INTERNATIONAL BUYER'S GUIDE

THIRTY-THIRD EDITION

1992

THE ONLY WORLDWIDE REFERENCE SOURCE TO:

RECORD LABELS & HOME VIDEO COMPANIES • MUSIC PUBLISHERS • WHOLESALERS
ACCESSORY MANUFACTURERS • INDUSTRY SERVICES & SUPPLIERS • RAW MATERIALS
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Dear Industry Executive:

Welcome to our 33rd edition of Billboard's International Buyer's Guide (IBG). Within these pages, you will find detailed information to assist you in your everyday business operations in the music and home video fields.

Billboard's basic mission, with its directories, is to supply executives and managers with the most useful information and opportunities for reaching those most important in their day-to-day operations.

Please note that this year we have made a few changes which will make it easier for you to locate information. For example, our European section contains all European countries including those formerly in the Eastern Block. There is also a separate International Section containing over 40 countries. The Keyword Index, on pages 6 & 7, will help you to locate a country or category throughout the directory.

Our listings are compiled by responses from past years and current respondents. Each year, thousands of questionnaires are sent from our Nashville and Amsterdam offices, and we encourage everyone to respond.

We believe there is no existing directory which fills your needs as does IBG and are confident this directory will help you, the manager/executive, in making decisions for reaching the sellers in the marketplace.

Thank you for your participation and readership. If you have any questions, please do not hesitate to contact me.

Cordially yours,

Ronald E. Willman
Publisher - Directories
Put the Lock on Pre-Recorded Software Theft with Sentry™ Security Devices

Tampered EAS and price tags are a thing of the past with ALPHA Sentry™ Security Devices. Because the Sentry package encloses the EAS tag, there’s no longer any need to worry about shoplifters tearing it away with the shrinkwrap and walking out with your merchandise — and your profits.

The Sentry is also designed to allow the customer an unobstructed view of the graphics for increased impulse buying. Plus its convenient unlocking device makes it easy for the cashier to retrieve the software from the package at the counter, making it ready to reuse — time and time again with the same EAS tag.

ALPHA’S entire line of Sentry security packages is compatible with all types of EAS systems and store fixtures.*

*Shelving display shown by Lift Display, Inc.

The CD Sentry™
The CD Sentry is available in two styles — one for standard compact discs and one for double CDs.

The Video Sentry™
Capitalize on the explosive growth of sell-through video movies with the ALPHA Video Sentry.

The Audio Sentry™
All Sentry security packages use the same locking mechanism, including this package for music cassettes.

Unlocking the Sentry at the counter is simple — just slide it into the opening device and press the handle down. The same opening device is used for all the different styles of Sentry packaging.

Call or write ALPHA, a leading worldwide supplier of security, storage and packaging of software products, for more information or samples of this and our other products.
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DATA DISKETTES or MAILING LABELS
PRESSURE SENSITIVE or CHESIRE

Specialized mailing labels will allow you to target potential customers. Labels are available from any category listed in the following Billboard Directories:

Record Retailing Directory
Tape/Disc Directory
Country Music Sourcebook
International Buyer's Guide
International Talent & Touring Directory
International Recording Equipment & Studio Directory

For complete details and information please contact:
Directories Central, Billboard
PO Box 24970, Nashville, TN 37202
or call 615-321-4282
How To Use This Directory

As a guide to locating specific listings, the following explanations are presented for each major section. As a first step for finding any listing, refer to the Contents page or Keyword Index page for the first page of the particular section desired and note whether the listings are arranged by state or alphabetically.

UNITED STATES

MUSIC & VIDEO COMPANIES
Record Labels
Finding a record label is straightforward since listings in this section are in alphabetical order by company name. Record labels are cross referenced back to their parent companies.

Home Video Companies (Theatrical, Music, & Special Interest)
The Video section includes alphabetically sequenced listings for video program suppliers and buyers.

Music Publishers
Music Publishers are listed in alphabetical order by company name. Affiliates and administered companies are cross referenced back to their primary company listings.

Sheet Music & Folio Suppliers
These listings are in alphabetical order by company name.

DISTRIBUTION & CONSUMER PRODUCT MANUFACTURERS
Wholesalers & Distributors Index
Alphabetical listing by company name indicating the states in which listings appear in the 'Wholesalers & Distributors' section.

Wholesalers & Distributors
These listings are in alphabetical order by state. Listings include distributors, one stops, rackjobbers, importers, and exporters of audio/video products.

Music & Video Accessory Manufacturers
Audio Accessory Manufacturers
Manufacturers: Retail Merchandising Products
Each section is arranged alphabetically by company name or by state.

INDUSTRY SERVICES & SUPPLIERS
Store Fixture Manufacturers
Security & Surveillance Systems Manufacturers
Computer Systems & Services
Associations & Professional Organizations
Entertainment Attorneys
International Business Agents of Music/Video
Performing & Mechanical Rights Organizations
Music Libraries
Public Relations
Record Promotion
Schools & Instruction
Each section is arranged alphabetically by company name or by state. Company listings are limited to those services and supplies done in-house and provided to outside clients.

MATERIALS & SUPPLIES
Blank & Bulk Tape Manufacturers

Blank Tape Loaders
Blank & Bulk Tape Manufacturers Charts
These charts of audio/video blank and bulk raw tape should be used in conjunction with the listings for manufacturers of tape products which precede the charts and present the addresses, telephone numbers and personnel of the companies.

Cartridges, Cassettes, Reels & Other Parts
Jewel Box Manufacturers
Raw Materials
Envelopes & Mailers
Jackets & Sleeves
Labels
Polybags & Shrinkwrap
Each section is arranged in alphabetical order by company name.

MANUFACTURING PLANTS, SERVICES AND EQUIPMENT
Tape Custom Duplicators
Companies providing duplicating services for tape audio/video products.

Compact Disc Manufacturers & Videodisc Manufacturers
Plating & Pressing Plants
Mastering Facilities
Packaging & Labeling Services
CD Replicating Systems Equipment Manufacturers
Tape Duplicating & Processing Equipment Manufacturers
Tape Equipment Manufacturers
Tape Packaging & Labeling Equipment Manufacturers
Each section is arranged alphabetically by company name or by state.

EUROPEAN LISTINGS SECTION

INTERNATIONAL SECTION
Refer to International section.

ADVERTISERS INDEX
To quickly locate an advertiser within the International Buyer's Guide, turn to the Advertisers Index. Companies are listed in alphabetical order and page number(s) are indicated on which their advertisement(s) appear.

GENERAL INFORMATION ABOUT LISTINGS
The listings contained in this publication are based solely upon information supplied to Billboard as of press time. All information is checked for accuracy as of that time. However, Billboard is not responsible for changes in management or any other related business associations that may supersede the listings contained herein. Efforts are made by questionnaire mailings and phone calls to obtain information on companies which should be listed. If you would like to be listed in the next issue of the International Buyer's Guide please send the relevant information in the format of the section under which it should appear. Information should be addressed to: Daniel Bate, Operations Mgr., BPI Communications, Inc., Directory Central, PO. Box 24970, Nashville, TN, 37202.
SOUND ADVISE.

DISCTRONICS

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Our New National Sales Office
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FAX: (213) 851-7579
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Doug Bell

MASTERING/REPLICATION/PACKAGING/QUALITY/SERVICE
In this section...

• Record Labels
• Home Video Companies
  (Theatrical, Music & Special Interest)
• Music Publishers
• Sheet Music & Folio Suppliers
1992 INTERNATIONAL MUSIC BUSINESS GUIDE

SERVICE RECORD LABELS—15


Label(s): owned Capra, Contemporary Record Society. Contemporary Recording Studio, (Distributed) Crystal Records, Orion Mastering Records. CSA, (See ASCAP, BMI and SESAC)

C S i (See Country Star Int'l)

CTR, (See Rock-A-Billy Records)

CUC Records, PO Box 270002, 180 Wallace Rd., #K-20 (37211), Nashville, TN, 37227, (615) 781-6118. Owner/Artist: Butch Barnes.

US: Reps: Record Dept: (VA): Life Dance (IN). (See INTL RPS:)

Czechoslovakia, (See DNA Records)


Label(s): (Owned) Continental.

US: Reps: Forrunner Rep. (Dist. Studio City)

Centaur Records, PO Box 19630, 82 Alpine St. Rochester, NY, 14691, (716) 393-6188, Fax: (716) 393-6033. Pres: Greg Sharpe; V P: John Schepers; Dir: John Caramanica; V P & GM: Mark K. Siegel.

Label(s): (Owned) Mechanical.


Label(s): (Owned) Int'l Impact.


Capitol Int'l RPs: Two Man Music, B lone Top, Hydra Records (West Germany)

Capricorn Records, PO Box 1203, N. Nashville, TN, 37203, (615) 320-8470, Fax: (615) 320-8476. Phil Walden: Vice Pres/Gen. Mgr.; Don Schmizlere: Vice Pres/Prods: Jeff Kook; Vice Pres/ Publicity/Media Rel. Mark Pucci.

Label(s): (Owned) Capricorn.


Label(s): (Owned) Int'l Impact.


Carmen Records, PO Box 19630, 82 Alpine St. Rochester, NY, 14691, (716) 393-6188, Fax: (716) 393-6033. Pres: Greg Sharpe; V P: John Schepers; Dir: John Caramanica; V P & GM: Mark K. Siegel.

Label(s): (Owned) Mechanical.


Label(s): (Owned) Int'l Impact.


Label(s): (Owned) Int'l Impact.


Label(s): (Owned) Int'l Impact.


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Label(s): (Owned) Int'l Impact.


Label(s): (Owned) Int'l Impact.


**HOME VIDEO COMPANIES**

(Theatrical, Music & Special Interest)

A.P.HOME VIDEO, 10725 McCune Ave., Los Angeles, CA 90034, (213) 745-3924, Contact: Paul Wilkov.

Supplies: Feature Films, How-To.  
Formats: VHS.

Supplies: Instructional, Music Long Form, Children's. Special Interest.  
Formats: VHS.

A*VISION ENTERTAINMENT, 75 Rockefeller Plaza, New York, NY, 10019, (212) 664-0600, Fax: (212) 765-0899, Video Mktg. Dir.: Julie Smith.

ACADEMY ENTERTAINMENT, 1 Pine Haven Shore Rd., Shelterburne, VT 05826, PO Box 660, Fax: (1967), Pres.: Donald E. Chatham; Vice Pres. Sales: JulesAbramson; Program Buyer: Robert E. Banic; Bus. Affairs: Susan Lukis.  
Supplies: Feature Films.  
Formats: VHS.  
Seeking: Feature Films.

ACTIVE HOME VIDEO, 1211 Wishire Blvd., Ste 200, Los Angeles, CA 90025, (213) 447-6313; Fax: (213) 207-0411, Pres.: Ron Leavon; Sales Mktg. Dir.: Alice DeBruhn; Contact: Juanita Weaber.  
Supplies: Feature Films, Soft Adult.  
Formats: VHS.  
Seeking: Feature Films.

AIMS MEDIA, 5691 Woodley Ave., Van Nuys, CA 91406, (818) 789-4111, Fax: (818) 789-7727, Program Buyer: Jeffrey M. Sherman; Dir. Int'l Sales: David Cohen.  
Supplies: Instructional, Special Interest Only.  
Formats: VHS, Laservision.  
Seeking: Instructional.

AMAZING HORIZONS, INC., PO Box 1662, Sunnyvale, CA 94088, (408) 487-5677, Fax: (408) 483-6066, Pres.: Ernest A. Moniel; Sec/Treas: Glenna Dancer Montel.  
Supplies: Documentary.  
Formats: VHS.  
Seeking: Educational, Religious, Family, Sports.

AMERICAN SPORTS NETWORK, PO Box 6100, Rosemead, CA, 91770, (213) 372-4727, Pres.: Louis Zwick; Program Buyer: Scott Higginson.  
Supplies: Exercise, Instructional, Special Interest Only, Sports.  
Formats: VHS.  
Seeking: Exercise, Instructional, Special Interest Only, Sport.
DO IT YOURSELF, INC./JDN VIDEO CORP., Windmill Point, North}
ON, 28571, (919) 249-0063, Fax: (919) 249-2552,
Supplies: Instructional, Special Interest Only.
Formats: VHS.

Seeking: Instructional, Special Interest Only.
Distribution of clips for clubs and venues.

DOLPHIN PRODS., PO Box 23, Harrison, NY, 10528, (212) 638-5930, Prog. Mgr: Bruce Davis.
Creative Dir: Bob Blansky.
Supplies: Exercise, Feature Films, Instructional, Sports.
 Formats: VHS, Beta.

SEEKING: Instructional, Special Interest Only.

EGON HOME VIDEO, PO Box 2387, 668 Front St., Teaneck, NJ, 07666.
Supplies: Epic, Sales Mgr: Bill Kruger.

Suples: Exercise, Performance, Foreign.

Formats: VHS.

ENCORE ENTERPRISES, INC., 3030 West 114th St., Chicago, IL, 60643.
Supplies: Exercise, Feature Films, Instructional, Music Long Form, Special Interest Only, Sports.

Formats: Beta.

SCEPTRE ENTERPRISES, INC., 4945 Sunset Blvd., Hollywood, CA, 90028.
Supplies: Exercise, Feature Films, Special Interest Only, Sports.

Formats: Beta.

FLORIDA HOMESTYLE GOLDEN VINTAGE, 2040 Calle Verde, Menifee, CA, 92584.
Supplies: Exercise, Feature Films, Television, Theatrical Acquisition: Sr. Vice Pres.

Formats: Beta.

FLONIC HOME VIDEO, 2406 4th St. N., St. Petersburg, FL, 33710, (813) 381-2557, Michael E. Davis.
Supplies: Instructional.

Formats: VHS.

Supplies: Exercise, Sports, Children's, Educational, B Movies.

Formats: VHS.

SEEKING: Special Interest Only, Sports.

FRONT ROW ENTERTAINMENT, 195 Campus Plaza I, Edison, NJ 08837, (908) 225-8896, 800-665-2803, Fax: (908) 225-8862, Pres: David Jonston. Vice Pres/Program Buyer: Robert J. Janeczak; Sales Mgr: Jim Sultun.
Supplies: Exercise, Sports, Children's, Educational, B Movies.

Formats: VHS.

SEEKING: Special Interest Only, Sports.

FULL THROTTLE FILMS, 450 S. Central Ave, Glendale, CA, 91204, (818) 956-1444, Fax: Scott Dunlee.
Supplies: Instructional, Special Interest Only.

Formats: VHS, Beta.

SEEKING: Feature Films.

GME PIANO VIDEO, PO Box 7862, 4150 Chestnut Ave, Long Beach, CA, 90807, (213) 424-5177, Fax: (213) 424-5177, Owner/Pres: Dr. Allan Gllies.
Supplies: Instructional.

Formats: VHS.

GERMAN LANGUAGE VIDEO CENTER, 7625-27 Penfold Pl, Silver Spring, MD, 20901, (301) 547-1263, (301) 547-1263, Pres: Robert Krass.
Supplies: Educational, Special Interest Only.

Formats: Beta.

GLOBAL VIDEO DISTRIBUTORS, INC., 8101 NW 99 Terrac, Miami, FL 33166, (305) 877-1900, Fax: (305) 877-1900, Pres: Angel Tomrong; Sales Mgr: Vincente Fernandez.

Formats: VHS, Beta.

GOLDMEN/KIDS CLASSICS VIDEO, 401 Fifth Ave, 6th Floor, New York, NY, 10011, (212) 629-0099, (212) 627-3323, Fax: (212) 627-5948, Pres: Seth L. Levin; Sales Mgr: Paula Dunn.
Supplies: Exercise, Feature Films, Instructional, Special Interest Only.

Formats: Beta.

SEEKING: Feature Films, Instructional, Special Interest Only.

GREAT CHEFS VIDEO—GSI INC., PO Box 56757, New Orleans, LA, 70116, 421 Frenchmen St Esplanade, New Orleans, LA, 70116, (504) 264-3843, (504) 264-3843, Nick Konkorn; Exec Producer/Sales Mgr: John Shoup.
Supplies: Special Interest Only.

Formats: Beta.

SEEKING: Feature Films.

Supplies: Instructional, Special Interest Only, Sports.

Formats: Beta.

HREAT HOME VIDEO, 400 S. Houston, Ste 230, Dallas, TX, 75202, (214) 741-5454, Fax: (214) 742-8423, Pres: Mickey Holder; Mktg/Distrib Mgr: Karleen Lewis; Dist Prod: Paige Flite.
Supplies: Instructional, Special Interest Only, Sports.

Formats: VHS.

Supplies: Instructional.

Formats: Beta.

HOLLYWOOD HOME VIDEO, 2406 4th St. N., St. Petersburg, FL, 33710, (813) 381-2557, Michael E. Davis.
Supplies: Instructional.

Formats: VHS.

HOLLYWOOD HOME VIDEO, 9202 Hollywood Blvd., Hollywood, CA, 90028, (213) 486-2286, Sr. Vice Pres/ Leon Levy; Vice Mgr: Cathy Mantegna.

Formats: Beta.

HOLLAND HOME VIDEO, 2040 Calle Verde, Menifee, CA, 92584, (909) 458-7979, Fax: (909) 458-0939, Pres: Steven H. Levy, Sales Mgr: Mike Slane.
Supplies: Exercise, Instructional, Special Interest Only.

Formats: Beta, 8 MM, PAL.

HOMESTYLE GOLDEN VINTAGE, 2040 Calle Verde, Menifee, CA, 92584, (909) 458-7979, Fax: (909) 458-0939, Pres: Steven H. Levy, Sales Mgr: Mike Slane.
Supplies: Exercise, Instructional, Special Interest Only.

Formats: Beta, 8 MM, PAL.

HOMESTYLE GOLDEN VINTAGE, 2040 Calle Verde, Menifee, CA, 92584, (909) 458-7979, Fax: (909) 458-0939, Pres: Steven H. Levy, Sales Mgr: Mike Slane.
Supplies: Exercise, Instructional, Special Interest Only.

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Golden Boy Music (BMI) (See Country Street Music, Inc.).
Golden Bridge Music, (ASCAP) (See Song of the World, Inc.).
Golden Group Music, (BMI) PO Box 35022, Los Angeles, CA, 90035.
Gold Reed Music, Inc., (ASCAP) (See New Clarion Music Group).
Golden Torch Music Corp., (ASCAP) (See Fmtrax Copyright Holdings, Inc.).
Goldmine Music, (ASCAP) (See WarrenChappell Music, Inc.).
Golden Music, (ASCAP) (See Boume Co.).
Michael H. Goldsen, Inc., (ASCAP) (See Criterio Music Corp.).
Gone Gator Music, (ASCAP) (See Zeiderman, Oberman & Assoc., Inc.).
Good Heart Music, (SESAC) (See Co-Heart Music Group).
Good Life Publications, (ASCAP) (See CPhP/Belwin, Inc.).
Goosebump Music, (BMG) PO Box 3202, Los Angeles, CA, 90035, (213) 659-0900.
Gospelz Music, (BMI) PO Box 35022, Los Angeles, CA, 90035.
Steve Gordon Music, (BMI) (See Lindseymann Music Co.).
David Gornston, (BMI) (See Sam Fox Publishing Co., Inc.).
Gracious Music, (BMI) (See Faith & Hope Music).
Graduation Box (BMI) PO Box 311, downtown Louis, MO, 63131, (314) 432-7600. Pres.: Julian H. Miller, Jr; Gen. Mgr.: Karen Willenben.
Grand Prize Music, (BMI) (See Crazy Cajun Music).
Grantsville Music Corp., (ASCAP) (See Criticorum Music Corp.).
Justin Grant Music, (ASCAP) (See Sehpra Music c/o Publishers' Licensing Services, Inc.).
Grass Mountain Publishing, (BMI) PO Box 12215, Fort Worth, TX, 76108, (817) 735-2880. Pres.: Joe Palmer.
Gravelock Music Publishing, (BMI) (See James Hendrix, Composer & Publisher).
Great Walrus Ltd., (ASCAP) (See Third Story Music Inc.).
Great Western, (BMI) (See Roscoe Agnew/Stillwater Music Inc.).
Green Hills Music, (ASCAP) (See Little Big Town Music Group).
Green Menu Music Catalog, (ASCAP) (See Henry Jerome Music).
Q

QVOC Music, (See Linderman, Songs of Love) 3254 5th St., 7th Floor, New York, 10015, (212) 989-3323. Prov.: Christopher Pavlick.


Pushcart Music, (See Brono Music) 3823 W. 5th St., 7th Floor, New York, NY, 10015, (212) 989-3323. Prov.: Christopher Pavlick.

QVOC Music, (See Linderman, Songs of Love) 3254 5th St., 7th Floor, New York, 10015, (212) 989-3323. Prov.: Christopher Pavlick.


Quartz Music, (See Brono Music) 3823 W. 5th St., 7th Floor, New York, NY, 10015, (212) 989-3323. Prov.: Christopher Pavlick.


QVT Music, (See Brono Music) 3823 W. 5th St., 7th Floor, New York, NY, 10015, (212) 989-3323. Prov.: Christopher Pavlick.

R


Regal Music Publishers, (ASCAP) (See Perfection Music Publishers)


Regent Music Corp., (See The Good Music Group Music Publishers)


Reverb Music Publishing, (ASCAP) PO Box 12215, Fort Worth, TX, 76121, (817) 731-7375. Prov.: Stie Richley. Right Key Music (See Horipro Entertainment Group) Righteous Music, (See W. Packhouse Music Publishing, Inc.)


MUSIC PUBLISHERS

1992 INTERNATIONAL BUYER'S GUIDE

Vallyn Music, (BMI) (See Heavy Jamin' Music).
Van Gogh’s Ear Music, (BMI) (See Ryan’s Songs).
Vanessa Music Corp. (ASCAP) (See Clyde Otis Music Group).
Vanilla 6 Music, (BMI) 5th Floor, 235 S. Balsam Ave., Dallas, TX 75201.
Vanjo Music, (BMI) (See A M G R O P.)
Vandy White Music, 6607 Sunset Blvd., Los Angeles, CA 90068, (213) 242-9625. Fax: (213) 242-9624. Pres: Dr. Maxine J. Vandy; Prof, Professional: Tony Vandy.
Valdric Music, (BMI) PO Box 12947, Nashville, TN 37203, (615) 219-5208. Fax: (615) 219-5209.
Valentine Music, (BMI) (See Marge Valentine Music Group).
Valdies, (BMI) (See Mariana Valdies Music Group).
Valdemar, (BMI) (See David Valdemar Music Group).
Valter, (BMI) (See Sven Valter Music Group).
Valtime Music, (BMI) (See Max Valtime Music Group).
Van Dam Music, (BMI) PO Box 11010, New York, NY, 10011, (212) 949-8880. Fax: (212) 949-8885. Pres: M. Vincent Valdam; Gen: M. Vincent Valdam.
Vanessa Music Corp. (ASCAP) (See Clyde Otis Music Group).
Vanilla 6 Music, (BMI) 5th Floor, 235 S. Balsam Ave., Dallas, TX 75201.
Vanjo Music, (BMI) (See A M G R O P.)
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Valter, (BMI) (See Sven Valter Music Group).
Valtime Music, (BMI) (See Max Valtime Music Group).
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- Wholesaler & Distributors
- Music & Video Accessory Manufacturers
- Audio Accessory Manufacturers
- Manufacturers: Retail Merchandising Products

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WHOLESALE & DISTRIBUTORS INDEX

When locating a Who's name in the alphabetical listings, you will notice the appropriate state abbreviation to the right. By referencing that state in the 'Wholesalers & Distributors' section, you will have complete information on the Wholesaler.

A
AAA Priceline Entertainment Corp. NY
AAA Record Hunter Dist. Co. PA
AAA Video Distributors PA
ABA Record Distributors Inc. NJ
ABT Record Sales CA
ABX Comm Ltd. NY
ABI. ON
Abbey Road Distributors CA
Acme Merchandise CA
Acoustic Sounds KS
Action Dist. Co. MD
Action Music Sales Inc. TX
Advance Recording Prods. NY
African Record Centre Dist. NY
Alamo Record Dist. Inc. TX
All Service One Stop Inc. NJ
Allegro Imports OR
Alpha Music Corp IA
Alps. Inc. NC
American Digital NJ
American Music Periodicals Inc. CA
American Music Wholesale Inc. FL
American Prints CA
American Record Sales Inc. NJ
American Video/Disc Inc. NY
Angeloff Record & Tape Sales Inc. MA
Ansonia Records Inc. NJ
Antilla Record Distributors Inc. NY
Appon Record & Video Co. Inc. MA
Ary Group CA
Arvox Record NY
Arrow Distributing Co. OH
Artec Dist. Inc. MA, NY, PA, VT
Aspen Records MI
Associated Dist. Inc. AZ
Asso. of Research & Entrepreneurship VA
The Audio Buff Co. LLC OH
Audio One VT
AudioVideo Rack Services OH
Austin Record Dist. TX
Automated Video Business Corp. IN
Azra Int'l CA
B
BC Envtl. of Memphis Inc. TN
BMG Dist. CA, GA, IL, MD, MA, MI, MN, NY, OH, TX, WA
Backroads Distributors CA
Baker & Taylor Video AZ, CA, CO, FL, GA, IL,
MA, NJ, NC, OR, PA
Balloo Records CA
Bally Records & Tape Dist. CA
Barney's Record Dist. CA
Barstow Pro TX
Basin-Distributors Inc. FL
Bayside Record Distributing Co. CA
Bennett Marine Video CA
Bennett Records Dist. MA
Benson Co. WI
Best Video Inc. OK, TX, UT
Bib Distributing Co. Inc. NC
Big Apple Entertainment NY
Big State Dist. Inc. TX
Black Fire Dist. DC
Boeing Bros. Inc. FL
Bonamarte Media Communications UT
Brogue Records, Inc. IA
Roger Broussseau Phonograph Records CT
Brown Bros., Inc. MN
Buffalo One Stop NY
BonnaVie Records IL
Bottleneck Records NY
Boy's Market Dist CA
BRA Distributors CA
BRM Dist. Inc. CA, FL, CA, IL, LA
BRP Distributors CA
Brickyard Records CA
Bryan Homes Distributors CA
C
CAP Exports/CW. Paas. Inc. IL
CD City FL
CD One Stop CT
CEMA Distribution CA, GA, IL, NJ, NC, OH, TX
CML, Inc. MO
Columbia Record Distributors CA, WA, CA
Calix Records CA
Campus Records NY, OH, CA
Cantero Distributors, Inc. CA
Canyon Records & Indian Arts AZ
Caroline Records CA, NY
Casa de los Tapes, Inc PA
Cassettes Unlimited CA
Cavestany Inc. CA
Celluloid Records NY
Center for The Queen of Peace CA
Central Electronics WI
Central Record & Tape Dist., Inc. CT
Central South Music Sales, Inc. TN
Chambers Records & Video Corp. PA
Chidivas Dist. CO
Chin-Randy's Records NY
Chippies Video Sales IL
Chrysler Video Sales CA
City Hall Records CA, OR, WA
City One Stop CA
Collectables Record Corp. PA
ComMontron Corp. AZ, CA, CO, FL, GA, IL, IA
Corbit. Co. TN
Countrywide Tape & Record Dist., Inc. NY
Crowell & Assoc. Video Dist. CA
Cue & Pickens Distributing Co. FL
Curitas Universal Record Masters TN
Custom Rack Service NY

D
Dairyland Prods., Inc. WI
Daro Exports, Ltd. NY
Darling Distributing NY
Dayton Record Service, Inc. OH
Dean's One Stop, Ltd. CA
Destiny Records, Inc. CA
Deworks & Co. CA
Dick's Video, Inc. CA
The Disc-Connection MO
Disc-O-Rama Music Word Dist
Discount Records AR
Discount Video Tapes, Inc. CA
Distributoras Nacional de Discos NY, PR
Distribution Video & Audio-DV+A FL
Dixie Exports, Inc. TX
DixiRacks Records & Tapes TN
Dolphin Music Distributors, Inc. FL
Don Records Corp. NY
Double Arrow Record Co. Inc. NY
Dutch East India Trading NY
Dutchland Distributing PA

E
E-MC Rhythm Ltd., Inc. NJ
E & R One Stop TX
E.T.D., Inc. AZ, CA, LA, MD, NC, TX
East Coast Music Dist. NY
East Side Digital MN
Eastern Rock Sounds, Inc. CA
Educational Media Co. NY
Educational Record Center, Inc. CA
Educational Record & Tape Dist. of America NY
Educational Video, Inc. MI
Egbert Enterprises ON
The Electric Furis, Inc. MN
Electronix Corp. OH
Elmwood & Testy Records Distributors NY
Elkins Wing Shop PA
Emperor Entertainment CA
Empire Records & Tapes FL
Encinitas Imports CA
Encore Dist. Corp. CO, NY
Encore Int'l Corp. MD

F
FTC CA
Facets Video IL
Fleebro Latinx CA
First Video Exchange CA
Fletcher's One Stop, Inc. IL
Florida Rock, Inc. FL
Floyd's Wholesale Dist. Inc. LA
Folk Arts Rare Records CA
Frankie's Music Distributors LA
Freckie Records WV
Funkytown Music, Inc. CA

G
Galaxy Records & Tapes PA
Gailgro Records IL
Game Arts NY
Gammare Sales CA
Gemini Distributing, Inc. GA
General Record Service, Inc. WA
General Distributors CO
Michael Ginsburg Distribution TN
Glo, Inc. CA
Global Pacific Records, Inc. FL
Global Video Dist., Inc. FL
God's World MI
The Gold Vault MI
Goldband Record Dist. Corp. LA
Golden Circle, Inc. CT
Golden Oldies, Inc. MI
Goldendorf Distribution Inc. MI
Gonzales Music LA
Graham Dist. Corp. Great Atlantic & Pacific Music Co., MO
Great Bay Dist., Inc. MD, NJ

H
H.L. Dist., Inc. FL
Handelman Co. Inc. AR, CA, CO, FL, GA, IA,
MD, MI, MO, NY, TX, WA
Harbor Record Export Corp. NY
Harmony House Records MI
High Altitude Dist., Inc. NY
Hits Unlimited IL
Hoffman Tapes KS
Home & Industrial Video NJ
Hope Int'l Prods. Ltd. NY
Horizon Dist. & Promo MA
Horsehead Distributors TN
House Distributors KS, MO
House of Guitars, Inc. NY
House of Menorah NY

I
IDC CA
Image Entertainment CA
Imaginary Entertainment Corp. AL
Impact Music AZ
Imperial Tape Co. CA
Importan Record Distributors CA, GA, IL, NY,
TX, WA
"India Dist." A
Infinity Video OK
Ingram Entertainment Dist. CA, FL, GA, IN, KS,
MD, MN, OR, TX, WA
Ingram Marketing Services TN
Inter-Education & Video Dist. TX
Inter-Bemboor NY
Interama NY
International Record & Cassette, Inc. CA
International Records CA
Interstate Group MD

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Associated Dist., Inc., 3803 N. 36th Ave, Phoenix, 85010, (602) 278-5584, Fax: (602) 269-4636, Pres: Leonard M. Singer; Buyer (Pre-Recorded Music): Angela Singer, Bob Fenty; Buyers (Music): Rita Powell, Pam Dunn; Sales Mgr: Gus Figueroa. (Compact Disc, Pre-Recorded Audio Tape, Records (LPs, 12-Inch, Singles)) (Distributor, One-Stop) Labels Distributed: Audio: Alligator, American Gramaphone, Amoeba, Cardinal, Concord Jazz, Crescento; Effect: 4-Sight, 4th & Broadway, Great Northern Arts, Hightone, Hot, Ichiban, Invasion, Joey Boy, Lethal Beat, Malaco, Mango, Mic Mac, Music West, Nativey, Next Plateau, Pandisc, PAR, Priority, Profile, Punco, Rap-A Lot, Quality, Rounds, Sin-Drome, Sugar Hill, Vision, Warlock.

CANYON RECORDS & ARTS

4143 N. 21st Street, Phoenix, 85016, (602) 266-4623, Owner/Buyer: Bob Nuss. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc)) (Distributor) Labels Distributed: Audio: Celestial Harmonies, Silver Wave, Canyon Records, Indian House, Indian Sounds, Feisty Stone, Soar, Tribal Music Int'l); Library of Congress, Sunshine Records; Many Independents including John Rainer, Kevin Locke, Peace Co, Floyd Westernmost and others (cassettes, CDs, LPs and videos distributed are American Indian); Video: PBS Home Video, Tellens, American Indian Dance Theatre. Pay-Per-Transaction. Labels Imported: Sunshine Records, Saskatchewan Indian Culture Center (Canada).

COMMONWORK CORP.


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California

70- WHOLESALERS & DISTRIBUTORS/ALAKAZAR-CA

2022 INTERNATIONAL BUYER’S GUIDE

California

Abbey Road Distributors
PO Box 15706, 2228 S. Ritchey St., Santa Ana, 92705, (714) 546-7177, Fax: (714) 546-0337, Pres: Bruce Ogilvie, Mktg: Ali Kahlbin; Sales: Beverly Klinegeld, Buyer Latin: Acme Vasquez; Buyer Singles: George Hunter; Buyer (Video): Vannsa Schatz; Indie Labels: Craig Doucette, Buyer Accessorries: Steve Boudreau; Major Label/Catalog: Anne Werner; Major Label/Buyer: John Kundert; Label Groups: approx 11, 10 E. 11th St., Los Angeles, 90021, (213) 639-5901, Fax: (213) 629-6895, Sales Mgr: Sam Ginsburg (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LPs, 12-Inch), Accessories) (One-Stop) Products/Accessories: CD, Tape & Record Products: Asians, Canadian,欧式, Jeff, Mckinlay, Phantom, Memory, Maxell, Switch & Carrying Cases: Case Logic, Major Labels, Blank Tape: Maksell, TDY, Sony, Denon; Headphones: Memoria, Maxell, Recoton; Batteries: Duracell; Diamond Needles: Platenspiele.

Acme Merch., Inc., PO Box 2451, Irvine, 92716, (714) 988-3039, (818) 969-6966, Contact: Terry Magna. (Audio Distributors, Importer) Advance Recording Prods., 7790 Camino Mirasol Blvd., San Diego, 92121, (619) 277-3540, (800) 854-1061, Fax: (619) 277-7610, Mgr.: Jim Norr (Pre-Recorded Audio Tape) (Distributor, One-Stop) Alpha Music Corp., 3729 S. Robertson Blvd., Culver City, 90232, (213) 838-6890, Fax: (213) 838-8928, Buyers: Chuck Rosenboom, Mike Colakostich, (Compact Disc Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LPs), Cassettes, Overstock) (Distributor, Exporter) American Pie, PO Box 86415, 13381 Beach Ave, Marina Del Rey, 90290, (310) 421-4005, Fax: (310) 423-3389, Principal: Wayne Waller; Mgr: Paul Duray; Buyer (Pre-Recorded Music); A.M. Merch., (Compact Disc, Pre-Recorded Audio Tape, Records (Singles) (Rackjobber) Ark Group, PO Box 410665, San Francisco, 94141, 425 S. 24th St., San Francisco, 94110, (415) 863-7200, Pres: Allan R. Kessler. (Distributor) Labels Distributed: A.E.O., Awakening Heart, Norman Bearfair Prod., CTW, Camera One, Celestial Harmonies, Classical Wind, Concentric, Emauro, TDF, Halperns, Sound Rx, Hearing Arts, Finley-Holiday, Immediate Future,
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Labels Distributed: Audio/Video: Cosmoteone.

Pay-Per-Transaction:

City Hall Records, 25 Tiburon St., San Rafael, 94901, (415) 457-9080, Fax: (415) 457-0780, Pres./Buyer (Pre-Recorded Music): Robin O. Clark; Mgr.: Joan Andersen; Buyer (12" Records): Walter Zelnick; Branches: 11060 Mississippi Ave., Los Angeles, 90025, (213) 473-0477; Fax: (213) 444-9699, Branch Mgr.: Rick Frystak; 2055 Edinburg, Cardiff-By-The-Sea, 92007, (619) 943-1649, Fax: (619) 943-1649, Branch Mgr.: Forrest Hallier; (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records) (Distributor, Importer, Exporter)


Labels Imported: Sackville (Canada); Dr. Horse, Earth Angel, Juha-Baas Lil, Phenoxastic, Route 66 (Ewectomy), Ace Big Beat, Cascade, Demon, Edsel, Flyight, Fountain, Flyight, Globeatasy, Jasmin, Jonzo, Krazy Kat, RBD, Red Lighthouse, Sequel, Teen, Trium, VJM, Zu Zazz (UK); Diving Duck, Double Trouble, Moonshine, Sundown (Holland); Bear Family, Crosscut (Germany).

City One Stop, PO Box 58900, 2551 S. Alameda St., Los Angeles, 90058, (213) 234-3336, (800) 829-2439, Fax: (213) 234-4036, Mgr.: Sam Ginsburg; Buyer (Pre-Recorded Music): Shelly Tucker; Buyer (Video): Patti Baca; Buyer (Accessories): Patti Baca; Gen. Mgr.: Richard Diamond; (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records) (Distributor)

Common Corp., 2900 S. Fairview, Bldg. 21, Santa Ana, 92704, (714) 751-9011, Fax: (714) 540-0978, District Mgr.: John Badosian; Facility Mgr.: Chuck Davis; District Sales Mgr.: Ron Lehman; Branches: 2365 Industrial Pkwy W., Hayward, 94545, (415) 785-3730, Fax: (415) 785-5407, Branch Mgr.: Mike Evans; Sales Mgr.: Jamie Guzzadino; 7900 Sepulveda Blvd., Van Nuys, 91405, (818) 988-9020, Fax: (818) 785-0454, Branch Mgr.: Ron Lehman; 5576 Inland Empire Blvd., # A, Ontario, 91761, (714) 948-7998, Fax: (714) 948-9778, Branch Mgr.: Andy Tener; Video (Cassette & Disc) (Distributor)

Labels Distributed: Audio/Video: See Iowa Listing For Product Distribution.

Devorse & Co., PO Box 550, Marina del Rey, 90249, (213) 870-7476, (Distributor)

Discount Video Tapes, Inc., PO Box 7122, 633 "A" North Hollywood Way, Burbank, 91501, (818) 843-3366, Fax: (818) 843-3821, Pres./Buyer: Woody Wise; Mgr.: Barb Fillmore; Video (Cassette & Disc) (Distributor)

Labels Distributed: Video: Old Classics on Video ( Wholesale and Retail).

E.D.I., Inc., 3260 Trade Pl., San Diego, 92126, (619) 510-2200, (600) 654-6508, Fax: (619) 510-2276, Branch Mgr.: John Epitett; (Pre-Recorded Audio Tape, Video (Cassette & Disc) (Distributor)

Labels Distributed: Audio: Promotional Lines; Video: All Major Studios & Most Independents.

Pay-Per-Transaction:

Eastern Pacific Sounds, Inc., 6325 De Soto Ave., Ste. F, Woodland Hills, 91367, (818) 884-2334, Fax: (818) 884-1288, Pres.: M. Yozor; Vice Pres.: David Fons; Mgr.: Shin Tanaka; Buyer (Pre-Recorded Music): Tak Uchida; (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP's, 12-Inch, Singles)) (Distributor, Importer, Exporter)

Labels Distributed: Audio: Rosetta K, O.M. Record, O.M. Record, Audition.

Emperor Entertainment, 271 Bolinas Rd., Fairfax, 94930, 321-C E. Valero St., Santa Barbara, 93101, (415) 456-7867, Pres.: Mark Bredt; Buyer (Video): Roger A. Elman, N.S.C. (Video (Cassette & Disc) (Distributor, Licensee/Video)

Pay-Per-Transaction:


Encinitas Imports, 955 Second St., Encinitas, 92024, (619) 436-9589, (Distributor, Importer, Exporter)

Espee Records & Cassettes, 10747 Wilshire Blvd., Ste. 807, Los Angeles, 90024, (310) 824-3333, Fax: (310) 470-2111, (Distributor)


European Video Distributors, 2321 W. Olive Ave., Ste B, Burbank, 91505, (818) 848-5902, Fax: (818) 848-7665, Pres./Buyer (Video): Fred Fllick; Mgr.: Bela Bunch; Mgr.: Video (Bouvier, Video): Bonnie Ancliffe (Video (Cassette & Disc)) (Distributor)

Labels Imported/Distributed: Video: Studios from Hungary, Poland, Czechoslovakia and Argentina.

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Norwalk Record Distributors, 1193 Knollwood Cir., Anaheim, 92801, (714) 995-8110, (800) 874-6444, Fax: (714) 995-6294, Owner: Karen Merry. (Distributor)


Pacific Coast One-Stop

5958 Eton Ave., Chatsworth, 91311, (818) 709-3640, Fax: (818) 709-7722, Owner: Gary Chappell. (Distributor)

Label Distributed: Audio: Breakthru, Core, Heads Up, Musidisc, Sienna, Soundquest Recordings.

Rhythm, Old Homestead; Video: Cabin Fever; Cutouts/Oversstocks: Cut-Outs; Pay-Per-Transaction; Products/Accessories: Other: Music Books.

Paradigm Distribution, PO Box 16882, San Diego, 92176, 3343 Adams Ave., San Diego, 92116, (619) 563-1981, Fax: (619) 563-1982, Owner: Ken Merry. (Distributor)


Paradigm Distribution, PO Box 16882, San Diego, 92176, 3343 Adams Ave., San Diego, 92116, (818) 935-7774, Fax: (818) 935-0290, Pres/CEO: Suzanne Bell-Doucet; Buyer: Video/Video: Eric Reyes. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc) (Distributor, Importer, Exporter)


Optimism, Inc., 6355 Topanga Canyon Blvd., #309, Woodland Hills, 91367, Contact: Darin Davidson; Contact: Sherry R. Kay. (Distributor, Importer, Exporter)

Oxyronin, Inc., 9532 Quakertown Ave., Chatsworth, 91311, (818) 886-2850, Fax: (818) 886-6078, Vice Pres.: Doug Lexia, Gen. Mgr.: Dave Love. (Distributor)

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**Video Action**

708 W First St., Las Angeles, 90012, (213) 687-8262, Owner: Gregg S. Yokoyama, (Distributor)

Labels Distributed: Video: Sony, Video Action.

**Video City Distributors**

4066 Broadway, Oakland, 94611, (415) 654-6852, (415) 428-0202, Fax: (415) 654-7802, Mtg: Dist/Buyer: Bob Brown, (Distributor)


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**Video Trend, Inc.**


**Viking Entertainment, Inc.**

4520 Valerio St., Burbank, 91505, (818) 843-2105, Fax: (818) 840-8456, Dir: Jim McGraw, Vice Mtg: Rick Gabaldon, Buyer: Charlie Simmons, (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc) Records (LP's), Cutouts, Overstock, Accessories (Rack/Jobber))

Cutouts/Overstocks: Cutout Cassettes, LPs, CDS, Videos.

**Warner/Elektak/Atlantic Corp.,**


Western Distributors, 16141 Industrial Ct. Abn, 95603, (916) 888-0780, Owner: John Gardner, (Compact Disc, Pre-Recorded Audio Tape (Rack/Jobber))

**Western Record Sales Inc.,**

502 Seaport Ave., Richmond, 94804, (510) 235-8840, Fax: (510) 237-2400, Vice Mtg/Buyer: Vern Cupolillo, Distributor/Owner: Tura Ohman, Buyer (Accessories): Charlie Abee, (Distributor)

Labels Distributed: Video: Disney, Pro Arte, Quintessence, Telan, Nimco, BMG, Pro Jaz, Special Music, Constable, Black Union, Candi, Freedom, Triotika, Blue Flame, Mobile Fidelity, Products/Accessories: CD, Tape & Record Products: Discwasher, Alltop, Recoton, TDK, Maxell, Memorex; Storage & Carrying Cases: Case Logic, Napa Valley, Savoy, Cal Oak, LId, Blank Tape: BASF Scotch, Din, Head Phones: Sony, Koss, Recoton; Batteries: Duracell; Diamond Needles: Pentone.


Labels Distributed: Audio: W.E., Jazmin, Zion, Up; Video: W.E., Video, VTVT (Music Video Show).

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Products/Accessories: CD: Tape & Record Products: Memorex; Storage & Carrying Cases: Case Logic, Tree Dimensions, Audio Craft, & others; Blank Tape: That's Memorial, Fuji, & others; Head Phones: Koss.

**CD One**

13 Francis J. Clarke Circle, Bethel, 06801, (203) 786-6590, (800) 886-6686, Fax: (203) 786-8882, Pres: Alan Metzler, Vice Pres/Mgr: Ron Nick, Vice Pres/Sales/Manager: Jay Finck, Dir of Purchasing: Dave Carroll, (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Accessories) (One-Stop)

Products/Accessories: CD: Tape & Record Products: TDK, Memorex; Storage/Carrying Cases: Tree Dimensions, Case Logic, Blank Tape: Maxell, TDK, Denon, Sony, Memorex.

**Colorado**

**Baker & Taylor Video,** 1401 W. Bayaud Ave, Denver, 80223, (303) 656-1408, Fax: (303) 696-1621, Sales Mtg: Heather O'Connell, (Distributor, One-Stop)

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Labels Distributed: Audio: Rounder, Shanachie, Flying Fish, WEA, Alligator, Green Linnet, Rebel, Smithsonian/Folkways, Blacktop, Blind Dog, Taylor Park, CMH, Acorn, Alcazar, Biograph, County, Dargason, Delmark, Fogarty’s Cove, Folk Legacy, Fossil, Front Hill, Guard, Kaleidoscope, Rising Mic, Marimba, Metamora, GFL, Old Homestead, Archoole, PhiLO, Rohmen, Sugar Hill, Swallow, Yazoo.

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State Wide Distributing, PO Box 157, 223 W. Main, Portville, 48878, (517) 645-8044, Fax: (517) 645-2389. Owner/Buyer (Access): Norman Martens; Mgr/Buyer (Music: Video): Mark Martens; Advertising: Marie Martens. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Accessories) (Distributor, One-Stop, Rackjobber)


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Labels Distributed: Audio/Video: See New York Listing For Product Line.


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Dart Distributing Inc., 1815 W. River Rd., N. Minneapolis, 55411, (612) 525-5917. Pres: Allen S. Rolf; Mgr/Buyer (Audio Tape, Video (Cassette & Disc), Records) (Distributor)

Labels Distributed: Audio/Video: See New York Listing For Product Line.

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Sight & Sound Distributors, 5186 W. 76th St., Minneapolis, 55435, (612) 835-5566, (800) 388-6641, Fax: (612) 835-0616, Branch Mgr.: Pat Donahue, (Distribution, Rackjobber) Labels Distributed: Audio/Video: See St. Louis, MO, home office listing for product line.

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CML, Inc., 660 Harding, Saint Louis, 63043, (314) 291-0689, Fax: (314) 291-0938, Pres./Buyer: D. Michael Stewart, Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Accessories, (One-Stop), Products/Accessories: CD, Tape & Record Products: Pfanstiehl, Discwasher, Storage & Carrying Cases: Case Logic, Blank Tape: TDK, Maxell, Sony, Denton, Head Phones: Pfanstiehl, Memracs, Batteries: Eureka, Catholic Supply, 5851 Chippewa, St. Louis, 63109, The Disc-Connection, PO Box 430097, 2743 Sutton Ave., Saint Louis, 63143, (314) 644-5174, Fax: (314) 644-5174, Owner/Mgr/Buyer (Music): Phil Steinberg; Buyer (Videos): Kiehl Maceranka; Buyer (Accessories): Shira Birenbaum; Buyer (Singles & 12""), Michael Endert, (Compact Disc, Pre-Recorded Audio Tape, Records (LP's, 12"" Singles), (One-Stop), E.T.D., Inc./St. Louis, 1954 Innerbelt Bus. Center Dr., Overland, 63134, (314) 427-8080, (800) 321-4335, Fax: (314) 427-8302, Branch Mgr.: Chuck Spindler, (Pre-Recorded Audio Tape, Video (Cassette & Disc)), (Distributor), Labels Distributed: Audio: Promotional Lines: Video: All Major Studios & Most Independent, Pay-Per-Transaction.

Great Atlantic & Pacific Music Co., 3310 Samuel Shepard Dr., Saint Louis, 63103, (314) 531-6464, Fax: (314) 531-6464, Pres/Owner/CEO: Norman F. Haufreuter; Sales Mgr. & Buyer: Lester Neal; Office Mgr.: Bill Price, (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP's), Cutouts, Stockover, (Distribution), Labels Distributed: Audio: Cutouts & Overstocks.


The Electric Fetus, Inc.
2010 Fourth Ave. S., Minneapolis, 55404, (612) 870-1747, Fax: (612) 870-6466, Pres.: Keith Covart; Mgr.: Todd Haugaeas, Buyer (Pre-Recorded Music): Bill Wade, (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP's, 12""), Accessories, (One-Stop), Product/Products: Allsopp, Discwasher, Memracs, Jewel Boxes; Blank Tape: Denon, Maxell, That's Audio.

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Mid-America Record Service, Lieberman Entls., Inc., Sight & Sound Distributors, Record-Wide Distributors, Inc., Music Ent's of Missouri, Royal Mktg.,

1992 INTERNATIONAL BUYER'S GUIDE

FOR PRODUCT DISTRIBUTION.
House Distributors, 4128 Broadway, Kansas City, 64111, (816) 561-2744.

Mid-America Record Service, 7621 Troost, Kansas City, 64131, (816) 523-4080, (800) 759-277, Fax: (816) 822-9478, CEO: Jan H. Fichman; Mgt: Pat Kirk, Monica Girrard; Buyer: Phil Bourne. (Compact Disc, Pre-Recorded Audio Tape, Records, Cutouts) (One-Stop).

Music Ent's of Missouri, 24 Montauk Dr., St. Louis, 63146, (314) 991-8430, Fax: (314) 427-2229, Owner: Ken Schnitzmeier. (Distributor)


Record/Wide Distributors, Inc., 1755 Chase Dr., Fenton, 63026, (314) 343-7100, (800) 325-9690, Mgt: Randall Lye. (Pre-Recorded Audio Tape, Records, Cutouts, Overstock) (Distributor, Rackjobber).


Sight & Sound Distributors, 2055 Walton Rd., Saint Louis, 63114, (314) 426-2388, (800) 366-6601, Fax: (314) 426-1307, Pres.: J. D. Mandekier; Buyer (Pre-Recorded Music): Tim Coggeshall; Buyer (Videos): Paul Stark; Buyer (Accessories): Paul Stark; Mktg. Coord.: Carol Craven; St. Louis Branch Mgt: Dave Dawson. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc)) (Distributor, Rackjobber).


Products/Accessories: Other: Wide assortment of NES video game titles.

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**Lieberman Ent.,**, 1095 Spice Islands Dr., #101, Sparks, 89431, (702) 331-5301, (800) 328-2960, Branch Mgr: Buddy Parker. (Compact Disc, Pre-Recorded Audio Tape, Video Cassette & Disc), Records (LP's, 12-Inch, Singles), Computer Games, Accessories (One-Stop). Products/Accessories: CD Players: Magnavox, Sharp, Panasonic, Aiwa, Audio & Video Playback Equipment: Aiwa, Sharp, Magnavox, Panasonic, TEAC, Cerwin Vega; CD, Tape & Record Products: Alpso, Discwasher, Laser, Storage & Carrying Cases: Case Logic, Posso, Napa Valley, Tree Dimensions; Video Cassette Recorder: Panasonic, Magnavox, Samsung, Goldstar, Shinton; Blank Tape: Maxell, TDK, Sony, Fuji, Scotch JW, SMC, Laser; Head Phos. Koss, Recoton; Batteries: Millennium, Panasonic; Other: Componen Guard—Extended Warranty.

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950 Greeley Ave., Union, NJ 07083 (908) 686-3500, Fax: (908) 686-7735

**American Record Sales, Inc.**


**WHOLESALE & DISTRIBUTORS/NJ—91**

**Scorpio Music, Inc.**

PO Box A, 2500 E St., Trenton, NJ 08619 (609) 800-6000, Fax: (609) 800-0247, Pres.: John T. Gervasoni; Mgr./Buyer (Pre-Recorded Music). Steven S. Pareian (Compact Disc, Pre-Recorded Audio Tape, Records, Cuts, Oversstock, Distributor, One-Stop, Rackjobber, Importer, Exporter). Labels Distributed: Aud-o Scorpio. Cutouts/Oversstocks: CD's, Cassettes, LP's.

**Sound N Vision, Inc.,** 197 Kansas St., Hackensack, NJ 07601 (201) 489-6844, Fax: (201) 489-0563, Pres.: Michael Rehain; Mgr.: Tima Rehain. (Video, Cassette & Disc, Accessories). 7 million units in stock

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Princeton Record Exchange, 20 S. Tulane St., Princeton, 08542, (908) 921-0881, Pres.: Barry Weisfield; Mgr.: Brian Dornbach; Buyer (Pre-Recorded Music): Don Rett威名.(Retail).


Henry Rosenberg & Assoc., PO Box 1451, Englewood Cliffs, 07632, (201) 569-6560, Fax: (201) 567-1565, CEO: Henry Rosenberg; Mgr.: Carol Green. (Distributor).

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**Comics, Photos, Backstage Passes.**

Products/Accessories: CD Tape & Record Products; Max-ell; Storage & Carrying Cases: Coat: Blank Tape: Maxxell; Denon; Head Phones: Maxxell; Retail Operating Supplies; CD Blister, Jewel Boxes, Paper & Plastic Sleeves, LP Jackets, Cassette Shells, Shrinkwrap Film & Equipment; CD Blister Sealer.

**Prime One Stop Dist.,** 131 N. Michigan Ave, Kenilworth, 07033, (908) 245-5252, Fax: (908) 245-8126, Pres.: Ralph Schachtman, Mgr./Buyer: Music: Neal Schachtman, Buyer: Video, Acloys: David Casey, Compact Disc, Pre-Recorded Audio Tape, Records (Singles) (Distributor, One-Stop). Products/Accessories: CD Tape & Record Products: Alim; Storage & Carrying Cases: Labs, Blank Tape: TKD, Maxxell; Head Phones: Stanton.

Princeton Record Exchange, 20 S. Tulane St., Princeton, 08542, (908) 921-0881, Pres.: Barry Weisfield; Mgr.: Brian Dornbach; Buyer (Pre-Recorded Music): Don Rett威名.(Retail).

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Surplus Records, 560 Sylvan Ave., Englewood Cliffs, 07632, Fax: (201) 894-0429, Vice Pres.: Michael Maslin, (Distributor)


Titan United Corp., div. Colony Group Inc., 69 Van Reipen Ave., Jersey City, 07306, (201) 659-6006, Fax: (201) 659-0527, CEO: M. Roebel, (Distributor)


U.S. Laser Video Distributors, 561 Bloomfield Ave., Verona, 07044, (201) 235-7276, Fax: (201) 255-1474, David Goodman, (Distributor, One-Stop)


US Record Dist., 132 W. Main St., Rahway, 07080, (908) 962-7203, Pres/Buyer: Robert Meenan, Mgr/Buyer: Steve Capra (Compact Disc, Pre-Recorded Audio Tape, Records, Cutouts, Overstock) (Rock/roller, Exporter)

Cutouts/Overstocks: Cutouts, all labels.

Pay-Per-Transaction:

Video Cassette Sales, Inc., 1787 Morris Ave., 1st Floor, Union, 07083, (212) 822-0882, Mgr: Jonathan Kiser. (Distribution)

Video Treasures, 1787 Morris Ave., Union, 07083, (908) 964-5604, Fax: (908) 964-9946, Vice Pres.: George Port.

### PRODUCTS & DISTRIBUTORS/NJ-NM-NY

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Sound Solutions, formerly RecTrack (USA)

PO Box 6150, 39 Veronica Av., Somerset, 08875, (908) 846-0055, Fax: (908) 846-7769, Pres: Robert Marin. (Distributor)

Labels Distributed: Audio: Point, Zillion, See For Miles, Magnum, Castle Communications, Trojan, Demon, Arabesque.

Star Video Entertainment, L.P., 550 Grand St, Jersey City, 07302, (201) 333-4600, (800) 354-5452, Fax: (201) 333-1609, Pres: Bernard Herman, Mgr: Daniel Mirow, (Buyer: Videos), Marty Yanega, Apollo Duncan, Vice Pres. Arthur Bach. (Distributor)


AAA Pricerite Entertainment Corp.

PO Box 408, 61 Bennington Ave., Freeport, 11520, (516) 867-3770, Fax: (516) 867-3774, Pres: Lawrence Sonin, (Buyer: Recorded Music) L.L. Blaskey, (Buyer: Videos) L.L. Blaskey, (Buyer: Accessories): L.L. Blaskey. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records, Cutouts, Computer Games) (Export)

Mountain Coin Machine Dist., 2010 E. 4th St. NW, Albuquerque, 87107, (505) 345-7706, Fax: (505) 345-0885, Mgr: Art Greiner. (One-Stop)


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### WEST SIDE DISTRIBUTORS, INC.

PO Box 715, Tylar Park St., 1108 Grand Ave., North Bergen, 07047, (201) 866-5180, Fax: (201) 866-6219, Pres: Arturo J. Salz, Mgr: Hector J. Varaona, (Buyer: Pre-Recorded Music): Manuel A. Montero. (Compact Disc, Pre-Recorded Audio Tape, Records (LP's)) (Distributor)


### NEW ENGLAND

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AAA Pricerite Entertainment Corp.

PO Box 408, 61 Bennington Ave., Freeport, 11520, (516) 867-3770, Fax: (516) 867-3774, Pres: Lawrence Sonin, (Buyer: Recorded Music) L.L. Blaskey, (Buyer: Videos) L.L. Blaskey, (Buyer: Accessories): L.L. Blaskey. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records, Cutouts, Computer Games) (Export)


Cutouts/Overstocks: Blank audio & video cassettes, accessories.

A - A Record Dist. 850 Broadway, 507 Fifth Ave. (10017), New York, 10003, (212) 986-6707, Fax: (212) 533-4303, Fax: (212) 533-4849, Pres: Jay Sonin; Mgr: Ira Hirsch, (Buyer: Pre-Recorded Music) Sonin, Hirsh, F. Grimm, (Customer Service) J. Sonin, Foster Grimm, (Buyer: Accessories) Sonin, Hirsh, Grimm, 12" & Dance Music Buyer: Sigmund Simzyo. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records) (Distributor, One-Stop, Exporter)

Labels Distributed: Audio: All major & independent labels (domestic and imported). Video: All major and independent labels.

Cutouts/Overstocks: Blank audio & video cassettes, accessories.

A - 1 Record Sales, 528 W. 47th St., New York, 10036, (212) 246-1214, Mgr: Otto Wilkerson. (Records) (One-Stop)

A.S.T. Corp., Dist. Co., 244 E. Main St., Patchogue, 11772, (516) 654-1313, Fax: (516) 654-9995, CEO/Buyer: Alan Kusak. Buyer: Singles: Cathy Hunt. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records) (One-Stop) (Distributor)

Labels Distributed: Audio: Video Line is Music Only.

AV Comm Ltd., 21 Hanse Ave., Freeport, 11520, (516) 223-2570, Fax: (516) 222-2597, Chief: Sheldon E. Goldwitz. (Buyer: Accessories): Alan Gange. (Distributor)

Products/Accessories: Storage & Carrying Cases: Case Logic, Leslie Dime; Blank Tape: Denon, Maxell, TDK; Headphones: Latelles, Battricore: Maxell; Diamond needles: Panstieh & all major cartridges; Other: Air Comm Cables, wire & connectors.
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Pay-Per-Transaction


Distribuidora Nacional de Discos, 442 E. 14th St., Bronx, 10455, (212) 900-5541, Fax: (212) 900-1393, Chief Exec: L.R. Bernard; Mgr: Dolores Vera. (Distributor)

Donor Records Corp., 27 Grand Ave., Farmingdale, 11735, (516) 752-1770, Fax: (516) 752-1809, Pres/Buyer: Don Liberatori; Mgr/Buyer (Music): Diane Benenfeito (Compact Disc, Records (Singles) (One-Stop).

Double Arrow Record Co., Inc., 43-50 11th St., Long Island City, 11101, (718) 786-5989, Fax: (718) 706-0014, Pres: James C. Bantos; Mgr: Jean E. Bantos. (Compact Disc, Pre-Recorded Audio Tape, Records (LP’s) (Import))

Labels Imported: BBC, EMI (UK), Memoir, Music For Pleasure, President, Pickwick, and other UK Labels.

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Cutouts/Overstocks: Cut-outs & overstocks.

Pay-Per-Transaction

Educational Media Co., 2878 Bayview Ave., Wantagh, 11793, (516) 781-8728, Owner/Mgr/Buyer: Al Rubin. (Records) (Distributor)

Labels Distributed: Audio: MZA, Disneyland, Folkways, Rounder, CMS, A & M, Arista, Youngheart, RS, Mouse School, Ultrasonic, American melody, Round River, Caed- mon, Flying Fish, Tom Paxton Records, CBS, Family Com- munication, Peter Pan, Wonderland, Carly Pollis Records, MZA. Pay-Per-Transaction

Educational Record & Tape Dist. of America. PO Box 408, 61 Bennington Road, Liberty, 10952, (914) 686-3770, Fax: (914) 686-3774, Pres: Lawrence Sonin; Mgr/Dist: Sales: Jonathan Messeffol, (Compact Disc, Pre-Recorded Audio Tape, Video (Compact Disc & Disc), Records (LP’s), Cutouts, Overstock) (Distributor, One-Stop, Exporter)


Elegance & Zesty Dist. Records, 5027 Thruston Dr., Cicer, 13039, (516) 699-5813, Fax: (516) 695-7818, Pres/Mgr: Sylvester Wallace Sr; Buyer: Alicia Elaine Damps. (Com- pact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP’s), LP’s, 12-inch, Singles, Accessories) (Distributor, Importer, Exporter) Labels Distributed: Audio: Elegance, Zesty, Huff & Sides.


David Eskin, Inc., 400 Riverfront Dr., New York, 10025, (212) 749-4757, Fax: (212) 316-3756, Chief Exec: Rayja Eskin; Mgr: David Eskin. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP’s), Cassette (One-Stop), Exporter)

Labels Distributed: Audio: Major Domestic & Independent Labels; Video: Domestic, Import, Exporter.

Elsie Records, 243 W. 18th St., New York, 10011, (212) 999-7200, Fax: (212) 999-7200, Pres/Mgr: Elsie Records (Pre- Recorded Music): Jeff MacDonald, (Compact Disc, Pre-Recorded Audio Tape, Records (LP’s, 12-inch, Singles) (One-Stop, Exporter)

Handelman Co-Albany, 3 Cornell Rd., Airport Park, Rath, 12110, (418) 783-6436, Branch Mgr: Tom Novotny. (CD’s, Cassette, Import) Labels: Domestic, (Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP’s), Cutouts) (Distributor, Exporter)

Labels Distributed: Audio/Video: See Michigan Listings For Product Distribution.

Harbor Record Export Corp., 10 Chestnut St., Liberty, 12754, (914) 292-3334, Fax: (914) 292-1550, Pres: Michael H. Knack; Vice Pres: Linda Reeves. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP’s), Cassette, Cutouts, Overseas, Domestic) Labels Distributed: Importers: Most USA labels and numerous independents.

Hope Int’l Prods., Ltd., 315 W. 57th St., Ste 6-A, New York, 10019, (212) 247-3188, (212) 246-9490, Fax: (212) 307-0359, CEO: David King; Pres: Danny Bialik; Int’l Vice Pres: Wan- ner Ashley. (Distributor, Exporter) Labels: Cutouts/Overstocks: LP’s, 12-inch discs. Cassettes, CDs, Video, etc.

House of Gallants, Inc., 645 Titus Avenue, Rochester, 14617, (716) 544-3500, Fax: (716) 544-8890, Pres/Agency: Buyer: Armand Schraubrode (Mgr: (Pre-Recorded Music): Kim Simmons; Buyer (Video): Lou Remeto; Buyer: Bruce Schraubrode; Contact: Blaine Schraubrode, (Com- pact Disc, Pre-Recorded Audio Tape, Cutouts) (Distributor, Importer, Exporter)


Important Record Distributors, 187-07 Henderson Ave., Hollis, 11423, (718) 740-5700, Fax: (718) 740-5690, Pres.: Barry Korbir, Buyer (Pre-Recorded Music); (Imports) John Lala, Nat'l Sales Dir.: Dean Tabac, Export Sales (East Coast): S. Kott, (West) C. Staub, (Distributor)

InterBeemore, 1365 38th St., Brooklyn, 11218, (718) 633-2600, (800) 221-5802, Fax: (718) 633-4375, Vice Pres: Dan Martin, Vice Pres: Components: Jerry Canter (Distributor)

Interazna, 301 W. 53rd St., Ste. 19 E, New York, 10019, (212) 977-4830, Pres: Nicole Jouve. (Distributor, Importer)
Labels Distributed: Video: Foreign language titles.

Intercontinental Record & Cassette, Inc., 270 Osier Ave., Hauppauge, 11788, (516) 231-7171, Fax: (516) 231-8550, Pres: Stanley Sirote, Sales Mgr.: Alan McLachlan. (Distributor, Importer)

Keeling Reggae Video Dist., 190 W. 135th St., New York, 10030, (212) 283-5025, Fax: (212) 283-9987, Gen. Mgr./Buyer: Keeling Beckford. (Video: Cassette & Disc) (Distributor, One-Stop, Exporter)


Kingston Int'l, 3009 Chestnut Ave., Brooklyn, 11218, (718) 724-7644, Pres./Buyer (Music): Bob Sizag, (Other): Harold Sirote. (Compact Disc, Pre-Recorded Audio Tape, Records (LP's, 12-inch), Cutouts, Overstock) (Exporter)
Labels Distributed: Audio: Domestic sales of cutouts, overstocks, etc., all labels.

Koch Int'l Corp., 177 Confluent Rock Rd., Westbury, 11501, (516) 936-8261, Fax: (516) 936-8255, Pres.: Michael Koch, Buyer (Pre-Recorded Music): Fred Hoefer; Dir. Mktg. & Sales: Michael Rosenberg. (Distributor)

Labels Distributed: Audio: Koch Int'l Classics, Koch Schwann, Shanachie, Yazzo, Chando's, Melodiva, Mainstream, Smithsonian, Silva America, Prime Time, Supraphone, Orfeo, Bridge, CPO, Essay, Factory, MD&D, Nuova Era, Multisonic, Music & Arts, Ondine, Our Musical Past, Pearl, Presse, Bluebell, Jazzpoin, Fortane, Spirit Feel and others; Video: Shanachie, Yazzo.

LSC/Dutch East India, 81 N. Forest, Rockville Center, 11570, (Distributor)

Landmark Distributors, Inc., 1220 35th Ave., Long Island City, 11101, (718) 937-6363, Fax: (718) 937-3013, Pres.: Burt Golstein, Buyer (Pre-Recorded Music); NY) April Steven...
LITTLE MAJOR RECORDS DISTRIBUTORS, INC., 244 W. 54th ST., STE. 600, NEW YORK, 10019, (212) 751-7722, Fax: (212) 757-5767, Pres.: Mel Fuhrman; Mgr.: Richard Fuhrman, Buyer (Pre-Recorded Music); Michael Closter, Buyer (Videos); Ron Eyre, Buyer; Jack Maher, Director (Distributor)

Labels Distributed: Audios, Cassettes, Esquire, Little Major, Mixed Emotions, Se'Ya, Soundscreen/Little Major, Sovereign.

M.C.A. Dist., Corp., 1755 Broadway, 8th Floor, New York, 10019, (212) 841-8000, Fax: (212) 474-4193, Regional Branch Mgr.:

Rich Carniczio, Regional Mktg. Specialist; Gary Brody, (Distributor)

Labels Distributed: Audio/Video; See California Listing For Products:

M.C.M Distributors, 3672 nostrand ave., Brooklyn, 11229, (718) 332-0343, Fax: (718) 332-0447, Pres.: Meyer Myrian; Mgr.: Miguel Pena, Buyer (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP's, 12-inch, Singles), Accessories) (One-Stop)

Malverne Distributors, Inc., 35-35 35th st., Long Island City, 11106, (718) 392-5700, Fax: (718) 786-9390, Pres.: Jeremy Winston; Vice Pres.: Todd Van Gorder; Sales: Mark Bajen (Buyer-Premade Recorded Music); Tony Mascia (Distributor)

Branches: 329 Washington St., Woburn, MA, 01801, (617) 633-7346, Fax: 933-7459, Mgr.: M.C.M. (Overstock/Stock)

Labels Distributed: Audio: Amherst; Atlantic Int'l; Bainbridge; Benson Group, Boscan; Concord Jazz, D.J. Int'n; Disney, Early Bird, Envision, Group, GNP Crescent, Hot, Joe, Ktel, Kraze Noise, M & R, Mallaco, Megatone, Metropolitan, MicMac, Mutsy, Mutsy Mix, Next Plateau, On Top, Oona Rolf, PAIR, PAR, Pow Wow, Prakna, Savvy Gypsy, Sin-Drome, SOH, S Tomorrow

Midnight Inn' Records, Inc.

PO Box 390, New Chelsea St., New York, 10011, (212) 675-2762, Fax: (212) 741-7230, Pres.: J. D. Marfigno; Mgr.: Claire Bakas; Buyers: Jeff Smith, Ron Ball.

(Distributor, Exporter)

Compact Disc, Records (Distributor); Importer


Regio Irish Records & Tapes, Inc., 64 New Hyde Park Rd., Garden City, 11530, (516) 328-7800, (800) 854-3746, Pres.: Pad- dy Noonan; Vice Pres.: Margaret Noonan; Gen. Mgr.: Vin- cent M. Mullan; Dist. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records) (Distributor, Importer); Labels Distributed: Audio: Distributor of Irish, Scottish, Folk & Religious labels from Ireland, United Kingdom & United States. Labels Imported: DARA, Dolphin, Harmac, HARF, K-Tel, Lunar, RTE, Triskel, Regio Irish Video.

Release Records, 4348 Katanahe Ave., Bronx, 10470, (212) 324-0096, (800) 522-8863, CEO/Buyer (Music): Daniel J. Ryan. (Compact Disc, Pre-Recorded Audio Tape) (Distributor, Importer); Labels Distributed: Audio; Green Linnet, Invincible.

Labels Imported: Tara, Gaellin, Mother, Son, Dolphin, Harmac.

Rockin’ Rebels Inc., PO Box 92, Brooklyn, 11225, (718) 256-0009, Fax: (718) 692-4345, CEO/Adj. Buyer: Lance K. Kippel. (Distributor); Products/Accessories: Other: Rock & Roll Accessory Pros, such as shirts, jackets and other rock novelty products.

Rough Trade, 611 Broadway, Ste. 311, New York, 10012, (212) 777-0100, Fax: (212) 205-9314, CEO: Robin Hurley. Nat’l Sales Mgr.: Jack Sheehy; Buyer: Ull Elser. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP’s, 12-Inch, Singles)) (Distributor, Importer); Labels Distributed: Audio: Twin Tone, Genius, Absolute-A-Go-Go, Gioro Poetry Systems, Pitch A Tet, Okra, Bad Taste, C’est La Morte, Cow, Axis, One Little Indian, Young God, No 6, Vild, Mad Rover, SST, Touch & Go, Wax Trax, Alternative Tentacles, Daemon, Hey Day, Amphetamine Reptile, New Red Archive, Reckless, Matador, Bomp, Shimmy Disc, Mammoth, Research, Cruz, Boner, K. Epiplax, Texas Hot.


Rounder Records Dist., 42-15 Crescent St., Ste 305, Long Island City, 71101, (718) 937-9585, Fax: (718) 937-9587, Mgr.: David Nives. (Distributor); Labels Distributed: Audio: Ryko, Alligator, King, Sugar Hill, Ace, Charly, Flying Fish, Arhoolie, DRG, Black Top, RAS, Collectables, Hannibal, Sony Special Products, High-Tone, Vanguard, CMP, Stand Fisht, Fido, Green Linnet, Ruda.

Ruda Distributors, 915 Broadway, Buffalo, 14212, Owner: Don Ruda. (Distributor); Labels Distributed: Audio: All Polka labels.

S & J Record One Stop, 933 Morris Park Ave., Bronx, 10462, (212) 792-6031, Fax: (212) 829-4224, CEOs: Sal LaRocca, Jim Schefflin; Buyer (Pre-Recorded Music): Luis Flores; Buyer (Albums, Videos): Jim Schefflin; Buyer ( Singles): Ron Luba. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP’s, 12-Inch, Singles)) (One-Stop)

Scott Distributing Corp., 4217 Austin Blvd., Island Park, 11558, (516) 432-1234, Fax: (516) 432-7908, Pres.: Kenneth Kruglick; Buyer (Pre-Recorded Music): James Mule; Buyer (Videos): James Mule; Sr. Vice Pres.: Robert Kruglick; Exec. Vice Pres/Mgr: Harvey Kavlofizit. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc)) (Distributor, Rackjobber, Military Sales); Labels Distributed: Audio/Videos: All major brands.


Star City Records, PO Box 331, Fort Ann, 12827, (518) 798-5975.


Transcendent Record Sales & Record Theatre, 1800 Main St., Buffalo, 14208, (716) 693-9200, Fax: (716) 694-1420, Owner/Mgr.: Leonard Silver; Buyer (Pre-Recorded Music): Jim Primeranc; Buyer (Videos): Steva Silver; Music & Ac- cys: Buyer: David Golson, (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP’s, 12-Inch, Singles), Cutouts, Overstock, Accessories) (Distributor, One-Stop, Rackjobber, Importer, Exporter, Mgr: Ambertone Records); Labels Distributed: Audio: More than 356 Independent Labels.

Twinbrook Music, Inc., 227 W. 29th St., New York, 10001, (212) 947-0440, Fax: (212) 947-4587, Pres.: Jay Baer; Buyer (Pre-Recorded Music): Dave Ashley; Vice Pres/Mgr: Dan Moretti. (Compact Disc, Records (LP’s)) (Distributor, Exporter); Labels Distributed: Audio: Ainus, Brainchild, Capri, Chase Music Group, CMH, Eponite CDs, Higher Octave, L & R.

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Operations International Inc., PO Box 670244, Salt Lake City, 84529, (801) 973-8824, Fax: (801) 350-7783, Pres/Sales & Mktg. Dir.: Richard Chad; Vice Pres.: J. N. Chalk. Importer/Exporter/Producer. Labels Distributed: Audio: Blk Tape Video & Imports Audio and Video Tape.

Peter's Records, 2208 N. Zarzamora St., San Antonio, 78201, (512) 373-3203, Qsr Dist. (Records (Singles) (One-Stop).)


Southwest Wholesale Records & Tapes, Inc., 24514 Lookout Drive, #202, (713) 464-6505, (713) 479-0121, Fax: (713) 464-3769, Pres./Owner: Steve Ebell, Branch Mgr.: Jeff Crabb. (Record(s) (Lp's-12 inch), Accessories (One-Stop, Exporter). Labels Distributed: Video: All Majors & Most Independents.


Western Merchandising, Inc., 421 E. 34th Amiral, Kansas City, 64110, (816) 376-1086, Fax: (816) 376-2213, Pres. & Owner: John Marmaduke; Buyer (Pre-Recorded Music): Jerry Kiegle; Buyer (Video): Tommy Marshall; Buyer (Records): Jeff Allen; Buyer (Records/Video): Bob Snyder; Buyer (Records, Compact Disc): John Rose; Buyer (Children's, Cuts-out): Rosemary Owen; Buyer (Spanish): Victoria Fuentez.

Branches: 2301 Chovenatz Cir., Irving, 75038, (214) 550-2123, Pres. & Owner: John Marmaduke; Buyer (Pre-Recorded Music): Rhonda Gray; Buyer (Video): Bob Snyder; Buyer (Records): Jeff Allen; Buyer (Records/Video): Bob Snyder; Buyer (Records, Compact Disc): John Rose; Buyer (Children's, Cuts-out): Rosemary Owen; Buyer (Spanish): Victoria Fuentez.

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City Hall Records, 3038 21st Ave. W., Seattle, 98119, (206) 282-4820, Fax: (206) 294-4118, BranchMgr: George Roman- 
sic, (Compact Disc, Pre-Recorded Audio Tape, Records), (Distributor), Importer, Exporter

Labels Distributed:Imported:Audio/Vide ofSee California Listing For Product 

District List. Commodore, Inc., 6411 S. 216th Blvd, Fed, Ken, 98032, (206) 395-3515, Fax: (206) 395-0650, Sales Mgr: Sue Cubelton. (Video (Cassette & Disc) Distributor)

Labels Distributed:Audio/Vide ofSee Iowa Listing For Prod- 
duct Line.

Freddie Records, PO Box 4005, 80 S. Washington, Seattle, 98104, (206) 682-3200, Owner/Mgr/Buyer: Jim Burg. (Distributor)


General Record Service, Inc., PO Box 80286, Seattle, 98108, 6565 Seventh Ave. S., Seattle, 98109, (206) 767-7444, (206) 426-1219, Fax: (206) 762-4157. Gen Mgr/Buyer: Singles: Judy Edmonson, (Distributor)

Shop (Record Store) Mgr: First Impressions: Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Accessories (One-Stop), (One-Stop, Rackjobber)

Products/Accessories: CD, Tape & Record Products: Memorex, Plantone, Alasop, Storage & Carrying Cases: Case Logic, Memorex, Savory; Blank Tape; Memory, Fujii, TDK, Panasonic, Maxell, Head Phones: Memorex, Plantone; Batteries: Memorex, Maxell; Diamond Needles: PlastiLeith; Other: Plantone & Memorex Patch Cords & Cables.

WISCONSIN

Precision Sound 14926 33rd Ave. W., Ste A, Lynnwood, 98037, (206) 787-1030, Fax: (206) 787-1030, CEO/Pres: Frank Krammer, Vice Pres. Sales & Mktg: Russ Martin; Adv. Mgr: Janet Miller Johnson; Sales Coord: Doug Ashland; Buy CD: P. Sraill Larson; Buy (Pre-Recorded Music): Bill Larson. (Distributor)

Mail Order P.O. Box 362, Sheboygan, 53032, (414) 458-8660, Owner/Buyer: Dieder E. Helm, (Compact Disc, Pre-Recorded Audio Tape, Records, Cutouts) (Distributor)

Products/Accessories: CD, Tape & Record Products: Memorex, Plantone, Alasop, Storage & Carrying Cases: Case Logic, Memorex, Savory; Blank Tape; Memory, Fujii, TDK, Panasonic, Maxell, Head Phones: Memorex, Plantone; Batteries: Memorex, Maxell; Diamond Needles: PlastiLeith; Other: Plantone & Memorex Patch Cords & Cables.

Major Video Concepts Inc., 13105 Blue Mound Rd., 1st Floor W, Brookfield, WI, 53005, (414) 821-6130. (Distributor)

Labels Distributed:Video: See Indiana Listings For Prod- 
duct Distribution.

Important Record Dist., 3407 Hunter Blvd. S., Seattle, 98144, (206) 722-8060, Fax: (206) 722-0462, (Distributor)

Labels Distributed:Audio:See New York Listings For Prod- 
ducts Distributed.

Major Video Concepts Inc., 13221 SE 26th St., Bellevue, 98006, (206) 562-6900, (800) 956-1665, Branch Sales Mgr: Scott F. Farrand; Gons Mgr: Steve Thorsen; Warehouse Mgr: John Sunderland. (Distributor)

Labels Distributed:Video: See Indiana Listings For Prod- 
duct Distribution.

Major Video Concepts Inc., 5013 Pacific Hwy E., Ste 13, Fife, 98424, (206) 922-2503, (Distributor)

Labels Distributed:Video: See Indiana Listings For Prod- 
duct Distribution.

Naverre Corp., 4107 23rd Ave. S., Seattle, 98106, (206) 933-6492, (Distributor)

Labels Distributed:Audio: Ains, AJK, Atlanta Int'l, AVM, Oh- Sound, CSMH, Cruiser, CDD, Fresh, Golden Music, Head- 

Dairyland Prods., Inc., 2309 N. 36th St., #111, Milwaukee, WI, 53210, (414) 445-4872, (Distributor)

Eckins Record Shop, 127 Central Ave., Charleston, 25302, (304) 343-7833, Owner/Buyer: Douglas T. Eckins. (Compact Disc & Records) (Distributor) One-Stop, Jukebox Operators

Music Man Inc., PO Box 5375, 219 Fourth Ave., Huntington, 25703, (304) 522-7551, (304) 522-9911, Fax: (304) 523-9241, Pres/Mgr: W. Dale Rowe Jr, Buyers: Dale Rowe, Roger Russell, (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP's, 12-inch, Singles), Ac- cessories (One-Stop), (One-Stop, Rackjobber)

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WYOMING

Wolfe Communications, PO Box 362, Sheboygan, 53032, (414) 458-8660, Owner/Buyer: Dieter E. Helm, (Compact Disc, Pre-Recorded Audio Tape, Records, Cutouts) (Distributor)

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Labels Distributed:Audio/Vide ofSee Elk Grove Village, IL listing for product distribution.

U.S. TERRITORY

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Destiny Records, Inc., PO Box 26014, M.G.F., Dededo, 96912, (671) 632-7147, Fax: (671) 637-3789, Pres/Gen. Mgr: J Michael Teano. (Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Records (LP's, 12-inch, Singles), Cutouts, Accessories (One-Stop), (One-Stop, Rackjobber)

Products/Accessories: CD, Tape & Record Products: Allsop, Case Logic, Disc Wash, Recolon, Storage & Carrying Cases: CD Mate, Case Logic, MGM; Blank Tape: TDK, Sony, TDK, Maxell, Ampex, Denon, Head Phones: AKG, Koss, Diamond Needles: Stanton; Other: Remixed CDs & Records.

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B&P Plastic Graphics, Inc., 540 N. Eighth St., Richmond, IN, 47374, (800) 562-8365, Fax: (317) 962-7170, Pres.: Paul Bertsch IV. Display Racks—(CD, Record, Tape, Video, Display Cards—(CD, Record, Tape, Display Video).


CDisplay, PO Box 80323, Santa Clarita, CA, 91380, (805) 294-9010, Fax: (805) 294-1254, Pres./Sales Mgr.: Don Krat-iger; Mktg. Dir.: Pat Kratiger. Display Racks—(CD, Tape, Video).

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Creative Store Equipment, Inc., PO Box 933, Terrell, TX, 75160, (214) 563-5869, Pres./Sales Mgr.: Jerry White. Display Racks—(CD, Record, Tape, Video).

Crown Store Equipment Co., PO Box 400, 8200 W. Central, Toledo, OH, 43611, (419) 841-2271, Fax: (419) 843-3980, Pres.: Timothy Gerou. Browser Boxes—(CD, Record, Tape, Video; Display Racks—(CD, Record, Tape, Video; Divider Cards—(CD, Record, Tape, Video).


Billboard Products, PO Box 298, Mohonk Rd., High Falls, NY, 12440, (914) 697-6781, Fax: (914) 687-4324, Pres.: Daniel Gelles; Pres./North Atlantic Powder Coaters (Div. of Gelles Assoc.). Robert Yuratsits; Sales Mgr.: Robert S. Gelles; Mktg. Dir.: Joel Gelles. Browser Boxes—(CD, Record, Tape, Video; Display Racks—(CD, Record, Tape, Video; Other Wall Accessories for Slatwall, Pegboard, etc., Store Design, Floor Layout.


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Security Systems: Behind counter storage cabinets.

Sensoromatic Electronics Corp.
500 NW 12th Ave., Deerfield Beach, FL, 33442, (305) 427-9700, (800) 241-6678, Fax: (305) 428-0253, Reusable Security Packaging.

Shannon Data & Display
46 Westland Blvd., SW Atlanta, GA, 30331, (404) 691-0042, (800) 247-8399, Fax: (404) 691-6361, Vice Pres: Sales & Mktg: Ken Anderson, Browser Boxes—CD, Record, Tape, Video; Display Racks—CD, Record, Tape, Video.

Slawtwall Systems by Wind Mill

Star Title
PO Box 630, 1015 Park Ave., Lakewood, NJ, 08701, (908) 370-4404, Fax: (908) 364-4666, Philip: M. Falgares, Jr., Divider Cards—CD, Record, Tape, Video.

Sterling Title
2100 E. Ohio St., Pittsburgh, PA, 15202, (412) 322-4555, (412) 322-5073, Sales Mgr.: Edward Fedorich, Divider Cards—CD, Record, Tape, Video.

Technical Service Specialists, Inc.
PO Box 540, 90 Rt. 9 N, Astor Sq. #3, Rheineck, NY, 12572, (914) 876-3899, Fax: (914) 876-8362, Pres.: Chris Wassersbach, Sales: Paul Genther, Mktg. Dir.: Dave Verceletto, Construction Consultant: Steve Verceletto.

Display Racks—CD, Record, Tape, Video.

Video Marquees
PO Box 1620, 5401 China Rd., Diamond Springs, CA, 95619, (916) 622-7508, Fax: (916) 622-7799, Alan Steward, Mktg. Dir.: Rich Lile.

Visual Impact Products

Woodraft Industries, Inc.
PO Box 79500, 809 Burlington Rd., Fort Worth, TX, 76179, (800) 383-8961, Fax: (817) 847-6929, Lynn: MaCaulay; Sales Mgr./Mktg. Dir.: Neil E. Bubiri.

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In this section...

- Blank & Bulk Tape Manufacturers
- Blank Tape Loaders
- Consumer Tape Product Charts
- Pro Tape Product Charts
- Cartridges, Cassettes, Reels & Other Parts
- Jewel Box Manufacturers
- Raw Materials
- Envelopes & Mailers
- Jackets & Sleeves
- Labels
- Polybags & Shrinkwrap
Some text is missing or incomplete from the image.
Tandy Electronic Media, 1600 Memorex Dr., Santa Clara, CA 95050, (408) 986-3100, Fax: (408) 982-5102, Pres.: Jack Takaij; Sales Mgr.: Yoko Yokoi; Prod. Mgr.: Steve Diamond.

Tandy Electronics Corp., Consumer Services 12 Hartz Park Dr., Port Washington, NY 11050, (516) 625-0100, (800) 835-6277, Fax: (516) 625-0171, Pres.: Takashi Takaij; Sales Mgr.: Chuck Roth; Vice Pres.: Sales: Koyo Yokoi; Prod. Mgr.: Steve Diamond.

Tandy Magnetic Media, 1600 Memorex Dr., Santa Clara, CA 95050, (408) 986-3100, Fax: (408) 982-5102, Pres.: Jack Takaij; Audio/Video Sales Mgr.: Terry Semon; Video Technical Assistance: John Clements; Dir. Marketing: Charles Yu; Sales Mgr.: Robert Barnes; Video Tape Sales Mgr.: Ed Havens.

Sony Magnetic Products Group of America 1 Sony Dr., Park Ridge, NJ 07656, (201) 930-7072, Fax: (201) 930-5600, Pres.: Diane Takagi; Product Mgr.: Les Burger; Consumer Product Mgr.: Howard Podolnick; Consumer Product Mgr.: Steve Tenny; Professional Mgr. Dk: Ken Windemian.


BLANK TAPE LOADERS


Audio Accessories Co., 1 Connective Ave., Enfield, CT 06082, (860) 878-5989, Tape Sales Mgr.: John S. Malone.

Burlington Audio/Video, 30360 rug Rd., suburban, IL, 19972, (517) 690-1144, Fax: (517) 691-3191, Pres.: Hunt Wright; Video Sales: Tom Johnson; Technical Assistance: John Clements; Dir. Marketing: Charles Yu; Sales Mgr.: Robert Barnes; Video Tape Sales Mgr.: Ed Havens.

Crest Cassette Corp., 415 N. Figueroa St., Wilmingon, CA 90714, (213) 835-8677, Fax: (213) 835-7892, Pres.: William Johnson.


Goldstar Electronics Int'l., Inc., 1000 Sylvania Ave., Englewood Cliffs, N.J. 07632, (201) 816-2144, (201) 846-2000, Fax: (201) 816-0742, Pres.: Song Bok Sun; Bulk Tape Sales Mgr: Charles Han; Dir. & Sales Mgr.: Mitchell Rawitz; Goldstar Tape Sales Mgr.: Lauren Fidler.

Imperial Tape Co., Inc., 1946th St., Santa Monica, CA 90404, (310) 396-2008, (800) 736-8273, Fax: (310) 396-8694, Pro. Sales Mgr.: Iain Martin; Contact: Howard E. Ganz.

Int'l 1s⎢Historic Files, 5333 So. Archer Ave., Chicago, IL 60609, (312) 927-2000, Fax: (312) 436-2427, Mktg. Dir.: Frank Weinberg.


KABA Audio Products, 24 Commercial Blvd., Novato, CA 94949, Fax: (415) 863-3349, Pres.: Cheryl Counts; Audio/Video Sales Mgr.: Thomas Anderson; Sales Mgr.: Tony Lynn.

Lifton Recording Services, 1214 E. Fullerton Ct., Springfield, VA 22153, (559) 536-5930, Fax: (703) 455-5600, Pres.: Harold Lion; Sales Mgr.: Karen Blackwell; Mktg. Dir.: Richard Lion.

Lorcan Cassettes & Audio Products, 10 & Clark St., Warren, PA 16095, (800) 633-0545, (814) 723-8600, Fax: (814) 723-9490, Pres.: Robert T. Loranger; Audio Tape Sales Mgr.: Randy Brown.

Luna Tapes Ltd., 126 Dayton St., Yellow Springs, OH, 45387, (513) 767-7354, Fax: (513) 767-2282, Pres.: Chris Hertzler; Sales Mgr.: Joe Lalock.


Magnetic Technologies, Inc. 818 18th Ave., S. Nashvillle, TN 37203, (615) 254-7001, Fax: (615) 254-6685, Owners: Mack & Maurine Evans.

Maiden America Corp., PO Box 24979, San Jose, CA 95154, (408) 978-8857.

Maxi Cassette Prod., Inc., 1442 E. Arrow Hwy, Upl. P., Irvine, CA 92760, (714) 979-1950, Fax: (714) 356-1644, Fax: (714) 357-1666, Pres.: Michael Aris.


National Tape Corp., 1150 48th St., N. Nashville, TN 37209, (615) 383-6781, Fax: (615) 383-7166, Pres.: Jerry Hutchinson; Vice Pres.: Thomas Bell.

National Tape Distributors, Div. of Kent-Del Prodns., Inc., 1501 State Blvd., First Floor, Dayton, OH 45409, Vice Pres.: Donald W. Whiteman.


Magnetic Technologies, Inc. 818 18th Ave., S. Nashvillle, TN 37203, (615) 254-7001, Fax: (615) 254-6685, Owners: Mack & Maurine Evans.

Maiden America Corp., PO Box 24979, San Jose, CA 95154, (408) 978-8857.

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National Tape Corp., 1150 48th St., N. Nashville, TN 37209, (615) 383-6781, Fax: (615) 383-7166, Pres.: Jerry Hutchinson; Vice Pres.: Thomas Bell.

National Tape Distributors, Div. of Kent-Del Prodns., Inc., 1501 State Blvd., First Floor, Dayton, OH 45409, Vice Pres.: Donald W. Whiteman.
### AUDIO CASSETTE

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<tr>
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<td>HD6</td>
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<td>MXG</td>
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<td>OR II</td>
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<td>FR-Bx</td>
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### CONSUMER PRODUCTS ONLY

These products are sold at retail consumer markets.

### CONSUMER PRODUCT CHART KEY

- **A - Z** = Macro Tape Products
- **M - Z** = MemTek Products
- **A - M** = U.S. Blank Tape Products

### CONSUMER PRODUCT CHART KEY

- **A** = Universal Security Instruments, Inc.
- **B** = Sony Magnetic Products Group of America
- **C** = Tape Div.
- **D** = TDK Electronics Corp., Consumer Services
- **E** = Sunkong Magnetic/America, Inc., Consumer Products (SKC Brand)
- **F** = General Magnetic/America, Inc., Consumer Products Div.
- **G** = JVC Co. of America, Consumer Products Div.
- **H** = Maxell Corp. of America
- **I** = Maxtek Products (Memorex Brand)
- **J** = Nakamichi America Corp.
- **K** = Matsushita Electric Indus., Inc.
- **L** = Matsushita Electric Indus., Inc.
- **M** = Media Products Div.
- **N** = Magnavox Corp.
- **O** = Media Products Div.
- **P** = MemTek Products
- **Q** = Nakamichi America Corp.
- **R** = Recording Tape Products
- **S** = Suntok Magnetic Products
- **T** = Sony Magnetic Products Group of America
- **U** = U.S. Blank Tape Product Charts
- **V** = Video Products Div.
- **W** = West Germany
- **X** = Xerox Corp.
- **Y** = Yamaha Corp.
- **Z** = Zenith Corp.
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<tr>
<td>TR 750</td>
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## DAT

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<td>BASF Corp. Information Systems</td>
<td>R-60 90, 120</td>
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<td>DIC Digital Supply Corp.</td>
<td>R 30, 46, 60, 90, 120</td>
<td>MT</td>
<td>$7.00, $7.50, $8.00, $8.50, $10.00</td>
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<td>S-VHS</td>
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<td>VHS-C</td>
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## VIDEO CASSETTE

### AUDIO OPEN REEL

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<td>(NS)</td>
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<td>HGX M 8mm Series</td>
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<tr>
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<td>HG</td>
<td>T120</td>
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<td>TC 20</td>
<td>VHS-C</td>
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<td>TC 30</td>
<td>VHS-C</td>
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VIDEO CASSETTE

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<tr>
<th>SERIES/LINE PRODUCT</th>
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<th>COATING</th>
<th>SUGG. LIST PRICE</th>
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<tr>
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<td>Panasonic Co., Special A/V Products</td>
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<td>VHS</td>
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<td>VHS</td>
<td>F0</td>
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<td>Planasiehl Chemical Corp.</td>
<td>TV</td>
<td>VHS</td>
<td>(NS)</td>
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<td>Sony Magnetic Products Group of America</td>
<td>V</td>
<td>T120,160</td>
<td>VHS</td>
<td>6.69 $7.99</td>
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<td>P6-15-150</td>
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<td>MNP</td>
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<td>HD X Pro VHS</td>
<td>T120</td>
<td>VHS</td>
<td>Ultrafine SAV</td>
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<td></td>
<td>HFi</td>
<td>T120</td>
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<td>E-EG</td>
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<td>VHS</td>
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<td>HS</td>
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<td>SAV</td>
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VIDEO CASSETTE

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<td>SAV</td>
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<tr>
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<td>TC E-HG</td>
<td>T20,30</td>
<td>VHS-C</td>
<td>SAV</td>
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<td>E-HG 8mm</td>
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<td>8mm</td>
<td>Ultrafine SAV</td>
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<td></td>
<td>HS 8mm</td>
<td>P6-30,60,90,120</td>
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<td>SAV</td>
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<td>ME Hi-B</td>
<td>P6-90,120</td>
<td>Hi-B</td>
<td>ME Metalox</td>
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<td>Hi-B</td>
<td>SFX</td>
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<td>Thomson Consumer Electronics (RCA/GE)</td>
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<td>T120</td>
<td>VHS</td>
<td>(NS)</td>
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<tr>
<td></td>
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<td>(NS)</td>
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<td>T20w</td>
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<td>ST120</td>
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<td>S-VHS</td>
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<td>STC20</td>
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<td>S-VHS-C</td>
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<td></td>
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<td>3M Consumer Video &amp; Audio Prod. Div.</td>
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<td>VHS</td>
<td>(NS)</td>
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<td>EG*</td>
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<td>VHS</td>
<td>(NS)</td>
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<td>T120</td>
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<td>ExG Hifi</td>
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<td>Pro Cam</td>
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<td>S-VHS-C</td>
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<td>Universal Security Instruments, Inc.</td>
<td>V 200 SHG</td>
<td>T120</td>
<td>VHS</td>
<td>UFG</td>
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# U.S. Blank Tape Product Charts - PRO-INDUSTRIAL PRODUCTS ONLY

These products are used for superior audio performance in studios and/or duplication of prerecorded products and commercials. The video products listed are for broadcast reproduction and for high speed duplication and other professional video applications.

## AUDIO CASSETTE

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN.)</th>
<th>COATING</th>
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<tbody>
<tr>
<td>Ampex Recording Media Corp.</td>
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<tr>
<td>472 Studio Audio</td>
<td>C-5 to C-90</td>
<td>GF3</td>
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<tr>
<td>672 Professional Audio</td>
<td>C-30 to C-90</td>
<td>GF3</td>
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<tr>
<td>Amtran, Inc.</td>
<td>C-5 to C-90</td>
<td>(NS)</td>
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<tr>
<td>BASF Corp. Information Systems</td>
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<tr>
<td>Ferro Extra I</td>
<td>C-50,90</td>
<td>F0</td>
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<tr>
<td>Ferro Super I</td>
<td>C-50,90</td>
<td>MF0</td>
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<tr>
<td>Chrome Extra II</td>
<td>C-60,90</td>
<td>C/02</td>
</tr>
<tr>
<td>Chrome Maxima II</td>
<td>C-60,90</td>
<td>C/02</td>
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<tr>
<td>CertiMy Corp.</td>
<td>Low Noise C-60,90</td>
<td>Lnt(Fe)</td>
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</table>
<pre><code>                              | High Density C-30,45,60,90,120 | Lnt(Fe) |
                              | CTX C-90             | C/02    |
</code></pre>
<p>| Denon America, Inc., Tape Div. |                     |         |
| DX1                 | C-60,90             | (NS)    |
| HD6                 | C-60.75,90.100      | (NS)    |
| HD7                 | C-60.75,90.100      | (NS)    |
| HD8                 | C-60.75,90.100      | (NS)    |
| HDM                 | C-60.75,90.100      | (NS)    |
| Fuji Photo Film U.S.A., Inc., Pre Div. |              |         |
| DR-I                | C-60.90             | FX      |
| DR-II               | C-60.90.100         | BRX     |
| FR-Rs               | C-60.90.100         | BRX     |
| FR-Rs Pro           | C-60.90.100         | BRX     |
| FR-Metal            | C-60.90.100         | MTX     |
| Goldstar Electronics Int'l, Inc. |          |         |
| HD                  | C-45 to C-90        | (NS)    |
| HP                  | C-45 to C-90        | (NS)    |
| HR                  | C-45 to C-90        | (NS)    |
| HZ                  | C-45 to C-90        | (NS)    |
| Chrome              | C-45 to C-90        | C/02    |
| Metal               | C-45 to C-90        | PM      |
| Lion Recording Services, Inc. |             |         |
| LRS Normal          | C-30.62.92.122      | T1      |
| LRS Chrome          | C-10 to C-92        | C/02    |
| Loran Cassette &amp; Audio Products |                              |         |
| ES2 (ESQ)           | C-90                | HB      |
| Studie Blank        | C-5 to C-90         | HB      |
| Maxell Corp. of America |                     |         |
| Communicator Series | C-30,45,60,90,120  | FGM     |
| Duplicator Series   | C-30,45,60,90,120  | FGM     |
| MemTek Products (Memorex) |                   |         |
| CDX                 | C-90.110            | Metal TIV |
| HBS                 | C-46.60.76.90.100,110 | T1     |
| HRX                 | C-60.90             | T8      |
| MRX                 | C-60.90             | T1      |
| dBS                 | C-46.60.90,110,120  | T1      |
| Dire I              | C-50.100            | T1      |
| Dire II             | C-50.90,110         | T1      |</p>

## AUDIO CASSETTE

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<th>SERIES/LINE PRODUCT</th>
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<td>SX</td>
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<td>HC</td>
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<td>SXX</td>
<td>C-90</td>
<td>F0D</td>
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<tr>
<td>EX1-CX0</td>
<td>C-90</td>
<td>FCR</td>
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<td>ZX</td>
<td>C-90</td>
<td>MTY</td>
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<td>Omni Magnetics Corp.</td>
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<td>Premium Ferris (PF)</td>
<td>C-60.90</td>
<td>HE</td>
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<td>Ultra Dynamic (UD)</td>
<td>C-46.60,90.120</td>
<td>HD</td>
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<td>RAKS Corp. of America, Inc.</td>
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<td>ED-SX</td>
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<td>T1</td>
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<td>CD-SX</td>
<td>C-60.90</td>
<td>T1</td>
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<td>SD-SX</td>
<td>C-60.90</td>
<td>T1 SDX</td>
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<td>HF</td>
<td>C-60.90</td>
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<td>UX</td>
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<td>Metal SR</td>
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<td>Sunkyung Magnetic/America, Inc., Pro Prods.</td>
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<td>Laser Plus</td>
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<td>FeD</td>
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<td>TDK Electronics, Pro. Prods. Div.</td>
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<td>Duplication Master (ZM)</td>
<td>C-30,46.60,90,120</td>
<td>PGF</td>
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<td>Medical Master (ME)</td>
<td>C-60.90.120</td>
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<td>Instant Start Acoustic Master (AL)</td>
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<td>Acoustic Master (AM)</td>
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<tr>
<td>TCR</td>
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## PRODUCT CHART KEY

<table>
<thead>
<tr>
<th>DC—cassette</th>
<th>F—ferric</th>
<th>HE—high energy</th>
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<tbody>
<tr>
<td>BL-back lubricated</td>
<td>FC—ferrocal</td>
<td>PM—pure metallic ferric</td>
</tr>
<tr>
<td>C—chrome</td>
<td>FCC—ferric colloid</td>
<td>PMA—pure magnetite colloid</td>
</tr>
<tr>
<td>CM—magnetic amorphous MP</td>
<td>FCO—ferric oxide</td>
<td>PX—Plexiglass</td>
</tr>
<tr>
<td>CH—cartridge</td>
<td>FO—ferric oxide</td>
<td>SAM—super alloy metal</td>
</tr>
<tr>
<td>CM—cassette</td>
<td>FL—ferrocal</td>
<td>SAW—Super Alloys</td>
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<tr>
<td>CM—cassette metal</td>
<td>FN—ferric oxide</td>
<td>SN—super alloy metal</td>
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<tr>
<td>CM—cassette soluble</td>
<td>FNO—ferric oxide</td>
<td>SN—super alloy metal</td>
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<td>GO—cartridge</td>
<td>FE—ferric oxide</td>
<td>FP—Ferrite</td>
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<td>O2—magnetite</td>
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<td>FD—ferric oxide</td>
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<td>DC—double coated</td>
<td>F2C—ferric oxide</td>
<td>FP—ferric oxide</td>
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<td>F2C—ferric oxide</td>
<td>FPF—ferric oxide</td>
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<tr>
<td>DC—double coated</td>
<td>F2C—ferric oxide</td>
<td>FPC—ferric oxide</td>
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<td>DB—double layer</td>
<td>GD—gamma ferric oxide</td>
<td>G1—gamma ferric oxide</td>
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<tr>
<td>DC—double coated</td>
<td>GD—gamma ferric oxide</td>
<td>G2—gamma ferric oxide</td>
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<tr>
<td>DC—double coated</td>
<td>GD—gamma ferric oxide</td>
<td>G3—gamma ferric oxide</td>
</tr>
</tbody>
</table>
TECHNOLOGY
HAS CREATED MACHINES
TO DUPLICATE THE ENTIRE SOUND SPECTRUM

SUNKYONG
HAS CREATED MAGNETIC TAPE
TO DUPLICATE THE ENTIRE SOUND SPECTRUM

Sunkyong has created the ultimate in magnetic duplicating tape to meet the needs of today's technology. From the clarity of classical orchestration to the cutting edge of hard rock, you want the quality and consistency of Sunkyong. Insist on Sunkyong UCR Chrome Tape for music duplication of unsurpassed excellence. Depend on MCX Cobalt for high quality duplication from digital masters. Rely on Sunkyong SKX Ferric, the premium grade tape for music duplication. Specify Sunkyong SH Duplicating Tape for the last word in spoken word.

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Professional Products

Sunkyong Magnetic/America Inc., 4041 Via Oro Ave. Long Beach, CA 90810 1-800-331-5729 Outside CA 1-800-237-8372 Technical support and inquiries may be directed to Sunkyong's Technical Center located in Long Beach, CA.
# U.S. Blank Tape Product Charts—PRO-INDUSTRIAL PRODUCTS ONLY

## AUDIO CASSETTE

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
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<td>Suono</td>
<td>C-46,60,74,90</td>
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<tr>
<td>CD-IV</td>
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<td>TIV, NSTM</td>
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<td>C 74,90,100</td>
<td>SAM II</td>
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<td>C 74,90,100</td>
<td>SOG</td>
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<td>CD-I</td>
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<td>C 30,60,90</td>
<td>F0</td>
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<td>AVX Pro Cassettes</td>
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<td>IRC Instant Record</td>
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<td>406/407 Mastering Tape</td>
<td>1/4, 1/4, 1, 2</td>
<td>600/1200,2500,5000</td>
<td>F0</td>
</tr>
<tr>
<td>456 Grand Master</td>
<td>1/4, 1/4, 1, 2</td>
<td>600/1200,2500,3750,5000</td>
<td>F0</td>
</tr>
<tr>
<td>467 Digital</td>
<td>1/4, 1/4</td>
<td>4600/7200,9700</td>
<td>F0</td>
</tr>
<tr>
<td>478 Low Print</td>
<td>1/4, 1/4</td>
<td>600/1200,2500,5000</td>
<td>F0</td>
</tr>
<tr>
<td>641/642</td>
<td>1/4</td>
<td>900/1800,3600</td>
<td>F0</td>
</tr>
<tr>
<td>651</td>
<td>1/4</td>
<td>1200,2400</td>
<td>F0</td>
</tr>
<tr>
<td>661</td>
<td>1/4</td>
<td>3600</td>
<td>F0</td>
</tr>
<tr>
<td>Audipak, Inc.</td>
<td>17 Series/Studio</td>
<td>1/4</td>
<td>1800,3600</td>
</tr>
</tbody>
</table>

## BASF Corp. Information Systems

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>TAPE WIDTH</th>
<th>LENGTH (FT)</th>
<th>COATING</th>
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</thead>
<tbody>
<tr>
<td>PEM 369 Studio Mastering Tape</td>
<td>1/4</td>
<td>3600</td>
<td>FeO</td>
</tr>
<tr>
<td>PEM 468 Studio Mastering Tape</td>
<td>1/4, 1/4, 1, 2</td>
<td>1250,2500,5000</td>
<td>FeO</td>
</tr>
<tr>
<td>PEM 469 Studio Mastering Tape</td>
<td>1/4, 1/4, 1, 2</td>
<td>1250,2500,5000</td>
<td>FeO</td>
</tr>
<tr>
<td>PEM 526 Bim Mastering Tape</td>
<td>1/4, 1/4, 1, 2</td>
<td>2400</td>
<td>FeO</td>
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## Maxell Corp. of America

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>TAPE WIDTH</th>
<th>LENGTH (FT)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>UD Reel (7&quot; &amp; 10&quot;)</td>
<td>1/4</td>
<td>1800,3600</td>
<td>EO</td>
</tr>
<tr>
<td>XL Reel (7&quot; &amp; 10&quot;)</td>
<td>1/4</td>
<td>1800,3600</td>
<td>EO</td>
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</table>

## Sony Magnetic Products Group of America

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>TAPE WIDTH</th>
<th>LENGTH (FT)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>D-1/8 730</td>
<td>1/8</td>
<td>2,390</td>
<td>GFO</td>
</tr>
<tr>
<td>D-1/4 1460</td>
<td>1/4, 1/4</td>
<td>4,790</td>
<td>GFO</td>
</tr>
<tr>
<td>D-1/4 2190</td>
<td>1/4</td>
<td>7,180</td>
<td>GFO</td>
</tr>
<tr>
<td>D-1/4 2920</td>
<td>1/4</td>
<td>9,550</td>
<td>GFO</td>
</tr>
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</table>

## Tandy Magnetic Media

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>TAPE WIDTH</th>
<th>LENGTH (FT)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>TR 750</td>
<td>1/4</td>
<td>1200/1800,3600</td>
<td>Type I</td>
</tr>
<tr>
<td>TR 18</td>
<td>1/4</td>
<td>1200/1800,3600</td>
<td>Type I</td>
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</table>

## 3M Co. Professional Audio/Video

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>TAPE WIDTH</th>
<th>LENGTH (FT)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>254/5223 Mastering Tape</td>
<td>2&quot;, 1/4&quot;, 1&quot;</td>
<td>1200/1800,2500,3600</td>
<td>FO</td>
</tr>
<tr>
<td>250 Mastering Tape</td>
<td>2&quot;, 1/4&quot;, 1&quot;</td>
<td>1200,2500,5000</td>
<td>FO</td>
</tr>
<tr>
<td>806/807 HQLP Mastering Tape</td>
<td>2&quot;, 1/4&quot;, 1&quot;</td>
<td>600/900/1200,1800/2500,3600</td>
<td>FO</td>
</tr>
<tr>
<td>806/809 MMLP Mastering Tape</td>
<td>1/4</td>
<td>600,900/1200,1800/2500,3600</td>
<td>FO</td>
</tr>
<tr>
<td>996 Mastering Tape</td>
<td>2&quot;, 1/4&quot;, 1&quot;</td>
<td>1200,2500,3750,5000</td>
<td>FO</td>
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</table>

## DAT

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
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<tbody>
<tr>
<td>Ampex Recording Media Corp.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>467 DAT</td>
<td>R 30 to R 80</td>
<td>MP</td>
</tr>
<tr>
<td>467 Datpak</td>
<td>R 30 to R 120</td>
<td>MP</td>
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## BASF Corp. Information Systems

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
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<tbody>
<tr>
<td>8026/827/8614 Lagging Tape</td>
<td>1&quot;, 1.5&quot;, 1/4&quot;</td>
<td>3600/4800,7200,10800</td>
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## Denon America, Inc., Tape Div.

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
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</thead>
<tbody>
<tr>
<td>R DAT</td>
<td>R 90,120</td>
<td>(HS)</td>
</tr>
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</table>

## Fuji Photo Film U.S.A., Inc., Pro Div.

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAT</td>
<td>R 60,90,120</td>
<td>SF MTX</td>
</tr>
</tbody>
</table>

## Goldstar Electronics Int'l, Inc.

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pro DAT</td>
<td>R 30,46,60,90,120</td>
<td>PM</td>
</tr>
</tbody>
</table>

## Loran Cassettes & Audio Products

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maxell Corp. of America</td>
<td></td>
<td></td>
</tr>
<tr>
<td>R DAT</td>
<td>R 46,60,90,120</td>
<td>CAMP</td>
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</tbody>
</table>

## Nakamichi America Corp.

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAT</td>
<td>R 46,60,90,120</td>
<td>MTY</td>
</tr>
</tbody>
</table>

## Panasonic Co., Special A/V Products

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>R DAT</td>
<td>R 46,60,90,120</td>
<td>(HS)</td>
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</tbody>
</table>

## RAKS Corp. of America, Inc.

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAT</td>
<td>R 60,90,120</td>
<td>ML/BC</td>
</tr>
</tbody>
</table>

## Sony Magnetic Products Group of America

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Audio (DA)</td>
<td>R 60,90,120</td>
<td>SFX PMP</td>
</tr>
</tbody>
</table>

## 3M Co. Professional Audio/Video

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAT</td>
<td>R 46,60,90,120</td>
<td>MP</td>
</tr>
</tbody>
</table>

## DIGITAL U-MATIC AUDIO

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ampex Recording Media Corp.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>467 Digital Audio</td>
<td>DA 30,60,75,80</td>
<td>MP</td>
</tr>
</tbody>
</table>

## Maxell Corp. of America

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>PLAYING TIME (MIN)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>KCA-DA</td>
<td>KCA-30,60</td>
<td>ED</td>
</tr>
<tr>
<td>KG-DA</td>
<td>KG-75</td>
<td>ED</td>
</tr>
</tbody>
</table>
NEW MQ™ SERIES.
MASTER QUALITY DIC///DAT
FOR THE ULTIMATE QUALITY MASTER.

DIC///DAT introduces its new MQ Series DAT tape. Master Quality media crafted with second-generation technical improvements based on extensive R&D and feedback from audio pros in the field. The one DIC///DAT perfected for professional use.

- NEW MQ “Formulation Finish” reduces friction and provides more efficient tape-to-head contact for superb performance even in the face of high search and rewind speeds.
- NEW MQ proprietary DIC MicroFinity metal particle technology creates a consistently high quality magnetic medium for uncompromising professional DAT recording.
- NEW MQ exclusive DIC///DAT tape lengths include an extra two minutes for tone recording, test signals and pre-roll identification—as well as the industry's only 15–30 minute DAT cassettes for small programs, demos and test tapes.
- NEW MQ dust-busting cassette design virtually eliminates recording errors and tape jamming due to environmental contamination.
- NEW MQ unique window calibrations for easier reading and more accurate time judgment.
- NEW MQ extra-strong DIC///DAT cassette shell made in the U.S., with new window ribs for increased stability, 100% anti-static plastic, and the industry's only fiber-filled slider for structural integrity, stands up to the most rigorous studio use.

TAKING MUSIC TO THE Nth DEGREE.
222 Bridge Plaza South, Fort Lee, NJ 07024 • 1/800-DAT-I-DIC (in NJ, 201/224-9344)
DIC DIGITAL SUPPLY CORPORATION
### U.S. Blank Tape Product Charts - PRO-INDUSTRIAL PRODUCTS ONLY

#### DIGITAL U-MATIC AUDIO

<table>
<thead>
<tr>
<th>SERIE/LINE PRODUCT</th>
<th>PLAYING TIME (MIN.)</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sony Magnetic Products Group of America</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DAU</td>
<td>DAU-30,60,75</td>
<td></td>
</tr>
<tr>
<td>3M Co. Professional Audio/Video</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AUD</td>
<td>30,60,75</td>
<td>FO</td>
</tr>
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</table>

#### AUDIO TAPE (Bulk Raw)

<table>
<thead>
<tr>
<th>SERIE/LINE PRODUCT</th>
<th>LENGTH (FT.)</th>
<th>TAPE WIDTH</th>
<th>COATING</th>
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</thead>
<tbody>
<tr>
<td>Sunkyong Magnetic/America, Inc., Pro Prods.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SH</td>
<td>60:8200'</td>
<td>10500' - 12500'</td>
<td>90:11500' - 15000'</td>
</tr>
<tr>
<td>3.81mm</td>
<td>Fe</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SKX</td>
<td>60:8200'</td>
<td>10500' - 12500'</td>
<td>90:11500' - 15000'</td>
</tr>
<tr>
<td>3.81mm</td>
<td>Fe</td>
<td></td>
<td></td>
</tr>
<tr>
<td>UCR</td>
<td>60:10500'</td>
<td>12500'</td>
<td>90:11500' - 15000'</td>
</tr>
<tr>
<td>3.81mm</td>
<td>Co2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Swire Magnetics Co.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Duplicator</td>
<td>60:10500</td>
<td>90:12500</td>
<td>3.81mm</td>
</tr>
<tr>
<td>APA</td>
<td>60:7381'</td>
<td>90:110'72'</td>
<td>3.81mm</td>
</tr>
<tr>
<td>APX</td>
<td>60:7381'</td>
<td>90:110'72'</td>
<td>3.81mm</td>
</tr>
<tr>
<td>APM</td>
<td>60:7381'</td>
<td>90:110'72'</td>
<td>3.81mm</td>
</tr>
<tr>
<td>Tandy Magnetic Media</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TVG Audio</td>
<td>60:10500'</td>
<td>12500' - 12500'</td>
<td>90:10500' - 12500' - 15000'</td>
</tr>
<tr>
<td>3.81mm</td>
<td>Type I</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TNG (C-60 &amp; C-90)</td>
<td>60:10500'</td>
<td>12500' - 15000'</td>
<td></td>
</tr>
<tr>
<td>3.81mm</td>
<td>Type I</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TCH (C-60 &amp; C-90)</td>
<td>60:10500'</td>
<td>12500' - 15000'</td>
<td></td>
</tr>
<tr>
<td>3.81mm</td>
<td>Type II</td>
<td></td>
<td></td>
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<tr>
<td>LUB (B-Track)</td>
<td>6000' - 9600'</td>
<td>3.81mm</td>
<td>Co2</td>
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<tr>
<td>That's Audio Cassettes/That's America</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MRX BIC Base</td>
<td>7380</td>
<td>8856</td>
<td>3.81mm</td>
</tr>
<tr>
<td>EMK BIC Base</td>
<td>7380</td>
<td>8856</td>
<td>3.81mm</td>
</tr>
<tr>
<td>SYX BIC Base</td>
<td>7380</td>
<td>8856</td>
<td>3.81mm</td>
</tr>
<tr>
<td>TX BIC Base</td>
<td>7380</td>
<td>8856</td>
<td>3.81mm</td>
</tr>
<tr>
<td>3M Co. Professional Audio/Video</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>186 (Hubs)</td>
<td>2500'</td>
<td>5000'</td>
<td>3.81mm</td>
</tr>
<tr>
<td>Unimagnetics USA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>50X-P</td>
<td>8200'</td>
<td>1200'</td>
<td>3.81mm</td>
</tr>
<tr>
<td>PRG-P</td>
<td>8200'</td>
<td>10500'</td>
<td>12200'</td>
</tr>
<tr>
<td>CHR-P</td>
<td>8200'</td>
<td>10500'</td>
<td>12200'</td>
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</table>

#### VIDEO CASSETTE

<table>
<thead>
<tr>
<th>SERIE/LINE PRODUCT</th>
<th>PLAYING TIME (MIN.)</th>
<th>FORMAT</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ampex Recording Media Corp.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>189</td>
<td>1:10 to 1:127</td>
<td>VHS</td>
<td>CGF0</td>
</tr>
<tr>
<td>199</td>
<td>1:10 to 1:120</td>
<td>VHS</td>
<td>CGF0</td>
</tr>
<tr>
<td>289</td>
<td>5:10 to 5:160</td>
<td>S-VHS</td>
<td>CGF0</td>
</tr>
<tr>
<td>188</td>
<td>5:9 to 5:120</td>
<td>Beta</td>
<td>CGF0</td>
</tr>
<tr>
<td>198</td>
<td>5:5 to 5:90</td>
<td>Betacam</td>
<td>CGF0</td>
</tr>
<tr>
<td>298</td>
<td>5:5 to 5:90</td>
<td>Betacam</td>
<td>MP</td>
</tr>
<tr>
<td>187</td>
<td>5 to 60 min.</td>
<td>U-matic</td>
<td>CGF0</td>
</tr>
<tr>
<td>197 (BCC &amp; BCS)</td>
<td>5 to 60 min.</td>
<td>Mini U-matic</td>
<td>CGF0</td>
</tr>
<tr>
<td>297 (SP &amp; DVS)</td>
<td>10 to 60 min.</td>
<td>U-matic</td>
<td>SP CGF0</td>
</tr>
<tr>
<td>219 (Medium)</td>
<td>8 to 35 min.</td>
<td>D1</td>
<td>CGF0</td>
</tr>
<tr>
<td>219 (Large)</td>
<td>8 to 77.7 min.</td>
<td>D1</td>
<td>CGF0</td>
</tr>
<tr>
<td>319 (Small)</td>
<td>7.3 to 33.1 min.</td>
<td>D2</td>
<td>MP</td>
</tr>
<tr>
<td>319 (Medium)</td>
<td>7.3 to 98.3 min.</td>
<td>D2</td>
<td>MP</td>
</tr>
<tr>
<td>319 (Large)</td>
<td>128.3 to 210.4 min.</td>
<td>D2</td>
<td>MP</td>
</tr>
<tr>
<td>Amtron, Inc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>T5</td>
<td>7:10 to 7:120</td>
<td>VHS</td>
<td>(NS)</td>
</tr>
</tbody>
</table>
Listen. The silence is golden. The bass, rich. The highs, they simply soar. From the original BASF studio recording to the final duplicated cassette. That's because BASF listens. From delivering high quality product innovations like our renowned PEM 468/469 mastering tape, to meeting your needs with the largest line of quality audio and video duplication tapes.

Quality worth hearing. Quality worth seeing. Quality that works for you.

Headquarters: 800-225-3326 • Customer Service: 800-225-4350
Customer Service Fax: 800-446-BASF
### U.S. Blank Tape Product Charts - PRO-INDUSTRIAL PRODUCTS ONLY

#### VIDEO CASSETTE

<table>
<thead>
<tr>
<th>SERIESLINE PRODUCT</th>
<th>PLAYING TIME (MIN.)</th>
<th>FORMAT</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BASF Corp. Information Systems</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EQ</td>
<td>T120,130,160</td>
<td>VHS</td>
<td>FC</td>
</tr>
<tr>
<td>SHG</td>
<td>T120,130,160,180</td>
<td>VHS</td>
<td>Cr02</td>
</tr>
<tr>
<td>SHG-S</td>
<td>ST120</td>
<td>VHS-S</td>
<td>Cr02</td>
</tr>
<tr>
<td>EQ</td>
<td>L750</td>
<td>Beta</td>
<td>F</td>
</tr>
<tr>
<td><strong>Canon USA, Inc., Video Div.</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hi-B 66</td>
<td>P6-20,60,120</td>
<td>8mm</td>
<td>HME</td>
</tr>
<tr>
<td>8mm P6</td>
<td>P6-15,30,60,90,120</td>
<td>8mm</td>
<td>MT</td>
</tr>
<tr>
<td><strong>Certron Corp.</strong></td>
<td></td>
<td></td>
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<td>Cr02</td>
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<td>BC5 to BC90</td>
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<td>M321SPI</td>
<td>BC5 to BC90</td>
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<td>SG</td>
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<td>SHG</td>
<td>TC20,30</td>
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<td>Beta</td>
<td>EQ</td>
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#### VIDEO CASSETTE

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<td>NV-ST</td>
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<td>SAG Super Advanced Quality</td>
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<td>DLC-M</td>
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<td>DCS-MNP</td>
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<td>DNM, DIL</td>
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<td><strong>SKC America, Inc.</strong></td>
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<td>L500,750</td>
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<td>(NS)</td>
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<td>MPG</td>
<td>P6-30,60,90,120</td>
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<td><strong>Swire Magnetics Co.</strong></td>
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<td>ME</td>
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<td>Broadcast Master (BC)</td>
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<td>Colour Master (CM)</td>
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<td>SAV</td>
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<td>Visual Master (VM)</td>
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<td>VHS</td>
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To Sony, an Emmy is more than a trophy. It's an affirmation. Winning the Emmy for “Developments in Metal Tape Technology” is further proof of our metal tape’s astounding picture and sound clarity. Recognition of Sony Professional Tape's contribution in raising the standards of the entire broadcasting industry.

And that’s why Sony is the leader that video leaders follow.
### VIDEO CASSETTE

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<tr>
<th>SERIES/LINE PRODUCT</th>
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<td>Silvercrest</td>
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<td>Silvercrest</td>
<td>L-500, 750</td>
<td>Beta</td>
<td>F0</td>
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<td>Image HiFi</td>
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<td>Master Broadcast (ST)</td>
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<td>Beta Cam SP</td>
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<td>Betacam (Bulk)</td>
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### VIDEO OPEN REEL

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<td>175 Quad</td>
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<td>H8216</td>
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<td>16409100'</td>
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<td>CV80</td>
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<td>1640308414826'</td>
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<td>V-1668 (8’ reel)</td>
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<td>V-1696 (10 1/2” reel)</td>
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<td>V-1K-96105SP (10 1/2” reel)</td>
<td>1’</td>
<td>46265052'</td>
<td>0</td>
</tr>
<tr>
<td>V-1K-126SP (11 1/2” reel)</td>
<td>1’</td>
<td>6069'</td>
<td>0</td>
</tr>
</tbody>
</table>

### VIDEO TAPE (Bulk Raw)

<table>
<thead>
<tr>
<th>SERIES/LINE PRODUCT</th>
<th>LENGTH (FT)</th>
<th>TAPE WIDTH</th>
<th>COATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>BASF Corp. Information Systems</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PEV 192 SX (1/2’ reel)</td>
<td>16370’</td>
<td>1’</td>
<td>C02</td>
</tr>
<tr>
<td>PEV 192 SX (1’ reel)</td>
<td>16370’</td>
<td>1’</td>
<td>C02</td>
</tr>
<tr>
<td>PEV 192 SX (2’ reel)</td>
<td>16370’</td>
<td>1’</td>
<td>C02</td>
</tr>
<tr>
<td>Dic Digital</td>
<td>10,433’</td>
<td>8mm</td>
<td>MMP</td>
</tr>
<tr>
<td>Fuji Photo Film U.S.A., Inc., Pro Div.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UF-300 VHS Pancake</td>
<td>13,845’</td>
<td>1/2’</td>
<td>BRX</td>
</tr>
<tr>
<td>VHS UF400 Pancake</td>
<td>13,845’</td>
<td>1/2’</td>
<td>DC BRX</td>
</tr>
<tr>
<td>Goldstar Electronics Intl Inc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UGF-1640</td>
<td>16,400’</td>
<td>1/2’</td>
<td>Cobalt</td>
</tr>
<tr>
<td>JVC Magnetics America Co.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VM-2318-20</td>
<td>16,400’</td>
<td>1/2’</td>
<td>ER Grade</td>
</tr>
<tr>
<td>Maxell Corp. of America</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pancake</td>
<td>16,400’</td>
<td>1/2’</td>
<td>E0</td>
</tr>
<tr>
<td>NATI Media Marketing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Konica SA-50</td>
<td>16,400’</td>
<td>1/2’</td>
<td>CF</td>
</tr>
<tr>
<td>SKC America Inc.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PCLP (Thin Base)</td>
<td>16,400’</td>
<td>1/2’</td>
<td>(MS)</td>
</tr>
<tr>
<td>PCTMD</td>
<td>16,400’</td>
<td>1/2’</td>
<td>PC</td>
</tr>
<tr>
<td>PCTG/BCC</td>
<td>16,400’</td>
<td>1/2’</td>
<td>GF/BC</td>
</tr>
<tr>
<td>PCTG</td>
<td>16,400’</td>
<td>1/2’</td>
<td>GF</td>
</tr>
<tr>
<td>Sony Magnetic Products Group of America</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>KRPA-5010 PA</td>
<td>16,433’</td>
<td>1/2’</td>
<td>Fe203</td>
</tr>
<tr>
<td>V-162M 4M</td>
<td>1,279’</td>
<td>1/2’</td>
<td>MP</td>
</tr>
<tr>
<td>V-162M 3M</td>
<td>885’</td>
<td>1/2’</td>
<td>MP</td>
</tr>
<tr>
<td>V-162M 2M</td>
<td>492’</td>
<td>1/2’</td>
<td>MP</td>
</tr>
<tr>
<td>TDK Electronics, Pro. Prods. Div.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Standard Base VPR34998ET</td>
<td>16,344’</td>
<td>1/2’</td>
<td>SAH</td>
</tr>
<tr>
<td>Standard VPR73256ET</td>
<td>20,477’</td>
<td>1/2’</td>
<td>SAH</td>
</tr>
<tr>
<td>TMD Master MM-400TA</td>
<td>1,102’</td>
<td>1/2’</td>
<td>SAH</td>
</tr>
<tr>
<td>TMD Corp VPC-54998 UT</td>
<td>16,334’</td>
<td>1/2’</td>
<td>SAH</td>
</tr>
<tr>
<td>Tandy Magnetic Media</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Duplilator</td>
<td>16,400’</td>
<td>1/2’</td>
<td>Std. Grace</td>
</tr>
<tr>
<td>3M Consumer Video &amp; Audio Prods. Div.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>86619 Pancake</td>
<td>16,450’</td>
<td>1/2’</td>
<td>FO</td>
</tr>
</tbody>
</table>
ACME Merchandising, Inc.
Audio: C-0, preloaded cassette, display boxes.
Video: V-0, preloaded cassette, display boxes.
Other: Blank Audio/Video Cassette & Accessories.
Distributor, Importer

ASR Recording Services of California, 8960 Elton Ave., Canoga Park, CA, 91304, (818) 341-1124, Fax (818) 341-9131, Pres. (Mtg.): Allen Weintraub, Vice Pres./Sales: Lester P. Edwards.
Audio: Shells, Boxes.
Video: V-0s, Custom tape loading.

Amaray Int’l Corp., 2910 Expy Dr. S., Islandia, NY, 11722, (516) 348-7900, Fax (516) 348-7021, Pres.: R. Marc Ligato.
Audio: C-0s, Noritel Boxes.
Video: V-0s, Custom Video Blanks, Storage Boxes, Sleeves, Labels.

Video: Boxes.

Audio: C-0s, Mktg. Dir.: David Wong.
Video: V-0, V-100s.

Andol Audio Products, Inc.
4212-14th Ave., Brooklyn, NY, 11219, (718) 435-7322, (800) 221-6578, Fax (718) 435-7322, Pres.: Anthony A. Maniere.
Sales Mgr.: Domenick Salvatore, Mktg. Dir.: Michael Salvatore.
Audio: C-0’s, BASF Pancakes, Splicing Tape, DAT’s, Noritel & Poly Boxes, Custom Cassettes.
Video: Custom Video Blanks, Storage Boxes, Sleeves, Labels.

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Olamon Inds.
Audio: 5 Screw, Sonic C-0s, Cassingles & Norelco Boxes.

Overland Products Co.
PO Box 567, 1687 Airport Rd., Fremont, NE, 68025, (402) 721-7270, Fax (402) 721-2678, Pres/Sales Mgr.: Howard Pearson; Sales Mgr.: James Pearson.
Audio: Cassette spring pressure pads.

Poly-Matrix, Inc.
40 Downing Industrial Park, Pittsfield, MA, 01201, (413) 499-3550, Fax (413) 442-8610, Contact: Steve Rufo.
Audio: C-0s, C-1s, Video: V-0.

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(402) 435-5005 FAX: (402) 435-4722
Audio: Reels & boxes 1/4, 1/2, 1" & 2".
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Audio: C-0, Norelco Box & audio pancake.
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Video: VHS/PVC case: 8mm video case.

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• VHS, BLANK VIDEO CASSETTE TAPES TO E-200 TO E-240,
• VHS, BLANK VIDEO CASSETTE TAPES TO E-200 TO E-240,
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Des Plaines IL 60016

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EUROPEAN (UK) SALES
(081) 560-6082 Fax (081) 560-9939


Audio: Magnetic Cartridges & styl, headphones.
Success Specialty Sales Corp., PO Box 77, Rockville Center, NY, 11570, (516) 786-2311, Fax: (516) 786-4011, Pres: Stanley Gilman, Sales Mgr: Ray Eriksen.
Audio: Splicing/Repair Tapes, tape wipes.
Video: Splicing tapes, tape wipes.
Sunkyong Magnetics/America, Inc., 4091 Via Oro Ave, Long Beach, CA, 90803, Fax: (213) 600-6000, Fax: (213) 630-0646, Sales Mgr/Mktg. Dir: Tom Anderson.
Audio: C-0.
Video: V-O.
Suttman Prodns., PO Box 72, Dayton, OH, 45405, (513) 278-4691, Pres: Eric J. Suttman.
Audio/Video: Shells, loaded blanks, pancake.
Audio/Video: C-0 audio cards & plastic.
Audio/Video: Splicing tape, wires, leader tape, tabs.
Tapemont Co., PO Box 236, 60 Midvale Rd., Mountain Lakes, NJ, 07466, (201) 263-1442, (201) 263-1443, Fax: (201) 263-8640, Pres: J. Clifford Anglim; Sales Mgr: Robert Pitch-
er, Office Mgr: Colleen Koch.
Audio: Poly, Norelco, & Jewel boxes, hubs.
Audio: C-0a.
Video: V-9.
Ultraspex A.V.P., Ltd., 6820 Eighth St., Buena Park, CA, 90620, Fax: (714) 739-2311, (714) 739-2333, Fax: (714) 739-8606, Pres: Martin Wong; Sales Mgr: Leatrice Magdelsan; Mktg. Dir: Don W. Wong.
Audio: C-0, Jewel & Norelco boxes.
Video: V-9, B-9.
Unimagnetics USA, 1513 Sixth St., Ste 204, Santa Monica, CA, 90401, (213) 393-1572, Fax: (213) 451-0143, Export Mgr: Alex Tan; Customer Service: Thierry Follonier.
Audio: C-0, Norelco boxes.
Audio/Cassettes, Dat, Open Reel, Memory Tape.
Video: Cassettes, XHS, Beta, 8mm, 16 ap, Betacam.
Unlimited Resources Int’l, 200 Wilson St., STE-5A, Port Jef-
terson Station, NY, 11776, Fax: (516) 473-5541, Pres: Steven Moore; Sales Mgr: Ramone Baker.
Audio: Norelco & poly boxes.
West & Co., Inc., PO Box 24281, Nashville, TN, 37202, (615) 661-5808, Fax: (615) 661-5800, Pres: Jerry West; Sales Mgr: Mike Young; Mktg. Dir: Gary Campbell.
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Fax: (207) 282-9884

For North and South America:
Netstal Machinery, Inc.
20 Authority Drive
Fitchburg, MA 01420 USA
Telephone: (508) 345-9400
Fax: (508) 345-6153
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- Compact Disc Manufacturers & Videodisc Manufacturers
- Plating & Pressing Plants
- Mastering Facilities
- Packaging & Labeling Services
- CD Replicating Systems Equipment Manufacturers
- Tape Duplicating & Processing Equipment Manufacturers
- Tape Equipment Manufacturers
- Tape Packaging & Labeling Equipment Manufacturers
Manufacturing Plants, Services & Equipment

TAPE CUSTOM DUPLICATORS

ALABAMA


Other Services: Warehousing, Freighting.


Arkansas Audio Video Packaging Services: Inserting, Collating, Mailing. Other Services: Warehouse, Freight, Direct Response—800 services, Int’s standards conversions.


COLORADO

Childivs, PO Box 17550, Boulder, CO 80308, (303) 449-7811, Fax: (303) 449-7099. Dir: Parmita Raman; Sales Mgr: Virmian VanDien; Mktg. Dir: Peter Hill.
Audio: Cassette.
Video: 1/2 VHS Cassette.
Jackson Sound Productions, LTD., 3897 S. Jason St., Englewood, CO 80110, (303) 761-9490, Fax: (303) 769-9557, Pres.: Joseph Jackson; Sales Mgr: Linda Loughman.
Audio: Cassette.
Audio Packaging Services: Inserting, Collating, Labeling, Mailing.
Tapes Again, 1135 Pearl St., #7, Boulder, CO 80302, (303) 447-8781, Pres.: Mitch Rose; Sales Mgr: Lennie Nolte.
Audio: Cassette. Real-time.

CONNECTICUT

Tapecom, Inc., 1065 South Ave., Bridgeport, CT, 06604, (203) 579-7666, Contact: Ed L. Hamm.
Audio: Cassette.
Trax Recording Products & Duplication, 24 Crestway Ct., New Fairfield, CT, 06812, (203) 746-2561, Pres.: Jim Beck.

DELaware

Nati Tape Distributors, 1500 First State Blvd., Prod. Center, Wilmington, DE, 19803, (302) 999-1110, Fax: (302) 999-1660, Pres.: H. Edwin Kennedy; Sales Mgr.: Shirley Kay; Mktg. Dir. S. Lotz; Prod. Mgr.: William Burgess, I I I .
Audio: Cassette, Open Reel, DAT, Real-time.
Video: 1/2 U-Matic, 1/2 VHS Cassette, 8mm, S-VHS, S-8mm.
Audio Packaging Services: Inserting, Collating, Labeling, Mailing, Storage vault.
Video Packaging Services: Inserting, Collating, Labeling, Mailing, Storage vault.
Other Services: Warehouse, Freight.

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Audio: Cassette. Open Reel, Dat, Real-time.
Video: 1/2 U-Matic, 1/2 VHS Cassette, 8mm.
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All American Records/A Div. of All American Record Mfg. Inc., 4388 NW 12th St., Opa Locka, FL 33054, (305) 689-7475, Fax: (305) 680-5693, Pres., Mktg. Dir.: Peter Bolomey; Sales Mgr.: Marilyn Moreno; Mktg. Dir.: Bertilda Torres; Exec. Dir.: Jorge A. Jure.
Audio: Cassette.
Video: 1/2 U-Matic, 1/2 VHS Cassette.
Audio Packaging Services: Inserts.
Other Services: Warehouse, Freight, Direct Response—800 services.
Allied Film & Video, 4364 35th St., Orlando, FL 32811, (407) 649-0008, Fax: (407) 649-9005, Pres.: Bill Smith; Sales/Mktg. Mgr.: Richard Skillman.

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500 7" 45's $549

(LAEM AS ABOVE) REORDER 1229

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Audio Packaging Services: Inserting, Labeling, Mailings.


Audio Packaging Services: Inserting, Collating, Labeling, Mailings.

Other Services: Warehouse, Freight.

Audio Video Copy Services, Inc., 5441 Southeast 233rd Street, Miami, FL, 33133, (800) 259-5572, Pres.: Michael Sezak; Sales Mgr.: Craig Bennett; Mktg. Dir.: Edward Myser. Audio: Cassette, Open Reel, Direct Response—800 services.

Audio Packaging Services: Inserting, Collating, Labeling, Mailings.

Illiapolis, 1525 W. 7th St., Chicago, IL, 60607, (312) 642-4800, Pres.: Steve Schedl; Sales Mgr.: Brian England. Audio: Cassette, Open Reel, Direct-Response—800 services.

Audio Packaging Services: Inserting, Collating, Labeling, Mailings.

Other Services: Warehouse, Freight.

Tape Custom Duplication, 300 W. 27th St., Los Angeles, CA, 90064, (213) 745-6631, Pres.: Bob Henry; Sales Mgr.: Don Baca. Audio: Cassette, VHS Cassette.

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(614) 661-6076, Pres.: Jack Gurley.
Audio: Cassette.

Musical, Inc., 780 Oakpark Ave, Columbus, OH 43224,
(614) 267-3133, Pres.: John W. Hull; Sales Mgr: Warren Hull;
Mktg. Dir.: Charlene Hull.
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Video: ½ VHS Cassette, 8mm.
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Benson Sound, Inc., 3900 E 1240, Oklahoma City, OK, 73135,
(405) 670-4461, Pres.: Larry R. Benson; Sales Mgr: Linda Groves.
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EL Jey Ent., Inc., 3302 E. 21st St., Tulsa, OK, 74114, (918) 637-2054, Fax: (918) 744-1223, Pres.: Leon Whittman; Sales Mgr: Roy Dixon Forester.
Audio: Cassette, Open Real.
Video: ¾ U-Matic, ½ VHS Cassette, 8mm, S-VHS, D2, 1".
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OREGON

Musicon Recording & Duplication, 27501 SW 95th Ave, Ste. 930, Wilsonville, OR, 97070, (503) 682-8688, Fax: (503) 682-3043, Pres.: William E. Berry; Sales Mgr: Stephen J. Ziegler.
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SOUTH CAROLINA


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Nashville Record Pros., Inc., 469 Chestnut St, Nashville, TN, 37203, (615) 259-2400, Fax: (615) 244-3734, Pres.: George A. Ingram; Sales Mgr: Alma Calo; Studio Mgr: John Eberle. Audio: Cassette, Audio/Video Packaging Services: Inserting, Collating, Labeling, Custom loading of blank cassettes.

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NEW JERSEY
Nimbus Records CD Mfg. East Coast Sales, 66 Spansier Dr., Short Hills, NJ, 07078, (201) 378-2900, (201) 451-8725, Fax: (804) 985-4892, East Coast Dir. Sales: Ric Sherman; Sales Coord.: Susan High. Type: CD.

NEW YORK
DP Plus Digital Services, PO Box 694, Lynbrook, NY, 11563, (516) 872-3225, Pres.: Joel Kerr; Vice Pres.: Kathy Kerr. Type: CD.
Disc Makers, 1650 Broadway, Ste. 1010, New York, NY, 10019, (212) 265-7505, Fax: (212) 262-0798, Sales Mgr.: Howard Roseff. Type: CD.
Disk Mfg. Inc., 441 Lexington Ave., Ste. 803, New York, NY, 10017, (212) 599-5300, Fax: (212) 599-3227, Sales Contact: John Mangini. Type: CD, CDV.
Electro Sound Group, Inc., 1290 Motor Pkwy., Hauppauge, NY, 11788, (516) 234-2010, Fax: (516) 234-2364, Pres.: Richard Projian; Sr. Vice Pres. Sales: Hudy Landy. Type: CD.
ElectroSound Group, Inc., 887 Seventh Ave., New York, NY, 10016, (212) 757-5307, (212) 757-3149, Fax: (212) 581-6102, Pres.: Dick Projian; Vice Pres. Sales: Hudy Landy. Type: CD.
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Grenadier, 10 Parkwood Ave., Rochester, NY, 14620, (716) 442-6209, (716) 275-2942, Pres.: T. Greene; Sales/Mkgt. Dir.: P. Greene. Type: CD.
JVC Disc America Co., 1500 Broadway, Ste. 810, New York, NY, 10036, (212) 768-8413, Fax: (212) 768-8418, Exec. Vice Pres.: Joe Ickes; Sr. Vice Pres. Mkgt.: Jack Kieman. Type: CD.
The Music Connection, Inc., 175 Fifth Ave., New York, NY, 10010, (212) 529-0557, Pres.: R. Raiton; Vice Pres.: Fred Levy; Sales Mgr.: Ira Cohen. Type: CD.
PDO (Phillips and Du Pont Optical Company), 1251 Avenue of the Americas, New York, NY, 10020, (212) 512-9350, Fax: (212) 512-9358, Sr. Vice Pres.: Bob Wray; Sales Dir.: Bob Bloom. Type: CD.
WEA Mfg., Inc., 75 Rockefeller Plaza, New York, NY, 10009, (212) 396-5311, Vice Pres. Sales Services: David A. Grant. Type: CD.

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Ameritrade Optical Disc, 520-D Enterprise Dr., Westerville, OH, 43081, (614) 841-3555, Pres.: Carlos Ramirez; Gen. Mkgr.: Rogelio Ramirez. Type: CD.
Discovery Systems, 7001 Discovery Blvd., Dublin, OH, 43017, (614) 761-2000, Fax: (614) 761-2458, Pres.: Jeffrey Wilkins; Mkgt. Dir.: Mary Vaughn; Vice Pres. Sales: Michael Ward. Type: CD.
GCA, Inc., 2832 Spring Grove Ave., Cincinnati, OH, 45225, (513) 661-8400, Fax: (513) 681-3777, Pres.: Jim Bosken; Sales Mgr.: Amber Hines; Mkgt. Dir.: Rusty Sweeney. Type: CD.

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Audio Graphics Services, 1516 Farris Ave., Royal Oak, MI, 48067, (313) 544-1793, Pres.: E. J. Wolfurm; Sales/Mkgt. Dir.: Walter Wolfurm. Type: CD.
Techdisc, Inc., 2250 Meijer Dr., Troy, MI, 48092, (800) 321-9610, Fax: (213) 430-8540, Pres.: Ron Baloussac; Sales Mgr.: Leon Chick. Type: CD, Videodisk.

MINNESOTA
3M Optical Recording Department, 3M Center Bldg., 223-5N-01, Saint Paul, MN, 55144, (612) 733-2142, Fax: (612) 733-0158, Sales Mgr.: Vivian Ebersman; Mgr. Prerecorded Bus.: David H. Wienck; Mkgt. Mgrs.: Jon Howe, Mark Arps. Type: CD, Videodisc.
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DIVAS Record Pressing, Inc., 631 Hamilton Ave, Nashvile, TN, 37203, (615) 256-0922, Fax: (615) 242-8956, Pres: James B. Gann. (LP's)

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A + R Record & Tape Mfg. Co., 902 H Industrial Blvd, Dallas, TX, 75207, (214) 741-2027, Fax: (214) 638-8901, Pres: Richard Sobel; Sales Mgr: Stan Getz II; Mktg Dir: Maxine Sobel. (LP's)

Destiny Media, Ind. dba DMI Record Mfg., 1422 W Poplar St, San Antonio, TX, 78207, (512) 732-6176, Fax: (512) 732-6199, Pres: Jerold B. Johnson, Sales Mgr: Joey Rodriguez. (LP’s)

Merlin Galvanic Co., 2686 Myrtle Springs, Dallas, TX, 75220, (214) 358-0006, Pres: Eddie Gorenick, (LP's)

Houston Records Ltd., 3300 Jensen Dr, Houston, TX, 77026, (713) 223-5971, Pres: Chris Puccio; Sales Mgr: Steve Puccio. (LP's)

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Rotrich Group, 7900 Barnwell Ave., Elmhurst, IL, 60137, (708) 996-6000, Fax: (718) 397-9121, Contact: Alan J. Rotrichland, Mktg/Customer Service, Anne Owsianik. (Inserting, Collating, Labeling, Mailing)

SRO Marketing, 373 N. La Cienega Blvd., Los Angeles, CA, 90046, (213) 622-9002, Fax: (213) 659-6317, Contact: Scott Martin, Sales Mktg: Christopher Johnsenn, Mktg Dir: Joe Pizziella; O/F: Mktg: Lily Li. (Mailing)

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Alshire Intl., Inc., 1015 Isabel St., Burbank, CA, 91506, (213) 649-6471, (818) 843-6792, Fax: (818) 569-3718, Contact: Al Sherman; Sales Mktg: Richard Sherman, Custom Dept: Mark Beckwith.

American Helix Technology Corp.
1857 Colonial Village Ln., Lancaster, PA, 17601, (717) 622-7863, Contact: David Deling, Vice Pres: Jim Boyer, Dir of Sales Mktg (Mer: Marc Feldgart); Product(s): Custom CD Mfg. Module.

R.B. Anness Co., Inc., 1101 N. Delaware St., Indianapolis, IN, 46202, (317) 637-9292, Fax: (317) 637-9282, Contact: R.B. Anness; Product(s): Erasing Equipment/Head Demagnetizer

Audio Matrix, Inc., 400 Madison Ave., New York, NY, 10017, (212) 308-6888, Fax: (212) 308-5817, Contact: Nick B. Gelfand; Sales Mktg: Perry Jambor, Technician, Gus Grafteo; Product(s): Audioptic Stumper Equipment.

Automatic Inspection Devices, Inc.
PO Box 6295, 1700 N. Westwood Ave., Toledo, OH, 43614, (419) 536-1963, Contact: Charles Drake, Sales Mktg: Arthur D. Harmala Product(s): CD Disc Inspection Systems.

Balzer’s, 8 Sagamore Park Rd., Hudson, NH, 03051, (603) 889-6688, Fax: (603) 889-8573, Contact: George McGee, Prod Mktg: Ralph Schmidigall; Product(s): CD & DVD laser disc mastering & mastering.

EMM, 4 Washington Ave., Scarborough, ME, 04074, (207) 372-2899, Fax: (207) 372-3388, Sales Mktg: Andrew Powell Product(s): CD packaging machine.

electro sound, Inc., 1805 W. Rt. 44, Shelbyville, IN, 46176, (317) 392-1656, Sr. Vice Pres: Sales: Hugh Landy, Gen Mktg: Curt Albright Product(s): Total system

Europakid Ltd.,

First Light Technology, Inc.
PO Box 74, Industrial Park Dr., Saco, ME, 04072, (207) 282-4696, Fax: (207) 282-9884, Contact: Art LeBlanc; Products: UNILINE, Integrated Compact Disc Prodn System.

Gotham Audio Corp., 1790 Broadway, 8th Floor, New York, NY, 10019, (212) 765-3410, Fax: (212) 285-8459, Contact: Russell Hamm; Sales Mktg: Jerry Graham, Sales Engineer: Harry Kane.


JVC Prof. Products Co., 41 Slater Dr., Elmwood Park N.J. 07407, (201) 794-3900, Fax: (201) 523-3601, Contact: Shinsu Nakao Product(s): Digital Audio Mastering System.

KPC Moldmakers, PO Box 88, Industrial Park Dr., Saco, ME, 04072, (207) 282-0700, Fax: (207) 282-0799, Contact: David A. Philippke; Sales Rep: Mark G. Jandrow Product(s): Injection Molds for CD Jewel Boxes.

Kingdom Co., PO Box 506, Mansfield, MA, 02048, (774) 662-7515, Fax: (774) 662-3875, Contact: Johnny Bergson; Sales Mktg: Howard Darr, Mktg Mgr: Gabe Phelps Product(s): JC

Koch Int’l Corp., 2700 Shanes Dr., Westbury, NY, 11590, (516) 333-4860, Contact: Michael Koepke; A & R: Michael Fine; Promo: Rachelle Schlosser; Product(s): CD & DAT quality control systems.
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Product(s): Gauze 2400, King 790.


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INTERNATIONAL
This section is organized alphabetically by geographic area, country and company name. Listings of approximately 40 countries are included.

MUSIC & VIDEO COMPANIES
- Record Labels
  These listings also include distributors, one-stops, rackjobbers, importers and exporters of audio/video products.
- Home Video Companies (Theatrical, Music & Special Interest)
- Music Publishers
  Affiliates and administered companies are cross referenced back to their primary company listings.
- Sheet Music & Folio Suppliers

DISTRIBUTION & CONSUMER PRODUCT MANUFACTURERS
- Music & Video Accessory Manufacturers
- Audio Accessory Manufacturers
- Manufacturers: Retail Merchandising Products

INDUSTRY SERVICES & SUPPLIERS
- Store Fixture Manufacturers
- Security & Surveillance Systems Manufacturers
- Computer Systems & Services
- Associations & Professional Organizations
- Entertainment Attorneys
- Performing & Mechanical Rights Organizations
- Music Libraries
- Public Relations
- Record Promotion
- Schools & Instruction

MANUFACTURING PLANTS, SERVICES & EQUIPMENT
- Tape Custom Duplicators
  Companies providing duplicating services for tape audio/video products.
- Compact Disc Manufacturers & Videodisc Manufacturers
- Plating & Pressing Plants
- Mastering Facilities
- Packaging & Labeling Services
- CD Replicating Systems Equipment Manufacturers
- Tape Duplicating & Processing Equipment Manufacturers
- Tape Equipment Manufacturers
- Tape Packaging & Labeling Equipment Manufacturers

MATERIALS & SUPPLIES
- Blank & Bulk Tape Manufacturers
- Blank Tape Loaders
- Consumer Tape Product Charts
- Pro Tape Product Charts
- Cartridges, Cassettes, Reels & Other Parts
- Jewel Box Manufacturers
- Raw Materials
- Envelopes & Mailers
- Jackets & Sleeves
- Labels
- Polybags & Shrinkwrap
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ODME

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European Listings

AUSTRIA

RECORD COMPANIES

AGS RECORDS, Heidstraee 3, 1580 Vienna, 01.924.583, MD: Alfred Schorr.

ALPHA MUSIC, Braunhirschengasse 52/4, 1150 Vienna, 01.831.274, MD: Robert OPLR.

AMADEUS KLASIK, Edelsteinstrasse 4, 1120 Vienna, PO Box 80 (1), 01.924.6202, Contact: Karl Goldschmidt.

AMPEL RECORDS, Neidlinger Strasse 18, 3121 Karlstein, 02741.5743, Fax: 02741.4723, Contact: Klaus Katsikana.

BELLAPHON RECORDS, Grundstein5-7, 1500 Vienna, 01.438.122, Fax: 01.438.2402, Contact: Karl Katsikana.


BOM BAY RECORDS, Wintergasse 618, 3001 Purkersdorf, 02231.5343, Contact: Peter Lassock.

BRENNHUT RECORDS, Balthofshofstrasse 66, 4190 Im Innkreis, 07527.6772, Contact: Rudolf Marks.

EUROPEAN LISTS

ECHO RECORDS (AUSTRIA), Eảnh RΛS ΚΦЯ, K znajMe BЯTVΛ, Μя 310, 8045 Graz, 01.693.5800, Fax: 01.693.5822, Contact: Daniel Harald Stroman.


EMI MUSIC PRODUCTION, Unterkunft 15, 5270 Mauerkrauchen, 07724.215813, Fax: 07724.215820, Contact: Thomas Schambor.

DOMO MUSIC/PRODUCTION, Sommer 2nd, 1100 Vienna, 01.566.515, Fax: 01.566.515, Contact: Wolfgang Strobl, MikeS/Thales.

EUROPEAN LISTS

ECHO RECORDS (AUSTRIA), Wiener Strasse 14-15-16, 1235 Wien, 01.943.3759, Fax: 01.943.662, Contacts: Thomas Achatz, Simon Spicher.

EMI MUSIC PRODUCTION, Unterkunft 15, 5270 Mauerkrauchen, 07724.215813, Fax: 07724.215820, Contact: Thomas Schambor.

DOMO MUSIC/PRODUCTION, Sommer 2nd, 1100 Vienna, 01.566.515, Fax: 01.566.515, Contact: Wolfgang Strobl, MikeS/Thales.

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DOMO MUSIC/PRODUCTION, Sommer 2nd, 1100 Vienna, 01.566.515, Fax: 01.566.515, Contact: Wolfgang Strobl, MikeS/Thales.
1992 INTERNATIONAL BUYER’S GUIDE

AUSTRIA-MECHANA, Baumanstrasse 8-10, 1031 Vienna, 01.75 69535 6036, Fax: 01.712 1736, President: Johann Jurajnek, Mechanechnische Auslandsgesellschaft.
BUNDESREICH DES RADIO & ELECTRONHANDEL, Wiener Hauptstrasse 63, 1045 Vienna, 01.5010501 3353, Fax: 01.7167827, Contact: Andreas Negretti. Association of radio, TV and appliance stores.
FACHVERBAND AUDIOVORrichtungen & FILMINDUSTRIE, Wiedner Hauptstrasse 63, 1045 Vienna, PO Box 327 (Zip 1045), 01.5010 53010, Fax: 01.5020 6270, MD: Elmar Peterlunger. Austrian audiovisual and film industry professional association.

IFPI AUSTRIA, Habsburgergasse 6-8/18, 1010 Vienna, 01.535 6035, Fax: 01.535 5191, President: Stephan von Friedberg, MD: Harald Buechel, Treasurer: Manfred Lappe, Fin Dir: Gerhard Gorgoolich, Anti-Piracy Officer: Andreas Weinek.
IMZ INTERNATIONAL MUSIC CENTRE, Lothringerstrasse 20, 1010 Vienna, 01.712 7777, Fax: 01.7311745 lmz, President: Dennis Marks, Exec Dir: Eric Maritsch.

LSG, Blendeplatz 5-B, 1010 Vienna, 01.535 7290, Fax: 01.5872149, Dir: Peter Fuerst. Broadcasting performing rights organization for artists.
LSG, Habsburgergasse 6-8/18, 1010 Vienna, 01.535 6035, Fax: 01.535 5191, Dir: Harald Buechel. Broadcasting/performances rights society of producers.

MUSIKVERLAG UNION, Baumanstrasse 10-12, 1030 Vienna, 01.7131 5550, Fax: 01.7131 5559, 613222581, President: Johann Jurajnek.
OESTERRICHEISCHE TONMEISTERVEREINIGUNG, Halsmeingasse 15, 1130 Vienna, 01.825 0702, Chmn: Geza Lazsfozy. Association of Austrian sound recordists.


PUBLIC RELATIONS & RECORD PROMOTION

AMV ENTERTAINMENT, Margarettenstrasse 79/Top 1, 1050 Vienna, 01.544 350, Fax: 01.555 186, Alexander Art Lyme, VP: Pirmin Roschek.

HEY U STUDIO-SOUND MANAGEMENT, Netzerstrasse 17, 1040 Vienna, 01.568 578, Fax: 01.587 0971, MD: Gregor Jasch. Media Relations: Gregor Streng, Photo Dept: Eva Nova.
HIT FABRIK, Mollnergasse 20, 1235 Guntramsdorf, 0226.5306, Fax: 0226.5306 0960, MD: Franz Grohs.

POINT PROMOTIONS, Erchplatz 2-4, 1100 Vienna, 01.604 4100, Fax: 01.604 4101, P/M: Manfred Wolfgang Poetsch, Ass Chts: Petra Christl.
SCHIEBAUMER, Argentinastrasse 71, 1040 Vienna, 01.505 3326, Fax: 01.505 3327, MD: Karl Schiebaumer.

WOODOO RECORDS, Hollandstrasse 14/12A, 1020 Vienna, 01.214 3385, Fax: 01.408 1614, Contact: Despina C Chialdou.

COMPACT DISC MANUFACTURING & REPLICATING PLANTS

DADC AUSTRIA, Niederlamm 28, 5081 Anif. 0246.2260, Fax: 0266.2490, 633281, CD/Video:pre-mastering.

HEY U STUDIO-RIGHTS, Betonstrasse 26, 1035 Vienna, 01.587 0972, Fax: 01.587 0973, MD: Stefan Wendel.


VIENNA, Heidestraeasse 11, 2433 Margaretten am Moos, 02230.2654, Fax: 02230.2654 485, 133357, MD: Josef Dellinger. Disc-cutting & CD-pre-manufacturing.

AUSTRO-TAPE, Hauptstrasse 40, 7503 Gossentspergersdorf, 01.362.7967, Fax: 01.362.7967, Contact: Christian Amlott. CD-manufacturing.

BALTICS RECORD COMPANIES

KULDNOKK RECORDS, Lusi 134, 20001 Tallinn, Estonia, 01.686 020, Fax: 01.452 349, 173205 thk.

ZONA RECORDS, Seskins 79, 2010 Vilnius, Lithuania, 002142 0192289 988, Fax: 00222.2299 991, 202152 zona, MD: Gedrius Klimavicius.

CD, RECORD & TAPE MANUFACTURING SYSTEMS

LUGER, Linzer Strasse 17, 3002 Pankervend, 02311359, Fax: 03543.3592, 111459.

PLATING, MASTERING & PRESSING PLANTS

AARVARKS’ SAULA SOUND STUDIO, Nachtigallengasse 18, 5052 Moenchengladbach, 02203.6021, Fax: 01.885 5220, MD: Michael Wagner.

AUSTRO-TAPE, Hauptstrasse 40, 7503 Gossentspergersdorf, 01.362.7966, Fax: 01.362.7967, Contact: Christian Amlott. CD-manufacturing.

HEY U STUDIO-SOUND FACTORY, Hennerstrasse 92, 2481 Achau, 01.885 5220, 133357, MD: Josef Dellinger. Disc-cutting & CD-pre-manufacturing.

KOCH STUDIOS, Ebingerland 91, 6652 Tirol, 0536.644040, Fax: 0536.644440, 175851, MD: Franz Koch, Sales Manager: Josef Schottenauer.

SBD RECORDS, 4951 Molln, 057682430, Fax: 05784.2315, MD: Manfred Prentner, Eng: Johannes Peter Mayr. Audio cassette duplication.

VIENNA WORKSHOP STUDIO, Heitzergrasse 42/2, 1140 Vienna, 01.949 125924 7037, Contact: Hans Hartel.

VIENNA, Heidestraeasse 11, 2433 Margaretten am Moos, 02230.2654, Fax: 0230.2654 485, 133357, MD: Josef Dellinger. Disc-cutting & CD-pre-manufacturing, mastering and vinyl pressing.

TAPE CUSTOM Duplicators

AUSTRO-TAPE, Hauptstrasse 40, 7503 Gossentspergersdorf, 03062.7666, Fax: 03062.7667, Contact: Christian Amlott. Audio cassette duplication.

HERGE GEISSENBURGER, Pinzgauerstrasse 72, 1140 Vienna, 01.8846 2390, Fax: 01.8846 2390, MD: Helmut Rasinger.

HEY U STUDIO-SOUNDFACTORY, Hennerstrasse 92, 2481 Achau, 01.885 5220, 133357, MD: Josef Dellinger. Disc-cutting & CD-pre-manufacturing, mastering and vinyl pressing.

MUSIKVERLAG UNION, Baumanstrasse 10-12, 1030 Vienna, 01.7131 5550, Fax: 01.7131 5559, 613222581, President: Johann Jurajnek.

OESTERRICHEISCHEN TONMEISTERVEREINIGUNG, Halsmeingasse 15, 1130 Vienna, 01.825 0702, Chmn: Geza Laszlofzy. Association of Austrian sound recordists.

VÖST (VOICE OF AUSTRIA), Hauptstrasse 58, 1030 Vienna, 01.535 6035, Fax: 01.535 5191, President: Harald Buechel, VP: Holger Muellek, Bd: Members: Manfred Lappe, Stephan von Friedberg. Broadcasting perfor-
MUSIC PUBLISHERS

BEKA, see EMi Music Publishing

DACAPO MusikForlag, see Warner Chappell Music Denmark

DANISH Brass, see Oh Musik

DANISH JAZZ CENTER, the EMi Music Publishing (Denmark), 1992 International Buyer's Guide

DANSK KOGEL, see EMi Music Publishing. See WARNER CHAPPEL MUSIC DENMARK.

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DANSK KOGEL, see EMi Music Publishing. See WARNER CHAPPEL MUSIC DENMARK.

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DANSK KOGEL, see EMi Music Publishing. See WARNER CHAPPEL MUSIC DENMARK.
GIPSY, see Sepam-milan.
GLOBAL, see BMG Music France.
GO DISCS, see Editions Virgin Music.
GOLD SOVEREIGN, see Tribly Music.
GOLDOR, see Editions Musicales.
GOURAND, see Blue Line.
GREEN FOREVER, see Sugar Music.
GROUPÉE NATIONALE, see BMG Music France.
GUILDE INTERNATIONALE DU DISQUE, 22 rue Cocherel, 75220 Evreux, 1.3292 2469, F: 3369 5533, M: Mr. Guillard, Guitar Sound, see Editions Henry Lemoine.
GYPSY BOY, see Rondor Music.
HAL LEONARD, see Editions Henry Lemoine.
HANDLE, see BMG Music Publishing France.
HARMONIA MUNDI FRANCEAIS, Petite Route de St. Gilles, Mal de Vert, 1200 Arles, 9409 9409, F: 9409 9416, M: Mr. Coutaz.
HARRISON, see BMG Music Publishing France.
HELLO THERE, see Tribly Music.
HITATS, see Disques Dreyfus.
H L MUSIC, see BMG Music Publishing France.
HODYDUM, see BMG Music Publishing France.
HONG REN, see BMG Music Publishing France.
HORTENSIA, see BMG Music Publishing France.
HORN, see BMG Music Publishing France.
HUMOUR, see BMG Music Publishing France.
HYPERION, see BMG Music Publishing France.
HYPERION, see BMG Music Publishing France.
ID MUSIQUE, 3 rue Kleber, PO Box 9400, 75020 Courbevoie, 1.4603 266, F: 1.4603 0321, M: Mea Ibach.
IBERIA MUSIC, see BMG Music Publishing France.
IGLO, see BMG Music Publishing France.
IMMORTAL, see BMG Music Publishing France.
INDEFINITELY, see BMG Music Publishing France.
INDUSTRIAL MUSIC, see Metisse Music.
INTERN WORLD, see BMG Music Publishing France.
J.J.M., see BMG Music Publishing France.
JACK WHITE, see Fregate Music.
JASPHER, see Rondor Music.
JAYELLA, 5 rue Delamot, 75008 Paris, 1.4246 7674, F: 1.4502 8397, M: Jay Alansky, Marc Lebel.
JEBERT, see Sadoim.
JODAWAY, see BMG Music Publishing France.
JOGGING TO THE BAR, 34 avenue des Champs Elysees, 75008 Paris, 1.4277 0129 4565, M: Evelyne Tognazzini.
JUSTUS, 8 10 rue Vil}
PLATING, MASTERING & PRESSING PLANTS

CABANA MUSIC, 95 rue Roger Francois, 94700 Maisons Alfort, 4376 7837, M: Gilles Cabana

CABINE DE MASTERY S.A., 2 avenue des Ormeaux, 78180 Montigny-le-Bretonneux, 1.3057 5730, Fax: 1.3071 3600, M: Mr. Gruedonez, Pierre Leboulanger.

CABINET ARTISTIQUE, 4, rue Jules Guesde, 92303 Levallois-Perret, 1.4877 3024, Fax: 1.4877 3025, M: Patrick Roy.

CABINET DE SCULPTEURS, 19 rue de Babylone, 75007 Paris, 1.4722 0920, Fax: 1.4722 6017, M: Michel Mortier.

CABINETE DE MASTERY S.A., 2 avenue des Ormeaux, 78180 Montigny-le-Bretonneux, 1.3057 5730, Fax: 1.3071 3600, M: Mr. Gruedonez, Pierre Leboulanger.

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RECORD COMPANIES


ACT MUSIC

Vor der Bogen 27, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

AGE DISTRIBUTION

Rheinlandstrasse 10, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

AMERICAN CLAVE


ANGEL RECORDS

Hamburger Strasse 3, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

APPLE
defendent, L&R. Pick up, Rare Birde; (Lid: Audio Fidelity, Strach-Hahnlein, Labels (owned): Bacillus, Bellaphon, Rare Birde, Racquet Records, Red Seal, RCA Victor Silver Seal, Distribution: Berlitzmann Distribution.

BERLIN


BIG MUSIC


BLACK AND WHITE

Bergmannstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

BLUES

Bismarckstrasse 50, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

BUDAPEST


BUNDESREPUBLIK

Bundesrepublikstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

CARLTON MUSIC

Oberwallstrasse 12, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

CAPO ORCHESTRA

Car￮807, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

CLARKSON RECORDS

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

COOL TEMPO

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

COUDERAC

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

COYOTE

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

CROZET

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

CRUCIAN

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

CRUZE RECORDS

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DANZIG

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DACHAU

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DAHLIA

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DAYLAM

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DEEJAY

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DEEJAY

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DERBY

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DIE MANNHEIMER

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DIERAUD

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DINGHY

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DIORMO

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DISCO BIGS

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DIXIE

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DIVA

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DODON

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DONALD

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DOROTHY

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DOROTHY

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DOWNTOWN

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DUBLIN

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DUDLEY

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

DURANTE REC

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.

EASTON

Charlottenstrasse 1, 2000 Berlin, MD: Attila, distr: MD; Labels owned: ACO, Lipstick; Distribution: Cabaret.
COMPACT DISC MASTERING & REPLICATING PLANTS


ELATECHNIK, Seiligenstaettenstrasse 118, 09660 Offenbach, Fax: 09660.12; Mgr: Olaf Senn, Audio cassette duplication.


MAARWEG STUDIOS/EMI ELECTRO OPERATIONS, Markweg 149, 5000 Cologne 6, 07162.4090, Fax: 07162.4090; Mgr: Branko Zivanovic, Sales Dir: Edmund Herbert, Planning Mgr: Ralf Schubert, Mgr: Guido Killer, Audio cassette duplication.


PROFIMAJ, Josef Baumann Strasse 18, 4630 Bonn, 0234.6566, Fax: 0234.65680, Video tape duplication.

PROSOUND TONENTRAGER, Hasenberg 22, 5014 Kerpen, 02273.2240, Fax: 02273.2221, Mgr: Alfons Wester, Video tape duplication.

SONOPRESS (PRESS/STUDIOS), Carl Bertelsmann Strasse 161, 5000 Cologne 6, 07162.4941, Fax: 07162.4941; Mgr: Hans-Joerg Mauchsch (CD-Press), Mgr: Guido Korf (Audio cassette duplication).

PROSOUND TONENTRAGERHURST, Hasenberg 22-20, 3000 Hanover, 05117.789, Fax: 05117.784, Mgr: Michael Westervelt, Audio cassette duplication.

SOUND FABR, Hofmann Strasse 7, 8000 Munich 70, 089.784.1332, Fax: 089.784.636, Mgr: Peter Luecke.

TEDLEC PRESS TONENTRAGER, Niedernhausen 3-7, 2353 Nord, 0439.3371, Fax: 0439.3370, Mgr: Friedrich Carl Koch, Chief Eng: Detlev Ermacora.

WARNER MUSIC MANUFACTURING EUROPE, Max Planck Strasse 19, 5110 Aldorf, 02044.5335, Fax: 02044.52802, Mgr: Heike Schulte, Mgr: Guido Korf.

WESTRICA ELECTRONIC, Fotostettenstrasse 20, 8901 Weiden-Augsburg, 02933.6111, Fax: 02933.617, Mgr: Anton Kammermeier, Audio cassette duplication.

WIZARD RECORDS, Reichshofstrasse 9, 5840 Schwerte 3, 02204.6996, Fax: 02204.6337, Mgr: Dario Corti, Shaped discs, coloured vinyl, sleeves, labels; Annual capacity: 3m.

TAPE CUSTOM DUPLICATORS

ARMINIA MUSIKPRODUKTION, Hauptstrasse 114, 3360 Osterode, 0552.7304, Cassette duplication.

AV STUDIOS, Markgröningen Strasse 46, 7140 Ludwigsburg 15, 07141.3191, Fax: 07141.31920, Mgr: Anne-Dore Jacob.


BIM ARIA-MOLLER, Justus von Liebig Ring 2-4, 2085 Quack, CD Box 1260 (Zip: 2085), 02014.8168, Fax: 02014.8166, Mgr: Michael Westervelt, CD tape duplication.

DEKABIO VIDEO, Goedertzerdamm 34-36, 53003 Kehlen, Fax: 0221.6009.213, Mgr: Christian Fohr, Video tape duplication.

BMG ARDUCOM, Justus von Liebig Ring 2-4, 2085 Quack, CD Box 1260 (Zip: 2085), 02014.8168, Fax: 02014.8166, Mgr: Michael Westervelt, CD tape duplication.

DEPOTGARDNER, Seiligenstaettenstrasse 118, 09660 Offenbach, Fax: 09660.12, Mgr: Olaf Senn, Audio cassette duplication.

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SONY OPERATIONS (GERMANY), Hugo Eckenste Barat 20, 5000 Cologne 30, 0221.596,661, 021.596 634, M: J. Brue, 
SNOVET, Hanauer Straße 3, 614 Heppenheim, 06252.73021, Fax: 06252.77802, Contact: Christian Geiger, 
SUNYKONG DEUTSCHLAND, Asse, 36, Arabella, 42656, 05223.145, 05223.436, Contact: Bruno Schaffer, 
TELECOM ELECTRONICS, Christiansteinstrasse 25, 4030 Ratingen, 0210, Fax: 02102.471 531, 
VIDE TECHNICAL, Maybachstrasse 5, 670 Roeder markt, Frankfurt O. 0674.99804, 
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AEK AEGTEGENSCHALELL, Buckelstrasse 1-5, 77590 Con stanz, 07531.8862 370, 07531.852 370, Tape Loaders, 
AVULIC RECORDING, Von der Dornau 10, 78459, 07243.145, Fax: 07243.145, Contact: Martin Raab, 
KNOSSOS ELECTRONICS, Knossostrasse 7, 117 42 Gai atris, Athens, 01.41, Fax: 01.417.85127, Contact: Dimitris 
HER MELEN PRESSING, Strassweg 15, 2000 Hamburg 52, 040.897 774, Fax: 040.897 775, M: Hans Neumann, 
GERMANY - GREECE 
AMMON RECORDS, PO Box 1079, 5171 Thessaloniki, 031.41, Fax: 031.460.820 427, 031.460 820 427, M: Vassilis Turon, 
BMG ARGIOLE GREECE, 230 Mesogion, 1 Perikleus, 156 51 Athens, 01.882 883, Fax: 01.882 883 556, Contact: 
GRIECHISCHE VERLAGS, Lykeionstrasse 8, Athens, 01.683 128 195, Contact: Xenia Marangou, 
GREGORIO RECORDS, In den Sigristmatten 6, 7800 Tutzing, 083 797 6084, 083 797 6084, Contact: Wolfgang 
RAY RECORDS, Nicolia 11, 105 51 Athens, 01.652 2 935, Fax: 01.652 2 935, Owner: Vassilis Alevromon, 
MUSIC PUBLISHERS 
BMG MUSIC PUBLISHING LTD., 230 Mesogion 1, 156 51 Holargos, Athens, 01.882 883 556, Fax: 01.882 883 556, 
MELODIA, 2, Eurybis 56, 804 01 Heraklion, Crete, 0692 883 063 067, 0692 883 063 067, Contact: 
MUSIC ENTERPRISES GREECE, Messongi Avenue 211, 352 11 Aghios Stefanos, 01.995 381 353, Fax: 01.993 325 252, 
MUSIC RECORDS GREECE, Messongi Avenue 157, 153 44 Athens, 01.855 029 402, Fax: 01.856 7401, 01.856 7401, 
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VIRGIN RECORDS GREECE, Messongi Avenue 157, 153 44 Athens, 01.855 029 402, Fax: 01.856 7401, 01.856 7401, 
Greece, Hamburg, 041.207 82 08, Contact: Stefanos Kottas, 
"Itin"; Yannis Dovas, "Adm"; Giorgos Kondylis, "Mkn"; John Siotis, SD: Katharina Grecoglou, S: Stavros Tsi- 
VIRGIN RECORDS GREECE, Messongi Avenue 157, 153 44 Athens, 01.855 029 402, Fax: 01.856 7401, 01.856 7401, 
Greece, Hamburg, 041.207 82 08, Contact: Stefanos Kottas, 
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Greece, Hamburg, 041.207 82 08, Contact: Stefanos Kottas, 
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AIQUE MUSIC, 6 Danielle Art, Dartry, Dublin 5, 01 312 580, M/C: Nobby & Roma Reade.

AMOUR MUSIC, Slane Studios, Ballybeagh, Meath, 014 237452 458, Contact: John Dee.

AQUARIAN MUSIC, Balincoll Road, Kinclon, Kilneeyo, Dublin 1, 01 285 081, Fax: 01 285 0851, Contact: Pat Dempsey.

ASDEE, see Bards Music.


BEANN BairAIRD Music, 20 Ringsend Road, Dublin 4, 01 685 567, Fax: 01 685 532. M/C: Clive Hudson, Andrew Boland. Mgr: Pat Dempsey.

BRAR MUSIC, 54 Lombard Street East, Dublin 2, 01 772 76, Fax: 01 710 421, M/C: 326 18, M/C: Brian Molloy.

BRUTON, see Bards Music.

CARASEL MUSIC, 8 St. Mel's Avenue, Walkinstown, Dublin 12, 01 509 429, Contact: Val Keaneary.

CASTLE MUSIC, 54 Lombard Street East, Dublin 2, 01 772 76, Fax: 01 772 178, M/c: John St. John.

CHAPPELL RECORDED MUSIC, see Bards Music.

CLANNAD MUSIC, 14-15 Sir John Rogerson's Quay, Dublin 2, 01 312 744, Fax: 01 771 151, MD: David Kavanagh.

DANCINGLE, 262 C brandwood Park, Celbridge, County Kildare. M/C: Tony Fiel, Head Of AR: Ed-die Joyce. Main product: EHR.


EMMA MUSIC, 5-6 Lombard Street East, Dublin 2, 01 772 442, Fax: 01 773 500, M/c: Michael O'Riordan. Owned: Watermill Music.

EVOLVING MUSIC, see Trax On Wax Music.

FILMTRAX MUSIC, 170 B找回ment Street, Dublin 8, 01 769 94, Fax: 01 769 945, M/C: Michael O'Riordan.

FRONTIER MUSIC, 5-6 Lombard Street East, Dublin 2, 01 779 046, Fax: 01 779 386, M/c: Michael O'Riordan.

HOLLYWOOD & BRITISH MUSIC, Mountjoy, Rahoon, County Galway, 01 228 855, Fax: 01 225 154, M/D: Dinkie Sellers. Producer: Cecilie Velleher. Main product: Tenor Soundtracks.

KEADY MUSIC, 67-68 Lower Baggot Street, The Mews, Dublin 2, 01 766 751, Fax: 01 766 786, M/c: Maurice Cassidy.

KT MUSIC, 2 Auburn Avenue, Dun Laoghaire, County Dublin, 01 285 1562, Fax: 01 285 1500, M/C: Reg Keating.


MUSIC HOUSE, 30-32 Sir John Rogerson Quays, Dublin 2, 01 777 330, Fax: 01 777 276. Dir: Barbara Galavan.

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MUSY TREND, 130 Station Street, Dublin Ind Estate, Glainnevin, Dublin 11, 01 303 700, Fax: 01 303 736, M/C: John Sewell. MGR: Primo Library.

OGHAM MUSIC, 67-68 Lower Baggot Street, The Mews, Dublin 2, 01 766 751, Fax: 01 766 786, M/c: Maurice Cassidy.

ROSETTA MUSIC, see Ritz Records.

ROSETTE MUSIC, 5-6 Lombard Street East, Dublin 2, 01 779 046, Fax: 01 779 386. M/C: Michael Clerkin, MGR: Michael O'Riordan. (Owned): Rosetta, Emma Music.

RONDON MUSIC, see Bards Music.


RAINBOW MUSIC, 30-32 Sir John Rogersons Quay, Dublin 2, 01 374 3001 2066, Fax: 01 374 555, M/C: Michael Ryan. PR & marketing for artists and community groups. Clients: The Arts Council (Dublin), Dublin Street Carnival, City Arts Centre (Dublin).

PAT EGAN PROMOTIONS, 2 Merchants Quay, Merchants Court, Dublin 1, 01 780 0679 700, Fax: 01 780 495, Contact: Pat Egan.

QUALITY ARTISTS MANAGEMENT, 15 Park Square, Dublin 2, 01 743 906, Fax: 01 786 487. M/C: Oliver Barry.

WORDS & MUSIC, 13 Trinity Street, Dublin 2, 01 795 07091, Fax: 01 679 5097. M/C: Jackie Hayden.

PLATING, MASTERING & PRESSING PLANTS

LANDSWORTH SOUND STUDIOS, 8 Upper Grand Canal Street, Dublin 4, 01 606 852, Fax: 01 606 409, DiStro Mgr: Tom O'Dohogue, Mastering.

TRENDS RECORD COMPANY, 9 South Crescent's Crest Street Dublin 2, 01 713 544, Fax: 01 710 042, Contact: John O'Connell.

WINDMILL LANE STUDIOS, 4 Windmill Lane, Dublin 2, 01 713 443, Fax: 01 795 413, M/C: Brian Masterston, Studio Mgr: Fiona Wheeler.

TAPE CUSTOM Duplicators

ANNER COMMUNICATIONS, Stillorgan Industrial Park, Unit T4, Blackrock, County Dublin, 01 952 218, Fax: 01 952 187, Contact: Jorgan Andreasen. Video tape duplication.

APEX ELECTRICAL, 56 Moore Street, Dublin 1, 01 729 9983 64. Contact: Joe Keely.

RINGSEND ROAD STUDIOS, 20 Ringsend Road, Dublin 4, 01 685 567, Fax: 01 685 532. M/C: Andrew Boland. Mgr: Colin Sexton.


PEATS WHOLESALE, 2 Chapel Lane, Parnell Street, Dublin 1, 01 722 577, Fax: 01 722 642. Contact: Bernard Creevy.

SUNY IRELAND, 82 Broomhill Road, Tallaght, Dublin 24, 01 519 31009. Fax: 01 519 3050, Contact: Don John.

SANGY PRODUCTIONS, Via S.S. Apostoli 51, 30600 Vicenza (VI), 044.324 426, Fax: 044.321 776, President: Maurizio Santinelli.

SANREMO HIT, BENVILLO 1, 17100 Savona, 018.793 750 61 649, Fax: 018.793 750 50, Mgr: Gigi Mosetti, A&R: Mauro Bortolozzi.

SANTA MONICA, Via Iildebrando Vivanti 34, 00184 Rome (AM), 06.394 4521, 06.394 4520, Executive Dir: Pino Tomi, Intn. Marketing: Marta Onorato.

S P L A S H, AROMANDO, see BMG Music. BMG Music, see AMG.
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POLIGRAM ITALIA, Via Carlo Tenco 2, 20124 Milano (MI), 02.8796.1, Fax: 02.8796.201, Tlx: 34410, President: Gianfranco Rebulla, Video Manager: Franco Casaroli, Prod. Manager: Loredana Grandi.

RCA/COLUMBIA PICTURES VIDEO, Via Flamigna 872, 00191 Roma (RM), 06.2320.1747, Fax: 06.2320.6490, Contact: Roberto Gavigna.

SAMAPOL VIDEO, Corso Shanghai 74F, 20148 Roma (RM), 06.688.051, Fax: 06.688.5966, GM: Eligio Emanuele, Prod. Manager: Loris Tiberi.

WALT DISNEY ITALIA, Via Mazzini 54, 40138 Bologna, 051.305.818, Tlx: 510008 alvare, MD: Alessandro Alvarde.

VMA VIDEO DIRECT MARKETING, Via Andrea da Barba 109, 20123 Milano (MI), 02.270 6316, Fax: 02.270 611, 3126, M.D. Nino S Sfresca, Accountant: Christine Szpakowski, Ad Mgr: Patrizia Fassina, Video distributor of music & promo video.

VIDEOBOX ITALIA, Via L.B. re Malescognato 6, 20124 Milano (MI), 02.2576168, Fax: 02.2700.059, MD: Ferucio Restelli.

VIDEOGRAFIA ITALIA, Via Carlo Golzoni 30, 20129 Milano (MI), 02.7489.16, Fax: 02.7120.19, Contact: Raimondo Gianni.

VGディスタンション, Via Motta da Celeno 15, 00179 Roma (RM), 06.670.448166, Fax: 01.821.0950, MD: Tony Verti, Int'Mgr: Ciro Verde, Promo: Daniela Fusco.


DIMAR, Corso d’Agrate 49, 20137 Milano (MI), 02.4517.01, Fax: 02.4517.011, MD: Enzo Boccio, Contact: Mike Clark, W.I.T.

DISCO PIU', Via Quintiliano 29, 20138 Milano (MI), 02.506.2172, Fax: 02.506.3239, MD: Vincenzo Denticci.

DISCOQUIP, Via della Libera 36, 20129 Milano (MI), 02.780.6770, Fax: 02.780.6770, MD: Massimo Gallivanone, Sales Mgr: Marcello Frigerio.

ACV, Via Tommaso da Celano 15, 00179 Roma (RM), 06.670.448166, Fax: 01.821.0950, MD: Tony Verti, Int'Mgr: Ciro Verde, Promo: Daniela Fusco.


FLYING VIDEOS, Via R. Ruggiero 16d, 00125 Napoli, 081.762.4143, Fax: 081.762.4143, MD: Franco Bongiovanni, Sales Mgr: Carla Bongiovanni.


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FRANCESCO BONGIOVANNI DISCHI, Via Rizzoli 28e, 40125 Bologna, 051.225.722, Fax: 051.225.722, MD: Giancarlo Bongiovanni, Mgr: Mario Bongiovanni.

GARICHI RECORDS, Via R. Ruggiero 9a, 40006 S. Lazzaro di Savena (BO), 051.625.8116, Fax: 051.625.8302.

GARICHI RECORDS, Via del Paradiso 4, 50123 Firenze (FI), 055.242.5242, Fax: 055.242.5263, MD: Adriano Dall'Orto, Contact: Andrea Guglielmi.

HELTER SKELTER, Piazzale Delles Regiones 8, 00162 Roma (RM), 06.670.3289, Fax: 06.670.3289, Contact: Luciano Orizzonte, Contact: Luciano Poretti.

ACT, Via Paleopica 3, 20121 Milano (MI), 02.8541.43001, Fax: 02.8541.43001, MD: Luciano Poretti, Contact: Scene: Wanda Commercial television association.

ALF (MILAN), Via Pernice 72, 20122 Milano (MI), 02.7960.1120, MD: Roberto Angiolini, Contact: Carla Pirelli.

CIRASCO, Via Montepellicone 8, 20121 Milano (MI), 02.770.7017, Fax: 02.770.7032, MD: Export: Quinto Hunti.


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4 TUNING MUSIC, 1217 ND Hilvarenbeek, 035.15402, Fax: 035.43393, Tel: 43395, M: Jean-Pierre Budor.

AAMI, see Associated Artists Music Int'l & media.

AIRWAVE MUSIC, see ee Music Publishers.

ALL BOYS, see TM.

ALL NATIONS, see Nanada Music.

ALMG MUSIC, see see Verso Songs Holland.

ALMUS JORN, see see Verso Songs Holland.

AMUS JORN, see Alfred Music Publishers.

ANIMA MUS, see see Verso Songs Holland.

APEX MUS, see see Verso Songs Holland.

ARBORE MUS, see see Verso Songs Holland.

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CREELO MUSIC, see Herman's Songs.

CRUSTY MUSIC, see Rondor Music (holland).

CT, see Rondor Music (holland).

DAWSON, see MCM Musikatalgus Nederlands.

DAYGLOW, see see Verso Songs Holland.

DELIBRATO, see Rondor Music (holland).

DENNIS MUSIC, see PO Box 585, 1200 AH Hilvarenbeek, 035.212 761, Fax: 035.660 194.

DONAR MUIZIEK, see TM.

DUTCHE ROLL, see see Verso Songs Holland.

DUTCH PUBLISHING, see see Verso Songs Holland.

E A S T M E M P H I S, see Rondor Music (holland).

E D I T I O N S H I N E, see see Verso Songs Holland.

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EMI MUSIC PUBLISHING, see see Verso Songs Holland.

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President: Fernando de Albuquerque, Prof Mgr: Artur Soares.
CLIPPER'S EDITIONS MUSICALE, see Discosette.
VIDEO PROGRAM SUPPLIERS & BUYERS
EDIVIDEO, Rua M Ferreira de Andrade 6b, Lisboa 1500, 1974. 3074 3197, Fax: 7780 601, Tlx: 14495.
EURO AIM, Costa do Castelo 66/68, 1500 Lisbon, 1974 601 439, Fax: 7260 303, Tlx: 132120, Thomas & Norberto, Macau.
FILMITALUS, Rua Alexandre Hercegovic 2, 1500 Lisbon, 1981. 5747 988, Fax: 5742 674, Tlx: 63570.
RECORD DISTRIBUTORS
CASSETTE REELS & PARTS, JEWEL BOX MANUFACTURERS
BLANK & BULK RAW TAPE
CD, RECORD & TAPE MANUFACTURING SYSTEMS
JACOTRI, Rua Maria 68 b/a, 1100 Lisbon, 1981. 3061 112, Fax: 8372 98, MD: Joao Costa, Vinyl & tape duplication equipment: Distribute: Lyric.
RECORD COMPANIES
Adrian Stefanescu, Labels (owned); Electrorecord; Main product: Dance, AC, Album Rock, Country, Classical.
MUSIC PUBLISHERS
EDITURA MUSICALA, Polona Narcisului 6, 70178 Bucharest, 00138 743, GM: Vlad Uliup.
RECORD DISTRIBUTORS
ARTEXIM-ROMSTAR, Prata Presei Liber 1, 7341 Bucharest 1, 01.138 080, Tlx: 11911 copii, Dir: Sorin Radulescu, Dir: Radu Gheciu, Assumed artist management, Import/Export: Adrian Stefanescu, Disc-cutting/mastering and tape duplication.
TAPE CUSTOM Duplicators
GRAPHITE - ROMANIA, B-dul Uverturii Nr. 120, 6 Bucharest 7000, 90.603 394, Pres: Adrian Anghel, Sales Mgr: Vasile Anghel, Dir: Cristian Dumitru.
SPAIN
RECORD COMPANIES
AUDIO & VIDEO, Abdon Terradas 3.5, 20251 Madrid, 01.415 2010, Fax: 4158 9080, Contact: Fidel Perez, Audiovisuals of Sarría, Nena Casas 20-62, 08017 Barcelona, 01.204 0317, Fax: 01.204 0354, GM: Joan Sabin.
AZ MUSIC, Apartado 51, 08331 Malaga, Barcelona, PO Box 51 (Zip: 08331), 01.739 311, Fax: 01.735 0360, MD: Braillo Paz, Label: AZ Records.
BERMAN INTERNATIONAL, PO Box 10, 03680 Madrid, 01.429 424, Fax: 01.352 3357, President: Louis Segura, MD: Carlos Baro, Labels (owned): Berman International; (Distr): Masterdisk; Main product: Jazz, Dance, Album Rock.
COMPACT DISC MASTERING & REPLACING PLANTS

CD MASTER, Sanchez Pacheco 31, 28020 Madrid, 01.413 4066, Fax: 01.419 1466, President: Jesus N Gomez, MD: Regina Marfil. Disc-cutting/CD pre-mastering; 1 studio; 2 track (A), 2 track (B). Monitoring: JBL. Other: digital services.

IREMEMORY, Avenida Fuenmanual 35, 28820 Alcorcon (Madrid), PO Box 35066 (Zip: 28252), 01.643 1080, Fax: 01.643 0709, MD: Francisco Cano, Fin Dir: Diego Villanueva, Purchasing Dir: Jose Maria Urbina. CD mastering capacity: 6.5 million.

SERVICIOS IBERICOS ENTERTAINMENT, Ctra Leganes a Alcorcon, Pol Ind, Urtxina 29, 28305 Alcorcon (Madrid), PO Box 35066 (Zip: 28252), 01.643 1080, MD: Francisco Cano, Fin Dir: Pilar Sanchez, Prod Dir: Diego Villanueva, Purchasing Dir: Jose Maria Urbina. CD mastering capacity: 6.5 million.

TECNO CD SPAIN, Las Fabrías 2 bis, Pol Ind Urtxinia 29, 28305 Alcorcon (Madrid), MD: Jose Ortiz, Comm Sales Mgr: Jose Miguel Burgos, Comm Dept: Eliseo Vila, Juan Moreno. CD mastering capacity: 6.5 million.

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TECNIFON (SPAIN), Doctor Fleming 5, 08210 Barcelona de Valles, Barcelona, 03.718 4014951, Fax: 03.718 0260.

PRINTING, PACKAGING & LABELS

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3M ESPANA, Josefa Varecll 31, 28027 Madrid, 01.742 0012. FAX: 01.742 4125.

TAPE CUSTOM DUPLICATORS

BOCSA, Cuzco 19, 08030 Barcelona, 03.311 181, Fax: 03.311 7206, MD: Francisco Battle, Prod Dir: Jesus Bautista, Fin Dir: Jose M Llorens, Prod Dept: Antonio Gallores. Audio cassette & Video duplicates.

SOUND MUSIC ENTERTAINMENT SPAIN, Paseo de la Castellana 93, 28046 Madrid, 01.555 3845, Fax: 01.555 3642, MD: Jose Ortiz, President: Manolo Diaz, Operations Dir: Albino Jimenez.

TECNIFON (SPAIN), Doctor Fleming 5, 08210 Barcelona de Valles, Barcelona, 03.718 4014951, Fax: 03.718 0260, MD: Jose Miguel Burgos, Sales Mgr: Maria Garcia, Tech Mgr: Arturo Roldan.

CHROMA, c/ Javier Ferrero 13, 28002 Madrid, PO Box 35066 (Zip: 28252), 01.643 1080, MD: Jose Ortiz, Comm Sales Mgr: Jose Miguel Burgos, Comm Dept: Eliseo Vila, Juan Moreno. CD recording & tape manufacturing systems.

CD, RECORD & TAPE MANUFACTURING SYSTEMS

EHCZARRA, c/ Javier Ferrero 13, 28002 Madrid, PO Box 264 (Zip: 28002), 01.416 1800, Fax: 01.416 9146. IBERICA DE COMUNICACIONES, Paseo de la Habana 169, 28036 Madrid, 01.250 7877, Fax: 01.458 1993, MD: Eugenio Fontan. Distribute: Lyric (Den). ORTPLAS, Secr 4-5, Poligono Industrial Cadesbex, 08291 Ripollette, Barcelona, 03.691 3011922 5412, Fax: 03.691 9002, MD: Jose Ortiz, Mktg/Sales Mgr: Jose Miguel Burgos, Comm Dept: Eliseo Vila, Juan Moreno. GRANATA, c/ Javier Ferrero 13, 28002 Madrid, PO Box 35066 (Zip: 28252), 01.643 1080, MD: Jose Ortiz, Mktg/Sales Mgr: Jose Miguel Burgos, Comm Dept: Eliseo Vila, Juan Moreno. OBERON, Avenida Fuenmanual 35, Pol Ind. Alcorcon, 28820 Madrid, PO Box 35066 (Zip: 28252), 01.643 1080, MD: Jose Ortiz, Mktg/Sales Mgr: Jose Miguel Burgos, Comm Dept: Eliseo Vila, Juan Moreno. MAGIC BOX, c/ Javier Ferrero 13, 28002 Madrid, PO Box 264 (Zip: 28002), 01.416 1800, Fax: 01.416 9146. IBEROCASSETTE REELS & PARTS, JEWEL BOX MANUFACTURERS

CD MASTER, Sanchez Pacheco 31, 28020 Madrid, 01.413 4066, Fax: 01.419 1466, President: Jesus N Gomez, MD: Regina Marfil. Disc-cutting/CD pre-mastering; 1 studio; 2 track (A), 2 track (B). Monitoring: JBL. Other: digital services.

IBEROFON, Avenida Fuenmanual 35, Pol Ind. Alcorcon, 28820 Madrid, PO Box 35066 (Zip: 28252), 01.643 1080, MD: Jose Ortiz, Comm Sales Mgr: Jose Miguel Burgos, Comm Dept: Eliseo Vila, Juan Moreno.

PO'S VIDEOGAMAS Y FONOGRAMAS, Dr Esquerdo 14, 28017 Madrid, 01.410 3130.

SONO PLAST, c/ Lepanto, 13-15, 08013 Barcelona, 03.232 9057, President: Ramon Cava, MD: Carlo Cava.

SONODISCO FONOR, Avenida Andalucia 52, 14550 Molina, Cordoba, 04.671 527. TECNOSILO, Las Fabrías 2 Pol Ind Urtxinia 29, 28305 Alcorcon (Madrid), MD: Jose Ortiz, Comm Sales Mgr: Jose Miguel Burgos, Comm Dept: Eliseo Vila, Juan Moreno.

Cassettes Reels & Parts, Jewel Box Manufacturers

IBCASSETTE, Rissneleden 1, 132 148 Sundbyberg, 08.373 315215, Fax: 08.373 4970, MD: Bengt Hedlund.


MICRO, 321 00 Skara, 05.110 3050, Fax: 05.110 0088, MD: Anders Hjarmarson, Torgny Sjo. BLITZ RECORDS, PO Box 341, 101 26 Stockholm, 08.280 1236, Fax: 08.280 1236, MD: Wolfgang Jedicke.
MUSIC PUBLISHERS

150 BPM, see Cod Records.


MUSICAL SOUTHERN MUSEUM:

A S CONA, A NA COND A, BLACK CAT, CRAMMED DISCS, CHECKPOINT MUSIC PUBLISHING, BRIDGEPORT, EDITION ANABELLA, PODEANSE OFFICE, BLUES PICKASSO, RADIO EUROPEAN, WINTERGARDEN, ZUMA RECORDS, SUNRIDE, MUSIC PUBLISHERS, EDITION ABBAYE, WIGどうも, see CHECKPOINT MUSIC PUBLISHING.

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COD RECORDS, see CHECKPOINT MUSIC PUBLISHING.

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S EDITION BROTHER & SISTER, see Check Point Music Publishing.

BPM, see CHECKPOINT MUSIC PUBLISHING.

CANARIS, see Wintasc o Verlag.

BPM, see CHECKPOINT MUSIC PUBLISHING.

RECORD DISTRIBUTORS

BE-BOP RECORDS, Elinstrasse 1010, PO Box 24, 57454 Aachen, 0221 8277-51, Fax: 0221 8277-52, Contact: Bertrand Liechti.

BPM, see CHECKPOINT MUSIC PUBLISHING.

G O L D / O L D I E S, COUNTRY, CLASSICAL.

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ATLANTIC RECORDS (UK), 35 Harwood Road, Broadway House, London SW6 4QP. Tel: 071.371.5633, Fax: 071.371.5518, Mgr: John Macdonald, Head Of A&R: Ian Wilson.

AUDIODISC, PO Box 33, Hinley, Lichfield, Staffs. LS10 8FJ. Fax: 071.942.1204, Mgr: Peter Gordon. Owned by: AUDIODISC; Main product: Classical.

AVON ACOUSTIC, 1 Liverpool Road, W15 5NZ. Tel: 081.579.4333. Fax: 081.579.4333, President: Aaron S. Scvix, Distribution: Marvin Lawrence.


AURORA RECORDS, 1 Liverpool Road, W15 5NZ. Tel: 081.579.4333, Fax: 081.579.4333, President: Aaron S. Scvix, Distribution: Marvin Lawrence.

AUDIO-VISUAL PRODUCTIONS, BAND LEADER RECORDS, BAL ALANA RECORDS, BALACLAVA RECORDS, 071.923.0383. Fax: 071.923.0383, Mgr: William Cameron. Labels (owned): Video; Main product: Jazz.


AWARNESS RECORDS, 6 Vernon Avenue, Raynes Park, London SW20 8BW. Tel: 081.543.1537. Fax: 081.545.0272, Tlx: 2223 harries, EMail: 6 harriette.barlow@btinternet.com, MD: Andy Ware.

AXL RECORDS, 1 North Worple Way, London SW14 0BG. Tel: 081.876.1234. Fax: 081.876.1234.

AZURE RECORDS, 32 Kenton Lane, Kenton, Harrow, Middlesex HA3 8TA. Tel: 081.907.5563. Proprietor: Steve Lane. Labels: (owned): Video; Main product: Jazz.


AWESOME RECORDS, 30 Moore Park Road, London SW6 2HH. Tel: 071.930.3050, Fax: 071.930.3050, Mgr: P. A. Martin; Mgr: D. Horner. Labels (owned): Prom: Igor M. Porter. Labels (owned): Video; Main product: Classical, Jazz.

BIRD LAND RECORDS, BLACK MOUNTAIN RECORDS, BLOOM RECORDS, BIRDLAND RECORDS, BIRG RECORDS, BOLD RECORDS, 071.923.0383, Fax: 071.923.0383, Mgr: William Cameron. Labels (owned): Video; Main product: Jazz.


BLUE MOVIES RECORDS, 46 Willow Street, London EC2A 3SJ. Tel: 081.408.3555, Fax: 081.409.0580, Tlx: 27175.

BLUE RAG RECORDS, PO Box 1, Bradfordford, Avonment, Wilts. BA15 1YQ. Tel: 022.7525.5502. Fax: 022.7525.5583.

BLUE STAR RECORDS, 37 Tavistock Place, London WCIH 9SE. Tel: 071.383.0903, Jazz, Tlx: 925786.

BLACK MOUNTAIN RECORDS, Dinerflick Records, Dinerflick House, Llandywie, Dyfed SA16 9RT. Tel: 0558.836.864. Fax: 0558.836.864.

BLUE NOTE RECORDS, 15 Holland Park Avenue, London W8 4JN. Tel: 071.603.4500. Fax: 071.603.1830, Tlx: 890171 aliap, MD: Mark G ORWIN. Producers: Malcolm Clifford. Main product: Film.
BILLBOARD'S ESSENTIAL REFERENCE GUIDES

International Buyer's Guide
1992 Edition. Worldwide listings include key people, address, phone number and marketing information of record and video companies, music publishers, distributors, manufacturers and suppliers. Also manufacturers and wholesalers of hardware, software and accessories for Compact Disc and Video.

International Talent & Touring Directory

International Recording Equipment and Studio Directory
1992 Edition. All the information you need on professional recording equipment, recording studios and recording studio equipment.

Tape/Disc Directory
1991 Edition for the CD, Record and Audio/Video Industries. Professional services and suppliers for record, audio and video manufacturers, audio and video tape manufacturers, video program suppliers and buyers, video music producers and production facilities.

Record Retailing Directory NEW
1991 Edition. The industry's first and only comprehensive directory of independent music stores and chain operations across the USA—contains over 7,000 listings.

Country Music Sourcebook

Billboard Directories are indispensable reference sources. They are, in fact, the main sources of vital information for the entire Music/Record/Tape and Video Industries.

LISTING CORRECTIONS OR ADDITIONS?

☐ I'd like to be listed in next year's directory.
☐ Please send me a questionnaire.

☐ We have moved, please note our new address.

☐ The information listed about my company needs revision.

☐ Please send me advertising information.

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GRAYSON & BECKFORD, 56 Pear Tree Street, Trearheath, Hereford, Herefordshire HR1 3DJ, Tel: 0823-71259, Fax: 0823-71259, Contact: Mr. David Jankel. Printed labels.

HILLMORRIS, 41 Kelvedon Road, Leigh-on-Sea, Essex, Tel: 0774-245 000, Fax: 0774-245 000, Contact: Mr. David Jankel. Printed labels.

JAY DAVIS, 107 Old Park Lane, London W1 3DQ, Tel: 01-473 1498, Fax: 01-473 1498, Contact: M. Davis. Pitters & Partners.
BLANK & BULK RAW TAPE

APRELEVSKY RECORD PLANT, 14360 Aprelavka, Moscow Region, 09.436.519.14, Dir: Y F Khlopikov
BLANK CASSETTES, PLANT, 14360 Klyominogary, Kvat Tep 1055, 370212 Baku, 0892.314.916, Dir: M Aliyev
BASF, Perekulis Sadowskis w. Wohnung 13, 10036 Moscow, 09.205.8521, Fax: 09.205.8521, Audiovideo all formats.

YUGOSLAVIA

RECORD COMPANIES
HELDON TOVARNA GRAMOFONSKOG PLOCA, Tetovo 142, 61000 Jagodina, Serbia, 011.357.647, Fax: 011.551541, Mgr: Frank Filipic, Music Division Dir: Vitalj Orman.

MUSIC PUBLISHERS
CR CROATIA MUSIC PUBLISHING, Niska Ulica bb, 41040 Zagreb, Croatia, 041.266.226, Fax: 041.266.308, 21857, GM: Mirko Bosnjak, A&R: Sinisa Skarica.
FAVRITE MUSIC, Grusa, 10 4100, Zagreb, Croatia, 041.519 955, Fax: 041.519 556, Dir: Ranko Antonic.

RECORD COMPANIES

RECORD DISTRIBUTORS
MEZHDUNARODNA KNIGA, 39 Dimitrova Street, 113095 Moscow, 09.205.228 4600, Fax: 09.205.220 2117, Dir-Gen: Stanislav Ostapshin, Dep Dir-Gen: Alexander Belostolsky, Production and distribution.

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
INTERNATIONAL MUSIC COUNCIL, ul Nygezhdanovoi, Moscow K-9, 09.205.225 4442 887, Fax: 09.205.200 4273, Contact: Boris Dimentman, National committee.
UNION OF OFFICIALS OF THE USSR, ul Nygezhdanovoi, Moscow K-9, 09.205.226 4700 4800, Fax: 09.205.200 4273, Contact: Yevgeni Kryosov.
EMI (Nigeria) Ltd., PO Box 10212, P.M.B. 11, Ikeja, Lagos, 110012. Managing Dir.: Mike Edwards; Finance Mgr.: Tunde Olusupa.

G.S.E. Claremont Records, PO Box 250, 55 Palmboom Rd., Newlands, 7725, (021) 686-6915. Fax: (021) 686-6043. Owner: Donald Graham; Admin./Acct.: Mary Graham.

EMI (South Africa) Ltd., PO Box 10380, Isipingo, Durban, 4059. Managing Dir.: David Gresham; Mktg./A & R Dir.: Fred Withers; Sales Dir.: David Hill; Dir. of Mkts./A & R Directors:

Gallo—GRC (Pty) Ltd., PO Box 2445, Johannesburg, 2000, (011) 1357/40. Chmn.: John Stewart; Dir. of Marketing; Fred Withers; Sales Dir.: David Hill; Dir. of Mkts./A & R Directors: R. Charles Kuhn.


David Gresham Record Co. (Pty) Ltd., PO Box 46020, Groenvlei, 2119, (021) 4443530. Fax: (021) 4441332. CEO/Owner: David Gresham; Joint Managing Dir.: Allan Goldswain; Financial Dir.: Nick Birckly; Mktg./A & R Dir.: Sue Brews.


Cape Town, 7700, (021) 782-3037. Fax: (021) 782-3038. Owner: Emile Zagoloff; Roland Rennie.

EMI (South Africa) Ltd., PO Box 11254, Steelected, Johannesburg, 2117, (011) 612 2011. Managing Dir.: Mike Edwards; Flancard Mgr.: Keith Coulthard; A & R Mgr.: R. Quin.


EMI (Nigeria) Ltd., PO Box 24768, 10 Allan Ave., Ikeja, Lagos, (234) 193070. Managing Dir.: Mrs. Koli Okunowo; Finance Mgr.: Owolabi Osike.

EMI (Pty) Ltd., PO Box 2379, Claremont, Cape Town, 7735, 42 Goldbourne Rd., Kenilworth, Cape Town, 7700, (021) 762-3610. Fax: (021) 762-5197. Owner: David Gresham; Joint Managing Dir.: Allan Goldswain; Financial Dir.: Nick Birkby; Mktg./A & R Dir.: Sue Brews.

EMI (Nigeria) Ltd., PO Box 1723, Tamron St., Aro, Lagos, 120001. Managing Dir.: Mike Edwars; Finance Mgr.: Owolabi Osike.

EMI (South Africa) Ltd., PO Box 2445, Groenvlei, 2119, (021) 4443530. Fax: (021) 4441332. Owner: David Gresham; Joint Managing Dir.: Allan Goldswain; Financial Dir.: Nick Birkby; Mktg./A & R Dir.: Sue Brews.

EMI (South Africa) Ltd., PO Box 1723, Tamron St., Aro, Lagos, 120001. Managing Dir.: Mike Edwars; Finance Mgr.: Owolabi Osike.

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EMI (South Africa) Ltd., PO Box 2445, Groenvlei, 2119, (021) 4443530. Fax: (021) 4441332. Owner: David Gresham; Joint Managing Dir.: Allan Goldswain; Financial Dir.: Nick Birkby; Mktg./A & R Dir.: Sue Brews.

EMI (Nigeria) Ltd., PO Box 24768, 10 Allan Ave., Ikeja, Lagos, 12111, (021) 853700. Fax: (021) 621408. Owner: Napati Norendre; Sales Mgr.: Salleh Elsheba.

EMI (Nigeria) Ltd., PO Box 24768, 10 Allan Ave., Ikeja, Lagos, 12111, (021) 853700. Fax: (021) 621408. Owner: Napati Norendre; Sales Mgr.: Salleh Elsheba.

EMI (Pty) Ltd., PO Box 2379, Claremont, Cape Town, 7735, 42 Goldbourne Rd., Kenilworth, Cape Town, 7700, (021) 762-3610. Fax: (021) 762-5197. Owner: David Gresham; Joint Managing Dir.: Allan Goldswain; Financial Dir.: Nick Birkby; Mktg./A & R Dir.: Sue Brews.

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Music Teem, PO Box 23535, Joubert Park, 2044, 887-7313.
Fax: 887-7357. Contact: Maurice Horwitz.

Phase 2 Records, PO Box 48321, Roosevelt Park, Johannesburg, 2129, (011) 4771226. Fax: (011) 678-4544. Managing Dir: Terry Fairweather; A & R Dir: Mark Hughes; Promo. Mgr: Gary Anandarkis.
Label(s): (Owned) Phase Two Music, (Distributed) First Night, Music For Nations.

Principal Records Co., PO Box 48934, Roosevelt Park, 2129, 642-7236. Fax: 542-1425.


RPM Record Co., PO Box 2067, Johannesburg, 2000, 1 Hood Ave., 0F President Pl., Rosebank, 2196, (011) 860-6400. Fax: (011) 442-5962. Managing Dir: Irving Schosberg; Mktg. Dir: Ronnie Gruner; Sales Dir: John De Beer.
Label(s): (Distributed) MCA, Geffen.

Radium Records, PO Box 2886, Benoni, 1500, (018) 3-2274.
Creative Writer: Jonathan Handley; Singer: David Davies.

Label(s): (Owned) Boots, Jaguar, Ream, Mamba, Int’l Reps: Rounder (U.S.A).

Label(s): (Owned) Rex, One Way, Good As Gold.

Label(s): (Distributed) WEA.

Roots Record Co. (Pty) Ltd., Box 700, Cramerview, 2060, 3 Main Rd., Gwion House, Bryanston, 0122, (011)453-3965.
Fax: (271)706-7887. Managing Dir: Robin B. Taylor.
Label(s): (Owned) ON, Roots, (Distributed) Stax, Original Jazz Classics, Pablo, Riverside, Prestige, Landmark, Good Time Jazz, Milestone, Contemporary, Fantasy, Fantasy Group, Galaxy, G.R.P.

Geffy Records, PO Box 27513, Germiston, 2013, 834-5356. Fax: 834-3468. Contact: Lukie Carleson.


Stave Record Prodna. (PTY) Ltd., 33 Albert St., Pretoria, TV, 0181, Pres.: Robert Schroeder; Dir: Anthony Bock; Mervyn Mittel.


TNT, PO Box 89435, Lyndhurst, 14 Orange St., Sunnyside, Johannesburg, 2106, (011) 728-6311. Fax: (011) 726-5612. Mng. Dir: Chris Kritzinger; Dir: Derek Hannah, Mike Oldfield.


Lee Thorp Entertainment, PO Box 70, Observatory, Cape Town, 7925, (021) 471358. Fax: (021) 471359. Managing Dir: Patrick Lee Thorp.
Label(s): (Owned) Sea, Mountain, (Distributed) Claremont, EWM, AH.
Int’l Reps: EWM (Germany).

Label(s): (Owned) Transistor Music, Graffiti, (Distributed) Toco Int’l, TNT.

Trax Records (Pty) Ltd., PO Box 33283, Kimberly Road, Bertrams, Jeffreypost, 0016, (011) 618-1470. Fax: (011) 618-2921.


Dick Vorendijk & Assoc. (Orange Records C.C.), PO Box 16599, Doornfontein, 2028, 402 5800. Fax: 402 5800.
BLANK & BULK TAPE MANUFACTURERS

3M Zimbabwe Ltd., PO Box AV 64, Amby, Harare, Zimbabwe, (263) 48164 - 48165. Contact: Kim Chittenden.

ASIA

INDONESIA

RECORD LABELS


BLANK & BULK TAPE MANUFACTURERS

3M Zimbabwe Ltd., PO Box AV 64, Amby, Harare, Zimbabwe, (263) 48164 - 48165. Contact: Kim Chittenden.


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COMPUTER SYSTEMS & SERVICES

Word (NZ) Ltd., 176 Queen St. W., Levin, PM 5500, (06) 368-4403. Pres.: Peter R. Harris; Sales Mgr: John Dordan.

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Recording Industry Assn. of New Zealand, Inc. PO Box 9241, 15 Courtney Pl., 6th Floor, Wellington, (64) 4 843 523. Fax: (64) 4 845 060. Pres.: Brian Pitts; Chief Exec/Sec: Tony Chance.

PERFORMING & MECHANICAL RIGHTS ORGANIZATIONS

Phonographic Performances (New Zealand) Ltd., PO Box 9241, 15 Courtney Pl., 6th Floor, Wellington, (64) 4 843 523. Fax: (64) 4 845 060. Pres.: Brian Pitts; Gen. Mgr: Tony Chance; Co-Sec: Sheran Ashley. World (NZ) Ltd., 176 Queen St. W., Levin, PM 5500, (06) 368-4403. Pres.: Peter R. Harris; Sales Mgr: John Dordan.

RECORD PROMOTION

Record Publications Ltd., PO Box 9241, 15 Courtney Pl., 6th Floor, Wellington, (64) 4 843 523. Fax: (64) 4 845 060. Contact: Sheran Ashley. World (NZ) Ltd., 176 Queen St. W., Levin, PM 5500, (06) 368-4403. Pres.: Peter R. Harris; Sales Mgr: John Dordan.

BLANK & BULK TAPE MANUFACTURERS

Ampex Recording Media, MSAS House, 7 Freight Pl., Mangere, Auckland, New Zealand, (9) 9753005.

POLYBAGS & SHRINKWRAP

Danalex Packaging Corp. Ltd., PO Box 56-089, Wellington, (4) 325-204. Fax: (4) 327-547. Mktg: Dir: Graeme Fairlie. (Polybags & Shrinkwrap.)

CENTRAL AMERICA

COSTA RICA

RECORD LABELS


MUSIC PUBLISHERS

INDICA, S.A./Ediciones, PO Box 109, San Vicente de Moravia, San Jose, (506) 359322. Fax: (506) 359314. Pres./Gen. Mgr: Edward C. Lavish; Prof. Mgr: Maria Eugenia Vindas.


BLANK & BULK TAPE MANUFACTURERS

3M Panamerica SA, Apto. 10119, San Jose, Costa Rica, (506) 37 5033. Fax: (506) 38 0935. Contact: Glauro Rivera.

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LABELS


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LABELS

(Owned) Owedida, (Distributed) Discos Gas, RCA Records, Velt, TH Records and Tapes, Walt Disney Company.


BLANK & BULK TAPE MANUFACTURERS


GUATEMALA

RECORD LABELS

Discos de Centroamérica, S.A., PO Box 1792, 12 Calle 3-27 Zona 1, Guatemala City, 0109, (502-2) 539965, (502-2) 514907. Fax: (502-2) 465041. Pres.: Byron Galvez Thompson. Label(s) (Owned) Dideca, (Distributed) Cordillo (Colombia), Discos Y Cantas Melody, Emi Ltd. (United Kingdom), A. & M. Fuentes, Peerless (Mexico), Sonro Rodhein, PolyGram (Holand-Germany), Sonorama (Venezuela), Velt, WEA Int'l (USA).

Distribuidora Guatemalteca de Discos S.A. 4a. Avenida 13-25, Zona 9, Guatemala City, (502) 35-9322. Sales Mgr: Ernesto Barrios; Distributor

PLATING & PRESSING PLANTS


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RECORD LABELS

Distribuidora Panamena de Discos S.A., PO Box 9614, Panama, 4, (507) 64-58-03. Sales Mgr: Javier Correa.

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Panama SA, Apartado Postal 4454, Calle D Y Alberta Navarro, Edif Raquel, Panama, 5, Panama, 50673-5044. Fax: (507) 663-5434. Contact: Aido Lancini.

INDIAN SUBCONTINENT

INDIA

RECORD LABELS

Bremen Music 42, Pravasi Indians, Estates, Cocarcain (East), Bombay, (91) 22/6887423. Fax: (91) 22-954321. Pres.: Shashi Gopal; Gen. Mgr: Bashir Sheikh; Finance Mgr: LV Shankaran.

LABELS (Distributed) All BMG Int’l Labels.


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Plum Music: 23 Red Maple Way, Willowdale, ON, M2K 2T4, (416) 222-8845, Fax: (416) 733-2247; Owners: John & Dan Sack; John: Dan Sack; Buy Record/Tape: Fred De Luca; Complimentary, CD/Pre-Recorded Audio Tape, Video (Cassette & Disc), (Distribution, Importer, Exporter).
Labels Distributed: Audio: Christopher, Foncutret, Claque Legato, Intercon, Foyer, Ludor, Tadito, Concert, Audio: Denton, Mode, Herald, Urania, Altatca, Gop, Bridge, Gothic, Standing Room Only, Excelsa Musica, Royal Classics, Biographies in Music, Grammont, Bay Cities, Capstone.
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Labels Imported: Atlantic, Anthem, Quality, True North, Fringe, Network, Intrepid, Stony Plain, Star, Select, T.E. Rectrack Canada inc., 2350 rue Haipen, Saint-Laurent, PQ, H4N 1T7, (514) 339-2732; President: Miles Flood; Mgr: Bill Litterman; Sales & Mkgr: Dir: Alan Gamache; Nat'l Mgr: Dave Lowthian; Distribution Labels: Audio: Castle, Communications, DCC, Magnum Music, See For Miles, Point Prods., Jazz Life, Golden Hour, Onyx, Cirrus, M.G.R., Knight Riding, Blue City, Trojan, Sequel, and others.
Savannah Music inc., PO Box 5490 Elington Ave. W., Etobicoke, ON, M9C 5K6, (416) 620-0396. Fax: (416) 620-0386. Pres: Brian Ferrman; Sec: Sue Furrer; Exec: Assst.: Sylvia Witkowski.
Int'l Reps.: WEA (Canada).
Select Distribution, 500 East St-Catherine St., 5th Floor, Montreal, PQ, H2L 2G5.
Seventh Son Records, 41 Mon Oncourt St., Ottawa, ON, K1S 1Y8, Contact: Stephen M. Groves.
Shanbeck Corp., 4222 Manor St., Burnaby, BC, V5G 1B2, (604) 433-3331. Fax: (604) 433-4815. Pres.: WG: McCartney; Buy Record/Tape: Diana Chan; Buyer: (Videttes): Carol Martin; Sr. Vice Pres/Acct:Buyer: Uwe Schnack.
Compact Disc, Pre-Recorded Audio Tape, Video (Cassette & Disc), Accessories) (Distribution, Importer).
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MUSIC PUBLISHERS

Abowerew Music (SOCAN) (See Attic Music Ltd.)


Buyers: Berta S. Daniels, (Muzik Ltd.), (416) 817-2151.

SARI COLT MUSIC TALK, 2600 John Street, Markham, ON L3R 3W3, (416) 475-1848. Fax: (416) 474-9070. Pres: Ralph Cmikis.

Beaumont Music (SOCAN) (See Halben Music Publishing, Inc.)

Beatty Songs (PROSCAN) (See PolyGram Songs, Inc.)

Benjamin Music (SOCAN) (See Halben Music Publishing, Inc.)

Benji Music, (SOCAN) (See BMG Music Publishing Canada, Inc.)

Bonalix Music (SOCAN) (See BMG Music Publishing Canada, Inc.)


Bunk Music (SOCAN) (See BMG Music Publishing Canada, Inc.)


Cedarwood Publishing Co., (SOCAN) (See PolyGram Songs, Inc.)

Cee & Cee Music (CAPAC) (See Plummet Music)

Certain Image Publishing (CAPAC) (See Image Music Distribution) (See PolyGram Songs, Inc.)

C herpes (BMG/ASCAP) (See BMG Music Publishing Canada) (See BMG Music Publishing Canada, Inc.)

Complete Music (See Netoverload Publishing/TWK Publishing, Attic Music Ltd.)

Copoor Music (BMG) (See Cancon Music)


Crown-Vetch Music (SOCAN) (See Morning Music Ltd.)


Current Sounds, (CAPAC) 366 Adelaide St. E., #437, Toronto, ON, M5M 3X9, (416) 361-1101. Fax: (416) 867-9501. Pres: Garry Young.
Other Services: Warehouse, Freight.

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Other Services: Warehouse, Freight. Other Services: Direct Response—800 services.

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Audiboc Recording Canada Inc., 600 Ouest Port Royal, Montreal, PQ, H3L 2C5, (514) 384-6667. Fax: (514) 388-1488. Pres.: T. Tubes; Sales Mgr.: J. Desrosiers; Controller: M. Tube.


Audio Cassette, Blank Cassettes, custom loading.

Audio Packaging Services: Inserting, Collating, Labeling, Mailing.

Other Services: Warehouse.

Golden Musicasset, 510 Coronation Dr., Unit 20, West Hill, ON, M1E 4X6, (416) 284-9927. Fax: (416) 281-8579. Pres.: Ron Gardner.

Audio: Cassette, Open Reel, DAT, Real-time.

Audio Packaging Services: Inserting, Collating, Other Services: Warehouse.


Audio: Cassette.

Les industries Magra Ltee., 5722 St. Andre St., Montreal, PQ, H2K 2N1, (514) 272-8224. Fax: (514) 272-9785. Pres.: Mario Paquet; Sales Mgr.: Francois Godard.

Audio Cassette, Open Reel, DAT, Real-time.

Audio/Video Packaging Services: Inserting, Collating, Labeling, Imprinting.

Marc Prodls. (1986) Ltd., 163 Parisien St., Ottawa, ON, K1B 4W1, (613) 741-9851. Fax: (613) 748-0981. Pres.: Gilles Poulin; Sales Mgr.: Gaston Lavoie.

Audio: Cassette.

Video: ½" VHS Cassette.

Pathie Video, 720 King St. W., #1002, Toronto, ON, M5V 2T3, (416) 364-6670, Fax: (416) 364-7757. Pres.: Sidney Greenberg; Mktg./Sales: Dir.: Anne Brown.

Video: 4¼ U-Matic, ½" VHS Cassette, 1", 2", Belacram, Belacamp.

Video Packaging Services: Inserting, Collating, Labeling, Point of Purchase Materials/Promo.

Other Services: Warehouse, Freight, Credit Card Clearance Services, Silkcreen labeling on cassettes.


Audio: Cassette, Open Reel, Real-time.

Audio Packaging Services: Inserting, Collating, Labeling, Mailing, Shrinking Wrap.

Other Services: Warehouse, Freight.

RBS Records Inc., 8420 Cote De Liesse, Saint Laurent, PQ, H4T 1G7, (514) 342-8511, Fax: (514) 342-0401, Pres./Mktg./Dir.: Richard Belanger.

Audio: Cassette, Open Reel, DAT.

Sterodyne Ltd., 3121 Universal Dr., Mississauga, ON, L4X 2E2, (416) 625-0331, Fax: (416) 625-0325. Cust. Orders Contact: Brad Kerr; Mastering Contact: Mary Kaswan.

Audio: Cassette.

SummitMagnetics Canada Ltd., 8628 Osler St., Vancouver, BC, V6P 4G2, (604) 266-3520. Fax: (604) 921-8873. Sales Mgr.: Erina Lam; Dir.: Luy Lam.

Branches: 140 Advance Blvd., Unit 11, Brampton, ON, L6T 4J4, (416) 791-6271, Fax: (416) 791-8757, Pres.: Lam Luy Sung; Mktg. Dir.: Grace Su.

Audio: Cassette, Other Services: Freight.

SummitSound Inc., PO Box 333, Westport, ON, KOG 1X0, (613) 273-2155, Fax: (613) 273-7325. Pres.: David David; Prod. Coord.: Kathy Dow.

Audio: Cassette, Open Reel, DAT.

Audio Packaging Services: Inserting, Collating, Labeling, Card Design services for inserts.

Other Services: Warehouse, Freight, Credit Card Clearance Services.

VTR Video, 34 Kern Rd., Don Mills, ON, M3B 1T1, (416) 443-0440. Fax: (416) 443-0466. HS: HCCustom; Sales Mgr.: A. Baslan; Mktg. Dir.: A. Sydenham.

Other Services: Video Packaging Services: Inserting, Collating, Labeling, Mailing.
**PACIFIC RIM CHINA**

**RECORD LABELS**


**LABELS:** (Granted) Capri, Polytron, WEA, RCA.

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**RAW MATERIALS**


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**HONG KONG**

**RECORD LABELS**

Ame Record Corp., PO Box 95170 Tsim Sha Tsui PO, Kowloon, (852) 710-6881, Fax: (852) 710-6768. Gen. Mgr.: Paul Leung.

**LABELS:** (Granted) Musa, Amo, Sing Song Leam.

Art'n Tune Records Co., Ltd., Rm 1902, 205 King's Rd. Eastern Centre, Hong Kong, Fax: (852) 732-1414, Dir.: Tony Law; Pres.: Tung dung Chan; Exec. Dir.: Dr. Samson Foo; Gen. Mgr.: Mandy Lam.

BMG Pacific Ltd., 9/F Kai It Bldg., 56 Pok Tai St., Kowloon, (852) 771-7742, Fax: (852) 779-6293, Mgr.: Malcolm Neilson; Dir., A&R/Mktg.: Sam Ho; Gen. Mgr., Int'l Mktg.: Celia Lo.

**LABELS:** (Granted) Aria, Ariston, Hansa, RCA, (Distributed) Play It Again Sam, Sonet, Delphi, Curb, Fantasy, Jive, Motown, RLA, Reprise, Carrere, Beggars Banquet.

US Reps: BMG Music Int'l (NY).

Int'l Reps:, PT Musica Studios (Indonesia); BMG Pacific Sdn. Bhd. (Malaysia); BMG Philippines (Philippines); BMG Pte., Ltd. (Singapore); BMG Pacific (Thailand).

Wing Cheung Records Co. Ltd., Flat A, 2/F Wing Cheung Mansion, 37-39 Guernsey Rd., Cheung Sha Wan, Hong Kong, (852) 726-5157, Fax: (852) 838-2272, Chmn.: Mrs. Ting Wing Cheung; Gen. Mgr.: Raymond Hung; Mktg.: Peter Hung; Ops Mgr.: Winnson Tong.

Shun Cheong Record Co., Room 002-4 Bank Centre, 636 Nathan Rd., Kowloon, Fax: 582 98 210, Contact: Raymond Ng.

Cross (HK) Co., Ltd., GPO Box 4559, Hong Kong, (852) 3846080, Fax: (852) 7702822, CEO: Alexander YC Lee; Exec. Rep. Simon Yu;

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Hugh Pridou, Ltd., PO Box 764, No.1 New Kina Ind. Bldg., Shatin, New Territories, Fax: (852) 502-4066, Fax: (852) 502-4078, Dir.: Ask Yew Goh.

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KUMA MUSIC INT'L (HK) Ltd., #4D Sutton Ct., Harbor City, Kowloon, (852) 730-8452, Fax: (852) 730-3747, Pres.: Lance NR Robinson; Vice Pres.: John G. Schultz; Exec. Sales: Jordan Jao.

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Branches: 4-28 Yotsuya, 3F, Gyoen Takagi Bldg, Shinjuku-ku, Tokyo, 160, Japan, (81)33252361, Fax: (81)33252360, V.P. A&R/Promo. Deps.: Katsuki Murata.
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Meta Co., Ltd., No. 501, Kagawa Bldg., 27-6, 7-Chome, Shinjuku-ku, Tokyo, 150, 03 5273-2821. Fax: 03 5273-2821. Pres.: Akio Takasawa; Import Mgr.: Masahiko Ebihara; Yoshito Fujikawa.
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WEA Music K.K., 3-F, Sanbancho, 3F, Iizumikan Sanbancho Bldg., Chiyoda-ku, Tokyo, 102, 81-03-32215555. Fax: 81-03-32218545. Press: Izuko Onita; Label Mgr. WEA Int'l, Kei Hayashi; Label Mgr.: MCA; Alichiro Kiyohara; Int'l Liaison: Kaoru Sumiya.


Woodland Trading Co., Ltd., 5-5-11-102, Higashi-Oshi, Shinagawa, Tokyo, 140, 81-34588920. Fax: 81-345889441. Press: Masataka Matsuyma; Import Mgr.: Makayasu Kurimoto; Sales Mgr.: Hiroshi Futamura; Classical Mgr.: Tomohiko Furuihchi. (Distributor, Importer, Exporter)

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Ital Music Ltd., 18 Kyutei Mansion 2-B, 28-B, Maruyama-cho, Shibuya-ku, Tokyo, 150, (03) 3770-2371. Fax: (03) 3770-7612. Pres.: Hidemaro Okumura; Prof./Creative Mgr: Yojiho Maeda.


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Music Industry:

Japan Society for Rights of Authors, Composers, & Publishers (JASRAC), 1-7-12 Nishinobinhono, Chuo-ku, Tokyo, 105, (03) 3562-6551. Fax: (03) 3562-3444. Pres.: Muiki Ishimoto.

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Product(s): Polyster Film, Magnetic Media.

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Valentine Sound Prods. Sdn Bhd, Jalan 336, 3F, Jalan Dang Wangi, Kuala Lumpur, 50000, (03) 292-7527; Dir: Francis Lee & A R Mgr; Richard Chong; Label & Promo Mgr: Joe Siva; Label(s): (Distributed) ZYX, Combat, Discombobul, K-Tel Int'l, SPK, Noise Int'l.

Warner Music Malaysia Sdn Bhd, 5th Floor, Mill Plaza (Box #18), Jalan P Ramlee, Kuala Lumpur, 50250, (03) 243-6563. Fax: (03) 292-7527; Dir: Francis Lee & A R Mgr; Richard Chong; Label & Promo Mgr: Joe Siva; Label(s): (Distributed) ZYX, Combat, Discombobul, K-Tel Int'l, SPK, Noise Int'l.

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