EVERYWHERE
THE WORLD OVER

AUSTRALIA
WEA Records Pty. Ltd.
7/9 George Place, Anson, Sydney 2064 N.S.W.
Managing Director: Paul M. Turner

BELGIUM
WEA Records S.A./N.V.
75 Boulevard Lambermont, 1030 Brussels
Managing Director: Ben Bunders
General Manager: Ted Sikkink

BRAZIL
WEA Discos Ltda.
Rua Paulo de Frontin 735
ZC-10 Rio Comprido, Rio de Janeiro
Managing Director: Andre Midani

CANADA
WEA Discos Ltda.
1810 Birchmount Road, Scarborough, Ontario
President: Kenneth Middleton

FRANCE
WEA Filippacchi Music S.A.
70 Champs Elysees, Paris 75008
President: Daniel Filippacchi
Managing Director: Bernard de Bossun

GERMANY
WEA Musik GmbH
Gustav-Freytag-Strasse 15, 2 Hamburg 76
Managing Director: Siegfried Loch

ITALY
WEA Italiana S.p.A.
Galleria del Corso 4, Milan 20122
Managing Director: Giuseppe Velona

JAPAN
Warner-Pioneer Corp.
Fuji Building, 4-11-10 Roppongi, Minato-ku, Tokyo
President: Shin Watanabe
Resident Representative and
Co-Managing Director: Keith Bruce

NETHERLANDS
WEA Records B.V.
Koninginnenweg 49, Hilversum
Managing Director: Ben Bunders

NEW ZEALAND
WEA Records Ltd.
14-18 Federal St., Auckland
Managing Director: Tim Murdoch

PHILIPPINES
WEA Records
9th Floor, Manufacturers Bldg.
Piazza Santa Cruz, Manila
General Manager: Ramon Chuaying

SOUTH AFRICA
WEA Records (Pty) Ltd.
16 St. Andrews Road, Parktown, Johannesburg 2193
Managing Director: Derek Hannan

UNITED KINGDOM
WEA Records Ltd.
20 Broadwick St., London W1V 2BH
Managing Director: John Fruin

WEA INTERNATIONAL EUROPE
WEA European Coordinating Inc.
P.O. Box 3112, 2001 DC Haarlem, The Netherlands
Managing Director: Brigitte Peschko

WEA International European Artists Relations
Chillon 16
1820 Montreux, Switzerland
European Artists Relations Director: Claude Nobs

NESUHI ERTEGUN, President
WEA International Inc.
75 Rockefeller Plaza
New York, N.Y. 10019

PHIL ROSE, Executive V.P.
WEA International Inc.
3330 Warner Boulevard
Burbank, California 91505
U.S. PACESETTER RACKS UP MORE CASSETTE, SINGLES VOLUME

U.S. sales of music disks and tapes continue to pace world growth which many industry sources now see as going beyond $7 billion. U.S. figures for 1976 show music disks and tapes up 15.9% in list price value for a total of $2.74 billion, according to RIAA.

U.S. unit sales rose 11% to 592 million even with a change in RIAA accounting that now tallies multi-pack disks and tapes as a single unit (Billboard, May 28, 1977) to ostensibly reflect list prices more accurately (singles were adjusted to a higher $1.29 list price also).

Among other world leaders, Japan continues to show growth now approaching the $1 billion figure and West Germany's sales are around $700 million.

Highlights of U.S. sales the past year include a dramatic surge for prerecorded cassettes, up a surprising 47.5%; a turnaround for singles, up 16% in dollar sales and 15.9% in unit sales; and a downsing for reel to reel which is now too low in sales to track.

Total U.S. tape sales increased 19.8% in dollar sales while disk sales went up 14.4% and share of distribution shifted slightly with tape gaining a percentage point at 30.3% as disk dropped from 70.7% to 69.7%.

### 10 YEARS OF U.S. PRE-RECORDED MUSIC SALES

<table>
<thead>
<tr>
<th>Year</th>
<th>1967</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1968</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1969</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1970</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1971</th>
<th>% Change</th>
<th>% Dist.</th>
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</thead>
<tbody>
<tr>
<td><strong>Record</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Tapes</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Sales</strong></td>
<td>$1,173</td>
<td>100.0</td>
<td>$1,358</td>
<td>15.8</td>
<td>100.0</td>
<td>$1,586</td>
<td>16.8</td>
<td>100.0</td>
<td>$1,660</td>
<td>4.7</td>
<td>100.0</td>
<td>$1,744</td>
<td>5.1</td>
<td>100.0</td>
<td></td>
</tr>
<tr>
<td><strong>Record</strong></td>
<td>$1,383</td>
<td>10.6</td>
<td>$1,436</td>
<td>3.8</td>
<td>71.2</td>
<td>$1,550</td>
<td>7.9</td>
<td>70.5</td>
<td>$1,668</td>
<td>7.6</td>
<td>70.7</td>
<td>$1,908</td>
<td>14.4</td>
<td>69.9</td>
<td></td>
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<tr>
<td><strong>Tapes</strong></td>
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<td>9.7</td>
<td>28.1</td>
<td>581</td>
<td>7.4</td>
<td>20.8</td>
<td>650</td>
<td>11.9</td>
<td>29.5</td>
<td>692</td>
<td>6.5</td>
<td>29.9</td>
<td>829</td>
<td>19.8</td>
<td>30.3</td>
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<tr>
<td><strong>Total Sales</strong></td>
<td>$1,924</td>
<td>10.3</td>
<td>100.0</td>
<td>$2,017</td>
<td>4.8</td>
<td>100.0</td>
<td>$2,200</td>
<td>9.1</td>
<td>100.0</td>
<td>$2,360</td>
<td>7.3</td>
<td>100.0</td>
<td>$2,737</td>
<td>15.9</td>
<td>100.0</td>
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</table>

All Figures in millions.

### U.S. LP & SINGLES SALES FOR 10 YEARS

<table>
<thead>
<tr>
<th>Year</th>
<th>1967</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1968</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1969</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1970</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1971</th>
<th>% Change</th>
<th>% Dist.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LPs</strong></td>
<td>$874</td>
<td>83.2</td>
<td>$949</td>
<td>8.6</td>
<td>84.4</td>
<td>$995</td>
<td>4.8</td>
<td>85.0</td>
<td>$1,017</td>
<td>2.2</td>
<td>86.0</td>
<td>$1,086</td>
<td>6.8</td>
<td>86.8</td>
<td></td>
</tr>
<tr>
<td><strong>Singles</strong></td>
<td>177</td>
<td>16.8</td>
<td>175</td>
<td>-1.1</td>
<td>15.6</td>
<td>175</td>
<td>0</td>
<td>15.0</td>
<td>165</td>
<td>-5.7</td>
<td>14.0</td>
<td>165</td>
<td>0</td>
<td>13.2</td>
<td></td>
</tr>
<tr>
<td><strong>Total Sales</strong></td>
<td>$1,051</td>
<td>100.0</td>
<td>$1,124</td>
<td>6.9</td>
<td>100.0</td>
<td>$1,170</td>
<td>4.1</td>
<td>100.0</td>
<td>$1,212</td>
<td>1.0</td>
<td>100.0</td>
<td>$1,251</td>
<td>5.8</td>
<td>100.0</td>
<td></td>
</tr>
<tr>
<td><strong>LPs</strong></td>
<td>$1,203</td>
<td>10.8</td>
<td>87.0</td>
<td>$1,246</td>
<td>3.6</td>
<td>96.8</td>
<td>$1,356</td>
<td>8.8</td>
<td>87.5</td>
<td>$1,405</td>
<td>9.5</td>
<td>89.0</td>
<td>$1,663</td>
<td>11.9</td>
<td>87.2</td>
</tr>
<tr>
<td><strong>Singles</strong></td>
<td>180</td>
<td>9.1</td>
<td>13.0</td>
<td>190</td>
<td>5.6</td>
<td>13.2</td>
<td>194</td>
<td>2.1</td>
<td>12.5</td>
<td>183</td>
<td>-5.7</td>
<td>11.0</td>
<td>245</td>
<td>16.0</td>
<td>12.8</td>
</tr>
<tr>
<td><strong>Total Sales</strong></td>
<td>$1,383</td>
<td>10.6</td>
<td>100.0</td>
<td>$1,436</td>
<td>3.8</td>
<td>100.0</td>
<td>$1,550</td>
<td>7.9</td>
<td>100.0</td>
<td>$1,668</td>
<td>7.6</td>
<td>100.0</td>
<td>$1,908</td>
<td>14.4</td>
<td>100.0</td>
</tr>
</tbody>
</table>

1. RIAA now computes multi-packs as a single unit.
2. Singles sales now adjusted to reflect $1.29 list price value.
3. (Reported in Millions of Dollars)
### 1976 Sales by Repertoire

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>1975 Volume</th>
<th>% Dollar Volume Change from 1975</th>
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<tbody>
<tr>
<td>Contemporary (includes pop, rock and soul)</td>
<td>62</td>
<td>+ 9</td>
</tr>
<tr>
<td>Country</td>
<td>12.1</td>
<td>+ 3.4</td>
</tr>
<tr>
<td>MOR</td>
<td>10.5</td>
<td>- 5.4</td>
</tr>
<tr>
<td>Classical</td>
<td>2.4</td>
<td>- 37</td>
</tr>
<tr>
<td>Children's</td>
<td>3.2</td>
<td>+ 39</td>
</tr>
<tr>
<td>Jazz</td>
<td>5.3</td>
<td>+ 15.2</td>
</tr>
<tr>
<td>Comedy</td>
<td>1.5</td>
<td>- 6</td>
</tr>
<tr>
<td>Other (includes spoken word, ethnic, language, etc.)</td>
<td>2.0</td>
<td>+ 5</td>
</tr>
</tbody>
</table>

(Source NARM)

### U.S. Recording Sales 1921-1976

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales $Millions</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1921</td>
<td>$106,000</td>
<td>- 1%</td>
</tr>
<tr>
<td>1922</td>
<td>102,000</td>
<td>-12.2%</td>
</tr>
<tr>
<td>1923</td>
<td>79,000</td>
<td>-14.1%</td>
</tr>
<tr>
<td>1924</td>
<td>88,000</td>
<td>+13.9%</td>
</tr>
<tr>
<td>1925</td>
<td>59,000</td>
<td>-13.2%</td>
</tr>
<tr>
<td>1926</td>
<td>70,000</td>
<td>+16.6%</td>
</tr>
<tr>
<td>1927</td>
<td>70,000</td>
<td>N.C.</td>
</tr>
<tr>
<td>1928</td>
<td>73,000</td>
<td>+4.3%</td>
</tr>
<tr>
<td>1929</td>
<td>75,000</td>
<td>+2.7%</td>
</tr>
<tr>
<td>1930</td>
<td>46,000</td>
<td>-38.7%</td>
</tr>
<tr>
<td>1931</td>
<td>18,000</td>
<td>-60.9%</td>
</tr>
<tr>
<td>1932</td>
<td>11,000</td>
<td>-48.9%</td>
</tr>
<tr>
<td>1933</td>
<td>6,000</td>
<td>-45.1%</td>
</tr>
<tr>
<td>1934</td>
<td>7,000</td>
<td>+16.7%</td>
</tr>
</tbody>
</table>

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

### Tape by Configuration for 10 Years

<table>
<thead>
<tr>
<th>Year</th>
<th>1967 Sales $</th>
<th>% Change</th>
<th>1968 Sales $</th>
<th>% Change</th>
<th>1969 Sales $</th>
<th>% Change</th>
<th>1970 Sales $</th>
<th>% Change</th>
<th>1971 Sales $</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
</tr>
<tr>
<td>8-Track Cassettes</td>
<td>$60</td>
<td>49.2%</td>
<td>$155</td>
<td>158.3%</td>
<td>$300</td>
<td>66.2%</td>
<td>$378</td>
<td>72.1%</td>
<td>$385</td>
<td>78.1%</td>
</tr>
<tr>
<td>Reel to Reel</td>
<td>20</td>
<td>16.4%</td>
<td>20</td>
<td>20.0%</td>
<td>20</td>
<td>9.4%</td>
<td>20</td>
<td>4.8%</td>
<td>18</td>
<td>3.8%</td>
</tr>
<tr>
<td>4T &amp; Others</td>
<td>36</td>
<td>29.5%</td>
<td>40</td>
<td>10.0%</td>
<td>21</td>
<td>17.1%</td>
<td>21</td>
<td>5.1%</td>
<td>5</td>
<td>1.0%</td>
</tr>
<tr>
<td>Total Sales</td>
<td>$122</td>
<td>100.0%</td>
<td>$234</td>
<td>91.8%</td>
<td>$416</td>
<td>100.0%</td>
<td>$478</td>
<td>100.0%</td>
<td>$493</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

(Source RIAA)

### Total Sales

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
<td></td>
<td>% Dist.</td>
</tr>
<tr>
<td>8-Track Cassettes</td>
<td>$425</td>
<td>10.4%</td>
<td>$489</td>
<td>15.1%</td>
<td>$549.2</td>
<td>12.3%</td>
<td>$583.0</td>
<td>6.2%</td>
<td>$678.0</td>
<td>16.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reel to Reel</td>
<td>102</td>
<td>6.3%</td>
<td>76</td>
<td>25.5%</td>
<td>87.2</td>
<td>14.7%</td>
<td>98.0</td>
<td>6.2%</td>
<td>145.7</td>
<td>47.5%</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Sales</td>
<td>$541</td>
<td>9.7%</td>
<td>$581</td>
<td>7.4%</td>
<td>$650.3</td>
<td>11.9%</td>
<td>$692.0</td>
<td>6.4%</td>
<td>$828.8</td>
<td>19.8%</td>
<td>$100.0</td>
<td>100.0%</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

(Reported in Millions of Dollars)

What happens when the music stops?

Your Investment is in Music!

Starcover is an exclusive arrangement to protect录音, recording and management companies' financial interests in their performing artists. It compensates with a capital sum for loss of investment and earnings caused by either the accidental death of a contracted artist or permanent disablement ending his career. On a reduced scale, it also compensates for any accident resulting in loss of limbs or disablement which does not affect the artist's career permanently. Starcover has been specially tailored to meet the current and developing requirements of the music industry. Many of the world's leading acts are provided protection through Starcover. Restrictions and exclusions concerning drugs, drink, travel and sporting activities normally found in a standard personal accident policy, have been deleted or amended to relate to both the social and working environment of the performing artist.

Starcover

Provided by certain underwriters of Lloyds of London

Los Angeles
G.F. Thompson
Frank B. Hall & Co.
3200 Wilshire Bl.
Los Angeles, Ca. 90010
(213) 386-8553

New York
P.C. Hollingsworth
Frank B. Hall & Co.
790 Riverside Dr.
New York, N.Y. 10032
(212) 234-1295

London
J. S. Brewer/R.V. Patterson
93-95 Wardour
London, W1 England
01-439-4081
AM AND FM BROADCASTING STATIONS IN OPERATION

<table>
<thead>
<tr>
<th>Year</th>
<th>AM Stations</th>
<th>FM Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>1959</td>
<td>3,118</td>
<td>571</td>
</tr>
<tr>
<td>1960</td>
<td>3,456</td>
<td>677</td>
</tr>
<tr>
<td>1961</td>
<td>3,547</td>
<td>821</td>
</tr>
<tr>
<td>1962</td>
<td>3,613</td>
<td>894</td>
</tr>
<tr>
<td>1963</td>
<td>3,760</td>
<td>1,050</td>
</tr>
<tr>
<td>1964</td>
<td>3,854</td>
<td>1,126</td>
</tr>
<tr>
<td>1965</td>
<td>4,044</td>
<td>1,205</td>
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<tr>
<td>1966</td>
<td>4,065</td>
<td>1,250</td>
</tr>
<tr>
<td>1967</td>
<td>4,121</td>
<td>1,904</td>
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<tr>
<td>1968</td>
<td>4,190</td>
<td>2,124</td>
</tr>
<tr>
<td>1969</td>
<td>4,265</td>
<td>2,330</td>
</tr>
<tr>
<td>1970</td>
<td>4,292</td>
<td>2,460</td>
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<tr>
<td>1971</td>
<td>4,343</td>
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<td>2,775</td>
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</tr>
<tr>
<td>1975</td>
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<td>3,511</td>
</tr>
<tr>
<td>1977</td>
<td>4,497</td>
<td>3,676</td>
</tr>
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</table>

* Estimated

SOURCE: Television Factbook, F.C.C.

PLAYBACK UNITS IN USE

(In Millions of Units)

<table>
<thead>
<tr>
<th>Year</th>
<th>AM Stations</th>
<th>FM Stations</th>
</tr>
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<tbody>
<tr>
<td>1950</td>
<td>18</td>
<td>81</td>
</tr>
<tr>
<td>1951</td>
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<td>84</td>
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<td>1952</td>
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<td>311</td>
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<tr>
<td>1976</td>
<td>104</td>
<td>321</td>
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* Estimated

SOURCES: Television Factbook, Radio Advertising Bureau, National Broadcasting Company

U.S. PHONOGRAPH SALES

(Includes Compact and Component Systems)

<table>
<thead>
<tr>
<th>Year</th>
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<th>Dollars</th>
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<td>1976</td>
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* Revised

Prior to 1971, data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

*Revised

SOURCE: Television Factbook, Radio Advertising Bureau, National Broadcasting Company
it's reliable partners and tough competitors you have to reckon with
it's standards of excellence in quality of recording and promotion
it's a powerful distribution machine with highly sophisticated EDP systems
it's balancing of strategies tailored to national needs and worldwide marketing concepts
it's expert A + R management of superior catalogues with aggressive exploitation
it's investment in all of these

On the record and tape market, Phonogram and Polydor each have separate operating companies at their own risk. In the major markets for Phonogram and Polydor the exploitation of both catalogues is the responsibility of one company, either Phonogram or Polydor.
THE STIGWOOD GROUP OF COMPANIES

WORLDWIDE IN: RECORDS
MANAGEMENT
PUBLISHING
TELEVISION
MOTION PICTURES
THEATRE

NEW YORK
1775 Broadway, New York, New York 10019 • Phone: (212) 975-0700 • Telex: 12-5779

LOS ANGELES
8335 Sunset Blvd., Los Angeles, Cal. 90069 • Phone: (213) 650-1234

LONDON
67 Brook Street, London W1 1YE, England • Phone: 01-629-9121 • Telex: 264267
HIGHLIGHTS OF OUR PAST, PRESENT & FUTURE
AND THE GIFTED PEOPLE
WHO HAVE BEEN A PART OF IT...

Cream • Steptoe and Son • Jesus Christ Superstar • "Massachusetts" • John Mayall • Sparkle • John Osborne
Till Death Us Do Part • The Bee Gees • Pippin • The Entertainer • Abigail Music • Rita Coolidge • Alan Simpson
461 Ocean Blvd. • Myrna Massour Gershon • The Robert Stigwood Organisation • Edge Of The Universe
Disco Duck • Odessa • Chappell Music • John, Paul, George, Ringo & Bert • Ken Russell • Sha Na Na • Beacon
Hill • George Martin • Tom O'Horgan • Oliver Reed • Norman Wexler • Almost Anything Goes • Uri Geller
Frankie Avalon • Norman Jewison • Curtis Mayfield • Tommy • Superstar Ventures • R.S.O. Films • "Layla"
Thin Lizzy • Paul Nicholas • Casserole Music • Oh Calcutta • R.S.O. Publishing • Tom Eyen • Elton John • The
Prime of Miss Jean Brodie • Tina Turner • Marvin Hamlisch • Patricia Birch • Eric Clapton • Ben Vereen
Jim Rado • Jules Fisher • Jodie Foster • Peter Frampton • Saturday Night Fever • Hal Prince • Coury Music
Throat Music • "Holiday" • Jack Bruce • Freddie Perren • Glen Campbell • Stigwood Music • Rufus • "Come
on Over" • Andy Gibb • Freddie King • Ray Galton • Tim Rice • Ashford & Simpson • Jimmy Miller • Neil
Sedaka • West, Bruce & Laing • "Words" • Johnny Speight • Blind Faith • RSO Records • Survive! • Roger
daltry • John Badham • Joel Schumacher • Jack Lemmon • Ray Bolger • Two Gentlemen of Verona • Bronte
Woodward • Ted Neeley • Jack Nicholson • Nightclub Cantata • Jerome Ragni • Ed Justin • Ellen Greene
Yvonne Elliman • Derek & the Dominos • Chris Blackwell • Ginger Baker • Tom Dowd • Main Course • Staples
Warner Bros. Music • Janis Joplin • "Lonely Days" • Elvis Presley • "Don't Cry For Me Argentina" • Red Cow
Music • Nana Mouskouri • Barry Manilow • Aliffany • Ray Galton • Rick Dees • Felix Pappalardi • Karl Richardson • Virgin Films • "Sunshine
of Your Love" • Monte Rock • Joseph G. Aulisi • Evita • Bugsy Malone • Killer Bees • Death Scream
(Rodriguez) • Sgt. Pepper's Lonely Hearts Club Band • Olivia Newton-John • Ed ("Kookie") Byrnes • The
Discretion of Dominic Ayres • "I Just Want To Be Your Everything" • A.L.S. Management • Stevie Winwood
Delaney Bramlett • "Nights On Broadway" • Lulu • Hair • Nik Cohn • Mark Piscunov • Baby Needs Shoes
Poco • Randall kleiser • Matco Ltd. • Stockard Channing • Henry Edwards • The Dirtiest Show In Town
Alex Piscunov • The Band • "The Only Way To Go" • RSO Brasil • P. E. Baker Music • Gerald Fried • Joseph
& The Amazing Technicolor Dreamcoat • All in the Family • Idea • Ron Dante • Hal Ray • Children of the
World • Disreaei Gears • Englebert Humperdinck • "The Boys Are Back In Town" • Bonnie Bramlett • Lady
Flash • Michael Shultz • Hon. Abraham Beame • Nina Simone • Elizabeth Swados • Yardbirds • Rick Gretch
André Previn • Allan Carr • Fresh Cream • Duane Allman • Drat eat Music • Robert Morgentau • Showco
Gene Clark • Here at Last . . . Bee Gees . . . Live • Georgie Fane • Odessa File • Kenny Passerell • Dee
Anthony • Stuart Ostown • "Love Me" • Helen Reddy • Leon Russell • Bella Abzug • Sanford & Son • Julie
Covington • Smokie • Keith Moon • Jim Gordon • Marcy Levy • Ringo Starr • Billy Preston • Carl Radle
Francesco Scavullo • Joe Cocker • Dave Mason • Windmill Mus c • "How Can You Mend a Broken Heart"
Goodbye Cream • Robert Johnson • Rockkicks • Bill Graham • Harry Benn • Jim Capaldi • George
Harrison • Pete Townsend • Alan Whitehead • Gloria Swanson • Michael Christopher • Bobby Whitlock • Sada
Thompson • Rene Cardona, Jr. • "To Love Somebody" • Richie Havens • Ron Delsener • Candi Staton • John
Lennon • St. George Music • "White Room" • Manhattan Follies • Maurice Gibb • Two Yeas On • Paul
Mauriat • Alan Parker • Brothers Gibb B.V • Abe Jacob • Alaina Reed • Randy Barcelo • Craig Russell • Evita
Music • Norman Seeff • "Fanny (Be Tender With My Love)" • Barry Gibb • Waring Abbott • Jerry Weintraub
Tavares • Virginia Hill • Skeeter Davis • Robin Gibb • Eric Burden & The Animals • Paul McCartney • Norman
Weiss • Peter and the Wolf • Bill Halverson • Donald Wrye • Songs For A Tailor • P.A.L. • How's Tricks?
David Spinozza • P. G. Wodehouse • Jaccuelle Babbin • Horizonta • Mentor Williams • No Reason To Cry
Ronnie Wood • Steve Cropper • Junior Campbell • Alan Marshall • David Puttnamm • Jim Keltner

WITH MORE TO COME...
The following is an estimated country-by-country share of global sales of records and tapes at retail level.

<table>
<thead>
<tr>
<th>Country</th>
<th>1976 Sales of Records &amp; Tapes (Retail-U.S.$)</th>
<th>Population (1976)</th>
<th>Per Capita Expenditure</th>
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<tr>
<td>U.S.</td>
<td>2,737,000,000</td>
<td>214,500,000</td>
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<td>Japan</td>
<td>737,780,000</td>
<td>111,830,000</td>
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<td>West Germany</td>
<td>700,000,000</td>
<td>62,200,000</td>
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<td>France</td>
<td>583,000,000</td>
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</tr>
<tr>
<td>U.S.S.R.</td>
<td>575,000,000</td>
<td>256,700,000</td>
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<tr>
<td>United Kingdom</td>
<td>430,000,000</td>
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<td>Canada</td>
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<td>Brazil</td>
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<td>Italy</td>
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<td>Netherlands</td>
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<td>Mexico</td>
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<td>Finland</td>
<td>35,000,000</td>
<td>4,733,000</td>
<td>7.40</td>
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</table>
Presenting the finest Contemporary Sounds of the Pacific
1877—First reproduction of sound by Edison on tinfoil cylinders and device called “phonograph." Microphone invented by Emile Berliner. France’s Charles Cros writes paper describing process of recording and reproducing sound.

1878—EdisonSpeaking Phonograph Co. and London Stereoscope Co. formed. Phonograph interest in limbo.

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

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

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


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

1890—Berlin manufactures gramophones and disks in Washington, D.C. while Pathe brothers in France manufacture phonographs and cylinders.

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

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

1897—International expansion starts with American Graphophone’s formation of American Graphophone Co. launch recording industry.

1898—Columbia Phonograph Co. issues “First phonograph recording,” recording and reproducing sound.

1899—First phonograph disk manufactured by Berliner in Germany.

1900—Columbia Phonograph Co. opens London office.

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

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


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

1906—Victrola, first enclosed-horn phonograph, appears.

1909—Odeon issues first large-scale orchestral recordings.

1912—Cylinder abandoned, many new labels formed.

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

1920—First commercial radio broadcast over WEA F, N.Y.

1924—Record boom slows due to radio. Electrical recording perfected by Bell Laboratories.

1925—Brunswick’s all-electric Panatrope bows. Columbia and Victor issue electrical recordings.

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

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

1931—EMI forms through Gramophone Co. and Columbia Graphophone merger. First 33 1/2 long-playing record demonstrated by RCA.

1934—American Decca is launched. A record-player-radio combination is marketed inexpensively by RCA Victor.

1936—Popularity of jukeboxes boosts industry.

1939—First experimental FM goes on air.

1940—Record industry charts bow in Billboard. In Germany superior magnetic tape recorders are produced.

1942—Formation of Capitol Records.

1942—Nationwide recording ban by AFM, lasting until Nov. 11, 1944.

1945—Mercury Record Corp. is born.

1947—Limited use of magnetic tape recording in America and Europe. MGM Records bows.

1948—Columbia issues 33 1/3 r.p.m. LP, with 23 minutes per side.

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

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

1952—RIAA founded.

1954—“Who’s Harry Crumb” by Crew-Cuts heralds dawn of rock n’ roll, “Rock Around the Clock” is out, but sales a year.

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

1956—First appearance of high quality stereophonic tape recordings. Elvis craze booms.

1958—First stereo LPs.

1959—LP sales surge (“Flower Drum Song,” “Peter Gunn,” “Kingston Trio At Large”).

1960—Stereo boom to offset singles dip. (“Purposive Percussion” scores big).

1961—FM stereo gets FCC okay; racks show gains.


1964—U.S. record sales hit all-time high with Beatles invasion and great gains in LP sales.

1965—U.S. excise tax on records rescinded.

1966—Breakthrough of tape cartridge.

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

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

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

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

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

1973—Surge of state antipiracy statutes cuts illicit tape flow. Raw material shortages create fewer releases and tendency toward greater longevity and sales for individual releases. WE A labels go discrete.

1974—Continuing material shortages elevate production costs by 35% for singles and 60% for LPs. Labels initiate intensive secondary market promotion when major radio stations restrict play lists.

1975—Spiraling inflation raises singles prices from $1 to $1.29, LPs and tapes jump $1. Budget lines disappear from majors, replaced by $4.96 lines of steady catalog sellers. Record/tape retail chains proliferate.

1976—Disco breaks as potent promotion and sales source. Columbia Records hints of higher-priced super act releases.

1977—New Revised Copyright Law passes (first since 1909) establishing higher royalty rates and a Copyright Royalty Tribunal to keep rates current. Direct-to-disk recording is revived. Oz retail chain store’s visually-pleasurable concept stretches the long-held self-service image. Elvis Presley’s death shocks industry.
THE DISTRIBUTION OF TOMORROW IS HERE TODAY.
## TAPE RECORDER IMPORT MARKET

### U.S. IMPORTS OF MAGNETIC TAPE EQUIPMENT, 1969-1976

(ADD 000)

#### TAPE RECORDER/PLAYERS

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<th>Year</th>
<th>Units</th>
<th>Audio Dollars</th>
<th>Video Dollars</th>
<th>Total Units</th>
<th>Audio Dollars</th>
<th>Video Dollars</th>
<th>Total Dollars</th>
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#### TOTAL: TAPE RECORDER/PLAYERS AND TAPE PLAYERSONLY

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<th>Year</th>
<th>Units</th>
<th>Audio Dollars</th>
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<th>Total Units</th>
<th>Audio Dollars</th>
<th>Video Dollars</th>
<th>Total Dollars</th>
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<td>291</td>
<td>64,522</td>
<td>11,088</td>
<td>600,506</td>
<td></td>
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### SOURCE: U.S. DEPARTMENT OF COMMERCE

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## EXPORT MARKET

### CONSUMER ELECTRONIC FOREIGN TRADE

TOTAL U.S. EXPORTS OF SELECTED CONSUMER ELECTRONIC PRODUCTS, 1964-1976

(ADD 000)

#### AUDIO TAPE PLAYERS/RECORDERS

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
<th>Audio Dollars</th>
<th>Phonographs</th>
<th>Units</th>
<th>Audio Dollars</th>
<th>Record Players/Recorders</th>
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<td>61</td>
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<td>40</td>
<td>30,055</td>
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<td>1965</td>
<td>109</td>
<td>3,953</td>
<td>54</td>
<td>6,646</td>
<td>320</td>
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<tr>
<td>1966</td>
<td>124</td>
<td>3,870</td>
<td>54</td>
<td>3,926</td>
<td>19,124</td>
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<td>1967</td>
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<td>5,117</td>
<td>51</td>
<td>5,358</td>
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<td>1968</td>
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<td>6,637</td>
<td>59</td>
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<td>320</td>
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<td>1969</td>
<td>441</td>
<td>10,520</td>
<td>74</td>
<td>6,748</td>
<td>267</td>
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<tr>
<td>1970</td>
<td>400</td>
<td>9,399</td>
<td>55</td>
<td>4,926</td>
<td>98</td>
<td>16,651</td>
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<tr>
<td>1971</td>
<td>496</td>
<td>13,090</td>
<td>73</td>
<td>6,327</td>
<td>98</td>
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<tr>
<td>1972</td>
<td>510</td>
<td>15,644</td>
<td>79</td>
<td>7,996</td>
<td>52</td>
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<tr>
<td>1973</td>
<td>447</td>
<td>16,138</td>
<td>134</td>
<td>10,803</td>
<td>152</td>
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<tr>
<td>1974</td>
<td>337</td>
<td>14,742</td>
<td>196</td>
<td>17,333</td>
<td>209</td>
<td>49,510</td>
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<tr>
<td>1975</td>
<td>303</td>
<td>16,498</td>
<td>223</td>
<td>19,251</td>
<td>182</td>
<td>44,735</td>
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<tr>
<td>1976</td>
<td>472</td>
<td>24,643</td>
<td>315</td>
<td>28,063</td>
<td>171</td>
<td>51,553</td>
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Source: U.S. Department of Commerce.

* Dollar value shown is defined generally as the value at the U.S. port of export, based on selling price including inland freight insurance, and other charges to the U.S. port of export.

---

## CONSUMER ELECTRONIC FOREIGN TRADE

TOTAL U.S. IMPORTS OF SELECTED CONSUMER ELECTRONIC PRODUCTS, 1964-1976

(ADD 000)

#### AUTOMOTIVE TAPE PLAYERS

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
<th>Audio Dollars</th>
<th>Phonographs</th>
<th>Units</th>
<th>Audio Dollars</th>
<th>Record Players/Recorders</th>
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<tr>
<td>1964</td>
<td>1,299</td>
<td>150,168</td>
<td>57,750</td>
<td>107,411</td>
<td>11,277</td>
<td>102,251</td>
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<td>1965</td>
<td>1,527</td>
<td>171,175</td>
<td>114,068</td>
<td>111,192</td>
<td>11,277</td>
<td>99,915</td>
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<td>1966</td>
<td>1,781</td>
<td>201,565</td>
<td>137,049</td>
<td>189,251</td>
<td>11,277</td>
<td>178,974</td>
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<td>1967</td>
<td>1,992</td>
<td>234,276</td>
<td>167,868</td>
<td>198,251</td>
<td>11,277</td>
<td>196,974</td>
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<td>1968</td>
<td>2,232</td>
<td>283,555</td>
<td>204,406</td>
<td>255,977</td>
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<td>244,700</td>
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<td>315,286</td>
<td>251,977</td>
<td>293,977</td>
<td>11,277</td>
<td>282,700</td>
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<td>1970</td>
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<td>302,977</td>
<td>330,977</td>
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<td>319,700</td>
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<td>404,977</td>
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<td>393,700</td>
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<td>451,977</td>
<td>448,977</td>
<td>11,277</td>
<td>437,700</td>
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<td>1974</td>
<td>3,116</td>
<td>567,244</td>
<td>507,977</td>
<td>494,977</td>
<td>11,277</td>
<td>486,700</td>
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<tr>
<td>1975</td>
<td>3,281</td>
<td>623,034</td>
<td>563,977</td>
<td>530,977</td>
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<td>683,824</td>
<td>619,977</td>
<td>566,977</td>
<td>11,277</td>
<td>550,700</td>
</tr>
</tbody>
</table>

Source: U.S. Department of Commerce.

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

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</tr>
</thead>
<tbody>
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</tr>
<tr>
<td>Max McCollough</td>
<td>10215 Fernwood Road, Bethesda, MD 20034 301/530-8800</td>
</tr>
<tr>
<td>Bob Douglass</td>
<td>3135 Chestnut Drive, Suite 101, Atlanta, GA 30340 404/451-7112</td>
</tr>
<tr>
<td>George Weymer</td>
<td>2201 Lunt Avenue, Elk Grove Village, IL 60007 312/703-6000</td>
</tr>
<tr>
<td>Jerry Nevill</td>
<td>1615 Prudential Drive, Dallas, TX 75235 214/637-5100</td>
</tr>
<tr>
<td>Bob Sheehy</td>
<td>500 Rosler Drive, Glendale, CA 91201 213/240-5000</td>
</tr>
<tr>
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</tbody>
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Dalmar Publ'g Co. (BMI), see Republic/EMI Records.

Dalya Prod's (BMI), see Better-Half.

Damis Music Inc. (ASCAP), 1650 Broadway, New York, N. Y. 10019. Tel: (212) 414-0001. Gen. Mgr.: Benno Lawrence

Affiliation: The Sorenson Music Inc. (BMI).


Dami Music Publ'g Co. (BMI), 1130 Stillwater Dr., Miami Beach, Fl. 33141. Tel: (305) 865-8960. Pres.: Walter Dana.

Dante Prod's Inc. (BMI), see Warner Bros.

Dante Music Corp. (BMI), see Warner Bros.

Daroca Recs. (BMI), see Better-Half.

Darrell Music Publ'g Co. (BMI), 719 Periwinkle Way, Sanibel, Fla. 33957. Tel: (941) 376-3450. Pres.: Joe Davis; Gen. Mgr.: Marya De Vos.

Addition: Affiliation: Ghidir Music (BMI).

Darlene Music Publ'g Co. (BMI), 1602 Grand Ave., Nashville, Tenn. 37208. Tel: (615) 327-4650. Pres. David Briggs; Prof. Mgr.: Joseph Gregg.


Daren Music Co. (ASCAP), see Cherrylane & Heartline.

Dare Music (BMI), see Copyright Serv. Bureau.

Davleto Music Co. (BM!.

Davondale Music (BMI), PO Box 94, 45 W. 3rd St., New York, N. Y. 10001. Tel: (212) 344-2122. Pres.: Martin Kasen.

Affiliated firm: International Music Inc.

Daron Music Inc. (BMI), 1802 Grand Ave., Nashville, Tenn. 37208. Tel: (615) 327-4650. Pres. David Briggs; Prof. Mgr.: Joseph Gregg.


Dare无知音乐出版公司（BMI），1130 Stillwater Dr. Miami Beach, FL 33141. Tel (305) 865-8960. Pres. Walter Dana.


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Fat Zach Music Inc. (BMI), see Skinny Zech.


Festive Music Inc. (BMI), see Mietus.


Fiddler Ted Music Inc. (ASCAP), see Mietus.

F德育 Music Inc. (BMI), see Chappell.

Fiction Music Inc. (BMI), see Fourth Floor.

Fiddleback Music Publ'g Co. (BMI), see Tommy Vantage.

Fido Music (ASCAP), see Cream.

Fideree Music Co. (ASCAP), 3915 Prospect Ave., Hollywood, Calif. 90027. Tel: (213) 665-7890.

Fiel Music Inc. (ASCAP), see 20th Century.

Filet Music (ASCAP), see 20th Century.

Figurate Music Co. (ASCAP), see Lone Lake.

Figurate Music Co. (ASCAP), see Lone Lake.

Figurate Music Co. (ASCAP), see Lone Lake.

Fi Music Inc. (ASCAP), see Cream.

Firebird Music (ASCAP), see Singers.


Silk Star Music (BMI), see Siegel & Goldman.

Fix Street Music (BMI), see Sony Music Entertainment.

Fix Street Music (BMI), see Sony Music Entertainment.

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Fix Street Music (BMI), see Sony Music Entertainment.


Affiliate: Ryerson Music Publ'g Inc. (BMI).


Affiliate: Amsong International (BMI).

F flirt Music (BMI), see Warner Bros.


Affiliate: Bendig Music Corp. (BMI).

Ferndale Music Publ'ns (ASCAP), see Crescendo.

Fender Bender Music Corp. (BMI), 2030 N. Oakland St., Arlington, Va. 22207. Tel: (703) 572-2832. Pres.: John V. Albertson.

Fender Bender Music Corp. (BMI), see Beal.


Affiliate: Bendig Music Corp. (BMI).

Ferndale Music Publ'ns (ASCAP), see Crescendo.

Fender Bender Music Corp. (BMI), see Beal.


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Affiliate: Bendig Music Corp. (BMI).

Ferndale Music Publ'ns (ASCAP), see Crescendo.

Fender Bender Music Corp. (BMI), see Beal.

Harrier Music (BMI), see Crazy Cajun.
Flaunt Music (BMI), see BMG, 434 E 44th St., New York, NY 10017.
Flaunt Music (BMI), see Crazy Cajun.
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<table>
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<tr>
<th>Company Name</th>
<th>Address/Location</th>
<th>Phone/Social Media</th>
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Sunnyday Music (ASCAP), see Budd Music.
Sun Transo Music (BMI), see Advance Music.
Sure Day Music (BMI), see Chapell.
Sure-Fire Music Co Inc. (BMI), 60 Music Square W, Nashville, Tenn.
Sure Thing Music Co (BMI), see Mietus.
Sure Thing Music Co. Inc. (BMI), 1121 Sunset Blvd, Los Angeles, Calif.
Surrender Music (ASCAP), see Invader Music.
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Sunshine Music Publ'g Co (BMI), see Melody Trains Inc.
Sunday Music Publ'g Co. Inc. (BMI). see Mirvish Music Publ'g Co. Inc.
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Superior Music Co. (ASCAP), see Rondor.
Super Tycoon Music (BM!). see Love-Zager.
Supreme Music Corp. (ASCAP), see 20th Century.
Superscreen Music (ASCAP), see Dick James.
Surface Tension Music (BMI), see Bug Music.
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Surround Music Inc. (BMI), see Palomar.
Sunshade Music Inc. (ASCAP), see Hal Bernard.
Sunshine Music Publ'g Co. Inc. (BMI), 60 Music Square W., Nashville, Tenn.
Sun Valley Music (BMI), see Chappell.
Sunie Day Music (BMI), see Chappell.
Sundial Music (ASCAP), see Budd Music.
Sunday Music (BMI), see Budd Music.
Sun-cliff Music (ASCAP), see Dunbar.
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Sure-Fire Music Co Inc. (BMI), 60 Music Square W., Nashville, Tenn.
Sure Thing Music Co (BMI), see Mietus.
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Sugarbush Music Inc. (ASCAP), see Gus Kahn.
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Sugarinthebush (BMI). see Chappell.
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<td>Air Cargo</td>
<td>If you want your products promoted to this vast market contact: Billboard Broadcasting Corp. Airline Audio Services</td>
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<td>Air India</td>
<td>1516 Broadway New York, N.Y. 10036 (212) 764-7307 Telex: 620523</td>
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<td>Air Microzones</td>
<td>9000 Sunset Los Angeles, Calif. 90069 (213) 273-7040 Telex: 689668</td>
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<td>Alaska Airlines</td>
<td>7 Carnaby Street London, England W1V-1PG 01-437-8090 Telex: 282101</td>
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<td>American Airlines</td>
<td>Billboard Music Co. (BMI), 1906 South St., Nashville, Tenn. 37212 Tel: (615) 320-1773 President: Russell Ginther Affiliate: Hope-A-Hit (BMI)</td>
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<td>Worshy Music Co. 1909 Ave. K, Brooklyn, N.Y. 11230 Tel: (212) 377-4321 Owner: Gil Snapper Affiliate: Isolated Music Co. (BMI)</td>
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<td>Ozark Airlines</td>
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<td>Western Airlines</td>
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<td>Air Force One</td>
<td>Yume Music Corp. (ASCAP), see Shapiro Bernstein</td>
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<tr>
<td>The Presidential Aircraft</td>
<td>Z Y Z K Music Publ'ns Inc. (BMI), see Rendor</td>
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<td>If you want your products promoted to this vast market contact: Billboard Broadcasting Corp. Airline Audio Services</td>
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- **Kane -West Dist.,** 18720 Crenshaw Blvd., Torrance 90504.
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<td>1212 S. Albany St. Zip: 90015</td>
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<td>Cayre Inds. of California Inc.</td>
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<td>283-3386</td>
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Home office: Lisbon, Pa.

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Barney's One Stop Recs. & Tapes, 16 N. 12 St. Zip 50501 Tel. 576-7431 Owner: Basil Barnhill; Mgr. & Buyer: Mike Johansen (Rec. & Tape OS)

KANSAS

KANSAS CITY (Area Code 913)


Home office: Minneapolis, Minn.

LAWRENCE (Area Code 913)


PARSONS (Area Code 316)

Music Center Rec. Dist., 2500 Grand Ave. Zip 67357 Tel. 647-2782 Owners: H.A. & Pearl G. Stephens (Rec. & Tape OS)


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(Area Code 913)

Hoffman Inds. Inc., 8441 Quivira, Lenexa 66215 Tel. 888-4885 Pres. & Buyer: Arnold J. Hoffman (Rec. & Tape OS & RJ)

WICHITA (Area Code 316)


Branch: Kansas City, Mo.

KENTUCKY

CAMPBELLSVILLE (Area Code 502)

Central Electronics, PO Box 340, 113 N. Central Ave. Zip 42718 Tel. 655-5031. Owner & Buyer - Randall B. Horrison (Rec. & Tape OS & RJ)


Tape lines: Nashboro, Nashville, Paramount, Pickwick, Pinnatson, Premier, Radiant, SSS Int'l, Scepter, Sing, Skylite, Songs of Faith, Starday-King, Statelwood, Sun, Word.


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Accessories: Spindles (BSR), tape caddies (Amberg), head cleaners (Transcriber), needles & cartridges (Electro-Voice, Transcriber).

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**Williamsburg (Area Code 606)**


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Stagg’s Music Shoppe, 503 N. University. Zip: 70501. Tel: 232-1575. (Rec. OS)


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**Baltimore Metropolitan Area (Area Code 301)**

Action Dist'r., 517-A Main St., Reisterstown 21136. Tel.: 833-1015. Owners: Sam & Mark Anoff, Mgr. & Buyer: Sam Anoff; Sales: Mark Anoff; Prom.: Archie Jamie-
son. (Rec. & Tape D). (Rec. & Tape RJ as Action Rack Mgr.)

Labels: Adero, Alpaca, Aquarian, Arc Audio, Artico, Audio Arts, Audio Gospel, Award, Black Station, Blue Canyon, Blue Diamond, Bobbo, Bobbo, Bobby, Bogen, Burgundy, COC, CIE, C.L.'s, Candle, Chanta, Checkmate, Commercial, Con Brio, Concord, Corona, Country Int'l, Crescent, Crusader, Current, DDR, Dale, Dallas, Darlene, Deirdre, Dexton, Dexion, Dharma, Dominon, Door, Doo Wop, Dray, Edge, Edge, Eddy, Edgar, Everloved, Fa-

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Ape-Martin Rec. Sales Inc., 867 Mander Pl. Zip: 07605. Tel. 923-7474. Owner & Pres. Joseph C. Martin. Mgr. & Albums Buyer: Jerry Cohen. (Rec. & Tape OJ). (Rec & Tape OS as New Jersey One Stop), (Rec. & Tape RJ); Dallas, Tex. (Rec. & Tape RJ);

**FAIRFIELD (Area Code 201)**
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Take Home Tunes, PO Box 496. Zip: 07604. Mgr. & Buyer Doris Yoko. (Rec. D)

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### SPRINGFIELD (Area Code 201)

### UNION (Area Code 201)
One Way of New Jersey, 1080 Garden State Rd. Zip: 07083. Tel: 964-6222. VP & Gen. Mgr.: George Za- remba. (Rec. OS & Tape R & RJ). Branch: Cleveland, Ohio. (SEE ADVERTISEMENT)


### WESTVILLE (Area Code 609)
Transcontinent of New Jersey, PO Box 405, 1080 Garden State Rd. Zip: 87105. Tel: 265-4039/3049. Owners: Al, Morrie Sanchez; Mgr.: Al Sanchez; Buyer: Morrie Sanchez (Rec. & Tape D & OS). Tape lines: Same as rec. labels. Accessories: Duotone. LeBo. Peerless. (SEE ADVERTISEMENT)

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Tape lines imported: Ales (France), Cetra (Italy), Festi- val (France), Hispavox (Spain), P海盗ae (France), Viasaphon (Germany).

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B C C Rec. Dist. Inc., 56-16 37 Ave., Woodside 11377
Tel: 476-0500, Mgr. Shelly Rudin (Rec. & Tape D)
Tape lines: Same as rec. labels

A B Rec. Sales, 659 10 Ave. Zip: 10036 Tel: 246-1234, 3320 Mgr. & Buyer, Oto Wilkinson (Rec. & Tape OS)
(See ADVERTISEMENT)

American Rec. Centre Dist. Ltd., 1194 Norwich Ave., Brooklyn, 11225 Tel: 772-5665 (Rec. & Tape D)
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Arard USA, 940 Broadway, Zip: 10010, Pres. Alexander Ugrinsky
(Rec. & Tape E)
All Brands Rec. & Tape Export Corp. (Rec. & Tape E), see AAA Rec. Hunter Dist. Co.

Blanches: Vernon (Hanford Area), Com., Weymouth (Boston Metropolitan Area), Mass., Buffalo, N.Y.
Tape lines: All lines (See ADVERTISEMENT)

American Album & Tape Dist., 41 W. 57 St. Zip: 10019 Tel: 247-3198, 541-5350, Pres. David King, VP, Harry Rosenberg (Rec. & Tape D, I & E)
Rec. labels: Hall of Fame, Jax Greats, also distributes cut-outs, overstocks
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Tape lines imported: Amadeo (Australia), Christophorus (Germany), Harmonia Mundi (Germany), Jugoton (Yugoslavia), Opus (Czechoslovakia), Supraphon (Czechoslovakia)

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* OKLAHOMA CITY (Area Code 405)
  All Recs. Inc. 520 Classen Blvd Zip: 73106 Tel. 235-3381 Mgr. & Buyer: Bill Hal (Rec. & Tape OS)
  Bromo Dist. Inc. 2410 N. Walker Zip: 73106 Tel: 621-0301 Owner: James D. Moran Mgr. Walter E. White Buyer: Steven W. Owby (Rec. & Tape OS)
  Leberman Ent's Inc. 4226 Charner Ave. Zip: 73106 Tel: 947-9523 Mgr. Frank Todd Buyers: Patty Dawson, Michele Struder (Rec. & Tape OS & RJ)
  Home office: Minneapolis, Minn.
  Phil's One Stop Recs. P.O. Box 60349 1736 Linwood Blvd Zip: 73106 Tel. 235-9671 Pres. & Mgr. Phil Burdiney VP Wayne Dundar, Buyer: Susan Dubberstein (Rec. OS)

* TULSA (Area Code 918)
  Bill T Recs. 18 N. Harvard Zip: 74115 Tel. 939-6205 Local branch: 3806 S. Peoria Zip: 74108 Tel. 742-5831 (Rec OS)
  Doc's One Stop 820 E 36 St. N Zip: 74106 Tel. 426-2643 Owner & Buyer Larry Erek Mgr. Vicki Lane
  Oklahoma News Co. 909 W 23 St Zip: 74107 Tel: 584-4754 Mgr. Peter K. White Ass.Mgr. Wayne Allen
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  Middle Man Dist. 865 Corvette, No. 17 Zip: 97407 Tel. 484-0434 Co-owner & Mgr. Karl Kammehre Co-owner & Buyer John Marshall (Rec. & Tape RJ)

* PORTLAND (Area Code 503)
  Home office: Minneapolis, Minn.
  Raintree Dist. Inc. 43 SE Solomon. Zip: 97214 Tel: 232-4191 Owner: Langdon Hedemann Mgr. & Buyer: Gary Marzoline (Rec. OS)

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* BETHELEHM (Area Code 215)
  Capital Recs. Lehighton Valley Inc. Park, No 1, 2980 Ave. B Zip: 18017 Tel. 888-1401 (Rec. & Tape D)
  Rec. labels: Angel, Apple, Arista America, Capitol, EMI, Harvest, Melody/Angel, Sire/Alp.
  Tape Lines: Angel, Apple, Capital, Harvest, Melody/Angel
  Rave: 415 Buchanan St. Zip: 18015 Tel 865-1941 Owner & Mgr. Joe Timmer (Rec. & Tape D)
  Rec. labels: Apon, B&F, Chicago, Czech, Festa, Rave, Rex, Request, Rex, Stella & all polka recs.
  Tape Lines: Fossa, Jay Jay, Rave, Stella

* ERIE (Area Code 814)
  Mobile Rec. Serv. Co. 2908 W. 33 St. Zip: 16506 Tel 833-7038 Mgr. Jon McKnight (Rec. OS)
  Home office: Pittsburgh, Pa. (Rec. D & OS)

* HARMONY (Area Code 412)
  Jesus Music Dist. Box 218 RR 2 Zip: 16037 Tel: 452-6950 Owner, Louis P. Hancherick Buyer: Peggy Hancherick (Rec. & Tape OS)
  Tape Lines: Same as rec. labels

* HARRISBURG (Area Code 717)
  A H M. Dist. Inc., 100 Prince St. Zip: 17109 Tel: 928-8097 Owner: & Buyer: Enot Corperti (Rec. & Tape RJ)
  D & H Disc Co. 2525 S 7th St. Zip: 17105 Tel: 236-8001 Mgr. Gene Duquecia Buyers: Singles, Rick, Prayer, Albums, Sharon Ruth (Rec. & Tape OS & RJ)

* JOHNSTOWN (Area Code 814)
  Page Rec Co. 604 Broad St. Zip: 15906 Tel: 539-8117 Owner: Mgr. Al Page (Rec. & Tape D & RJ)
  Rec. labels: Bel-Aire, Chicago Polkas, Dyno, Fiesta, Greyka, Hymnline, Jay Jay, Marlon, Nashville, Page, Power Pak, Rave, Request, Sacred, Silverbell, Song, Skyline, Sword, Tambura, Word

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<td>Canovas Rec. &amp; Tape Serv., Puerto Rico. Zip: 00602. Tel: 459-2705. (Rec. &amp; Tape OS)</td>
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<td>Pittsburgh Metropolitan Area (Area Code 412)</td>
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<td>East Coast Dist., 633 Liberty Ave. Zip: 15222. Tel: 281-3344. Owner &amp; Mgr.: Nick Lonakos. (Rec. &amp; Tape OS &amp; RJ).</td>
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- DALLAS (Area Code 214)

- FORT WORTH AREA (Area Code 817)
Associated Rec. Pressers of America Inc., PO Box 5238, 809 N. Great Southwest Pkwy., Arlington 76011. Pres.: David M. Howell. (Pressing only)

- SAN ANTONIO (Area Code 512)

- SAN BENITO (Area Code 512)

VIRGINIA
- WINCHESTER (Area Code 703)
Capitol Inds., Kernstown Rt. 652, Shawnee Dr, Zip: 22601. Tel: 667-8125. (Pressing only)

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- CHEYENNE (Area Code 307)
Rocky Mountain Rec's, Box 1354, Rt. 2, Zip: 82001. Tel: 638-6733.

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Unless otherwise indicated, this service is assumed to be for both records & tapes.

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- DOTHAN (Area Code 205)
Tri-State Publ'g Co. Inc., 120 S. St. Andrews, Zip: 36301. Tel: 792-6808. Pres.: Larry Coe. (Tape only)

CALIFORNIA
- LOS ANGELES METROPOLITAN AREA (Area Code 213)
Album Graphics Inc., 424 N. Larchmont Blvd, Zip: 90004. Tel: 462-0623. VP: Edward Dwyer (Sales office only)


Branch: New York, N.Y.


Dak Inds. Inc., 10845 Vanowen St., North Hollywood 91605. Tel: 984-1559; WATS (800)423-2630. (Tape only) (SEE ADVERTISEMENT)

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Page 174
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Continuous recirculation and use of all the solution
Optimum plating requires continuous recirculation to wash the cathode constantly with nickel-rich solution. Exclusive design features keep all the solution moving: our cathode rotates at a 45° angle allowing the solution to jet across the cathode without being trapped. Deposited solution flows over the anodes before reaching the cathode again.

No maintenance problems in cathode electrical system
Our unique solid bronze cathode head assembly has no commutators or brushes—no problems of corrosion or loss of contact. It is guaranteed to perform trouble-free indefinitely. Trouble-free, fully enclosed, water-cooled, remote-controlled rectifiers Each position has its own precision 30-volt-300 amp, rectifier and controls. The rectifiers are of totally new design, completely enclosed and water-cooled. The filters take 24 hours a day and do, without fans. Thickness is precisely controlled at each position with a new electronic read-out digital amper-hour meter.

One fiberglass tank with 4 or 8 independent positions
You gain the advantages of individual tanks without the headaches. Each position is electrically isolated and works independently. The whole process takes place in one tank with one inlet and one outlet. There's never been a fitting failure, inert molded fiberglass needs no maintenance. Taper is controlled by adjusting the solution level, without baffles and their problems.


gena Audio Tape Ent. (GATE), 361 Q St., San Rafael 94901.
Tel: 456-6635 Pres. Don Gena; Sales Mgr. Mary Gena; Adv. Mgr. John Gena; (Tape only)

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We think our Record Presses and Extruders are also the best. Ask around.

RECORD PLATING - RECORD PRESSES - HORIZONTAL AND VERTICAL EXTRUDERS
Manufacturing for the Phonograph Record Industry

TRACY-VAL COMPANY
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201 Linden Avenue • Somerdale, N.J. 08083 • Code (609) 627-3000

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Magnetron Corp., 770 W. Bay St.; Winter Garden 32287. Tel: 655-4494. Pres.: John Lory (Tape only).

South Eastern Recs., 4380 NW 128 St., Opa Locka 33014. Steve Mogull Assoc., PO Box 611244, 1647 NE 124 Ln., MIAMI METROPOLITAN AREA FLORIDA

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NEW ORLEANS (Area Code 504)

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Home office: St. Louis, Mo.

SHREVEPORT (Area Code 318)

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MASSACHUSETTS

BOSTON METROPOLITAN AREA (Area Code 617)

Fleetwood Rec'g Co Inc., 610 Revere St., Revere 02151. Tel: 289.6800.

Ria Tinony Plant, 622 Rt. 3A, Cohasset 02025. Tel: 383-9494. Pres.: Richard F. Tinony; Artist Relations: Claire B. Bebrook. (Record only)

CHICOPPE (Area Code 413)


MICHIGAN

DETROIT METROPOLITAN AREA (Area Code 313)

Tape-graphics Inc., 750 E. Mandomile. Madison Height 48037. Tel: 588-8281. (Tape only)

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Cosmic Rainbow, 9309 Lyndale Ave. S. Zip: 55419. Tel: 627-5456. (Customized tee-shirts only)

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Audio Precision Inc., PO Box 6909, Zip: 63123. Tel: 843-5020. Pres. & Mgr.: Steve J. Driscoll; Mgr.: Ken Keene.


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Branch: New York, N.Y.

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Home office: Long Island City (New York Metropolitan Area), N.Y.; Queens Lithographing Corp.

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Home office: Great Neck, N.Y.


NEW YORK

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Sales office: New York, N.Y.

COLLINGSWOOD (Area Code 609)


EDISON (Area Code 201)

Shepard Printing Corp., 80 Talmadge Rd. Zip: 08817. Tel: 287-4464. Pres.: Philip M. Rossemborn. (Record only)

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• WASHINGTON (Area Code 202)

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• BONIFAY (Area Code 904)

• MIAMI METROPOLITAN AREA (Area Code 305)
  Steve Migalli Assoc., PO Box 61244, 1647 NE 124 Ln., North Miami 33216. Tel: 895-1110. Pres.: Steve Mogiull.

• TAMPA (Area Code 813)
  Studio 70, 7120 N. Florida Ave. Zip: 33604. Tel: 238-6021.

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ILLINOIS

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  White, 2383 Union St., No. 4. Zip: 94123. Tel: 567-6993.

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IOWA

• CARLISLE (Area Code 515)

• DES MOINES (Area Code 515)
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• OTTUMWA (Area Code 515)

KANSAS

• PARSONS (Area Code 316)

LOUISIANA

• NEW ORLEANS (Area Code 504)
  Ken Kleene, PO Box 3763 Zip: 70117. Contact: Paul Castanho.

• Shreveport (Area Code 318)
  Impacts Inc., PO Box 3697 Zip: 71103. Tel: 636-0492. Premium Div. Contact: David Zwengin. (Customized tee-shirts only)

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• CLINTON (Area Code 301)

• GREENBELT (Area Code 301)

• KENSINGTON (Area Code 301)

RHODE ISLAND

• SACRAMENTO (Area Code 916)
  Imprints Inc., PO Box 3697 Zip: 91605. Tel: 876-0298. Pres.: Howard Bedno.
  National Radiophone, PO Box 121, Glencoe 60022. Tel: 432-0114. Pres. & Sales Mgr. Vinyla Beales; Sales Mgr.: Ruby Markus.
  Home office: Pittsburgh, Pa.

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Audio: Cassette, open reel, open reel quadraphonic.

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  Area), Hialeah (Miami Metropolitan Area), Calif.
  Audio: B-7, BR, quadraphonic, cassette.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- ORLANDO AREA (Area Code 305)
  Christian Dupl'n's Inc., 1710 Lee Rd. Zip: 32810. Tel: 299-
  Audio: BR, BR, quadraphonic, cassette, open reel.

ILLINOIS

- CHICAGO METROPOLITAN AREA (Area Code 312)
  Pres.: Robert Hansen; VP: Dan Gatherum; Sales
  Audio: BR, BR, quadraphonic, cassette.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- IOWA

- CARLISLE (Area Code 515)
  Kajec Rec. Corp., 165 First St. Zip: 50047. Tel: 989-0876
  Audio: BR, BR, quadraphonic, cassette.

- KANSAS

- WICHITA (Area Code 316)
  High Fidelity Rec Inc., 1109 Porter, Zip: 67203. Tel: 262-
  Audio: BR, BR, quadraphonic, open reel.

- KENTUCKY

- LEXINGTON (Area Code 606)
  Leound Studio Inc., 2518 Southwew Dr., Zip: 40503.
  Tel: 277-1184. Pres.: Larry A. McKeever.
  Audio: Cassette, open reel.

- LOUISIANA

- RUSTON (Area Code 318)
  Americana Rec'g Studios, 70-709 W. California, Zip: 71270.
  Tel: 255-0287. Audio: BR, BR, quadraphonic, cassette, open reel.
  Audio: open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- MARYLAND

- BETHESDA (Area Code 301)
  Tel: 530-9800. Pres.: Robert Hansen; VP: Dan Gatherum; Sales
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- MASSACHUSETTS

- BOSTON METROPOLITAN AREA (Area Code 617)
  Continental Recs Inc., 2110 South St. Zip: 02111. Tel: 425-3131
  Pres.: L. Daniel Flynn.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- MICHIGAN

- ANN ARBOR (Area Code 313)
  Tel: 761-8505. Audio: BR, BR, quadraphonic.

- DETROIT METROPOLITAN AREA (Area Code 313)
  American Sound Recs Inc., 3319 E. Ten Mile Rd., Warren
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- MINNESOTA

- RICHFIELD (Area Code 612)
  Tel: 956-1150. Pres.: Murray Allen; Gen. Mgr.: Charles Farmer; Ass't
  Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.
  Audio: BR, BR, quadraphonic, cassette, open reel.
  Audio: open reel.
  Audio: open reel.
  Audio: open reel.

- MISSOURI

- CARDOZER (Area Code 314)
  Magnetic Video Corp., 23434 Industrial Park Court, Farm-
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- MISSISSIPPI

- DES MOINES (Area Code 515)
  Lanea Assocs., Inc., 515 28th St., Zip: 50312. Tel: 282-8306.
  Pres.: Jerry Markham; VP: Gen. Mgr.; Dan Tyrus.
  Audio: BR, BR, quadraphonic, cassette, open reel.

- MONTANA

- BILLINGS (Area Code 406)
  Soundcheck Recs, 2518 Southwew Dr., Zip: 40605.
  Tel: 251-4444. Pres.: Gary A. Rubin.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- NEVADA

- LAS VEGAS (Area Code 702)
  Soundcheck Recs, 2518 Southwew Dr., Zip: 40605.
  Tel: 251-4444. Pres.: Gary A. Rubin.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- NEW JERSEY

- SOUTH RICHLAND (Area Code 803)
  Magnetic Video Corp., 23434 Industrial Park Court, Farm-
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- NEW MEXICO

- ALBUQUERQUE (Area Code 505)
  Magnetic Video Corp., 23434 Industrial Park Court, Farm-
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- NEW YORK

- NEW YORK (Area Code 212)
  Magnetic Video Corp., 23434 Industrial Park Court, Farm-
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- NORTH CAROLINA

- HUDSON (Area Code 704)
  Magnetic Video Corp., 23434 Industrial Park Court, Farm-
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.

- OHIO

- CINCINNATI (Area Code 513)
  Magnetic Video Corp., 23434 Industrial Park Court, Farm-
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.
  Audio: Cassette, open reel.


**OHIO**

- **CANTON (Area Code 216)**

- **CINCINNATI (Area Code 513)**
  - Audio: Cassette, open reel.
  - Video: Cassette, open reel quad.

**NORTH BELLMORE (Area Code 516)**

- Telephone Dynamics Corp., 2473 A Jersey Avenue, Zip: 11710. Tel: 221-2600. Audio: Cassette.

**PLAINVIEW (Area Code 516)**


**PITTSBURGH (Area Code 412)**

- Audio: Cassette, open reel.
  - Video: Cassette, open reel quad.

**WASHINGTON**

- **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
  - Marketing Inv., 1601 Chestnut St, Zip: 19101. Tel: 241-9660. Audio: Btr., open reel, 1/4" EIAJ open reel, 1/2" EIAJ cartridge.

**PITTSBURGH (Area Code 412)**


**PORTLAND (Area Code 503)**

- Video: Cassette, open reel quadraphonic.
  - Audio: Cassette, open reel.
TEXAS

- **DALLAS (Area Code 214)**
  Ampex Corp., Music Div., 1615 Prudential Dr. Zip: 75235. Tel: 214-532-4500 (Main)
Palm: El Grove Village (Chicago Metropolitan Area), Ill.

- **SALT LAKE CITY (Area Code 801)**

- **SAN ANTONIO (Area Code 210)**

UTAH

- **PROVO (Area Code 801)**
  Media Servs. (div. of Brigham Young Univ.), Media Prod’n Studio, Zip: 84602. Tel: 374-2111 - 4182.

- **WISCONSIN**

VALENTINE'S DAY SPECIALS

- **SPOKANE (Area Code 509)**

- **WASHINGTON**
  Capitol Inds., Kernstown Rt. 652, Shawnee Dr. Zip: 22601. Tel: 776-1230. VP: Mac McLain; Eng’g Dir.: Ralph Swingham.

- **WISCONSIN**

- **WASHINGTON**
  Capitol Inds., Kernstown Rt. 652, Shawnee Dr. Zip: 22601. Tel: 776-1230. VP: Mac McLain; Eng’g Dir.: Ralph Swingham.

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ILLINOIS
• CHICAGO METROPOLITAN AREA (Area Code 312)

INDIANA
• INDIANAPOLIS (Area Code 317)

MASSACHUSETTS
• BOSTON METROPOLITAN AREA (Area Code 617)
  Fleenwood Rec. Co., 321 Revere St., Revere 02151. Tel: 289-8400. (M)

NEW HAMPSHIRE
• SALEM (Area Code 603)

NEW JERSEY
• ELIZABETH (Area Code 201)

NEW YORK
• SAUGUS (Area Code 605)

• SAUGUS (Area Code 605)

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• NEW YORK METROPOLITAN AREA (Area Code 212)
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The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

CALIFORNIA

- LOS ANGELES METROPOLITAN AREA (Area Code 213)
  Home office: Melrose Park (Chicago Metropolitan Area, Ill).
  The Bert-Coments Inc., 1895 Glendale Blvd. Zip: 90026. Tel: 929-3043. Pres.: Michael Steiner. (Jackets only) (M)
  SAUGUS (Area Code 805)

- NEW ORLEANS (Area Code 504)

ILLINOIS

- CHICAGO METROPOLITAN AREA (Area Code 312)
  A G. Plant Inc., see Album Graphics Inc.
  Album Graphics Inc. (MAD Plant Inc.), 1950 N. Ruby St. Melrose Park 80030 Tel: 344-9100. Pres.: Donald W. Kosterka. (Sleeves only) (M)
  Sales offices: Los Angeles, Calif., New York, N.Y.
  Bruce Packaging Co., 8025 N. Kennedy Ave., Skokie 60076. Pres.: Joseph Halberman. (Sleeves only) (M)
  N. M. Protz Inc., 211 W. 26 St. Zip: 10016. Tel: 225-9117. Pres.: Vincent Sosa. (Jackets only) (M)

INDIANA

- INDIANAPOLIS (Area Code 317)
  Imperial Packaging Co. Inc., 7800 Records St. Zip: 46226. Tel: 545-7476. (Jackets only) (M)
  Home office: New York (New York Metropolitan Area), N.Y. (Imperial Paper Box Corp.)
  Kalny Mfg., Fort Harrison Ind’l Park. Zip: 47805. Tel: 466-9881. (M)
  Home office: Los Angeles, Calif.

LOUISIANA

- NEW ORLEANS (Area Code 504)
  Ken Kienet Inc., PO Box 3762. Zip: 70117. Contact: Paul Catalan. (MD)
  Home office: St. Louis, Mo.

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Plant: Indianapolis, Ind., Rutgers Packaging Corp.

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(San Francisco Area 415)
Conian Creative Lithographers, 804 Forbes Blvd., South San Francisco 94080. Tel: 761-7617 (M)

SAUGUS (Area Code 805)
Century Rec. (Div. of Keycoent Corp.), 26000 Springbrook Ave. Zip: 91335. Tel: 259-9230, Pres., Richard B. Keysor; Sales Mgr., Dick Maxwell; Gen. Mgr., Bill Lightner (M)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif. (SEE ADVERTISEMENT)

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Branches: Los Angeles, Calif., Terre Haute, Ind., New York, N.Y.

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Home office: Monica (Chicago Metropolitan Area), Ill.
Home office: Los Angeles, Calif.
Ivy Hill Communications Inc., 18 E. 38 St. Zip: 10017. Tel: 752-4670. VP, Sales Lee Koppelman. (Sales office only) (M)
Home office: Great Neck, N.Y.
Pasabahce Printing Co. Inc., 311 W. 43 St. Zip: 10036. Tel: 686-1540. (M)
Prometheus Arts Inc., 1776 Broadway, Zip: 10019. Tel: 586-3770. Pres., Lew Maisin; Sales Mgr., Jerry Present. (His single stickers) (M)
Quinn Litho Corp., 52-38 Arthur Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack L. Hecht; VP, Leonard Vescio. (M)
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.
Plant: Indianapolis, Ind., Rutgers Packaging Corp.

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Wolfe Printing Co., PO Box 211, Arlington 76010. Tel: 572-1414. Pres.: Calvin Walls. (M)

• WACO (Area Code 817)
Mike's Print Shop, 2507 Gimn. Zip: 76707. Tel: 752-2421.

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• INDIANAPOLIS (Area Code 317)
Rutgers Packaging Corp. (Div. of Queen Lithogrpahing Corp.), 625 S. Belmont Ave. Zip: 46221. Tel: 635-7777. Paint Mgr., William Swanson (M)
Home office: Long Island City (New York Metropolitan Area), N.Y.; Queens Lithographing Corp

TERRE HAUTE (Area Code 317)
Artoe Print Inc., PO Box 1445, Zip: 47800. Tel: 232-0926. Pres., James S. Rossey; Sales Mgr., Don Wilson. (M)
Ivy Hill Communications Inc., 35 W. 53 St. Zip: 10017. Tel: 466-9912. VP, Don Ford. (M)
Home office: Great Neck, N.Y.
Kainy Mfg., Fort Harrison Indl Park, Zip: 47805. Tel: 466-9851. (M)
Home office: Los Angeles, Calif.
Woolen Printing Co. (Div. of Unique Graphics Corp.), 25 S. Sixth St. Zip: 47808. Tel: 232-0164 (M)

LOUISIANA
• VILLE PLATTE (Area Code 318)

MASSACHUSETTS
• BOSTON METROPOLITAN AREA
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Flintwood Rec Co. Inc., 321 Revere St., Revere 02151. Tel: 289-8800. (M)

• CHICOPEE (Area Code 413)

Billiondoll 1977-1978 International Music-Record-Tape Directory
**POLYETHYLENE BAGS**

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- **LOS ANGELES METROPOLITAN AREA** (Area Code 213)
  - Century Rec's, Div. of Keyser Century Corp., 6363 Sunset Blvd., Suite 718, Hollywood 90028. Tel: 365-3991. (M)
  - Home office: Saugus, Calif. (SEE ADVERTISEMENT)
  - Container-Kraft Inc., 54 S. West St. Zip: 90019. Tel: 628-8733. (MD)
  - Plant: Indianapolis, Ind., Rutgers Packaging Corp.

- **INDIANA**
  - **INDIANAPOLIS** (Area Code 317)
    - Rutgers Packaging Corp. (Div. of Queen Lithographing Corp.), 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. Plant Mgr.: William Swanson. (M)
    - Home office: Long Island City (New York Metropolitan Area). N.Y., Queens Lithographing Corp.
  - **SOUTHERN MACHINE & TOOL CORP.**
    - 533 HAGAN STREET
    - NASHVILLE, TENN. 37203
    - 60076. Pres.: Joseph Halperin. (M)
    - Home office: Hollywood (Los Angeles Metropolitan Area), Calif.
    - Plant: Indianapolis, Ind., Rutgers Packaging Corp.

- **NEW YORK**
  - **COMMACK** (Area Code 516)
  - **FREEPORT** (Area Code 516)
  - **HAUPPAUGE** (Area Code 516)
  - **NEW YORK METROPOLITAN AREA** (Area Code 212)
    - Alpek Supply Corp., 47 W. 34 St. Zip: 10001. Tel: 660-7800. Pres.: Al Cantor; Sales Mgr.: Burt Migdal; Adv. Mgr.: Sandra Cantor. (For manufacturers & retailers—printed bags) (M)
    - Home office: Hollywood (Los Angeles Metropolitan Area), Calif.
    - Plant: Indianapolis, Ind., Rutgers Packaging Corp.
  - **PLAINVIEW** (Area Code 516)
    - Delmar Int'l, 37 Newtown Rd. Zip: 11803. Tel: 293-8740. (M)
    - **WILMINGTON** (Area Code 919)
RECORD PROCESSING EQUIPMENT MANUFACTURERS/IMPORTERS

Chief product: Matic preplasticizer.

Aragon, see Certain-Tek Machinery.

Chief product: Presses, planing systems. (SEE ADVERTISEMENT)

Certain-Tek Machinery Corp., PO Box 10888, McPherson, Kan 67460. Tel: (316) 241-5210. Chief product: Extruders.
Brand name: Aragon. (SEE ADVERTISEMENT)

DDW, 533 Hagan St., Nashville, Tenn. 37203. Tel: (615) 256-2183. Pres.: W.S. Westermann.
Chief product: Extruder.

Chief product: Disk recording styli, blank discs, stereo disk cutting lathes.

Chief product: Used equip. (SEE ADVERTISEMENT)

E P I, see Extruda-Productions.

Europa Film, see Gotham.

Chief product: Compounding extruders & preplasticizers.

Chief product: Pressing equip., nickel matrix production units. (SEE ADVERTISEMENT)

Chief product: Manual & automatic record presses, 7", 10" & 12" models, insert molds & frame assemblies, mold accessories & accessory equip. (SEE ADVERTISEMENT)

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(SEE ADVERTISEMENT)

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Brooklyn, N.Y. 11223. Tel: (212) 627-6556. Pres.: John Lewis Jones; VP: Betty F. Scavila; Sales Mgr.: Elias Smyrnakis.

Duratape, see Mallory.

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere, Mass. 02151. Tel: (817) 686-6200. Pres.: Otto Morningstar; Sales Mgr.: June R. Hall.

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- Custom Tape Winding
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#### Audio Processing Equipment

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- Record and Tape care Maintenance Products
- NAB Aluminum Flanges for Audio Tape
- Data Processing & Computer Supplies & Accessories
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- Head & Bin Cleaning Accessories
- Lapping Tape

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Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 964-3502. Pres., Thomas J. Hol- 
bauer; Adv.Mgr., M. Browne. 
Product: Cassettes—labels.
Brand name: MMC. (SEE ADVERTISEMENT)
Mastro Inds., Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5800. Pres.: Mario MacFarlane; Adv. 
Mgr., Nicholas Prisco. 
Product: Noroco-style boxes. (SEE ADVERTISEMENT)
Product: Open reel & cassette boxes.
Reliance Plastics & Packaging Div., Reliance Folding Carton 
Mgr., Barbara Weingarten. 
Product: Audio & video cassette corrugated mailers & storage albums.
Robins Inds., Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 643-5200. Pres.: Herman Post; Nat’l Dist. 
Sales Mgr., Charles Condake. 
Product: Cassette mailers, replacement labels, Noroco boxes, title labels.
Rotex, see Gopher.
Rutgers Packaging Corp., see Queens Lithographing.
Scandia Packaging Machinery Co., 180 Brightdon Rd., Clif- 
ford, N.Y. 07012. Tel: (201) 473-6100. Pres., W.D. Bronrover; Sales Mgr., Raymond J. Guidelans. 
Product: Packaging machinery for wrapping, cartoning, 
labeling & shrinking. (SEE ADVERTISEMENT)
Shape, Symmetry & Sun Inc., Biddelford Ind. Park, Bidde- 
ford, Me. 04005. Tel: (207) 282-6155. Pres. & Adv. 
Mgr., Anthony L. Gerardi; Sales Mgr., Joe Coccone. 
Product: Automatic cassette packaging machines, auto-
matic B-tr. & cassette labeling equip. (SEE ADVER-
TISEMENT)
Stevenson Packaging Equip. Co., Inc., 19431 Londoekus St., 
Northridge, Calif. 91324. Tel: (213) 993-0040. Pres.: 
Joseph Goldstein. 
Product: Shrink film packaging equip.
Tapemaker Sales Co., Inc., 629 W. Merrick Rd., Valley 
Mgr., William Swanson. 
Product: Cassette labels.
Tape-Taches, see Backburn.
Tapekase, see Creative Packaging.
Tagrap, see Creative Packaging.
Tri-City Color Lithographers Ltd., 54 W. 21 St., New York, 
N.Y. 10010. Tel: (212) 227-2900. Product: Labels.
Tuck-O-Mat, see NJM.
Uniline, see Gopher.
Universal Marking Systems Inc., 2320 E. 26 St., Min- 
neapolis, Minn. 55408. Tel: (612) 721-7466. Pres.: 
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Curtin Binder & Cover (div. of ESBC Inds., Inc.), PO Box 29, Vincent, Ala. 35178. Tel: (205) 673-2247.
Product: Labeling equip.

Xerex Corp., Xerox Square, 15th fl., Rochester, N.Y. 14644.
Product: Audio & video cassette binders.

Automation Cartridge Inds. Corp., 3725 Esperanza Dr., Sacramento, Calif. 95822. Tel: (916) 383-5353.

Audio Accessories Co., Box 628, Rt. 1, Batavia, Ill. 60510.

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Recoton Corp., 46-23 Crane St., Long Island City, N.Y.

Black Magic, see Recoton.
Blue Max, see Audio-Techno.
Calbron, see Horian.
Int'l branches: Mexico, Singapore.
Product: Head cleaners. (M)
Carola, see Devon Design.
Cassette Caddy, see Rubbermaid.
Clean Sound, see Recoton.
Clean Sweep, see Horian.
Creative Packaging Co. (div. of Eli Lilly & Co.), PO Box 444, Zip: 46206, 740 S. Alabama St., Indianapolis, Ind. 46234. Tel.: (317) 635-6531.
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<td>N.Y.</td>
<td>627 Broadway</td>
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<td>1116</td>
<td>Product: Tape display racks, record &amp; tape divider cards</td>
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<td>Liberty Fixture Inc.</td>
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<td>12018</td>
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Carreras, M. A (Musica Argentina & Internacional SA Ed.). Mundial 1660, 1428 Buenos Aires. Tel: 78-4016 00.

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When our New York staff is sound asleep, dreaming of billion-selling records, our company in Japan is hard at work. And so is our company in Australia. And our company in the Philippines.

And when they're sleeping at that end of the globe, our companies in Canada and Brazil and Argentina are doing record business. And when they're out to lunch, our people in England and Germany and France are making their first calls of the morning.

You can always find someone from CBS Records International who's awake.

CBS RECORDS INTERNATIONAL.
More full-service companies in more countries.
AUSTRALIA

Population: 14,000,000

Rate of exchange: 1 US$ = 0.91 Australian dollars.

No. of homes with record players: 95%.

Holidays: January 1, January 26 (Australia Day), April 8 (Good Friday), April 11 (Easter Monday), April 29 (Anzac Day), December 25, December 26 (Boxing Day).

RECORDS & TAPE

Records: 1975 - 1977 units. 93%.

Average retail price per record: LP (US)$16.50; singles $1.13.

Average retail price per cassette: Stereo - 16.35. Stereophonic - 50% of total.

Average retail price per phonograph: 8-tr. cassette - 13.50. 13-tr. cassette - 25.75.

Discounting: Frequent.

Type of distribution: Record stores, supermarkets, garage, car-dealers, mail order, TV, Radio, cinema.

Type of promotion: Radio and TV are the most popular, with films being important in breaking an artist.

Jukeboxes: 4,000.

RADIO STATIONS

Comment: The trend with both government-owned and commercial stations is to keep to individual station programs, with local and garages still popular.

J. Alexander, December 24, December 25, December 26 (Boxing Day).

AUSTRALIA

Populations: 230,000

What company has programmed audio entertainment for 24 of the world's leading airlines for 13 years?

What company has provided record programming services to 2284 radio stations for the last 17 years?

Billboard Broadcasting Corporation

Our skill and experience can solve your programming problems.

For further information, call, write or telex: Denis Hyland
Billboard
1515 Broadway
New York, NY 10036

(212) 764-7307
Telex: 620523
His Master's Voice, see EMI.
Harmony, see CBS.
HMV, see EMI.
Gold Seal, see RCA.
Fable Recs., Co. Pty. Ltd., 180 Bank St., South Melbourne.
Elektra, see WEA.
Edition One, see Tempo.
Earth Media Rec'g Co., 14 Glen St., Milsons Point, NSW.

Piece.

Mark Frost.

Humphrey, see Ecc.

K-Tel Intl, PO Box 121, 46 Pyrmont Bridge Rd., Pyrmont, NSW 2009. Tel: (02) 660-0010. Telex: (790) 24810. Home office: France (Teldec), Ireland (Emerald, Hawk, Release), Netherlands (Netherlands (New Zealand). Release (Ireland), Shadybridge (USA), Soundtrax (USA), Synchron (UK) (UK).


Home office: USA.

Labels: (Owned) Bluebird, Camden, Gold Seal, Pure Gold. RCA, Victor, Victrola: (licensed—distributor) Apple (UK), UGO (UST), ABC, ABC/Blue Thumb (USA), ABC/Command (UK), ABC/Paramount, ABC/Westminster (USA), Anchor (UK), Anola (Ireland, EMI, Waite, Netherlands (New Zealand). Release (Ireland), Shadybridge (USA), Soundtrax (USA), Synchron (UK) (UK).

RCA.

Victor, see RCA.

Facsimile, see RCA.

Victrola. see RCA.

Philips, see Telefunken.

Picture, see EMI.

Snow Queen (USA), Solid State (USA), Sonet (UK), Round (USA). SDC Classic (France), SSS Intl (UK), Rainy Wednesday (USA), Ranwood (USA). Riverside (USA), Egg (France), Epidemic (South Africa), Fantasy (USA), Dyna (Philippines), Dynamo (USA), Dynamo (USA), DJM (UK), Debut (UK), DEBUT Records (UK), Debut (UK), CRM (UK), CTI (USA), Caedmon (USA). Cleve (France), Con-Age, Kinderkrist, Praiseworthy, Rainbird, Ranger, Razzle, Ritz Gramaphone. Shirley McLaughlin, Starkey Foundation, see Festival.

Living Sound Recs., 3 Lanceley Pl., Artarmon, Sydney, NSW 2064. Tel: (02) 938-1820. Cable: EGSAM. Mgr.: Gene Pierson. (Distributed by RCA).

Labels: (Represented) Crystal (USA).

EMI, see EMI.

Labels: (Owned) Jupiter Records, Round (UK), Round (UK).

Dearth.

Hitch; Plant Mgr.; Ken Harding; Mdsg. Mgr.: Alan Hurst; Mng. Dir.: George C. Chap. Intl reps.: New Zealand (EMI, Master, Viking).


Flyin' Dragon, see WEG.

Reprise, see WEA.

Respina, see Phonogram.

Ross Gramophone.


Brady, see RCA.

M & S Educational Equipment Pty. Ltd., 259 E. Boundary Rd., East Bentleigh, Vic. 3165. Tel: (173) 581-1511. (Distributed by Festival).

labels: (Owned) Larrikin, Razzle—roc—licensed—domestic) Bushland, Jazznote, Universal (UK), Unique (UK).

WAX, see EMI.

Feast Recs., 32 Railway Parade, Granville, NSW 2142. Tel: (02) 637-3087. Cable: IBNATE.

Int'l reps.: Australia (UMcA), UK (UK).

Radar, see RCA.


Home office: USA.

Labels: (Owned) Bluebird, Camden, Gold Seal, Pure Gold. RCA, Victor, Victrola: (licensed—distributor) Apple (UK), UGO (UST), ABC, ABC/Blue Thumb (USA), ABC/Command (UK), ABC/Paramount, ABC/Westminster (USA), Anchor (UK), Anola (Ireland, EMI, Waite, Netherlands (New Zealand). Release (Ireland), Shadybridge (USA), Soundtrax (USA), Synchron (UK) (UK).

RCA.

Victor, see RCA.

Facsimile, see RCA.

Victrola. see RCA.

EMPTIES

Ampex Australia Pty. Ltd., PO Box 187, 4 Carlotta St., Artarmon, Sydney, NSW 2064. Tel: 439-4077. Cable: VIDEPE.

Branch: West Melbourne, Vic., 541 King St. Tel: (03) 229-5188.

Audio: Btr. - cassette.

Greenreich Magnetics Pty. Ltd., 60 Perry St., Matraville, NSW 2209. Tel: (02) 661-5651. Telex: 27611. Dr. Jack N. Green; Gen. Mgr.: Warren A. Green; Sales Mgr.: Stephen L. Green; Technical Mgr.: Peter Price. Int I branches: Hong Kong, Israel.

Ampex Australia Pty. Ltd., PO Box 187, 4 Carlotta St., Artarmon, Sydney, NSW 2064. Tel: 439-4077. Cable: VIDEPE.

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Way (Norsk Phonogram), Portugal (Sasmen), South Africa (EMI), Spain (Hisopaco), Sweden (Phonogram), Switzerland (VPI), Turkey (ERD, USA) [Apex].

Angel, see EMI.

Archiv, see EMI.


Ariola, see Polydor.

Austria, EMI, see Polydor.

Austria, Universal Ed., Karlsplatz 6, A-1010 Vienna.

Austria, see Archiv.

Atlantic, see Polydor.

Atlantic, see Universal.

Atlantic, see World Music Network.

Atlantic, see BMG.}

Asian, see BMG.

Ascolight, see BMG.

Asylum, see BMG.

Aston, see CBS.

Austro-Disque, see BMG.

Austro-Fon, see BMG.

Austro-Phil, see BMG.

Austro-Steiermark, see BMG.

Austro-Verlag, see BMG.

Austro-Wiener Verlag, see BMG.

Austro-W.I.P.H., see BMG.

Auster, see BMG.

Austrian Music Publishers, see BMG.

Austrian Music Publishers, see BMG.

Austria, EMI, see Polydor.

Austria, Universal Ed., Karlsplatz 6, A-1010 Vienna.

Austria, see Archiv.

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m music publishers

A Music, 77 Rue de Louvain, B-4040 Lege.

Acad’Or, see World Music Group.

Afterglow Music Pub’g Co., 27 Rue Fontaine d’Amour, B-1080 Brussels. Tel (02) 41-51-64.

Angus Music Belgium, see Eurovox.


Artick Music, see Minua.

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BOLIVIA

Population: 5,630,000.
Rate of exchange: 11 (US) = 0.997249 bolivianos.
Per capita income: 5,195.
Holidays: January 1, Carnival (late February), Corpus Christi, Holy Thursday, Good Friday, May 18 (Dia del Trabajo), August 6 (Independence Day), October 12 (Columbus Day), November 1 & 2 (All Souls Day).

• record & tape manufacturers / distributors / importers

Andes, see Jallalla.
Discolandia Dueri & Cia Ltda. (IFP1), Calle Potosi 814, Depto 1, 3rd fl.. La Paz. Tel: 5-7744, 4-3580/2221, 2-7847. Gen. Mgr.: Eduardo Iturriaga Wigger; Mng. Dir.: Ilka F. Brito; Sales Mgr.: Gilda C. Falcao.

BOLIVIA

BRAZIL

Population: 107,861,000.
Rate of exchange: 11 (US) = 13.7 cruzados.
Per capita income: $440.
Holidays: January 1, Carnival, Good Friday, Holy Saturday, May 1, September 7 (Independence Day), October 12 (All Souls Day).

• record & tape manufacturers / distributors / importers

Andes, see Jallalla.
Discolandia Dueri & Cia Ltda. (IFP1), Calle Potosi 814, Depto 1, 3rd fl.. La Paz. Tel: 5-7744, 4-3580/2221, 2-7847. Gen. Mgr.: Eduardo Iturriaga Wigger; Mng. Dir.: Ilka F. Brito; Sales Mgr.: Gilda C. Falcao.

• record & tape publishers

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• services

INDEXES.

A M C, see Som Industria & Comercio. Arcadia, see Gravacos Ferreira. Angel, see EMI-Odeon. Arcadia, see RCA. Archiv, see Phonogram. Amazon, see WEA. Aria, see RCA. Atlantic, see WEA. Atmosfera, see Pirata. Barril, see Tapecor.

• supplies

ENVELOPES & MAILERS

GARTON, see Gravacos Eletricas.

Cambo, see Som Industria & Comercio. Central Park, see RCA.

Charger, see Som Industria & Comercio.

Company Indio discos, see Indio discos. Credbox, see Som Industria & Comercio.

Central Park, see RCA.

Chantecler, see Gravacos Chantecler.

Charger, see Som Industria & Comercio.

Company Indio Discos, see Indio Discos.

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Company Indio Discos, see Indio Discos.

Credbox, see Som Industria & Comercio.

Central Park, see RCA.

Chantecler, see Gravacos Chantecler.

Charger, see Som Industria & Comercio.

Red Lips, see Mangione & Filhos.
RCA Eletronica Ltda., Rua Dona Veridiana 203, 01238 Sao Paulo.
Polydor, see Phonogram.
Phonogram (Companhia Brasileira de Discos), Av. Rio Branco 277, Grupo 710, Rio de Janeiro 20000.
Oxala, see Hara.
Odeon, see EMI - Odeon.
Nonesuch, see WEA.
International, see RCA.
Imperial, see EMI - Odeon.
Heliodor, see Phonogram.
Phonodisc Industria & Comercio de Discos & Fitas Ltda., Av. Rua Minas Gerais 201, 04524 Sao Paulo. Tel: (021) 286-1212. Cable: TURNTABLE.
Pathophone, see RGE/Farmata.
Magenta, see Farmata.
Musicolor, see Gravachees Eletricas.
Mulaic, see Hara.
Nevada, see RCA/Internacional.
Nonesuch, see WEA.
Odeon, see EMI - Odeon.
Okeh, see CBS.
Odeon, see RCA/Internacional.
Paraphone, see RGE/Farmata.
Parlophone, see RGE/Farmata.
Phillips, see Phonogram.
Labels: (Owned) Disc-Teste, Guarani, Joias Musicais, Mangione & Filhos.
Marcia Pereira, see Tappear.
Marta Marins, see Farmata.
Musicolor, see Gravachees Eletricas.
Mussadac, see Hara.
Nacional, see RCA/Internacional.
Nonesuch, see WEA.
Odeon, see EMI - Odeon.
Okeh, see CBS.
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Paraphone, see RGE/Farmata.
RCA Eletronica Ltda., Rua Dona Veridiana 203, 01238 Sao Paulo.
Polydor, see Phonogram.
Phonogram (Companhia Brasileira de Discos), Av. Rio Branco 277, Grupo 710, Rio de Janeiro 20000.
Oxala, see Hara.
Odeon, see EMI - Odeon.
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Polydor, see Phonogram.
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Odeon, see RCA/Internacional.
Paraphone, see RGE/Farmata.
RCA Eletronica Ltda., Rua Dona Veridiana 203, 01238 Sao Paulo.
Polydor, see Phonogram.
Phonogram (Companhia Brasileira de Discos), Av. Rio Branco 277, Grupo 710, Rio de Janeiro 20000.
Oxala, see Hara.
Odeon, see EMI - Odeon.
Nonesuch, see WEA.
Odeon, see EMI - Odeon.
Okeh, see CBS.
Odeon, see RCA/Internacional.
Paraphone, see RGE/Farmata.
RCA Eletronica Ltda., Rua Dona Veridiana 203, 01238 Sao Paulo.
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Odeon, see EMI - Odeon.
Okeh, see CBS.
Odeon, see RCA/Internacional.
Paraphone, see RGE/Farmata.
Type of distribution: Approximately 91% of all distribution records exported to USA (factory value, FOB): 1975 - Apon, see Musimart.  
Angel, see Capitol.  
American Century, see Brian Milian.  
America, see GRT.  
Amber Recs., 5000 Buchan St., Suite 601, Montreal, P.Q.  
Altone, see Musimart.  
Alshire, see Mark-Lin.  
Alligator, see Musimart.  
Advent, see Musimart.  
Doug Chappell; Art Dir.: Colin MacDonald; Branch Mgr.: Andrew Pedersen. 

Discounting: Frequent. 

Page 244
Musicus, see Artofonic & RCA.

Mushroom, see Can -Base.

Motown Recs. (Canada) Ltd., 1960 Ellesmere Rd., Unit 9, Monument, see CBS.

Mini, see RCA.

Midsong Int’l, see RCA.

Melodiya /Angel, see Capitol.

Ben McPeek Ltd., 131 Hazleton Ave., Toronto, Ont. M5R 1K3. Tel: (416) 781-4893. Mgr.: Ben McMahon.

Majestic, see Blue.

Makossa, see RCA.

Mace, see Musimart.

MW C, see Quality.

M & S, see Warner Brothers.

M & W, see Quality.

M & E, see Quality.

M & E, see Quality.

M & T, see Polydor.

M & M, see Warner Brothers.

M & W, see Quality.

M, see Blue.

M, see RCA.

M, see RCA.

Marathon, see Condor.

Manticore, see Motown.

Malaco, see RCA.

Mace, see Musimart.

M W C, see Quality.

Dew, Music Masters, Music Minus One, Muskadine, (Ed.), Showcase, Jazzz, Joyce, Let’s Sing, Mace, Makossa (M & S), Mount, Famous Personality, Fantasy, Flying Fish, Gate-Sound, Desmar, Dynasty, ESP, Empire, Eurotone, Fair-chaels.


Morning, see Motown.


Label(s): (Owned) American Century, Soul Vista.


Labels: (Owned) Bluebird (USA), Canada Intl, Golden Greats, Gold Seal (USA), Lyxos, Lotus, Pure Gold, Quad-radius (USA), Red Seal (USA), Vault Treasure (USA), Victor (USA), Victrola (USA). (Licensed domestic) Arpeggio, Bazzaro, Caprari, Carriere, Damron, Direc- tion, Labelino, Filemon, Fusion, Mucias, Mustard, Ninimus, Ourre, Ogeri, Papillon, Red Bus, Tempo, Tem- spo, Special, Top Rank, Unison, Viva Tone, Yellow- nign) Alston (USA), Ariola America (USA), Ariola GTO (USA), Bang (All USA), Black & White (USA), Bluebelle (France), Bulleye (USA), C.T.I. (USA), Colgems (USA), Cochin (USA), Danger (USA), Dash (USA), Drive (USA), Earto (France), 57th Street Enter- tainment (USA), Flying Dutchman (USA), Glades (USA), Good Earth (USA), Guitar (USA), Hi-Line (USA), Hobos, (USA), Improv (USA), Island (USA), Kayvette (USA), Kudu (USA), L.P. (USA), Mala (USA), Malachy (USA), Midlengt (USA), Mini (USA), Pablo (USA), Pacific Arts (USA), Power Exchange (USA), Re- public (USA), Rocky Coast (USA), Salalou (USA), Sala- vation (USA), Saravah (France), Shalim (USA), Shield (USA), Signature (USA), Soul Train (USA), Toko (USA), Tabu (USA), Tomo (USA), Top Music (USA), Totally In Tune (USA), Wincheberg (USA), Wooden Nickel (USA).

RMK, see Polydor.


Labels: Owners: (Owned) Island, Record, Ranch House, (distributed Charity) Fun Time, Sun Dance.

Rampage Recs. 1241 1st Rd. n.s., 626 Queen St. E., Toronto, Ont. M5A 1V2. Tel: (416) 362-2375. Pres.: John Jackson; VP & Sec’y-Treas.: John Nash. (Distributed by United Artist.)

Ranch House, see RCA.

Rainwood, see Quality.

Rap, see Mellow Man.

Roper, see MCA.

Rare Earth, see Motown.

Rebel Recs. Co. Ltd., 114 Don Park Dr. Markham, Ont. L2M 2R6. Tel: (905) 416-7100. Pres.: John Jackson; VP & Sec’y-Treas.: R. Vermeer. (Distributed by Quality.)

Labels: (Owned) Rebel, Zep.

Red Seal, see RCA.


Rego, see Musimart.

Republic, see RCA.

Ringgold, see Quality.

Ringo, see Eartown.

Rivers, see Polydor.

Rockcastle, see RCA.
The wholesale functions(s) of all companies is set in bold face and parentheses after each listing. The following abbreviations identify these functions: (D) Distributor, (OS) One Stop; (RJ) Rack Jogger; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.

ALBERTA

**CALGARY (Area Code 403)**


A & R Recs Canada Ltd. 10524 100 Ave., No. 12, Edmonton, Alta. T5J 2N9. Tel: (403) 244-6695. Exec. A. Kellogg (Rec. & Tape D).

Academy of Musical Arts, 146 N. Christina St. Sarnia, Ont. (See prod. dist.)

**record & tape wholesalers**

Burlington (Area Code 902)

Nova Scotia
DARTMOUTH (Area Code 902)

ONTARIO
BRAMPTON (Area Code 416)

MARKHAM (Area Code 416)
Rege Records Of Canada Ltd., 2450 Dufferin St. Postal Code: L3G 4R6. Tel: 773-8297. Mgr.: Joe Summers; Dist'n Branch Manager: Joe Summers. (Rec. & Tape DJ). (See office in Toronto, Ont.)

Ottawa (Area Code 613)
Island Recs. of Canada Inc., 1350 Victoria Ave. Postal Code: K2P 1A5. Tel: 778-5020. Mgr.: Vic Saravanamuttu. (Rec. & Tape D & OS); St. -Laurent (Montreal Metropolitan Area), P.Q. (See for prod. distributed).

Handelman Co. of Canada Ltd., 2360 Midland Ave, Scarborough M1B 1S9. Tel: 759-1166. Branch Mgr.: Barry Inglis; Sales Mgr.: Dan Janzen. Home office: USA:

Toronto Metropolitan Area (Area Code 416)

MAJOR IMPORTERS


Accessories: Le -Bo.

Tape lines: Same as rec. labels.


Tape lines: Same as rec. labels.

Accessories: Le -Bo.

Tape lines: Same as rec. labels.


Tape lines: Same as rec. labels.

Accessories: Le -Bo.

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Tape lines: Same as rec. labels.
CARTRIDGE & CASETTES PARTS


EMPLOYED CARTRIDGES, CASETTES & REELS


JACKETS & SLEEVES

Lithodeco Canada Ltd., 600 Port Royal W., Montreuil, P.Q. H3L 2G3. Tel: (514) 985-8451. Pres.: Robert B. Gagnon. (Jackets only) (M)

Metro Graphic Corp., 2800 France-Hughes Ave., Laval, P.Q. H7L 2G6. Tel: (514) 648-6710. Pres.: John Terry. (Jackets only) (M)

Modern Album of Canada Ltd., 2450 Finch Ave. W., Unit 7, Watson, Ont. L4N 2N5. Tel: (416) 745-2503. Pres.: John W. Hooper. (Nail's Sales Mgr.: E. Paul Fele. (Jackets, sleeves, record cover board)


Branch: Markham, Ont., 227 Idema Rd. Postal Code: L3R 1L1. Tel: (416) 495-0250. Pres.: Bill Hewson; Gen. Mgr.: R. Kerr. (Audio & Cassette parts) Stone (Jackets only) (M)

LABELS

Arc Sand Co. Ltd., 142 Sparks Ave., Willowdale, Ont. Tel: 495-6000. (M)

Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5951. Pres.: G. Koryen; Gen. Mgr.: J. Steven. (M)


World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: R. Kerr. (Audio & Cassette parts) Stone (Jackets only) (M)

LAMINATES

Arc Sand Co. Ltd., 142 Sparks Ave., Willowdale, Ont. Tel: 495-6000. (M)

Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel: (416) 531-5951. Pres.: G. Koryen; Gen. Mgr.: J. Steven. (M)


World Recs., 484 Waterloo Court, Oshawa, Ont. L1H 3X1. Tel: (416) 576-0250. Pres.: Bill Hewson; Gen. Mgr.: R. Kerr. (Audio & Cassette parts) Stone (Jackets only) (M)

PROFESSIONAL TAPE SUPPLIES

Edify, see McKean & Grabst Electronics Ltd.

Mckean & Grabst Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5S1. Tel: (613) 236-2742. Pres.: Douglas McCaen; Sales Mgr.: Paul Gladich; Adv. Mgr.: Robin Sparks. (Audio) (M)

Audio: Bulk erasers (WRE), splicing & editing equip. (Edify)

W.R.E, see Mckean & Grabst Electronics Ltd.

TAPE, BLANK LOADED

The numbers in parentheses following the 8-track & cassette configurations show recording time in minutes; those following open reel configurations, show length of tape in feet.


Audio: Brtr. case, open reel

Brand name: Capital


Cycles, see Audio Magnetics Corp. of Canada Ltd.

Thomastone, see Audio Magnetics Corp. of Canada Ltd.

Rempor, see Audio Magnetics Corp. of Canada Ltd.

Musicraft, see Audio Magnetics Corp. of Canada Ltd.

National Audio, see Audio Magnetics Corp. of Canada Ltd.
CHILE

Population: 10,410,000

Major manufacturers:

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

  **Alba, see Industria de Radio & Television**

  **record manufacturers**

  **Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1H 2V9. Tel: (416) 438-2855.**

  **Wilf Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4V 1H3. Tel: (416) 759-5601.**

  **Recoton, see Motown.**

  **Capitol, see Wilf Farrow Assocs. Ltd.**

  **Superior Electronics Inc., 1330 Trans Canada Hwy. S., Montreal, PQ. Tel: (514) 287-6691.**

  **Motown Recs. (Canada) Ltd., 1960 Ellesmere Rd., Unit 9, Scarborough, Ont. M1H 2V9. Tel: (416) 438-2855.**

  **Hardman Inds. Ltd., 34 Greensboro Dr., Rexdale, Ont. M9W 3T9. Tel: (416) 531-5751.**

  **Asfona (Asociacion Fonografica Nacional), Agustinia 1186, Of 71, Santiago. Tel 30-637, 83-777, 35-499.**

  **Polydor, see Philips.**

  **Records, record blanks & pre-recorded media imported from USA: 1975—12,415.**

CHINA

**services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Instituto de Extension Musical, Company 1264, Santiago. Tel: (438).

**DESIGN & ARTWORK**


**LICENSES ORGANIZATION, MUSIC**


**PLATING, PROCESSING & PRINTING PLANTS**


**SUPPLIES**

**ENVELOPES & MAILERS LABELS**

**POLYETHYLENE BAGS**

**Videotape**

** audio: Cassette, open reel.**

**video: Compact-cassette, open reel.**

Brand names: Alga Catra, Alga Steechem, Alga Videochrom.

**accessories & store fixtures & merchandising aids manufacturers**

**All P Optical, see Optical**

**Alga Catra, see Alga Steechem, Alga Videochrom.**

**CHINA, REPUBLIC OF TAIWAN**

Population: 16,171,569

Rate of exchange: $1 = 37.74 Taiwanese dollars.

Per capita income: $470.

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


**TAPE CUSTOM DUPLICATOR**


**Advertisers/Epworth**

**Crescent, To-
<table>
<thead>
<tr>
<th>Title</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PRINTERS &amp; LITHOGRAPHERS</strong></td>
<td></td>
</tr>
<tr>
<td>Kuo Feng Colored Printing Co</td>
<td>231 Fu Chung Rd., Tainan. Tel. 2690-2946.</td>
</tr>
<tr>
<td>Linfan Magnetic Sound Ltd</td>
<td>Park Blvd. No. 78, Hwa-Ning St. Taipei. Tel. 2263-391, 2263-399 (Closed)</td>
</tr>
<tr>
<td>Taiwan Pony Music Ent Co</td>
<td>135 Chung Hwa Rd., Taipei. Tel. 2631-3818.</td>
</tr>
<tr>
<td><strong>RECORD PROMOTION</strong></td>
<td></td>
</tr>
<tr>
<td><strong>TAPE CUSTOM Duplicators</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Supplies</strong></td>
<td></td>
</tr>
<tr>
<td><strong>CARTRIDGE &amp; CASSETTE PARTS</strong></td>
<td></td>
</tr>
<tr>
<td>Four Seas Rec. Publ Gt Co</td>
<td>169 Si-Ning S Rd., Taipei. Tel. 231-371, 237-1702. Telex 21475 Gen Mgr. C.Y Liao</td>
</tr>
<tr>
<td><strong>Empty Cartridges &amp; Sleeves</strong></td>
<td></td>
</tr>
<tr>
<td>Eagle Ents Co Ltd</td>
<td>Co. Ltd. 236 Chung Hwa Rd., Kaohsiung. Tel. 273132.</td>
</tr>
<tr>
<td>Lucky Rec Co Ltd</td>
<td>2 Bl 116, Section 2, Chung-Shang N Rd., Taipei. Tel. 231-8115, 231-8182. Cable: TEDCO.</td>
</tr>
<tr>
<td><strong>POLYETHYLENE BAGS</strong></td>
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</tr>
<tr>
<td>Hawk Plastic Bag Mfg Co</td>
<td>29 La Ting Rd., Chung Li. Tel. 367-4027.</td>
</tr>
<tr>
<td><strong>Services</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Design &amp; Artwork</strong></td>
<td></td>
</tr>
<tr>
<td>Eagle Ents Exp &amp; Exporters Inc Aain, Taipei. Tel 331-4049-1687.</td>
<td></td>
</tr>
<tr>
<td>Taiwan Regional Ass's of Record Mfrs</td>
<td>55 Chung Hwa Market, 3rd fl., Jen Section. Taipei. Tel. 231-0276.</td>
</tr>
<tr>
<td><strong>Printing &amp; Expressions</strong></td>
<td></td>
</tr>
<tr>
<td>Eagle Ents Co Ltd</td>
<td>236 Chung Hwa Rd., Kaohsiung. Tel. 273132.</td>
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<tr>
<td><strong>Manufacturers</strong></td>
<td></td>
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<tr>
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</tr>
<tr>
<td><strong>Colombia</strong></td>
<td></td>
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<tr>
<td>Population: 24,019,000.</td>
<td></td>
</tr>
<tr>
<td>Rate of exchange: $1 (US) = 36.36 pesos.</td>
<td></td>
</tr>
<tr>
<td>Per capita income: $105.</td>
<td></td>
</tr>
<tr>
<td>Holidays: January 1, March 19 (St. Joseph's Day), Good Friday, May 4, Labor Day, August 6 (Independence of Cartagena), December 25 (Immaculate Conception), December 25 (Independence of Colombia).</td>
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</tr>
<tr>
<td>Records imported from USA: 1975-129,659.</td>
<td></td>
</tr>
</tbody>
</table>

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

Amiballo, see Tropical
Archiv, see Philips
Arraz, see Chaves
**Music publishers**


**Singers**

Veracruz, see Philips.

**Supplies**

Cassettes, see Philips.

**Cassettes**

Audio: Cassette.

**Pressing**

Process, see Philips.

**Pressing**

Plating, see Philips.

**Pressing**

Gray, see Philips.

**Supplies**

Packing, see Philips.

**Supplies**

Racks, see Philips.

**Supplies**

Roadcases, see Philips.

**Supplies**

Shipping, see Philips.

**Supplies**

Television (Video), see Philips.

**Supplies**

PA Systems, see Philips.

**Supplies**

Public Address Systems, see Philips.

**Supplies**

Recording Equipment, see Philips.
TAPE, BLANK LOADED

RECORD PROCESSING EQUIPMENT

Philips de Colombia SA (Industrias), Music Div., 51-39 Calle 6, Bogota, Tel 46-5150. Audio: Audio Vinyl (USA), Audio Vinyl (Brazil), Audio Vinyl (Mexico), Audio Vinyl (Spain).

Brand name: Scully (USA).

Mgr.: Jaime Rojas P.

Audio: Cassette.

Fuentes (Discos) Ltda, Data, 19-64 Carrera 10, Of. 703-5, Bogota. Tel 81-24-74, 34-74-37. Cable: COREGNIS. Audio: Audio Vinyl (USA), Audio Vinyl (Brazil), Audio Vinyl (Mexico), Audio Vinyl (Spain).

Brand name: Crown (USA).

Audio: Audio Vinyl (USA), Audio Vinyl (Brazil), Audio Vinyl (Mexico), Audio Vinyl (Spain).

Product: Taape & storage cases, tape cataloging supplies, recorders, demagnetizers, record displays.

Pre-recorded tape sold domestically: cassette 1976-5,897,587 units.

Records exported to USA: 1975-28,730 units, $426,427.

Blank tape sold domestically to the professional duplicator: open reel 1975-1,637,000 units, $266,427.

Average retail price per unit: $1.34, 1975.

Stereo sales: 65.5% of total.

Record club sales: 14% of total.

Discounting: Never.

Type of distribution: Opus and Supraphon own a chain of specialized retail outlets. They also sell records through these. This accounts for 80% of total sales. The remainder is done through manufacturers-wholesaler-to-retailer system.

Type of promotion: Government controlled radio plays the decisive role in the promotion of pop records. Supraphon Record Club, which also sells Opus and Pandion records, operates on a subscription basis and is important in the sale of classical and special pop records, jazz, progressive pop, etc.

Jukeboxes: 2,000.

TAPE:

Market: Cassettes sales are increasing, but there is a lack of quality hardware. Open reel equipment is widely used for amateur recording of unavailalbe material.

Pre-recorded tape sold domestically, cassette 1976-227,073 units, $154,956; 1975-219,000 units, $261,140. Open reel tape 1976-80,000 units, $1,175,000, 1975-85,454, $1,266,427.

Blank tape sold to the professional duplicator: open reel 1975-60,000 units.

Blank tape sold directly through the retail outlet: open reel 1975-867,587 units.

Average retail price per tape: Cassette-$1.41, open reel-$51.26.

CZECHOSLOVAKIA

Population: 15,000,000.

Rate of exchange: 1 US = 5.67 koruna.

Price per capita: $1,275

Type of distribution: 50% of national music industry is dedicated to classical music, with 25% to folklore. There is no mass distribution of pop music. The most popular is that associated with the Socialist Party, mainly through the records of folk groups.

IMPORT/EXPORT REGULATIONS:

Records for domestic use are on open market.

Exports: Records are exported to countries other than USA: 1976-1,600,000 units, $200,000.

Imports: Records imported from countries other than USA: 1976-60,000 units, $8,000.

Audio: Cassette.

CZECHOSLOVAKIA

Population: 15,000,000.

Rate of exchange: 1 US = 5.67 koruna.

Price per capita: $1,275

Type of distribution: 50% of national music industry is dedicated to classical music, with 25% to folklore. There is no mass distribution of pop music. The most popular is that associated with the Socialist Party, mainly through the records of folk groups.

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Audio: Cassette.

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

One of Scandinavia's most efficient Publishing Groups
Music Publishing & Record Production

Kleiners Musik Forlag as Mørk Musikforlag
Auff Rose Scandinavia as JK Music
Play Records

Directors
Jorgen Kleinent & John Rasmussen

Billboard 1977-1978 International Music Record-Tape Directory

Page 261
**ECUADOR**

Population: 13,700,000

Rate of exchange: 1 US = 1.40 Ecuadorian sucre.

**Dominican Republic**

Population: 10,000,000

Rate of exchange: 1 US = 1.70 Dominican peso.


**JACKETS & SLEEVES**

**LABELS**


Jukeboxes: 3,400.

Type of promotion: Government-controlled radio and TV.
Discounting: Frequent. The Anea levytuottajat (IFPI) suggested retail prices were dropped on Jan. 1, 1977. Only some 30 per cent of Anea levytuottajat. Some 30 per cent of Anea levytuottajat.

Stereo sales: 97.9% of total.


Per capita income: $4,680.

Labels: (Represented) Better, Cleve, Gaviota, Hispavox, Capitol, Mexico. Falcon (USA), Foca (Venezuela), Gamma (Mexico), Hickory (USA), Hispano (Malaysia), Moviestar (Spain), Phonogram group (Venezuela), Polygram (Germany), Suramericana (Venezuela), Universal Artists group (USA).

services

PRESSING PLANTS

Estudio de Grabacion & Impresion SA de CV (EGEISA), Apdo. 847, Blvd. Ejercito Nacional Kilometro 5. Soyapango. Tel: 24-36-78. Admin. Dir.: Ms. Clement (Netherlands), Polydor group (Germany). Suramericana (Mexico), Capitol (Mexico). Falcon (USA), Foca (Venezuela), Gamma (Mexico), Hickory (USA), Hispano (Malaysia), Moviestar (Spain), Phonogram group (Venezuela), Polygram (Germany), Suramericana (Venezuela), Universal Artists group (USA).

importers

No. of government stations: 3.

Radio: 2400 MW. TV: 7000 MW.

No. of government channels: 1.

Commercial channels: 1.

Singles -82.25.

value, FOB): 1976-8463.000; 1975-8400.000.

value.

53.410.000.


London (UK), Montilla (Spain), Monument (USA), Music Radio Promos. (UK), RCA (worldwide), Telecolour (UK), VCC (UK)

No licenses are needed, except for importing with border controls. Pre-recorded tapes are owned by teenagers, taxi drivers and other working class people.

singles 1976-400,000 units, 515,800,000; 1975-1,549,000 units, $16,350,000.

10.000 units, $48.000. Cassette 1976-2,080,000 units are owned by teenagers, taxi drivers and other working class people. Video, as yet, is on a small scale.

Records imported from countries other than USA (factory value, CIF): 1976–1977: 13,900,000; 1975–12,600,000.

Imports -not licensed- Manna (USA).


Angel, see EM.


Was A S F. see Mercianville Oy.

Black & White, see PSO.

Blue Master, see PSO.


Labels: (Distributed) BASF. Cornet, Harmonia Mundi, Embassy, see CBS.

Labels: (Distributed) Manna (USA), Aedcord (Sweden), Arista (UK), Atlantic (USA), Aureate (USA), Bearax (USA), Big Tree (USA), Capitol (USA). Elektra (USA), Grund (USA), Malaco (USA), Midwest (USA), Nova (Spain). Poly (Switzerland). Pye (UK), RCA (worldwide). Reprise (USA), Rivington (USA), Sonet, (Sonet, Virgin), USA (Sonet, Virgin), Sweden, United Artists (USA).

Singles 1976-8555; 1975-55,600.

1975-8690,000.

1976-8555; 1975-55,600.

1976-8555; 1975-55,600.


Labels: (Owned) pilot; (distributed) Green Tree. Heart Records, see Fonovox.


EAFF, see EMI.

Mainstream (USA), Musica (Sweden), Polar (Sweden), Phoenix M.S. Ltd. (UK), Polygram (UK), Sony (Sweden), United Artists (USA).

Television stations: No of: 2,159. 1976: 2,163. 1975: 2,159. Television 1 is an independent private company.

Vietnam (USA), Zafiro (Spain).

HMV, Harvest, Orange, Purlough, Patux, Regal, Savile, (licensed domestic) Okay, Sira. (licensed foreign) Air (UK), Aristar (UK), Blue Note (USA), Cactus (USA), Casablanca (USA), Chrysalis (UK), Creole (UK), Ember (UK), Fantasy (USA), Flammingo (Sweden), Four Leaf (UK), Fuga (USA), Hungotron (Hungary), IAM (UK), Magnet (UK), Maran (Switzerland), Swedentone (USA), Nigemat, (Netherlands), PDI (Italy), Pickwick (USA), Platina (Turkey), RCA (USA), Rurka (France), Rocset (UK), Rondo (Sweden), Sune (USA), Tarla Mestaruus (USA). Target (UK), Televista, see EMI. Test Records, see Pye, Torm (Sweden), United Artists (USA).

Electrohome, see EMI. Embassy, see CBS.

Epic, see CBS.

Eternarp, see Love.


Asea levytuottajat. (IFPI) suggested retail prices were dropped on Jan. 1, 1977. Only some 30 per cent of Anea levytuottajat. Some 30 per cent of Anea levytuottajat. Some 30 per cent of Anea levytuottajat.

Spain, Sweden) (licensed) Penta (Israel), Pickwick (USA), Polydor (UK). Philips (Netherlands), Phonex (UK), Planet Records, see Fonovox.

Labels: (Represented) Belter, Cleve, Gavio, Hispavox, Impala, Olympia (gil), Pilota.

Capitol, see CBS.

Columbia (USA), Columbia (Sweden), Columbia (UK), Columbia (USA). Columbia, see EMI.

Embossy, see EMI.

Hit, see Höyrypesu. Int'l firm represented: Music Radio Promos. (UK).

MPS, Paradiso. Polyband.

Nukku-Matti, see Reeb.

Nake, see Fonovox.

LMT. see Fonovox.


Mika Mika, see Satsanga.

Nukku-Matti, see Reeb.

OKS, see Fonovox.


MPS, Paradiso. Polyband.


singles 1976-8555; 1975-55,600.

1975-51,633.400.

1976-8555; 1975-55,600.

1976-8555; 1975-55,600.

1976-8555; 1975-55,600.

1976-8555; 1975-55,600.
FRANCE

TELEVISION STATIONS:
No. of government 1; No. of commercial 6; No. of AM 6; No. of FM 0.

IMPORT/EXPORT REGULATIONS:
All imported records, cartridges and cassettes are subject to the French value added tax (33.5%).

MERCAN TILE OY, Mannerheimintie 12, SF -00100 Helsinki 10. Tel: (90) 722.60.30. Cable: BARCLAYDISC. Pres.: Eddie Barclay; VP & A&R: Alain Segal; Technical Dir.: Claude Morel; Coord. & Int’l: Frederic Segal; Art Director: Simone Monnet; Prom.: Margaret Kotowski. (Distributed by CBS).

Records sold domestically including imports: LPs: 1975-571,875; 1975-168,642 units, $446,196.

FRANCE

Population: 53,000,000.
Rate of exchange: 1 US = 4.96 francs.
Tourist Arrivals: January 1, May 1 (Labour Day), Ascension Day, Assumption Day, July 14 (Bastille Day), November 1 (All Saints Day), November 11 (Armistice Day), December 25.

SERVICES & EQUIPMENT

Brand names: JVC, Maxell, Memorex.

Video: 1/2” EIAJ open reel.
Audio: Cassette.
Telex: 12-660.

No. of government 1: No. of commercial 2 (RTL, TMC).

Television stations: No. of AM 6; No. of FM 1.

Pre-recorded tape sold domestically including imports: 8-Jukeboxes: 47,090.
Stereo sales: 44% of total.
Records exported to USA: 1976-306,167 units, $1,932,466.
Jukeboxes: 47,090.
Stereo sales: 44% of total.
Records exported to USA: 1976-306,167 units, $1,932,466.


Records imported: 1975-6,278,125 units (50,401 of total from CBS). Records, record blanks & pre-recorded media imported from USA: 1975-1,242,711.

Records exported: 1975-17,003,337 units (10,134 of total to EEC).

Type of promotion: The most important forms of promotion are radio, television, discoteques, and concert tours.

Jukeboxes: 47,090.

TAPE:

COMMERCIAL RECORD LABELS:
No. of government 3; No. of commercial 2 (RTL, TMC).

No. of government 1; No. of AM 6; No. of FM 1.

L’Ame de parole = see Hugues Desalle.
America, see Musicland.
Amex, see Disc AZ.
Anima, see Caravage.
Annis, see vanessa.
Aquarius, see Soroposets.
Arabian Sing. (Musicians’), 18 Rue Beffroy, 92200 Nanterre sur Seine, Tel: 637.34.57 Cable: REQUINS.

Teknillinen Hankke, PO Box 60, Sahkokjoasoasto, SF-00100 Helsinki 10. Tel: (90) 722.60.30. Cable: HAFKLAJA.

Fazer-Musik AB (Oy Musiikki), Ho泄eeaeamieeet 16, SF-00380 Helsinki 38.

Product: Display racks.

Product: Display racks (Finital).

FRANCE

store fixtures & merchandising aids manufacturers

Fazer-Musik AB (Oy Musiikki), Hooleyaeamieeet 16, SF-00380 Helsinki 38.

Product: Display racks.

Product: Display racks (Finital).

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Teknillinen Hankke, PO Box 60, Sahkokjoasoasto, SF-00100 Helsinki 10. Tel: (90) 722.60.30. Cable: HAFKLAJA.
FESTIVAL, see MUSIDISC.

ESPERANCE, see SONODISC.

EROMA, see ARTISAN.

EROS, see PARIS REC'S.

EROS, see CHAPAR.

ERNAGESE, see SIEMENS.

ERNAGESE, see SIEMENS.

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Note (in France Polygram coordinates among others the activities of the following companies: Phonogram SA & Polydor SA (recordings), CIDIS (studios, factories, distribution), Teleclic (creation, production & international distribution of programs for TV & movies), Polygram (journals & video recordings), International, Tutti & Chappell SA (music publishing). Polyphone, see Versà. Polyphone, see Experience. Phonogram (Ed.), see Arabia. President, see Blok-Musik & Paris-Recs. Music Cornet Prod nan. See RCA Victor, UK (Polydor). Optima Sales. See France. Orange, see Detrey & Phonographe. Odile, see 38 Rue de l’Opéra. 75002 Paris. Tel: (01) 6363.60. 10 Chief Exec.: Daniel Bosso. Gen. Mgr.: Pierre Charron. Prog. Mgr.: Claude Soussain. Intl reps.: Belgium (Belga), Germany (RCA), Sweden (EMI).}


Riverboat, see Societe Francaise du Son. Riviera, see Barclay. Jean C. Roche, see L’Oiseau Musical. Roy, see Blok-Musik. S E R (Societe d’Etudes & Relations Publiees Disques) (IFPI), 5 Rue du Capitaine Berchet. 75020 Paris. Tel: (01) 6281.09. 73. Int’l reps.: Belgium (BIAO). S F P (Societe Francaise de Produits Phonographiques), 14-16 Rue Clement Bayard, 93200 Levallois-Perret. Tel: (01) 737.62.10. Mgr. Dir. Michel Bachelot. S M, see Studio SM. S T G D, see Magazines. Saffa-Anthologie Sonore, see Ades. Sagra Arts, 85 Rue Pierre Charron, 75008 Paris. Tel: 225.32.66. Mgr.: Jean Luc Auzouly. Saig, 49 bis Av. Hoche, 75008 Paris. Tel: (01) 227.16.34. Artistic Dir.: Andre Tesse, Claude Lamoure, Prod. Dir.: J. Milgram. Promo. Dir.: George Camnily. Salvador Prod (Ed Artistiques & Musicales), S P. Vl, Vendome, 75001 Paris. Tel: (01) 250.87. 80. 250.87. 55. Pres. & Dir. Gen.: J.C. Salvador; Gen. Mgr.: Henri Salvador. Labels: (Owned) Dir. Rigolo, Salvador. Searah, (Eds). 22 Rue des Abbesses, 75018 Paris. Tel: (01) 252.47. 20. Telex: 64438. (Distributed by RCA). Sava, see Segaleko. Schott.Freres Sart, 35 Rue Jean Moulin, 94300 Vincennes. Tel: 374.30. 95. Dir. Jean-Jacques Janin. (Distributor/Importer) Labels: (Distributed—not licensed) Alpha (Belgium), Baerenreiter (Germany), Cantate (Germany), Da Camera (Germany), Jeklin (Switzerland), Monti (USA), Schwann (Germany), Toccata (Germany), Wergo (Germany). Seced, see WEA Filipacchi. Segno, see WEA Filipacchi. Seguro, see SEGUR. Shonzo Anzo (Eds. & Prod’ns Musicales), 42 Rue Laquier, 75017 Paris. Tel: (01) 267.04. 69. 236.74. 24. Chf. Exec.: Roger Tokarz. Dad (Owned) Strocco. Int’l reps.: Australia (EMI), Belgium (Vogue), Canada (TVP-Douglas), Germany (CBS), Polydor, Siegel, Japan (Polydor), Netherlands (Barclay), New Zealand (EMI), Scandinavia (Philips), South Africa (EMI), UK (ATV-Spark), USA (ATV, Polydor). Silvercord, 40 Rue Madame, 75006 Paris. Tel: (01) 326.84. 35. Dir.: Chantal Darcy. (Distributed by Discs.) Sibecar, Prod’ns Musicales, 99 Rue de Vaugirard, 75006 Paris. Tel: (01) 544.55. 51. Dir.: Gilles Bleves. Ast’l Synergie (Distributed by CBS). Labels: (Owned) L’Escargot, Petit Escargot; licensed foreign the Norder, Presque ile (both Canada). Int’l reps.: Belgium (CBS), Switzerland (Evasion). Sigem (Sistema Global de Ediciones Musicales), 23 Rue Schefter, 75016 Paris. Tel: (01) 704.12.20. Contact: Elyane Georget Payrot. Home office: Brazil.
Eurosociete Francaise du Son (Sofrason), 30 Rue Beaujon. Tel: (01) 33.70.88.25.

Solid State, see United Artists.

Uniteledis, see Le Chant du Monde.

Soumere (Disques), 109 Av. Victor Hugo, 75116 Paris. Tel: (01) 46.20.12.03.

Soul Recs., see Diffudisc.

Soul Posters, 6-8-10 Blvd. Jourdan, 75014 Paris. Tel: (01) 48.56.45.20.

Studio 10, see Bagatelle.

Stil (Eds.). 76 Blvd. de Vincennes, 94120 Fontenoy sur Bois. Tel: (01) 62.68.73.12.

Trema (IFPI), 62 Rue Pierre Charron, 75008 Paris. Tel: (01) 40.70.64.51.

Transmedia

Topkapi (Eds., Paris) 10 Rue Frederic Bastiat, 75007 Paris. Tel: (01) 56.17.80.21.

United Artists (France) SA, 48 Av. Victor Hugo, 75783 Paris 16. Tel: (01) 48.56.45.20.

Verso, see VBH.

Vincent du Chateau, see Label Blanche.

Wajntrob, see Fonica.

Wigwam, see Fontana.

Wismatch, see Fontana.

Wip, see Fontana.

X LO (Eds. & Prod'ns), 9 Rue de Versailles, 92430 Marnes-la-Coquette. Tel: (01) 60.63.87.56.

Yuki Music, see Fontana.

Zagora (Eds. & Prod'ns), 9 Rue de Versailles, 92430 Marnes-la-Coquette. Tel: (01) 60.63.87.56.

Zero Im, see Montanasse 2000.

Circle Eds. Internacionales, 23 Rue Scheffer, 75016 Paris.
Choudens (Eds.). 38 Rue Jean Mermoz, 75008 Paris. Tel: (01) 224.63.50.
Chiffre Neuf (Les Eds. du), 5 Rue d'Alsace, 75010 Paris. Tel: (01) 47.96.75.98.
Chappell SA, 12 Rue de Penthievre, 75008 Paris. Tel: (01) 225.73.44.
Claude Carrere (Eds.), see Robert Salvet & Tonus.
Carrara, 86 Rue de Faubourg St. Martin, 75010 Paris. Tel: (01) 224.63.50.
Carissima (Eds. & Prod'ns Musicales). see 12,000.
Camara, 5 Rue Durintin, 75018 Paris.

Bourne France, see Bagatelle.

Bixio France, see Eddie Barclay.

Bimbo Music, 78 Av. des Champs-Elysees, 75008 Paris. Tel: (01) 224.63.50.

Paul Beuscher (SACEM), 23-29 Blvd. Beaumarchais, 75004 Paris. Tel: (01) 224.63.50.

Francis Baxter, 33 Rue du Faubourg St. Martin, 75010 Paris. Tel: (01) 224.63.50.

Bixio France, see Eddie Barclay.

256.10.98.

256.10.98.
N 2000-Presse, 43 Rue du Faubourg St. Honore, Paris. Tel: (01) 227.60.24.

SNC (Syndicat National des Agents Artistiques de France), 33 Champs-Elysees, 75018 Paris. Tel: (01) 738.65.70.

TCM (Syndicat des Producteurs Phonographiques), 8 Rue d'Artois, 75008 Paris. Tel: (01) 736.87.80.

Licensing Organizations, Music

A E CEM (Syndicat des Auteurs, Compositeurs & Editeurs), 16 Rue Blanche, 75009 Paris. Tel: (01) 874.94.81.

D R S (Syndicat des Producteurs de Musiques pour la Radiodiffusion et la Tele diffusion), 22 Av. Charles de Gaulle, 92501 Neuilly-sur-Seine Cedex. Tel: (01) 747.56.50. Cable: MUSICA.

S A C E M (Syndicat des Auteurs, Compositeurs & Editeurs de Musique), 134 Av. Parmentier, 75011 Paris. Tel: (01) 589.61.70.

SAEM (Syndicat des Compositeurs d'Avions et de Musiques Instrumentales pour la Radiodiffusion), 1 Rue Charles de Gaulle, 75017 Paris. Tel: (01) 738.65.70.

Recording Promotions

C N A I Fudosan (Compagnie Nationale d'Affaires des Tapes d'Enregistrement & de Reproduction Mecanique), 19 Rue Capouyou, 75018 Paris. Tel: (01) 226.09.21.

Music Radio Promotions, 3 1/2 Rue de Friedland, 75017 Paris. Tel: (01) 148.42.78.

EMC (Syndicat National des Producteurs Phonographiques et des Compagnies de Diffusion et de Publicite), 19 Rue Coysevox, 75018 Paris. Tel: (01) 736.87.80.

Music Radio Promotions, 3 1/2 Rue de Friedland, 75017 Paris. Tel: (01) 148.42.78.

Societe des Auteurs & Compositeurs Dramatiques, 9 Rue Drouot, 75009 Paris. Tel: (01) 687.25.84.

Paris-Recs. Cie., 21 Rue Pierre Semard, 75009 Paris. Tel: (01) 824.69.73.

Music Radio Promotions, 3 1/2 Rue de Friedland, 75017 Paris. Tel: (01) 148.42.78.

C N A I Fudosan (Compagnie Nationale d'Affaires des Tapes d'Enregistrement & de Reproduction Mecanique), 19 Rue Capouyou, 75018 Paris. Tel: (01) 226.09.21.

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Music Radio Promotions, 3 1/2 Rue de Friedland, 75017 Paris. Tel: (01) 148.42.78.
ENVELOPES & MAILERS
C. N. A. I. Envelopes (Compagnie Nationale d'Applications Industrielles), Rue 95, 75018 Paris. Tel.: (01) 225.49.51. Sales Mgr.: Mr. Kellay. (Store fixtures & equipment)

JACKETS & SLEEVES
Offset Press, 9 Rue Edouard Renault, 93000 Le Blanc-Mes-}

MAKERS & DISTRIBUTORS

TAPE, RAW & BLANK LOADED
Agfa-Gevaert SA. 274-276. Avenue Napoleon Bonaparte, 92502 Neuilly-sur-Seine. Tel: 739.34.22. Comm'r: Dr. Yves Bruna. Home office: USA.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Sleeves and Plastic Molding

Sleeves only.

Music publishers

Music publishers
Gernan Federal Republic (West)

Population: 62,200,000
Rate of exchange: 1 US$ = 2.40 marks

Abenteuer-Sonderserie, see Tempo.

Records exported worldwide (factory value, FOB): 1976 -

Records exported to USA (factory value, FOB): 1976 -

RECORDS:
Rate of exchange: S1 (US) = 2.40 marks.

Population: 62,200,000.

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Abenteuer-Sonderserie, see Tempo.
Compass, see BFC
Concert Hall, Espirigstrasse 1-3, D-6000 Frankfurt/Main
Labels: (Owned) Consert Hall, Jaizinste, Variation
Concert, see QP & Polyband
Condor, see Bellaphon
Le Concorde Schallplatten, Wolfdorf 62-750 Karlshofle 1, Tel: (0272) 26-21-15, Gen. Mgr.: Klaus Obidder (Importer/Exporteur/Mgr.)
Compy, see Phon
Cosmic Couriers, see Ohi & Cosmic News
Cosmic Music, see Ohi & Cosmic News
Branch: D-1000 Berlin 31, Wientalsbacherstr. 18.
Labels: (Distributed—not licensed) Cosmic Couriers, Cosmic Music, Ohi, Piz, Sound of the Cosmic Couriers, Sternenmarsch
Colition, see WEA
Coo, see GEA
Crowd, see Verlag Junge Gemeinde
Crystal Schallplatten GmbH, Prismenschneeweg 72-74, D-5024 Ferberstr. (0221) 26-21-81. Tel: (0221) 7203, Mgr. Dr.: Henk Marten; Promo: Horst Neumann.
Labels: (Owned) Christophorus.
Cine Art Int, see Jaguar
Cinema Prize Inc. Europe, Messeplatz 2, D-8000 Munich 2, Tel: (089) 50-96-56.
Labels: (Owned) City Sound. Clariphon, Cliosa.
Kosler; Owner: Ursula Schumacher; Org.: Dr. Hans Joachim Kalserstr. 58, D-4300 Essen 1. Tel: (0201) 79-48-45.
Home office: USA.
Tel: (Mayflower).
Netherlands (HOSAT), Switzerland (Baerenreiter). USA (HOSAT), Yugoslavia (Catalogue, Zapple, Zappelli, MAM) (Musical Heritage). Intl reps.: Japan (Trio), UK (Oryx), USA (Musical Heritage).
Branch: D-1000 Berlin 31, Wientalsbacherstr. 18.
Labels: (Distributed—not licensed) Cosmic Couriers, Cosmic Music, Ohi, Piz, Sound of the Cosmic Couriers, Sternenmarsch
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Coo, see GEA
Crowd, see Verlag Junge Gemeinde
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Labels: (Owned) Christophorus.
Cine Art Int, see Jaguar
Cinema Prize Inc. Europe, Messeplatz 2, D-8000 Munich 2, Tel: (089) 50-96-56.
Labels: (Owned) City Sound. Clariphon, Cliosa.
Kosler; Owner: Ursula Schumacher; Org.: Dr. Hans Joachim Kalserstr. 58, D-4300 Essen 1. Tel: (0201) 79-48-45.
Home office: USA.
Tel: (Mayflower).
Netherlands (HOSAT), Switzerland (Baerenreiter). USA (HOSAT), Yugoslavia (Catalogue, Zapple, Zappelli, MAM) (Musical Heritage). Intl reps.: Japan (Trio), UK (Oryx), USA (Musical Heritage).
We took the challenge and now we are world-wide!


We manufacture:

Complete lines of 32:1 & 16:1 CASSETTE DUPLICATORS

We deliver and install as well:

Complete MANUFACTURING CHAINS FOR CASSETTES from injection moulds up to the packaging machine;

RECORDING STUDIOS for all purposes.

PRODUCTS FROM W. GERMANY

Stollbergstrasse 7, D-8000 Muenchen 22.

Telephone (089) 22 50 57. Telex: 05/22 084 Auvis-d.

AUVIS ASONA KG
Dear friends,

the parent company of the Slezak group - Rudolf Slezak Musikverlag GmbH - is proudly celebrating its first ten years in operation, and has been given a new look and new offices as a birthday present.

Please take note of our new address and telephone numbers. We hope you'll be using them often.

Thank you for your time and interest, and have a most successful year - preferably with us.

Yours sincerely,

Rudolf G. Slezak

Hamburg, July 1977

Rudolf Slezak
Musikverlag GmbH
UP ME

Osca, see Tempo.
Orange, see Inmus.
Odeon, see EMI Electrola.

0 P P Schallplatten GmbH. Caesarstr. 5. D-5000 Cologne.
B H Musikverlag (Otto Nova. see Teldec.

Nippon Victor (Europa) GmbH, Schellingstr. 12, D-2000
Newcomer, see CCA.

New Blood Recs., Flandrischerstr. 13/15, Cologne. Tel:
Nature, see Metronome.

Music Mobil, see Magna.

Germany and has
is Olivia Molina,
Branch: D-1000 Berlin 31, Wittelsbacherstr. 18.
Labels: (Owned) Cosmos (in publishing: Chappell and Intersong
Orchester;
Orchestra; see Deutsche Oper.

Osterreichische Staatsoper, see EMI Electrola.
Ornament, see Christmann & Schal.
Oslo, see Tampere.

\text{Page 282}
Billboard 1977-1978 International Music-Record Tape Directory

\text{ANGELO}
that's thinking about unthought.
The noise in the hearts of those understanding love.
More than words and more than music.

\text{ANGELO is Olivia Molina, artist of 77 in Germany and has won the \text{Deutscher Musik-Record Award}}

\text{ANGELO is Erika Puhar, a chansonnier, singer, TV and Filmstar, and was the \text{Wiener Burgtheater}}
Your Partner
For
Worldwide Music Action

Ariola-Eurodisc GmbH, Steinhauser Str. 3, 8000 München 80, Tel. 089-41361, Germany
Sandmanen, see Magna.

Ruessl Raeckords. see EMI Electrola.

Sikrola Musik GmbH (Produktion & Musikverlag).

Schwann Studio, see Schwann.

Rosengarten (Musikproduktion), Heidschnuckenweg 17, D-2000 Hamburg 76. Tel: (040) 220-1481. Telex: (02) 885662.

Roya, see Rosengarten.

Rosengarten (Produktionsstudio), Hahndorferstrasse 17, D-20170 Hamburg 17. Tel: (040) 68-90. 8-9000 Munich 40. Tel: (089) 3996-874. 3-88.

Labels: Ausrochord, Royal Splendid, Top Disc.

Ruelisi Raekords. see EMI Electrola.

S. G. see Disney-Recordings.

Schaup. Aus: (licensed foreign) Johannes Stauda.


Labels: (Owned) SWB-Sound.

Sikrola, see Magna.

Spiez, see Intercord.


Labels: (Owned) Himmel Pilot, Zarnamahaa.

Star-Club, see Phonogram.

Starlet, see Supertone & Des Alpes.

Starrine, see EMI Electrolia.

Stasmatic, see Ohr.

Stasin, see Electrola.


Steen, see Maerchenland, OPP, PA, Topsound.

Steinere Frau, see Folk -Song, Thorofon.

Sterling, see EMI Electrola.

Stiff Records.

Stone Records. see Ariola-Eurodisc.

Stoof, see Intercord.


Labels: (Owned) H&L (Hoeren & Biswanger; Sales Mgr.: Dieter Hauler.

33. Tel: (0421) 25-92-91. Owner Wolfgang Roloff; Chairman: Joachim Kerwer. Mng. Dir.: Engelben Tauscher; Press & PR: Raimund B. Macher.

Labels: (Owned) Ursus.

Suhr, see Maerchenland, OPP, PA, Topsound.

Syrup Records.

System Records.

SWEZAKMUSIC. Telex: (00) 1JULIANA

11-59.

TAYLORMADE. Tel: (0301) 212-035. Owner: Curt Meissner; Sales Mgr.: Hans Dieter Kriegel.

Home office: Nederland.

Tibo Vertriebsgesellschaft mbh, Brucknerstr. 8, D-7050 Albstadt, 7000 Stuttgart 86. Tel: (0711) 64-70-15. Telex: (02) 885662.

Tiffany Records.

Top Sound (Produktion), Fruengasse 11, A-1040 Vienna. Tel: (0222) 34-7957. Chief Exec.: Johann Wiikler; Sales Mgr.: Magarette Winkler.

Labels: (Owned) Derby, Tonamnic, Tonosound, Top Sound.

Toscanini Records.

Triad Records, see United Labels.

Tristian Records, see Pro Records.


Trick Records, 40-4018 Altenberg, 16-0000 Munich 84. Tel: (089) 82-298-70. Gen. Mgr.: Helmut Koerner.

Trinity Records.

Trombone Records.

Trumpet Records.

Trends Records, see United Artists.

Trumpet, see EMI Electrola.

Trumpet, see EMI Electrola.

Trumpet, see EMI Electrola.

Trumpet, see EMI Electrola.

Trumpet, see EMI Electrola.

Tschupp, see Intercord.

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Tschupp, see Intercord.
**m music publishers**


A Tempo-Vergen, see Hans Wewerka.


Ada Musik, see Postcard-Musikverlag, see Hans Wewerka.

Affiliates: Musikverlag International, see Hans Wewerka.


Affiliates: Musikverlag International, see Hans Wewerka.

AEG-Musikverlag, see Kurt Schuster.


Affiliates: schwarz, see Hans Wewerka.

Allac Music, see Postcard-Musikverlag, see Hans Wewerka.

Affiliates: Musikverlag International, see Hans Wewerka.

Allatona Musikverlag GmbH, see Hans Wewerka.


Affiliates: schwarz, see Hans Wewerka.

Allgau-Musikverlag, see Kurt Schuster.


Affiliates: schwarz, see Hans Wewerka.

Allmusic Musikverlag, see Hans Wewerka.


Affiliates: schwarz, see Hans Wewerka.

Alleys Musikverlag GmbH & Co., see Hans Wewerka.


Affiliates: schwarz, see Hans Wewerka.
OTTO Dietrich (Musikverlag), see Rolf Budde.
Diascan Musik, see Konrad Wolf.
Disc Music (DGM), see Udo Lindenberg.
Dominante (Musikverleih), see Paul C. Arends.
Dreieck Verlag, see Richard Marburg & May Verlag, see UFA.
Drei. Verlag, Richard, see Rolf Budde.
Drive-In (ed.), see Suwee.
E J A (European Jazz Music), Musikverlag, 209
Gen. Mgr.: Matthias Winkelmuller, Horst
Webster.
Int'l firms represented: Colex, Matron, Stanshirl,
Altus Musikverlag.
Bowyer, Franziska, see Roy Blake.
Bryan, Hannah, see Rolf Budde.
British Music, see Global.
Bud (USA), Black Sheep (UK), CAM (USA), CTA
(USA), 20-25, 22-23.
Cabin, Gangula, see Rolf Budde.
Cahn, Gegr., Grosses, Guenilla, Harrissons, Hayworth,
International, London, MCA (USA), MAM (UK),
Case, Lady Jane, Leftover, Little Dickens, Lorraineh
McKuen, Michael, see Rolf Budde.
MC, Martyr, Music Shools, Franzos, RSO, Rain Forest, Reicher,
Reich, Donald, Roni, Roni Simon, Skinny Jim, Tranz
Tri, Songs (USA), Twin (USA), Weisser Danz.
Dawson Music (GEMA),see Rudolf Slezak.
Dick James Musikverlag GmbH, see Rolf Budde.
Dienstleistungen, see Helbling Prod'n.
Elaborate Music (Ed.), see Hallerstr. 40, D-2000
Hamburg 13. Tel: (040) 410-4061. Telex:
(02) 13211.
Empire, Dr. Eberhard von, see Otto Kuhl.
Equity Music, see Hazy (UK).
Europaton/Peter Schaeffers (Musik-Ed.), Petersplatz 11, D-
8000 Munich 40. Tel: (089) 33-20-78. Telex:
(05) 215497.
Finnland, see Helbling Prod'n.
Flood, see Helbling Prod'n.
Folwer, Art, see Maxim (Ed.), Muehlenfeldstr. 23.
D-2800 Bremen 33. Tel: (0421) 23-27.
Forte, see Paul C. Arends.
Foster, John R., see Musikverlag Kuhl & Co., West Ton
Verlag.
Foster, John R., see Musikverlag Kuhl & Co., West Ton
Verlag.
Frente, see Musikverlag Kuhl & Co., West Ton
Verlag.
Fuchs, Charles, see Paul C. Arends.
Funk, see Helbling Prod'n.
Funk, see Helbling Prod'n.
Fund of Music, see Global.
Bud (USA), Black Sheep (UK), CAM (USA), CTA
(USA), 20-25, 22-23.
Cabin, Gangula, see Rolf Budde.
Cahn, Gegr., Grosses, Guenilla, Harrissons, Hayworth,
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Frente, see Musikverlag Kuhl & Co., West Ton
Verlag.
Frente, see Musikverlag Kuhl & Co., West Ton
Verlag.
Billboard 1977-19 International Music-Record-Tape Directory
GERMANY

BUCHSCHLAG. Tel: (06103) 6-10-51. Cable: WAMESCO.

LAMINETS & BASKETS

甸 of promotion: Television is the best medium for boost-

ing sales. Stations and record companies who use it to

promote their new recordings. The leading record com-

panies are constantly trying to outdo each other with

more creative advertising campaigns. The "Good Times"

and "Soul Club" are broadcast by the National Program

Center. The networks try to promote new releases. Both

networks allot considerable time to recording releases.

Three networks allot considerable time to recording

releases. Both networks allot considerable time to re-

cord releases.

TAPE: Metric. The decline in 8-track tape sales has been so

sharply this year that the record companies have consid-

ered discon-

continuing production. Predicted domestic sales will be

large, but it is possible that the 8-track market will be

smaller than previously predicted. In Europe, the in-

crease will be smaller than previously predicted. In

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Brand name: Intersonic.

JACKETS & SLEEVES

LABELS

Columna EM Greece SA, PO Box 287, Central St., 127 Herodion St., Raptopolis, Athens, Tel: (2) 256-429. CABLE RECORD. Telex: 214192. Mgr. Dir.: AlCM R. Boxer; Gen. Mgr.: Waits Gary; Sales: M. Agostriato; Mgr. C. Kyriakos.

TAPE, RAW & BLANK LOADED

Aghia Sophia (Decca), Apartado Postal 1292 Omonia, 81-53 Ode Doli-


Audio: Blank-compact-cassette, open reel; raw-cassette, broadcast, studio.

Video: Universal, colour.

Brand names: Agia Sofia, Celeste Stacharoglou, Agia Sofia (Cassette).

Columna EM Greece SA, PO Box 287, Central St., 127 Herodion St., Raptopolis, Athens, Tel: (2) 256-429. CABLE RECORD. Telex: 214192. Mgr. Dir.: AlCM R. Boxer; Gen. Mgr.: Waits Gary; Sales: M. Agostriato; Mgr. C. Kyriakos.


Music publisher


Video: 8-tr., cassette, broadcast, studio.

Brand name: Intersonic.

Audio: 8-tr. & cassette.


Music publisher


Music publisher


Music publisher


Music publisher


Music publisher

HUNGARY

Population: 10,625,000
Rate of exchange: $1.617 = 20.60 forints.
Per capita income: $11,664.
Holidays: January 1, Easter Monday, April 4 (Liberation Day), May 1 (Labor Day), November 7 (Russian Occupation Revolt Day), December 25, 26.

Records sold domestically including imports: LPs 1975-2,237,000 units. EPs 1975-71,000 units. Singles 1975-940,000 units.
Average retail price per record: LPs (classical & folk) $3.40. (pop & jazz) $1.87. EPs $1.46. Singles $1.46. (foreign licensed singles $1.94.)

Discounting: Broad.
Type of distribution: Manufacturer-to-retailer. There is only one record manufacturer in Hungary, and it controls all the distribution. It also owns some retail outlets. Most of the retail shops belong to Book Sales Ent., and all of them do some distribution in record and sheet music sales.
Type of Promotion: Several radio and television programs, announced by radio, television, and press. Recorded music. "A hit list" is compiled by the weekly "Hungarian Youth" and the National Radio. Voting is done by mail and the list is not regarded as accurate.

Tape: Market: Only classical music is available on pre-recorded cassettes, but blank tape is available, and there is a special radio program for owners of playback equipment who want to record broadcasts. There are no pre-recorded 8-track cassettes or open reels on the market.
Pre-recorded tape sold domestically: Cassettes 1975-1,910,100 units. Average retail price per cassette (classical & folk) $15.84. (pop & jazz) $7.37.

WHY ARE THE HUNGARIAN DISCS DIFFERENT FROM ALL OTHER RECORDS? Because...among others:

- the label HUNGAROTON represents a large-scale classical and contemporary undertakings in the interpretation of outstanding Hungarian artists;
- the label PEPITA with its Hungarian groups and singers offers you a new way of pop: the "Country and Eastern";
- the label AUDION puts zest into your life with the unique and fiery Hungarian folk music and gipsy releases;

Over 40 international grand prix prove: what we say, counts and puts zest into your life with the unique and fiery Hungarian folk and gipsy releases.

World distributor: KULTURA Hungarian Foreign Trading Company / H-139 Budapest P.O.B.149/194.
Hungarian records are available in all top record shops. You can order them through our foreign representatives as well. On your application we will send you a record catalogue free of charge together with the name and address of our representative in your country.

Paul Gyongy


Labels: (Distributed) Hungaroton, Pepita, Qualiton, (licensed) Barclay (France), Decca (UK), EMI (UK), Phonogram (Netherlands), Polydor (West Germany).

Hungaroton, see Hungarian Gramophone & Kultura.

Hungarian music publishers:


- Labels: (Distributed) Hungaroton, Pepita, Budapest 62, (Distributed by Kultura) Qualiton, Budapest 61 (Distributed by Kultura) EMI (UK), Phonogram (Netherlands), Polydor (West Germany).

Hungarian Gramophone & Kultura

Hungarian record & tape manufacturers/distributors/importers:

- Record & tape manufacturers/distributors/importers

- Radio

- Televisio stations:

- No. of channels: 2, government: 20% in color.

Comment: The percentage of color programming is increasing.

Imports/exports regulations:

Records can be imported only by Kultura—Hungarian Foreign Trading Co. Up to 5 LPs may be sent as gifts. An import duty of $1.5 is charged, no matter what portion of that quota is sent.  

Paul Gyongy

Why are the Hungarian Discs different from all other records? Because...among others:

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- the label PEPITA with its Hungarian groups and singers offers you a new way of pop: the “Country and Eastern”;
- the label AUDION puts zest into your life with the unique and fiery Hungarian folk music and gipsy releases;

Over 40 international grand prix prove: what we say, counts and means a real musical experience for disc-collectors and music fans.

World distributor: KULTURA Hungarian Foreign Trading Company / H-139 Budapest P.O.B.149/194.
services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Budapest, Zenei Veresegyub, Festivals, Fesztivalik (Budapest Office of Music Competitions & Festivals, Office of Bartok, Vizutok, Rado Bo.) Vomorteny ter 1, H-1366 Budapest V. Tel: 128-650/112. Cable: FESTIVAL BUD. Dr. Irne Kuro, Gen. Sec; Edith Galambos.


Magyar Nekupsztormusuion Muzelie Aplaji (Artistic Foundation of the Hungarian Peoples Republic), Bazath u. 10, Budapest V. Chief Musical Section Vice Dir.: Paul Gyorgy.


Union of Hungarian Musicians, Gorkij fasor 38, Budapest VI. Tel: 700-754. Sec'y: M. Jozsef.

Kultura-Hungarian Foreign Trading Co., Foe utca 32, H-1051 Budapest. Tel: 176-752. Cable: MUGOZD.

DESIGN & ARTWORK


LICENSING ORGANIZATIONS, MUSIC

Artian (Bureau Horgnik) for the Protection des Droits d'Auteur, Vomorteny ter Jozsef H-1051 Budapest V. Tel: 128-650, 184-524. Gen. Dir.: Istvan Timar; As's Dir. & Music Dept. Head: Dr. Irme Moza (Mechanical & performing rights).


PLATING, PROCESSING & PRESSING PLANT

Villaamosugokori es Muncayagyar, Jozsef u. 120, Budapest XI. Telex: 46-93C.

PRINTERS & LITHOGRAPHER RECORD PROMOTION


supplies

ENVELOPES & MAILERS JACkETS & SLEEVES


accessories manufacturer


ICELAND

Population: 220,000.
Rate of exchange: 11 (ISL) = 1.88 krona.
Rate of change: -0.5%.
Price of capital goods: 1.5%.
Records: record blanks & pre-recorded media imported from Sweden 1976-4, 124, 952.

record & tape manufacturers/distributors/importers

Boka og Blaundersgraen, Hatuni 2, Reykjavik.
Falkin Ltd. (IFP), PO Box 5420, Sudurlandsbraut 8, Reykjavik. Tel: (1) 3 46. 70. Telex 2078. Mgr.: Dir.: Olfur Haraldsson.

 IKELAND

Population: 315,000.
Rate of exchange: 11 (ISL) = 0.56 pound.
Rate of change: 0.5%.
Price of capital goods: 1.5%.
Holidays: January 1, March 17 (St. Patrick’s Day), Good Friday, Easter Monday, First Mondays in June & August, October 2 (Christopher Columbus’s Birthday), December 25. 26.
Records: exported to USA: 1976-97,495 units, 5141,055.

record & tape manufacturers/distributors/importers

Angel, see The Gramophone Co.
Archiv, see Polydor.
Capitol, see The Gramophone Co.
Columbia, see The Gramophone Co.
D G, see Polydor.
Fontana, see Polydor.
Heliox, see Polydor.
Karussell, see Polydor.
Music, see Polydor.
Parlophone, see Polydor.
Regal, see The Gramophone Co.
Vertigo, see Polydor.
Zebra, see Polydor.

IRELAND

Population: 3,127,000.
Rate of exchange: 11 (US) = 0.56 pound.
Rate of change: 0.5%.
Price of capital goods: 1.5%.
Holidays: January 1, March 17 (St. Patrick’s Day), Good Friday, Easter Monday, First Mondays in June & August, December 25. 26.

RECORDS:

Records exported to USA: 1976-46,439, 4139. Mgr.: P.G. Sutaria; Din Mgr.: M.H. Karia; (Sleeves only) Branch: Umbra 396711, 64 Industrial Area. Tel: 342, 338.

JACKETS & SLEEVES


TAPE, RAW & BLANK LOADED


accessories manufacturer

**TAPE:** Market: BfR. Is rapidly losing popularity. Initially, most tape players were portable or used in cars. Now, however, they are often found in homes. In rural areas the ratio of tape to record sales is far higher than in the cities—in homes. In rural areas the ratio of tape to record sales is far higher than in the cities.

**RAdio & TVeLvision StatIoNs:** There is a growing government-operated commercial radio and one government-operated commercial television station.

**IMPORT/EXPoRT REGULATIONS:** There is a 40% VAT rate, payable at the point of import on the CIF value (30% of which is irrecoverable). There is no duty on imports from members of the EEC, but a duty of 10% is levied on imports from any other country—Ken Stewart

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

A R. A., see EMI.

Asling, see EMI.

Aran, see EMI.

Archiv, see Polydor.

A R A, see EMI.

Record & tape Bullet, see EMI.

D G, see Polydor.

Comhaltas, see Irish Rec. Factors & Hawk.

Encore, see EMI.

H M V, see EMI.

Globe, see Irish Rec. Factors.


Jim, see Hawk.

Hit, see Independent Music & Release.

Heliodor, see Polydor.

Mint, see Solomon & Peres.

Misty, see Hawk & Solomon & Peres.

Mercury, see Polydor.

Milligan, see Ceramic & Irish Rec. Factors.

Musikf. see Independent Music.

N R C, see Irish Rec. Factors.

Nems, see Hawk & Independent Music.

Oats, see Independent Music.

Opril, see EMI & Independent Music.

Phil., see EMI.

Play, see Release & Independent Music.


Shanachie (USA), Silver Hill (UK).


**music publishers**


EMI, Heritage, Philips (UK), RCA (UK), Release, WEA (UK).

**services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Irish Arts Council, 70 Merrion Square, Dublin 2. Tel: 00011.

Irish Federation of Musicians & Assoc.'d Professionals, 63 Lower Gardiner St., Dublin 2. Tel: 00011.

Irish Music Industry, 55 Grafton St., Dublin 2. Tel: 00011.

**TAPE CUSTOM DUPLICATORS**


**RECORD PROMOTION**


**supplies**

CARTRIDGE & CASSETTE PARTS

EMI, Heritage, Philips (UK), RCA (UK), Release, WEA (UK).

**Music publishers**


EMI, Heritage, Philips (UK), RCA (UK), Release, WEA (UK).

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**TAPE CUSTOM DUPLICATORS**


**RECORD PROMOTION**


**supplies**

CARTRIDGE & CASSETTE PARTS

EMI, Heritage, Philips (UK), RCA (UK), Release, WEA (UK).
ITALY

Population: 56,000,000
Rate of exchange: 1 US = 885 lire
Per capita income: $2,143
No. of homes with record players: 5,000,000

Holiday: January 1, January 6 (Epiphany), March 19 (St. Joseph’s Day), Easter Monday, April 25 (Liberation Day), May 1 (Labor Day), May 23 (Ascension Day), June 2 (Corpus Christi), June 29 (St. Peter & Paul), August 15 (Assumption), November 1 (All Souls Day).

Type of promotion: Radio and television still predominate.

Stereo sales: 93% of total.

Records exported to USA: 1975-1,364,092 units.

RECORDS:

Market: Cassettes are preferred. Most 8-tr. recordings are sold for automobile decks. Open reel sales are insignificant.

Discounting: Frequent.

No customs are charged to members of the Common Market, but an AVT must be paid on imports from all countries.

Stephan’s Day).

Easter, Stepahn’s Day).

Easter, Joseph’s Day),


Cetra, see Fonit-Cetra.

Casa Rica SrL (IFPI), Via G. Matteotti 18, 00193 Rome. Tel: (06) 382.021. Telex: 62374. Pres.. Giuseppe Gramitto Ricci; Gen. Mgr.. Mario Speroni; Mktg. Mgr.: Marco Bignotti, Sales Mgs.: Nerio Alunni; Local Pop Repertoire Dir. Bruno Tibaldi. (Licensed by RCA)

Palermo/Bristol, see Galleria del Corso 2, 20122 Milan. Tel: (02) 703.371. 361.90. Mgr.: Samele Giovanbattista.

Arnolds, see Harper.


Carosello CEMED Recs. & Tapes Sri (IFPI), Galleria del Corso 2, 00193 Rome. Tel: (06) 382.021. Telex: 62374. Pres.. Giuseppe Gramitto Ricci; Gen. Mgr.. Mario Speroni; Mktg. Mgr.: Marco Bignotti, Sales Mgs.: Nerio Alunni; Local Pop Repertoire Dir. Bruno Tibaldi. (Licensed by RCA)

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Labels: (Owned) Ricordi, (Licensed domestic) Ariete, Casseol, Cinevox, Curi, C Fog, La Luna, Mustang, Professional, Associated, Ramzomp, (Licensed foreign): Atlantic America (USA), Barclay (France), Black Lion (UK), Blue Note (USA), Brunswick (UK), Buddah (USA), Chess (USA), Chrysalis (UK), Coral (USA), ENA (Germany), Hapagoya (Spain), Hulla (USA), Island (UK), Kama Sutra (USA), Liberty (USA), RCA (USA), Mainstream (USA), Manciop (UK), Pye (UK), Riva (France), Roxbury (USA), Sotni (Sweden), Sunset (USA), Transatlantic (UK), United Artists (USA), Vanguard (USA), Virgin (UK), (distributed) Arnon, Blue, Car-Juke-Box, Decca, ECM (Germany), Intango, Iiltadisc, Polyphon, Sonic. Intl reps: Argentina (RCA), Australia (Arpa), Brazil (RCA), Brazil (RCA), Chile (RCA), Colombia (RCA), El Salvador (RCA), Germany (Metrodisc), Greece (Music Box), Japan (Polydor), Mexico (RCA), Netherlands (Duoc), Panama (RCA), Portugal (Imax), Spain (Hispanox), Switzerland (Marmontone), Uruguay (RCA), Venezuela (Disco de Moda).


Branch: Rome, Via A. Canepa 19. Tel: (06) 91.92.10. Contact: Gianfranco Soffiati.

Labels: (Owned) Antronano, College, Penny, Primary, Pubblidisco, RI-F, Rarity, (Licensed) Attack (UK), Continental (Brasil), Everest (USA), Formula (Brazil), Horse (UK), Miami (UK), Mooncrest (UK), Saga (UK), Springboard (USA), Sweden (UK), Trip (USA), Trojan (UK), Victor (Japan).

Intl reps: Argentina (RCA), Australia (Colosso), Austria (Harmonia Mundi), Brazil (Phonodisc), Brazil (Continental), Canada (Gibala), Germany (Metrodisc), Greece (Music Box), Israel (Gail Ron), Japan (King), Lebanon (SODA), Libya (El-Werdal), Spain (Columbia), Switzerland (Disques-Office), UK (Contempo), USA (Caroline), Fiaba, Lettie, Peters Int'l, Venezuela (Disco de Moda). SEE ADVERTISEMENT.

The Rogers, see Guerrini.

Rondinella SrL (Ed. Musicali), Via Carlo de Cesare 64, 20123 Milan. Tel: (02) 849.0283. Contact: Gianfranco Finamore; Export: Luigi Felletti, Sales Mgr: Renzo Benini; A&R Mgr: Luciana Medini; PR: Luciana Medini. (Distributed by RCA).

S D M. see Sviluppo Discografico del Mezzogiorno.

Spark Italiana SrL (IFPI), Piazza del Liberty 2, 20121 Milan. Tel: (02) 688.44.23/1348. Chief Exec.: Peppino di Capri; Gen. Mgr.: Romeo Frumento; Admin.: Mrs. J. Olmi.

Start, see Durium.

Starmaker, see Stereomaster.

Stage, see City.

Starmaker, see Stereomaster.

Sunset, see Transatlantic.


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associations & professional organizations

A F (Associazione di Fonografici Italiani), Via Vittorio Pisani
org (Milan). Tel: (02) 780.035. (Italian Music Publishers Ass'n).

Anf « (Associazione dei Fonografici ltaliani), Via Vigor Pisani
Org (UK), Red Bus (UK).

Affiliate: Prima Linea.

Bob Mercato 3, 20121 Milan. Tel: (02) 32.82.366/337. (Pressing only).

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Alfaopolymer Srl, Via Lamarmora 33, Milan. Tel (02) 54.68.986. Pres: Gian Carlo Astorre; Gen. & Sales Mgr.: Bruno Mina.

Product: Display racks.

Phonogram SpA, Via Borgogna 2, 20131 Milan. Tel: (02) 97.54.811. 31.159. Mgr.: K.S. Schoen; Gen. Mgr.: M. Bianchi; Sales Mgr.: S. Franti.

Product: Carrying & storage cases, catalog servs., head cleaners & demagnetizers, leader & splicing tape.

Univercall Plastic. Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 854.079.

Product: Tape browser boxes, display racks.

Sisme Snc, Via Adriatica 16, 60027 Osimo-Scalo (Ancona).

Product: Needle.


Product: Browser boxes, display racks. (See ADVERTISERMENT.)


Product: Browser boxes, display racks.

Universal Plastic, Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 854.079.

Product: Tape browser boxes, display racks.

IVORY COAST, REPUBLIC OF

Population: 6,673,013

Rate of exchange: 1 CFA = 285.7 U.S. francs.

Holidays: January 1, May 23 (Labor Day), June 8 (Queen's Birthday), August 5 (Independence Day), December 25, 26, December 27 (Public Holiday) & all Christian holidays.

Records, record blanks & pre-recorded media imported from USA: 1975—6120.359.

Records exported to USA: 1975—3,846 units, 12,843.

record & tape manufacturers/distributors/importers

Blank, see Record Specialists.

Carlita, see Record Specialists.

Champion, see Record Specialists.

Crystal, see Fed. Records.

Dynamic, see Dynamic Sounds.

DynamicSounds Rec's Co. Ltd (IFPI), 15 Bell Rd., Kingston 11. Tel: 933-9138/9168. Cable: DYNASOUND.


Labels: (Licensed) Jaguar, Lion, Melrose, Panther, Tiger, Tysatt, Weep Bree. (Banned) Archiv (Germany), Arista America (USA), Atlantic (UK), Bang (USA), CTI (USA), Casablanca (USA), Creole (UK), H & L, (USA), Mestron (USA), Peter Skidmore (Germany), Polydor (UK), Rainwood (USA), Salsoul (USA), Springboard (USA), State (UK), TK (USA).

Int'l reps.: Africa (WEA), Canada (Magnus Sound), South Africa (EMI), UK (Creole, State), rest of world (RCA).


Labels: (Licensed) Universal (USA), CBS, USA, Columbia, UK, Columbia, UPC (UK), Epic (UK), Hi (UK), Martin, Philidrome, Int'l (USA). Ferranti (USA), RCA (USA), T-Neck (USA), TSOP (USA). 28.26.42. (distibuted—not licensed) Crystal, Playback.

Hot Stuff, see Total Sounds.

Jaguar, see Dynamic Sounds.

L.T.D., see Federal.

Panther, see Dynamic Sounds.

Per capita income: 8790.

Population: 2,030,000.


Holidays: January 1, May 1, August 7, November 25.

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music publishers

Ivan Mogull Caribbean Ltd., c/o Norman E. Wright, 9-11 Wade Bete. see Dynamic Sounds.

Ivan Mogull (Plymouth), USA, (Number II), rest of world (State).

Int'l reps.: Benelux (Universal Songs), Canada (Morn- ing), Europe (April), Blackwood, South Africa (Impact), USA (Wade Bete).

music publishers

Ivan Mogull Caribbean Ltd., c/o Norman E. Wright, 9-11

Church St., Kingston.

Par-Lay-Voo Music Ltd., see Woodwater.

Record Specials Ltd. Ltd. (IFPI), 1 Torrington Rd., Kingston 11. Tel: 922-4865. Cable: SOUNDTRACK.


Labels: (Owned) Blank, Carifta, Champion, Saturn, Star, Venus (Licensed) ABL group (USA); All Platinum (USA), Ancor (UK), Blue Note (USA), Capitol (USA), DJM (UK), Fantasy (USA), Liberty (USA), MCA (USA), Marlin (USA), Marlin, Philidrome, Int'l (USA). Ferranti (USA), RCA (USA), T-Neck (USA), TSOP (USA). 28.26.42. (distibuted—not licensed) Crystal, Playback.

Total Sounds, see Dynamic Sounds.

Tour, see Dynamic Sounds.

Venus, see Record Specialists.

Wildflower, see Federal.

Wide Beta, see Dynamic Sounds.

JAMAICA

Population: 2,030,000.

Rate of exchange: 1 J$ = 0.89 Jamaican dollars.

Per capita income: 8790.

Holidays: January 1, May 23 (Labor Day), June 8 (Queen's Birthday), August 5 (Independence Day), December 25, 26, December 27 (Public Holiday) & all Christian holidays.

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RECORDS


Discounting: Rare imports, 10% to 20%.

Type of distribution: Manufacturer to retailer to contracted stores. Retailers who are directly connected with record manufacturers constitute the core of the distribution system. This distribution system is supplemented by wholesalers and retailers. Wholesale distribution route made up of non-contractors. Major mass merchandisers, discount, drug, and students’ cooperative stores also handle records. Some retailers specialize in handling imprinted records.

Type of promotion: Radio for international music and TV for domestic music are the most important means of promotion. There are several fan magazines which cover both the domestic and international music scenes extensively.

Jukeboxes: 35,000.

Average retail price per record: LP’s-18, EP’s-12.50; singles-12.

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Flying Dog, see Victor.

Fontana, see Nippon Phonogram.


France, Deca (UK), 20th Century (USA), United Artists (USA), Int'l reps. Australia (Festival), Brazil (Alfaplay), France (Compagnie Phonographique France), Société Francaise du Son), Hong Kong (Hong Kong Kong Yoels), Ja- rent (Universal), Mexico (Son'Art), Spain (Olyo), USA (London, Vanguard), Venezuela (Venezuela).

Kit, see Nippon Columbia.


Lucky Shokoj, 2-4-1 wamamoto-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 881-7134. Rep. Shoichi Nenekata (Distributor).

M G S, see Poly],&.

May & Baker (UK), Route 66 (Sweden), Sanskrit (USA). (Distributor/Importer).

Music Minus One Japan, 3-25 Azabu-likura, Minato-ku, Tokyo 105. Tel: (03) 204-2525. (Distributor/Importer).


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Ken, Japan 524-02. Tel: (075) 424-0211. Pres.: Nao Ohta; Mgr. Dir.: Taka Suzuki.


Teichiku Rec. Ltd., 2-1 Nishi-Shimbashi, Minato-ku, Tokyo 105. Tel: (03) 590-3404. Chief Exec.: Shigeo Ogura.

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**KENYA**

**Population:** 13,400,000

**Rate of exchange:** (1 US $ = 2.48 Malagasy dollars)

**Holidays:**
- January 1, Good Friday, Easter Monday, May 1, June 1, Independence Day, August 12, September 1, October 20, December 25, 26.

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**LABELS**

**MUSIC MANUFACTURERS**

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<thead>
<tr>
<th>Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tape storage cases, cleaners, brushes, splicing tape.</td>
</tr>
<tr>
<td>Nagajaka Seki, 3-16-3 Kita-Otuka, Toshima-ku, Tokyo 170</td>
</tr>
<tr>
<td>Toyoda KG, 1-15-1 Toranomon, Minato-ku, Tokyo 105</td>
</tr>
<tr>
<td>Fuji Photo Film Co. Ltd., 2-26-1 Higashi, Minato-ku, Tokyo 105</td>
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<td>Nippon Kukui Kogyo, 1-7-23 Kita-Azabu, Minato-ku, Tokyo 106</td>
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<tr>
<td>Panasonic, PO Box 10, Airport PO, Tokyo 149, 6-7-3 Kita-Shinagawa, Shinagawa-ku, Tokyo 141</td>
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<tr>
<td>Sony Corp., PO Box 10, Airport PO, Tokyo 149, 6-7-3 Kita-Shinagawa, Shinagawa-ku, Tokyo 141</td>
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</table>

**stand stores & merchandising aids manufacturers**


**accessories manufacturers**


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


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


**accessories manufacturers**


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


Melody, see Discos & Cartuchos.
Mercury, see Polydor.
Mexicanos (Discos) SA/Orfeon Videovox SA (IFPI). Alce Blanco 26, San Bartolo, Neucapitan. Tel: (905) 576-8300/1500.
Mexicanos (Discos) SA/Orfeon Videovox SA (IFPI). Alce Blanco 26, San Bartolo, Neucapitan. Tel: (905) 576-8300/1500.

DON'T LET "EL TORO POO POO" GET IN YOUR BUSINESS

LIKE THESE PEOPLE HAVE:

ABC RECORDS INC. (USA) — BARCLAY/RIVIERA (FRANCE) — BUDDHA RECORDS INC. (USA) — CAN'T STOP PRODUCING (USA) — CODICOS (COLOMBIA) — DICK JAMES MUSIC LTD. (UK) — DILA (GUATEMALA) — I R T / ALBA (CHILE) — MUSIDISC/EUROPE (FRANCE) — PENNY FARTHING RECORDS (UK) — VIAGGIO P.I.P. (FRANCE) — ZAFIRO, S. A. (SPAIN), AND MANY OTHERS.

JUST ASK THEM . . .
**SONIDO Y RITMO**

**Distributors of**

**MANUFACTURING AND DISTRIBUTION OF RECORDS CASSETTE AND 8 TRACK TAPE OF THE MOST LATINAMERICAN ARTISTS**

**En Mexico D.F.**

- **DISCOS GAMMA**
  - AV. CULTIVICANO 2735 TEL 399-11-44
  - EN NEW YORK
  - GAS RECORDS 3716 WEST 76TH BLVD 90066

- **ALEGRE**
  - AV. CULTIVICANO 2735 TEL 399-11-44
  - EN NEW YORK
  - GAS RECORDS 3716 WEST 76TH BLVD 90066

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**MEXICO**

- **MEXICO**
  - **BEBECOMEX**
    - D. F.
    - **INTL reps.:** Colombia (Conedisa), Peru (Infopesa), Argentina (Global), USA (Vaya), Ecuador (Fadisa), El Salvador (Dicesa), Jamaica (FONO), Panama (Onda Nueva), Puerto Rico (El Virgo), Switzerland (MNP), Germany (EMI), Denmark (Int'l reps.: Argentina (Global), Colombia (Tropical), Guatemala (Fono Industria), Japan (King), USA (LAFCAP).

---

**Music publishers**

- **MEX MUSI**
  - D. F.
  - **Affiliated firm:** PHAM SA.

- **EM MUSI**
  - D. F.
  - **Affiliated firms:** Anacap, Music Publishing Co., Emi Mx, S.A.

- **CAMPAN**
  - D. F.
  - **Affiliated firm:** PHAM SA.

- **CENUSA**
  - D. F.
  - **Affiliated firm:** PHAM SA.

---

**En Los Angeles, Calif.**

- **GAS RECORDS**
  - 3716 WEST 76TH BLVD 90066
  - EN NEW YORK

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**The most inexpensive diversion is the RECORD**

**En Mexico D.F.**

- **DISCOS GAMMA**
  - AV. CULINHACANO 2735 TEL 399-11-44
  - EN NEW YORK
  - GAS RECORDS 3716 WEST 76TH BLVD 90066

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**En New Jersey**

- **GAS RECORDS**
  - 3716 WEST 76TH BLVD 90066

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**SONIDO Y RITMO**

**Manufacturing and Distribution of Records, Cassette and 8 Track Tape of the Most Latin American Artists**

---

**Discos Gamma & Ediciones Musicales Gamma**

- "most experienced company in promotion and distribution of international catalogs in Mexico"

---

**P.O. Box 7762**

- **Mexico 1, D. F.**
- **PHONE: 545-67-35**
- **CABLE: GAMMADISC AMEX**
- **TELEX: 172242 GAMMAM**

---

**GAMMA**

- "Distributors of Music (Tapes & Cassette) and Records."
GOLDEN SANDS ENT., INC.
Peg Music • A-Side Dist.

602 Golfcrest Dr
San Antonio, Texas 78239
Tel. (512) 654-0880

GRENRE INT'L S.A.

ABERDEEN DE MEXICO, S.A.

Billboard 1977-1978 International Music-Record Directory

North Of The Border
At Your Service

Billboard 1977-1978 International Music-Record Directory

South Of The Border
Netherlands

Population: 13,800,000
Rate of exchange: 1.80
Per capita income: $4,920


Pool: Beltona, see Decca.


Radio stations:

RMC.: (Distributed) CPR; (Represented) Alvorada (Portugal), Le-Dite (USA), Delmark (France), Meys (France), ORTF (France).

Cable (France), Vega (France), Weekend (Belgium), Wide (France), Loew Germany, C.R.A. (France), Porto (Portugal), El Cigala (Spain), France (France), Gruenberg (France), Vega (France), Weekend (Belgium), Wide (France), Loew Germany, C.R.A. (France), Porto (Portugal), El Cigala (Spain).

Baccarola. See Ariola-Eurodisc.

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NLA MUSIC B.V.
NEW DAYGLOW MUSIC B.V. RED BULLET PRODUCTIONS B.V.

FOR

IN/ FROM

HOLLAND

NADA MUSIC B.V.
NEW DAYGLOW MUSIC B.V. RED BULLET PRODUCTIONS B.V.
Alexanderlaan 2, P.O. Box 231, HILVERSUM, HOLLAND

Phone: (03)135-57841 Telex: 43956


Label: (owned) Eddie Laran; (licensed domestic) Hallenbladen.

Elettra, see WEA Recs.

Eldora, see Arista.

Emcida, see Delta.

Epic, see CBS.

Eurodisc, see Ariola-Eurodisc.

Europa, see Miller Int'l.

Europhonic, see Miller Int'l.

Erato, see Decca.

Eurostar, see Decca.

Evian, see Decca.

Ewowski, see Decca.

Eytem, see Decca.

Excella, see BMG Int'l.

Pergola, see BMG Int'l.


Label: (owned) Eddie Laran; (licensed domestic) Hallenbladen.

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Ewowski, see Decca.

Eytem, see Decca.

Excella, see BMG Int'l.

Pergola, see BMG Int'l.
really covers Europe
music publishers

Afbri Music, see Veronica.
Action BV, see Anagn.
Atila Music, see Veronica.
Affiliates: Blow Music.
Affiliates: Action BV, Avion Music, Blue Tulip Music, Delta Music, Fremont Music, Kay kvak Songs, Lux Songs, MCR Publ'g, Mahjonicks, Muziek (Belgium), Rico, Sweet, Tempo.
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**Music Publishers**


**RECORD PROMOTION**


**TAPE CUSTOM DUPLICATORS**

Kiddidisc, Music World (UK), 20A Oxford St., London, Tel: 6-578. Distributor as Dist'g Co. of New Zealand. Labels: (Owned) Salem, Viking; (represented) EMI (UK), Universal (UK), BMG (UK), Chrysalis (UK), etc. Mktg. Mgr.: D. Boardman; Sales Mgr.: J. Moss. Audio:Cassette.

**Tape Transcriptions Ltd., PO Box 8665, Syndom St., Auckland. Tel: 81-114. Mng. Dir.: Ross McEwan. Audio:Cassette.

**tapes**

**empty Cartridges, Cartridges & Cassettes**


**supplies**
NIGERIA

Population: 79,758,969
Rate of exchange: 1 US $ = 0.63 naira.

Holidays: January 1, July 1 (Birth of Prophet), October 1 (Independence Day), December 26 (Boxing Day).

Traditional Moslem & Christian holidays.

Records, record blanks & pre-recorded media imported from USA: 1975-15,186,843.

NIGERIA

Population: 2,160,000
Rate of exchange: 51 US $ = 6.9 cordobas.
Per capita income: $20.


NORWAY

Population: 4,017,000.
Rate of exchange: 1 US $ = 5.50 kroner.
Per capita income: 14,649.

No. of homes with record players: 870,000.


RECORDS:

Records sold domestically including imports: LPs 1976-3,500,000 units; 1975-2,779,113 units. Singles 1976-3,500,000 units; 1975-500,000 units.

Records, record blanks & pre-recorded media imported from USA: 1975-10,128 units. 1975-507,513 units.

Records exported to USA: 1975-1,872 units. 1975-3,357 units.

Average retail price per record: LPs 1975-7.50; singles 1975-12.00.

Stereo sales: 99% of total.

Quadrophonic sales: 0.05% of total.

Record club sales: 8% of total.

Discounting: None.

Type of distribution: Manufacturers-to-retailers accounts for approximately 75% of all channels, direct mail 15%, record shop subscriptions 10%; and third, point of sale promotion. There are no record consumer papers.

Jukeboxes: 1,500.

TAPE:

Comment: The interest in tape is bigger from year to year. People are buying many cassette players and record/tape player combination sets.

There has occasioned a big growth in pre-recorded and blank tape sales.

Pre-recorded tape sold domestically including imports: 8-tr. 1976-15,000 units; 1975-33,702 units. Cassette 3,500,000 units; 3,500,000 units.

Average retail price per tape: 8-tr. 1976-510; cassette 1976-510.

RAdio STATIONS:

No. of stations: 1 government.

Comment: A high percentage of music is programmed, but no statistics are available on the listeners' predilections and there are few pop only programs.

TELEVISION STATIONS:

No. of channels: 1 government.

Anicki Hultin

Njord

NORWEGIAN

accessories manufacturer

Segeland (West Africa) Ltd., PM Bag 3135, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 48-337.
Product: House cleaners & household detergents.

store fixtures & merchandising aids manufacturer

Segeland (West Africa) Ltd., PM Bag 3135, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 48-337.
Product: Browser boxes, display racks, record divider cards.

NIGERIA

accessories manufacturer

Seni-Sound (West Africa) Ltd., PM Bag 3135, 37 Adeniran Ogunsanya St., Surulere, Lagos. Tel: 48-337.
Product: House cleaners & household detergents.
Classics for Pleasure, see EMI.

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per Casticum Novum A/S (Musikkselskapet), Torggaten 10, Camp, see Polydor.

Camel, see EMI & Pep-Wal.

Disco A/S (IFPI), Postboks 38, Ulvenveien 79, Okern, Oslo D G, see Polydor.


Metro, see Polydor.

Karussell, see Polydor.

Harvest, see EMI.

H M V. see EMI.

Flower, see Arne Bendiksen.

Talismen, see EMI.


Norwegian Compagony, see EMI.

Flodafjorden A/S, Box 675, St. Olavsplass 1, Oslo. Tel: 48-58-35.

Euronett Publ'g, see Arne Bendiksen.

Music for Pleasure, see EMI.

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per Casticum Novum A/S (Musikkselskapet), Torggaten 10, Camp, see Polydor.

Eventyrplaten, see Norsk Grammofonkompani.

Karlsson, see Polydor.

Chesky, see Arne Bendiksen.

Oscar Skau, see Arne Bendiksen.

Scandinavian Film over for Contemporary Music), Maridalsveien 3, Oslo 1. Tel: (010472) 42-56-78.


Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per Casticum Novum A/S (Musikkselskapet), Torggaten 10, Camp, see Polydor.

Metro, see Polydor.

Cantor Corp. A/S, Postboks 16, N-1315 Nesoya. Pres.: Per Casticum Novum A/S (Musikkselskapet), Torggaten 10, Camp, see Polydor.

Metro, see Polydor.

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Metro, see Polydor.
Music Publishers

Ed. Musical de Panama SA (BIPM), Apdo. 3440, Calle 45, No. 46, Panama, Tel: 238865

Infr's firm represented: Edimusa (Peru).

Infr's rep.: Peru (Edimusa)

Services

Designer & Artwork

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PANCIDRO. Pres.: Antonio Hurt; Gen. Mgr.: Enrique Vides Denke. (Record only)

Plating, Processing & Pressing Plants

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PANCIDRO. Pres.: Antonio Hurt; Gen. Mgr.: Enrique Vides Denke. (Pressing only)

Printer & Lithographer (Record only)

TRANSMIT "RECORD PROMOTION"

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PANCIDRO. Pres.: Antonio Hurt; Gen. Mgr.: Enrique Vides Denke.

Printer & Lithographer (Record only)


tape discharge, broadcast, studio.

Various cassettes, record blanks & -cassette, open reel.

Brand name: Agla Canvit, Agla Stereochrom, Agla Videx

Jackets & Sleeves


Labels: (Owned) Capitol, Columbia, HMV, Parlophone, EMI (worldwide).

Lea, see Distribuidora Panamena.

Libreria Ruby SA, Apdo. 18-B, Av. 3 de Noviembre, David. Tel: 543299

Product: Cassette boxes, divider cards, display racks.

Panama

Publications

El Panama: 322,573

Record & tape manufacturers/distributors/importers

Dideco, see Sonocandy.

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PAC, J.P.S., Antonio Hurt; VP: Alejandro Hurt; Gen. Mgr.: Emig.; Sec'y. Sabir Ahmed Khan.

RCA (all UK), Sire (USA), Warner (UK), Vee-Jay (USA), Verve (UK), Vertigo (UK), WEA (UK), WEA (worldwide), Virgin (UK).

Indicate, see Distribuidora Panamena.

PAKISTAN

Population: 67,200,000.

Rate of exchange: 11 (US$) = 9.7 rupees.

Per capita income: N/A.

Holidays: January 1, March 23 (Pakistan Day), August 14 (Independence Day, September 6 (Defense of Pakistan Day), September 11, October 27 (Republic Day), December 27, 28 (National Day).


Record & tape manufacturer/distributor/importer


Home office: Karachi.

Labels: (Licensed) Columbia, HMV, Parfectone, Steed (Licensed) Apple, Decca, Liberty, London, RCA (all UK)

store fixtures & merchandising aids

Imported from USA: 1975-227,523.

Records exported to USA 1975-76:115 units, 126,758.

Record & tape manufacturers/distributors/importers

Américan, see Infoposa.

Corona, see Industrial Sonoro.

Decem, see El Virrey.

F I A (Fabricaciones Tecnicos Asociados) SA (IFPI), Panamericana Norte, Km. 139, Lima, Tel: 31-7195. Gen. Mgr.: Atlantic Prod. Corp.

Fabricantes Tecnicos Asociados, see FTA.

Horse Price of El Volvi.

IMEPSA (Industrias Electricas y Musicales Panameñas SA) (IFPI), Av. Guillermo Díaz, 1427, Lima. Tel: 32-40-05, Mgr. Dir.: Augusto Sarria Sales; Asst Mgr.: Rodolfo Conde Torres.

Labels: (Owned) IMPESA, Lider (licensed) A&M (USA), Apple (UK), Ansa (UK) & Topa (USA) & Topa (UK), Capitol (USA), Coca (USA), Capitol (Colombia), Decca group (worldwide), EMI (worldwide), Favedica (Venezuela), Ford (Venezuela), Losjord (Lyra), Musart (Mexico), Private Stock USA, Rocket (UK), Universal (Colombia) (Victoria), Unicorn (English Musical), J.0. Ferrand Guramy, Mexican (Mexico), Mexico (Capitol), Venezuela (Diaco de Moda, Sonora, & Edimusa (EMI group).

Industrias Fonograficas Peruana, see Infoposa.

Industrias Sonoro SA (IFPI), Av. Republica de Panama 1427, Lima 13, Tel: 72-33-54. Cable: SOLONAC, Tel: 61-0201.

Product: Display racks.

Billboard 1977-1978 International Music Record-Tape Directory

Music Publishers

Ed. Musical de Panama SA (BIPM), Apdo. 3440, Calle 45, No. 46, Panama, Tel: 238865

Infr's firm represented: Edimusa (Peru).

Infr's rep.: Peru (Edimusa)

Services

Designer & Artwork

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PAC, J.P.S., Antonio Hurt; VP: Alejandro Hurt; Gen. Mgr.: Emig.; Sec'y. Sabir Ahmed Khan.

Print & Lithographer (Record only)

TRANSMIT "RECORD PROMOTION"

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PANCIDRO. Pres.: Antonio Hurt; Gen. Mgr.: Enrique Vides Denke.

Printer & Lithographer (Record only)

TRANSMIT "RECORD PROMOTION"

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PANCIDRO. Pres.: Antonio Hurt; Gen. Mgr.: Enrique Vides Denke.

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Printer & Lithographer (Record only)

TRANSMIT "RECORD PROMOTION"

Discos de Panama SA, Apdo. 9A-427, Centro Int'l Oriolac, Calle 1, Panama. Tel: 61-0201/0002/2677, Cable: PANCIDRO. Pres.: Antonio Hurt; Gen. Mgr.: Enrique Vides Denke.
Albatros (Spain), CBS Int'l (worldwide), FIFA (France)

Listen, see Industrial Sono-Radio. Míntima (Colombia)

INQUIRY ORGANIZATION, MUSICAL

A PANA (Philippines), Mabuhay SA, C-10, 2nd fl., Quezon City

Licensing organization of Principality of Andorra, Comedor, Manila

PLATING, PROCESSING & PRESSING PLANTS

I E M P S A (Industriales Electricas & Musicales Peruana SA)


Mr. Augusto Sarria Salas. Asst. Mgr.: Rodolfo

Vestidos de Moda (Ecuador), Mabuhay SA (Edim), Venezuela

Mundiales SA (Prod’nes & Eds.), Jr. Cailloma 124, Of. 403.

Eclipse (USA), Frog (Italy), Promus (Venezuela), Sonolux (Colombia), Vaya (USA), Midwest (USA), Atlantic, Casual, Delta, EMI (UK), Gitanes (France),

CHRISTMAS, see Empire. Cultura (Ecuador), Tropicana (USA)


Primicia, see Mundiales.

Lider, see IEMPSA.

Industries Electricas & Musicales Peruana SA, see IEMPSA.

Top Hits (Venezuela), Tropicana (USA).

Promus (Venezuela), Sonolux (Colombia), Vaya (USA), Midwest (USA), Atlantic, Casual, Delta, EMI (UK), Gitanes (France),

CHRISTMAS, see Empire. Cultura (Ecuador), Tropicana (USA)


Primicia, see Mundiales.

Lider, see IEMPSA.

Industries Electricas & Musicales Peruana SA, see IEMPSA.

Top Hits (Venezuela), Tropicana (USA).

Promus (Venezuela), Sonolux (Colombia), Vaya (USA), Midwest (USA), Atlantic, Casual, Delta, EMI (UK), Gitanes (France),

CHRISTMAS, see Empire. Cultura (Ecuador), Tropicana (USA)


Primicia, see Mundiales.

Lider, see IEMPSA.

Industries Electricas & Musicales Peruana SA, see IEMPSA.

Top Hits (Venezuela), Tropicana (USA).

Promus (Venezuela), Sonolux (Colombia), Vaya (USA), Midwest (USA), Atlantic, Casual, Delta, EMI (UK), Gitanes (France),

CHRISTMAS, see Empire. Cultura (Ecuador), Tropicana (USA)
Mukha, see Offspring.


Labels: (Owned) Bidor, JV & Sam, Marinavilla, Musicworld, Multimusic, (distributed) Express Int'l, Hit 100; (represented) VPP Group.

None. See VEA.

Northem, see Alpha.

see Video Vision.

Offspring Recs., 49-A Balete Dr., Quezon City, Tel: 78-06-08/12, 78-07-10/20, 78-02-34, 78-05-67, Pres.: Dante Samonte, Exec. VP: J. Jacinto, Sales Mgr.: Joe Manahoy Solo.

Labels: (Owned) Bidor, JV & Sam, Marinavilla, Musicworld, Multimusic, (distributed) Express Int'l, Hit 100; (represented) VPP Group.

nobody, see Alpha.

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music publishers

Labels: (Owned) Gemini, Golden, Virgin, Zodiac.

see Video Vision.

Target, see Video Vision.

V I

Sunshine, see Vicor.

see Vicor.

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POLYETHYLENE BAGS
Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 38-45-26. Cable: VILOMARECO.

RECORD PROCESSING MACHINERY

TAPE, RAW & BLANK LOADED


TAPE DUPLICATING EQUIPMENT

POLYETHYLENE BAGS
Mareco Inc., 131 Del Monte Ave., Quezon City 3010. Tel: 38-45-26. Cable: VILOMARECO.

RECORD PROCESSING MACHINERY

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RECORD PROCESSING MACHINERY

TAPE, RAW & BLANK LOADED


M G M. see Phonogram.
Mercury. see Phonogram.
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Mercury, see Phonogram.
M G M. see Phonogram.
Mercury. see Phonogram.
Mercury. see Phonogram.
Comment: The two studios are located in Bucharest. One

**TELEVISION STATIONS:**

No. of stations: 6 (1 seasonal).

Musical Publ'g House of the Composers' Union (Editura Composers' Union (Uniunea Compozitorilor), Str. 2 Constantiu Profeta, Wilhelm Berger, Zoltan Aladar.

Radio stations:

Records, record blanks & pre-recorded media imported

Rate of exchange: 1 (US) = 2.46 Singapore dollars.

Population: 2,250,000.

**ARCHIV, see Phonogram.**

**Ace of Diamonds, see Dacca.**

**Capitol, see EMI.**


Regional headquarters: Hong Kong; see for int'l reps.

**Reg'l headquarters:** Hong Kong, Malaysia.

**La Fonda (Mexico), Jaguar (USA), Karussell, MGM, Mercury, Pergola, Philips, Polydor, Verve; (represented) All Platinum (UK), Elektra (USA), Polyphon, Polyphon, Universal; (licensed) United Artists (USA).**

**Returned to record company.**

**Billboard 1977-1978 International Music - Record - Tape Directory**

**E M I (Singapore) Pte. Ltd. (IFPI), 35-37, 8F, Jalan Raja. (Importer) 634-677. Cable: PHONRECORD. Telex: 24829. Mng. Dir.: Derrick J. Coupland; Dir. H. K. Franklin; Far East Mgr. Lester Lim.**

Regional headquarters: Hong Kong; see for int'l reps.

**Intestigating Far East Ltd., PO Box 1117, 697 A Commonwealth Way, Singapore 3. Tel: 327-467, Cable EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.

**Faline Choo (Far East) Ltd., PO Box 182, MacDonald House, Orchard Rd., Singapore 9 Tel: 327-467; Cable: EMITRON. Mng. Dir.: Norman Cheng; Factory Mgr.: T. Sng.**

Regional headquarters: Hong Kong; see for int'l reps.
Quadraphonic sales: None.
Average retail price per record: (Excluding sales duty of
$1.50, indigenous singles-$1.40.
No. of homes with record players: 1,250,000.

TAPE:
The swing from cartridges to cassettes is contin-
uing, unit sales now being in the ratio of four to one for
full-size products and three to one for budget products.
Sales of cassette and radio cassette recorders have aver-
age approximately 250,000 per annum over the past few
years. Combined cartridge and cassette unit sales are
about one third of the total LP record and tape sales.
In terms of sales value (LP’s, singles and tapes), car-
ttridges and cassettes account for 20% of the total.

Radio stations:
Comment: The South African Broadcasting Corp.
controls all radio and television broadcasting. Springbok
Radio is its commercial station. Radio Highveld, Radio Pot
dele and Radio 5 are the stations, which play continuous
record music. Rand Bantu broadcasts in six regional Bantu
languages with spot advertising.

Television stations:
No. of channels: 1 government, 100% color (PAL).
Regional spot-advertising stations: Radio Springbok and
radio 5 collaborate in the annual competition to find the
top artists of the year. Winners are broadcast exclusively
on television and radio.

record and tape manufacturers/distributors/ importers

Africa, see WEA.
Alaska, see Satbel.
Amajita, see Teal.
Angie, see EMI-Bildaris.
Asylum, see WEA.
Arco, see WEA.
Australie, see WEA.
Australie City, see Satbel.
Audiovisual Communications (Pty.) Ltd., State House, 2nd
Quar St., Johannesburg 2001. Tel:12-37-2872.
Babel, see Satbel.
Baba, see Teal.
Bacardi, see Teal.
Bark, see Teal.
Beany, see Satbel.
Bert & Boom, see Teal.
Bet 1 Book room, see Teal (Pty.) Ltd., 12-75-4287.
Black Music, see EMI-Bildaris.
Blues Music, see WEA.
Bobtail, see EMI-Bildaris.

Bul entertainment, see WEA.
**Safari, see EMI -Brigadiers.**

**Reggae, see CCP, EMI -Brigadiers & Satbel.**

**President, see Teal.**

**Polydor, see Trutone.**

**Playmakers, see Satbel.**

**Oshisayo, see Satbel.**

**Nonesuch, see WEA.**

**Sungura, see Teal.**

**Stateside see EMI -Brigadiers.**

**Starline, see EMI -Brigadiers.**

**Soul, Soul, see Teal.**

**Soul Jazz, see Gallo.**

**Sondela, see WEA.**

**Skyline, see EMI Music for Pleasure.**

**Shungu, see Teal.**

**Zombies, see EMI -Brigadiers.**

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**Music publishers**

**Angela Music Publ’c Co. (Pty.) Ltd.,**

**Affiliates:**
- Goldrush Music, Storm Music
- EMI
- RCA
- Sony Music
- WEA

**Int’l firms represented:**
- Adams (Canada), Bush Records (UK), BMG (UK), EMI (US), PolyGram (US), Sony Music (US), Universal Music (UK), Warner Music (US), WEA (UK).
The strongest independents in Spain!

**Penta-Music SA**

**Music Publishing**

**Records & Tapes**

Cable: Movieplay-Madrid ADDRESS: Tierra de Barros, 4, COOLADA MADRID-SPAIN

Phone: 6714512 Telex: 43861 MOVIE
PAH (Poland), Peters (Germany), La Fugue (France), Sonet Zerboni (Italy), Universal (Australia)

Hi-Fi, see Notes Magazines

Ricardes SA, see Notes Magazines

Spanish: FMGR 16, 9. 1980, p. 20

Notes Magazines—Pres. Augusto Alguero—see

Canciones del Mundo

A. Schroeder Music Espanola, see Notes Magazines

Sikorski Espanola, see Notes Magazines

Artigrafia, Tucan 12, Madrid 19. Tel: (91) 228.92.09.

SGAE (Sociedad General de Autores de España), Fernando

LICENSING ORGANIZATION, MUSIC

SAIC Graficas Aramar, Juan de Austria 70, Barcelona. Tel

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91)

118. Madrid 4. Tel: (91) 227.90.60. Dir. Javier

Compostel. Pres. Vicente Baez. sulfur

Hispavox SA, Torrelaguna 102, Madrid 27. Tel: (91)

15.30.77. Cable: FEVEFON, S.A. Moruno 1, Madrid 42.

Martin (Gráficas), Ansel. 5, Madrid 19. (Jackets only)

Ofer AG, San Ramon 31, Madrid 20. (Jackets only)

Segovia, Julian 53, Madrid. Tel: (91) 204.21.64. (Jackets only)

SA I C Graficas Aramar, Juan de Austria 70, Barcelona. Tel: (91) 309.97.87.

RECORD PROMOTION


Tel: (91) 270.24.90. Branch: Barcelona 14, Juan Guell 135-137. Tel: (91) 350.91.00.

Ediciones Deportivas ALG, San Ramn, Madrid

Foreplat SA, Av. Jose Antonio 142-5a Planta, Barcelona. Tel:

226.82.03. Dir. Javier Compostel. Pres. Vicente Baez.

Hispavox SA, Torrelaguna 102, Madrid 27. Tel: (91)

15.30.77. Cable: FEVEFON, S.A. Moruno 1, Madrid 42.

Vinegar, General Mola 9, Barcelona. Tel: (91) 257.94.05.

PRINTERS & LITHOGRAPHERS

Hispavox SA, Torrelaguna 102, Madrid 27. Tel: (91)

15.30.77. Cable: FEVEFON, S.A. Moruno 1, Madrid 42.

Bass SA—Registro del Sonido, Fabregas 37, Eslapas de

Lloret de Mar. Tel: 317.84.04.60 Gen. Mgr. Enrlink Villalta.

Audio: Cassette, open reel.

Brand name: Emtape.


Tel: 225.07.81. Pres. Pedro Lopez Balbas. Mng. Dir. Maria


Jordi Llobregat. Blank only)

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91)

544.99.72. Gen: M. J. Estebanara Marbola (Blank only)

Audio: Cassette, open reel.

Brand name: Emraf.

Fezani).

Ethiopia (Impex Radio, Yared Music Shop), Libya (El

Chahatphone (Chad), Sono Cairo (Egypt). Sout el Phan

Egypt, Greece).

brand name: Audio Magnetics.

Oderon (Commercial del Gramofono),Via Augusta 2 bis, 4th

II., Barcelona 6. Tel: (93) 227.31.81. Telex: 52497.

Pres. Luis Sagi-Vela; Gen. Mgr. Pierre Mage, (Blank only)

Audio: Cassette, open reel.

Brand name: Emtape.


Tel: 225.07.81. Pres. Pedro Lopez Balbas. Mng. Dir. Maria


Jordi Llobregat. Blank only)

Portadores de Sonido SA, Hortaleza 118, Madrid 4. Tel: (91)

544.99.72. Gen: M. J. Estebanara Marbola (Blank only)

Audio: Cassette, open reel.

Brand name: Emraf.

Foneplast SA, Av. Jose Antonio 142-5a Planta, Barcelona. Tel:

544.99.72. Gen: M. J. Estebanara Marbola (Blank only)

Audio: Cassette, open reel.

Brand name: Emraf.

Foneplast SA, Av. Jose Antonio 142-5a Planta, Barcelona. Tel:

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Brand name: Emraf.

Foneplast SA, Av. Jose Antonio 142-5a Planta, Barcelona. Tel:

544.99.72. Gen: M. J. Estebanara Marbola (Blank only)

Audio: Cassette, open reel.

Brand name: Emraf.

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Brand name: Emraf.
Sweden

Population: 8,200,000
Rate of exchange: 1 US = 4.40 krona
Per capita income: 6,250 krona
Holidays: January 1, Good Friday, April 30, Ascension Day, Whit Monday, July 1, December 25, 26.
According to recent surveys, approximately 90% of Sweden's people are watching television at any given time.

Records, tape manufacturers, importers

Dudi Recs., PO Box 163, 2420 Paramaribo, Malebatrumstr. 4, 2438 Paramaribo, Tel: 76398. Owner & Exec. Dir.: Ed J. Ginwar.

Dyna Concept Studios, Steendenbakkenstr. 36/34, 36/34.

Home office: Netherlands.

Labels: (Owned) Bluegrass, Catharsis, Kotomissie, Maya.

Services

**DESIGN & ARTWORK**

**RECORD PRODUCTION**

Dudi Recs., PO Box 183, 2420 Paramaribo, Malebatrumstr. 4, 2428 Paramaribo. Tel: 76398. Owner & Exec. Dir.: Ed J. Ginwar.

**PRODUCTS**

- Accessories & store fixtures & merchandising aids manufacturer
- Multiple binding & storage cases, as well as turntables, record players, and other equipment.

Television stations:

No. of channels 2 (government).

Comment: 50% of Swedish homes have color sets. There are few programs featuring pop music.

Leif Schulman

**RECORD & TAPE MANUFACTURERS/Importers**

Abaza Handels AB, Vanadisplan 5, S-113 31 Stockholm, Tel: (08) 33-75-48 (Distributor).


Labels: (Owned) Amigo, Dolar; (distributed) Roldax, (represented) Barneferner (Germany), Blues Beacon (Germany), CSD (Denmark), Carneo (Switzerland), Le Chant du Monde (France), Claddagh (Ireland), Darwe (Denmark), FCM (Germany), ENJA (Germany), ESP-Disk (USA), Future Sweden, Gaun-Linn (Ireland), Improvisations Artists USA, Paradise (USA), Shapeshar (France), Sono Caro (France), Syllphone (France), Vedetie (Italy), Vogue (France), Universal (UK), WEA (France).

Int'l represent: DDF (France), Finland (Scandia Music), Germany (ENJA), Norway (Arne Bendiksen).

Armed Forces, Navy, the RAF, girls, and the police are also significant. There are some special record magazines published in Sweden.

**NORDICA**

Collective, see Nordiska.

**SWEDE**

Collective, see Sweden.

**TELEVISION**

Traffic: TV is available in nearly every home. There are two main networks, SVT and SMT, which are broadcast from Stockholm. The third channel, SVT2, is experimental and primarily features educational programming.

There are also several regional channels.

**RADIO**

There are three national radio networks: Sveriges Radio, which broadcasts news and cultural programs; Sveriges P3, the popular music network; and P4, which focuses on classical music.

**RECORD LABELS**

Several major labels dominate the Swedish market, including Columbia, Atlantic, and Epic. There are also many smaller independent labels, such as Niklas, which specializes in folk music.

**POLITICAL/REPUBLICAN AFFAIRS**

The Swedish government has a strong interest in cultural affairs, and there are numerous grants and subsidies available to musicians and recording artists.

**MUSIC INDUSTRY**

The music industry in Sweden is relatively small compared to other European countries, but it has a strong indie scene.

**IMPORTS/EXPORTS**

Sweden imports more records than it exports, mainly from the United Kingdom, the United States, and Germany. The country's major record exports are to Denmark, Norway, and Finland.

**CONCLUSIONS**

Sweden has a rich musical history, with a strong folk tradition and a thriving contemporary music scene. The country's close relationship with the Nordic countries has also led to a collaborative musical spirit.

**BIBLIOGRAPHY**


**KEY WORDS**

- Sweden
- Folk music
- Contemporary music
- Nordic countries
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Baidaphon, see Turicaphon.
CH-Rec., see Metronome.
Brunswick, see Polydor.
Cellier, see Disques-Office.
Carex, see Eurex.
C C T (Compact Cassettes Trading AG), see Toka.

C
H-Rec., see Metronome.

Charis, see Musikstad.
Chips, see Metronome.

Disques-Office:

Duo, see Metronome.
Duo, see Metronome.

Electrophonie (France), Boulogne -Billancourt 14, CH -75014 Paris. Tel: (01) 47.03.92. Home office: France.
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Equipe (Italy), Circus (Germany), Cetra Opera (USA), Charade (France), Cigala (Italy), Circo (Spain), Clave (Spain), Collector (UK), College (Italy), Comedie Francaise (USA), Concert Disc (USA), Country Records (UK & Coup (Germany), Cuci (Italy), Delta (Denmark), Design (Germany), Discophon (Spain), Discom (Spain), Discodys (Spain), Equipe (Italy), Everest (Flag, UK), Freedom (UK), Grenadine (UK), Graz (Italy), Heol (France), Hispania (Spain), Impacto (Spain), Joker (Italy), Jolly (Italy), Legacy (USA), Little (UK), Look For (France), Marin (France), Marlow (France), Mars (France), Masur (Mexico), Mathias (France), Melodia (Spain), Meteor (France), Olympic (Spain), Olimpo (Spain), Omera (Italy), Pal (France), Penny (UK), Period (India), Pickwick (Precision), Primis (UK), Prince (UK), Royal (Italy), Saga (UK), Scala (USA), Signal (Italy), Song (Germany), Starite (France), Star Fleet (France), Stella (Italy), Storyville (Denmark), Tradition (USA), Type (France), Vercheres (England), West (France).
Fono GmbH, Sedenhofstr. 14, CH-5002 Lucerne. Tel: (041) 22.22.17. Home office: Switzerland.
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Gong, see Metronome.
Gold, see Pick.
Golden-Jet, see Metronome.
Gonod, see Groove.
Groove, see Vercheres.

Halalkeb, see Phong.
Harvey, see CBS.
Harvest, see EM.
Hazelwood, see MCIH.
Hedolor, see Polydor.
Henderson, see Pick.
Hot Pick, see Pick.
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Max, see Metronome.

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6, CH -6900 Lugano. Tel: (091) 54.86.81. 54.87.51.

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Tel: (01) 94.71.50. Telex: 56 479. Gen. Mgr.: Michel
(Germany), Melodiya (USSR), Oasis (Germany), Ode
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Artists, Utopia (UK), Vega (France), Viva, WIP (France),
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Vogue, 26 Rue St.
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Coda (Ed.), Brunnwiesenstr. 26, CH -8049 Zurich. Tel: (01)

Phonogram AG (48), Box 8952 Schlieren Tel: (01) 730.52.00. Telex: 56550. Gen. Mgr.: Dr. Juerg M. Schwager. Label & Sales Mgr.: Manfred Wipfl/Prod'S: Rene Wick, Victor Pelli.

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The Impulse Org., 71 High St. E., Walsall, Northumberland NE2 7RJ. Tel: 0342 624-9499, 626-794. Dir. David Wood.

Inn Export Co. Ltd. (Regd & Pub’d Ltd.), 87 Third Cross St., Wigan. Tel: 020 598-4059, 598-4059. Mgr. Derek Buxton, Sales Mgr. Evan Parker. Int’l reps.: Germany (MPM), USA (EMI).

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Minx Songs, see Panache.
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Mn Music Ltd., see Sparta Florida.
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United Kingdom

1. Capitol Magnetics (div. of EMI Tape Ltd.), Tape House, Dawl-Audio: Cassette, open reel.

2. Dupeitape. 1/7 Harewood Ave., London NW1. Tel: (01) 573-3888.

3. E P S (Educational Publ'g Servs.), 75 Holloway Rd., London.


5. Media Sound, see Metropolitan Communications.
**URUGUAY**

**Jukebox manufacturer**


**Jukebox title strip manufacturer**


**RECORDS:**


**Type of distribution:** Manufacturer to retailer, with a 30% markup. Market is divided into big chain retailers, small shop retailers, and independent retailers. Sales are made through national distributors.

**Discounting:** 50% on records which didn't sell well; others are held to a 15% discount.

**Radio stations:**

No of commercial RB: 16 from 60; 27 from 80.

**Comment:** Although energy restrictions have been withdrawn, TV stations keep a daily six-hour programming schedule. Advertising is mainly for foreign-produced films and serials, mainly from Argentina.

**Television stations:***

No of channels: 1; Commercial: 5; Government: 0.

**Comment:** Governmental control predominates on commercial stations. Nevertheless, English, French and Italian programs are also aired. The government stations, one program per music, the others only classical.

**Import/Export regulations:**

Prohibitive taxes make importing impractical.

---

**Music publishers**


Int'l firms represented:

- Paul Beutcher, Bretagne, Claudia Carrière, Hélène Fronzando, Tramplin (all France);
- El Popyrot (Europe).

---

**Associations & Professional Organizations**

Asociacion de Escritores Musicales de Uruguay, Maldonado 1065, Montevideo. Tel: 89-17-30. Gen. Mgr.: Dorothy Garcia Deiva; Sec: V. Romeo Cerquetti; Treas: Guillermo Aguero.

Asociacion Latinoamericana del Disco, S. A. (ALD), Corrientes (Montevideo), Gen. Mgr.: Orlando Romarelli; Sec: V. Jose Maria Lorenzo; Treas: Miguel Villavacas; BB: Benicio Aguinis.


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**Design & Artwork**

Artgraf Ltda., Cuareim 1361, Montevideo. Tel: 95-60-38. (Record only)

- Imprenta AS, PO Box 1600, Rincon 307, Montevideo. Tel: 98-56-66. Gen. Mgr.: C. Antonio Prune; Sec: V. Jorge de Arteaga; Treas: C. Antonio Prune.
- Imprenta AS, PO Box 1600, Av. Italia 4230, Montevideo. Gen. Mgr.: C. Antonio Prune; Sec: V. Jorge de Arteaga; Treas: C. Antonio Prune.

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**Licensing Organization, Music**


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**Plating, Processing & Pressing Plants**


 Labels: (Owned) Clive; (Licensed) Aripiga (Argentina), Anvil (UK), Apple (UK), A&M (USA), Angel (UK), Apple (UK), Capetula (Argentina), Capital (USA), EMG (Brazil), HPavas (Spain), Odeon (UK), United Artists (USA).

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**Printers & Lithographers**

Artgraf Ltda., Cuareim 1361, Montevideo. Tel: 95-60-38. (Record only)

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**Billboard 1977-1978 International Music-Record-Tape Directory**

Page 404
VENEZUELA

Population: 11,990,000
Rate of exchange: 1 (US$) = 4.28 bolivars
Per capita income: 1970
Holiday: January 1, January 6 (Epiphany), Carnival, March 10 (Vargas' Day), July 5 (Simon Bolivar's Day), July 24 (Independence Day), July 25 (St. Peter & Paul), July 29 (All Saints' Day), December 25 (Christmas Day)

Recorded content includes:
- Records & Tape
- Label
- Suppliers

SUPPLIES

ENVELOPES & MAILERS


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LABELS (Owned)


LABELS (Owned)


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**VENEZUELA**

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<td>Population: 100,000</td>
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<td>Average retail price per tape: Cassette -53.41</td>
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**IMPORT/EXPORT REGULATIONS**

- Balance of payment has temporarily forced a strict report on licenses in all trade organizations.

**Jugoton**

- Intl reps.: USA/Canada (ABC, A&M), USA (CBS, Rolling Stones, WEA Intl).
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No one ever did that before.
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And no one else could have sliding doors that disappear into
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asparagus tips, spinach salad and chocolate mousse in the middle
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