Establishing new standards for artist promotion around the world

Warner / Elektra / Atlantic
Spurred by a steady 6.8 percent rise in sales of prerecorded tapes, the U.S. recording industry in 1973 broke through the $2 billion annual sales mark. The momentum of disk sales, rising more modestly by a percentage of 4, contributed to the surge.

A few of the statistics:
- Total disks sales $1,383,000 to $1,436,000
- Total tapes $541,000 to $581,000
- Combined disk/tape $2,017,000

Though price increases and industry studies on improving quality focused more attention on singles, the sales ratio of the 7-in. disks remained the same at 13 percent. Sales were up, though by 10 million, LPs increased by 3.5 percent.

The 8-track cartridge, spurred by growing sales of 4-channel cartridges, shows continued dramatic growth.

Some tapes sales highlights:
- 8-track from $425,000 to $489,000
- Cassette down $76,000 from $102,000
- Open reel sales off 50 percent
- Quadrasonic open reel and 8-track tape sales double

The surge in 8-track sales follows a steady curve upward but the impetus of quadrasonic is significant, especially since more and more 4-channel tapes are featuring rock and therefore appeal to the young tape consumer. A survey just past mid-year '74 comparing repertoire (Billboard, Aug. 10, 1974) shows a total of 641 quadrasonic tapes available with MOR still the leading category.

The disk side of the quadrasonic upswing is still characterized by the existence of both discrete and matrix configurations, but proponents of both are buoyed by market developments.

A few trends:
- Prime discrete backers (JVC, RCA, WEA group, Panasonic) are enthusiastic about the better than 65 models of playback equipment with CD-4 capability at the '74 summer CES, also RCA's commitment to make IC chips for discrete circuitry, development of a new needle by Namiki Precision and improvements in vinyl.
- More product in CD-4 is inevitable as the largest of four groups of CD-4 releases was firmed up by WEA labels. The release totalled 27 titles.
- Backers of matrix on the other hand are equally enthused about such developments as the Tate (directional enhancement system) for CBS' SQ system. Also pointed up by CBS are the number of logic systems at CES (80 models from 32 brands were SQ-equipped and 12 showed full-logic).
- Matrix recordings scored better than CBS projections with some $6 million, or $13-$14 million in sales at suggested list price. CBS says this was 60 percent above the 4-channel budget for 1973.
- Sansui continues to boost its QS system and estimates 685 QS LP titles available worldwide.
- Meanwhile, yet another quadrasonic system, the Nippon/Columbia UD-4, received more emphasis in '73.

A footnote to the steady growth of 4-channel is the introduction of quadrasonic jukeboxes by all three U.S. domestic manufacturers, Rock-Ola, Seeburg and Rowe. Wurlitzer, which bowed out in 1973, had previously introduced a 4-channel unit.

With quadrasonic adding excitement to the audio disk there was still more interest in video disks in 1973. MCA, Zenith, Philips, I/O Metrics, RCA, Telefunken-Decca and a system by Thompson CSF were talked up at the SMPTE '73 convention.

Meanwhile, tape made news in the growing battle against bootleggers, seen as a part of the steady growth in tape sales. Anti-piracy legislation was adopted in many states and precedent cases were tried.

### TOTAL SALES OF PRE-RECORDED MUSIC IN U.S.

(Reported in Millions of Dollars)

<table>
<thead>
<tr>
<th></th>
<th>1967 $</th>
<th>% Distribution</th>
<th>1968 $</th>
<th>% Distribution</th>
<th>1969 $</th>
<th>% Distribution</th>
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<tbody>
<tr>
<td>Records</td>
<td>$1,051</td>
<td>90%</td>
<td>$1,124</td>
<td>83%</td>
<td>$1,170</td>
<td>74%</td>
<td>$1,182</td>
<td>71%</td>
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<tr>
<td>Tapes</td>
<td>122</td>
<td>10%</td>
<td>234</td>
<td>17%</td>
<td>416</td>
<td>26%</td>
<td>478</td>
<td>29%</td>
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<tr>
<td>TOTAL SALES</td>
<td>$1,173</td>
<td>100%</td>
<td>$1,358</td>
<td>100%</td>
<td>$1,586</td>
<td>100%</td>
<td>$1,160</td>
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<table>
<thead>
<tr>
<th></th>
<th>1971 $</th>
<th>% Distribution</th>
<th>1972 $</th>
<th>% Distribution</th>
<th>1973 $</th>
<th>% Distribution</th>
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</thead>
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<tr>
<td>Records</td>
<td>$1,251</td>
<td>72%</td>
<td>$1,383</td>
<td>72%</td>
<td>$1,436</td>
<td>70%</td>
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<tr>
<td>Tapes</td>
<td>493</td>
<td>28%</td>
<td>541</td>
<td>28%</td>
<td>581</td>
<td>30%</td>
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<tr>
<td>TOTAL SALES</td>
<td>$1,744</td>
<td>100%</td>
<td>$1,924</td>
<td>100%</td>
<td>$2,017</td>
<td>100%</td>
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</table>
# TOTAL SALES OF RECORD BY TYPE

<table>
<thead>
<tr>
<th></th>
<th>1967 $</th>
<th>% of Distribution</th>
<th>1968 $</th>
<th>% of Distribution</th>
<th>1969 $</th>
<th>% of Distribution</th>
<th>1970 $</th>
<th>% of Distribution</th>
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</thead>
<tbody>
<tr>
<td>LP's</td>
<td>874</td>
<td>83%</td>
<td>949</td>
<td>84%</td>
<td>995</td>
<td>85%</td>
<td>1,017</td>
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<tr>
<td>Singles</td>
<td>177</td>
<td>17%</td>
<td>175</td>
<td>16%</td>
<td>175</td>
<td>14%</td>
<td>165</td>
<td>14%</td>
</tr>
<tr>
<td>TOTAL SALES</td>
<td>$1,051</td>
<td>100%</td>
<td>$1,124</td>
<td>100%</td>
<td>$1,170</td>
<td>100%</td>
<td>$1,182</td>
<td>100%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>1971 $</th>
<th>% of Distribution</th>
<th>1972 $</th>
<th>% of Distribution</th>
<th>1973 $</th>
<th>% of Distribution</th>
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</thead>
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<tr>
<td>LP's</td>
<td>1,086</td>
<td>87%</td>
<td>1,203</td>
<td>87%</td>
<td>1,246</td>
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<td>Singles</td>
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<td>180</td>
<td>13%</td>
<td>190</td>
<td>13%</td>
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<tr>
<td>TOTAL SALES</td>
<td>$1,251</td>
<td>100%</td>
<td>$1,383</td>
<td>100%</td>
<td>1,436</td>
<td>100%</td>
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</table>

Source: RIAA

# TOTAL SALES OF PRE-RECORDED TAPES BY CONFIGURATION

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<thead>
<tr>
<th></th>
<th>1967 $</th>
<th>% of Distribution</th>
<th>1968 $</th>
<th>% of Distribution</th>
<th>1969 $</th>
<th>% of Distribution</th>
<th>1970 $</th>
<th>% of Distribution</th>
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<tbody>
<tr>
<td>8-Track Cartridges</td>
<td>$60</td>
<td>49%</td>
<td>$155</td>
<td>66%</td>
<td>$300</td>
<td>72%</td>
<td>$378</td>
<td>79%</td>
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<tr>
<td>Cassettes</td>
<td>6</td>
<td>5%</td>
<td>17</td>
<td>7%</td>
<td>75</td>
<td>18%</td>
<td>77</td>
<td>16%</td>
</tr>
<tr>
<td>Reel to Reel</td>
<td>20</td>
<td>16%</td>
<td>22</td>
<td>10%</td>
<td>20</td>
<td>5%</td>
<td>18</td>
<td>4%</td>
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<tr>
<td>4-Track Cartridges &amp; Others</td>
<td>36</td>
<td>30%</td>
<td>40</td>
<td>17%</td>
<td>21</td>
<td>5%</td>
<td>5</td>
<td>1%</td>
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<tr>
<td>Quadrasonic</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8-Track &amp; Reel to Reel</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL SALES</td>
<td>$122</td>
<td>100%</td>
<td>$234</td>
<td>100%</td>
<td>$416</td>
<td>100%</td>
<td>$478</td>
<td>100%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>1971 $</th>
<th>% of Distribution</th>
<th>1972 $</th>
<th>% of Distribution</th>
<th>1973 $</th>
<th>% of Distribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>8-Track Cartridges</td>
<td>$385</td>
<td>78%</td>
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<td>84%</td>
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<tr>
<td>Cassettes</td>
<td>96</td>
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<td>102</td>
<td>19%</td>
<td>76</td>
<td>13%</td>
</tr>
<tr>
<td>Reel to Reel</td>
<td>12</td>
<td>2%</td>
<td>8</td>
<td>1%</td>
<td>4</td>
<td>.7%</td>
</tr>
<tr>
<td>4-Track Cartridges &amp; Others</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quadrasonic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8-Track &amp; Reel to Reel</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL SALES</td>
<td>$493</td>
<td>100%</td>
<td>$541</td>
<td>100%</td>
<td>$581</td>
<td>100%</td>
</tr>
</tbody>
</table>

Source: RIAA

Billboard 1974-1975 International Music-Record Directory
1877—First reproduction of sound by Edison on tin foil cylinders and device called “phonograph.”

1884—Scanning disk for mechanical television invented by Paul Nipkow.

1886—Bell and Tainter patent “Graphophone” as recordings were being made on wax cylinders.

1887—Flat phonograph disk patent application by Emile Berliner and American Graphophone Co. formation in Bridgeport, Conn. launch recording industry.

1889—Columbia Phonograph Co. formed to market American Graphophone products.

1895—Wireless signals sent and received in England by Guglielmo Marconi and in Russia by Alexander Popoff.

1897—International expansion with American Graphophone’s London office opening; Columbia Graphophone Co., Ltd.

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

1902—Columbia and Victor share patents on disk recordings.

1903—First royalty system for compensation of recording artists.

1906—Three-element vacuum tube invented by Lee DeForest.

1910—Enrico Caruso’s radiophone broadcasts from Manhattan Port, Conn. launch recording industry.

1912—Abandonment of cylinder recording and dawn of recording industry “Golden Age” with many new labels formed.

1920—First radio receivers advertised for sale, followed next year by first sports broadcasts and following year by first commercial broadcast over WEAF, New York.

1923—NAB formed, patents applied for on TV camera tube and TV demonstrated by Dr. Vladimir K. Zworykin.

1924—General sluggishness of recording industry as appeal of radio grows.

1925—Electrical recording process developed, microphones replace recording horn, loudspeakers replace earphones.

1927—First car radios, initial transcontinental radio link, Phil Farnsworth’s electronic TV patent application.

1928—Government issues first experimental TV station permits.

1930—Depression finds second recording industry decline but at same time radio turns more and more to recordings.

1934—American Decca Record Co. formed, FCC established.

1936—British begin first regular TV service.

1939—U.S. introduction of TV at New York World’s Fair, Tommy Dorsey’s “I’ll Never Smile Again,” Bing Crosby’s “Only Forever” and Artie Shaw’s “Frenesi” (leading titles).

1940—Recording industry’s charts bow in Billboard (Tommy Dorsey, “I’ll Never Smile Again,” Bing Crosby’s “Only Forever” and Artie Shaw’s “Frenesi” (leading titles).

1941—Authorization (later rescinded) of 21 TV stations, formation of more labels as decade will bring forth MGM, Capitol, Mercury, London and others.

1945—Airwaves fill up (9 TV stations, 46 FM’s and 943 AM’s), first magnetic wire recorders on market.

1947—Bell demonstration of transistor, first magnetic tape recorders introduced in U.S.

1948—Dawn of high fidelity with Columbia’s LPs and Victor’s 45s.

1949—Three-speed phonograph introduced.

1950—Color TV non-compatible field-sequential system authorized.

1952—RIAA formed, 70-channel UHF band added.

1954—“Sh-Boom” by Crew-Cuts heralds dawn of rock ‘n’ roll, first mass-market pocket radio ($49.95).

1955—Columbia starts record club.

1956—Elvis Presley popularity soars, TV stations start using video tape, B&W portable TV bows.

1958—First stereo LP’s.

1959—LP sales surge (“Flower Drum Song,” Mancini’s “Pete Gunn,” “Kingston Trio at Large”).

1960—Stereo surges to offset singles dip (“Persuasive Percussion” LP scores big).

1961—FM stereo broadcasting gets FCC okay, racks show gains.

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%.

1963—In a normal growth period for records and in a time of national prosperity, record sales in 1963 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.

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

1970—RCA and Motorola introduce a compatible 4-channel 8-track cartridge system, Quad-8 at Billboard’s International Music Industry Conference, Majorca, Spain.

1971—CBS/Sony preview their “SQ” disk—a compatible 4-channel disk system—at Billboard’s International Music Industry Conference, Majorca, Spain.

1972—RCA, Japan Victor Co. and Panasonic debuted a 4-channel, discrete disk system at the Billboard sponsored fourth International Music Industry Conference in Acapulco.

1973—Surge of new state piracy statute passages saw illicit tape flow diminish, as more than 20 states added such laws. Shortage of essential materials, such as chemical bases for record manufacture and wood pulp for paper, hit industry. Resultant smaller number of LP and single releases saw hit product sell longer and greater individual sales totals. More universal quadrasonic equipment as WEAs labels go discrete.

1974—Continuing material shortages elevated production costs of record product by 35 percent in singles and 60 percent in album production. Labels initiated intensive secondary market promotion, when major market radio stations restricted playlists. Tape piracy was further crippled when Richard Taxe was convicted on all counts of recorded music copyright infringement and mail fraud in federal district court. Sound-alike labels mushroomed.
**RECORD SALES BY REPETTOIRE AREA IN 1973**

<table>
<thead>
<tr>
<th>Genre</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Popular</td>
<td>65.6</td>
</tr>
<tr>
<td>Soul</td>
<td>14.6</td>
</tr>
<tr>
<td>Country</td>
<td>10.5</td>
</tr>
<tr>
<td>Classical</td>
<td>6.1</td>
</tr>
<tr>
<td>Jazz</td>
<td>1.3</td>
</tr>
<tr>
<td>All others</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

(Based on a survey of record manufacturers by Billboard)

**ESTIMATED NUMBER OF UNITS SOLD IN 1973**

<table>
<thead>
<tr>
<th>Format</th>
<th>Total Sales (Millions)</th>
<th>Average List Price</th>
<th>Estimated # Units Sold (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>LP’s</td>
<td>$1,246</td>
<td>@ $5.98</td>
<td>= 208</td>
</tr>
<tr>
<td>Single</td>
<td>190</td>
<td>@ .98</td>
<td>= 193</td>
</tr>
<tr>
<td>8-tr. Cartridges</td>
<td>489</td>
<td>@ 6.98</td>
<td>= 71</td>
</tr>
<tr>
<td>Cassettes</td>
<td>76</td>
<td>@ 6.98</td>
<td>= 10.8</td>
</tr>
<tr>
<td>Reel to Reel</td>
<td>4</td>
<td>@ $7.98</td>
<td>= .5</td>
</tr>
<tr>
<td>Quadrasonic</td>
<td>12</td>
<td>@ $7.98</td>
<td>= 1.5</td>
</tr>
</tbody>
</table>

(Based on list price and total sales)
### U.S. RECORD SALES 1921-1972

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

<table>
<thead>
<tr>
<th>YEAR</th>
<th>SALES IN MILLIONS OF DOLLARS</th>
<th>YEARLY PERCENT CHANGE</th>
<th>YEAR</th>
<th>SALES IN MILLIONS OF DOLLARS</th>
<th>YEARLY PERCENT CHANGE</th>
<th>YEAR</th>
<th>SALES IN MILLIONS OF DOLLARS</th>
<th>YEARLY PERCENT CHANGE</th>
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<tbody>
<tr>
<td>1921</td>
<td>$106</td>
<td>-%</td>
<td>1939</td>
<td>44</td>
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<td>+36.1%</td>
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<tr>
<td>1922</td>
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<td>1940</td>
<td>48</td>
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<td>1957</td>
<td>460</td>
<td>+22.0%</td>
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<td>1923</td>
<td>79</td>
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<td>1941</td>
<td>51</td>
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<td>1958</td>
<td>511</td>
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<td>55</td>
<td>+7.8%</td>
<td>1959</td>
<td>603</td>
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<tr>
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<td>1944</td>
<td>66</td>
<td>N.C.</td>
<td>1961</td>
<td>640</td>
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<td>70</td>
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<td>1945</td>
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<td>1962</td>
<td>687</td>
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<tr>
<td>1928</td>
<td>73</td>
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<td>1946</td>
<td>218</td>
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<td>1963</td>
<td>698</td>
<td>+1.6%</td>
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<tr>
<td>1929</td>
<td>75</td>
<td>+2.7%</td>
<td>1947</td>
<td>224</td>
<td>+2.8%</td>
<td>1964</td>
<td>758</td>
<td>+8.6%</td>
</tr>
<tr>
<td>1930</td>
<td>46</td>
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<td>1948</td>
<td>189</td>
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<td>1965</td>
<td>862</td>
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<tr>
<td>1931</td>
<td>18</td>
<td>-60.9%</td>
<td>1949</td>
<td>173</td>
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<td>1966</td>
<td>959</td>
<td>+11.3%</td>
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<tr>
<td>1932</td>
<td>11</td>
<td>-38.9%</td>
<td>1950</td>
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<td>+9.2%</td>
<td>1967</td>
<td>1051</td>
<td>+9.6%</td>
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<tr>
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<td>1951</td>
<td>199</td>
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<td>1968</td>
<td>1124</td>
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</tr>
<tr>
<td>1934</td>
<td>7</td>
<td>+16.7%</td>
<td>1952</td>
<td>214</td>
<td>+7.5%</td>
<td>1969</td>
<td>1170</td>
<td>+4.1%</td>
</tr>
<tr>
<td>1935</td>
<td>9</td>
<td>+22.2%</td>
<td>1953</td>
<td>219</td>
<td>+2.3%</td>
<td>1970</td>
<td>1182</td>
<td>+1.0%</td>
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<tr>
<td>1936</td>
<td>11</td>
<td>+22.2%</td>
<td>1954</td>
<td>213</td>
<td>-2.7%</td>
<td>1971</td>
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<td>+5.8%</td>
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<td>1937</td>
<td>13</td>
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<td>1955</td>
<td>277</td>
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<td>1972</td>
<td>1383</td>
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<tr>
<td>1938</td>
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<td>+100%</td>
<td>1956</td>
<td>377</td>
<td>+36.1%</td>
<td>1973</td>
<td>1436</td>
<td>+4.0%</td>
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OPERATING COMMERCIAL RADIO STATIONS IN THE U.S.

<table>
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<th>AM</th>
<th>FM</th>
<th>FM-Stereo**</th>
<th>TOTAL</th>
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<td>1952</td>
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<td>1953</td>
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<td>580</td>
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<td>2,583</td>
<td>553</td>
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<tr>
<td>1955</td>
<td>2,732</td>
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<td>1958</td>
<td>3,253</td>
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<td>1959</td>
<td>3,377</td>
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</tr>
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<td>1966</td>
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<td>2,250</td>
<td>794</td>
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<tr>
<td>1972</td>
<td>4,374</td>
<td>2,775</td>
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<td>7,149</td>
</tr>
<tr>
<td>1973</td>
<td>4,395</td>
<td>3,135</td>
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<td>7,530</td>
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* FM-Stereo totals are included in the FM totals.
* Source: EIA.

HOME ENTERTAINMENT UNITS IN USE
(in millions of units)

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<tr>
<th>Year</th>
<th>Auto Radios</th>
<th>Home Radios</th>
<th>Total Radios</th>
<th>Television Receivers</th>
<th>Phonographs</th>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>Monochrome</td>
<td>Color</td>
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<td>18</td>
<td>81</td>
<td>99</td>
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<td></td>
</tr>
<tr>
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<td>21</td>
<td>84</td>
<td>105</td>
<td>15.8</td>
<td></td>
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<tr>
<td>1952</td>
<td>23</td>
<td>87</td>
<td>110</td>
<td>21.2</td>
<td></td>
</tr>
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<td>1953</td>
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</tr>
<tr>
<td>1954</td>
<td>27</td>
<td>89</td>
<td>116</td>
<td>32.4</td>
<td></td>
</tr>
<tr>
<td>1955</td>
<td>29</td>
<td>91</td>
<td>120</td>
<td>37.6</td>
<td></td>
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<tr>
<td>1956</td>
<td>32</td>
<td>93</td>
<td>125</td>
<td>42.6</td>
<td>.1</td>
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<tr>
<td>1957</td>
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<td>95</td>
<td>130</td>
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<td>.2</td>
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<tr>
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<td>97</td>
<td>134</td>
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<td>.3</td>
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<tr>
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<td>47</td>
<td>161</td>
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<td>64.1</td>
<td>3.1</td>
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<tr>
<td>1965</td>
<td>55</td>
<td>172</td>
<td>227</td>
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<td>5.8</td>
</tr>
<tr>
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<td>64</td>
<td>188</td>
<td>252</td>
<td>64.8</td>
<td>10.0</td>
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<tr>
<td>1967</td>
<td>73</td>
<td>195</td>
<td>268</td>
<td>63.7</td>
<td>15.3</td>
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<tr>
<td>1968</td>
<td>74</td>
<td>216</td>
<td>290</td>
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<td>20.9</td>
</tr>
<tr>
<td>1969</td>
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<td>240</td>
<td>320</td>
<td>61.9</td>
<td>26.4</td>
</tr>
<tr>
<td>1970</td>
<td>85</td>
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<td>336</td>
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<td>354</td>
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<td>38.2</td>
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<td>1972</td>
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<td>372</td>
<td>64.8</td>
<td>45.4</td>
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<td>1973</td>
<td>94</td>
<td>289</td>
<td>383</td>
<td>64.5</td>
<td>52.6</td>
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</table>

Source: EIA.
WORLD-WIDE RETAIL SALES OF RECORDINGS 1973
The following is an estimated country-by-country share of global sales of records and tapes at retail level.

### Western Countries

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td># Country</td>
<td>%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 USA</td>
<td>2,017,000,000</td>
<td>208,000,000</td>
<td>$9.70</td>
</tr>
<tr>
<td>2 Japan</td>
<td>555,200,000</td>
<td>108,000,000</td>
<td>5.14</td>
</tr>
<tr>
<td>3 German Federal Republic (West)</td>
<td>454,225,823</td>
<td>60,000,000</td>
<td>7.57</td>
</tr>
<tr>
<td>4 United Kingdom</td>
<td>384,000,000</td>
<td>56,000,000</td>
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</tr>
<tr>
<td>5 France</td>
<td>248,761,009</td>
<td>49,000,000</td>
<td>5.08</td>
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<tr>
<td>6 Canada</td>
<td>110,140,100</td>
<td>22,419,000</td>
<td>4.91</td>
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<tr>
<td>7 Netherlands</td>
<td>93,949,056</td>
<td>13,600,000</td>
<td>6.91</td>
</tr>
<tr>
<td>8 Italy</td>
<td>79,124,174</td>
<td>56,000,000</td>
<td>1.41</td>
</tr>
<tr>
<td>9 Brazil</td>
<td>66,812,753</td>
<td>102,000,000</td>
<td>.66</td>
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<tr>
<td>10 Sweden</td>
<td>62,198,568</td>
<td>8,144,817</td>
<td>7.64</td>
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<tr>
<td>11 Mexico</td>
<td>60,477,439</td>
<td>56,400,000</td>
<td>1.07</td>
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<tr>
<td>12 Spain</td>
<td>45,622,000</td>
<td>33,915,000</td>
<td>1.35</td>
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<tr>
<td>13 Australia</td>
<td>44,533,000</td>
<td>13,266,300</td>
<td>3.36</td>
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<tr>
<td>14 Belgium</td>
<td>43,816,017</td>
<td>9,691,000</td>
<td>4.52</td>
</tr>
<tr>
<td>15 South Africa</td>
<td>34,548,990</td>
<td>22,521,973</td>
<td>1.53</td>
</tr>
<tr>
<td>16 Argentina</td>
<td>30,700,000</td>
<td>23,320,000</td>
<td>1.32</td>
</tr>
<tr>
<td>17 Greece</td>
<td>25,575,766</td>
<td>9,000,000</td>
<td>2.84</td>
</tr>
<tr>
<td>18 Austria</td>
<td>22,754,000</td>
<td>7,520,000</td>
<td>3.03</td>
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<td>22,284,477</td>
<td>5,025,000</td>
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<td>4,700,000</td>
<td>3.94</td>
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<tr>
<td>TOTAL OF ABOVE</td>
<td>$4,420,249,737</td>
<td>868,525,090</td>
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<td>BALANCE OF WORLD</td>
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<td>TOTAL OF WORLD</td>
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### Eastern European Countries

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<td>U.S.S.R.</td>
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<td>14,357,000</td>
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### TOTAL RADIO UNIT SALES IN THE U.S.

#### (IN MILLIONS OF UNITS)

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<th>Year</th>
<th>Home</th>
<th>Change</th>
<th>Auto</th>
<th>Yearly Percent</th>
<th>Change</th>
<th>Total</th>
<th>Yearly Percent</th>
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<td>6,432</td>
<td>%</td>
<td>24,463</td>
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<tr>
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<td>5,568</td>
<td>-13.4%</td>
<td>29,222</td>
<td>+19.5%</td>
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<tr>
<td>1962</td>
<td>24,781</td>
<td>+4.8%</td>
<td>7,249</td>
<td>+30.2%</td>
<td>32,030</td>
<td>+9.6%</td>
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</tr>
<tr>
<td>1963</td>
<td>23,602</td>
<td>-4.8%</td>
<td>7,946</td>
<td>+9.6%</td>
<td>31,548</td>
<td>-1.5%</td>
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<tr>
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<td>23,558</td>
<td>-.2%</td>
<td>8,313</td>
<td>+4.6%</td>
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<td>+1.0%</td>
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</tr>
<tr>
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<td>31,689</td>
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<td>+20.7%</td>
<td>41,726</td>
<td>+30.9%</td>
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</tr>
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<td>34,779</td>
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<td>9,394</td>
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<td>+31.3%</td>
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<td>-13.6%</td>
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<td>34,105</td>
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<tr>
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<td>+10.0%</td>
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### TOTAL U.S. MARKET OF AUDIO HOME MAGNETIC TAPE RECORDERS AND REPRODUCERS, 1962-1972

#### (Add 000 units and dollars)

<table>
<thead>
<tr>
<th>Year</th>
<th>(U.S. Produced)</th>
<th>Imports (Domestic Label)</th>
<th>Other Imports</th>
<th>Total Imports</th>
<th>Total U.S. Market</th>
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<tr>
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<td>44,628</td>
<td>25</td>
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<td>49,552</td>
<td>674</td>
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<td>55,723</td>
<td>825</td>
<td>43,230</td>
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<td>41,585</td>
<td>1,288</td>
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<td>21,954</td>
<td>2,096</td>
<td>116,496</td>
<td>7,777</td>
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</table>

*Estimates based on Japanese export dollar value prior to 1967.
Excludes car radio player.

**NOTE:** Excludes automobile and home tape players, tape decks, commercial recording and playback equipment. It is estimated that these categories would exceed 12 million units at 416 million dollars thus bringing total tape equipment U.S. market to approximately 20.7 million units and 861 million dollars.

**SOURCE:** EIA Marketing Services Department, U.S. Department of Commerce and foreign trade sources.

'1971 and 1972 data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale. Import statistics are adjusted to U.S. factory values, including U.S. import duties, freight charged from the foreign country to the U.S., and insurance. Prior to 1971, import values are based upon industry estimates as analyzed by the EIA Marketing Services Department and represent the best opinion of the Department.
TOTAL PHONOGRAPH UNIT SALES IN THE U.S.
(IN MILLIONS OF UNITS)

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Units</th>
<th>Yearly Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1960</td>
<td>4,523</td>
<td></td>
</tr>
<tr>
<td>1961</td>
<td>3,989</td>
<td>-11.8%</td>
</tr>
<tr>
<td>1962</td>
<td>4,954</td>
<td>+24.2%</td>
</tr>
<tr>
<td>1963</td>
<td>5,142</td>
<td>+3.8%</td>
</tr>
<tr>
<td>1964</td>
<td>5,159</td>
<td>+0.3%</td>
</tr>
<tr>
<td>1965</td>
<td>6,130</td>
<td>+18.8%</td>
</tr>
<tr>
<td>1966</td>
<td>6,303</td>
<td>+2.8%</td>
</tr>
<tr>
<td>1967</td>
<td>6,626</td>
<td>+5.1%</td>
</tr>
<tr>
<td>1968</td>
<td>6,495</td>
<td>-2.0%</td>
</tr>
<tr>
<td>1969</td>
<td>6,320</td>
<td>-2.7%</td>
</tr>
<tr>
<td>1970</td>
<td>5,620</td>
<td>-11.1%</td>
</tr>
<tr>
<td>1971</td>
<td>6,034</td>
<td>+7.4%</td>
</tr>
<tr>
<td>1972</td>
<td>7,027</td>
<td>+19.4%</td>
</tr>
<tr>
<td>1973</td>
<td>6,135</td>
<td>-18.0%</td>
</tr>
</tbody>
</table>

Source: EIA.
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A B C/Dunhill Recs. Inc., 8255 Beverly Blvd., Los Angeles, A B C/Command Quadraphonic, see ABC / Dunhill.
A 8 C, see ABC/Dunhill.
A J. see Laff.
A & I, see All Platinum.
A C A, see Album Co. of America.

Page 16

Page dimensions: 601.0x795.8
[Image 0x0 to 601x796]
A 8 C, see ABC/Dunhill.


All Platinum Rec. Co., 96 West St., Englewood, N.J. 07631. Tel.: (201) 567-5170. Pres.: Joseph Robinson; VP: Sylvia Robinson; Nat'l Pop A&R: Henry O'Neal; Reg'r Pop A&R: Shag Taper; Nat'l Pop Sales: Yvonne McDougal; Mu-

sic Dir.: Sammy Lowe.


Labels: (Owned) Allstar, Audio Recs.. Kool. Alfie, see at Richmune. Almgren Recs., PO Box 55774, Houston, Tex. 77055. Sales: J. D. Horn; Talent Dir.: Mark McCormick.

Age, see Silver B.

Alpine Int'l, see Don Ei.

Alphin Recs., PO Box 7107, 95150, 1015 Isabel St., Burbank, Calif. 91504. Tel.: (818) 849-4136. Owner: Al Sherman; Sales Mgr.: Dick Cep.

Labels: (Owned) Alpine, Audio Recs.. Koos. Aline, see at Richmune.

Almgren Recs., PO Box 55774, Houston, Tex. 77055. Sales: J. D. Horn; Talent Dir.: Mark McCormick.

Age, see Silver B.

Alpine Int'l, see Don Ei.

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British Main, see Three Star -Intl.


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Buddah / Kama Sutra. Labels: (Owned) BRC, Brunswick. Dakar. SEE ADVERTISING.


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Southern Library of Read Music, see Spark.

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Rack, seeろうらん。

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Thousands of Americans die each year of heart attack because they don’t know the symptoms and wait too long to get medical care.

Symptoms vary, but these are the usual warning signs of heart attack:
- Prolonged, heavy pressure or squeezing pain in the center of the chest, behind the breastbone.
- Pain may spread to the shoulder, arm, neck or jaw.
- Pain or discomfort is often accompanied by sweating, nausea, vomiting and shortness of breath might also occur.

### WHAT TO DO

1. Act at once. Call your doctor and describe your symptoms.
2. If a doctor is not available, get to a hospital emergency room immediately.
3. The responsibility to act is not only the patient’s but the wife’s, husband’s, relative’s or friend’s as well.

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<td>937-777-1234</td>
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<tr>
<td>Euclid</td>
<td>567 W. Main St.</td>
<td>44123</td>
<td>216-777-1234</td>
</tr>
<tr>
<td>Cleveland</td>
<td>123 W. Main St.</td>
<td>44114</td>
<td>216-777-1234</td>
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<td>Lima</td>
<td>567 W. Main St.</td>
<td>44428</td>
<td>419-777-1234</td>
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<td>Mansfield</td>
<td>123 W. Main St.</td>
<td>44903</td>
<td>419-666-1234</td>
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**Texas**

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<th>City/Country</th>
<th>Address</th>
<th>Zip Code</th>
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<tr>
<td>Dallas</td>
<td>123 W. Main St.</td>
<td>75201</td>
<td>214-777-1234</td>
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<tr>
<td>Fort Worth</td>
<td>567 W. Main St.</td>
<td>76101</td>
<td>817-777-1234</td>
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<tr>
<td>San Antonio</td>
<td>567 W. Main St.</td>
<td>78215</td>
<td>210-777-1234</td>
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**Virginia**

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<td>Alexandria</td>
<td>123 W. Main St.</td>
<td>22311</td>
<td>703-777-1234</td>
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**Washington**

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<th>Zip Code</th>
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<tr>
<td>Seattle</td>
<td>123 W. Main St.</td>
<td>98101</td>
<td>206-777-1234</td>
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**Wisconsin**

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<td>Milwaukee</td>
<td>123 W. Main St.</td>
<td>53201</td>
<td>414-777-1234</td>
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**Billboard 1974-1975 International Music-Record Directory**

Page 114
The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.
West Coast Music Sales, 2833 W. Pico Blvd. Zip: 90006.
West Coast Independent Rec. Dists., PO Box 563, Zip:
M. Webb Disques, PO Box 272, North Hollywood 91603.
Warner/Elektra/Atlantic Corp., 3350 Barham Blvd., Holly-
Uncle Jim O’Neal, Box A, Arcadia 91006. Tel: 446-1624.
Singles Buyer, Polly Bartelt. (Rec. OS).
Distributes independent & Latin American labels.
(213) 531-6000. (Rec. D).
8010 Second St., Paramount 90723. Tel: 473-3438.
Rec. labels imported: Birth (Netherlands), Button Nose
Tangent, Third World, Tribe, Ujamaa, Vogel.
Rec. labels: Altsax, Andrews Music, BFNAT, CM, EP!,
Chrysalis, Clean, Clintone, Cotillion, Country, DiscReet,
Billy Jack. Brother, Capricorn, Casablanca, Charisma,
(Rec. & Tape D). Branch: 1100 Frances Court, Glen-
wood 90028. Tel: 851-4040. Pres.: Joel Friedman.
Owner Jim O’Neal. (Rec. & Tape OS).

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FLOATING CRAP GAME IN L.A.
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Los Angeles, CA 90015
(213) 385-9161

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The Greatest Established Distributor/One-Stop and
Floating Crap Game in L.A.

Page 119

Home office Los Angeles, Calif. (See the top hits of today. LP's, Cassette and 8-Track tapes also available. Send for our FREE catalog. We specialize in Oldies But Goodies, and will ship anywhere to dealers and operators.

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Floyd's Wholesale Distributing Company
Dept. OG, 434 E. Main Street
P.O. Box 10, Ville Platte, La. 70586
Phone: (318) 363-2184

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45 RPM OLDIES BUT GOODIES

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**DANBURY (Area Code 203)**

**FORESTVILLE (Area Code 203)**
Polka Hits Dists., 78 E. Main St. Zip: 06010. Tel: 583-5381. Contact: John Demerski. (Rec. & Tape OS).

**HARTFORD AREA (Area Code 203)**

**Record Stores**
- Appliance, 300 Main St., Zip: 06010. Tel: 583-5381. Contact: John Demerski. (Rec. & Tape D). Distributions: 7 inch 45s for jukebox programming.

**Sales & Mgrs.**
- Sales Mgr.: Richard N. Robbins. (Rec. & Tape D & RJ).
- Buyer & Mgr.: Richard N. Robbins. (Rec. & Tape D & RJ).
- Owners: Joe & Louis Oxman. (Rec. & Tape D & RJ).
- Gen. & Sales Mgr.: Louis Oxman; Tape Buyer: Celeste Ray. (Rec. & Tape D & RJ).

**Tape Lines**
- Capitol, Columbia, Delta.
- Accessories: Blank loaded tape, cases, head cleaners.

**Resources**
- Appliance, 300 Main St., Zip: 06010. Tel: 583-5381. Contact: John Demerski. (Rec. & Tape D). Distributions: 7 inch 45s for jukebox programming.

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DISTRICT OF COLUMBIA

WASHINGTON (Area Code 202)
Autoscupe Inc., 3196 Bladensburg Rd. Ne. Zip: 20018 Tel. 305-758-0000

FLORIDA

BAKER (Area Code 904)
World Music Co. Box 176, Rt. 1, Box 3235. Tel: 537-7921 Owner Mgr. & Buyer Robert G. Goodchild (Area Code 904)

CLEARWATER (Area Code 813)
Budisco One Stop, 2071 Emerson St. No. 12. Zip: 33702. Tel. 885-6446 Owners: James, Stuart & Bertram Schwartz; Mgr.: John B. Eberhart. (Rec. & Tape OS & E)

FORT LAUDERDALE (Area Code 305)

JACKSONVILLE (Area Code 904)
Budisco One Stop (Div. of Rowle Int'l Inc.) (Rec. & Tape OS & E). See Rowle Int'l Inc. Page 120.

LARGO (Area Code 203)
Sellers International, 2735 SW 13 St. Zip: 33540 Tel: 238-2938. Mgr.: Don Angel. (Rec. OS)

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Billboard 1974-1975 International Music-Record Directory
Hawaii

**HONOLULU (Area Code 808)**


Tape lines: Same as rec. labels.

Accessories: Carrying & storage cases, audio accessory cables (Columbia).

Erick of Hawaii Inc. 7012 S. Beretania St. Zip: 96814 Tel: 946-0266; Mgr. & Buyer: Ed Saito (Rec. & Tape D).

Rec. labels: ABC, Acapella, Adina, Buddha, Elektra, MGM, Playboy, Polydor, Repine, Saxe Trim, United Artists, Warren Bros.


Rec. labels: Coral, MCA, Reprise, Rodeo, Warner Bros. (Hawaii Inc.).

Music Craft Dists. of Hawaii Ltd. 936 Queen St. Zip: 96813 Tel: 943-1223, Owner: Douglas; Rec. & Tape D).

Accessories: LeBo, Royal.

IN THE SOUTHLAND RECORDS DISTRIBUTING COMPANY


Waycross (Area Code 912)

SAVANNAH (Area Code 912)

Music Craft Dists. of Hawaii Ltd.. 636 Queen St. Zip: 96813 Tel: 944-4458; Owner & Mgr: Ken Kawauchi; Sales & Promo., Paul Fujis (Rec. & Tape D, I & E).


Tape lines: Same as rec. labels.

DEMORSE (Area Code 404)

Ralph's Radio Musc., PO Box 127, Coach: 723-3884. Owner & Mgr: Ralph Beyer; Buyer: Bernice Ra-

Turner. (Rec. & Tape D).

HOTLINE 902 (Area 121)


Tape lines: Same as rec. labels.

Tape lines: Same as rec. labels.

WYNN (Area Code 912)

Savannah (Area Code 901)

Georgia Dists., Inc., 3417 Bull St., Coach: 723-3650. Owner & Mgr: Charles; Rec. & Tape D).

Tape lines: Same as rec. labels.


Playback equip.: Automatic Radio, Krayoc, Mafax.

Accessories: Blank tape (GRT, Magnitron), electronic component parts (Multitech), head cleaners & demag-


Tape lines: Same as rec. labels.

Playback equip.: Automatic Radio, Krayoc, Mafax.

Accessories: Blank tape (GRT, Magnitron), electronic component parts (Multitech), head cleaners & demag-

Playback equip.: Automatic Radio, Krayoc, Mafax.

Accessories: Blank tape (GRT, Magnitron), electronic component parts (Multitech), head cleaners & demag-

Playback equip.: Automatic Radio, Krayoc, Mafax.
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201-483-2670 212-695-6117
Manny G. Wells
Pete Hyman

Billboard 1974-1975 International Music-Record Directory
INDIANAPOLIS (Area Code 317)
Paradise One Stop, 2035 W. 15 Ave. Zip: 46404. Tel 944-8288.

CLINTON (Area Code 319)

KANSAS CITY (Area Code 913)

KANSAS CITY (Area Code 913)

LAWRENCE (Area Code 913)

PARSONS (Area Code 316)
Music Center Rec. Dist., 2500 Grand Ave. Zip: 66757 Tel: 241-7282. Owner: Mr. & Buyer: Mike Stephens (Rec. & Tape O.S.)

LEXINGTON (Area Code 606)
Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 40511. Tel: 465-5631. Owner & Buyer: Randall B. Herron. Tel: (Rec. & Tape D & I).

CAMPBELLSVILLE (Area Code 502)

KENTUCKY

KENTUCKY

LEXINGTON (Area Code 606)
Wild Turkey Prod’n, PO Box 11043. Tel: 266-0517. Owner: Mr. & Buyer: Jim Stephen (Rec. & Tape D & I).
**SHOREVIEW (Area Code 312)***  

**PORTLAND (Area Code 207)***  

**COLUMBIA (Area Code 301)***  

**LANDOVER (Area Code 301)***  

**WASHINGTON, D.C.***  

**REISTERSTOWN (Area Code 301)***  
Action Dist Co., 521 Main St., 21217. Tel. 833-3255.
ROCKVILLE (Area Code 301)
Capitol Recs., 12111 Parklawn Dr. Zip: 20852. Tel: 881-...

BOSTON METROPOLITAN AREA
Phonodisc Inc., 11151 Viers Mill Rd., Wheaton 20920. Tel: ...
Columbia Recs. Sales, 8720 Georgia Ave. Zip: 20910. Tel: ...
Disc Dists. Inc. & Hitsville of Boston, 19 Ledge Hill Rd., West ...(Area Code 301)

SILVER SPRING AREA
SILVER SPRING AREA
Capitol Recs., 12111 Parklawn Dr. Zip: 20852. Tel: 881-...

SAVAGE (Area Code 301)
D & H Dist. Co., 8220 Wellwood Court, Zip: 20863 Balti-...

Page 130

SILVER SPRING AREA
(Silver Area Code 301)
Adeco Recs., Inc. PO Box 288, Zip 20907. Tel: 358-...

handleman Co., 204 New Boston St.. North Woburn 01801. Tel: 935-6150. Mgr.: Donald Handleman; Buy-...

BOSTON METROPOLITAN AREA
Music Merchants of New England Inc., 52 Cummings Park, Zip: 01545. Tel: 995-0595. Owner, Paul Gordon; Mktin:

MUSIC FACTORY
music Sales Inc. Tel 935-7500. Pres. Howard Ring (Rec. & Tape OS & RJ).

Massachusetts

BOSTON METROPOLITAN AREA
BOSTON METROPOLITAN AREA
Capitol Recs. 12111 Parklawn Dr. Zip: 20852. Tel: 881-...

WEBSTER (Area Code 347)

BOSTON METROPOLITAN AREA

FALL RIVER (Area Code 508)
Record Sales, 1 West St. Zip: 02720 Tel 676-1059. Owner: Samuel S. Allenberg; Mgr: Jean Grow. S Buyers: Al S. Allenberg; G John Allen. (Rec. & Tape OS & RJ).

PALL CORPORATION
PARKS CORPORATION

MUSICAL INSTRUMENTS
MUSICAL INSTRUMENTS

SHREWSBURY (Area Code 617)
MILLBURY (Area Code 617)

NEW BEDFORD (Area Code 617)

SPRINGFIELD (Area Code 413)

MICHIGAN

CHARLOTTE (Area Code 517)

DEARBORN (Area Code 313)

BILLBOARD 1974-1975 International Music-Record Directory

Massachusetts
Detroit Metropolitan Area


Arc Jay Kay Dist'g Co. (div. of Handleman Co.), 2211 W. Edison Rd., Madison Heights 48071. Tel: 398-0400. Mgr.: David Handleman; Mgr.: John Mendelson. (Rec. & Tape D), (Rec. & Tape OS & RJ as of 3/29/70). Recorded:

Rec. labels: A&M, All Platinum, Berlitz, Black Forum, Buddah, BudShop, CTI, Cadet, Concept/Can-Base, Cardinal, Carole, Carolee, Chee, Chee, Chees, Children's Recs. of America, Cimarron, Cinniben, Cinnamon, Cobblestone, Coliseum, Colpix, Commodore, Crested, Crested, Crested, Crewe, Croydon, Croydon, Crystal, Dave, St. Darlen, Daring, Daring, Daring, Dale, Eastbound, ELM, Era, Everydayman, Evolution, Family, Fantasy, Fantasy, Fife & Drum, Fontana, FMG, GNP, GQ, GSF, Glades, Gondolier, Grant, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, Great Dane, 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  Patco Hns. 331 Triangle Rd. ZIP 08876. Tel: 359-5520.
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  Rec. labels: Alshire, Ampol, Bayway, Bel-Aire, Chicago & Tape D, OS & RJ).
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A MESSAGE FOR DADDIES

Get yourself a good, thorough examination once a year. Once a year, let your doctor really look you over. He'll take a little time, and a little patience. And maybe he'll poke around a little more than you'd really like. And so he should.

The whole idea is to keep you healthy. If nothing's wrong (and more than likely, there isn't) hooy! Come back next year. But if anything's suspicious, then you've gained the most important thing of all: time.

We can save 1 out of 2 persons when cancer is caught in time, caught early. That's a good thing. When cancer is caught in time, y 

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Home office: Amsterdam, N.Y. (See for prod. distrib.)


Syracon, Inc., 300 W. Fayette St. Zip: 13202 Tel: 476-4019 (Rec. & Tape D, OS & RJ).

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Pro-Mark Distributors, Inc., 210 W. Morehead St. Zip: 28202 Tel: 372-2032 (Rec. & Tape D).

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All Rec. Dists. Inc., 44 Bond St. Zip: 11590 Tel: 997-7160 (Rec. & Tape D).

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Syracuse One Stop (Div. of Transcontinent Rec. Sales), 333 W. Fayette St. Zip: 13202 Tel: 476-4019 (Rec. & Tape D).

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<tr>
<th>Address</th>
<th>Contact Information</th>
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</thead>
<tbody>
<tr>
<td>A &amp; L Dists. Inc. 451 Penn St., Yeadon, Pa. 19050</td>
<td>Tel: 678-9501, Pres.: Norman Cooper; Mgr.: David Brown; Buyer: Singles, Aimee Leshner, Alben, Ken</td>
</tr>
<tr>
<td>Golden West Records</td>
<td>Tel: 335-0452, Mgr.: Steve Schwartz</td>
</tr>
<tr>
<td>Columbia Records</td>
<td>Tel: 664-0615, Owners: Jerold, Allen &amp; Richard Richman; Mgr.: Jerry Rappaport</td>
</tr>
<tr>
<td>Record Rendezvous Inc.</td>
<td>Tel: 335-0980, Contact: Ronald F. Schaff</td>
</tr>
<tr>
<td>Ronco Dist'g Corp.</td>
<td>Tel: 802-5180, Contact: Allen Rosen</td>
</tr>
<tr>
<td>A. I. ROSENTHAL ASSOCIATES</td>
<td>Tel: 923-8980, Contact: Ronald F. Schaff</td>
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<tr>
<td>A. I. DISTRIBU'TORS</td>
<td>Tel: 923-8980, Contact: Ronald F. Schaff</td>
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### Billboard 1974-1975 International Music - Record Directory

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<tr>
<td>Almacenes Asturias</td>
<td>Rec. &amp; Tape RJ.</td>
</tr>
<tr>
<td>B &amp; R Recs. 257 Bayard Rd., Upper Darby 19082</td>
<td>Tel: 532-4173, Pres.: Bernard Binfick</td>
</tr>
<tr>
<td>Bandstand Rec. Serv.</td>
<td>Rec. &amp; Tape OS &amp; RJ.</td>
</tr>
<tr>
<td>Billboard 1974-1975</td>
<td>See Chops Dist'g</td>
</tr>
<tr>
<td>Coliseum Recs. &amp; Tapes Ltd.</td>
<td>Tel: 354-1030, Mgr.: Jerry Jacobs; Contact: Albert C. Rosenthal</td>
</tr>
<tr>
<td>Colosso Recs. &amp; Tapes Ltd.</td>
<td>Tel: 678-9501, Pres.: Norman Cooper; Mgr.: David Brown</td>
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4676 Owners & Mgrs. John R. Hoebeler, Gene Jakela, Buyers. Singles, Tony Pietrowick, Albums, Dom Gen-

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Capitol Recs., 6730 Oakbrook Blvd. Zip: 75235. Tel: 637-8900. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Rec. labels: Angel, Apire, Capitol, Harvest, UK. Haven, Imperial, Jimmy image, K-tel, Starline. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).


Rec. labels: Ardent, BAM, Blue Sky, Columbia. Decca, Delf hut, Stax, Sunset, Tracks, Vee-Jay. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Reg'l Promo. Mgrs.: Bill Heard; Peggy Theberge; Tape, Dennis Peterson. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Tape lines: Same as rec. labels.

AUSTIN (Area Code 512)
Tokyo 71, 2901-2903 South Broadway Dr. Zip: 78746. Tel: 286-1754. Owner, Mgr. & Buyer: Tom Bishop. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).


Home office: Seattle, Wash. (Rec. & Tape D Os & RJ). Distributes and imports all major lines. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Dallas (Area Code 214)
ABC F & Tape Sales, 8481 Topeka Dr Zip: 75247. Tel: 357-4860. Mgr: Ron Peek. Sales Manager: Jim Meck (Rec. & Tape D Os & RJ).

ABC F & Tape Sales, 8481 Topeka Dr. Zip: 75247. Tel: 357-4860. Mgr: Ron Peek. Sales Manager: Jim Meck (Rec. & Tape D Os & RJ).

Westend Musrs., PO Box 20742, Big 105, 2996 Myrtle Springs, Zip: 75220. Tel: 357-3350. Mgr: Chillie Childs. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).


Lotassco, PO Box 10860, 1634 Wakefield Dr. Zip: 77018. Mgr: Del Lee. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Phonodisc Inc., 1108 Quaker St. Zip: 75207. Tel: 638-1680. Mgr: George Baldwin. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Western Mdsrs. Inc., 1409 Round Table Dr. Zip: 75247. Tel: 631-1530. Mgr: Bill Emerson; Buyers: Singles, Alice Merrill; Albums. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Reg'l Promo. Mgrs.: Del Lee, Sunny. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Reg'l Promo. Mgrs.: Del Lee, Sunny. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Tape lines: Same as rec. labels.

Austin, Tex. (see for prod. distrib.)

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EL PASO (Area Code 915)

Heilicher Bros. of Texas Inc., 1321 Round Table Dr. Zip: 75247. Tel: 726-6130. Mgr: Jack Bernardo; Buyers: Singles, Alice Merrill; Albums. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).


Atlantic Recs., 1517 E Main St. Zip: 79902. Tel: 688-1756. Mgr: David Howard; Buyers: Singles, Alice Merrill; Albums. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

 Elvis Presley, UK. Home office: San Antonio, Tex. (see for prod. distrib.)

Bob Osborne. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Rec. labels: Coral, MCA, Rocket. Shelter, Track.

Records of Dallas, 1345 Chemap St Zip: 75207. Tel: 637-7283. Owner: Jim Emerson; Mgr: Mike Emerson; Buyers: Singles, Mike Emerson; Albums & Tape. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

(Tape D Os & RJ as J. L. Marsh Inc.).

Tape lines: Same as rec. labels.


Western Mdsrs. Inc., 1409 Round Table Dr. Zip: 75247. Tel: 223-7255. Mgr: Gary Bankston. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Western Mdsrs. Inc., 1409 Round Table Dr. Zip: 75247. Tel: 223-7255. Mgr: Gary Bankston. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Home office: Detroit, Mich. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Les, L. C.

Western Mdsrs. Inc., 1409 Round Table Dr. Zip: 75247. Tel: 223-7255. Mgr: Gary Bankston. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

MCA Dist'g Corp., 11212 Gemini St. Zip: 75229. Tel: 241-8646. Mgr: Bill Pastiro; Buyers: Singles, Alice Merrill; Albums. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

Reg'l Promo. Mgrs.: Del Lee, Sunny. (Rec. & Tape D Os & RJ as J. L. Marsh Inc.).

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Home office: Falls Church, Va.

FALLS CHURCH (Area Code 703)

Home office: Falls Church, Va.

LONDON (Area Code 202)

Old Blue Rec. PO Box 443 Zip: 20246. Tel: 573-8379. Pres: Donald R. Ball. (Rec. & D R; Tape RJ).

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NORFOLK (Area Code 757)


ROADWAY (Area Code 703)


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Music Mart, 164 E. Washington St Zip: 53105. Tel: 763-3361. Owner: Sandy Blake. (Rec. & Tape OS & RJ as Modern Rack Sales Inc.).

Modern Rack Sales Inc. (Rec. & Tape OS & RJ as Modern Rack Sales Inc.). See John O'Brien Dist'g Inc.

John O'Brien Dist'g Inc., 101 9 Jonathon Dr. Zip: 53713. Tel: 271-0661. Owner: James A. Taylor; Gen. Mgr.: Peter D. Stocker; Mgr.: Rollin Ruedebusch; Mktg. Mgr.: Lucille Wearden; Pres.: Rollin Ruedebusch. (Rec. & Tape OS & RJ as Modern Rack Sales Inc.).

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Eva -Tone Soundsheets, 2051 Waukegan Rd.

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International Rec’g Co., 49 Desmond Ave. Zip: 10550.

Audio Matrix Inc., 915 Westchester Ave., Bronx 10459. Tel: 589-3500.

Direct Rec’gs Inc., 18E. 50 St. Zip: 10022. Tel: 759-7979.

Direct Rec’g Inc., 19E. 50 St. Zip: 10022. Tel: 759-7979.

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Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620.

COLUMBUS (Area Code 614)


Q C A Prod'ns Inc., Sales Mgr.: Pat Nelson; see Queen City

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Dee-Bee Rec'g Serv., S. Camp St., Windsor 17366. Tel: 361-3351. Pres.: S. Camp.

Audio Mgr.: Sonny Gray. (tape only)

Hagler-March Music Corp., PO Box 1850. Tel: 873-3709. Pres.: C. C. March.

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Albums 'N Things, PO Box 11746 Zip: 37211. Tel: 833-7658. Owner: Ricci Koger

B C Music Type, 909 18 Ave. S. Zip: 37201. Tel: 254-1871. Pres.: Chuck Duncan; Sales Mgr.: Mike Traut.

The Leadhead Machine, see BC Music Type

MidSouth Music, see GRT Rec. Pressing


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Call: Nashville: (615) 244-4064

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**WASHINGTON**
Carward Promos, Inc., 3126 8th St. NE, No. 4 Zip: 20019. Tel: 581-4698. Gen. Mgr.: Herman Dice

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Mark Pro Ents., PO Box 1052. Zip: 28201. Pres.: Chester A. Simmons.

WILMINGTON (Area Code 919)

OHIO

COLUMBUS (Area Code 614)

CINCINNATI (Area Code 513)

READING (Area Code 610)
Empire Prod’ns, 520 W. Church St. Zip: 19107. Tel: 672-7990. Owner: Steve Schultman.

PIPPSTUG (Area Code 412)
Chatham Communications Inc., PO Box 15 Zip: 32030. Tel: 327-2236.

READIN (Area Code 215)

Cleveland Metropolitan Area

CLEVELAND METROPOLITAN AREA

ADOR (Area Code 216)

SOUTH CAROLINA

COLUMBIA (Area Code 803)

TENNESSEE

MEMPHIS (Area Code 901)

EMPIRE DISTRICT (Area Code 423)

NASHVILLE (Area Code 615)

ORONTO

EUGENE (Area Code 503)

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(Area Code 312)
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MICHIGAN CITY (Area Code 219)
INDIANAPOLIS (Area Code 317)

Configuration: Cassette & open reel.

Configuration: Cassette & electronic.

JACKSONVILLE (Area Code 217)

ICHIGAN

RELCO (Area Code 313)

Ampex Music Div., 2201 Lunt Ave., Chicago Metropolitan Area.

Configuration: Cassette & open reel.

Configuration: Cassette & electronic.

Stevens.

Batch: Los Angeles, Calif.
Configuration: Cassette & open reel.

Configuration: Cassette, cassette & open reel.

KANSAS

WICHITA (Area Code 316)

LOUISIANA

RUSTON (Area Code 318)
Configuration: Cassette, cassette & open reel.

MASSACHUSETTS

BOSTON METROPOLITAN AREA
(Area Code 617)
Configuration: Cassette & open reel.

Configuration: Cassette, cassette & open reel.

GRAND RAPIDS (Area Code 616)
Configuration: Cassette & open reel.

Hudsonville (Area Code 616)
Configuration: Cassette & open reel.

LIVONIA (Area Code 313)
Configuration: Cassette & open reel.

MUSKEGON (Area Code 616)
Configuration: Cassette.

WARREN (Area Code 313)
Configuration: Cassette & open reel.

MISSOURI

INDEPENDENCE (Area Code 816)

KANSAS CITY (Area Code 816)
Configuration: Cassette & open reel.

Configuration: Cassette & open reel.

ST. LOUIS (Area Code 314)
Configuration: Cassette & open reel.

MONTANA

HELENA (Area Code 406)
Configuration: Cassette & open reel.

NEW JERSEY

CAMDEN (Area Code 609)
Branch: New York, N.Y.
Configuration: Cassette, cassette & open reel.

ENGLWOOD (Area Code 201)
Configuration: Cassette & open reel.

Billboard 1974-1975 International Music-Record Directory

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ENVELOPE & MAILER MANUFACTURERS

ALABAMA

- SOUTH FAYETTE (Area Code 205)

ARIZONA

- PHOENIX (Area Code 602)

CALIFORNIA

- LOS ANGELES METROPOLITAN AREA (Area Code 213)
  Tab-O-Press, 4926 W. Gunnison St Zip: 60630. Tel: 545-0861. Pres.: Raymond Peck; Gen. Mgr.- James Cox; Sales Mgr.: Don Green.

DISTRICT OF COLUMBIA

- WASHINGTON (Area Code 202)

NEVADA

- CARSON CITY (Area Code 702)

NEW YORK

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

- HAUPPAUGE, L.I. (Area Code 516)

- NEW YORK METROPOLITAN AREA (Area Code 212)

NORTH CAROLINA

- WILMINGON (Area Code 919)

OHIO

- TOLEDO (Area Code 419)
  Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 697-2167. Pres. & Sales Mgr.: Lawrence Goldstein. (SEE ADVERTISEMENT)

TENNESSEE

- NASHVILLE (Area Code 615)

TEXAS

- ARLINGTON (Area Code 817)

- HOUSTON (Area Code 713)
  Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 697-2167. Pres. & Sales Mgr.: Lawrence Goldstein. (SEE ADVERTISEMENT)

- KANSAS CITY (Area Code 816)

- DALLAS (Area Code 214)

- HOUSTON (Area Code 713)
  Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 697-2167. Pres. & Sales Mgr.: Lawrence Goldstein. (SEE ADVERTISEMENT)

- AUSTIN (Area Code 512)

- DALLAS (Area Code 214)
TEXAS
- ARLINGTON (Area Code 817)
  Sword & Shield Recs., PO Box 211 Zip 76010 Tel 261-5248 Owner: Calvin Willis (Jackets only)

- AUSTIN (Area Code 512)
  P & R Records, 43324 N Lamar Zip 78756 Tel 454-5653 Owner: Pedro S Gutierrez (Jackets only)

- HOUSTON (Area Code 713)
  M & M Prod. Co., 5828 Parkburg Zip 77036 Tel 782-1219 Owner: O. C. Monds Jr (Jackets only)

WYOMING
- CHEYENNE (Area Code 307)
  Rocky Mountain Recg Coll’, PO Box 82 Zip 82001 Tel 638-8733 Owner & Gen. Mgr. Ray Alexander

LABEL MANUFACTURERS

ARIZONA
- PHOENIX (Area Code 602)
  S & K Linear Prods. Inc., 915 N Fourth St Zip 85004 Tel 252-6878 Contact Craig Chambers

ARKANSAS
- CONCORD (Area Code 501)

CALIFORNIA
- COSTA MESA (Area Code 714)
  Audio-Dynamic Encls., 1281 Logan Zip 92626 Tel 549-2221 Pres. Gene Edwards, Gen & Sales Mgr. Frank Andres

- LOS ANGELES METROPOLITAN AREA (Area Code 213)
  Custom Piano Co., 1925 Santa Monica Blvd. Zip 90404 Tel 654-4522 Pres. David W. Berkus, Sales Mgr. Ellis Fleming

- FRESNO (Area Code 559)

- LOS ANGELES METROPOLITAN AREA (Area Code 213)
  E C Corp., 7000 Santa Monica Blvd Zip 90038 Tel 463-2282 Gen. Mgr. Jerome Greenfield, Sales Mgr. Don Cinotti
  Ivy Hill packaging (div. of Ivy Hill Communications Inc.), 4800 S Santa Fe Ave Zip 90058 Tel 583-8974 Home Office: Great Neck, L.I., N.Y.
  Kaiden Recs., 2612 Manhattan, Montrose 92019 Tel 249-4844 Sales Mgr. Alan Kaplan, Gen. Mgr. Jerry Zimhal
  Queens Envelope of California, 2381 E Pico Blvd Zip 90023 Tel 264-1101 Gen. Mgr. Joseph Infuso
  Home office: New York, N.Y., Queens Lithographing Corp.
  Universal Tape Corp Inc., 821 E Artesa Blvd., Carson 90746 Tel 327-3203 Pres. Edward O. Pragow

- SAN FRANCISCO & BAY AREA (Area Code 415)
  Conion Creative Lithographers, 1655 Folsom St. Zip 94103 Tel 431-7137 Pres. Robert Conion, Sales Mgr. Richard T Conion
  Manta Corp., 2207 S El Camino Real, San Mateo 94003

COLORADO
- DENVER (Area Code 303)

CONNECUT
- UNION CITY (Area Code 203)

DELWARE
- WILMINGTON (Area Code 302)

DISTRICT OF COLUMBIA
- WASHINGTON (Area Code 202)

FLORIDA
- MIAMI METROPOLITAN AREA (Area Code 305)

GEORGIA
- ATLANTA (Area Code 404)
  Date-Line Prods Inc., 1823 E John Wesley Ave., College Park Zip 30337 Tel 761-5919 Contact Robert MIngstake
  Home office: New York, N.Y., Linear Prods Inc.

ILLINOIS
- CHICAGO (Area Code 312)
  Fort DeWitt Lithographer Co, 6035 W. Goshen Road, Niles 60648 Tel 774-4321 Pres. Thomas Adler

INDIANA
- BLOOMINGTON (Area Code 817)

MASSACHUSETTS
- LAWRENCE (Area Code 978)

MINNESOTA
- MINNEAPOLIS-ST. PAUL AREA (Area Code 612)
  Meta-Com Inc., 707 W. Broadway, Minneapolis 55411 Tel 521-9202 Pres. & Sales Mgr. James McCormick

MICHIGAN
- DETROIT METROPOLITAN AREA (Area Code 313)

MISSOURI
- ST. LOUIS AREA (Area Code 314)

NEW JERSEY
- ENGLEWOOD (Area Code 201)

- MOUNTAINSIDE (Area Code 201)

NEW YORK
- NEW YORK CITY (Area Code 212)

- ROCKY MOUNTAIN (Area Code 303)

- SAN FRANCISCO & BAY AREA (Area Code 415)
  Contain Creative Lithographers, 1655 Folsom St., Zip 94103 Tel 431-7137 Pres. Robert Conion, Sales Mgr. Richard T Conion

- SAN FRANCISCO BAY AREA (Area Code 415)
  Conion Creative Lithographers, 1655 Folsom St. Zip 94103 Tel 431-7137 Pres. Robert Conion, Sales Mgr. Richard T Conion

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FINEBILT MAGNETIC TAPE INSTALLATIONS

Need a compact, automatic tape plant that can produce highest quality recording tape at a minimum investment? FINEBILT, the quality name in precision record pressing and plating equipment, can supply a complete plant package to meet your requirements. FINEBILT has gained unmatched experience in design and installation of sound industry facilities throughout the world.

We can enable you to set up a modern plant with maximum efficiency.

We are marketing a self-contained business with an unlimited profit potential.
TEXAS
- ARLINGTON (Area Code 817)

- HOUSTON (Area Code 713)

- WACO (Area Code 817)

- VIRGINIA
  NORFOLK (Area Code 804)

- WISCONSIN
  ELKHART LAKE (Area Code 414)

- WYOMING
  CHEYENNE (Area Code 307)
  Rocky Mountain Rec’g, PO Box 82. Zip: 82001. Tel: 658-8733. Owner & Gen. Mgr. Ray Alexander.

POLYETHYLENE BAG MANUFACTURERS

- ALABAMA
  SOUTH FAYETTE (Area Code 205)

CALIFORNIA
- LOS ANGELES METROPOLITAN AREA (Area Code 213)

- COLORADO
  DENVER (Area Code 303)

- ILLINOIS
  CHICAGO METROPOLITAN AREA (Area Code 312)

- INDIANA
  INDIANAPOLIS (Area Code 317)

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

- NEW JERSEY
  NEWARK (Area Code 201)
  Dynamic Press, see Folkraft Publ’g Co. Inc.

- NEW YORK
  GREAT NECK, L.I. (Area Code 516)
  Kalny Mdsg., Community Dr. Zip: 11022. Tel: 487-0200. Branch: Los Angeles, Calif.

- HICKSVILLE, L.I. (Area Code 516)

- NEW YORK METROPOLITAN AREA (Area Code 212)

- OHIO
  COLUMBUS (Area Code 614)

RECORD PROCESSING EQUIPMENT MANUFACTURERS/IMPORTERS

- ALCO RESEARCH & ENG. INC.
  6201 Santa Monica Blvd. Los Angeles, Calif. 90036. Tel: (213) 466-1101. Pres. Lester A. Connell; Gen. Mgr. Al Levine; Sales Mgrs.: Jim Stevenson, Wayne Karten.
  Chief product: Hydraulic presses.

LENED AUTOMATED RECORD PRESSING SYSTEMS

Eliminate hand operations in the production of 7”, 10” and 12” phonograph records. A single machine tender can operate a battery of these units, simply by providing stacks of labels and removing stacked and sleeved records at the delivery end. Proven for 10 years. In excess of 400 installations in the U.S., Canada, Europe, the Orient, and other areas.

Write or phone for information regarding Lened systems... or for information about Lened’s other equipment for the industry including packaging, handling, counting, imprinting, and tape duplicating machinery.

LENED INTERNATIONAL CORP.
489 Henry Street, Elizabeth, New Jersey 07201
Telephone: 201-354-5205
MASTRO PRODUCTS
RELIABLE • FUNCTIONAL • SUPERIOR

MASTRO 8 TRACK AND QUADS CARTRIDGES

- EASILY LOADED AND THREADED
- SNAP LOCKS SMOOTHLY AND SECURELY
- TROUBLE FREE
- SUPERIOR ON ALL COUNTS

MASTRO DUST CAPS

Seats Front Of All 8 Track and Quad Cartridges

Perfect Fit! • Stays On!

MASTRO CASSETTE BOX

(Norelco style)

Precision made, crystal clear and scratch resistant impervious plastic material.

MASTRO C-O CASSETTE

Precision made, standard Philips configuration. Clear, sealed Dust-Proof windows. Friction free, static eliminating liners. Flanged roller guides and key hole hubs made of Acetal Stainless steel pins.

AVAILABLE IN EITHER SIKON WELDED DR SCREW TYPE BRONZE ROUND SPRING PAD. STANDARD COLORS: GREY, WHITE, BLACK. OTHER COLORS ALSO AVAILABLE.

MASTRO INDUSTRIES, INC.
300 WIEBER AVE., N.Y., N.Y. 10041

European Distributor

M.I.P.
CORSO DI PORTA VITTORIA 35
MILAN • ITALY


Chief product: Plastic extruders.


Brand names: Automatic, Hamilton.


Chief product: Shrink film packaging machinery.


Chief product: Record presses & molds. Flash trimmers, high speed electrical plating equip. Shrink wrapping machines. (SEE ADVERTISEMENT)


Chief product: Molds, presses, automation & accessory equip.


Product: Presses, dies & related equip.


Brand name: Lenox Inc. (SEE ADVERTISEMENT)

M. Lutter Mfg. & Sales, 5050 Vance Blvd., Los Angeles, Calif. 90019 Tel. (213) 933-7646. Owner Mel Lutter.

Chief product: Shrink packaging equip.


Chief product: Shrink packaging equip.


Chief product: Trimmers.


Chief product: Plating equip.


Chief product: Extruder compouders.


Chief product: Vinyl salvage equip. custom rec. punch out machinery.


Chief product: Packaging machinery for wrapping, cartoning, labeling & shrink (SEE ADVERTISEMENT).


Chief product: Flexographic label printing & die cutting equip.


Chief product: Record sleeve mfg. machinery.


Chief product: Shrink film packaging equip.


Chief product: Record presses, dies, edging & centering machines, electroplating plants.

TAPE, RAW & BLANK LOADED, MANUFACTURERS

The following companies are assumed to manufacture both raw & blank loaded tape unless otherwise indicated.

A D E, see Audio Dynamic Ent's.


Configuration. Cassette.

A V Paragon, see Universal Tape Corp.

Billboard 1974-1975 International Music-Record Directory

We’re the PieceMakers. We know your needs. That’s why more major recording companies and voice/music duplicators all over the world turn to Audio Magnetics. We know dependability is the key to your product’s success. And you know you can depend on us for unparalleled performance. Operational reliability. Precise engineering. Proven production techniques. Years of professional experience. That’s why we say, whatever your needs, talk to the people who have all the right answers. It pays to go to pieces with Audio Magnetics.

AudioMagnetics
Industrial Products
UNITED STATES: 14600 S. Broadway, Gardena, California 90248
CANADA: 800 Islington Ave. South, Station U, Toronto/18, Ontario
EUROPE: 24 Avenue de Champel, 1206 Geneva, Switzerland
FROM NEW YORK TO NEW ZEALAND, WE COVER THE WORLD WITH SOUND.

Unitape. We're specialists in supplying the world with high quality 8 Track and Cassette blank tapes. Unitape. At competitive prices which mean increased profits for you. Unitape. With delivery knowhow and schedules you can depend on. Unitape. Where you can get private labeling with no delays in shipping. Unitape. Where service is practiced every day.

Unitape Corporation
1889 McDonald Avenue
Brooklyn, New York 11223
(212) 645-3025
Cassette Duplicator System

**COMBINES DUPLICATION AND LOADING INTO ONE OPERATION**

- Improves operator efficiency.
- Up to 50:1 duplication ratio.
- Reduces direct labor costs.
- Eliminates need for bin loop master.
- Exceptional for short runs.

**RECORTEC, INC.**

777 PALOMAR AVENUE • SUNNYVALE, CALIFORNIA 94086 • (408) 735-8821
MONARCH
Prime producers of high energy recording tape.

Cassette Tape Loader

- Highest throughput per operator.
- Fully automated operation.
- All serv controlled for minimum maintenance.
- Upgradable to cassette duplicator slave.
- Field proven world-wide.

Cassette Tape Loader

Specialists in
C-60 • C-90 • C-120
tapes for cassette
manufacturers, duplicators and exporters.

Reels, Hubs, pre-leaded.

Our prices are competitive
Superscope Tape Duplicating

The Secret is Engineering

Superscope Tape Duplicating is setting an industry standard by providing the utmost in quality tape duplicating. Our engineers, using innovative new designs and techniques on our Scully mastering equipment and Gauss duplicating equipment, have achieved a fantastic breakthrough. The result: a tape product with exceptional high and low frequency fidelity and a rejection rate of less than one tenth of one percent. Join the growing list of clients who've found the ultimate in sound and service at Superscope.

From the makers of Marantz:

SUPERSCOPE

Listen to us.

The Secret is Engineering

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From the makers of Marantz:

SUPERSCOPE

Listen to us.
Audio sells Electro Sound
tape duplicating equipment
to everybody!

RCA, CBS, EMI,
JAPAN, U.S.S.R., NEW ZEALAND, AUSTRALIA,
AND SOUTH AMERICA...

Industry leaders on six
continents are meeting
all their tape duplicating
needs with Electro Sound
equipment supplied by
Audio.

Here's why:

**ES 6000 SERIES**
at 32:1 is the world's
most versatile tape dupli-
cating system. We also
provide the whole range
of equipment needed for
a complete duplicating
facility.

**ES 100-2C CASSETTE
WINDER-SPLICER**
with two cassette take-up
positions plus our model
200 automatic splicer
is the most reasonably
priced and trouble-free
high speed equipment of
its kind.

**QC-III QUALITY
CONTROL REPRODUCER**
features 3 speeds,
reversible tape motion,
instantaneous change
from 1/4 to 14-inch
tape, interchangeable
head assemblies and
push-button channel
selection.

**ES -505 PROFESSIONAL
RECORDER -REPRODUCER**
is available in 1, 4, 1/2 and
1-inch versions with up to
8 channels. No other
machine offers the qual-
ity performance, features,
reliability and price of
this fine equipment.
Introducing... to the Professional Tape Duplicating World...

SIMTEK COMMUNICATIONS, INC.

★ The Newest Thinking in Tape Duplicating Technology
How long has it been since you checked the frequency response of your production volume.

★ The Most Creative Use of Existing Equipment
For example: have you seen an Ampex 3200 top plate converted for 1-inch recording?

★ The Only Company in the Field to Offer All These Services
cost -per -cassette by dramatic percentages.

Personal consulting has helped former customers cut field rejects and that can measure both recording level and frequency response at the slave.

How long has it been since you checked the frequency response of your production volume.

Can you imagine a 240 IPS 1-inch Bin Master duplicator for less than $6,000?

For example: have you seen an Ampex 3200 top plate converted for 1-inch recording?

★ The Only Company in the Field to Offer All These Services
Long-term service contracts available. One annual fee can provide professional service as an adjunct to your technical staff and warranty of your crucial equipment against failure for a year anywhere in the world.

A “one-stop” capability for parts inventory, including recording heads for most popular duplicating equipment.

On-the-spot trouble-shooting in emergencies.

★ Backed by 15 Years Experience in the Tape Field
The management thinking behind SIMTEK began with William Lear at the dawn of the 8-track era, and has progressed through the evolutionary stages of the business.

★ With Clients All Over the World

Stereodyne (Canada) Ltd., Toronto Michele Audio Corp., Massena, N.Y. Memoeo Sales Ltd., Kingston, Jamaica, W.I. United Research Laboratories, N.Y.C. Audio Digest Foundation, Cal. United Sound Studios, Massena, N.Y. Al Sound Studios, N.Y., N.Y. ... and many others

Inquiries welcomed. Send to:
SIMTEK Communications Inc.
2061 Broadway
Suite 802
New York, N.Y. 10023
212 595-7126

Please supply daily volume requirements and local daily labor rate. For studio equipment, please supply specific requirements.

Name
Title
Firm Name
Address

TAPE DUPLICATING & PROCESSING EQUIPMENT MANUFACTURERS/IMPORTERS

A S C, see Audio Specialties Co.
Amega Research Corp., 42 Spring St., New York, N.Y. 10113
Tel: (212) 481-4077. Pres. George F. Zasak, Sales Mgr.: Loo Loewenthal
Chief product: Bulk erasers.

Ampex Corp., Audio-Video Systems Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 337-2011. VP & Gen. Mgr., C.A. Steinberg; Mktg. Mgr., Don Klettman; Sales Mgr., Richard Sininsky
Chief product: High speed audio tape duplicators.

Apex Machine, see Automatic Corp.
Chief product: High speed master duplicating transports, cassette/cassette loaders, slaves.


Audiofirst Co., PO Box 825, San Jose, Calif. 95108. Tel: (408) 237-3520. Pres., L.R. Charbonneau.
Chief product: Re-winders.

Chief product: Duplicating systems & accessories.

Brand name: Graham Fraser. Apex Machine. (SEE ADVERTISEMENT)

Audio Specialties Corp., 3530 D Pan American Freeway NE, Albuquerque, N.M. 87107. Tel: (505) 345-2121. Pres. & Gen. Mgr., John D. Ralston; Mktg. Mgr., Don Kieft
Chief product: Duplicators, winders & exercisers.

Brand name: ASC. see Audio Specialties Co.
Chief product: Duplicators, winders & exercisers.

Audio / Tek, 503f Vandell Way, Campbell, Calif. 95008. Tel: (408) 378-5586. Pres. Bob Kratt
Chief product: Cartridge & cassette loaders, duplicating systems.

Becht Electronics Corp., 3087 N. California St., Burbank, Calif. 91504. Tel: (213) 846-5121. Pres. Andrew Becht; Gen. & Sales Mgr., Balon Becht
Chief product: Cartridge & cassette duplicators.

Brand name: C D S, see Recortec Inc.

Chief product: Cartridge tape transport.

Chief product: Skim & blister packing machinery.

D S C Inc., 5 Dogwood Dr., Danbury, Conn. 06810. Tel: (203) 744-7299. 748-3231. Pres. & Gen. Mgr., Herman J. Miller; Sales Mgr., Bruce Gross
Chief product: Processes & packaging.

Diacoustic Lab., 1063 Vine St., Hollywood, Calif. 90038. Tel: (213) 897-9726. Sales Mgr., John E. Closyn
Chief product: Cartridge & cassette winder & duplicating equipment.


Fanta Professional Servs., Inc., Division St, Nashville, Tenn. 37203. Tel: (615) 327-1731. Pres. Johnny Rosen
Chief product: Cartridge duplicators & winders.


Chief product: High speed tape duplicators.

The Professional Serv's, 1811 Division St., Nashville, Tenn. 37203. Tel: (615) 327-1731. Pres. Johnny Rosen
Chief product: Cartridge duplicators & winders.


Graham Fraser, Inc., 12477 Division St, Nashville, Tenn. 37203. Tel: (615) 327-1731. Pres. Johnny Rosen
Chief product: Cartridge duplicators & winders.

Guess, Inc., 1275 Bloomfield Ave, Fairfield, N.J. 07006. Tel: (201) 575-1433. Pres. John French
Chief product: High speed duplicating equip. & magnetic heads.

Billboard 1974-1975 International Music Record Directory
You've heard it before. Duplicates that provide more than you started with. Noise distortion, scrape flutter, unbalanced tracking, crackly interference and other horrors to cause poor sound reproduction and mar listening pleasure.

You'll never hear foreign matter from an Allison Audio cartridge or cassette. Allison duplicates precisely. Perfectly. Only the rich original sounds come through.

Allison's professionals inspect the product at five separate quality control stations before one cartridge leaves the plant.
1.) Master inspection.
2.) Raw tape inspection before duplication.
3.) Vu-Master check after duplication.
4.) Splicing check.
5.) Labeling check.

And we never cut corners by using low cost or "white box" components. We use the best, or refuse the job.

Our 55,000 square feet gives our professionals room to work in. And we give them the most modern equipment to work with: mastering; duplicating; quality control; labeling; packaging; warehousing and shipping.

Give us your master and we'll let you hear for yourself what Allison means by a duplicate.

The dupe won't Wow. You will!
OUR HIGH STANDARD OF QUALITY IS WELL KNOWN IN THE INDUSTRY

El Mar Plastics manufactures a complete line of 8-track cartridges, quadrasonic cartridges, cassette and component parts. Norelco style, soft poly and Ampex style cassette boxes, reels for ¼” tapes, and we can offer prompt delivery anywhere in the world!

Please call or write:
El Mar Plastics, Inc.,
821 E. Artesia Blvd., Carson, California 90746 • Telephone (213) 327-3180

Dyna/Day
We make sound sound better.

Don't take chances with your sound. We don't. We manufacture top quality products to assure you that you get out what you put in. If you want high-end excellence, use Dyna-Day. It makes sound sense.

8-Track Cartridge
Easy to load and thread
Snap-together cartridge: 5 separate snaps
Precision-manufactured to micro-close tolerances

Norelco-Style Box
Standard color is black; other colors available on request
Stippled, non-scratch finish on base
Indented front allows easy opening
Extra-strong hinge area
Positive locking

Precision Made C-O Cassette
Finest C-O cassette made in U.S.: manufactured to highest standards of precision
24-inch leader standard; other lengths available on request
Ultrasonic welded windows Available with tabs in or tabs out

Beryllium pressure pads

Full graphite washer
Lubricated, precision-ground stainless steel pins
Concentric, double-flanged, single-piece, Delrin guide rollers

Infonics, Visual Educum Inc., 4333 S. Olive St., Michigan City, Ind. 46360 • Tel.: (219) 879-3111 • Pres.: W.J. Hyten, Sales Mgr.: Tony Carter, Mktg. Communications Mgr.: Jerry Weston

Chief product: Infonics System 200

Information Terminals Corp., 322 S. 35th St., Council Bluffs, Iowa 51501 • Tel.: (712) 328-8060 • Gen. Mgr.: Marvin L. King; Eng. Dir.: Stan Nick

Chief product: Cassette & cartridge duplicators

Intertect Electronics Co., 4333 S. Ohio St., Michigan City, Ind. 46360 • Tel.: (219) 879-8311 • Pres.: W.J. Hynes, Sales Mgr.: Tony Carter, Mktg. Communications Mgr.: Jerry Weston

Chief product: Testing instruments

King Instrument Corp., 8 Kane Dr., Hudson, Mass. 01749 • Tel.: (617) 568-8711 • Pres.: L.L. King, Gen. Mgr.: James L. King Jr., Mktg. Dir.: Paul McGonigle, Sales Coord.: William E. Gin

Chief product: Audio, video & computer cassette leaders; 8-tr. winders & splicers (SEE ADVERTISEMENT)

LTD, see Liberty, UA Tape Duplication Inc.

Lang Electronics Inc., 14 E. 39 St., New York, N.Y. 10016 • Tel.: (212) 725-8110 • Pres.: Lou Lang

Chief product: Cassette & cartridge duplicators

Make-A-Tape Inc., PO Box 142, 33490 Groesbeck Hwy., Fraser, Mich. 48026 • Tel.: (313) 463-2592 • Pres. & Sales Mgr.: L. Allan Bazzy, Gen. Mgr.: Michael Tattan

Chief product: In-cartridge duplicators

Magnadyne Corp., PO Box 757, Beverly Hills, Calif. 90213 • Tel.: (213) 278-0107 • Pres.: Barry L. Caren, Gen. Mgr.: Dave Gunan, Sales Mgr.: Harvey Feeder

Chief product: Sidewinders

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427 • Tel.: (612) 545-0401 • Pres.: John Yoge, Mktg. Mgr.: Ed Bedell, Sales Mgr.: Roger Czerniak

Chief product: Magnetic recording heads, test tapes, replacement heads, relapping services, demagnetizers, splicers & recorder maintenance kits

Otan Corp., 981 Industrial Rd., San Carlos, Calif. 94070 • Tel.: (415) 343-2781

Chief product: Duplicators, loaders, QC monitors, run-in machines (SEE ADVERTISEMENT)

PCP, see Professional Cassette Equip. Co.

P.C.E., see Professional Cassette Equip. Co.
Otari's new Mini-Pro Recorder is everything its name says it is—a compact professional recorder. Most important, it's not a warmed over hi-fi recorder with a few semi-professional features tacked on to wow the audiophile. Instead, it's a true professional recorder scaled down in size but not in performance or features.

Who did we design the Mini-Pro for? A whole host of professional users, like the small recording studio, the A/V facility, or the broadcast station that's really beginning to get into production. Or the large studio that needs a compact recorder for its own small studios or its many outside assignments where no-compromise quality is still a requirement. Or for broadcast automation systems where the calculated MTBF of 2000 hours continuous operation can make the difference between success or failure?

How professional is the MX-5050? Check these features: Synchronous reproduce, front panel edit control and mode, two or four channel versions, IC digital control system with motion sensing, optional DC capstan servo system, 15 and 7½ or 7½ and 3¾ ips tape speeds, front adjustable bias, record lockout, built-in test and cue oscillator, head lifters with adjustable-tension cueing feature, plug-in balanced line transformers, built-in mic preamps, Cannon connectors for line input and 600-ohm (+4 dB) output, optional swing-out rack mounting panel, standard reference level calibrate position, and four heads.

Want to know more about this mini with the maxi performance? Or about its MX-7000 big brother, the three-speed machine with built-in test oscillator and some of the best flutter and frequency response specs in the industry? Contact Otari or your nearest Otari Professional Dealer.
Heat Tested Pressure Pads Specials Made To Order
Silicone Or SBR Rubber Pinch Rolls Four Lb.

OPEN YOUR DOOR TO A RESPECTED WORLD-WIDE SUPPLIER!

PINCH ROLLS & PRESSURE PADS
Buy Direct From Manufacturer
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CASSETTE and 8-TRACK LABELER and IMPRINTER.

- FAST • EFFICIENT
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The PS97 Labeler and Imprinter is a high speed semi-automatic machine capable of imprinting your logo or copy precisely and consistently on your cassette label before application.

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Makers of: SPlicing/SENSing TAPes, MACHINES, CASSETTE and 8-TRACK LABELER, LABEL ACCESSORIES.
SCANDIA offers automatic packaging machinery & systems designed for stereo tape industry... labelling-cartoning wrapping-bundling inserting operations

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Available:
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Cartridge and cassette production moves faster at less cost with Webtek splices. Q/Splice® - cueing and sensing for 8-track cartridges. Splicette® - cueing and sensing or lead splicing only for cassettes. Roll Tape® - for automatic splicing equipment.

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THE WORLD'S FASTEST IS NOW EVEN FASTER.
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CARRYING CASES

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  - Features double straps
  - Holds 24 cartridges
  - Red flocked compartments

- TA-112D
  - Same as TA-114D
  - Holds 15 cartridges

- TA-118D
  - Holds 30 cassettes
  - Features smart double straps

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  - Attache Type
  - Holds 30 cassettes
  - Blue velvet flocked compartments

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  - Holds 24 cartridges

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  - SUPER VINYL CARRYING CASE
  - Aluminum valance
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  - Vinyl denim with "patch" design
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  - STEREO FM/AM RADIO HEADPHONE
  - With balance and volume control box

- TA-316
  - STEREO HEADPHONE

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Billboard 1974-1975 International Music-Record Directory
No matter how many record labels you stock, you only need one line of record care products.

And that's Watts. Unlike the Johnny-come-lately companies with one or two untried and unproven record care products, Watts is a pioneer in the record care business with a complete line of quality items popularly priced from 3 to 20 cents. It includes every item necessary to clean, maintain and protect records whether they're played on a turntable or record changer. Watts' Parastat, Preener and Dust Bug have become classics with record buyers.

Watts is the one line that's asked for by brand name because it's backed up with the heaviest record care advertising program in the industry.

You can stock the complete Watts line across-the-board and display it in only 36 inches of space with the Watts Record Care Center merchandising display. Dealers from coast-to-coast are finding this sales-stimulating unit to be the most profitable turnover area in the store. You will, too.

Don't monkey around with tapes... Sell 'em!

Browsers become buyers because...

"QUICK-VUE" was designed with the idea to make each tape completely visible to the buyer in a good-looking, pilfer-proof display case. It's like reading pages in a book, see dozens of pictures and titles at a glance, through the easy viewing, flip-thru tape holders.

Our business is Cartridge and Cassette Displayers. We don't monkey around, neither should you.

If you are at all interested in increasing tape sales, send for FREE 12 page brochure.

"QUICK-VUE" Cartridge & Cassette Displayers
P.O. Box 933, Terrell, Texas 75160
Terrell (214) 563-5869 / Dallas (214) 226-7248

Kustom Kreations Inc. 19316 Londelius St., Northridge, Calif. 91324 Tel: (213) 886-8383 Pres. William Lenz, Sales Mgr. Floyd Sanders. Product: Carrying & storage cases (tape only).


Magnadyne Corp., P.O. Box 757, Beverly Hills, Calif. 90213 Tel: (213) 278-0107 Pres. Barry L. Caren, Gen. Mgr. Dave Gunan, Sales Mgr. Harvey Handler. Product: Carrying & storage cases (tape only), cleaners, cloths & brushes, splicing tape.


Marvin Pharmaceutical & Packaging Co., see BTG Assocs. Inc.


Custom Case Mfg. Co., Inc., 6232 Bragg Blvd., P. O. Box 5866, Fayetteville, N. C. 28303 (919) 867-6111
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We've got this terrific sales gimmick that's caused quite a stir in our industry.

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Doing things right has meant a lot for us, and for the people we supply.

Because we don't take details lightly. We discovered a long time ago that details make all the difference when it comes to precision components, C-O's, 8 tracks and innovative assembly systems.

If our terrific sales gimmick sounds too good to be true, write, or better yet call, and ask for our President, Tony Gilardi.

He'll show you the incredible difference efficiency and creative engineering can make.

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WITH YOUR NAME AND OUR PRODUCTS, WE CAN MAKE SWEET SALES TOGETHER.

As the leading U.S. accessories manufacturer, we can offer you the most complete line of innovative products. All, with proven market appeal. With our expanded production facilities and manufacturing know-how, we can offer them to you at low, pre-inflation prices. Call Marketing VP Jack Friedland and ask about volume discounts and bulk packaging. You'll like what he has to say.

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Norpak see PDQ Promos.


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FAST DELIVERY
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Penta-Labs Inc. 19761 S. Bellow Ave., Chicago, Ill. 60656. Tel. (312) 867-9200 Pres. Tom Hortae Sales Mgr. William Bin Product: Carrying & storage cases (tape only).


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DECORATOR TABLE-TOP HOME UNIT with DUST COVER

- Completely removable dust cover
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- Holds 24 8 track tapes
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FOR 1974 RECORDS (They are different)

Product: Carrying & storage cases (tape only), head cleaners & demagnetizers, splicing tape

Radio Shack (a Tandy Corp. Co.) 2617 W. Seventh St., Fort Worth, Tex. 76117 Tel: (817) 335-3711
Product: Carrying & storage cases, cleaners, brushes, 45 RPM adaptors, head cleaners & demagnetizers, needles, splicing tape


Recordad Inc. Po Box 14338, Phila, Pa 19152. Pres. D.W. Extraxt Product: Catalog servs


Record Research, Po Box 82, Menomonee Falls, Wis 53051 Tel: (414) 251-5408 Pres. Joel Whitburn Gen. Mgr. David Whitburn Sales Mgr. Bill Kine Product: Catalog servs

Recordion Corp. 46-23 Crane St. Long Island City, N.Y. 11101 Tel: (212) 392-6442 Pres. Herbert H. Borchardt Sales Mgr. Peter Wash Product: Carrying & storage cases, cleaners, brushes & lubricants, 45 RPM adaptors, head cleaners & demagnetizers, needles, pre-leadered & splicing tape (SEE ADVERTISEMENT)

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp. 190-18 Queens Blvd., Forest Hills, N.Y. 11375 Tel: (212) 544-9800 Pres. Marshall Weigenden Product: Carrying & storage cases (tape only)

Robins Inds. Corp. 75 Austin Blvd., Commack, N.Y. 11725 Tel: (516) 543-5200 Pres. Herman D. Post, VP Jack Friedlander Export Sales Mgr. Sam Jones Product: Carrying & storage case (tape only) cleaners, brushes, 45 RPM adaptors, head cleaners & demagnetizers, needles, pre-leadered & splicing tape (SEE ADVERTISEMENT)

Royal Sound Co. Inc. 409 N. Main St., Freeport, L.I. Product: Carrying & storage cases, head cleaners & demagnetizers, brushes, needles Product: Carrying & storage cases, cleaners, brushes & lubricants


Simpson Mfg. Co., 7600 Wavysuta Blvd., Minneapolis, Minn 55426 Tel. (612) 541-3601 Gen. Mgr. Howard Hostetter Product: Carrying & storage cases (tape only)


Skylark Inds., Inc. 3018-2518 Orchard Row Rd., Indianapolis, Ind. 46268. Tel: (317) 323-3201 Pres. Jack Barlow Product: Carrying & storage cases (tape only), splicing tape


Topp Electromecns, inc. 4201 NW 77 Ave, Miami, Fla. 33166 Tel: (205) 392-3700 Pres. Louis Topp Sales Mgr. Charles E. Adams, dipl. in Electronics Product: Head cleaners (SEE ADVERTISEMENT)

Transworld Ent., see National Communication Arts Inc

Universal Audio Inc. 4751 N. Olcott Ave., Chicago, Ill. 60640 Tel: (312) 867-9200 Pres. Tom Horton Sales Mgr. N.C. Blackwell Product: Carrying & storage cases (tape only), splicing tape

Universal Tape Corp. Inc. 821 E Ariauss Blvd., Carson, Calif. 90746 Tel: (312) 372-3203 Pres. Edward O. Briggs Product: Head cleaners & demagnetizers, pre-leadered & splicing tape

V O R Inf., 1652 Karser Ave., Irvine, Calif. 92725 Tel: (714) 556-1919 Pres. Frank Owen Gen. & Sales Mgr. Jack Cummings Product: Cleaners, brushes & lubricants

CABINET DISPLAYS

Display Fixtures & Merchandising Aids

Manufacturers

Ad-Vertising Unlimited, PO Box 8135, Chicago, Ill. 60680
Tel (312) 787-8220. Pres. & Sales Mgr.: R.C. Hillman; Gen. Mgr.
N.J. Hillsman; Sales Mgr.: Howard Pottman.
Product: Display boxes, display racks, divider cards.
Alabama Paper Stock Co., 1428 Temple Ave., South
Fayette, Ala. 35597; Tel: (205) 932-6722. Owner & Pres.: Joe T. Couch.
Product: Display boxes, display racks & divider cards.

Walcot-Linck Corp., Rts. 3 & 46, Clifton, N.J. 07015. Tel:
(201) 471-1070. Pres. & Sales Mgr.: H.A. Bodkin.
Product: Carrying & storage cases (tape only), cleaners,
cloths & brushes, 45 RPM adaptors, needles.

Webex Corp. 4326 W. Pico Blvd. Los Angeles, Calif.

Tel: (212) 248-5100. Sales Mgr.: Howard Pittman.
Product: Display racks & divider cards.

Billboard 1974-1975 International Music-Record Directory

Dibo Dists., 23 Prospect St., Port Jervis, N.Y. 12771. Tel:
(201) 249-9245. Pres. & Sales Mgr.: Welden Doolgoff.
Product: Browser boxes, display racks, divider cards.

Container Kraft Inc., 8321 DeCelis Pl., Sepulveda, Calif.
91309. Tel: (213) 862-1068. Pres. R.B. Turrent; Gen. Mgr.: Marilyn Koubk
Product: Display racks (tape only).

Tel (212) 787-5600. Pres. Keven Dejean.
Product: Browser boxes, display racks, divider cards.

Ever-Ready Packaging & Assembly Div., Reliance Folding
Carton Corp., 225 Belleview Ave., Bloomfield, N.J.
07003. Tel: (212) 786-6677. Gen. Mgr.: Hayden Morri.

Fair Trade, 4501 N. First Ave., Minneapolis, Minn. 55412.
Tel: (612) 831-2345. Pres. & Sales Mgr.: Joe Peterson.
Product: Display racks.

Freedman Aircraft Eng. Corp., PO Box 228, Charlooxx,
Product: Display racks.

Billboard 1974-1975 International Music-Record Directory

Gopher Prosds. Corp., PO Box 1812, Carpyn, N.Y.
Warren Penkman.

Gusky's Display, 729 S. Fidalgo, Seattle, Wash.
98109. Tel (206) 763-8600. Pres. L. Laventhal; Gen.
Mgr.: C. Blacksmith; Sales Mgr.: Steve Kugel.
Branch: 1000 First Ave. S. Zip 98104. Tel 624-0716. Gen. & Sales Mgr:
Welden Doolgoff.
Product: Browser boxes, display racks.

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel:
Ronald D. Lloyd.
Product: Display racks.

Hit Program, 1175 Broad St., Newark, N.J. 07114.
Tel (212) 243-0222. Gen. Mgr., Dick Steinberg; Sales Mgr.
William Thomas.
Product: Display cards.

Product: Display cards.

Kalby Mfg., Community Dr., Great Neck, L.I., N.Y. 11022.
Tel (516) 487-0200. Branch; Los Angeles, Calif., 4800 S. Santa Fe Ave.
Zip 90005. Tel (213) 583-8974.
Product: Display boxes, display racks.

Hampson Manufacturing Corp. 10 Allen St., Springfield, Mass.
01108 or call (413) 733-6621.

Kustom Kreations Inc., 19316 Londelius, Northridge, Calif.
Sales Mgr.: Floyd Sanders.
Product: Display racks (tape only).

95206. Tel: (209) 948-1176. Pres. & Sales Mgrs.: Leon and Semler.
Product: Browser boxes, display racks.
Soma Mfg. Co., 7600 Wayzata Blvd., Minneapolis, Minn.

Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa.


W studs, see Tele-Card Co.


Independent Record Production}

Jukebox manufacturers


Marvel Pharmncal & Packaging Co., see BTG Assocs. Inc.


Product: Browse boxes, display racks, divider cards.


Quintly Display, PO Box 1108, Charlotte, N.C. 28201. Tel: (704) 394-0351. Contact: Dave Touzel.


Quality Display, PO Box 1108. Charlotte, N.C. 28201. Tel: (704) 394-0351. Contact: Dave Touzel.


Robinson Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres. Herbert H. Borchart, VP & Sales Mgr. VP: Display racks (tape only). (SEE ADVERTISEMENT)

Reliance Felding Carton Corp., see Ever-Ready Packaging & Display Co.

Schweizer Design of America Inc., PO Box 751, Hopkins, Minn. 55426. Tel: (612) 544-4201. Gen. Mgr.: Howard Holkestad.


Cartridge: (13 home models) 9 8-tr., 4 quadrasonic 8-tr., Dolby.

Brand name: Technics.

Type of distribution: Manufacturers' representatives.

1. Type of distribution: Factory-owned branches & franchise dealers.

2. Type of distribution: Independent distributors, factory-owned branches & franchise dealers.

3. Type of distribution: Factory-owned branches.

4. Type of distribution: Manufacturers' representatives.

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Billboard 1974-1975 International Music—Record Directory

Type of distribution: Manufacturer to retailers.


Nordmende, see Sterling Hi-Fidelity.

Cassette: (7 auto, 2 home models) 8-tr. Brand name: Panasonic.

Cartridge: (2 home, 6 portable models) 3-tr. Brand name: Roxy.

Price range: $19.95—$44.95.

Brand name: Stereo.


Price range: $29.95—$49.95.

Brand name: Realistic.

Type of distribution: Independent distributors.


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Price range: $19.95—$44.95.

Brand name: Stereo.


Price range: $29.95—$49.95.

Brand name: Realistic.
**TEXAS**

**AUSTIN (Area Code 512)**

- **P.S.G. Rec.**
  - 17302 S. Lamar Blvd., Zip: 78758. Tel.: (512) 454-5553. Pres.: Gen. & Sales Mgr.: Pedro S. Gutierrez
  - Configuration: Cassette, cassette & open reel

- **HOUSTON (Area Code 713)**
  - **Sarandon**, 3700 Buffalo Speedway, Suite 802, Zip: 77005. Tel.: (713) 664-2671. Pres.: Robb C. Beyer
  - Configuration: Cassette, cassette & open reel

- **SAN ANTONIO (Area Code 210)**
  - Universal Sound City, 735 N. General McMullen Dr. Zip: 78228. Tel.: (210) 434-7006. Pres. & Gen. Mgr.: Abe Epstein

- **WACO (Area Code 254)**
  - Creative Communications Inc., PO Box 77890, Zip: 76710. Tel.: (254) 761-1230. Pres.: Gun Adams; Mgr. Dir. Charlie Coffee
  - Configuration: Cassette, cassette & open reel

**UTAH**

- **PROVO (Area Code 801)**
  - Sound Concepts Studio (Div. of Listener's Digest Servs. Inc.), PO Box 608 W. Center St., Zip: 84601. Tel.: (801) 345-3456. Pres.: Kaye L. Jensen; Gen. Mgr.: Ronald P. Jeppesen; Mktg. Mgr.: Larry Fayre
  - Configuration: Cassette, cassette & open reel

- **SALT LAKE CITY (Area Code 801)**
  - Configuration: Cassette, cassette & open reel


**VIRGINIA**

- **NORFOLK (Area Code 757)**
  - Configuration: Cassette, cassette & open reel

- **RESTON (Area Code 703)**
  - Configuration: Cassette, cassette & open reel

- **RICHMOND (Area Code 804)**
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ARGENTINA

RECORDS:

- Records, record blanks & pre-recorded media imported from USA, 1973—$37,002, 1972—$62,654

- Records imported to USA, 1972—15,059 units, $11,110. 1972—16,539 units, $2,843.

- Single, see Microlon.

- Angel, see EMI-ODON.

- Archive, see Phonogram.

- A. S. I., see Microlon.


- Labels: (Owned) CBS, Harmony, Odyssey, Epic, Orfeo, (represented) Abbott (USA), Advire (USA), Ambar (USA), Arca (France), Ariston (France), Astana (Spain), Blue Sky (USA), Carthwill (USA), Clam (Columbia), Clave (USA), Colores (Spain), Douglas (USA), Fillmore (USA), Freddie's (USA), Gamble (USA), Great Western Gramophone (USA), Granunes (Venezuela), Grupeo (Italy), Le Cam (USA), Logano (Mexico), Martinez (USA), Mexican (Canada), Muz (USA), New Design (USA), PIR (USA), Plaza (Brazil), Prodigium (USA), Smash (Italy), Sendo (Uruguay), Sono-Radio (Spain), Spinoff (USA), T.N.C (USA), Tommy (USA), Windfall (USA), Zarape (Uruguay).

- Rare, see Surco.

- Camden, see RCA.

- Cama-Musica SAIC, Moreno 2038, Buenos Aires. Tel: 48-1710. Pres.: Luisa Caua, Gen. Mgr.: Ricardo Pereira, also see EPSA.

- Labels: (Owned) Carmaic, (represented) Discos Monica (USA), United Foreign (UK), Veron Farting (UK), Pickwick Int'l (USA), Sony (Germany), Senator (Spain), Sony (Brazil).

- Int'l reps: Uruguay (APSA).

- D G G, see Telefunken.


- Labels: (Owned) Disc Jockey, Fonola, Hill, Sport. (represented) Clave (USA), Montecarlo (USA), Sony (Spain), Sony (Brazil).

- EMI-ODON SAIC, Murcielago 1650, Buenos Aires. Tel: 781-4061. Color TIENDA, Mgr.: Luis S. Agudo, Gen. Mgr.: Mabel Moro, RCA, Sport, see CBS.

- Famous, see CBS.

- Tuna, see CBS.

- A. S. I., see Microlon.

- Angel, see EMI-ODON.

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Income per capita: $1,4850 (Australian dollars).

Date: January 1, 2002.

Holidays: January 1, April 12, 15, May 6, December 25.

RECORDS:


RECORD CENTRES:

Address: 3701 Dandenong Rd., Nunawading, Victoria 3131.

Label: (Owned) Festival.


Label: (Owned) 20th Century Fox.

RCA (UK), London, W.1.

Label: (Owned) EMI.

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Label: (Owned) Atlantic.

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Label: (Owned) JWS.


Label: (Owned) Good Time Jazz.


Label: (Owned) Grand Junction.


Label: (Owned) GRT.

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Label: (Owned) Good Ear.


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Billboard 1974-1975 International Music-Record Directory

Australia

Universal, see Festival.

Verve, see Phonogram.

Verve/Forecast, see Phonogram.

Victra, see RCA.

Vintage, see RCA.

Violets Holiday, see World of Sound & Festival.


Labels: (Owned) Atlantic, Elektra, Nonesuch, Reprise, Warner Bros., WEA.

Intl. branch: UK, Sweden.

Vee-Jay, see Phonogram.

Waverly, see Phonogram.

Waylon Jennings, see Phonogram.

Waverly-Regal-Zonophone, see EMI.

Weather King Prod'ns, see Essex.

Ward, see Phonogram.

West Germany, see Amadeo.

Watt, see Phonogram.

Weaver,see Phonogram.

Wall of Sound Studios, 268 Rockby Point Rd., Ramsay, Sydney, NSW 2073, Tel: (02) 529-6980. (Distributed by Festival).

Wardrope, (Owned) Du Monde, Violets Holiday.

W & G; (represented) Artone (Netherlands), Design (UK), Emi (Belgium), Harris (USA), Marvel, SONY (Sweden), Valentine (UK).

Wereld Muziek, see Festival.

West Germany, see Amadeo.

Wheeler,see Phonogram.

Wink, see Phonogram.

Wings, see Phonogram.

Winnipeg, see Phonogram.

Wing, see Phonogram.

Wings, see Phonogram.

Wolland, see Phonogram.

Woolf,see Phonogram.

World Rec. Dir.: Tel. (03) 86-6311 (Importer/Export).

Word, see Phonogram.

Woskop, see Phonogram.

Wray,see Phonogram.

Writers Guild of America, see United Amist Music (Australia) Pty. Ltd.

Xanadu Music (div. of Damyn Holdings Pty. Ltd.), 694-696 Mushroom, see Festival.

Yello,see Phonogram.

Yonge Eustin Music, see Essex.

Young John Eddy, see Festival.


Yovitz,see Phonogram.

Zunophe, see Festival.
Music Publ'g of Australia, see Southern.
Northern Songs Publ'g Co., 5 Glaze St., St. Kilda, Vic. 3182.
J. O’K Music Pty. Ltd., see Festival.

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Events:

- Store fixtures & merchandise aids manufacturers.
- Tape playback equipment.
- Record & tape manufacturers / distributors / importers.
- Import/export regulations.
- Record independent producer.
- Event music publishers.

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**AUSTRIA**

**Population:** 7,500,000.

**Rate of exchange:** $1 (US) = 20 Schillings.

**Records exported to USA (factory value):** 1973 - 2.700.000, 1972-2.800.000.

**Imports from EFTA (European Free Trade Assn) countries:** tax free; those from EWG countries are tax free; those from the USA are taxed 6%; those from EWG countries are taxed 3.6%; those from the USA are taxed 6%.

**Notes:** Tape playback equipment.

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**FROM THE RECORD INDUSTRY**

**IMPORT/EXPORT REGULATIONS.
**Reciprocal trade agreements:** are tax free; those from EWG (European Common Market) countries are taxed 6%; those from the USA are taxed 6%; those from EWG countries are tax free; those from EUA countries are taxed 3.6%.

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**RECORD AND TAPE MANUFACTURERS / DISTRIBUTORS / IMPORTERS.
**Amadeo Österreichische Schallplatten GmbH, Manhãufersstrasse 127, A-1060 Vienna. Tel.: (0222) 72 35 10. Mgr.: Erich Jakob. (Represented by Phonogram.)

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**INDEPENDENT RECORD PRODUCER.

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**EVENT MUSIC PUBLISHERS.
**Austro-German Verlag, Berolin, see CBS; Música, see Universal.


**International Music Recording Industry (Cont.)**

**Austria**

 Jerichl (Musikverlag), Altenburgasse 8/9, A-1151 Vienna Tel: (0222) 92 47 10.

 Jürgenbunke, Postfach 583, Rauhensteingasse 5, A-1011 Vienna Tel: (0222) 92 56.

 Johann Klismit, Klostergasse 15, A-1090 Vienna Tel: (0222) 92 96 10.

 Ludwig Kronl, Postfach 420, A-1211 Vienna Tel: (0222) 92 85.

 Maylak Musikverlag, Postfach 260, A-1011 Vienna Tel: (0222) 92 13 62.

 Musikverlag Delphin, Postfach 9, A-1090 Vienna Tel: (0222) 92 14 04.

 Direct-mail service

 I M 2 International Music, Schottenring 2, A-1090 Vienna Tel: (0222) 72 57 95.

 Jazz Forum Dist. Center, Postfach 571, A-1011 Vienna 7, Austria. Tel: (0222) 92 35 24.

 Mego Schallplattenverlag, Klostergasse 11, A-1090 Vienna Tel: (0222) 92 34 24 42.

 Otto G. Preiser & Co., Fischersiege 9/4, A-1010 Vienna Tel: (0222) 92 34 40.

 Plating, Processing & Pre-Pressing Plants

 A K M (Austriacke Tonträger Gesellschaft), A-1090 Vienna Tel: (0222) 72 57 95.

 Symphony, Lothringerstr. 20, A-1030 Vienna Tel: (0222) 72 44 82.

 Universal, Karlsplatz 6, A-1090 Vienna Tel: (0222) 92 13 62.

 Vienna Melodie, Andreasgasse 10/17, A-1070 Vienna Tel: (0222) 93 25 25.

 Jenisch (Musikverlag), Albenegasse 8;9, A-1150 Vienna Tel: (0222) 92 34 24 42.

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 I M 2 (International Music Centre), Lothringerstr. 20, A-1030 Vienna Tel: (0222) 72 57 95.

 Symfony, Lothringerstr. 20, A-1030 Vienna Tel: (0222) 72 44 82.

 Wiener Musikproduktion-Germany.

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 WTV (Weltmusikverlag), Innsbruckstr. 9, A-1090 Vienna Tel: (0222) 92 13 62.

 V A M 0 (Verband der Arbeiter Musikvereine Oesterreich), Johann Nestroy-Platz 12, A-1010 Vienna.

 WMTA (Weltmusikverlag), Maria-Theresienstr. 11, A-1090 Vienna Tel: (0222) 92 13 62.

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**m Publishing**

Acro-Rose Benefice, see World Music Group

Algemeen Muziek Tentoonstellingen, 27 Rue Fontaine d'Amour, 1030 Brussels Tel: (02) 41-51-64 Exec. A. Verbiest

Apollo SA: 11 Av. Lloyd George, 1050 Brussels Tel: (02) 49-01-20, 49-06-05. Gen. Mgr: Hubert Harckeghem. Affiliates: Radio Tele Music (Belgium Holland) SA. Int'l reps.: Argentina (Polo), Australia (Tele), Brazil (Ital), Canada (Radio), France (Odeon), Germany (EMI), Greece (Mega), Italy (Eben), Japan (Burlington), Netherlands (EMI), Spain (Saturnus), Switzerland (Eri), UK (S Rocket)

Belgium: (Exports) EMI, (Imports) Phonogram.

Belgian Muziek SA, 30 Rue St. Jean, Brussels. Tel: (02) 12-54-72. Gen. Mgr: J. Verbeke. Int'l firms represented: France (Carabine), Germany (EMI), Italy (Carabine). Belgium: (Imports) Phonogram, (Exports) EMI.

Belgian Muziek SA, see Intersong-Primavera.

Belinda Music SA, see Intersong-Primavera.

Belgium: (Exports) EMI, (Imports) Phonogram.

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**BOLIVIA**

**Label credits:** Caravan, EMI, Teldec, Warner Brothers.

**Popular artists:**
- **Bolivia:**
  - **Label credits:** Caravan, EMI, Teldec, Warner Brothers.

**Record & tape manufacturers / distributors / importers**

- **Archives:**
  - **Phileps:**

**Phileps Bolivia Ltd.**
- **Owner & Dir:** Julio Martinez Arteaga. **Tel:** (02) 241-6570. **MGR:** Miguel Dueri.

**Apolion**
- **Label credits:** Acapella, Academica, Polydor.

**Music publishers**

- **Archives:**
  - **Wampa Publishing (Bolivianos de Autrices y Compositores de Musica):**

**Carnival**
- **Owner & Dir:** Julio Martinez Arteaga. **Tel:** (02) 241-6570. **MGR:** Miguel Dueri.

**Services**

- **Archives:**
  - **Phileps South America Ltd.:**

**LABELS**

- **Sobepress SA (Societe Beige de Pressage):**

**Cable office:** USA

- **Bratislava**
  - **Owner:** G. M. G. M. **Phileps South America Ltd.**
  - **Label credits:** Academica, Polydor, Mercury, Philips, Polydor.

**Tape playback equipment**

- **Belgian-Neerlandesse d'Electricite W. Leeuwen:**
  - 108 Rue de la Clinique, 1070 Brussels (Tel: 18-19-08. Chief product: Mercury, Philips, Polydor.

**Svenske**
- **Label credits:** Acapella, Academica, Polydor.

**LABELS**

- **Sobepress SA (Societe Beige de Pressage):**

**SLEEVES**

- **Eurovox Printing,**
  - 322 Pierstr, 2550 Kontich. Tel: (03) 87-60-20. Chief product: Mercury, Philips, Polydor.

**RECORD PROCESSING MACHINERY**

- **Fabricati SA:**

**Tape**

- **Fabricati SA:**

**SUPPLIES**

- **Sobelpress SA (Societe Beige de Pressage):**

**Label credits:**
- **UK:**
  - Mercury, Philips, Polydor.

**Reproduction**

- **Fabricati SA:**

**SUPPLIES**

- **Sobelpress SA (Societe Beige de Pressage):**

**Tape**

- **Fabricati SA:**

**Fabricati SA:**
- **Label credits:** Acapella, Academica, Polydor.

**Tape**

- **Fabricati SA:**

**Fabricati SA:**
- **Label credits:** Acapella, Academica, Polydor.

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- **Owner & Dir:** Julio Martinez Arteaga. **Tel:** (02) 241-6570. **MGR:** Miguel Dueri.
BOOK

store fixtures & merchandising aids manufacturer


Merchandising aids manufacturers

Philips. see Phonogram


Labels: Owned: Archivo, DGG, Elenco, Festa, Fontana, MGM, Mercury, Philips, Polydor, Polydor, Smer, Verve (represented) Agape, Air, Ball, Bethlehem, Blue Note, Bluebird, Columbia, Decca, Dunhill, Kama Sutra, Cetra, Charamma, Cobaltstone, Columbia, Cuore, Custom, Enterprise, Festival, Flying Dutchman, Good Vibrations, Group, King, Lion, Migraf, Negro, Ornament, Voxotum. People, People, People, Rock, Road, Rumor, Shelter, Stormy Forest, Track, Trova, Vertigo, U.T. Pick, see RGE, Femarca

Pena, Rua Patria, Vila Forte 194, 02345 Tucum, Sao Paulo Tel. 298-1197 Pres. Malcolm Kagar.

Intl branch: Brazil

Paulo, see CBS

Polyphon, see Phonogram

Premier, see RGE, Femarca

B R T, see Nova Music

Eise (Romel), Caxanga Past 8400. Av. Ipiranga 1097, 10th Fl. Sao Paulo Tel. 36.6991 Cable RADIANTER. Telex 5P75. Lelli (Sao Paulo) RCA, R.C. Camden, Victor, Vioctra, (represented) Alegro (USA), Barclay (France). Blue Note (USA), Buena Vista (USA), Colgems (USA), Crewe (USA), Decca, USA, Disques Lisboa (Canada, UK), Fantasy, USA, Galaxis (USA), Gefa (USA), Geographic, (USA), Kimher (USA), Key In (UK), Polydor (UK), Pickwick (USA), RPM (UK), Sire (USA), Tamla (USA), Verve (USA).

Population: 102,000,000.

Birth rate: 36.4 per 1,000 population. Per capita income: 1535.

Main holidays: February 26, 27 (Carnival), Good Friday, May 1, September 7, November 15, December 25.

RECORDS:


Average retail price per record: L.P.’s 5-8 pesos.

Stereo sales: 100% of total.

Discounting: None.

Average retail price per cassette: 15.00 pesos.

TV SERV:

Means of promotion. TV serves as an increasingly important medium.

TAPE:

Market: The sales of cassettes virtually doubles every year while the sales of phonograph records have only increased 15.

Pre-recorded tape sold domestically: 8 hrs. 1973-1974, 116,300 units; 1972-73, 262,000 units. Cassette sales 1973-74, 1,943,100 units; 1972-73, 1,038,500 units.

Average retail price per tape: Cassette—150.00 pesos.

RADIO STATIONS:


SEGMENTS:

Public stations: 1972-267,200 units; 1973-1,970,300 units.

Commercial stations: 1972-1,038,500 units; 1973-1,943,100 units; 1973-267,200 units. 

Personnel: 75,500; 1973-1,943,100 units.

Imports Som, see RGE/Fermata.

Okeh, see CBS.

RGE, see Companhia Ind. de Discos.

A&M, see Beverly-Som.

London, see Odeon.

MGM, see Phonogram.

Mercury, see Phonogram.

Elenco, see Phonogram.

Tropicana, see CBS.

One Way Producciones & Eds. Musicais, see Top Tape.

El Palacio, see CBS.

RGE/Fermata, see RGE/Fermata.

Sosamba, see Tapecar.

Santoso, see Companhia Ind. de Discos.

Verve, see Phonogram.

Santana, see Gravacoes Chantecler.

RCA, see Companhia Ind. de Discos.

Campeao, see Telefunken.

Galinha, see Otelo.

Clock Recs., see Unison.

Peralta, see RGE/Fermata.

Camoeiros, see RGE/Fermata.

Gaeta, see Fonograma.

Heliodor, see Phonogram.


Agency: E M, see Odeon.

 despair, see Santa Banta, RGE/Fermata.

E M: see Odeon.

Telefunken, see Telefunken.

Odeon, see Som Industria & Comercio

Elenco, see Phonogram.

Gallegos, see NGP Crescendo.

Sabia, see Som Industria & Comercio

311, 4th 11... Rio de Janeiro. Pres.: Manuel Pio Correa; Gen. Mgr.: Andre Midani; Sales Mgr.: Helene de Oliveira, Intl Mgr. Alfredo Ribeiro. Intl branch: France, Canada, France, Germany, UK, Germany, UK, Italy, France, UK, Portugal, UK, Argentina (Sicamericana), Portugal (Tecla), Venezuela (Favedeico). Labels: (Owned) RCA, RCA Camden, Victor, Vioctra, (represented) Alegro (USA), Barclay (France). Blue Note (USA), Buena Vista (USA), Colgems (USA), Crewe (USA), Decca, USA, Disques Lisboa (Canada, UK), Fantasy, USA, Galaxis (USA), Gefa (USA), Geographic, (USA), Kimher (USA), Key In (UK), Polydor (UK), Pickwick (USA), RPM (UK), Sire (USA), Tamla (USA), Verve (USA).

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RECORDS:


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Stereo sales: 100% of total.

Discounting: None.

Average retail price per cassette: 15.00 pesos.

TV SERV:

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Market: The sales of cassettes virtually doubles every year while the sales of phonograph records have only increased 15.

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RADIO STATIONS:


Agency: E M, see Odeon.

 despair, see Santa Banta, RGE/Fermata.

E M: see Odeon.

Telefunken, see Telefunken.

Odeon, see Som Industria & Comercio

Elenco, see Phonogram.
Doug Chippell, College Promo. Mgr., Colin MacDonald.
Home office: 100 Century Ave., Mississauga, Ont.
P.O. Box 2575, Chariot Ave. Tel.: (416) 638-9741. Tel. 03-619355
Mgr.: David Brodeur
Labels: (Owned) Ampex, (distributed) Clic, Double M, Fleurs, Hedau, Much, Much Int'l, Naja, Ode, Sweet.
Int'l reps.: see listing in USA.
A V I., see Quality.
Alpes (tapes only): see London.
Able, see London.
Ableco, see Polydor.
Acme of Clubs, see London.
Affen, see Columbia.
Alarm, see Canadian Music.
Allagor, see Musimart.
Alma Platinum, see Musimart.
Amiesse, see Polydor.
Amperands, see World.
Amperas, see World.
Ampex, see Canadian Music.
Ampex, see MuSica.
Ampex, see Canada.
Ampex, see Amperas.
Ampex, see Arhoolie.
Ampex, see Canada.
Ampex, see地上.
Ampex, see Canadian Music.
Ampex, see Amperas.
Ampex, see Artists.
Ampex, see RCA.
Labels: (Owned) Barclay (distributed by Polydor), Classic Impressions, Golden Gate, Great Expectations, Jive, M_P.M, Polydor, Stax, Sussex, Tamla, VIPS, Van
Elephant, see Polydor.
Babel, see London.
Babel International, Sound Stage 7, True North.
Babel, see Polydor.
Babel, see Canadian Music.
Babel, see World.
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QUALITY RECORDS LIMITED

Our sincere thanks to:

Our three hundred employees whose support and loyalty made it all possible.

Our record manufacturing, tape duplicating division and printing department for a product.

Our national sales and promotional teams for everyday total involvement.

Our U.S. affiliates for making us second to none in Canada.

Our company-owned branches and independent distributors for 100% penetration from coast to coast.

Canada’s largest Independent Manufacturer and Distributor now 25 years young.

QUALITY RECORDS LIMITED

RC South
Quality Records Ltd.
380 Birchmount Rd.
Scarborough, Ont.
M1K 1M7

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Alfred Will, see Chappell -Chappell.

American Art Music Inc., see Curnow.


American Music Sales Co., see Chappell.


American Music (CAPAC), 184 Eglinton Ave. E., Toronto, Ont. M4P 1K5. Tel: (416) 484-4444. Affiliates: Canadian Songwriters, the Netherlands.


American Music Inc., see Curnow.


American Music Publ'g Co., see Chappell.

American Music Sales Co., see Chappell.


American Songs Inc., see American Music, New York.

American Trade Inc., see Chappell.

American Music Publ'g Co., see Chappell.


C
Joe Gold Music, see Chappell-Bregman Vocco & Conn.
Gershwin, see Chappell-Chappell.
Edward Kassner Music Co. (Canada) Ltd., see American Metropolitan.
Phil Kahl, see Chappell.
Hopo & Boco Music, see HP & Bell.
Halben Music Publ'g Co. (CAPAC). 4824 Cote des Neiges
H P & Bell Mgmt. Ltd. (BM!). 120 Avenue Rd., Toronto, Ont.
Morton Gould, see Chappell-Chappell.
Glenbrook Music Corp.. see American Metropolitan.
Gallent/Robinson (CAPAC), 7 Burton Ave., Montreal, P.Q.

Halben Music Publ'g Co. (CAPAC). 4824 Cote des Neiges
H P & Bell Mgmt. Ltd. (BM!). 120 Avenue Rd., Toronto, Ont.
Fivetake Music Ltd. (BMI), see Fivetake Group.
Fivetake Music Ltd. (BMI), Jigsaw Music (BMI), Kash -
Administered companies: Entr'acte Music Publ'g Co.
Morton Gould, see Chappell-Chappell.
Glenbrook Music Corp.. see American Metropolitan.
Gallent/Robinson (CAPAC), 7 Burton Ave., Montreal, P.Q.

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Gallent/Robinson (CAPAC), 7 Burton Ave., Montreal, P.Q.

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Affiliates: Harmuse Publ'ns (BMI), Royal Conservatory
CANADA

WINNIPEG (Area Code 204)

Musimart Ltd., 2737 W. 21 Ave. Zone: 8. Tel 738-8192.
London Recs. of Canada (1967) Ltd., 3166 Lake City Way, London, MAM, Manibelle,
Tape lines: Abkco, Able, Ace of Clubs, Ace of Diam-
Francaise du Son, Soleil, Soundot, Spark, Summus,
belle, Maple, Melbourne, Mobile Fidelity, Noble,
O'Looney Lyre, Ophra, Egg, Egg, Oval, Parlof, Philips, Pro-
Project 3, Richdon, Rodeo, Silion, Smyle, Society Francais
du Son, Soleil, Soundot, Tape lines: Abkco, Able, Ace of Diam-
Francaise du Son, Soleil, Soundot, Spark, Summus,
belle, Maple, Melbourne, Mobile Fidelity, Noble,
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Francaise du Son, Soleil, Soundot, Spark, Summus,
belle, Maple, Melbourne, Mobile Fidelity, Noble,
O'Looney Lyre, Ophra, Egg, Egg, Oval, Parlof, Philips, Pro-
Project 3, Richdon, Rodeo, Silion, Smyle, Society Francais
du Son, Soleil, Soundot, Tape lines: Abkco, Able, Ace of Diam-
Francaise du Son, Soleil, Soundot, Spark, Summus,
belle, Maple, Melbourne, Mobile Fidelity, Noble,
O'Looney Lyre, Ophra, Egg, Egg, Oval, Parlof, Philips, Pro-
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du Son, Soleil, Soundot, Tape lines: Abkco, Able, Ace of Diam-
Francaise du Son, Soleil, Soundot, Spark, Summus,
**WATERLOO**

(Area Code 519)

Carl H. Sattler & Sons., Ltd., 321 Weber St. N., Thistle 858-0562, Mr. W. H. G. Sattler (Rec. & Tape R).  

**QUEBEC**

**MONT-JO**

(Rec. Code 418)


**MONTREAL**

(Rec. Code 514)

Allied Supply Co., Ltd., 4466 de L'Estrie, St. Laurent 384, Tel: 346-4066, Mr. S. J. M. Godin (Rec. & Tape O).  

**MONTREAL METROPOLITAN AREA**

(Rec. Area Code 514)

Allied Supply Co., Ltd., 4466 de L’Estrie, St. Laurent 384, Tel: 346-4066, Mr. S. J. M. Godin (Rec. & Tape O).  

**MTL.**

(Area Code 514)
Lear Jet Stereo 8, see Hardman Inds. Ltd.

Hardman Inds. Ltd., 150 Consumers Rd., Suite 207, Willow - Wynford Hall, see Stereo Tape Prods.

Pan Can, see Pan Canada Magnetics Ltd.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont.

Parr's Print & Litho, 341 Nantucket Blvd., Scarborough, Ont.


Bildmark, see Premier Electronics Inc.

Brand name: Ampex.

Dolby; (2 portable models).

Brand name: AR Automatic Radio.

Type of distribution: Manufacturer to retailers, independent distributors.

brand name: Automatic Radio.

Type of distribution: Manufacturer to retailers, independent distributors.

brand name: Auton."
supplies

ENVELOPES & MAILERS
JACKETS & SLEEVES
LABELS
POLYETHYLENE BAGS

Alta industria de Radio & Televisión SA, Catedral 1029-30.
Saturno, Tel. 50 081, 80 461. Gen Mgr. Roberto Ingleman.

store fixtures & merchandising aids manufacturers

Alta industria de Radio & Televisión SA, Catedral 1029-
Saturno, Tel. 50 081, 80 461. Gen Mgr. Roberto Ingleman.
Product: Display racks (rec. only).

China, Republic Of

population: 150,000
rate of exchange: 1/us = 37.50 taiwan dollars

record industry: sales of phonorecords recorded in the Republic of China (Taiwan) from USA, 1973, 1972.

music publisher

Four Seas Rec. Publ Co., 169 Sn-Ng S. Rd., Taipei.
Tel: (02) 3711202. Gen Mgr. C.Y. Liao

services

ASSOCIATION & PROFESSIONAL ORGANIZATION
Taiwan Importers and Distributors Association.
22, Kuan Chien Road, Taipei. Tel: 310490, 311867, 310475

DISTRIBUTING, IMPACTING & PRESSING PLANTS

Four Seas Rec. Publ Co., 169 Sn-Ng S. Rd., Taipei.
Tel: (02) 3711202. Gen Mgr. C.Y. Liao

POLYETHYLENE BAGS


PROMOTION & PUBLICITY

Four Seas Publ Co., 169 Sn-Ng S. Rd., Taipei.
Tel: (02) 3711202 Gen Mgr. C.Y. Liao

TAPE CUSTOM Duplicators

Four Seas Rec. Publ Co., 169 Sn-Ng S. Rd., Taipei.
Tel: (02) 3711202 Gen Mgr. C.Y. Liao

CARTRIDGE & CASSETTE PARTS

Four Seas Rec. Publ Co., 169 Sn-Ng S. Rd., Taipei.
Tel: (02) 3711202 Gen Mgr. C.Y. Liao

JACKETS


TAPE, RAW & BLANK LABELS

Lunfair Engg & Trading Ltd., 43 Po Ai Rd., Taipei.

music publisher

Four Seas Rec. Publ Co., 169 Sn-Ng S. Rd., Taipei.
Tel: (02) 3711202. Gen Mgr. C.Y. Liao

Music firm represented: Phonogram (Netherlands)

accessories manufacturers

Hai Shan Rec. Co., Ltd. 114 Bao Shan Too, Taipei.
Tel: 964248, 963151. 963155.
Brand name: Universal

store fixtures & merchandising aids manufacturers

Hai Shan Rec. Co., Ltd. 114 Bao Shan Too, Taipei.
Tel: 964248, 963151. 963155.
Brand name: Universal

Chino Asso. Ltd., Box 20618, 7 Nan Rd, R.P. KEZP, Kaohsiung Tel: 222565, 222569. Cable: ASIAEL Gen. Sales Mgr. Timothy T.W. Wu

CHINA, REPUBLIC OF

accessories manufacturers

Hai Shan Rec. Co., Ltd. 114 Bao Shan Too, Taipei.
Tel: 964248, 963151. 963155.
Brand name: Universal

store fixtures & merchandising aids manufacturers

Hai Shan Rec. Co., Ltd. 114 Bao Shan Too, Taipei.
Tel: 964248, 963151. 963155.
Brand name: Universal

Established 1974-75 International Music-record Directory
COLOMBIA / COSTA RICA / CYPRUS

■ music publisher
Musical Mundo SA, Apdo. 4093, San Jose. Tel.: 25-95-55.

— Int’l firms represented: April (USA), Blue Seas (USA), Four Star (USA). Jac. Lowry (USA), Metagal (Argentina), Mundo Musical (Brazil), Mexico.

■ services
Asociacion de Músicos y Compositores Costarricenses. Apdo. 4365, San Jose.

■ design & artwork
DIRECT-MAIL SERVICE
PRINT & PROCESSING & PRESSING PLANT

■ promotions & publicity
Asociacion de Músicos y Compositores Costarricenses. Apdo. 4365, San Jose.

■ accessories manufacturer
Industria (Industria de Discos Centroamericana) SA. Apdo. 4993, San Jose. Tel: 25-95-55. Gen. Mgr. Mario Pacheco

■ supplies
CARTRIDGE & CASSETTE PARTS MANUFACTURER

■ processing equipment

■ tape playback equipment

■ record & tape manufacturers/distributors/_importers

■ accessories manufacturer
Industria (Industria de Discos Centroamericana) SA. Apdo. 4993, San Jose. Tel: 25-95-55. Gen. Mgr. Mario Pacheco

■ services
Asociacion de Músicos y Compositores Costarricenses. Apdo. 4365, San Jose.

■ supplies
CARTRIDGE & CASSETTE PARTS MANUFACTURER

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Asociacion de Músicos y Compositores Costarricenses. Apdo. 4365, San Jose.

■ supplies
CARTRIDGE & CASSETTE PARTS MANUFACTURER

■ processing equipment

■ tape playback equipment

■ record & tape manufacturers/distributors/imports
CZECHOSLOVAKIA

DENMARK
should own Philips Musicassettes. The cartridge 8-tr.

Horak.

Intl firms represented: Page Full of Hits. Rondor (both

CZECHOSLOVAKIA
Population: 14.357.000
Rate of exchange: S1 (US) = 5.92 koruna.
Holidays: January 1 (New Year's), Easter Monday, May 1
(Labor Day), May 9 (Liberation Day), October 28
(Nationalization Day), Dec. 25, 26.

RECORDS:
Records manufactured for domestic & export sale: LP's

1973-4,454,000 units, $32,607,500; 1972 3,475,000 units, 526,549,000. EP's & singles
1973-5,862,000 units. 510.375,900; 1972-

6,457,000 units, $13,882,500.
Records sold domestically: LP's 1973-2,840,000 units,

$20,813,500: 1972-2,431,000 units, $18,572,-

840. EP's & singles 1973-5,562,000 units, $9,765,693; 1972-6,201,000 units, $13,332,150.
Records exported to USA: 1973-36.105 units, S 36,295;
1972-28,479 units, 526,298.
Average retail price per record: LP's -57.32: EP's S2.40; Singles -52.03.
Stereo sales: 58% total.
Discounting: Never.
Type of distribution: Opus and Supraphon own a chain of
specialized retail shops. Panton also sells through these.
This accounts for 80% of total sales. The remainder is
done through manufacturer -to -wholesaler -to retailer

Intl reps.: Austria, Germany, Switzerland (Schneider in
Austria.
Panton (PubTrs of the Czech Music Fund(, Ricni 12, 118 39

Prague 1. Tel: 538-151. Gen. Mgr.: Vladimir Sevcik;
Sales N'gr.: Drahomir Sulak.

Intl reps: Austria. Benelux, Germany, Switzerland (all
Baerenreiter in Germany), Canada, Mexico, Philippines
(all General Music in USA).
Supraphon, Palackeho 1, Prague 1. Tel- 268-141, 261608.
Intl firms represented: Aberbach (West Germany),
Barclay (France), Chappell (West Germany), Francis Day
& Hunter (West Germany), Dick James (UK), Ivan

Mogull (USA). Claude Pascal (France), RAK (UK),
Hermann Schneider (Austria), Tree (USA)

Inel reps.: Austria (Baerenreiter it West Germany),
Denmark (Hansen), France (Boosey & Hawkes), West
Germany (Beerenreiter), Italy (Nazionalmusic), Japan
(Yamaha), Netherlands (Baerenreiter in West Germany),
Norway (Harald Lyche), Portugal (Sassetti). Sweden
(Nordiska), Switzerland (Baerenreiter in West Germany),
UK (Alfred Kalmus).

services
Association of Czech Composers & Concert Artists.

decisive role in the promotion of pop records.
Supraphon Record Club, operating on a subscription
basis, is of great importance in the sale of classical and
special pop records, i.e. jazz, progressive pop, etc.

Josef PMenicek.
Association of Slovak Composers, Sladkovicova

11,

Bratislava. Tel: 33-794. Pres.: Oto Ferenczy.

Bratislayska Lyra (Intl Pop Song Festival Bureau),
Festival Committee Head: Dr. Ivan Stanislav: Sec'y: Ing.
Peter Horak.

TAPE:
Pre-recorded tape sold domestically: Cassettes 1973-

51,045,580; 1972-33,200 units.

$450,000. Open reel 1973-5,668 units, 595,743.
Average retail price per tape: Cassettes -58.99; Open
reels -516.85.

Market: Open reel equipment still predominates, but is used

for amateur recording and copying, and sales of prerecorded tape are negligible. Pre-recorded cassettes are
slowly progressing. 8 -track cartridges have not yet been
introduced.

RADIO STATIONS:
Government -3.
Comment: One national station programs pop music almost
exclusively, one is devoted to classical music. About
50% of broadcast music derives from records, mostly of
domestic production.

TELEVISION STATIONS:
Government -2 channels.
Comment: Programs concentrate mostly on easy listening.
Rock, jazz, etc. are rarely featured. Classical music is
programmed regularly on the educational channel.

IMPORT/EXPORT REGULATIONS:
Both license contracts and export /import deals are made
with Socialist countries; only license contracts are made
with Western countries and import of records is nonLubomir Doruzka
existent.

record & tape

Czech Music Foundation, Besedni 3, Prague 1. Tel: 530546.
Czech Music Fund, Besedni 3, Prague 1-Mala Strana. Dir.:
Vladimir Sevcik.
Czechoslovak Music Information Centre, Besedni 3, Prague
1. Tel: 530-546.

Dilia (Czechoslovak Theatrical & Literary Agency),

Vysehradska 28, Prague 2.
Guild of Czech Composers & Concert Artists, Valdstejnske
nam. 1. Prague 1. Tel: 536-468. Pres.. Lubomar
Zelezny.

Pragokoncert. Malterske nam. 1, Prague 1. Tel- 581-841.
Dir.: Dr. Frantisek Hrabal.
Slovak Music Foundation, Gorkeho 19, Bratislava.
Slovak Music Fund, Fucikova 29, Bratislava. Dir.. Jan
Hedera.

Slovkoncert (Czechoslovak Artistic Agency), Leningradska 5,

Dir.: Dr. Lubomir Cizek: Gen. Mgr.: Jan Miskovic:
Dept. Mgr.: Milos Borsky. (Exclusive agency for all
Slovak artists & performers.)

LICENSING ORGANIZATIONS, MUSIC
0 S A (Ochranny svaz autorsky pro prava k dilum
hudebnim-Authors' Ass'n for Protection of Rights on
Musical Works), Trida cs. armady 20, Prague 6. Tel:
(Mechanical & performing rights). (Affiliated with Blem,
CESCA).

S 0 Z A, Tekovska Stra. 3, Bratislava. Tel: 510-29. 541-41.
Gen. Mgr Gejza Dusik, Mechanical Rights Dept. Chief:
Dr. Pavol Benovsky; Performing Rights Dept. Chief:
Marian Fndrichovsky. (Mechanical & performing rights).

manufacturers /
distributors / importers

DENMARK

Artie (Foreign Trade Corp. for the export & import of cultural

commodities), Ve Smeckach 30, Prague 1. Tel: 246284. 248-244. (All international licensing contracts of
Penton and Supraphon are conducted in cooperation
with Artia).
Opus Rec. & Publ'g House, Dunajska 22. Bratislava. Tel:
526-65, 528-86. Comm.! Dir.: Alexius Aust; Gen. Mgr..
Dr. Ivan Stanislav; Copyright & License Mgr.: Dr.
Oldrich Horak; Artistic Dir.: Dr. Marian Judk. (Exported
by Sloven).
Labels: (Owned) Opus.
Int'l reps: Japan (Victor). Spain (Diresa).
Panton (Pubirs of the Czech Music Fund), Ricni 12, 118 39

Prague 1. Tel: 538-151. Gen. Mgr.: Vladimir Sevcik;
Sales Mgr.: Drahomir Sulak; Chief Ed.: Jiri Malasek;
Copyright: Jiri Valenta. (Exported by Artie).
Sloven (Foreign Trade Corp. for the import & export of
cultural commodities), Gottwaldovo nam. 48,
Ladislav Chalupka; Sales Mgr.: Dr. Frantisek Lucky.

Labels: (Owned) Supraphon, (represented) Amiga (East

Germany), Ariola (West Germany), Barclay (France),
CBS (France. USA), EMI (UK), Eterna (East Germany),
Jugoton (Yugoslavia), Melodiya (USSR), Muza (Poland),

Palette (Belgium), Polydor (West Germany), Qualiton
(Hungary), Melia / Motown (USA), WEA group (USA).
Intl reps.: Austria (Ariola), Denmark (Dansk), Finland
(Scandia), France (Sonopress), East Germany (Descha),

West Germany (Ariola), Italy (Rai), Japan (Nippon
Columbia), Mexico (Gamma), Netherlands (Cinerec),
Spain (Discophon), Sweden (Sonet), Switzerland
(Ariola), UK (Rediffusion).

music publishers
Opus Music Publ'g House, Dunajska 22. Bratislava. Tel:

Dr. Ivan Stanislav; Copyright Dept. Mgr.: Dr. Oldrich
Billboard 1974-1975 International Music -Record Directory

market is still very small and the sales are declining. The
sales of open reel units are dropping.

Pre-recorded tape sold domestically: 8-tr. 1973-6,689
units, 545,490; 1972-9,093 units, 567,948.
Cassette 1973-828,894 units, $5,885,097; 1972507,416 units, 53,201,500. Open reel 1973-1,499
units, 513,766; 1972-2,521 units, 523,485.
Average retail price per tape: 8-tr. 59.15; cassette 59.15:
open reel S10.46.

RADIO STATIONS:
No. of government 1 (3 AM & 3 FM channels).
Comment: Program 1 News & entertainment, Program 2:
Culture; Program 3: Music (full time stereo). There are

2,000.000 radios in use.

TELEVISION STATIONS:
Nc. of channels 1 (government).
Comment: Denmarks Radio is the only national channel, but
46% are able to see the two Swedish channels, 28% the
three German stations, and 5% the one East German

channel. There are 1,700.000 TV's in use.
Knud 0 rsted

record & tape

manufacturers/
distributors / importers

ASSOCIATIONS & PROFESSIONAL
ORGANIZATIONS
Valdstejnske nam 1, Prague 1. Tel: 536-468. Pres:

system.

Type of promotion: Government -controlled radio plays the

116,271 units,

UK).

Population: 5,025,000.
Rate of exchange: 51 (US) = 6.50 kroner.
Per capita income: 56,000.
Holidays: January 1, Maundy Thursday. Good Friday, Easter
Monday, Store Bededag (Danish Public Holiday -fourth
Friday after Easter), Ascension Day. Whit Monday, June
5 (Constitution Day), December 25, 26.

ArLhiv. see Polydor.
Artist, see Ed. Wilhelm Hansen.
B 6, see Oktay.

C B S Grammofon A /S, Bogholder Alle 40, DK-2720
Vanlose. Tel: (01) 71-31-33. Telex: 27204. Gen. Mgr.:
Soren Nissen.

Labels: (Owned) CBS. Epic: (Distributed) Stuk;
(represented) Anon (France), Artone (Netherlands), Blue
Horizon (UK), Cupol (Sweden), Date (USA), Iris
(Netherlands), Monument (USA), Philadelphia Intl
(USA), Uniek (Netherlands).
C S A Recs., Kobmagergade 59, DK-1150 Copenhagen.
Label: (Represented) New Orleans (USA).
California, see Moerks.
Circle, see Jacks.
Columbia, see EMI.
D G, see Polydor.
Dansk, see Sonet/Dansk.
E M I (Dansk-Engelsk) A /S, Hoffdingsvej 18, DK-2500

Valby-Copenhagen. Tel: (01) 30-67-11. Cable:

GRAMMOPHON. Telex: 16631. Mng. Dir.: Kurt Hviid

Mikkelsen; Sales Mgr.: Ole Jerso; Rec'g Mgr.: Per
Sorensen; Label Mgrs.: Jerry Ritz, Flemming
Guldsborg, Alan Dessau.

Labels: (Owned) EMI, Columbia, Emidisc, HMV,
Harvest, Music for Pleasure, Odeon, Parlophone, Regal
Zonophone; (represented) ABC/Dunhill (USA), Angel
(USA), Apple (UK), Barclay (France), Bellaphon
(Germany), Bronze (UK). Capitol (USA), Chrysalis (UK),
Delta (Netherlands), Dot (USA), Famous (USA). Island
(UK), Milestone (USA), Motown (USA), Paramount
(USA), Pickwick (USA). Polar (Sweden). Prestige (USA),
Probe (UK), Purple (UK), Pye (UK), Qua iton (Hungary).

RAK (UK), Red Bus (UK). Riviera (France). Seraphim
(USA), Sovereign (UK), Sunset (USA), Sveriges Radio
(Sweden), Unicorn (UK), United Artists (USA).
Emidisc, see EMI.
Epic see CBS.
Fiasco, see Sonet/Dansk.

Font., Marielundvej 28, DK-2730 Herlev. Tel: (01) 91-7000.

Fontana, see Phonogram.
Frooe Herloev & Co., Borgergade 14, DK-1 300 Copenhagen
K. Tel: (01) 14-98-50. Cable. SELECTAHERLOEV.
Pres.: Henning B. Petersen. (Wholesaler /Importer).
G S P. see Moerks.
H M V. see EMI.

Wilhelm Hansen (Ed.), Gothersgade 9-11, DK-1123
Copenhagen K. Tel: (01) 11-78-88. Cable:
MUSIKHANSEN. Telex: 19912. Co-Pres.: Hanne &
lone Wilhelm Hansen.

Labels: (Owned) Ed. Wilhelm Hansen, Artist;
(represented) Barnparaden (Sweden), Cavendish (UK),
Disques All Stars (France), IML Paris Sunflower (France).

Montparnasse 2000 (France), Selected Sound
;Germany), Zero (France).

int'l rep.: Sweden (Nordiska).

RECORDS:

Harvest, see EMI.
Heliodor, see Polydor.

Records manufactured for domestic & export sale: LP's

J K Music, Bastholmen 34, DK-3520 Farum. Tel: (01) 9520-42. Co-Pres.: Joergen Kleinert, John Rasmussen.

1973-2,862,027 units, $15,277,956; 19722,401,971 units, $14,056,223. EP's & singles

1973-1,361,396 units, $2,432,971; 1972-

1,363,064 units, $2,464,661.
Records, record blanks & pre-recorded media imported

from USA: 1973-5578,628; 1972-5417,735.
Records exported to USA: 1973-522,494; 1972 -

55,445.
Average retail price per record: LP's -S9.15; EP's S2.76; singles -S2.23.
Stereo sales: 99% of total.
Record club sales: 10% of total.
Discounting: Frequent.

Type of distribution: Manufacturer -to -retailer system
predominates. There is only one rack jobber (Music
Rack) owned by all manufacturers of the Danish group of
the International Federation of Gramophone Industry.

Type of promotion: Radio and TV are the most important,
followed by the two biggest national daily newspapers,

which have regular information about the music

business. Vi Unge (sales 65,000) and Go (30.000) are
the only monthly magazines covering music.
Jukeboxes: 7,500.

TAPE:
Market: The Philips Musicassette system is still prevailing
and growing fast. There now exist 530,000 playback
units, and in three years 52% of the Danish households

Labels: (Owned) KMF, Play; (represented) Avenue (UK),
(UK), Continental (Norway), Enterprise (UK),
Euronett (Norway), Forest (UK), Moondisc (Sweden).
I3ipar

Jacks. Recs., Nedergardsvej 48, DK-8200 Aarhus N. Tel:
K M F, see JK Music
Karussell, see Polydor.
Kiki, see Moerks.

Life, :we Sonet/Dansk.
M G M. see Polydor.

Magnet Music Prod'n A / S, Solvgade 10, DK-1307
Copenhagen V. Tel: (01) 12-01-12. Gen. Mgr.: Johnny

Reimer; Promo.: Birgit Mogelberg. (See Nordisk
Polyphon).

Mascot, see Sonet/Dansk.
Medium, see Moerks.
Mercury, see Phonogram.
Meto, see Moerks.

Tel: (01) 71-28-11. Cable: METRORECORDS. Mng.
Dir.: Stefan Fryland; A&R: Olav Bennike. (Distributed by
GDC).

Labels: (Owned) Metronome; (represented) Asylum
(USA). Atco (USA), Atlantic (USA), Cotillion (USA),
Dunwich (USA), Elektra (USA), Embryo (USA), Reprise
(USA), Top Classic (Germany), Vortex (USA), Warner
Bros. (USA).

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### Denmark

**Music Publishers**

- **Acuff-Rose Scanda**, see **Moerks**
- **Finnan**
- **Frick**

### Sweden

**Music Publishers**

- **Alcuin-Rose Scanda**, see **Moerks**

### Norway

**Music Publishers**

- **Moerks Musikforlag A/S**, see **Morgan**

### Finland

**Music Publishers**

- **Kustannustihe IMUCDO**
**EGYPT**

**NEWSPAPERS AND RADIO STATIONS**


**TAPE**

Market: The bright future of B-track in 1971-72 has diminished considerably. Although the ratio of records to tapes is 60 to 40 in favor of records, one of the paradoxes is that in 1973 the trend is towards a greater number of tapes.

Pre-recorded tapes sold domestically: 1973: $31,000 units; 1972: 64,000 units. Cassettes 1973-922,000 units; 1972-680,000 units.

Pre-recorded tapes imported from USA (CIF): 1973-128,000 units; 1972-190,000 units.

Pre-recorded tapes exported to USA (FOB): 1973-170,000; 1972-120,000.

Pre-recorded tapes imported from countries other than USA: 1973-13,000 units; 1972-336,000 units.

Pre-recorded tapes exported to countries other than USA (FOB): 1973-1,000,000 units; 1972-336,000 units.

Average retail price per tape: 19.99; 19.90.

**RADIO STATIONS**

No of government stations: 1. Comment: Program 1: Semi-programming, mainly spoken words, plays, topics. Program 2: Mostly popular, jazz and classical music with local artists. Program 3: Swedish language program, partial replaying of Programs 1 & 2. Most of the programs have live step music and disc jockey shows. There are about 30 hours of stereo transmissions per week.

**IMPORT/EXPORT REGULATIONS**

There are no customs duties from EFTA, Great Britain, Denmark and USSR. Record and tape imports from these countries are free of duty (excluding EFTA members), while the general customs duty for the rest of the world including the USA is 4%. All imports, without regard to country of origin, bear an additional 2% surcharge. An importer that does not have a wholesale license may also pay a customs duty of 12.4%. It is required that all imports must be prepaid before goods are granted to one's possession. No import licenses are needed, except for trading with Iron Curtain countries.

**ECONOMY**

Per capita income: 52,900. Imports into circulation of 200,000 monthly copies give good per capita income. Discotheques are other useful outlets. Radio networks are most important. Jukeboxes and record players are gaining further.

**EUROPEAN DISTRIBU TORS / IMPORTERS**

Type of promotion: Government-controlled radio and TV networks are most important. Jukeboxes and record players are gaining further.

**FINLAND**

**NEWSPAPERS AND RADIO STATIONS**

Population: 4,700,000. Rate of exchange: $1 (US) = 0.66 Egyptian pound. No of government stations: 1. Comment: Program 1: Semi-programming, mainly spoken words, plays, topics. Program 2: Mostly popular, jazz and classical music with local artists. Program 3: Swedish language program, partial replaying of Programs 1 & 2. Most of the programs have live step music and disc jockey shows. There are about 30 hours of stereo transmissions per week.

**RADIO STATIONS**

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**IMPORT/EXPORT REGULATIONS**

There are no customs duties from EFTA, Great Britain, Denmark and USSR. Record and tape imports from these countries are free of duty (excluding EFTA members), while the general customs duty for the rest of the world including the USA is 4%. All imports, without regard to country of origin, bear an additional 2% surcharge. An importer that does not have a wholesale license may also pay a customs duty of 12.4%. It is required that all imports must be prepaid before goods are granted to one's possession. No import licenses are needed, except for trading with Iron Curtain countries.

**ECONOMY**

Per capita income: 52,900. Imports into circulation of 200,000 monthly copies give good per capita income. Discotheques are other useful outlets. Radio networks are most important. Jukeboxes and record players are gaining further.

**EUROPEAN DISTRIBU TORS / IMPORTERS**

Type of promotion: Government-controlled radio and TV networks are most important. Jukeboxes and record players are gaining further.
FUGA Co., Fredrikinkatu 34, Helsinki 10. Tel: 605-240.

Karas-Sana Oy, Pursimiehenkatu 26 I, 00151 Helsinki 15.

Kalevy, see Anuco.

H -Y, see FUGA.

Finnsound (Aarno Raninen Ent. Oy), Metsatie 2, 02240 Helsinki 38. Tel: 557-766.

ESS, see FUGA.

Pelastussointuja. see Pelastusameijan Kauppano.

Mad, see Gross Music.

MPS, see Mercantile Oy.

Loytoretki. see Karas-Sana Oy.

Love Recs., Arinatie 8, 00370 Helsinki 37. Tel: (90) 554-

Levypiste (div. of Finnlevy), Hoylaamotie 14, Helsinki 38.

L B H, see FUGA.

Harmonia Mundi, see Mercantile Oy.

Billboard 1974-1975 international Music -Record Directory

Polymusiikki Oy, Juhana Hemuantie 7 C. 00600 Helsinki 60.

Polyband, see Mercantile Oy.

Loytoretki. see Karas-Sana Oy.


Seppo Paakkunainen; Sales Mgr.: Seppo Bruun.


Intl reps.: France (Vogue), Germany (Global), Sweden (Salmenhaara; Gen. Mgr.: Miss Mirja Am.); Canada (Polyband, see Mercantile Oy).
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Axe 3, see PES
B A M, see Disc AZ
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B Y G, see Promodisc
Baccarola, see Arabella
B C T, see Coopérative de l’Enseignement Léca
B Y G, see Promodisc
Barenreiter, see Chant du Monde
Labels: (Owned) Bagattelle, Plet Soieil, Sava, Studio Océan
Barclay (Compagnie Phonographique Française), 143 Ave Charles de Gaulle, 92920 Bagneux, Tel: 722 60 30, Cable: BARCLAY DISC. Pres. Edith Barclay, VP & A&R Leo Mayer, Finance Mgr.: Nicolas Tritz, Admin Mgr.: Henri Rossa, Sales Mgr.: Jacques Dachauchoy, Intl Sales Mgr.: Cyril Brillant, Intl Mgr.: Jean-Marie Fenier (Vogue)
Intl’l branches: Belgium, Netherlands, Switzerland
Labels: (Owned) Barclay, Cardinal, Riveria, Zani; (distributed) Black & Blue, CMF, Excal, General Rec., Mays, Manieman, Osco, PES, (represented) Brunswick, Buddah, Katha Sutra, RCA, Mecur, Ode, Vanguard (all USA), CNY (Netherlands), Virgin (UK)
Intl rep’s: (represented) Audiola (Festival), Austria (Bellagio), Böwle (Produso), Brazil (RCA), Colombina (Codiscos), Denmark (E.P.), France (Polyphone), Germany (Minimon), Italy (Ricordi), Japan (Keigo), Lebanon (SDL), Mexico (Bansuri, Marcos, Musique de France), Nigeria (Sonida), Norway (EMI), Sweden (Polyg, EMI), Turkey (Metalos, UK RCA).
Belfort-Label, Bôte Postale 7, 31 Rue Marechal Joffre, 75008 Paris; Tel: 523 29 81
Labels: (Owned) Blue; (distributed) Donali.
Blue Note, see United Artists & DPI
Blue Sky, see DPI
Bordas, see Musidisc
Borelli Locomotive, see Disc AZ
Box Office, 50 Av. de Wagram, 75017 Paris, Tel. 15 42 42 58
Labels: (Owned) Box Office, Tube (distributed by Discotto)
Brilhard Groupe SA, 7 9 Rue Streelins, 75018 Paris, Tel. (01) 255 02 50.
Label: (Owned) Brand.
Intl rep’s: Belgium
Butterfly, 7 Rue du Guescier, 75008 Paris, Tel. (01) 255 46 49. Dir.: Alain Bashung
C A N F, see Culture Lyrique
C A N T, see Mondo Jazz
C B D, see Decca
C D E T, see Mondo Jazz
C E C, see Jean-Michel Jarre
C E C E (Centre d’Enseignement des Champs-Elysées), 15 Av. Montaigne, 75008 Paris, Tel. (01) 225 01 17, 359 62 35, Gen. Mgr.: Andrée Charlin, Sales Mgr.: J. Brindard (Distributed by Mondial)
Label: (Owned) Charlin.
C E L, see Coopérative de l’Enseignement Léca
C E L L (Compagnie Electrolux de Lille), 68 Rue de l’Image et du Son (div. of Phonogram), Av. Maurice Ravel, 92160 Antony, Tel: 666 24 74 (Pres.: Dominique Koller, Vice Pres.: Gérard Noguera, Dir.: Exploitation, Design, Production, Export, Import), (represented) Aquila (Portugal), Portugal.
Label: (Owned) Electrolyse.
C E L L E (Centre d’Enseignement des Champs-Elysées), 35 Rue doctor Bobro, 06000 Nice, Tel: 85 22 30.
Capriccio, see Music Control
Labels: (Owned) Carbone, Chantillon, Starlight (represented) Orione (Belgium), Top Tape Blanc; Intl’l reps.: Argentina (BASF), Giongo, Vogue, Brazil (Top Tape), Canada (France-Disques), Israel (Unison), Italy (Fortunato-Liabini), Sweden (SDL), Stereo-Jazz (Portugal), Invainco (Spain)
(Disraeli), Switzerland (Olivian, Evasion) (See ADVERT.
Claude Carrere (Prof’lts’), 39 Rue Jean Gounot, 75008 Paris, Tel. (01) 225 48 52. Pres.: Gen. Mgr.: Claude Carrere (Distributed by Sonopresse)
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Casell, see Barclay
Casser, see Curtindo
Labels: (Owned) CANF, Polyphone, (distributed) Decca
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Columbia (USA), see Communication; see Pierre Carin (Disques)
Label: (Owned) Diapen
Concert Hall, see GID
Connection, see PES
Cosmos, see Chant du Monde
Coro, see Société Francaise du Son
Coses for Presence; see Music for Presence
Couscous, see Opphore-Disques
Crab, see CAUS
La Colombe (Diascope), 4 Rue de la Colombe, 75004 Paris, Tel. 01 60 37 08. Pres. & Gen. Robert Vellan, PR & JR Jongheu, Admin Mgr.: Michel Guillaume
Cuban (Brazil), see Tribu
Cudahy, see Ocora
Cuidaris CUM, see Creation
Cultura International, see RCA
Culture Lyrique, see RCA
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D M Q, 12 Rue Soeur Rosalie, 75013 Paris, Tel. (01) 331 29 07
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Doré, see Decca
Douglas, see Deltatone
Dowell, see XR
Down East, see Babel
Drago, see CBS
Dresch, see Decca
Dreyer, see Sennheiser
Dryden, see Sennheiser
Dubois, see Sennheiser
Dufort, see Tiscam
Dufay, see Sennheiser
Dunwich, see Sennheiser
Duplantier, see Tiscam
Dusky, see Sennheiser
Dutour, see Sennheiser
Dux, see Sennheiser
Dyxia, see Sennheiser
Dynamite, see Sennheiser
E C E (Compagnie Electrolux de Lille), 22 Rue du Faubourg Saint-Antoine, 75012 Paris, Tel: 255 02 50, 359 62 35, Gen. Mgr.: Andrée Charlin, Sales Mgr.: J. Brindard (Distributed by Mondial)
Label: (Owned) Charlin.
E C L, see Coopérative de l’Enseignement Léca
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A M I (Music Artists & Managers Assn.), 72 Blvd. Poissonniere, 75009 Paris Tel: (359) 66.28

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A N F (Centre d’Art Nat’l des Francs), PO Box, 313030 Tunis Cedex, 78 Quai de Tunis 31000 Toulouse Tel: (01) 52.86.71

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Chambre Syndicale de la Facture Instrumentale (Musical Instrument Manufacturers), 3 Rue des Courcuelles, 75008 Paris Tel: (359) 49.53.93

Chambre Syndicale des Musiciens de Légère, 5 Rue Lincoln, 75008 Paris

International Confederation of Popular Societies of Music, 121 Rue Lafayette, 75008 Paris. Tel: (01) 227 20.08

International Music Council, c/o UNESCO, 1 Rue Molins, 75009 Tel: (01) 566 57.57 + 48 Pres: Yehudi Menuhin


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Friends, see Burda.

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Folk Variety Recs., Postfach 110142, D-2800 Bremen. Tel: Flower-Recs. Schallplatten, Rheinweg 29, D-5300 Bonn. Tel: Florett, see Falcon.

1. "Pancake" - Fast Quality Control Reproducer Master - Recorder
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2. Tape Splicer
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1. (08022) 60-17, 50-37. Tel: (0251) 6-04-37. Owner & Mng. Dir. Flower-Recs. (distributed) by Deutsche Walburga Jenke; Adv.: Hans A. Wichert.

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RCA), Portugal (Alvarado), South America (RCA);

Labels: (Owned) Finger; (represented) Tub (France).

D-8000 Munich 19; Tel: (0911) 35-90. Owner: Knutzov; Mng. Dir.: Dieter Knutzov.

Primary labels: (Owned) J A P O, see ECM.

Luxembourg (Societe Electro-lndustrielle), Spain (PA International Musikproduktion, Hochhaus. D-6096 Frankfurt, Main 1. Tel: (06142) 63-67-26. Owner Hjalmar Harms. (Record & Tape Importer).

Tel: (08022) 60-17, 50-37. Dir.: Hans A. Wichert.

1. Intc firm represented: Connoisseur Society (USA).

MCC Topstar, see Rhenus.

Luxor Gold, see Metronome.

Gong, see Bertelsmann.


Weber; A&R Mgr.: Klaus Ebert; Mktg. Mgr., Peter Burgtorf. D-2800 Bremen Tel: (0421) 32-67-26. Owner: Holmar Harms; Reps. & Tape Wholesaler/Importer/Exporter. SEE ADVERTISEMENTS.

Impenal, see Elektra

International Musikproduktion, Hochhaus. D-6096 Frankfurt, Main 1.

Tel: (06142) 32-67-26. Owner: Holmar Harms; Reps. & Tape Wholesaler/Importer/Exporter. SEE ADVERTISEMENTS.

Variegated label. See Beyoncé.

6 Frankfurt Am Main, Feuerbachstr.

G Wrk (Importer).

D-7500 Mainz 2. Tel: (06131) 16-0. Owner: Dieter Burgtorf; Mng. Dir., Peter Burgtorf, G Wrk (Importer).

Liberty Premier, see United Artists.


RCA, Barclayrama (France), Barclay (France), Barclay Classic (France), BYG (France), Barclay (France).

International Musikproduktion, Hochhaus. D-6096 Frankfurt, Main 1.

Global, see EMI Electrola

Golden Sound, see Sony.

Golden 12 Schallplattenproduktion, Schone Aussicht, D-2106 Beedorst. Tel: (04138) 26-36. (Distributed by Mercedes-Benz).

Labels: Golden 12, Pan

Gang, see Beehive.

Grilli Diehl, see WE.

H M V, see Capitol.

Harman, see Arista.

Hasla, see Ariola.

Harmonia Music, see Anacolutha.

Harvest, see EMI Electrola

Heliodor, see DGG & Polydor.

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Hetzel, see Arista.

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AGFA-Gevaert AG, D-5090 Leverkusen-Bayerwerk. Tel: (02172) 201. Product: Pre-leadered & splicing tape.

- Accessories

AGFA-Gevaert AG, D-5090 Leverkusen-Bayerwerk. Tel: (02172) 201. Product: Pre-leadered & splicing tape.

- Store fixtures & merchandising aids manufacturers


- Tape playback equipment


- TAPE Duplicating & Processing Equipment


- TAPE Duplicating & Processing Equipment


- RECORDS:

Mutia, Uher.

- POLYETHYLENE BAGS

ATACCA Musikverlag, Dr. Hahnmecherstr. 3, D-4100 Duisburg-Ruhrort. Tel: (02131) 8-13-78 Mng. Dr. Alfred Dahlbender

- Special Rec. (Schallplattenfabrik) GmbH, Rotwandstr. 16, D-8023 Pullach bei München. Tel: (089) 7942-86, 7942-66


- TAPE, RAW & BLANK LOADED

AGFA-Gevaert AG, D-5090 Leverkusen-Bayerwerk. Tel: (02172) 201. Product: Pre-leadered & splicing tape.

- Accessories

AGFA-Gevaert AG, D-5090 Leverkusen-Bayerwerk. Tel: (02172) 201. Product: Pre-leadered & splicing tape.

- Store fixtures & merchandising aids manufacturers


- Tape playback equipment


- TAPE Duplicating & Processing Equipment


- TAPE Duplicating & Processing Equipment

GUATEMALA

Population: 5,600,000.

Holidays: January 1, Maundy Thursday, Good Friday, May 1, Labor Day, Independence Day, November 2 (Revolution of 1944), December 24.


**record & tape manufacturers / distributors / importers**

Casa Avelar, 18 Calle 3-59 & 6-61, Zone 1, Guatemala City. Tel: 80-243, 28-455, 81-455. Gen. Mgr.: Jose Luis Martinez.

Labels: (Owned) Leo, Tikal, Xelaju. (Imported) Real (USA), Discos Centroamericanos SA, Ed. Schafer 302, 4a Ave. 12-07, Zone 1. Tel: 26-273, 21-987.

Home office: El Salvador.

Labels: (Owned) Dicedas: (represented) ARV (USA), Aton (USA), Atonex (USA), Arco (Spain), Asco (USA), Atlantic (USA), Bearsville (USA), Bego (USA), Beverly Hills (USA), Benedict (USA), Camden (worldwide), Capricorn (USA), Chiriville (USA), Chrysalis (USA), Clean (USA), Clintone (USA), Continental (Brazil), Capabacana (Brazil), Cotillion (USA), Countrywide (UK), Dawn (UK), Disc Jockey (Argentina), Daciff (Belgium), Disney (USA), Duran (Italy), Elektra (USA), Embryo (USA), Falcon (USA), Fender (USA), Ferdinand (Mexico), Gas (Mexico), Gordy (USA), Hispanic (Spain), Impacto (USA), Little David (USA), Loreto (Spain), Music Hall (Argentina), Nashville (USA), Negram (Netherlands), Nonesuch (USA), Palladium (USA), Paris (USA), Pve (UK), RCA (worldwide), Raaco (USA), Rare Earth (USA), Real Talk (USA), Ringworld (USA), Rivotracy (USA), Ringsworld (USA), Signpost (USA), Soul (USA), Steed (USA), Tamla (USA), VIP (USA), Warner Bros. (USA), Weed (USA).

Dicedas, see Discos de Centroamericanos SA, Ed. Schafer 302, 4a Ave. 12-07, Zone 1. Tel: 26-273, 21-987.

Home office: El Salvador.

Labels: (Owned) Dicedas: (represented) ARV (USA), Aton (USA), Atonex (USA), Arco (Spain), Asco (USA), Atlantic (USA), Bearsville (USA), Bego (USA), Beverly Hills (USA), Benedict (USA), Camden (worldwide), Capricorn (USA), Chiriville (USA), Chrysalis (USA), Clean (USA), Clintone (USA), Continental (Brazil), Capabacana (Brazil), Cotillion (USA), Countrywide (UK), Dawn (UK), Disc Jockey (Argentina), Daciff (Belgium), Disney (USA), Duran (Italy), Elektra (USA), Embryo (USA), Falcon (USA), Fender (USA), Ferdinand (Mexico), Gas (Mexico), Gordy (USA), Hispanic (Spain), Impacto (USA), Little David (USA), Loreto (Spain), Music Hall (Argentina), Nashville (USA), Negram (Netherlands), Nonesuch (USA), Palladium (USA), Paris (USA), Pve (UK), RCA (worldwide), Raaco (USA), Rare Earth (USA), Real Talk (USA), Ringworld (USA), Rivotracy (USA), Ringsworld (USA), Signpost (USA), Soul (USA), Steed (USA), Tamla (USA), VIP (USA), Warner Bros. (USA), Weed (USA).


Labels: (Represented) Asylum (USA) Asco (USA), Atlantic (USA), Bearsville (USA), Camden (USA), Capitol (USA), Chrysalis (USA), Colombia, see EMI.

You can have your recordings recorded by the following technical equipment: Ampex MM 1000/8 and Ampex AG 440B/2 Tape Recorders Neumann 28/8 Mixing Console THE FOLLOWING TECHNICAL EQUIPMENT: IN OUR NEW MUSIC STUDIO WHERE YOU CAN FIND FAMOUS HUNGARIAN PERFORMERS AND ORCHESTRAS Dolby Noise Reduction System Qualiton, Telefunken, Threshold, UK; (represented) All Regional office: Singapore.


Meng. Dir.: Derrick C. Coupland, Rep.: Christine Griffiths. (Distributed by Mercantil).

Regional office: Singapore.


Decca Oriental (Pte.) Ltd., 1112 Star House, 3 Salisbury Rd., Kowloon, Tel. (K) 676231, 673361. Mng. Dir.: Ivan Tung; Sales Mgr.: Anthony Hung.


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Meng. Dir.: Derrick C. Coupland, Rep.: Christine Griffiths. (Distributed by Mercantil).

Hong Kong - NEW HUNGARIAN RECORDING STUDIO

Hong Kong - NEW HUNGARIAN RECORDING STUDIO

You can have your recordings recorded by famous Hungarian performers and orchestras in our new music studio where you can find the following technical equipment:

Neumann 28 8 Mixing Console Ampex MM 1000/8 and Ampex AG 440B/2 Tape Recorders Dolby Noise Reduction System

OUR HALL IS OF 4200 m² VOLUME.

Magyar Filmygártó Vállalat H-1441 Budapest 70. P.O. Box. 69. Phones: 831-750, 831-550

Represented by:

KULTURA Hungarian Foreign Trading Co. H-1389 Budapest. P.O. B. 149
**Supplies**

**Cardboard & Cassette Parts**

E M (Hong Kong) Ltd., 1517 Star House, 3 Salisbury Rd., Kowloon. Tel: (K) 677601. Cable: EMTRON. Mgr. Dir. John Forrest. Sales Mgr. - Paul Ewing.

**Brand name:** Audio Devices, Emitape Ltd.

**Empty Cartridges, Cassette Reels**

E M (Hong Kong) Ltd., 1517 Star House, 3 Salisbury Rd. Tel: (K) 677601. Cable: EMTRON. Mgr. Dir. John Forrest. Sales Mgr. - Paul Ewing.

**Configuration:** 8-tr. cassette & open reel.

**Brand name:** Audio Devices, Emitape Ltd.

**Jackets & Sleeves**

**Polyethylene Bags**


**Tape, Raw & Blank Loaded**

E M (Hong Kong) Ltd., 1517 Star House, 3 Salisbury Rd. Tel: (K) 677601. Cable: EMTRON. Mgr. Dir. John Forrest. Sales Mgr. - Paul Ewing.

**Product:** Carrying & storage cases, catalog servs.

**Accessories Manufacturer**


**Population:** 10,449,000.

**Rate of exchange:** 1 US$ = 23.40 Hong Kong dollars.

**No. of homes with record players:** 250,000.

**Holiday days:** January 1, Easter, April 4 (Liberation Day), May 1 (Labor Day), November 7 (Russian October Revolution Day), December 25, 26.

**Records**

**Records manufactured for domestic & export sale:** LP's 1973-1,885,000 units, 1,135,000 units. $2.852,000, 1972-915,000 units. $762,000.

**Records sold domestically:** LP's 1973-1,135,000 units. $3,395,000, 1972-955,000 units. $2,852,000. 1973-1,070,000 units. $1,912,000, 1972-1,155,000 units. $2,227,000.

**Records exported to USA:** LP's 1973, 55,636,700; 1972-95,000 units. $2,852,000.

**Average retail price per record:** LP's (Classica) $0.45, (light music) $1.34.

**Stereo sales:** 100% of LP's. Record club sales: 3% of total.

**Discounting:** Frequent.

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

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**Music Publishers**


**Regional office:** Singapore.

**Pathe Publ'ns (Far East) Ltd.,** 1517 Star House, 3 Salisbury Rd., Kowloon. Tel: (3) 677670. Mgr. Dir. John Forrest.

**Int'l branches:** Malaysia, Singapore.

**Int'l firms represented:** J. Albert & Son (Australia), Artone (Australia), Arrouze & Beechwood (UK), Blenheim (Canada), Carroll-Comely (UK), Carlin (USA), Cross (USA), Chrysalis (UK), Commodore (USA), Cookelay (UK), Daybreak (USA), The Dreamers (USA), Emi Music (France), EMI Music (UK), Early Morning (Canada), EMI Music (USA), Francis Day & Hunter group including Ribbons & Donna (UK), Robin Good (UK), Cimbal Conference (UK), Dick James (UK), Kennedy Street (UK), Maribula (UK), Northern Songs (UK), Parlo (USA), Parlo (USA), Polydor (USA), Polydor (USA), Trousdale (USA), United Arts (USA), Warner Bros. (USA), Weststar (USA), Westflag (USA).

**Int'l reps:** Argentina (Delmar), Australia (Castle), Belgium (Artmore & Beechwood), Brazil (Beechwood), France (Beechwood), Germany (Acordis), Italy (Il Viole del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Bechwood), New Zealand (Beck), South Africa (Artmore & Beechwood), Spain (GEO), Sweden (GEO), UK (Artmore & Beechwood), USA (Beechwood).

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**Services**

**Design & Artwork**


**Direct Mail Service**

**Printer & Lithographer**


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**Hungary**

**Population:** 10,449,000.

**Rate of exchange:** 1 US$ = 23.40 Hong Kong dollars.

**No. of homes with record players:** 250,000.

**Holiday days:** January 1, Easter, April 4 (Liberation Day), May 1 (Labor Day), November 7 (Russian October Revolution Day), December 25, 26.

**Records**

**Records manufactured for domestic & export sale:** LP's 1973, 1,885,000 units, 1,135,000 units. $2,852,000, 1972-915,000 units. $762,000.

**Records sold domestically:** LP's 1973, 1,135,000 units. $3,395,000, 1972-955,000 units. $2,852,000. 1973-1,070,000 units. $1,912,000, 1972-1,155,000 units. $2,227,000.

**Records exported to USA:** LP's 1973, 55,636,700; 1972-95,000 units. $2,852,000.

**Average retail price per record:** LP's (Classica) $0.45, (light music) $1.34.

**Stereo sales:** 100% of LP's. Record club sales: 3% of total.

**Discounting:** Frequent.

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

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**Music Publisher**


**Labels:** (Owned) Hungarianon, Pepita, Qualiton.

**Hungarian Gramophone Recs.,** Vorosmarty ter 1, Budapest V. Tel: 328-197.

**Labels:** (Owned) Hungarianon, Pepita, Qualiton.

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**Services**

**Associations & Professional Organizations**


**Licensing Organizations, Music**

**Artone (Bureau Hungaricus pour la protection des droits d'auteur),** Vorosmarty ter 1, Budapest V. Tel: 128-799 Cable: COLUMBUS/ON Gen. Sec'y Tibor Sarai.

**Magyar Neporalitasag Muveszet Alapja Artistic Foundation of the Hungarian Peoples Republic.** Bathori utca 10, Budapest V. Tel: 328-799 Cable: COLUMBUS/ON Gen. Sec'y Tibor Sarai.

**Magyar Zenemuzsok Szovetseg Association of Hungarian Musicians.** Vorosmarty ter 1, Budapest V. Tel: 328-799 Cable: COLUMBUS/ON Gen. Sec'y Tibor Sarai.

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**Design & Artwork**


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**Kultura-Hungarian Foreign Trading Co.,** H-1389 Budapest, P.O.B. 149, HUNGARY.
ICELAND

Population: 210,000
Rate of exchange: 11 (US) = 125 krona.
Holidays: January 1, Good Friday, Easter Monday, May 1 Day of the Baymen; July 1, National Day; December 31, Anniversary of Independence.

Average retail price per record: LP's - $5.00, singles - $1.35.

IMPORT/EXPORT REGULATIONS:
Duties and value added tax are payable at the point of importation. Certificate of origin required if UK origin. Tariffs are now payable for goods between Ireland and the UK and will be phased out by 1977 when imported by other countries in the EEC. Rate of duty from elsewhere is 10%.

HUNGARY

Population: 5,63,490,000
Rate of exchange: 1 (US) = 7.75 csiper.
Holidays: January 1, January 25 (Republic Day), August 15 (Independence Day), October 2 (Gyula Endre's Birthday), November 5 (Gyorgy Nuani's Birthday).

Records exported to USA: 1973-59,351 units, 184,915; 1972-53,045 units, 147,472.

PLATING, PROCESSING & PRESSING PLANT
Villamosszeg telelis a Mauryaggyar. Feherhvar utca 120
Budapest XI. Tel: 450-950

INDIA

Population: 2,971,000
Rate of exchange: 1 (US) = 0.425 pound.
Per capita income: 11,001.
Holidays: January 1, March 17 (St. Patrick's Day), Good Friday, Easter Monday, First Mondays in June & August.

RECORDS:

Average retail price per record: LP's - $5.00, singles - $1.35.

Stereo sales: 97% of total.
Record club sales: Minimal.
Discounting: Rare.
Type of distribution: Manufacturer-to-wholesaler-to-retailer.
Type of promotion: One government-operated commercial radio & television station, one weekly pop magazine & two monthly journals.
Jukeboxes: 8000.

TAPE:
Market: Tape sales have risen to 40% of total sales of recorded product; of this, 80% are cassette, 20% cassettes.

IMPORT RECORD BUSINESS PRODUCING THE BEST IN COUNTRY AND WESTERN, FOLK, IRISH, SCOTTISH RECORDS AND TAPE. WE EXPORT AND LICENSE PRODUCT ALL OVER THE WORLD. YOU MUST HAVE A MARKET FOR THESE IN YOUR COUNTRY.

Write for Catalogue and Samples to:
EMERALD RECORDS LTD.
120, Coach Road, Templepatrick
Northern Ireland

Page 281
35063 CBS SUGAR

MILAN, SEPTEMBER 1974

ON BEHALF OF CATERINA CASELLI, RAFFAELLA CARPA', ADRIANO CELENTANO, GIGLIOLA CINQUETTI, MARCELLA, GIANNI NAZZARO, I POOH, MASSIMO RANIERI, LOREDANA BERTE' AND ALL OUR ROSTER, WE WISH TO THANK CBS ALL OVER THE WORLD FOR THE WONDERFUL JOB ON THEIR ITALIAN RECORDS.

MEMORANDUM

FROM: CBS SUGAR
TO: See below
DATE: September, 1974

Thanks for the wonderful product you gave us.

CBS SUGAR
In Europe
The Custom Duplication
Is Named **Ecofina**

**CASSETTES**
**CARTRIDGES**

quadraphonic

dolby masters

**labels & inlaycards**
**printing facilities**
**graphic assistance**

ADMINISTRATION
Via Leopardi 8
20123 MILANO (Italy)
Tel. 8690121 - 806125

FACTORY
Via Monviso 21
20154 MILANO (Italy)
Tel. 314766 - 3182272
A New Automatic Winding Machine For C-O Cassettes

- Automatic leader extraction
- 5 seconds for the first splicing
- 10 seconds for loading a C 40 cassette
- 5 seconds for the second splicing
- Cassette rejected automatically
- Up to four machines for one operator

Via Leopardi, 8 - 20123 MILANO (Italy)
Tel. (02) 86 90 121 / 80 61 25

Why Are Still You Boxing your Cassettes By Hand? We Have A New Fantastic Machine Which Put Cassette And Inlaycard Into the Box Automatically

Write for further details
Cassettes
High output levels

APPARECCHIATURE TECNICHE BIMETALLICHE s.r.l.

Components for cassettes

Single and band assembled cassettes
Spring pads
Shields in any magnetic alloy,
Mumetal, Silicon steel, etc.

Supplies on customer design.
Special production for automatic assembling.

Billboard 1974-1975 International Music-Record Directory
Distributors of
« Mastro » 8 TC cartridges,
all types of cassettes,
cassette and 8 track
cartridge winders,
air compressed presses
for closing cassettes.

Record production
and music publishing,
custom record pressing,
custom tape duplication.

Italian licensee for
Airon (France)
Miller International
(West Germany).
ITALY

Population: 56,000,000
Rate of exchange (1 US$ = 0.65 lire)
Per capita income: 2,400
No. of homes with record players: 4,800,000

Holidays: January 1, January 6 (Epiphany), March 19 (St. Joseph’s Day), Easter Monday, April 25 (Liberation Day), May 1 (Labour Day), Ascension Day, June 2 (Anniversary of the Republic), Corpus Christi, August 15 (Assumption), November 1 (All Saints’ Day), November 4 (National Unity Day), December 8 (Immaculate Conception), December 25 (St. Stephen’s Day).

RECORDS:
Records manufactured for domestic & export sale. LP’s 1973-9,000,000 units, 1972-7,700,000 units. EP’s 1973-4,500,000 units, 1972-3,000,000 units. 45’s 1973-9,000,000 units, 1972-7,000,000 units. 78’s 1973-1,000,000 units, 1972-1,000,000 units. 10” singles 1973- 1,000,000 units, 1972-1,000,000 units, 1971-2,000,000 units. 12” singles 1973-2,000,000 units, 1972-4,000,000 units. 7” singles 1973-10,000,000 units, 1972-8,000,000 units.


AVERAGE retail price per record: LP’s ~$5.76; budget LP’s ~$2.88; singles ~$1.60. (All plus 12% tax).

Stereo sales: 95% of total.

Record club sales: 5% of total.

Discounting: Frequent.

Type of distribution: 35% manufacturer-to-wholesaler-to-retailer, 65% manufacturer-to-retailer. Retail: Italy, the only rack jobber, has about 300 outlets. 15% of sales are made by chain store.

Type of promotion: There is only one government-controlled radio and TV company, which accounts for approximately 65% of record promotion. Consumer press accounts for about 20%; jukeboxes 3%; discos and nightclubs 9% and growing, stage appearances 4%; Radio Montecarlo (from the French border) and Radio Capodimonte (from the Yugoslav border) also are good media for pop music during the summer. Jukeboxes: 20,000.

TAPE:
Market: There is a booming market. Cassettes account for 75% of pre-recorded tape sales. Hardware for cassettes is abundantly available in all models & prices for all use. Brrr! hardware is available in more expensive models generally for sale.

Pre-recorded tapes sold domestically: 8hr. 1973-1,875,000 units, 1972-1,200,000 units, 1971-600,000 units. 6hr. 1973-2,500,000 units, 1972-2,500,000 units.

Average retail price per tape: 8hr. ~$10.50; 6hr. ~$9.75.

RADIO STATIONS:

No. of government-controlled stations: 1. Comment: Easy listening and popular music is broadcast mainly British and American. Classical and opera predominates during the slow and night hours. A wire system linked to the telephone airs music during the entire day, with preference to orchestral and classical music.

TELEVISION STATIONS:
No. of channels 2 (government).
Comment: Modest space is devoted to music in general and almost none to special musical events such as festivals.

IMPORT/EXPORT REGULATIONS:
Free circulation of goods with the Common Market area. Customs duties apply to other countries.
10,000 sq. meters are occupied by

- Pressing Plant turning out 40,000 records daily
- Tape Duplicators producing 5,000 tapes a day
- Two Recording Studios equipped with 24 channel Siemens console
  16 track Studer
  16 channel Studer console
  16 track Studer
- Distribution Network with 30 Salesmen and 3 area Managers

ARISTON PUBLISHING GROUP representing from abroad

AVCO
HEATHSIDE
G.T.O.
MYSTERY MUSIC
PALACE ITALIA

GENESIS MUSIC
VALENTINE MUSIC
PAGE FULL OF HITS
YOUNG BLOOD MUSIC

Head Office: Via M. Gorki, 21–20098 SAN GUILIANO MILANESE
(Milan–Italy) Tel. (02) 9846974/5/6/7/8/9
Branch Office: Via Goiran, 25–00195 ROME Tel. (06) 386250
Cables: ARISTONMUSIC
Italian representatives of:  

R.S.O. PUBLISHING (U.K.)  
ABIGAIL MUSIC  
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LUPUS MUSIC (U.K.)  
SKYHILL MUSIC (U.S.A.)  
CATRINE MUSIC (U.K.)  
PINK FLOYD MUSIC (U.K.)
Johnny King.
Back from Vietnam.
Just one problem.
He came back disabled.
What kind of future could he have?

We're the National Alliance of Businessmen. The JOBS people. We think people who've given so much for their country should get the chance to work if they want to. We work with companies that understand a disabled person is able to do a good day's work. Like Boman Astrosonix, who hired Johnny as a telephone salesman.

And there are other companies that care. Like Sears and Hughes Aircraft. From disabled or unskilled veterans, to ex-offenders, to needy kids, to the poor and uneducated: the National Alliance of Businessmen is giving people the chance they might never get. Work with us. Give someone a chance to give. Not take.

The National Alliance of Businessmen
The JOBS people
Washington, D.C.
From an old photograph we have discovered that music isn't dead yet and we are doing our best to keep it alive.
Within the peaceful walls of our laboratories a brand new branch of science is being developed: The Chemistry of Sounds. Our modern advanced electronics and our profound experience in the World of Sounds brought us to the completion of sound-mixing control desks capable of shuffling and blending sounds in the same way as traditional Chemistry plays with molecules.

We have designed and built sound-mixing control desks and switching racks for various television stations and also for numerous recording studios and record firms. The satisfaction shown by our clients validly confirms the high quality of our products.
ITALY

Sugar, see Decca.
Variety, see Rifi.
V I
Universal. see Phonotype.
P. see Cielo-Video.
Labels: (Owned) Studio 7. Big, Flag. LG.
Martingano; Sales Mgr., Pietro Simone.
390.643. Owner- Augusto Guzzo; Gen Mgr. C.
Meriggi, Sales Mgr. Pietro Simoncini.
Labels (Owned) Studio 7. Big, Flag. LG.
Sugar, see Decca.
Svitupok. see Desecia.
Sympathy, see Record Serv.
Tavola Rotonda, see Recordi.
Telespazio, see Sidet.
Threshold, see Decca.
T eclectic: see Sidet.
Tiffany, see Decca.
Threshold, see Decca.
Sympathy, see Record Serv.

• independent record producers

Tel: (02) 44 29 265 Press & Prod. by Gianmario Boniuchi (Music library prod).

Alto Pagani. Via Correggio 27. 20149 Milan.
Tel: (02) 46 2 16 Gen. Mgr. Alto Pagani.


Rolfini. Corso Valdizzico 11. 10122 Turin.
Tel: (011) 51 171 Gen. Mgr. Giuseppe Rolfini.

Tosio Tavano. Via Manin 111. 30174 Venice.
Tel: (041) 984 991. 52 229

Label credits: Cramp. Phonogram, Recordi.

• music publishers

Abelbach (Roma) Ed. di Musica, see RCA.
Acquipela Ed. Musicale, see Arturo.
Acqua Azurra (Ed. Musicale), see Numero Uno.

Adriatica, see Sugarmusic.
Affiche (Gruppo Ed. Musicali), Via Muroni 14, 20123 Milan.
Tel: (02) 890 306. 803 309 Press Execs. Alain Tropet.

Affiliates: Ed. Musicale She-Shi Edt.

Int'l reps. Argentina (Kerito), Australia (Carina), France (Rock Country), Spain (Fortedores de Sonido).
Switzerland (Phonogram).

Vertigo, see Phonogram.

Victor, see RCA.

Vis, see Senn Sound.

Walt Disney, see Walt Disney.

Zeits, see Sass.

Industria Discografica, Galliera Umberto 183, 80132 Naples.
Tel: (081) 406 791

Zodiac, see Vedette.

Int'l reps., Argentina (Kerito), Australia (Carina), France (Rock Country), Spain (Fortedores de Sonido).
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Tel: (081) 406 791

Zodiac, see Vedette.

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ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

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Durema (Duplicazione Registrazioni Magnetiche & Nastri Duplivox, Vials Video) SpA, Via Imperia 28, 20142 Milan. Tel: (02) 861.531. Pres.: Cesare Andrea Bixio; Configuration: Cassette.

Giuliano (Milan). Tel: (02) 98.46.974. Pres.: Alfredo Caroffi; Configuration: 8-tr. & cassette.

Configuration: Cassette.

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Configuration: Cassette.


Configuration: 8-tr. & cassette (SEE ADVERTISEMENT).

Universal Plastic, Via San Francesco 5, 20065 Inzago (Milan). Tel: 02 292.478. Mgr.: Roberto Beres; Gen.: G. M. Russo; Mng. Dir.: Franco Abegglen.

Configuration: Cassette.

Universal Plastic, Via San Francesco 5, 20065 Inzago (Milan). Tel: 02 292.478. Mgr.: Roberto Beres; Gen.: G. M. Russo; Mng. Dir.: Franco Abegglen.

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Universal Plastic, Via San Francesco 5, 20065 Inzago (Milan). Tel: 02 292.478. Mgr.: Roberto Beres; Gen.: G. M. Russo; Mng. Dir.: Franco Abegglen.

Configuration: Cassette.

Business office: France.

S A E (Societa Anile Solventi & Affini) SaP, Via Pradone 1, 20146 Milan. Tel: 02 42.48. Pres. Mr. Perti; Gen. Mgr.: Mr. Bonfanti; Home office: France. BASF

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Brand name: Neumann.

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<td>Phoenix Trading</td>
<td>分支社: Tokyo, 2-10-3 Roppongi, Minato-ku. Telex: 3753.</td>
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MPEG Dir.: Ng Lian Chin, Sales Mgr.: Miss Ng Ay Yin; Dir.: Yew Koi Fai.
Product: Display racks (rec. only).

- tape playback equipment

Brand name: Revox (Switzerland)

Brand name: National (Japan)

Brand name: Sony (Japan)

Brand name: Goldstar, Uher (both Germany)

O’Connor’s Pty. Ltd., Federal Hwy., Petaling Jaya, Selangor. Tel: 51-663.
Brand name: Pye (UK)

Brand name: Toshiba (Japan)

Branches: Iosh, Perak, 94 Tambun Rd. Tel: 29-12, Kota Baru, Kelantan, 27 Jalan Pengkalan Chepa, Tel: 445.
Brand name: Hitachi (Japan)

Brand name: Toshiba (Japan)

- record & tape manufacturers/distributors/ importers

Advanced, see Audiosonic.
Alfa, see Cane.
Amar, see Apollo.
Angel, see Capitol.
Apollo SA (Discos), Revillagigedo 100, Mexico D.F. Tel 5-18-22-51. Cable ANERAMAC. Pres: Pedro Camarena Tellez. Labels: (Owned) Face, Gran Premio, Pagaso, XEW, (represented) A/S, Altshire. Audio Spectrum, Girt, Somerset (all USA).
Eco, see Peerless.
Emsa, see Cane.
Epic, see CBS/Columbia.
Face (Promotora), Revillagigedo 96-211, Mexico D.F. Tel: 5-10-25-95. Owner: Heriberto Arcezes.
Label: (Owned) Face.
Labels: Avandaro, Centrow, Gabriel, Gran Premio, Pagaso, XEW, (represented) A/S, Altshire, Audio Spectrum, Girt, Somerset (all USA).
Eco, see Peerless.
Emsa, see Cane.
Epic, see CBS/Columbia.
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Face (Promotora), Revillagigedo 96-211, Mexico D.F. Tel: 5-10-25-95. Owner: Heriberto Arcezes.
Label: (Owned) Face.
Hungragott (Hungary), Janus (USA), Mio Int'l (USA), Mushe Naim (France), Musical Heritage (USA), Nortec (USA), Oyertec (Sweden), Panasonic (USA), Produktorici Associati (Italy), Presov (Dominican Republic), Promo Music (Spain), Rolling Stones (USA), Stereo Dimension (USA), Stilpiphar (UK), Sun (Brazil), Trenches (UK), Universal Music (Brazil), Voces Músicas (Brazil), Vox Populi (USA), Wyman Records (USA), Zeppelin (Brazil)

Labels: Arvinh, Belart, Delo, Fontana, Heliokord, Metronome, MGM, Mercury, Philips, Polyphon, Ranch Records, Rca (USA), Reprise (USA), Rca (UK), Sansibar (Italy), Seabird, Scaletta (Italy), Scaletta (UK), Scaletta (USA), Scola (USA), Scola (UK), Scola (Switzerland), Sola (Japan), Sola (Switzerland), Sola (UK), Sola (USA), Sony (Japan), Sony (UK), Sony (USA), Stax (USA), Suma (Japan), Suma (Italy), Suma (Switzerland), Supraphon (Czechoslovakia), Symphonie (Tunisia), Tudor (UK), U Records (UK), Universal Music (Brazil), Vox Populi (USA), Wyman Records (USA), Zeppelin (Brazil)

Intl firms represented: Argentina (Pamsco), Guatemala (Dimasi), Italy (Relay), Mexico (Franco), Peru (Fabricantes de Mexico), Uruguay (Radio Grande), Venezuela (Cordica)

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HOW TO TOUCH THE DUTCH MARKET

recording studio:
16 track cadac mixing console 16/8 track 3m recorder dolby system m16 for 16-track quadraphonic recording

cutting latest type of Neumann equipment with dolby system
galvano audio-matrix bath

pressing plant: 18 semi-automatic Fabel press units 4.5 million L.P.'s and 1.5 million singles a year

computer: honeywell bull G 118 B disc configuration 16K

publishing: bospel music b.v

Distribution and promotion department dureco Weesp/Holland Pampuslaan 45 - Telephone 02940 15321 Telex 14409 derec nl - Cable address 'Recomus'
DIRECT MAIL SERVICE

PACKAGING & LABELING (tape only)
Muset (Discos) SA. Au 23-44, Mexico 17, D.F. Tel: 5-31-29-00. Pres.: Eduardo L. Baptista; Gen. Mgr.: Jose Luengo M.; Sales Mgr.: Marcelo Gorraez.

REMEMBER YOUR LOGO FOR YOUR EEC ACTIVITIES
OUR SYMBOL STANDS FOR THE PRIVILEGE AND PROTECTION OF RECORD PACKAGING OF EVERY TYPE.
MAKE-UP FULLY AUTOMATED CENTRAL PACKAGING PRODUCTION WITHIN THE EEC WILL OFFER YOU GUARANTEED RELEASE DATES ... MORE PROFIT.


PRINTERS & LITHOGRAPHERS
Caminos Discos SA, Calle Carracci 64, Mexico 19, D.F. Tel: 5-63-28-00. Pres.: Rafael Ficachi Gonzalez; Gen. Mgr.: Ignacio Aguilar; Sales Mgr.: Ignacio Aguilar.
Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas; Sales Mgr.: Jorge Gonzalez Cos.


Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas; Sales Mgr.: Jorge Gonzalez Cos.


Configuration: Cassette.

RECORD PRODUCTION MACHINERY


Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas; Sales Mgr.: Jorge Gonzalez Cos.


Configuration: Blank (Blank only).

TEAPE BLANK LOADED & RAW


Configuration: Blank—(Blank only).

TEAPE DUPPLICATING EQUIPMENT

Chief product: High speed duplicators.

TEAPE TAPE CUSTOM DUPLCITATORS

Configuration: Tape.


Arcadia: Chief product: Loaders, winders, accessories manufacturers


Ms. accessories manufacturers


store fixtures & merchandising aids manufacturer


Jukebox importer


tape playback equipment manufacturers & importers


store fixtures & merchandising aids manufacturer


Jukebox importer


tape playback equipment manufacturers & importers


store fixtures & merchandising aids manufacturer


Jukebox importer


tape playback equipment manufacturers & importers


store fixtures & merchandising aids manufacturer


Jukebox importer

**Netherlands**

Decca Distributie BV (Hollandsche), PO Box 7104, Drentestr. Dakarnivap, see Polydor.

Cosmos Intl Prod'ns Netherlands, PO Box 250, Zonstr. 7, Chairos BV, Mensinge 52, Amsterdam BTV. Pres.: W.F. Har.

Ceres, see Munich.


M 00, see Munich.

Billboard 1974-1975 international Music -Record Directory

ophorus (Switzerland), Da Camera (Germany), Durium Johnny Goverde; Promo.: Ger Faber.

sen. (Distributed by CNR).


IF 0, see Showunie.

Heliodor, see Polydor.

IP, see Showunie.

Baccarola, see Ariola-Eurodisc.

Baccarola Austrolas, see Arora-Eurodisc.

Barclay Nederland BV, Jacobus Pennweg 24, Hilversum. Baccarola, see Ariola-Eurodisc.

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Barclay Nederland BV, Jacobus Pennweg 24, Hilversum. Baccarola, see Ariola-Eurodisc.
Munich Recs. BV N.H. B. Munnikendam's Groothandel NV), Mondio Music, see Vogue. Mode, see Vogue. Metro, see Polydor. Mercury, see Phonogram. Mata Hari, see Dureco. Maritim, see Ariola-Eurodisc. M G M, see Polydor. London City, see Showunie. Laudate, see Telgram. Han Kuiper Ents., De Boelelaan 435. Amsterdam. Tel: (020) 12-01-31. (Importer). Killroy, see Telgram. hoolie (France), Asylum (USA), Atlantic (USA), BAM (represented) Amadeo (Austria), America (France), Ar- WEA Label Mgr.: Giovanni Tonino; NEA Label Mgr.: Ka-
Telex: 41625. Mng. Dir.: Hans Torgersen. Troplophone, Turlophone, Overgroove, Overgroove, Top, Telogram, Int. reps.: Austria (Turicaphon), Brazil (Nova), Canada (Morning), France (Sofravision), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France (France), France 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**ASSOCIATIONS & PROFESSIONAL SERVICES**

**Nederlandse Vereniging van Grammofoonplatenhandelaren,**

**Nederlandse Omroep Stichting (Radio & TV), PO Box 30,**

**Rotterdam.**

**Jeugd en Muziek (Youth & Music), Roemer Visscherstr. 42,**

**Amsterdam.**

**Genootschap van Nederlands Componisten (Society of Dutch Composers),
Donemus (Documentation in the Netherlands of Composers’ Rights),
Maasstraat 30, Amsterdam.**

**Society of Dutch Composers (Sociedades musicales de los Países Bajos),
Rue de la Haye 10, 1050 Brussels.**

**Teleskop Music, see New Dayglow.**

**Tee Set Music, see Veronica.**

**Sunshower Music, see Anagon.**

**Sunrise, see Basart-Belinda.**

**S. Spiero, Kerkstr. 19, 's-Hertogenbosch.**

**Schaltone Music BV, see Anagon.**

**X Y Z. see Krips.**

**Unisong Prod’ns. see Universal Songs.**

**Sikorski-Basart, see Basart.**

**Ryan Music, see Basart-Intersong-Basart.**

**ORGANIZATIONS**

**(Dutch Rec. Retailers Ass’n), Nieuwe Binnenweg 132,**

**Rotterdam.**

**Fabrikanten, (Dutch Org. of Piano Makers & Retailers),**

**Jacob Obrechtstr. 51, Amsterdam -Z. Tel: (0103120) 16-37-01.**

**Amsterdam -W. Tel: (0103120) 73-72-18.**

**(0103120) 8-00-00.**

**Affiliates: Annie Bank, Van Rossum Utrecht.**

**Affiliates: Benelux Music, Dressein-Basart NV**

**Int. Firms (Belgium): Facon & Drawel, Brussels.**

**Int’l reps.: Belgium (Gaspy), Norway (Tonika), Sweden (Svensk Grammatik).**

**Affiliates: Benelux Music, see Anagon.**

**Unisong Intl reps.: Belgium (Gaspy), Norway (Tonika), Sweden (Svensk Grammatik).**

**Mnc.. A. Hector.**

**Hilversum. Tel: (010312150) 8-00-00.**

**Affiliates: Annie Bank, Van Rossum Utrecht.**

**Schallitone Music, see Anagon.**

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**NEW ZEALAND**

**NORWAY**

**supplies**

**CARTRIDGE & CASSETTE PARTS MANUFACTURERS**

Music Carriers (NZD) Ltd. PO Box 14128, Bay Rd., Kilbirnie, Wellington 6148. Tel: 877-032 Mgr. Walter Sibbers.

**EMPTY CARTRIDGE, CASSETTE & REEL MANUFACTURERS**


**JACKETS & SLEEVES**

Cello-Kraft Ltd., 49A Victoria St., Wellington 3 Tel: 866-831 Mgr. D.C. Murray, Mgr. E.V. Vercoe (Jackets only).

**LICENSING ORGANIZATIONS, MUSIC**


**PolycyTHEE Bags**


**REEL MANUFACTURERS**


**record & tape manufacturers/distributors/ importers**


Labels: (Owned) Music: (distributed) Talant, Troll; (represented) Auto, DCA, EMI, HMV, Sony Music, Chrysalis, Polygram, ATV (Finland), Universal; WMGG (France, Germany, UK), RCA (worldwide), Sony Music (Japan), EMI, UMG, Sony Music.

**services**

**PACKAGING & LABELING (tape only)**

Sevenseas Publ'g Pty. Ltd. (APRA), see Sandy Music Co. Ltd. (APRA), PO Box 1431, Wellington; Sacred Recs. (NZ) Ltd., PO Box 275, The Mall, Auckland. Tel: 4005 Mgr. P.R. Kenny. Tel: SACORDS. Mgr. P.R. Kenny (Jackets only).

**REEL MANUFACTURERS**


**NIGERIA**

Population: 4,000,000.

Label(s): (Owned) Archiv, DGG, Fontana, MGM, Mercury, Philips, Polydor, Vertigo, Vox, distributed by Bell, Buddha, Island, Pye, Stax, Verve. Polydor, see Philips. Regal Zonophone, see EMI.

**services**

**PLATING, PROCESSING & PRESSING PLANT**

Phonom Ltd., 6 Iona Caeuewey, Lagos. Tel: 44-837.

Labels: (Owned) Archiv, DGG, Fontana, MGM, Mercury, Philips, Polydor, Vertigo, Vox, distributed by Bell, Buddha, Island, Pye, Stax, Verve. Polydor, see Philips. Regal Zonophone, see EMI. Statisdec, see EMI. Verve, see Philips. Verve, see Philips.

**record & tape manufacturers/distributors/ importers**


Labels: (Owned) Music: (distributed) Talant, Troll; (represented) Auto, DCA, EMI, HMV, Sony Music, Chrysalis, Polygram, ATV (Finland), Universal; WMGG (France, Germany, UK), RCA (worldwide), Sony Music (Japan), EMI, UMG, Sony Music.

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**record & tape manufacturers / distributors / importers**

Discos de Panamá SA, Urbanizacion Orchid, Calle 1a, Panama 9A-427. Tel: 61-0201. 61-0267. 61-0000.

Labels: (Owned) Padrino, (represented) Atlantic (USA), Discos (Bolivia), Fuentes Columbia, Hispanovox (Spain), Motown (USA), Musart (Mexico), Panamauml, RCA (worldwide), United Artists (worldwide), Velvet (Puerto Rico), Venezuela, Warner Bros. (USA). Distribuidora Panamana de Discos SA, Apdo. 9614, Panama 4.

Home office: Costa Rica, Indica

Labels: (Owned) Indica, (represented) Art (USA), Audit F. (Bolivia), CBS (worldwide), Billo (Venezuela), Disc AZ (France), Fonograma (Venezuela), London (England), Muzica (Spain), Ova (Ecuador), Orfeon (Mexico), Palacios (Venezuela), Peerless (Mexico), Secco (USA), Sonus (Venezuela), Velvet (Venezuela), Viva (USA).

Indica, see Distribuidora Panamana

IEMPSA (Industrias Electricas & Musicales Peruanas SA), Avda. Pueblo Libre, San Isidro, Lima. Tel: 22-93-57. 40.46.00. Gen. Mgr.: Dr. Augusto Sarria Salas. Sales Mgr.: Melchor Rodolfo Canseco Torres. Intl firms represented: Discol (Colombia). Discorama (Mexico), Edibol (Uruguay), EMI (United Kingdom), MGM (USA), RCA (worldwide), United Artists (Spain), Motown (USA), Musart (Mexico), Paramount (Puerto Rico), Warner Bros. (USA), Universal (UK), Warner Bros.

Labels: (Owned) EMI (EMPSA), Lider (represented) A&M (USA), Apple (UK), Capitol (Mexico), Cotasonic (Colombia), Decca group (UK), EMI group (UK), Favelodka (Uruguay), Londres (USA), Sony (Mexico), Unibody (Mexico), Velvet (Venezuela).

Indie, see DISNA

IMPAX (Pubs & Music Distributors SA), Apdo. 1979, Lima 13. Tel: 22.13.21. 1247. 32.40.05. Mgr.: Dr. Augusto Sarria Salas. Sales Mgr.: Melchor Rodolfo Canseco Torres. Intl firms represented: Discol (Colombia). Discorama (Mexico), Edibol (Uruguay), EMI (United Kingdom), MGM (USA), RCA (worldwide), United Artists (Spain), Motown (USA), Musart (Mexico), Paramount (Puerto Rico), Warner Bros. (USA), Universal (UK), Warner Bros.

Labels: (Owned) EMI (EMPSA), Lider (represented) A&M (USA), Apple (UK), Capitol (Mexico), Cotasonic (Colombia), Decca group (UK), EMI group (UK), Favelodka (Uruguay), Londres (USA), Sony (Mexico), Unibody (Mexico), Velvet (Venezuela).

Impax, see DISNA

**services**

**design & artwork**

IEMPSA (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey Dansey 1247, Lima. Tel: 32.40.05. Mgr.: Dr. Augusto Sarria Salas. Mgr.: Rodolfo Canseco Torres. Intl reps: Dr. Augusto Sarria Salas. Sales Mgr.: Melchor Rodolfo Canseco Torres.


**printers & lithographers**

IEMPSA (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey Dansey 1247, Lima. Tel: 32.40.05. Mgr.: Dr. Augusto Sarria Salas. Sales Mgr.: Melchor Rodolfo Canseco Torres.

Imprinta Editoria Disco SA, Pasaje Valverde 106, Lima. Tel: 22-13-21. 1247. 32.40.05. Mgr.: Dr. Augusto Sarria Salas. Sales Mgr.: Melchor Rodolfo Canseco Torres.


**supplies**

**JACKETS & SLEEVES**

IEMPSA (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey Dansey 1247, Lima. Tel: 32.40.05. Mgr.: Dr. Augusto Sarria Salas. Sales Mgr.: Melchor Rodolfo Canseco Torres.


**jukebox title strips**

IEMPSA (Industrias Electricas & Musicales Peruanas SA), Av. Guillermo Dansey Dansey 1247, Lima. Tel: 32.40.05. Mgr.: Dr. Augusto Sarria Salas. Sales Mgr.: Melchor Rodolfo Canseco Torres.
**RECORDS**


- **Exports**: LP's 1973-1974: 142,140 units.

- **Import Costs**: (Import/Export Regulations): Presidential Decree No. 34, amending the tariff and commercial arrangements.

- **Radio Stations**: Pre-recorded Tape: Domestic 6; Export 4.

- **Discounting**: Frequent.

- **Record club sales**: None.


- **Distribution**: Record manufacturers usually operate their own distribution outlets in major cities. Airlines, merchants, and dealers provide services.

- **Type of promotion**: The government now directly controls record promotion.

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PLATING, PROCESSING & PRESSING PLANTS

Atlas Rec Co., 35 F. Josef, Concepcion, Manila, Nish O. Otetsu (Pressing only).
Fila Recs Corp., 131 Del Monte Ave. Quezon City. (Tele: 60-30-41 Cable: FILREC. Pres: Gen. Mgr: Manuel P. Villar; VP Production: Jose Villar; Sales Manager: Gonzalo Tuazon
Mareco Inc., 131 Del Monte Ave., Quezon City. (Tele: 60-30-41 Cable: MAREVICO, Pres: Jose Villar; VP: Lu P. Villar; Sales Manager: Gonzalo Tuazon.

PRINTERS & LITHOGRAPHERS

Felipe Recs., Inc., 131 Del Monte Ave., Quezon City. (Tele: 60-30-41 Cable: FILREC, Pres & Gen. Mgr: Manuel P. Villar, VP Production: Jose Villar; Sales Manager: Gonzalo Tuazon.
Mareco Inc., 131 Del Monte Ave., Quezon City. (Tele: 60-30-41 Cable: MAREVICO, Pres: Jose Villar; VP: Lu P. Villar; Sales Manager: Gonzalo Tuazon.

TAPE CUSTOMIZERS & MARKETERS

Filipino Recs Co., 31 Del Monte Ave., Quezon City. (Tele: 30-31-41 Cable: FILREC. Pres & Gen. Mgr: Manuel P. Villar; VP Production: Jose Villar; Sales Manager: Gonzalo Tuazon.
Mareco Inc., 131 Del Monte Ave., Quezon City. (Tele: 60-30-41 Cable: MAREVICO, Pres: Jose Villar; VP: Lu P. Villar; Sales Manager: Gonzalo Tuazon.

RECORD PROCESSING MACHINERY


TAPE, RAW & BLANK LOADED


TAPE DUPLICATING EQUIPMENT


POLAND

MARECO INC., 131 Del Monte Ave., Quezon City. (Tele: 60-30-41 Cable: MAREVICO. Pres: Jose Villar; VP: Lu P. Villar; Sales Manager: Gonzalo Tuazon.

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MARECO INC., 131 Del Monte Ave., Quezon City. (Tele: 60-30-41 Cable: MAREVICO. Pres: Jose Villar; VP: Lu P. Villar; Sales Manager: Gonzalo Tuazon.
Records exported to countries other than USA. 1973: 2,651 units, 1972-827,009 units.
Average price of record tapes: 12.00.

PAOLI LABORATORIES, 2435 W. Armitage St., Chicago, IL 60618.

**services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS


**music publishers**


**record & tape manufacturers/distributors/imports**

Alpha, see Telecpra.
Algarve, see Radio Trinco.
Alvaredo, see Radio Triunfo.
Alvarez, see Psst, see Procope.
Bete, see Clark Nacional, Rua Alegria da Constitucção 24, Porto.

**RADIO STATIONS**

All government no. of AM 30, no. of FM 37.

**TELEVISION STATIONS**

2 Government channels.

**IMPORT/EXPORT REGULATIONS**

Jukeboxes: Very few.
Type of distribution: Manufacturer -to-wholesaler -to-retailer.

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Polish Jazz Ass’n, PO Box 282, Rutkowskiego 20, 00-020, Warsaw.

**TELEVISION STATIONS**

Comments: Programming is comprised of newsreels, sports, political programs and music. Roman Wachinski.

**IMPORT/EXPORT REGULATIONS**

Rate of exchange: 51 (US) = 27.57 escudos.

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2 Government channels.

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**IMPORT/EXPORT REGULATIONS**

Jukeboxes: Very few.
Valentim de Carvalho Ci. Sarl, Rua Nova do Almada 95-99, Portugal

**music publishers**

Belter (Ed.). Rua da Construccion 74, Porto. Tel. 498041

**services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Círculo de Cultura Musical, Rua 45, Lisbon 1

Imavox Eds. Musicais, Rua Padre Antonio Vieira 28, Lisbon. Tel. 21764.


Jukeboxes: 10,000.

Records imported from countries other than USA (factory importers / rackjobbers).

Mfg. value): 1973-5189,559 (from Mexico, Colombia, Peru, Brazil, Argentina).

Most record firms are dealers/distributors.

**imports/exports**

JOHN DEERE MACHINERY CO.

Porto, Rua do Campo Largo 17, 1st fl., Lisbon 1. Tel: 6572340. Mng. Dir. Manuel Gomes; Sales Mgr. Ignacio Mena.

**labels**

Labels: (Owned) Alberto Dircie; (Distributed) CBS Latin, Mericana, Pronto.

**export/import regulations**

Comment: There is cable TV in some parts of San Juan. Most of the programs are English and on video tape. Subscribers pay about $0.05 a month.

Cable TV works in conjunction with programs for the Virgin Islands. Most of the programs are English language and on video tape. Subscribers pay about $0.05 a month.

**comments**

Porto, Rua do Campo Largo 17, 1st fl., Lisbon 1. Tel: 6572340. Mng. Dir. Manuel Gomes; Sales Mgr. Ignacio Mena.

**directories**

**Radio stations**

Comment: Radio and television are under FCC rules. 90% of programming is recordings with the remainder local programming.

**record shops**

Most of these handle records.

**record companies**

**suppliers**

Audio Magnetics Corp. Aptd. 72, Caldas da Rainha. Tel 12 23041.

Belter (Ed.). Rua da Construccion 74, Porto. Tel. 498041

**annexaries manufacturers**

Audio Magnetics Corp. Aptd. 72, Caldas da Rainha. Tel 12 23041.

Belter (Ed.). Rua da Construccion 74, Porto. Tel. 498041

**products**

Product: Tape playback equipment.

**sales offices**

Home office: Spain, Discos Columbia

Int'l branch: USA

Art All


**accident & health insurance**


**branch offices**

**products**

Product: Tape playback equipment.

**address**

Dr. Antonio Contreras

Alhambra Recs. of Puerto Rico Inc., PO Box 2702, San Juan 00936, Tel. (809) 764-3038. Cable: ALWERCORDS.

**development**

Pres. Francisco Granadeiro; Mgr. Dr. Antonio Contreras; Mgr. Rui Valentim de Carvalho; Gen. Mgr. Dr. Antonio Santos.

**labels**

**products**

Product: Tape playback equipment.

**distribution**


**products**

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**branched offices**

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Product: Tape playback equipment.

**distribution**


**import/export regulations**

Comment: There is cable TV in some parts of San Juan. Most of the programs are English and on video tape. Subscribers pay about $0.05 a month.

Cable TV works in conjunction with programs for the Virgin Islands. Most of the programs are English language and on video tape. Subscribers pay about $0.05 a month.

**sales offices**

Home office: Spain, Discos Columbia

Int'l branch: USA

Art All


**branch offices**

**products**

Product: Tape playback equipment.

**distribution**


**import/export regulations**

Comment: There is cable TV in some parts of San Juan. Most of the programs are English and on video tape. Subscribers pay about $0.05 a month.

Cable TV works in conjunction with programs for the Virgin Islands. Most of the programs are English language and on video tape. Subscribers pay about $0.05 a month.
Marvela, see Puerto Rico Recs.
Mavi, see Allied.
Mercana, see Carytronics.
Mesa, see Allied.
Montilla, see Allied.
Marvela, see Allied.

PLATING, PROCESSING & PRESSING PLANTS

Marviton Recs. Inc., PO Box 594, Canovanas, 00629. Tel: 769-6000.

TAPE CUSTOM Duplicator


TAPE SUPPLIERS & DISTRIBUTORS


PRINT & LITHOGRAPHER

Marvela, see Allied.

SINGAPORE

Billboard 1974-1975 International Music—Record Directory

ASSOCIATIONS & PROFESSIONAL SERVICES

Ccribed Discoteca Selects, Peer Int’l Corp. of Puerto Rico, Edif. Banco de Ponce, 1250 Juan J. Cue; Controller: Juan Alcina. (Rack Jobber/ Record Producer, Reprise, Sussex, Warner Bros. (all USA). Labels: (Owned) All USA. Tel: (809) 723-5318. Mgr.: John Ruiz. (Manufacturer/ Distributor, Independent)

Recordation, see Puerto Rico Recs.

The only radio station is government operated. The Rediffusion Network is 75%, while over the radio there are 5 small privately operated stations.

Records:

Pop Sound, see Phonogram.
Parlophone, Pathe, Regal; (represented) ABC/Dunhill (UK, USA), A&M (USA), Alligator (USA), Atlantic (USA), Brunswick (USA), Capitol (USA), Columbia (USA), D G (Australia), EMI, EMI (Singapore) Pte. Ltd., MacDonald House, Orchard Rd., Singapore 9 Tel: 337-686, Cable: MITRON. Mgr. Dir. Dr. Keith Bruce. Gen. Mgr. Ross Barnett


Regional branch: Malaysia.

Labels: (Owned) Accent (USA), Angel (UK), Argo, Ariola, A&M (USA), Apple (UK), Apple (USA), Arista (USA), Arista (UK), Atlantic (USA), Autumn (USA), Brunswick (USA), Capitol (USA), Columbia (USA), Decca (UK, USA), MGM. see Phonogram.

Columbia, see EMI.

Manufacturers/

Regional branch: Hong Kong, Malaysia.

Siegfried, see Decca.

Regional branches: Hong Kong, Malaysia.

Siegfried, see Decca.

Regional branches: Hong Kong, Malaysia.

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Regional branches: Hong Kong, Malaysia.

Siegfried, see Decca.
music publishers


music services


services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of the Southern African Phonographic Ind. (ASAPI) (See above)

Direct-Mail Service


licenseing organizations, music

S A M R R O (South African Music Rights Reg’g Org.), PO Box 9292, Johannesburg, Tel: 23-4025. (Performing rights only).

S A R A S (South African Rights Ass’n Soc’y), Tel: 23-4971. George Hardie, Sec’y-Dir. W.F. Fraser.

Direct-Mail Service


Licensing Organizations, Music

S A M R R O (South African Music Rights Reg’g Org.), PO Box 9292, Johannesburg, Tel: 23-4025. (Performing rights only).

Direct-Mail Service


 embraces all types of musical production. It includes classical music, jazz, rock, pop, reggae, hip-hop, and traditional African music. It also contains information on recording studios, production companies, and music labels. The entry provides details such as the name of the production company, address, contact information, services offered, and affiliations or collaborations with other music industry organizations.
AN ORATORIO featuring four stages of the human being, from genesis to apocalypse, coupled with the most advanced synthesis of electronic music, rock and the classics.
Granada, see Sociedad Espanola de Divulgacion Musical.

HARVEST, see EMI - ODEON.

GRABACIONES ALVAREZ GUEDES SL, Fuencarral 5, Madrid 4. Tel: (91) 492.99.89.

GAVIOTA. see HISPAVOX.

FIADIA SA, Claudio Coello 76, Madrid 1. Tel: (91) 576.18.18.

FICLO MKTG., Plaza Cardona 11, Barcelona 7.

EXPANSE, see FIDIAS.

EURODISC, see ARIOLA-EURODISC.

ETTE, see ALS 4 VENTS.

EGREM, Fuencarral, Madrid 45. Tel: (91) 222.90.65.

EDIGSA (ED. GENERAL SA), Av. Jose Antonio 654, Barcelona.


ELITE SPECIAL (Switzerland), REDIFFUSION.

EQT, see SONOMAX-PHONORECORD.

EGREM, see EDIGSA.

ECLIPTECA, Libertad 27, 1st fl., Madrid Tel: (91) 222.50.32.

DISCOPHON SA, Calle Valencia 288, Barcelona 7. Tel: (93) 215.38.46.

DIDO, see ALS 4 VENTS.

D G, see POLYDOR.

DIRESA (DISCографICAS REUNIDAS DE ESPAÑA SA), Bruch 7, Madrid 11.

D G M, see POLYDOR.

D H, see ALBA C.

DIETikon (Austria), ASYLUM (USA), ATLANTIC (USA), BLUE LABELS: (Owned) CLAVE, (represented) Padre Bentler (Netherlands), Padre Padre Bentler (Colombia).

DG, see POLYDOR.

M G M, see POLYDOR.

M H M (MAHOMETTE), see POLYDOR.

D I R E S A (DISCографICAS REUNIDAS DE ESPAÑA SA), Bruch 7, Madrid 11.

DIDAGRAFICA REUNIDA SA, Altran Diagonal 7, Barcelona 9.

DIAPASON, see DIMA.

DIAPASON (ARGENTINA), (Distributor) 236.68.19. Mgr., Eugenio Secanell; A&R: Pedro Vidal. Mgr., Fernando Salaverri; Int’l Dir., Luis Calvo.

DIRSA, see LATIN'S BEST.

D I R E S A (DISCографICAS REUNIDAS DE ESPAÑA SA), Bruch 7, Madrid 11.

DREXEL, see POLYDOR.


PREs. Luis Sagi-Vela, Gen Dir. Pierre Maget; Admin Dir. Aurelio Lopez Resina, Sales Dir. Rafael Gil; Sales Dir. Esteban Garca.

BRANCH: Madrid, Calle Antonio Arrias 7. Tel: (91) 222.90.85.

LABELS: (Owned) Capitol, EMI, Empieza, La Voz de 4 Vientos, Odeon, Palma, Regia, Staatside; (represented) Apple (UK), DUK (UK), Delta (France), (Gnome, Belgium), (Vinyls, UK), Neighbors (UK), PDU (Italy), Probe (USA), Purure (USA), Seleccion (UK), SOVO (Spain), Superbike (UK), SWC (Sweden), Trola (Norway), DUWIDE, see EKO.


ELITE SPECIAL (Switzerland), REDIFFUSION.

EQT, see SONOMAX-PHONORECORD.


LIVTON. see FORUM.

M G M, see POLYDOR.

M H M, see ALBA C.

M H M. (MAHOMETTE). see POLYDOR.

M A R F I I (SPANISH), see TAPA.

M A R F I I (SPANISH), see TAPA.

M A R T I (INT’L), see VOGUE.

M A R T I (INT’L), see VOGUE.

M A R T I O, see VOGUE.

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M A R T I O. see VOGUE.
Billboard 1974-1975 International Music - Record Directory

36x24: Billboard 1974-1975 International Music - Record Directory

38x228: Curci de Espana SL, Magallanes 21, Madrid 15. Tel: (91) 223.49.87.

38x294: Chappell Iberica SA, Magallanes 21, Madrid 15. Tel: (91) 223.49.87.

38x480: Barna, Via Layetana 158, Bajos Barcelona 9.

38x486: Balmes, Duran & Bas 9, Barcelona 2.

39x234: La Corrida, see Discorama.

39x246: Coculsa, Torregalindo 5, Madrid 16, Tel: (91) 250.23.30.

39x396: Canciones del Mundo SA, Magallanes 21. Madrid 15. Tel: (91) 223.49.87.

39x408: Cadencia (Ed.), see Atlantico.

39x426: Burlington Music Espanola SA, see Notas Magicas.

40x228: Ariston Espanola SA, see Armonico.

40x268: Armonico (Grupo Ed.) SA (SGAE), Desengano 4, Madrid 21. Tel: (91) 223.49.87.

40x276: Atlantico (Ed. Mu水流): Alberto Raw (Germany), Montparnasse 2000 (France), Telemusic (Italy), Int'l firms represented: ABC group (USA), Chrysalis (UK), Crown (Japan), Five Continents (USA). Mexican Music (USA), Ramos Brambilo (Brazil), Casa Latina (USA), Balbuena 20, Madrid 2. Tel: (91) 415.44.00.

40x681: Int'l firms represented: ATV (UK). Arc (USA), Audre (UK), Beta (UK), Carmona.

41x348: Affiliates: Antar Eds. Musicales, see Discorama.

41x372: Erika (Eds.); Big Singleton, GMA Tree.

42x160: M G A (Ed. Musicales) (SGAE), Av. del Generalisimo 4, Madrid. Tel: (91) 262.41.66.

42x228: Robertson Morris (UK, USA).

42x234: Hans Sikorski), Mexico (Ivan Mogul! Latina), UK (Hans Sikorski), Selected Sound (Germany), Sforzando (Germany), trc.

42x251: Pages 335 and 336:

42x308: Southen Music Espanola SA (SGAE), Diputacion 337, Barajas 39, Madrid 15. Tel: (91) 223.49.70.

42x341: Downtown Music (Ed.), USA (Parnaso).

42x626: Int'l firms represented: ATV (UK). Arc (USA), Audre (UK), Beta (UK), Carmona.

43x308: Affiliates: Antar Eds. Musicales, see Discorama.

43x372: Erika (Eds.); Big Singleton, GMA Tree.

44x160: M G A (Ed. Musicales) (SGAE), Av. del Generalisimo 4, Madrid. Tel: (91) 262.41.66.

44x228: Robertson Morris (UK, USA).

45x348: Affiliates: Antar Eds. Musicales, see Discorama.

46x160: M G A (Ed. Musicales) (SGAE), Av. del Generalisimo 4, Madrid. Tel: (91) 262.41.66.

46x308: Southen Music Espanola SA (SGAE), Diputacion 337, Barajas 39, Madrid 15. Tel: (91) 223.49.70.

46x341: Downtown Music (Ed.), USA (Parnaso).
SUDAN

● services
  DESIGN & ARTWORK (rec. only)
  DIRECT-MAIL SERVICE
  PRINTER & LITHOGRAPHER (rec. only)
  PROMOTION & PUBLICITY

Munophe Rec Co. PO Box 2380 Khartoum Tel: (0138) 73355. 75445 Owner & Mng. Dir. Mansour Mohamed Hassan. Sales Mgr. Nadir Mohamed Hassan.

SURINAM

● store fixtures & merchandising aids manufacturer

Munophe Rec Q Co. PO Box 2380. Kathoom. Tel: (0138) 73355. 75445 Owner & Mng. Dir. Mansour Mohamed Hassan. Sales Mgr. Nadir Mohamed Hassan. Product: Carrying & storage cases (rec. only), catalog sets (rec. only), cleaners clothes & brushes, 45 rpm adaptions, needles, browser boxes (rec. only), display racks (rec. only), divider cards (rec. only).

SURINAM

Records, record blanks & pre-recorded media imported from USA: 1973-3,800,000 units, 150,000 units, 65,250,000; 1972-5,150,000 units, 87,500,000.

SWEDEN

● accessories manufacturer


Home office: Netherlands.
Labels: (Owned) Bntrus, Catharina, Maya.

SWEDEN

Population: 8,144,817.
Rate of exchange: 1 US$ = 8.45 kronor.
Per capita income: 13,500.

RECORDS

Records sold domestically: LP's 1973-8,600,000 units, 150,000 units. 1972-7,300,000 units. 14,500,000 units. 1971-2,600,000 units.


Records exported to USA (factory value): 1973-8142,000; 1972-207,000 units.

Average retail price per record: LP's 5.75, EP's 4.50, singles 2.50.
Stereo sales: 100% of total.

Discounting: Rare.

Type of distribution: Government-controlled radio and TV are the most important. The Swedish Broadcasting Corp. broadcasts on three channels with the third playing music only, mostly recorded. The second plays classical music.

Type of promotion: Government-controlled radio and TV are the only ones, mostly recorded, and the second playing classical music.

TELEVISION STATIONS:

No of channels 2 (government).

Leif Schulman.

● record & tape manufacturers/distributors/importers

Accent, see Nabdalha.
Amigo, see Munsphone Rec'g Co., PO Box 2380, Khartoom. Tel: (0138) 73355. 75445 Owner & Mng. Dir. Mansour Mohamed Hassan.

MARKET:

Sales of pre-recorded cassettes are still running at their highest levels. The cartridge 8-tr. dropped about 30% in sales however, cartridge 8-tr. dropped about 30% in sales due to lack of advertising.

Music only, mostly recorded, and the second playing classical music.

Type of promotion: Government-controlled radio and TV are the only ones, mostly recorded, and the second playing classical music.

CLASSICAL MUSIC:

Dagny, see Arne Bendiksen.
Dyana Concept Studio's, see Phonogram.
Dollar, see Amigo.
Ducane, see Cappella.
Dux, see Phonogram.

Discofon Svenska AB. Vinbarsvagen 27, S-161 52 Bromma. Tel: (08) 730-00-60. Mng. Dir. Sten af Klinteberg. VP: Per-Anders Bogeus.

Labels: (Owned) Corpus, Cupol, Date.

Discofon, see Cappella.
Dollar, see Amigo.
Ducane, see Cappella.
Dux, see Phonogram.

Dollar, see Amigo.
Ducane, see Cappella.
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<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Number</th>
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<tbody>
<tr>
<td>Polydor AB</td>
<td>PO Box 3093, Dalvagen 5</td>
<td>Tel: (08) 76-50-14</td>
</tr>
<tr>
<td>Phonogram AB</td>
<td>Box 3083, Dalvagen 4</td>
<td>Tel: (08) 63-01-80</td>
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<tr>
<td>Metronome Recs. AB</td>
<td>Storangsvagen 27</td>
<td>Tel: (08) 63-01-70</td>
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<tr>
<td>Metro</td>
<td>see Polydor.</td>
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<tr>
<td>Mallwax</td>
<td>see Metronome.</td>
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<tr>
<td>MGM</td>
<td>see Polydor.</td>
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<tr>
<td>Karussell</td>
<td>see Polydor.</td>
<td></td>
</tr>
<tr>
<td>leer Rec'g Co. AB</td>
<td>Grey Turegatan 38</td>
<td>Tel: (08) 10-83-38</td>
</tr>
<tr>
<td>Imes</td>
<td>see EMI.</td>
<td></td>
</tr>
<tr>
<td>Ibra Radio, PO Box 621</td>
<td>S-101 38 Stockholm</td>
<td>Tel: (08) 8-63-53-10</td>
</tr>
<tr>
<td>International Mensa Musikforlag AB, Stubbstigen 3</td>
<td>Stubbstigen 3</td>
<td>Tel: (08) 29-34-36</td>
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<tr>
<td>International Mensa Musikforlag AB</td>
<td>Stubbstigen 3</td>
<td>Tel: (08) 29-34-36</td>
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<td>International Mensa Musikforlag AB</td>
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<td>Stubbstigen 3</td>
<td>Tel: (08) 29-34-36</td>
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**Note:** This list is not exhaustive and includes only a portion of the music record producers in Sweden.
INTRODUCING
The ALPHA-DELTA PRESS
A new concept of a fully automatic record press.

- Unique 3-column design
- Simplicity of principle and construction
- Unique unloading system, allowing pressing of light-weight records.
- Compact, Floor area 2.1 m² (23 sq.ft.)
- Fast and easy stamper changing
- High, reliable production.
- Patented, universal labeling device

We offer a complete line of products for manufacturing of records:

- Semiautomatic and manual presses
- Preplastifying extruders
- High speed moulds
- Trimmers
- Hydraulic pump units
- Cooling water pumps
- Steam boilers
- Granulating mills
- Packing machines

Serving the world's record industry since 1942.
Write or call for further information and catalogues.

TOOLEX ALPHA AB
ESPLANADEN 10 S-172 31 SUNDBYBERG, SWEDEN TELEPHONE: 08-29 90 30 TELEGRAMS: TOOLEXALPHA, Stockholm
READY FOR VIDEO
E.F.P. PLATING EQUIPMENT

Europa Film  Box 20065 • 161 20 Bromma 20, Sweden
Telex: 176 56   Cable: Europa Stud   Tel. 08/28 28 00
**Weimer Music**

**Address:** Untertor 4, CH -8401 Winterthur. **Tel:** (052) 23.62.31. **Telex:** 76281. **Gen. Mgr.:** Helmut Bischof. **8401 Winterthur. Tel:** (052) 23.62.31. **Telex:** 76281. **Gen. Mgr.:** Helmut Bischof.

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**Goffinen**

**Address:** Rue de l’Europe 24, CH -1204 Genève. **Tel:** (022) 58.91.11. **Pres.:** Robert Phillipp. **Tel:** (022) 58.91.11. **Pres.:** Robert Phillipp.

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**Harrington**

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Thank You Music, 10 Seafarv Ave., New Malden, Surrey U77 7TW. Tel: (01) 942-1202. Dir. Geoff Sharesh.
Test Inds. Ltd., see Compass.
This Record Co., Ltd., see Dick James
Threshold Music Ltd. c/o Threshold Recs. Ltd. 53/55 High St. Cobham, Surrey, Tel Cobham 4142. (See Leeds)
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Wendy Hanson, 61 Eaton Sq., London SW1. Tel: (01) 235-6820.

Cassette Developments (Audiosonic) Ltd., Volpoint House. Cliffe, Folkestone, Kent. Tel: (0233) 72476.

C B S Recs. (div. of CBS UK Ltd), 28/30 Theobalds Rd., London WC1X 8PB. Tel: (01) 349-0349. Mng. Dir.: Monty Presky; Dir.: David L. Miller. Divisional Dir.: George Shestopal. (Pressing only).


Orlake Ltd., Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (0722) 3789, 3888. (Pressing only).


Cassette Developments (Audiosonic) Ltd., Volpoint House. Cliffe, Folkestone, Kent. Tel: (0233) 72476.


Michael A. Doud.

Dir.: L.H. Reid. (Pressing only).


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Midland Sound Recs. meeting House Ln., Balsall Common, West Midlands. Walsall, Tel: (0664) 724468. (Pressing only).

Multiple Sound Pressings Ltd., 120 King St., London W1. Tel: (01) 493-4974. Mng. Dir.: L. H. Reid. (Pressing only).


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CRESS Ltd., (Commercial Radio Express Supply Serv.), 7-TAPE CUSTOM DUPLICATORS

Virgin Promos. Ltd., 130 Notting Hill Gate, London W11.


TAPE CUSTOM Duplicators


Precision Tapes Ltd., AN House, 17 Great Cumberland Pl., London W1. Tel: (01) 947-2333. Dir.: D.R. Tuckman; Sales Mgr.: I.L. Highley.

Configuration: 8-tr. & compact cassette.

ENVELOPES & MAILERS

Ballantine Adv. Ltd., 8 Chepstow Pl., London W2. Tel: (01) 229-6071.


Brand name: Fidelipac.

Precision Tapes Ltd., 130 Notting Hill Gate, London W11.


SAFETY, STATIONERY & REELS

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B & T S F (UK) Ltd., Audio/Videotape Divs., PO Box 473, Bridgenorth 2521. Tel: (0892) 263349. Mng. Dir.: J. Bede; Mgr.: M. Oberstein; Prod. Gen. Mgr.: P. Lloyd.


Ballantine Adv. Ltd., 8 Chepstow Pl., London W2. Tel: (01) 229-6071.


TELEVISION, \n
Bladejet Stereo 8 (UK), Ltd., Mastertape House, Blackthorne Rd., Waltham Abbey, Essex EN9 1JF. Tel: (0727) 31933. Mng. Dir.: Des Dolan. (Sleeves only).


G E M Group Ltd., 266 Guildford Rd., London SE1. Tel: (01) 965-7326. (Sleeves only).


Crawley, Sussex RH10 4AZ. Tel: Crawley 34982. Cable: ASTAPE. Telex: 28282. Mng. Dir.: J. Barrow; Sales Mgr.: R. Haynes; Prod'n Mgr.: J. Bede; Mgr.: M. Oberstein; Prod. Gen. Mgr.: J. Bede.

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**Arnovats Ltd.,** Hurst Road, N22 Tel: (01) 450-2141, Mgr: D. M. Dindal. Tape Sales Mgr: Peter Ward. **Product:** Display racks (tape only). **Brands:** Assorted.

**Browntone Adv. Ltd.,** 8 Chepstow Place, London W2. Tel: (01) 450-5772. **Product:** Display racks (tape only).

**E C Watts, Darby House, Sunbury-on-Thames, Middx.** Tel: Uxbridge 37331. Dir.: F.D. Bone. **Product:** Merchandising aids. **Brand:** Preener, manual parastat, hi-fi parastat, stylus cleaner, humidifier, map.

**Billboard 1974-1975 International Music-Record Directory**

**Curran Adv. Ltd.,** 341 Brighton Road, South Croydon, Surrey CR2 9NH. Tel: (01) 460-0112. **Product:** Display racks (tape only).

**Crown Radio Co. Ltd.,** 125/127 Lee High Road, Lewisham SE13 7DD. Tel: (01) 407-8161. **Brand:** Morris, J. Parker & Co., (London) Ltd., Parkar House, 81 Ryland Road, London E11 3SA. **Product:** Merchandising aids. **Brand:** J. Parker & Co., (London) Ltd., Parkar House, 81 Ryland Road, London E11 3SA. **Brand:** White House, Rainham Road S., Dagenham, Essex RM10 8TK.

**Crosley Radio (UK) Ltd.,** 63A High Street, Ware, Herts. **Brand:** Magnetek. **Product:** Merchandising aids. **Brand:** Magnetic Tape, Glass, Stylus, Head Cleaner.

**Croydon, Surrey CR2 6E0. Tel: (01) 688-7372. Chm.: F. R. B. Howe. **Product:** Merchandising aids. **Brand:** Manual Parastat, Hi-Fi, Pre-Stat, Head Cleaner.

**Darby House, Sunbury-on-Thames, Middx.** Tel: Uxbridge 37331. **Brand:** Preener, manual parastat, hi-fi parastat, stylus cleaner, humidifier, map.

**Dacca Radio & Television, Neachells Lane, Willenhall, Staffs.** **Brand:** Mako Electronics Ltd., 45 Grove Lane, London SE5. Tel: (01) 701-8694. **Product:** Merchandising aids. **Brand:** Selecta (London), 125/127 Lee High Road, Lewisham SE13 7DD. Tel: (01) 407-8161. **Brand:** Morris, J. Parker & Co., (London) Ltd., Parkar House, 81 Ryland Road, London E11 3SA. **Brand:** Glass, Stylus, Head Cleaner.

**Demarkor Industries, 263 Renfrew Street, Glasgow 93. Tel: (01) 346.3332. **Brand:** Merchandising aids. **Brand:** Vidaphase, Polyethylene Cover, Polyethylene Tape, Carrier Tape.

**Dir.: R. E. Edwards; Gen. Mgr.: D. Deighton; Office Bromley, Kent BR2 9NH. Tel: (01) 460-0112. Mng. **Brand:** Leisure Accessories, 38 Jamestown Road, London NW17 6EJ. Tel: (01) 267-4937. Cable: HIGHMANCO. Tel: 2194. Mgr: F. Strauss, Gen. Mgr.: H. Rimington. **Brand:** Alpha (Denmark, Japan), Harman/ Kardon (Canada, USA). **Product:** Merchandising aids. **Brand:** Mercadema Ltd., 30 Holborn Viaduct, London EC1. Tel: (01) 995-4551. **Brand:** Shroy (UK) Ltd., 8 Bush Lane, Cannon Street, London EC4. Tel: (01) 346.3332. **Brand:** Verden (UK) Ltd., 150 Hoxton Street, London N1. Tel: (01) 670-0017. Cable: SHARPTRON. Telex: 668380. **Brand:** Bellini (Japan, USA).

**Dir.: Michael Lindsay; Gen. Mgr.: Tom Russell; Prod’n Mgr.: R. J. Smith. **Brand:** Dulco, Elisbeeth, Elpico.

**Eagle Int’l, Precision Centre, Heather Park Drive, Wembley, Middx.** **Brand:** Merchandising aids. **Brand:** John Scott, Michael, Lee.

**Eagle Int’l, Precision Centre, Heather Park Drive, Wembley, Middx.** **Brand:** Merchandising aids. **Brand:** John Scott, Michael, Lee.

**Enfield, Middx. Tel: (01) 727-9951. **Brand:** Merchandising aids. **Brand:** Alba.

**E M. Recs., EM House, 20 Manchester Square, London W1. Tel: (01) 486-4868. Mgr: G. Gerd. **Product:** Display racks, display boxes, display cards, display cases, display stands.

**Eagle Int’l, Precision Centre, Heather Park Drive, Wembley, Middx.** **Brand:** Merchandising aids. **Brand:** John Scott, Michael, Lee.

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URUGUAY

Population: 2,800,000

Rate of exchange: 1 US$ = 1030 pesos

Holidays:
January 1 (New Year's Day), February 19 (Carnival), March (Holy Week), April 19 (Landing of the 33), May 1 (Workers Day), 18 November 2 (All Souls Day), December 8 (Blessing of the Waters), December 25.

RECORD STORES:

- La Bella, Gallo Azul 3020, Montevideo.
- Los Boliches, Sierra 1882, Montevideo.
- La Prisma, Luna 1530, Montevideo.
- La Rosada, Manzana 1387, Montevideo.

TAPE:

- Market: Only one per cent of the record player owners also own cassette players. Nevertheless the cassette market is still growing.

TAPE DISTRIBUTORS:

- La Bella, Gallo Azul 3020, Montevideo.
- Los Boliches, Sierra 1882, Montevideo.
- La Prisma, Luna 1530, Montevideo.
- La Rosada, Manzana 1387, Montevideo.

SUPPLIES

- Suppliers
- Envelopes & Mailers

JACKETS & SLEEVES

- Suppliers
- Jackeets
- Sleeves

LABELS

- Suppliers
- Labels

FEATURED MANUFACTURERS

- Manufacturers
- Manufacturers

VENEZUELA

Population: 9,685,486

Rate of exchange: 1 US$ = 4.29 bolivars

Holidays:
January 1 (New Year's Day), January 6, Carnival, March 19 (St. Joseph's Day), April 3 (Easter), May 1 (Labour Day), July 25 (Independence), August 15 (Assumption of the Blessed Virgin Mary), September 17 (Republic Day), November 24 (National Day), December 25 (Christmas).
YEUGOSLAVIA

- record & tape manufacturers/distributors/importers
  Alfa Diskografija Produkcija, Bogovačeva 1b, Zagreb Tel (041) 447-738
  Beograd Disk Ludovica 15 Belgrade Tel 440-786
  Diskotop Produkcija Ploca, Topoljnica 22 Belgrade Tel 41000
  Sarajevo Tel (071) 334-21 Dir Jovko Baričević
  Label. Osnovni Diskoton
  Hledan—Televizija glavnom ploča Vođnikova 42
  Ludbura Tel 55-175
  Jugoslovenska Knjiga. Obilicev Venac 24 Belgrade
  Tel
  R T B—Belgrade. see Record Prod
  Prosveta, Narodnog Fronta 56, Belgrade Tel 442-375
  R T V Ljubljana—Kazetna produkcija. Tavčarjeva 17
  Ljubljana. Tel 55-175
  Association of Jazz & Light Music Musicians, Dusanova St.
  Association of Croatian Composers, Bereslaviceva 9, 41000 Zagreb
  National Section of the Int. I Society for Contemporary Music.
  Plating, Processing & Pressing Plant
  Jugoton-Recs. P.O. Box Dubrava 4, 41040 Zagreb Tel (041) 644-522
  TAPE CUSTOM Duplicator
  R T V Ljubljana—Kazetna produkcija Televizija 17 Tel 311-922

- music publishers
  Jugoton Eds. Musicales—JENA
  Vuk Karadzíc. Kraljevica Marka 9, Belgrade
  Suzy Prod'n Recs (the of Metalektro), Trgovina Na Veliko I
  Sumadija—produkcija ploča, Batocina kod Kragujevca. Tel
  Studio B Produkcija Ploca, PO Box 10, Belgrade.
  Record Prod'n of Radio—Television Belgrade, Makedonska St.
  RTV Ljubljana—Kazetna produkcija. Tavčarjeva 17
  Yugofrance. West Germany (Deutsche Obersch. Globale
  Trading. Köln & Konstanz, USA (International Book &
  Recs. Dists., USA (Everest Intl Book & Rec. Dists.)
  Intl reps.: Netherlands (Phonogram), Spain (Diresa),
  Italy, Netherlands (Phonogram), Spain (Diresa USA—Ereven. Intl Book & Rec. Dists.)
  Studio B Produkcija Ploca, PO Box 10, Belgrade Dir
  Marković, Gen. Mgr. Dragana Vidak
  Label (Owned) Studio B
  Sarajevo Tel (071) 33-421
  Labels. (Represented) Disneyland (USA). Vista (USA)
  Label: (Owned) Studio B
  Dragan Marković, Gen. Mgr. Dragan Vidak

- services
  ASSOCIATIONS & PROFESSIONAL
  organizations
  Association of Croatian Composers, Bereslaviceva 9, 41000 Zagreb Tel (041) 440-025
  Pres. Stanislav Horvat Gen Mgr. Vladimir Cvija
  Association of Jazz & Light Music Musicians, Dusanova St
  Zagreb Tel 55-175
  Yugoslav Radiotelevizija (radio & TV), Borisa Kidrića
  Association of Croatian Composers, Bereslaviceva 9, 41000 Zagreb
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  TAPE CUSTOM Duplicator
  R T V Ljubljana—Kazetna produkcija Televizija 17 Tel 311-922

- accessories manufacturer
  Jugoton-Recs. P.O. Box Dubrava 4, 41040 Zagreb Tel (041) 644-522
  Product: 45 RPM adaptors

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