily contact with those who influence record sales. Continuously throughout the year close to 800 EMI salesmen call on over 30,000 dealers. Each country is different, of course, in its customs and buying habits. And it's knowing that difference that pays off... one reason EMI sells one in every five records bought throughout the world.

PLANTS: EMI discovered long ago that if you don't own the plant you can't be sure of getting the quality and quantity of records you want—when you want them. It's as simple as that... And as sad as that, if you're an artist with a smash hit, unable to keep up with the orders (whilst your competitors make "cover records" to fill the demand), EMI has plants in 30 countries in Europe, America, Asia, Africa and Australia and presses more than two million records a week.

PRESTIGE: A great artist brings prestige to a company, true. Also true is the fact that a great company brings prestige to an artist. Wherever you may go, EMI and its labels are best known, and have been for generations. EMI prestige is the kind that helps in all negotiations related to the record business, too... bookings, tours, television appearances, motion pictures, etc. Big companies, with prestige, also offer personal and financial security in terms of keeping accurate records—paying obligations promptly, supporting the artist in every area of endeavour.

Incidentally, all this takes money in the bank—lots of it. EMI has it... in pounds, dollars, drachmas, pesos, yen—whatever you will. There are few record companies that can match its prestige and financial strength.

In any language EMI means record business.

EMI

THE GREATEST RECORDING ORGANISATION IN THE WORLD

ELECTR CAR AND MUSICAL INDUSTRIES LIMITED (EMI) LONDON, ENGLAND
The Beatles / Mary Hopkin / Billy Preston / Plastic Ono Band / The Modern Jazz Quartet / James Taylor / Jackie Lomax / The Iveys / White Trash

APPLE RECORDS

Apple Records 3 Savile Row London W1
New York c/o Abkco Industries 1700 Broadway NY 10019
ARDMORE & BEECHWOOD LTD.
LONDON, ENGLAND

EDITORIAL MUSICAL ODEON,
BUENOS AIRES, ARGENTINA.

CASTLE MUSIC PTY. LTD.,
SYDNEY, AUSTRALIA.

S. A. ARDMORE & BEECHWOOD
(Belgium), BRUSSELS, BELGIUM.

SOCIEDADE BRASILEIRA DE EDICOES
PUBLICADE E SERVICOS ARTISTICOS
LTDA, RIO DE JANEIRO, BRAZIL.

IMUDICO A/S,
COPENHAGEN, DENMARK.

LES EDITIONS ET PRODUCTIONS
MUSICALES PATHE-MARCONI,
PARIS, FRANCE.

EDITION ACCORD,
COLOGNE, GERMANY.

ARION GREEK MUSIC COMPANY LTD.,
ATHENS, GREECE.

ANAGON N.V.,
HEEMSTEDE, HOLLAND.

EDIZIONI MUSICALI LA VOCE
DEL PADrone,
MILAN, ITALY.

TOSHIBA MUSIC PUBLISHING
CO. LTD., (Non Exclusive)
TOKYO, JAPAN.

BEECHWOOD DE MEXICO S.A.,
MEXICO CITY, MEXICO.

BELCAS MUSIC LTD.,
WELLINGTON, NEW ZEALAND.

BEECHWOOD MUSIC CORP.,
(Non Exclusive)
HOLLYWOOD, U.S.A.

PATHE PUBLICATIONS
(FAR EAST) LTD.,
SINGAPORE.

PATHE PUBLICATIONS
(FAR EAST) LTD.,
KOWLOON, HONG KONG.

ARDMORE & BEECHWOOD
(SOUTH AFRICA) (PTY) LTD.,
JOHANNESBURG, SOUTH AFRICA.

EGO MUSICAL S.A.,
BARCELONA, SPAIN.

EDITION ODEON,
STOCKHOLM, SWEDEN.

EMI
continued


Le Librairie, rue de Carouge 18, 1200 Geneva. Tel: (022) 25 76 26. Labels: Le Chant du Monde. Musikvertrieb, Badenstr. 555, 8040 Zurich. Tel: (051) 54 97 34. Dir.: M. A. Rosenhagen. Sales, Ad. & Pro.: L. Schmidt. Labels: A&M (USA), Ace of Clubs (UK), Ace of Hearts (UK), Ariola (Germany), Argo (Europe), Atlantic (USA), Baccarola (Germany), Barclay (France), Bel Art (France), Coral (USA), Decca (UK), Ducretet-Thomson (France), Elite Special (Switzerland), Eurodisc (Germany), Festival (France), Hansa (Germany), Med Art (Israel), Hickory (USA), Hispavox (Spain), Jaguar (Italy), Karate (USA), London (UK), Monument (USA), Oiseau Lyre (France), RCA Italiana (Italy), RCA Victor (USA), Reprise (USA), Ricordi (Italy), Rieger (France), Riviera (France), Telefunken (Germany), Trodia (Denmark), 20th Century-Fox (USA), VEGA (France), Warner Bros., Seven Arts.

P 1 P 5 (Production Internationale de Propagation Sonore). Pips, PO Box 78, 8703 Erlenbach. Tel: (051) 90 85 82. Dir.: Euge Tiel. Cartridge B-track, casselette & open reel: Recorda.

*supplies & service* ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS Association of Swiss Musicians, 11 bis Ave. du Grammont, 1007 Lausanne. Tel: (021) 26 63 71.

European Ass'n of Music Festivals, 122 rue de Lausanne, Geneva.


MUSIC LICENSING ORGANIZATIONS Edifo, Badenstr. 33, 8040 Zurich. Tel: (051) 54 64 77. Pres.: Dr. Velt Wyler; Gen. Prof. Mgr.: Joseph Fedeler.

Mechaniliziert, Schweizerische Gesellschaft fur Mechanische Urheberrecht, Bellariastr. 82, 8038 Zurich. Tel: (051) 45 77 00. (Mechanical rights society).

S U S A (Schweizerische Gesellschaft der Urheber und Verleger, Societe Suisse des Auteurs et Editeurs, Bellariastr. 92, 8038 Zurich. Tel: (051) 45 77 00. (Performing rights society).

PRESSING PLANT Turicaphon, 8011 Riedikon/Uster, Zurich. Tel: (051) 87 43 11.


Production Internationale de Propagation Sonore Pips, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL Dir.: Mr. Tiel.

SOUNCING RECORD STUDIO EQUIPMENT MANUFACTURER Production Internationale de Propagation Sonore Pips, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL Dir.: Mr. Tiel.


Jean Bennett, 28 Grandes-Rames, 1700 Fribourg. Instrument organs.

A. Frey, Sternmattstr. 11, 6000 Lucerne. Instrument organs (Cecilia).


Production Internationale de Propagation Sonore Pips, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL Dir.: Mr. Tiel.

Instruments: amplifiers.


Karl Schneider, Bahnhofstr. 1, 4125 Riechen. Instrument: guitars.


Henry Werle, Zeitglockenaue 2, 3000 Bern.

continued on page 386

INTERNATIONAL MARKET REPORT

THE MARMALADE • GEORGE FAME • ANIT SIMON AND GARFUNKEL • CLANCY TUNELES • DAVE BRUBECK • TONY BENNETT • THE PEDDLERS • ANDY WILLIAMS • ANITA HARRIS • LEONARD COHEN • JOHNNY CASH

CBS Records 28/30 Theobalds Road London WC1 England
The Decca Record Company Limited of England

and its USA subsidiary London Records Inc.

offer American record labels a first-class world-wide distribution service.

Decca House 9 Albert Embankment London SE1 England
**THAILAND**

**Population:** 34,000,000

**Per Capita Income:** $1,400

**Rate of Exchange:** 1 $US = 20.67 bahts

**No. of Homes with Record Players:** 15,000

**Radio stations:**
- Type of programming: about one-half pop music.
- No. of radio stations: 1,510,000.
- TV stations: 7 government channels.
- Type of programming: documentary.
- No. of TV sets: 200,000.

**Holidays:**
- Jan. 1: New Year’s Day.
- April 13: Songkran Festival.
- May 5: Coronation Day.
- May 10: Phra Pradaeng Day.
- May 11: Visakha Bucha.
- July 6: Asalha Bucha.
- July 15: Buddhas Lent.
- Aug. 12: Queen’s Birthday.
- Oct. 23: Chulalongkorn Day.
- Dec. 5: King’s Birthday.
- Dec. 10: Constitution Day.
- Dec. 31: New Year’s Eve.

**Records:**
- Importers & Exporters
  - Chang Thai Rec’s Ord. Part., 669 Chakraphet Rd., Borapet Palace, Bangkok; Tel: 24471.
- Importers: Decca (UK).
- Kamol Sukosol, PO Box 178, Bangkok.
- Philips Electrical Co. of Thailand Ltd., 283 Silom Rd., Bangkok; Tel: 28085-B, Cable: PHILTHAI.
- Sugree, 1515 New Petchburi Rd., Bangkok; Tel: 56204, Mr.: Sugree Chorakan.
- Distributes: all international labels.
- Experts: PRC open reel classical music tapes.

**Supplies & Services**
- Pressing Plants
  - Sri Kung Film Co., 129 Bangkok; Tel: 57133.
- Kamol Sukosol, PO Box 178, Bangkok.
- Virluthathachth, c/o Kamol Sukosol, PO Box 178, Bangkok.

**Recording Studio**
- Kamol Sukosol, PO Box 178, Bangkok.

**Trinidad & Tobago**

**Population:** 1,100,000

**Per Capita Income:** $500

**Rate of Exchange:** 1 $US = $2 (T&T dollars)

**Radio Stations:**
- 2 commercial.
- No. of radio sets: 175,000.
- TV stations: 1 commercial, 2 channels.
- No. of TV sets: 45,000.

**Holidays:**
- Jan. 1: Good Friday, Easter Monday, Eid-ul-Fitr (Muslim), May 1 (May Day), Whit Monday, Corpus Christi, Discovery Day (1st Monday in Aug.), Aug. 31 (Independence Day), Divali (Hindu), Dec. 25, 26.

**Records:**
- Figures represent US currency.
- Records imported from countries other than USA (CIF): 1968-$335,594; 1967-$312,325.
- Records exported to USA (factory value): 1968-$12,976; 1967-$12,397.
- Records exported to countries other than USA (factory value): 1968-$118,388; 1967-$176,150.

**Record Manufacturers**
- International Rec’s Co. Ltd., 33 Abercomby St., Port of Spain, Tel: (Office) 34583, 36277, (factory) 5237, Cable: INTERECORD, Mgr. Dir.: Leslie Lucky-Samaroo.
- Int’l labels represented: RCA Group, MCA Group.
- National Rec’s, Simeon Rd., Petit valley, Diego Martin, Trinidad. Contact: Slinger Francisco.
- TRINIDAD Rec’s House (THK), 131 Long Circular Rd., Port-of-Spain, Tel: 22335.
- West Indies Telecommunications & Electronics, PO Box 890, Corner Gisors & Maling Sts., Mt. Hope, Port-of-Spain, Tel: 638-3354. Cable: INTELCO. Chm.: Dr. Martin Hampson; Sec’y: Dr. Shadrack Sampath. Label: Telco. This company represents: Pye, Marble Arch, Golden Guinea, A&M.

**Music Publishers**
- Federal Music Co., PO Box 517, 33 Abercomby St., Port of Spain, Tel: 24593, 36277, Mng, Dir.: Leslie Lucky-Samaroo.

**Record Wholesalers**
- International Sec’y Co. Ltd., PO Box 517, 33 Abercomby St., Port of Spain, Tel: 34583, 36277, Cable: INTERECORD, Mgr. Dir.: Leslie Lucky-Samaroo.
- Note: This company is a distributor, importer, exporter & rack jobber.

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**EUROPE’S TOP PUBLISHERS**

**FRANCIS, DAY & HUNTER LTD.**

**London, England**
- Francis, Day & Hunter Ltd., 136, Charing Cross Road, W.2.
- Tel: 884940.

**New York, U.S.A.**
- Francis, Day & Hunter Inc., 745 Fifth Avenue, N.Y., N.Y. 10022.

**Milan, Italy**

**Zurich, Switzerland**

**Paris, France**
- Publications Francis-Day S.A., 5 Avenue de L’Opera, 1ER.
- Brussels, Belgium

**Madrid, Spain**
- Canciones Francis-Day Carmen 20.

**Johannesburg, South Africa**
- Francis Day (South Africa) (Pty) Ltd., Suite 901, 4—9th Floor Silvern House, 133 Commissioner Street.

**B. Feldman & Co. Ltd.**
- London, England
- B. Feldman & Co. Ltd., 64 Dean Street, W.1.
- Paris, France
- Editions Feldman, S.A., 5 Avenue de L’Opera, 1ER.

**Robbins Music Corporation Ltd.**
- London, England
- Robbins Music Corporation Ltd., 35 Soho Square, W.1.
- Paris, France
- Editions France-Melodie S.A., 5 Avenue de L’Opera, 1ER.
- Amsterdam, Holland
- Muziekuitgeverij Trident N.V., Amstel 52.
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JAMES HOUSE, 71-75, NEW OXFORD STREET, LONDON, W.C.1. ENGLAND.
Telephone:- 01-836-4864 (5 Lines) Cables; DEJAMUS, LONDON, W.C.1. Telex; 27135
continued

**supplies & services**

**JACKET MANUFACTURER**  
**LABEL MANUFACTURER**  
**LICENSEOR, TAPE & RECORD**  
International Rec'g Co. Ltd.  
P.O. Box 517, 33  
Abercromby St.  
Of Spain. Tel.: 34583,  
36277. Cable: INTERRECQ, Mgr. Dir.; Leslie  
Lucky-Samaroo.

**PRESSING PLANTS**  
West Indies Telecommunications & Electronics,  
P.O. Box 890,  
Port-of-Spain, Tel.: 638-3334, Gen.  
Mgr.: Lennox D. Whiteham.

**RECORDING STUDIO**  
IRCL Sound Studios (dv. of International Rec'g Co.),  
9a Frederick St.,  
Port-of-Spain. Tel.: 34583.  
Gons. Mgr.: Manfred Goldfish.

International Rec'g Co. Ltd.  
P.O. Box 517, 33  
Abercromby St.  
Port-of-Spain. Tel.: 34583,  
36277. Cable: INTERRECQ, Mgr. Dir.; Leslie  
Lucky-Samaroo.

**TURKEY**

**POPULATION:** 33,044,000 (1967).  
**PER CAPITAL INCOME:** $292.  
**RATE OF EXCHANGE:** 1 (US) $0.98 (1967).  
**HOLIDAYS:** New Year (Dec. 31 PM & Jan. 1),  
Independence Holiday (Apr. 22 PM & Apr. 23),  
May 1 (Spring Holiday), May 19 (Youth &  
Sports Holiday), Freedom & Constitution  
Holiday (May 26 & May 27), Aug. 20  
(Republic Holiday).  
**RADIO STATIONS:** (Evacuation of the  
Republic), traditional Christian and Muslim  
Records.

**record wholesalers**

DISTRIBUTORS

Ezgi Plaklari, Bankalar caddesi, Sen. Hayr Han,  
Galata, Istanbul; Tel.: 0212-49,  
A&R; Aykut Sarcom, Gen. Mgr.; Aykut Kat, Sales  
& Mkgr.; Torugat Caglayan.

**IMPORTER & EXPORTER**  
Grunberg, Rasapasa Yolu 22, Han, Istanbul; Tel.:  
26 32 60. Cable: ODEON, Dir. Hugo Grun-  
berg & Leon Grunberg; Mgr.: Moiz Fillib,  
Sales Mgr.: Tuyserkan; Procco.: Sevap  
Genc & Ayak Pars.

Intl, labels represented: Odeon, Paraphon,  
Philips, Polydor, Barclay, Fontana, Mercury,  
Rivista, MGM, Telefunken.  
Musical instruments: organs (Fassfiez), pianos  
(Zimmermann), accordions (Scandallini).

**tape recorder manufacturers**

Ahmet Palenduz & Ort. Caglayan Caddesi 3,  
Sagmacilar, Istanbul, Tel.: 48 59 61.  
Branch: Konador, Lengo, Standard.  
Turf Phillip S.A., S5, Gumusbeyi 74-80,  
Istanbul.

**UNITED ARAB REPUBLIC**

**POPULATION:** 30,083,000.  
**RATE OF EXCHANGE:** 1 (US) = 43 UAR pound.  
**NO. OF RADIOS:** 1,613,000.  
**NO. OF TV SETS:** 72,000.  
**HOLIDAYS:** April 11 (Moslem New Year), June 18  
(Youth Day), July 24 (Independence of the  
Revolutions), traditional Christian and Muslim  
Records.

**record manufacturers**

Sono Cairo Rec. Co., P.O. Box 2017, 18 Borsa St.,  
Tewfikia, Cairo; Tel.: 40897, Bd. Chan.; Taha  
Nassir Company; A&R; Nasem el Nahi;  
Int'l. Mgr.: Gheineim.  
Labels: Sono Cairo.

Int'l firms represented: Pathé Marconi, EMI  
Group.  
Note: Cairo Sono pressess discs for all record  
companies in UAR.  
Michael Vouassypopoulos, P.O. Box 1904. Alexandria.  
Tel: 3093. Cable: YALOS.

**UNITED KINGDOM**

**POPULATION:** 55,000,000.  
**PER CAPITAL INCOME:** $2,670.  
**RATE OF EXCHANGE:** 1 (US) = 8 shillings (4 pence,  
round $2,670).  
**NO. OF HOMES WITH RECORD PLAYERS:** 8,500,000.  
**RADIO STATIONS:** 4 government.  
**Type of programming:** BBC controls all stations,  
with programming generally as follows—Radio  
1, classical music; Radio 2, mid—of the-road  
music, variety, comedy; Radio 3, classical  
music, serious talk shows, plays; Radio 4,  
current events, light drama, light classical  
music.

**record manufacturers**

Odeon U.S.A.; RCA; Philips; Polyphonics.  
Int'l firms represented: Pathé Marconi, EMI  
Group.  
Note: BBC makes 78 rpm records for itself.  
No. of sales: 15,000,000.

**TV STATIONS:** 16 channels—24 government,  
14 commercial.

**Type of programming:** Various; only one  
commercial channel permitted in any one area.  
No. of TV sets: 16,410,000.  
**HOLIDAYS:** Christmas Day (Dec. 25),  
New Year's Day (Jan. 1), Good Friday,  
Easter Sunday, Spring Bank Holiday,  
Labour, Summer Bank Holiday, Dec. 25.  
**RECORDS:**  
Records sold domestically: 1968—$76,000,000.  
1967—$70,000,000.  
**Records manufactured for domestic & export sale:**  
LP's $49,184,000.  
Singles $49,184,000.  
1968—$49,184,000.  
Exports 4% of total.  
**Discounting:** With the removal of Retail Price  
Maintenance in June 1969, it is forecasted that price competition will be fierce in its initial stages.

Type of distribution: Manufacturer-to-retailer of manufacturer's own and licensed product. Five independent distributors handle independent labels. EMI, Decca & Pye have formed a rack-jobbing consortium; several other companies may go into competition.

Type of promotion: BBC Radio 1 prime exposure source for pop; Radio Luxembourg English broadcasts at night. Several TV pop music shows. Consumer music papers circulate 500,000 copies weekly.

Juke boxes: 21,000.

Tape Market: There are an estimated six million playback units in use in Britain, 95% of which are open reel machines. Ninety per cent of 4 & 8-track cartridge units in use are installed in cars. Tapes carry a 55% purchase tax. The musicassette was launched ahead of other cartridge systems and has retained its lead.

Pre-recorded tape manufactured for domestic & export sale: 8-track cartridge, 1968-120,000 units; 1967-30,000 units. Cassette 1968-700,000 units; 1967-500,000 units; 1966-200,000 units. Open reel 1967-230,000 units, 1966-227,000 units.

Average retail price per tape: 4-track cartridge - £1.54; 8-track cartridge - £6.74; cassette - £8.71; open reel - £6.60.

Type of distribution: Manufacturer to dealer is standard throughout the industry. About 30% of musicassettes, 4 & 8-track cartridges are sold through car dealers and electrical shops; the rest of the market is sold through recording stockists.

Type of promotion: Musicassette: are promoted along with recordings. Other cartridge cassettes are promoted more through car media such as motoring magazines.

Import/Export Regulations: Records, tapes & cartridges, regardless of origin, carry a purchase tax of 65% of the retail value, if sold in Britain. On imported disks, the tax is payable at point of entry on the assessed value after import duty has been paid. Import duty is charged on the value assessed at cost, insurance and freight charges in addition to 25% purchase tax. For phonograph records, duty is imposed on Commonwealth countries - 10%; EFTA countries - 13%; other countries - 18%. Duty is also charged on FTA countries - 165%; EFTA countries - 65%; other countries - 25%. No import licenses are needed for disks, tapes or matrices apart from Commonwealth bloc countries. Current legislation provides that entry be denied to unauthorized copies of copyright work. Approval must be obtained from the copyright holder or his agent.

In most cases, the agent in Britain is the Mechanical Copyright Protection Society. Where the copyright has not been cleared for import into Britain in the country of origin, royalties must be paid in advance. There is a special royalty for imports. This varies from $0.14 per title per record for large quantities, to $0.05 per title per record for larger numbers. Not all copyright holders are members of M.C.P.S. Some publishing houses act independently. Many continental copyrights which belong to B.I.E.M. firms are the responsibility of the British Copyright Protection Association. All tapes that have copyright clearance and are from non-Communist countries are admitted without a license after payment of 25% import duty or 165% from Canada or other Commonwealth territories.

**Record Manufacturers**


Int'l reps.: Australia (Festival), Netherlands (Dureco), New Zealand (Festival), Philippines (South Africa (Brigadiers). A & M Recs. Ltd., Music House, 12 Naarden Ln, London N.W. 10. Tel: 459-0037. Cabinet: ZEL 859. Contact: John Deacon, John Dyer. (Distributed by Pye.)

Home office: USA.

Abbey Folk (see Abbey Rec's).

Abbey Rec's 2 Abbey St, Eynsham, Oxford. Tel: Eynsham 388, Oxford 4-1356. Mgr. Dir.: H. F. Mudd; Artistic Dir.: Dr. David Lumsden; Sales & Mktg. Dir.: P. S. F. Myers; Ass't Prod', Pub. Affairs: John Mundy (Distributed by Orye).


Ace of Clubs (see Decca).

Ace of Diamonds (see Decca).

Ace of Hearts (see Decca).

Action (see Beat & Commercial).

Advisory. 92 New Bond St., London W. 1. Tel: GRO 3342.


Allegro (see Pickwick).

Amalgamated (see Beat & Commercial).


Archive (see Polydor).

Argo (see Decca).

Arv (see Major Minor).

Atco (see Polydor).

Atlantic (see Polydor).

Atlantic Special (see Polydor).

Aurora, 15 Berkeley St., London W.1 Tel: 493-2506. Cable: SCHMOMUS. Prof. Mgr.: Michael A. Stone. (Distributed by CBS).


Home office: USA.


B & C (see Beat & Commercial).

Bach Records (see Oryx).


Big T (see Transatlantic).

Blues Town (see Alcyone).

Blue Beat (see Melodisc).

Blue Note (see Beat & Commercial).

Blue Orange (see Decca).

Blue Horizon, 30 St. George St., Hanover Sq., London W.1. Tel: 399-9477. Chmn: Mike Vernon; Mgr. Dir.: Richard Vernon; Promo: David Toare. (Distributed by CBS). Int'l branch: USA.

Int'l reps.: USA (Epic), worldwide (CBS).

Blue Label (see Capitol).

Blue Thumb (see Liberty/UA).

Bravo (see Pickwick).

Brite Lbl (see Decca).

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**E.V.O.L.U.T.I.O.N**

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ZEL RECORDS

63 Old Compton Street, London, W.1

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Page 389
THE TOP GROUP IN INTERNATIONAL MUSIC PUBLISHING

THE PEER-SOUTHERN ORGANIZATION

ITS TOP MEN IN EUROPE

BOB KINGSTON
ROLF MARBOOT
ALBERTO CARISCH
PAT SEEGER
MICHAEL KARNSTEDT
MANNEL SALINGER
LENNART HANNING
HAN DUNK
ALBERT BRUNNER
FELIX FAECQ
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(HOLLAND MUSIC, AMSTERDAM)
(SOUTHERN MUSIC, ZURICH)
(SOUTHERN MUSIC, BRUSSELS)
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(EDITION MARBOT, HAMBURG)

(SOUTHERN MUSIC, JOHANNESBURG)

IN AFRICA

GLYN TAYLOR

COORDINATOR

TOM WARD

(8 DENMARK STREET, LONDON, W.C.2)

also in SYDNEY, AUCKLAND, TOKYO and throughout NORTH, CENTRAL and SOUTH AMERICA

Malodisc, 12 Earlam St., London W.C.2. Tel.: COV 2848.
Labels: Malodisc, Blue Beet, Fab, Kalypso.
Mercury (see Philips).

Minot (see Liberty/UA).


New Horizons, U-Town.

(see ADVERTIS-

EMENT)

Music Factory (see MGM).

Music for Pleasure, Astronaut House, Mouselow Rd., Feltham, Middlesex. Tel.: 751-8400. Cable: BOOK

DIFS. Mng. Dir.: Richard Baldwinn; MkLt. Dir.: Tony Morris; A&R: Frances Welch; PR: Terry Battran; Advt. Jennings.

Musica Rare (see Oryx).

Musique Royale (see Polydor).

Nems (see CBS).

Nonnius (see Polydor).

Nu-Beat (see Pama).

Opp (see Saga).

Oryx, 167 Burwood Rd., Walton-on-Thames, Surrey. Tel.: 28473. Mng. Dir.: D. M. Measock.

Labels: (owned) Oryx, Bach Recs., Musica Rara, Gramex (distributed) Abbey.

In dit. labels represented: Cantate (Germany).

In dit. reps.: Belgium (Schott), Germany (Da Camera), USA (Dover, Lyric chord).

Outlet, 65/57 Smithfield, Belfast, Northern Ireland. Tel: 40896, Dir.: M. W. McClaren.

Pacific Jazz (see Liberty/UA).


Labels: Pama, Nu-Beat, Oaz, Crab, Unity.

Paradox (see Polydor).

Parmone (see Polydor).


Branches: Genesis C.G., Highfield, 58 Waterloo St. Tel.: Central 1617—Manchester 2, 18 Lloyd St. *el.: Deansgate 8741/A.

Labels: (owned) Philips, Fontana, Fontana Specia.

Merry, Merry-Go-Round, Fourfront, Festival (distributed) Liberty.


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THE PEER-SOUTHERN ORGANIZATION

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Labels: Pama, Nu-Beat, Oaz, Crab, Unity.

Paradox (see Polydor).

Parmone (see Polydor).


Branches: Genesis C.G., Highfield, 58 Waterloo St. Tel.: Central 1617—Manchester 2, 18 Lloyd St. *el.: Deansgate 8741/A.

Labels: (owned) Philips, Fontana, Fontana Specia.

Merry, Merry-Go-Round, Fourfront, Festival (distributed) Liberty.


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continued

Open reel: Philips, Fontana, Mercury, Wing—licensed to Amplex.

Int'l labels represented: Caedmon, Liberty/UA, Vanguard, Connoisseur.

Int'l reps.: Canada (London, USA) (Mercury).


Cassette & open reel: Polydor, DGG, Archive. Int'l labels represented: Atlantic (USA); Atco (USA); Buddah (USA), Kama Sutra (USA), Electra (USA), SSS Int'l (USA), Tetramagamation (USA), DGG (USA). Int'l reps.: Worldwide (DGG-Polydor).

Polydor Special (see Polydor).

Pilgrim, Kassner House, 1 Westminster Gardens, London W.2. Tel.: 299-9411. Cable: KASSMUSIC. Mng. Dir.: Bernard Kassner; Ex-Dir.: (all USA); Mike Hill; Ex-Dir.: Mng. Servs.: Don wedge; Sales Mgr.: Elfie Webster; Pub.: Mike Hill; Exploitation Mgr.: Tony Saxon. Labels: (owned) Jassie, Polydor, Precious, (distri- buted) Jassie Boy.

Int'l labels represented: Fraternity, Mar-V-Lus, One-Off (all USA).

Int'l reps.: Belgium (Polygram), France (Philips), Italy (Ariette). A&R: (Phonogram). Scandinavia (EMI), Spain (Spectra), USA (Laeric, Epic), London, Australia (RCA), South Africa (Gallop), Singapore (EMI), Germany (Ariola Eurodisc).

Psycache (see Sapa).


Mktg. Mgr.: Tony Saxon. Int'l labels represented: Aristoch Int'l (USA), Alicea (Germany), BT Puppy (USA), Chas (USA), Durium (Italy), Hispavox (Spain), Met- romedia (USA), Miller Int'l (Germany), Scepter (USA), Vogue (France).

Int'l reps.: Argentina (Scandamicana), Australia (Elster, 'Abbott, EMI), Belgium (Vogue), Brazil (Gravatao Musidiscus), Canada (Phonodisc), Chile (Rocas, 'Maris), Eire (Pye), Finland ('Finland), France (Vogue), Germany (Deutche Vogue), Greece (Mobic Box), Hong Kong (Codium), India (EMI), Israel (A. Hataki), Italy (L. Ricordi), Japan (Nippon-Co- lumbia), Lebanon ('Melodies), Mexico (Mexico), Netherlands (Negram, Philips), Nor- way (Copenhagen, EMI), Pakistan (Ethel), Para- guay (Scandamicana), Philippines (Oye Prod.), Portugal (Tri-nidades, Singapore (Codium), South Africa (Teal, Spafaviv, Philips), Spain (Philips), Turkey, (Melodic), Uruguay (Scandamicana), Venezuela (Libertina de Discos), West Indies (West Indies Telecommunications & Electronics).

Psycache (see Pye).

Pye Int'l (see Pye).

Pyramid (see Doctor Bird).


Labels: RCA, RCA Int'l, RCA Victor, RCA Red Seal.

R.C.A. Int'l (see RCA).

R.C.A. Red Seal (see RCA).

R.C.A. Victorola (see RCA).

Range (see Selection).

Realm Jazz (see CBS).

Recorded in: 32 Albion St., Glasgow, C.T. 1. Tel.: (041) 522-544. Regal Zonophone (see EMI).

Reprise (see Warner Bros-Seven Arts).

Revolution (see Immediate).

Revue (see MCA).

Rex (see Decca).

Rimb. Kings Ct. 2-16 Goodge St., London W.1. Tel.: 580-5506.

Rio (see Doctor Bird).

Riverdale (see Polydor).

Rivera (see Major Minor).

Rivertone (see Major Minor).

S O C (see Polydor).

S N B (see CBS).

S P J (see Selection).

Sacred Series (see Trojan).


Int'l branches: Eire, West Germany.

Labels: KID, Eros, Fidelity, Psyche, Opp.


Labels: Collector, EIC, Jazz Collector, Range, SPY.

Int'l labels represented: Black & Blue (France), Caracol (France), Collectors (Switzerland), Col- lectors Classics (Denmark), Jazz Treasury (USA), Melodisc Classics (Sweden), WK (Switzerland).

Int'l reps.: Denmark, (Danske), France (Treasure of Jazz), Germany (Jazz Bazaar), Netherlands (B. Munnikendam), Sweden (Eversen), Switzerland (Vogue, Int'l Rec. Center).


Listed below are all the disadvantages of using Orange Amplification.

If you want to know the advantages ask:
Fleetwood Mac, John Mayall, Jon Hiseman, Brian Auger, Desmond Dekker, Chris Barber, Harmony Grass, Steamhammer, Black Cat Bone, Paul and Barry Ryan, Hair (Shaftesbury Theatre London).

Orange Musical Industries, 3-4 New Compton Street, London, England
SONET, Bill Record
Norrie Paramor Prod'ns, AD-RHYTHM
AD - RHYTHM


Label credits: Decca, CBS, World Record Club (England), Vogue (France), International (Germany), Supraphon (Czechoslovakia). New Breed (see Straight Ahead Prods). Orake, Sterling Works, Rainham Rd. S., Dagenham. Dir.: Adrian Rudge; Tony F. Mmg. Dir.: Richard Clark, Prod'ns Dir.: Ron Norris.


Label credits: Philips.


Iver's branch: Sweden.


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RECORD MANUFACTURERS & DISTRIBUTORS

MUSIC PUBLISHERS

Abacus, see Carlin.

Nme office: USA.
Affiliates: Chappell.

Larry Adler, see Chappell.
Amelian (PRS, NCP'S), see Bourne.

Alliance see Chappell.


Ambassador Seven Arts, see Ambassador.
Ambleside, see Armodore & Beechwood.
Amou, see Amous.
American Metro, see Kassner Assoc'ds.
Angel, see Florida.
Anglo-Fic, see Southern.
Anglo-Soviet Film Music, see Southern.

Illuminated Music, see Boosley & Hawkes.
Anon, see A. Schroeder.

Anim, see Carlin.
Annica, see A. Schroeder.


Affiliated companies: Annabella (Switzerland), April (Australasia), Arnold (Australia), L. A. (Argentina), Israel, Italy, Japan, Sweden, USA), Bildo Music Inc. (Brazil, USA), Blackwood (USA), Boom (USA), Craftsmen (Japan), DISCOPHON (Spain), DURCOGRO (Greece), EUPC (South Africa)(Head (UK), Japavo, IPA), JOWATT (USA), Mundo Musical (Argentina, Brazil, Costa Rica, Mexico, Musicas Fuentes), Neon (UK), Portengen (Netherlands, South Star, USA), Unixor (UK), Umap (UK), Warrrain (USA) Wi Melodie (Australia).

Affiliates represented: Argentina (Mundo Musical), Argentina (April), Austria (Mundo Musical), Canada (April), Costa Rica (Mundo Musical), France (France), Greece (Grecophon), Israel (April), Italy (April), Japan (April), Mexico (April), Morocco (April), Norway (Portengen), Peru, Portugal (Portengen), Switzerland (Uniox), Sweden (IPAI), Uruguay (Sava-Boceta), Venezuela (Venezuela), Yugoslavia (Jowatt).

Arch, see A. Schroeder.


Affiliated companies: Aim (USA), Bell (Dorato) (USA), Doral (USA), Emi (UK) (USA), Incanto (USA), Sansu Ents. (USA), Saturday (USA), Tallrynd (USA).

Affiliates represented: Argentina (Gideon), Australia (Castle), Belgium (Armodore & Beechwood), Brazil (Italiaper), Denmark (Moduga), Germany (United), Greece (Ariola, Greece (Italy), Venezuela (Padrino), JOWATT (Argentina), DISCOPHON (France), Nelsons (Argentina, New Zealand), Belgium, Singapore, Argentina (Armodore & Beechwood), Netherlands, South Africa (Armodore & Beechwood), Spain (SBO), Sweden (Dione), USA.

Barnes, see Norrie Paramor Prod's.


Affiliates represented: Casa Musicale Sonzogno (Italy).

Edward Ashdown, PO Box 4DR, 19 Hanover Sq., London W.1. Tel: 629-1184. Atlantic, see Famrare.

Axa Kuk, see Immediate.
Axeis (see A. Schroeder).
Avenue (see Chappell).
Aviva, see Shapiro, Bernstein.
B & B Anglo-Continental (see Elviri Sacchi Associate). Barnes Music (see Abigail Music). Bartron (see Leeds).
Baspar (see A. Schroeder).
Bayley & Ferguson, 54 Queen St, Glasgow C.T. Tel: CEN 7240. Cab: BAYLEY. Affiliates: Ascherberg, Hopwood & Crew; Chappell.
Belafonte (see Chappell).
Belavia (see Tav Prod's). Bella Godiva (see A. Schroeder).
Belf (see Alan Keen).
Benco (see A. Schroeder).
Benday (see Carlin).
Bems (see Kassner Assoc'ds). Irving Berlin (see Chappell). Berta (see Campbell-Camilleri Group).
Big Sioux (see A. Schroeder).
Bird, 1176 Fulham Rd, London S.W.2. Tel: 584-4533. Mng. Dir.: Graeme Goodall; Dir.: Bob Oll.

Black Swan (see Armodore & Beechwood).
Blossom (see Leeds).
Blue Note, see Shapiro, Bernstein.
Bluebell (see Southern).
Blues (see Box & Cox).
Bondola (see Chappell).

Irrl branches: Australia, Belgium, Canada, Denmark, France, Germany, South Africa, Switzerland, USA.


Affiliated companies: Amisco (USA), Arfa Czeckoslovakia, Bournier Music Inc., USA, Carl Fischer (USA), Kulturka (Hunary), Luverne (USA), Edward B. Marks (USA), Southern of Texas (USA), Soviet State Publishe (USA).

Infr reps: Austria (Theater-Verlag Erich), Italy (Campion), Japan (Academia International), Indonesia, Netherlands (Albersen), Norway (Norsk), South Africa (Barry), Spain (Real Lidimo y Boceta), Sweden (Carl Gehrmann).

Bosworth C. 3102, 4-18 Heddon St, London W.1. Tel: 734-4901. Dir.: A. P. Dickin.


Affiliates: Australia, France, USA. Affiliates: Berry, Cinemorphic, Dish, Max Diamond, Evergreen, Harryson, Howstew, Jvs, Montclaire, Show, Hans Sikorski, Titan, Toad Tunics, Vinco.

Affiliates: Argentina (Connelly), Denmark (Reg Connelly), Germany (Connelly), Italy (Furgione), Japan (Auction), Netherlands (Connelly Basair), South Africa (Plymouth), Spain (Connelly).


Carribay (see Chappell). Carter-Lewis (see Southern). C. J. C. (see Asherberg, Hopwood & Crew; also Chappell). Cavendish (see Bossey & Hawkes). Cederwood (see Cederwood). Chad & Jeremy (see Carlin). Chalet (see Chappell). Challenge (see Leads). Chappell, 50 New Bond St., London W.1. Tel: MAY 7500. Cable: SYMPHONY.

Future Music Inc., (PR), see Vanguard.
G. L. N. see Kassner Assoc'd. Publ's.
G. M. see Dick James Music.
Gale & Gayles, see Kassner Assoc'd. Publ's.
Gareen, see KPM Music Group.
Gershay, see Dick James Music.
Glad, see Shaprio, Bernstein.
Gloucester, see Florida.
Glissando, see Georgia Poser.
Gold Disc, see Carlin.
Jack Gold, see United Artists.
Jack Good, see Goody-Two-Socks.
Jain, see Dick James Music.
Jacky, see United Artists.
Jazz Good, see Good to Go.
Jazz Boots, see Chappell.
Jazz, see Dick James Music.
Jocky, see United Artists.
J Old, see United Artists.
Joricke, see Carlin.
Joan, see United Artists.
Joanovici, see KPM Music Group.
Joey, see United Artists.
John, see United Artists.
Johnnie, see United Artists.
Johannes, see Sweden.
John Jaymond, see Schroeder.
John Keats, see Schroeder.
John Keegan, see Schroeder.
John Keen, see Schroeder.
John Lavin, see Schroeder.
John Makinson, see Schroeder.
John Mason, see Schroeder.
John Maresfield, see Schroeder.
John Mathias, see Schroeder.
John Meat, see Schroeder.
John Mende, see Schroeder.
John Phillips, see Schroeder.
John Robinson, see Schroeder.
Jojo, see United Artists.
Joplin, see United Artists.
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DISTRIBUTORS


Discourses, Doctor Intl. Home 


Ariola, S. E. Stores Music Group. Tel: (01) 960-0536. Mng.: J. R. Norris.

Ariola, S. E. Stores Music Group.

Cetra, Chant supplies of playback equip.: 8-tr. tape. Tel: (01) 969-0536. Mng.: D. J. Wedge.

 reminiscent of other cultures (Performing Right Alliance).
PHILIPS, URUGUAY

URUGUAY - Population: 2,749,000
Per capita income: $5,000
Rate of marriage: 15
No. of households: 500,000
No. of radio sets: 2,000,000
Holidays: Jan. 1, March 21, May 18, July 18 (Constitution Day), Aug. 25 (National Independence Day), Dec. 25 (Birthday of the Waters), Dec. 25 (Centenario del Uruguay)

No. of radios: 1,000,000
No. of TV sets: 200,000
No. of TV sets per 1,000: 10
No. of TV sets per 1,000: 5
No. of TV sets per 1,000: 2

PALACE OF THE MUSICA

RECORDING STUDIOS

Palacio de la Musica, Av. 18 de Julio 1100, Montevideo.

RECORDING STUDIOUS

 editorial Antar, Republica 1613, Montevideo.

Radio Montevideo: Pop 105, Antor, Montevideo, Dir.: Jorge Calvet.


MUSIC LICENSING ORGANIZATION

Asociacion General de Autores del Uruguay (AGADU), Canales 1100, Montevideo.

U.S.S.R.

POPULATION: 240,000,000
Rate of exchange: 1 US ($) = 9 rubles
No. of radios: 80,000,000
No. of TV sets: 25,000,000

Holidays: Jan. 3, March 8, May 18, July 18, November 25 (October Revolution Day), Dec. 25 (Soviet Constitution)

Export regulations: It is illegal to import foreign records for sale. Only classical records may be imported, subject to a previous license. It is also illegal to import tape recordings for re-recording.

Elezor Lopez

VENEZUELA

POPULATION: 10,000,000
Per capita income: $6,000
Rate of exchange: 1 US ($) = 4.50 bolivars
No. of households with radio: 150,000
Radio stations: 114-117
Commercial programming: 70% of recorded popular music
No. of radios: 1,000,000
No. of TV sets: 62,000
No. of TV sets per 1,000: 3
No. of TV sets per 1,000: 5
No. of TV sets per 1,000: 7

Type of distribution: Manufacturer to retailer

IMPORT/EXPORT regulations: There are no import restrictions. Export restrictions may be imposed, subject to a previous license. It is illegal to import foreign records for re-selling.

Elezor Lopez

record manufacturer

Melodiya, Tversoi Bulvar, Moscow K-9

importer & exporter

V.O. Mezhunarodnaya Kniga, 32-34 Smolenskaya-Sennaja Pl., Moscow:
Tel. 244-220, 1022-CAB.
Fax: MOKSMA-WEB.

export: Melodiya (recs. & tapes)

association

Union of Composers, U. Nyezhodmovoi 8, Moscow K-9

musical instruments

Lenintorg, 98 Moskovsky Pr, Leningrad M-84:
Tel. 92-56-25

mariozono 2, Kalaevskaya St., Moscow K-6:
Tel. 5143 49

exports: guitars, balalaikas, mandolins.
Virgin Islands (U.S.)

(St. Thomas, St. Croix & St. John)

POPULATION: 54,000.

PER CAPITA INCOME: $2,400.

CURRENCY: US dollar.


RADIO STATIONS: 2 on St. Thomas, 2 on St. Croix; 3 AM, 1 FM.

Type of programming: Mostly American popular recordings; also local calypso and some Puerto Rican recordings.

No. of radio stations: 7,900 (1965).

TV STATIONS: 4 commercial stations, 2 on St. Thomas and 2 on St. Croix.

No. of TV sets: 9,000.

RECORDS

Records sold domestically: 1968-60,000 units (estimated).


Average retail price per record: LP's-$3.79, Singles-$1.00.

Stereo sales: 20% of total.

Record club sales: Direct from USA.

Discount: Type of distribution: Most dealers are importers who buy directly from USA or Puerto Rico.

Type of exposure: Record radio has increased sales; also TV from Puerto Rico with US program (satellite).

Jukeboxes: 3,000 (estimated).

TAPES: Market: No statistical records available. US list prices prevail for tapes.

IMPORT/EXPORT REGULATIONS: No duty (or very slight) for record imports from USA or Puerto Rico.

Antonio Contreras

Music Publisher

Tony's Rec Shop, 11535 Centre St., Charlotte Amalie, St. Thomas.

Records imported:

Tony's Rec Shop, 11535 Centre St., Charlotte Amalie, St. Thomas.

Record manufacturers

Tony's Rec Shop, 11535 Centre St., Charlotte Amalie, St. Thomas.

Distributor & wholesaler

Conrad Ltd., 61 Kronprindsens Gade, Charlotte Amalie, St. Thomas.

Distributor, 48-43 Christiansted, St. Croix.

Records:

Whindys (ASCAP), PO Box 2896, 5 Wimmelskaft Gade, Charlotte Amalie, St. Thomas.

Zip: 00801;

Tel.: 774-1174.

W. La Motte.

Music publisher

Westindy (ASCAP), PO Box 2896, 5 Wimmelskaft Gade, Charlotte Amalie, St. Thomas.

Zip: 00801;

Tel.: 774-1174.

W. La Motte.

Distributor & wholesaler

Conrad Ltd., 61 Kronprindsens Gade, Charlotte Amalie, St. Thomas.

Zip: 00801;

Tel.: 774-1174.

W. La Motte.

Importers

Ad Lib Book Center, Gutes Gade, Charlotte Amalie.

Zip: 00801.

Book suppliers:

Bibliotek, Blvd. Commandant Gregoire, Charlotte Amalie, St. Thomas.

Zip: 00801.

Calypso Rec. Shop, PO Box 744, Frederiksted, St. Croix.

Zip: 00801.

Cracian Rec. Shop, 20 A Market St., Christiansted, St. Croix.

Zip: 00801.

Crique's Rec. Shop, 12 Noir, Charlotte Amalie, St. Thomas.

Zip: 00801.

Distributors:

Music Box 2 Company, Christiansted, St. Croix.

Zip: 00801.

Music Hall, Caravel Hotel, Charlotte Amalie, St. Thomas.

Zip: 00801.

continued on page 402
The Island Handcrafts, Main St., Charlotte Amalie, St. Thomas. Zip: 00801. Pres.: Aubrey Haynes.

- musical instruments
  Benjamin's, 31 King, Christiansted, St. Croix. Zip: 00820.
  Island Harpcrafts, Main St., Caravan Hotel, Charlotte Amalie, St. Thomas. Zip: 00801.

**YUGOSLAVIA**

**POPULATION:** 20,300,000.

**PER CAPITA INCOME:** $500.

**RATE OF EXCHANGE:** $1 (US) = 12.5 New Dinars.

**NO. OF HOUSES WITH RECORD PLAYERS:** 1,500,000.

**RADIO STATIONS:** 81 government (11 nationwide, 20 local).

Type of programming: Music is about 50% pop, 20% local folk, 30% classical.

No. of radios: 3,400,000.

**TV STATIONS:** 1 government channel.

Type of programming: 28% classical music, 18% popular music, 12.5% film, 5% sport, remainder children's programs, news & commercials.

No. of TV sets: 1,200,000.

**HOLIDAYS:** Jan. 1 & 2, May 1 & 2, July 4, Nov. 29 & 30.

**RECORDS:**

Records manufactured for domestic & export sale: LP's 1968-250,000, units, $1,400,000.

Records imported from USA (retail value): 1968-1,000 units, $5,000.

Records imported from countries other than USA (retail value): 1968-20,000, units, $100,000.

Records exported to USA (FOB): 1968-1,569 units, $1,099; 1967-5,189 units, $2,735.

Records exported to countries other than USA (retail value): 1968-15,000, units, $10,500.

Average retail price per record: LP's-$5; EP's-$2.50; Singles-$0.50.

Stereo sales: Less than 1%.

Discounting: Rare.

Type of distribution: Manufacturer-to-wholesaler-to retailer and manufacturer-to-retailer.

Type of promotion: TV, radio, newspapers, magazines, posters, catalogues, tickets (for public appearances, etc.) promoting pop, folk and classical sales.

Juke boxes: 2,000.

**TAPE:** Industry practically nonexistent.

**IMPORT/EXPORT REGULATIONS:** All industry & trade organizations are state-owned and controlled.

- record manufacturers

Beograd Disk, Ljubicka 15, Belgrade. Director: Stanko. Mgr.: Slavko Kopun; Export Mgr.: Marko Stevanovic; Exec. Dir.: Milorad Babic; Label: Jugoton; **THIS company represents:** Amadeo (Austria), Brunswick (USA via DGG, Germany), Broadway (USA via Italian, Italy), Coral (USA via DGG, Germany), Cameo-Parkway (USA via CGD, Italy), Cariss (via Exportrama, Italy), Clan (via Durium, Italy), Copalcanale (via Sabrina, Italy), Decca (Italy), Durium (Italy), EMI (United Kingdom), Elate (via Turicaphon, Switzerland), Italisc (Italy), Juke Box (via CGD, Italy), London (via Decca, England), Polydor (via DGG, Germany), Phonogram (via Sabrina, Italy), Primary (via Exportorama, Italy), RCA (via Teldec, Germany), Rovaz (Belgium), R Fiji (via Exportrama, Italy), Ricordi (Italy), Sabrina (Italy), Telefunken (via Teldec, Germany), Triola (via Turicaphon, Switzerland), 20th Century-Fox (via CGD, Italy), United Artists (via CGD, Italy), Verve (via MGM, USA), MUM (USA), Moonglow (USA), Vogue (France). Manufacturer: Muza (Belgium), Misarska (Yugoslavia), Exec. Dir.: Slavko Kopun; Dir.: Mirko Bizic; Mgr.: Dr. Vidar Mihirevic; **Humans:** Zabavne Melodie, Vinogradska 3, Zagreb; Contact: M. Kinel.

- importers & exporters

Jugoslovenska Knjiga, Oblisec Venac 24, Belgrade. Tel: 625-799.

Prosveta, Narodna Fronta 56, Belgrade. Tel: 643-397, 643-222; Contact: Zivko Obic.


- music publishers

Metronome (SAKOJ), Rusvelova 19, Belgrade. Tel: 28-010; Contact: Dragomir Ristic; Publisher: Zabavne Melodie, Vinogradska 3, Zagreb; Contact: M. Kinel.

- supplies & services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Jazz & Light Music Musicians, Dusanova Str. 96, Belgrade. Tel: 333-627; Contact: Union of Yugoslav Performing Artists, Terazije 26, Belgrade; Zavod za zaustavu autorskih malih prava (Performing & Mechanical Rights Society), Misarska 12, Belgrade.

MUSIC LICENSING ORGANIZATION

S A K O J (Savcy Kompositora Jugoslavije), Misarska 12-14, Belgrade.

**last week**

30,808* people were filled in on what's happening in the International Music - Record - Tape Industry. (maybe they know something you don't know!)

fill this out, and Billboard will fill you in, too!

* June 1969 Publisher's statement as filed with ABC, subject to audit.

BILLYBOARD/2160 Patterson St., Cincinnati, Ohio 45214

Fill me in, too! Please enter my subscription for the term checked below and start BILLBOARD coming to me first-things, every week!

☐ 26 weeks $12.50 ☐ 1 year $25.00

(Offer void after January 1, 1970)

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Company Name ____________________

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the No.1 name in pre-recorded stereo tape!

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How? With our “We Care” package—a continuing dynamic merchandising program that’s loaded with sales power.

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Too hot to handle.

GRT’s tapes aren’t that hot. But they’re close.
GRT got hot by applying sound management principles to the music business. Principles like getting hot artists and sounds to market while they’re still heating up.
GRT stays hot by innovating and expanding to meet our markets’ needs. We now have duplication and distribution facilities in the East, West and Canada.
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