

# Billboard

## 1969 INTERNATIONAL TAPE DIRECTORY

**RECORD MANUFACTURERS WITH TAPE PRODUCT**

**TAPE DISTRIBUTORS**

**TAPE ONE-STOPS**

**STORAGE CASES**

**TAPE IMPORTERS/EXPORTERS**

**RAW TAPE MANUFACTURERS**

**TAPE BACK JOBBERS**

**MANUFACTURERS REPRESENTATIVES**

**MANUFACTURERS OF TAPE DUPLICATING EQUIPMENT**

**DISPLAY RACKS**

**PLAYBACK EQUIPMENT MANUFACTURERS & IMPORTERS**

**CARTRIDGE SERVICES**

**PRINTING & LITHOGRAPHING**

**EMPTY CARTRIDGE, CASSETTE & REEL MANUFACTURERS**

**HEAD CLEANERS & DEMAGNETIZERS**

**DESIGN & ARTWORK**

**CUSTOM DUPLICATION**

**DUPLICATOR MARKETERS**

**BLANK LOADED TAPE MANUFACTURERS**

**BROWSER BOXES**

**CARTRIDGE PARTS MANUFACTURERS**

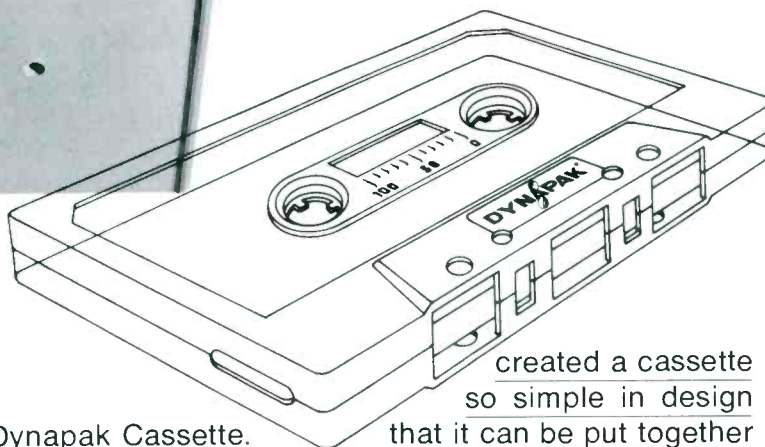
**PACKAGING & LABELING**

**PRODUCT AVAILABLE ON TAPE ONLY**

Did the fact  
that we created Dynapak,  
the world's first  
no-return cartridge,  
saddle us with the responsibility  
of designing a  
no-return cassette, too?



Damn right.



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

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

Simplicity is the keynote of its  
design.

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

For example: The loading of  
its spring pad assembly is so un-  
complicated, its slot design so in-  
genious, the tape can be dropped  
into place.

Do you begin to see the impli-  
cations of this? Stereodyne has

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

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

**Stereodyne**

TROY MICHIGAN  
TORONTO ONTARIO  
LOS ANGELES CALIFORNIA



# Tape CARtridge

## Historical Notes



- 1954 – George Eash invents 4-track continuous loop cartridge.
- 1958 – RCA unveils reel-to-reel tape cartridge.
- 1962 – TelePro Industries manufactures Eash device (Fidelipac cartridge) for broadcast use.
- 1962 – Earl Muntz forms Autostereo to market 4-track automobile CARtridge players. Acquires duplication and distribution rights from several disk companies.
- 1963 – Philips cassette launched at Berlin Radio Show.
- 1964 – North American Philips bows cassette recorder in U. S.
- 1965 – William Lear Sr., president of Lear Jet Corp., discloses 8-track stereo tape CARtridge system. Company launches configuration in conjunction with RCA, Ford Motor Co. and Motorola.
- 1965 – Larry Finley forms International Tape Cartridge Corp. to license record labels for tape CARtridge duplication and distribution rights.
- 1965 – General Recorded Tape formed. Ampex Stereo Tape division enters CARtridge field.
- 1965 – First pre-recorded cassettes hit market.
- 1966 – Columbia, Capitol and Decca release 8-track CARtridges. Others follow suit.
- 1966 – Chevrolet, Pontiac, Oldsmobile, American Motors and Volkswagen offer stereo 8 as optional equipment on 1967 models. Ford includes 8-track accessory for all models.
- 1967 – Eight-track home units debut.
- 1967 – Automobile factory-installations top 165,000 units.
- 1967 – Pre-recorded tape sales equal 10 per cent of total record industry sales. Industry leaders predict 25 per cent in 1968.
- 1968 – Low price Carry-Player cassette portable introduced in U.S. and Europe.
- 1968 – Slot-load cassette players shown for automobile use.



# Billboard

## 1969 INTERNATIONAL TAPE DIRECTORY

**EDITORIAL OFFICE:** 165 W. 46th St., New York, N. Y. 10036, Area Code 212, PL 7-2800, Cable: **BILLBOARD NEWYORK**

**PUBLISHER:** Mort L. Nasatir, New York Office

**EDITOR IN CHIEF and ASSOCIATE PUBLISHER:** Lee Zhito

### TAPE DIRECTORY STAFF

**Editor:** Fred Kirby  
**Art Director:** Virgil Arnett  
**Associate Editors:** John Hays, Carol Buske, Dorothy Kobs, Suzanne Osborne  
**Director of Sales:** Ron Carpenter  
**Advertising Manager:** Ronald Willman  
**Promotion Director:** Herb Wood  
**Midwest General Manager:** T. L. Herrick  
**Midwest Sales Director:** Dick Wilson  
**West Coast Gen. Mgr.:** Willis Wardlow  
**Nashville Gen. Mgr.:** Robert L. Kendall  
**Production Manager:** Bob Phillips

### U. S. BRANCH OFFICES

**CHICAGO, Ill.** 60601, 188 W. Randolph. Area Code 312, CE 6-9818

**LOS ANGELES, Calif.** 90069, 9000 Sunset Blvd., Area Code 213, 273-1555

**NASHVILLE, Tenn.** 37203, 1905 Broadway. Area Code 615, 244-1836

**WASHINGTON, D. C.** 20005, 733 15th St., N.W. Woodward Bldg., Rm. 533. Area Code 202, 393-2580

**EUROPEAN DIRECTOR:** Andre de Vekey, 7 Carnaby St., London W.1. Phone 486-5971  
 Cable: Billboard London

**EUROPEAN EDITOR:** Mike Hennessey, 7 Carnaby St., London W.1. Phone 486-5971

**UNITED KINGDOM:** Graeme Andrews, 7 Carnaby St., London W.1. Phone 486-5971  
 Cable: Billboard London

**ITALY:** Germano Ruscitto, Galleria del Corso 2, Milano, Italy. Phone 70.15.15

**JAPAN:** Kanji Suzuki/Japan, Trade Service, Ltd., 2-1-408, 3 Chome Otsuka, Bunkyo-ku, Tokyo

**MEXICO:** Kevin Kelleghan, Varsovia 54, Mexico. Phone: 125002

Subscription rates payable in advance. One year, \$25 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at New York, N.Y., and at additional mailing offices. Copyright 1969 by Billboard Publications, Inc. The company also publishes Record Retailer, Vend, Amusement Business, High Fidelity, American Artist, Modern Photography, Merchandising Week. Postmaster, please send Form 3579 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214.

## CONTENTS

<b>TAPE CARTRIDGE HISTORICAL NOTES</b> .....	3
<b>WHERE TAPES ARE SOLD</b> .....	7
<b>RECORD MANUFACTURERS WITH TAPE PRODUCT</b> .....	10
<b>PRODUCT AVAILABLE ON TAPE ONLY</b> .....	26
<b>DUPLICATOR/MARKETERS</b> .....	28
<b>TAPE PLAYBACK EQUIPMENT MANUFACTURERS &amp; IMPORTERS</b> .....	32
<b>TAPE WHOLESALERS</b>	
<b>DISTRIBUTORS</b> .....	40
<b>ONE-STOPS</b> .....	56
<b>RACK JOBBERS</b> .....	60
<b>IMPORTERS/EXPORTERS</b> .....	64
<b>TAPE SUPPLIES</b>	
<b>RAW TAPE MANUFACTURERS</b> .....	66
<b>EMPTY CARTRIDGE, CASSETTE &amp; REEL MANUFACTURERS</b> .....	66
<b>BLANK LOADED TAPE MANUFACTURERS</b> .....	70
<b>CARTRIDGE PARTS MANUFACTURERS</b> .....	74
<b>MANUFACTURERS OF TAPE DUPLICATING EQUIPMENT</b> .....	76
<b>TAPE SERVICES</b>	
<b>CUSTOM DUPLICATION</b> .....	80
<b>DESIGN &amp; ARTWORK</b> .....	84
<b>MANUFACTURERS REPRESENTATIVES</b> .....	88
<b>PACKAGING &amp; LABELING</b> .....	91
<b>PRINTING &amp; LITHOGRAPHING</b> .....	92
<b>TAPE DEALER ACCESSORIES &amp; SUPPLIES</b>	
<b>BROWSER BOXES</b> .....	96
<b>CATALOG SERVICES</b> .....	96
<b>DISPLAY RACKS</b> .....	96
<b>HEAD CLEANERS &amp; DEMAGNETIZERS</b> .....	96
<b>STORAGE CASES</b> .....	103
<b>INTERNATIONAL SECTION</b> .....	
<b>Argentina</b> .....	106
<b>Austria</b> .....	106
<b>Brazil</b> .....	107
<b>Canada</b> .....	107
<b>Denmark</b> .....	116
<b>Eire</b> .....	116
<b>Finland</b> .....	116
<b>France</b> .....	118
<b>West Germany</b> .....	118
<b>Hong Kong</b> .....	121
<b>Italy</b> .....	121
<b>Japan</b> .....	126
<b>Mexico</b> .....	128
<b>Netherlands</b> .....	129
<b>Norway</b> .....	129
<b>Puerto Rico</b> .....	130
<b>Spain</b> .....	130
<b>Sweden</b> .....	132
<b>Switzerland</b> .....	132
<b>United Kingdom</b> .....	132
<b>Venezuela</b> .....	134



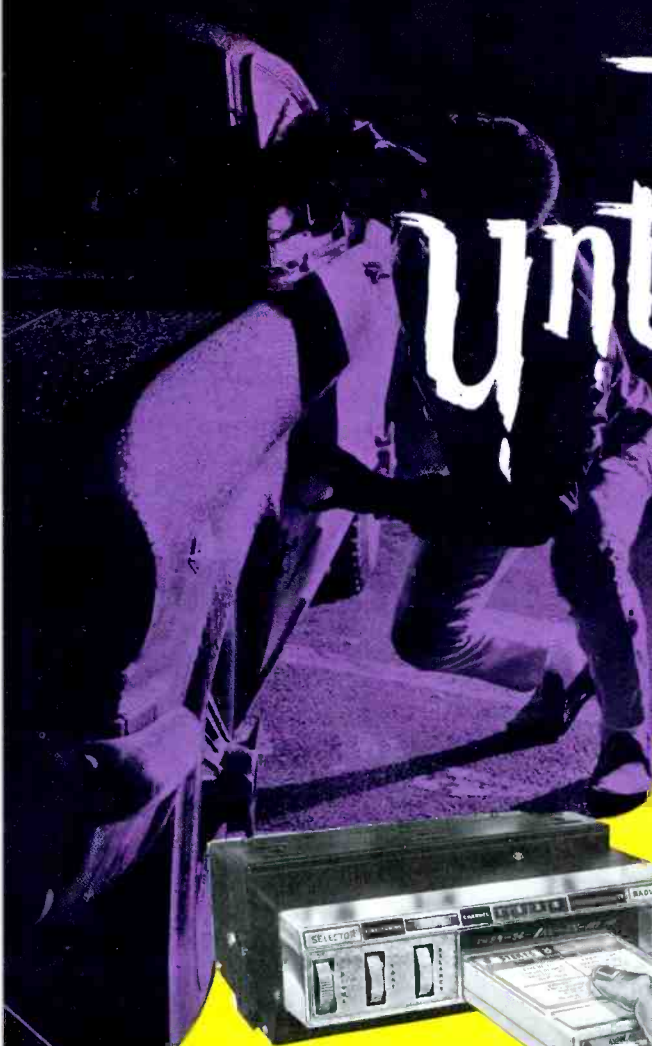
**is the stereo tape business puzzling you?**

(see the inside back cover)

Introducing...THEFT-PROOF CAR STEREO TAPE PLAYERS

# The Untouchables!

ANY ATTEMPT TO REMOVE TAPE  
PLAYER FROM CAR SETS OFF  
**BUILT-IN  
ALARM SYSTEM**



RR-60-FMT  
4 & 8 TRACK PLAYER  
WITH FM RADIO



RR-62-MPX  
8 TRACK PLAYER WITH FM STEREO RADIO



RR-42-T  
4 & 8 TRACK PLAYER

R-100-C  
FULLY  
AUTOMATIC  
CASSETTE  
PLAYER



RR-45-T  
MINI 8 TRACK  
PLAYER



RR-59-FT  
MINI 4 & 8 TRACK PLAYER

**T** *RANGER* by  
**Tenna** CLEVELAND, OHIO 44128

# WHERE TAPES ARE SOLD

The following retail breakdowns are a composite of estimates provided by record manufacturers, tape duplicators and tape distributors. These tape industry figures represent a combination of data from tape manufacturers and estimates based on the judgement of knowledgeable industry representatives.

In that sense, they are estimates, and should be treated as such.

## 8-TRACK CARTRIDGE

- 47% – Music-Record Outlets (including record departments of department and discount stores)
- 18% – Auto Aftermarket Retailers (including automotive departments of department and discount stores)
- 15% – Tape Centers
- 9% – Mail Order
- 11% – All Other (Camera, Hi-Fi, Radio-TV Appliance, New & Used Car Dealers, etc. – each less than 3%)
- 100%

## 4-TRACK CARTRIDGE

- 38% – Music-Record Outlets (including record departments of department and discount stores)
- 32% – Auto Aftermarket Retailers (including automotive departments of department and discount stores)
- 15% – Tape Centers
- 8% – Mail Order
- 7% – All Other (Camera, Hi-Fi, Radio-TV Appliance, New & Used Car Dealers, etc. – each less than 3%)
- 100%

## CASSETTES

- 57% – Music-Record Outlets (including record departments of department and discount stores)
- 15% – Camera Stores
- 11% – Tape Centers
- 6% – Radio-TV Appliance Stores
- 11% – All Other (Hi-Fi, Mail Order, etc. – each less than 3%)
- 100%

## REEL-TO-REEL

- 65% – Music-Record Outlets (including record departments of department and discount stores)
- 12% – Camera Stores
- 11% – Tape Centers
- 7% – Hi-Fi Component Stores
- 5% – All Other (Radio-TV Appliance, Mail Order, etc. – each less than 3%)
- 100%

## 1968 PRE-RECORDED TAPE DOLLAR SALES

(in Millions of Dollars)

8-Track Cartridge .....	\$155
4-Track Cartridge .....	\$ 35
Cassette .....	\$ 25
Reel-to-Reel .....	\$ 22
Playtape .....	\$ 10
Total 1968 Dollar Sales .....	\$247

AMY  
ATHENA  
BELL  
BRAVO  
CRESCENDO  
DIRECTION  
DYNOVOICE  
ELF  
EVOLUTION  
FOUR CORNERS  
GAMBLE  
GOLDWAX  
JAD  
KAPP  
LATIN SHOWCASE  
LLP  
MILESTONE  
MINARET  
MONITOR

MALA  
MONMOUTH/EVERGREEN  
NAL (SINGLES)  
NAL (TWIN-PAK)  
NEW VOICE  
PAGE ONE  
PHILLY GROOVE  
PLANTATION  
PROJECT 3  
ROULETTE  
SKYE  
SPEED  
SSS INTERNATIONAL  
STEREO DIMENSION  
SUMPTER  
TENNESSEE SOUND  
TETRAGRAMMATOR  
VIVA  
WHITE WHALE

*Our  
Family  
Is Growing  
Like  
Rabbits . . .*



1776 Broadway  
N.Y.C., N.Y.

**NOW  
NAL  
OFFERS  
60 SUPER 8  
STEREO 8  
TWIN-  
PAKS  
AT THE PRICE  
OF A SINGLE  
CARTRIDGE**



TOP C&W SONGS  
TOP C&W ARTISTS

20 TOP C&W SONGS WITH TOP STARS ON EACH CARTRIDGE ...

\$6<sup>95</sup>

\$5<sup>95</sup>

EACH CASSETTE ...

**TENNESSEE SOUND**

SUPER STEREO 8 TWIN-PAK AT THE PRICE OF A SINGLE CARTRIDGE / CASSETTE

*Including:* GEORGE JONES • RED SOVINE • JIMMY DEAN • GUY MITCHELL • COWBOY COPAS • THE WILLIS BROS. • FLATT AND SCRUGGS • JUSTIN TUBB • GLEN CAMPBELL • T. TEXAS TYLER • JOHNNY CASH • PATSY CLINE • BUCK OWENS • WEBB PIERCE • MINNIE PEARL • ROGER MILLER • and many others

DOUBLE ENTERTAINMENT

**DOUBLE**

DOUBLE SUPER STEREO 8

**Twin-Pak Double Super Stereo 8**

\$6<sup>95</sup>

A TWIN-PAK FOR THE PRICE OF A SINGLE CARTRIDGE

*including:* GEORGE GREELEY • MORGANA KING • DUKE ELLINGTON • VIC DAMONE • ROSEMARY CLOONEY • NELSON RIDDLE • COUNT BASIE • NEIL HEFTI • THE LONDONDERRY STRINGS • ESQUIVEL • LES BAXTER • KEELEY SMITH • THE ANITA KERR ORCHESTRA AND SINGERS and others.

DOUBLE VALUE

AL HIRT

**Jazz Greats**

LIONEL HAMPTON

THE DUKES OF DIXIELAND

ALL IN ONE SUPER STEREO 8 TWIN-PAK AT THE PRICE OF SINGLE CARTRIDGE

LOUIS ARMSTRONG

\$6<sup>95</sup>

**8 ON 8**

VARIETY TWIN-PAK  
8 Great Artists-16 Hits

**8 Great Artists on One Super Stereo 8 Twin-Pak**

\$6<sup>95</sup>

A TWIN-PAK FOR THE PRICE OF A SINGLE CARTRIDGE

*including:* NELSON RIDDLE • GEORGE GREELEY • THE KING FAMILY • COUNT BASIE • NEIL HEFTI • SHORTY ROGERS • ANITA KERR • BARBARA McNAIR • EVERLY BROTHERS • CONNIE STEVENS • MAVIS RIVERS • JO STAFFORD • LES BAXTER • GORDON JENKINS • JOE BUSHKIN • RICHARD "GROOVE" HOLMES and others

*the sound is great on*

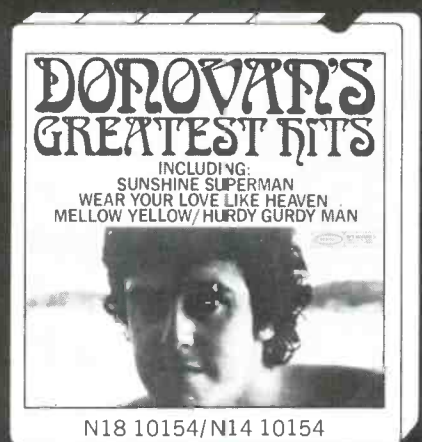
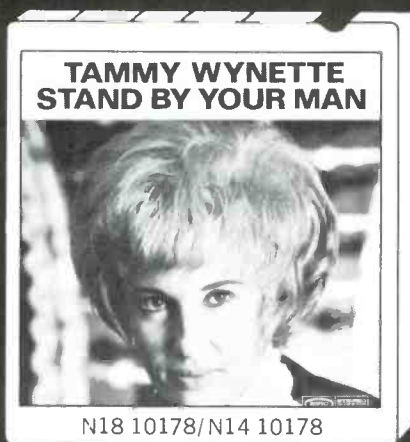
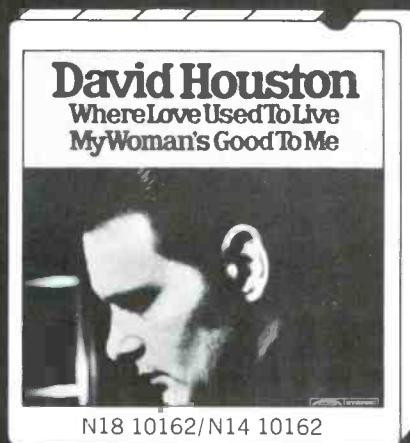
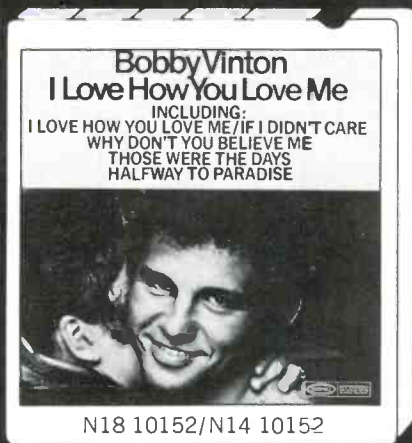
**NAL SUPER 8 TWIN STEREO 8 PAKS**

# RECORD MANUFACTURERS WITH TAPE PRODUCT

- A**
- A A Recs. Inc.**, 250 W. 57 St., New York, N.Y. 10019. eTel: (212) 765-3350. Pres.: A. I. Massier. **Cassette**: Golden, Golden-Wonderland licensed to Ampex.
- A B C Recs.**, 1330 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. VP Int'l: Dave Berger; Pub. & Adv. Dir.: Ken Kendall.
- Cartridge 8-tr.**: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill licensed to Ampex & GRT; Westminster, Music Guild, Whitehall licensed to GRT; Riverside licensed to Ampex.
- Cartridge 4-tr.**: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill licensed to Ampex, GRT & Muntz; Westminster, Music Guild, Whitehall, Riverside licensed to Muntz.
- Cassette**: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill, Westminster, Music Guild, Whitehall, 20th Century-Fox, Movietone licensed to Ampex & GRT; Riverside licensed to Ampex.
- PlayTape**: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill, Westminster, Music Guild, Whitehall.
- Open reel**: ABC, Impulse, Bluesway, Tangerine, Command, Grand Award, Dunhill licensed to Ampex & GRT; Westminster, Music Guild, Whitehall, 20th Century-Fox, Movietone, Riverside licensed to Ampex.
- Int'l rep.**: Mexico, Stereo Jet de Mexico
- A & M Recs.**, 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 461-9931. Owner: Jerry Moss; Tape Sales Mgr.: Ed Rosenblatt.
- Cartridge 4-tr., 8-tr., cassette & open reel self-mfd.**
- A R V** (see Falcon Rec. Co.).
- Abnak Music Ent's. Inc.**, 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) RI 2-6111.
- Cartridge 4-tr. & 8-tr.** licensed to GRT.
- Accent Recs.**, 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Owner: Scott Seely. (distributed by GNP Crescendo Recs.).
- Acta** (see Dot Recs.).
- Adell International Inc.**, 7800 Intervale Ave., Detroit, Mich. 48238. Tel: (313) 933-5252. Pres.: Robert Adell; Sales Mgr.: David S. Salah.
- Cartridge 8-tr. self-mfd.**
- Aeolian-Skinner Organ Co. Inc.**, 549 E. Fourth St., Boston, Mass. 02127. Tel: (617) AN 8-2232. Rec'g Project Head: John Kellner.
- Cartridge 4-tr. & open reel** licensed to Ampex.
- Alector Recs. Ltd.**, 367 W. 34 St., New York, N.Y. 10001. Tel: (212) 563-2831. Pres.: Ted Starke.
- Cartridge 8-tr. self-mfd.**
- Alegre** (see Ethnic Tapes Inc.).
- Alshire** (see Budget Sound Inc.).
- Amadeo** (see Apon Recs.).
- Ambassador Recs.**, 145 Komorn St., Newark, N.J. 07105. Tel: (201) MA 3-4214. Pres.: Martin Kasem; A&R Dir.: Dolph Traymon; Sales Mgr.: Herb Dorfman.
- Cassette**: HRS—self-mfd.
- Amy** (see Bell Recs.).
- Angel** (see Capitol Recs. Dist'g Corp.).
- Apon Recs.**, PO Box 131, Grand Central Sta., New York, N.Y. 10017. Tel: (212) 988-0450. Gen. Mgr.: Ben Jones.
- Cartridge 8-tr.**: Amadeo, Harmonia Mundi—imported.
- Apple** (see Capitol Recs. Dist'g Corp.).
- Archive of Folk & Jazz Music** (see Everest Rec. Group).
- Archive of Gospel Music** (see Everest Rec. Group).
- Archive Prod'n** (see Deutsche Grammophon Gesellschaft).
- Arctic** (see Jamie/Guyden Dist'g Corp.).
- Arhoole Rec. Inc.**, PO Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: Chris Strachwitz.
- Cartridge 4-tr.** licensed to Muntz.
- Artia** (see Connoisseur Rec. Corp.).
- Associated Inds. Inc.**, 2150 Hamilton Ave., Cleveland, Ohio 44114. Tel: (216) 696-3773. Pres.: Ron Schafer; Gen. Mgr. & Sales Mgr.: Robert W. Schachner.
- Cartridge 8-tr. & cassette**: Dyno, Gateway, Rimself-mfd.
- Atco** (see Atlantic Rec'g Corp.).
- Athena** (see Stereo Dimension Recs.).
- Atlantic Rec'g Corp.**, 1841 Broadway, New York, N.Y. 10023. Tel: (212) 757-6306. Tape Div. Mgr.: Mark Schulman.
- Cartridge 8-tr.**: Atlantic, Atco, Cotillion—self-mfd. & licensed to Ampex; Vortex licensed to Ampex; SGC licensed to GRT.
- Cartridge 4-tr. & cassette**: Atlantic, Atco, Cotillion, Vortex licensed to Ampex; SGC licensed to GRT.
- Open reel**: Atlantic, Atco, Cotillion Vortex licensed to Ampex & GRT.
- Audio Book Co.**, 4220 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 731-8880. VP: E. M. Rush.
- Cassette & open reel self-mfd.**
- Audio Fidelity Recs. Inc.**, 221 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 7-7111. Exec. VP: Harold Drayson.
- Cartridge 4-tr. & 8-tr.** licensed to ITCC.
- Cassette** licensed to Mercury.
- Open reel** licensed to Ampex.
- Audio-Spectrum** (see Budget Sound Inc.).
- B**
- B T Puppy**, 1790 Broadway, New York, N.Y. 10019. Tel: (212) 757-8570. Exec. VP: Steve Blaine.
- Cartridge 4-tr., 8-tr., cassette & open reel** licensed to Ampex.
- Bach Guild** (see Vanguard Rec'g Society Inc.).
- Backbeat** (see Peacock Recs. Inc.).
- Balboa Rec. Co.**, 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Tape Div. Mgr.: Larry Fotine.
- Cassette & open reel** licensed to American Tape Dupl'rs, Inc.
- Bang Recs.**, 1650 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-3740. VP: Harold Berkman.
- Cartridge 8-tr.**: Bang licensed to Ampex & GRT; Shout licensed to Ampex.
- Cartridge 4-tr.**: Bang, Shout licensed to Ampex & GRT.
- Cassette**: Bang licensed to Ampex & GRT; Shout licensed to Ampex.
- Open reel**: Bang licensed to Ampex & GTR.
- Barry** (see Deb-Mor Sales Inc.).
- Tommy Bee Ent's. Inc.**, PO Box 8207, Albuquerque, N.M. 87108. Tel: (505) 299-7242. Pres.: Tommy Bee; Tape Div. Mgr.: Ernest Phillips; Sales Mgr.: Frank Viramontes.
- Open reel**: Discos TBP, Souled Out, TBP International—self-mfd.
- Bell Recs.**, 1776 Broadway, New York, N.Y. 10019. Tel: (212) 757-6081. Prod. Mgr.: Beverly Weinstein.
- Cartridge 8-tr.**: Bell, DynoVoice, New Voice, Philly Groove licensed to Ampex, GRT, ITCC & NAL; Amy licensed to GRT & NAL; Direction, Elf, Mala, Page One licensed to NAL; Goldwax, Sphere Sound licensed to GRT & ITCC.
- Cartridge 4-tr.**: Bell, New Voice, Philly Groove licensed to Ampex, GRT, ITCC & Muntz; Amy, Direction, Sunburst licensed to Muntz; DynoVoice licensed to Ampex, ITCC & Muntz; Goldwax licensed to ITCC & Muntz; Sphere Sound licensed to ITCC.
- Cassette**: Bell licensed to Ampex, GRT & NAL; Amy, Direction, Elf, Mala, Page One licensed to NAL; DynoVoice, New Voice licensed to GRT & NAL; Philly Groove licensed to Ampex & NAL.
- Open reel**: Bell, New Voice licensed to Ampex, GRT & ITCC; Amy licensed to GRT; DynoVoice licensed to Ampex & GRT; Philly Groove licensed to Ampex & ITCC.
- Berlitz Publ'ns Inc.**, 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-7985. Tape Sales Mgr.: George Kaufmann.
- Cartridge 8-tr. self-mfd. & distributed** thru Decca.
- Cassette self-mfd. & licensed** to Atlas Rand.
- Bernal** (see Tanner 'N' Texas).
- Bert & I** (see Standard Phono Corp.).
- Bible Voice Inc.**, 6442 Coldwater Canyon, North Hollywood, Calif. 91606. Tel: (213) 985-5600. Pres.: George Otis; VP: David J. Keklikian.
- Cartridge 8-tr., cassette & open reel self-mfd.**
- Int'l rep.**: Canada, Stereodyne.
- Blue Note** (see Liberty Stereo-Tape).
- Blue Rock Recs.**, 110 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-7300. Prod. Mgr.: Abe Chayat.
- Cartridge 4-tr.** licensed to Muntz.
- Blue Thumb Recs. Inc.**, 427 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 278-4065.
- Cartridge 4-tr., 8-tr., cassette & open reel** licensed to GRT.
- Bluesway** (see ABC Recs.).
- Bonfire** (see Jay Jay Recs.).
- Book** (see Ron Recs.).
- Boone Recs. Inc.**, 119 Two Mile Pike, Goodlettsville, Tenn. 37072. Tel: (615) 859-1310. Tape Mgr.: Dave White.
- Cartridge 8-tr.** licensed to GRT.
- Int'l rep.**: Canada, Sparton thru Ampex.
- Bravo** (see Viva Recs.).
- Bright Orange** (see Modern-Kent Recs.).
- Brite-Star Promos.**, 14881 Overlook Dr., Newbury, Ohio 44065. Tel: (216) 564-2211. Tape Sales Mgr.: Jack Greene.
- Cartridge 8-tr.**: Brite—self-mfd.
- Brunswick** (see Decca Recs.).
- Bryte** (see Brite-Star Promos.).
- Buddah Recs.**, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-3320.
- Cartridge 8-tr.**: Buddah, Cobblestone, Curtom, Team licensed to ITCC; Kama Sutra licensed to Ampex.
- Cartridge 4-tr.**: Buddah, Cobblestone, Curtom, Kama Sutra, Team licensed to ITCC.
- Cassette**: Kama Sutra licensed to Ampex.
- PlayTape**: Buddah, Cobblestone, Curtom, Kama Sutra, Team.
- Open reel**: Buddah, Curtom licensed to ITCC; Kama Sutra licensed to Ampex.
- Budget Sound Inc.**, 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel: (213) 849-4671.
- Cartridge 4-tr., 8-tr., cassette & open reel**: Audio-Spectrum (includes Alshire, Somerset-Stereo Fidelity) licensed to Ampex.
- Buena Vista** (see Disneyland Recs.).
- Bunky** (see Scepter Recs.).
- C**
- Cadet** (see Chess Prod'g Corp.).
- Cadet/Concept** (see Chess Prod'g Corp.).
- Caedmon Recs. Inc.**, 505 Eighth Ave., New York, N.Y. 10018. Tel: (212) 594-3122. Sales Dir.: Bob O'Brien.
- Cartridge 8-tr. & cassette**: Caedmon (includes Shakespeare Rec'g Society, Theatre Rec'g Society) licensed to Ampex.
- Open reel**: Caedmon (includes Shakespeare Rec'g Society, Theatre Rec'g Society)—2-tr. self-mfd. & 4-tr. licensed to Ampex.
- PlayTape**: Caedmon.
- Calendar** (see RCA Rec. Div.).
- Camden** (see RCA Rec. Div.).
- Canaan** (see Word Inc.).
- Capitol Recs. Dist'g Corp.**, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Tape Mds. Mgr.: Hal Rothberg; Tape Sales Mgr.: Roger Brown.
- Cartridge 8-tr.**: Capitol, Angel, Apple, Melodiya/Angel—self-mfd.
- Cartridge 4-tr.**: Capitol, Angel, Apple licensed to Muntz.
- Cassette & open reel**: same as 8-tr.
- PlayTape**: Capitol, Apple.
- Carbooks** (see The Smith Studio Inc. listed under "Smith").
- Cardinal** (see Vanguard Rec'g Society Inc.).
- Carnival Recs. Corp.**, 24 Branford Pl., Newark, N.J. 07102. Tel: (201) 623-3328. Pres. & Tape Mgr.: Joseph J. Evans.
- Cartridge 4-tr., 8-tr., cassette & open reel** licensed to Livingston Audio Prods.
- Carole** (see GNP Crescendo Recs.).
- Carolina** (see Elvirite Rec'g Co. Inc.).
- Cartucho Moda** (see Modern-Kent Recs.).
- Cesta** (see Ethnic Tapes Inc.).
- Chart** (see RCA Rec. Div.).
- Checker** (see Chess Prod'g Corp.).
- Chess Prod'g Corp.**, 320 E. 21 St., Chicago, Ill. 60616. Tel: (312) 225-8802. Tape Div. Mgr.: Marshall Chess; Tape Sales Mgr.: Max Cooperstein.
- Cartridge 4-tr., 8-tr. cassette & open reel**: Chess, Checker, Cadet, Cadet/Concept licensed to GTR.
- PlayTape**: Chess, Checker, Cadet, Cadet/Concept.
- Chico** (see Rio Grande Music Co.).
- Christian Faith** (see Sing Rec. Co.).
- Cobblestone** (see Buddah Recs.).
- Colgems** (see RCA Rec. Div.).
- Coliseum** (see London Recs. Inc.).
- Colonial** (see Standard Phono Corp.).
- Columbia Recs./CBS**, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Tape Div. Mgr.: George W. Novak; Tape Sales Mgr.: Mel A. Price.
- Cartridge 4-tr., 8-tr. & open reel**: Columbia, Date, Epic, Immediate, Ode, Okeh—self-mfd.
- Int'l reps.**: Argentina (Discos CBS), Australia (Australian Rec. Co.), Austria (CBS), Belgium (Disques Artone/CBS), Bolivia ("Discolandia"/Dueri), Brazil (Discos CBS), Canada (Columbia Recs. of Canada), Central America: British Honduras, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama (INDICA), Chile (Philips), Colombia (Discos CBS), Czechoslovakia (Artia), Denmark (Nordisk Polyphon), Dominican Republic (Empresas La Guarachita), Ecuador (Emporio Musical), Finland (Oy Finnlevy), France (CBS), Germany (CBS), Greece (Music-Box), Hong Kong (Colonial Trading Co.), Israel (CBS), Italy (CBS), Japan (CBS/Sony), Malaysia: Singapore, Malaya, North Borneo, Brunet, Sarawak (Hup Hup), Mexico (CBS), New Zealand (Philips), Netherlands (CBS/Artone), Norway (Norsk Phonogram), Peru (Industrial Sono-Radio), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), Sweden

continued on page 12

# And now, Blockbusters are built on Epic tapes.



# RECORD MANUFACTURERS WITH TAPE PRODUCT

Continued from page 10

en (Philips-Sonora), Switzerland (CBS) United Kingdom (CBS), Uruguay (Sondor), Venezuela (La Discoteca), West Indies (Record Specialists).  
Command (see ABC Recs.).  
Concert Tapes (see Met Richmond Recs. Inc.).  
Connoisseur Rec. Corp., 160 Passaic Ave., Kearny, N.J. 07032. Tel: (201) 998-8181; NYC Tel: (212) 944-5148. Gen Mgr.: Henry S. Rosenberg.  
Open reel: Artia, Parliament licensed to Ampex.  
Contemporary Composers Series (see Contemporary Recs. Inc.).  
Contemporary Recs. Inc., 8481 Melrose Pl., Los Angeles, Calif. 90069. Tel: (213) 653-1560.  
Cartridge 8-tr., cassette & open reel: Contemporary, Contemporary Composers Series, Good Time Jazz licensed to Ampex.  
Coral (see Decca Recs.).  
Cornerstone (see Supreme Recs.).  
Cortina (see Institute for Language Study).  
Cotillion (see Atlantic Rec'g Corp.).  
Cotique (see Ethnic Tapes Inc.).  
Country Jubilee (see Ralph's Radio Music).  
Country Star (see Process Rec. Co.).  
Crescendo (see GNP Crescendo Recs.).  
Crestview Recs., 8560 Sunset Blvd., Hollywood, Calif. 90068. Tel: (213) 655-8191. Tape Div. Mgr.: Randy Wood.  
Cartridge 4-tr., 8-tr. & cassette licensed to Ampex.  
Crimson Recs., 1005 Chestnut St., Philadelphia, Pa. 19107. Tel: (215) MA 7-4635/4647. Owner & Tape Mgr.: Jared Weinstein.  
Cartridge 4-tr., 8-tr., cassette & open reel licensed to Ampex.  
Criterion Recs., 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-2296. Pres.: Michael Goldsen.  
Cartridge 8-tr.: Reo Tahiti licensed to GRT.  
Cuca Rec. Corp., 123 Water St., Sauk City, Wis. 53583. Tel: (608) 643-3304. Pres.: Jim Kirchstein; Tape Sales Mgr.: Bill Atwell.  
Cassette: Cuca, Night Owl, Polka Dot, Sara, Shamrock, Sound Century, Sounds of Wisconsin, Top Gun—self-mfd.  
Curtom (see Buddah Recs.).

## D

D G G (see Deutsche Grammophon Gesellschaft).  
Dana (see Jay-Gee Rec. Co. Inc.).  
DanskTape (see Lindberg Co.).  
Date (see Columbia Recs/CBS).  
Deb-Mor Sales Inc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 7-2436. Pres.: Hy Weiss.  
Cartridge 4-tr. & 8-tr.: Barry—self-mfd. & licensed to ITCC.  
Cassette: Barry—self-mfd.  
Decca Recs., 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Nat'l Sales Dir.: Claude Brennan.  
Cartridge 4-tr., 8-tr., cassette & open reel: Decca Coral, Brunswick—self-mfd.  
Delmark Recs., 7 W. Grand, Chicago, Ill. 60610. Tel: (312) 222-1467. Prop.: Robert G. Koester.  
Cartridge 8-tr. licensed to GRT.  
Cartridge 4-tr. licensed to GRT & Muntz.  
Cassette & open reel: same as 8-tr.  
Delta International, 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres., Sales & Adv.: John R. Gayer.  
Cartridge 8-tr. & cassette self-mfd. by Consolidated Tape Cartridges.  
Deram (see London Recs. Inc.).  
Deutsche Grammophon Gesellschaft (DGG), 125 Park Ave., New York, N.Y. 10017. Tel: (212) 682-2740. (distributed by MGM).  
Cartridge 8-tr: DGG, Archive Prod'n licensed to Ampex; Polydor licensed to GRT.  
Cassette: DGG, Archive Prod'n imported by MGM; Polydor licensed to GRT.  
Open reel: DGG, Archive Prod'n licensed to Ampex; Polydor licensed to GRT.  
Diamond Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-3876. Pres.: Joe Kolsky; Sales Mgr.: Bill Darneil.  
Cartridge 8-tr. licensed to GRT & RCA.  
Cartridge 4-tr. licensed to Muntz.  
Direction (see Bell Recs.).  
Disco Grande (see Tanner 'N' Texas).  
Discos Fuentes (see Miami Recs. Dist'g Corp.).  
Discos Premier (see Fermata Int'l Melodies Inc.).  
Discos RGE (see Fermata Int'l Melodies Inc.).  
Discos TBP (see Tommy Bee Ent's. Inc. listed under "Bee").  
Discuba (see Musical Tapes Inc.).  
Disneyland Recs., 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Nat'l Sales Mgr.: Bob Elliott.  
Cartridge 8-tr.: Buena Vista licensed to ITCC & RCA; Disneyland—self-mfd.  
Cartridge 4-tr.: Buena Vista licensed to ITCC.  
Cassette: Disneyland—self-mfd.  
Open reel: Buena Vista licensed to Ampex.  
Dooto Rec. Dist., 13440 S. Central Ave., Los Angeles, Calif. 90059. Tel: (213) 774-0743. Pres.: Dootsie Williams; Tape Sales Mgr.: Youna Johnson.  
Cartridge 4-tr., 8-tr. & cassette—self mfd.

Dot Recs. (div. Paramount Pictures Corp.), 1507 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-3141. Tape Admin. Servs. Mgr.: Judy Hicks.  
Cartridge 8-tr.: Dot, Acta, Steed, Paramount—self-mfd.  
Cartridge 4-tr.: Dot, Acta, Steed licensed to Muntz.  
Cassette: Dot, Acta, Steed licensed to Ampex.  
PlayTape: Dot, Acta, Steed.  
Open reel: Dot, Acta licensed to Ampex; Steed licensed to Ampex & ITCC.  
Int'l reps.: Argentina (Sicamericana), Australia (Festival), Canada (Quality), Denmark (Electric & Musical Inds.), Hong Kong (Cosdel), Japan (Cosdel), Netherlands (N.V. Negram), Norway (Carl M. Iversen), Singapore (Cosdel), South Africa (Trutone), Sweden (Electric & Musical Inds.), Venezuela (La Discoteca), West Indies (Record Specialists).  
Double-Shot Recs., 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 1-3471. VP Sales: Irwin Zucker.  
Cartridge 4-tr., 8-tr. & cassette self-mfd.  
Open reel licensed to Greentree.  
Douglas International (see Laurie Recs.).  
Drum Boy (see Jay Jay Recs.).  
Duke Recs. Inc., 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225.  
Affiliate: Peacock.  
Cartridge 8-tr. licensed to GRT.  
Cartridge 4-tr. licensed to GRT & Muntz.  
Cassette & open reel: same as 8-tr.  
Dunhill (see ABC Recs.).  
Duo (see The Smith Studio Inc. listed under "Smith").  
Dynamo (see Musicor Recs.).  
Dyno (see Associated Inds. Inc.).  
DynoVoice (see Genius Inc. & Bell Recs.).

**E**

E L J, 1344 Waldron, University City, St. Louis, Mo. 63130. Tel: (314) VO 3-3605. Pres.: Edwin L. Johnson.  
Cartridge 4-tr. self-mfd.  
E S P-Disk' Ltd., 156 Fifth Ave., New York, N.Y. 11010. Tel: (212) 255-4800. Pres.: Bernard Stollman.  
Cartridge 8-tr. & 4-tr. licensed to GRT.  
El Zarape (see Distributor section: Rio Grande Music Co., San Benito, Tex.).  
Elektra Corp., 1855 Broadway, New York, N.Y. 10023. Tel: (212) 582-7711. Tape Div. & Sales Mgr.: Mel Posner.  
Cartridge 8-tr.: Elektra self-mfd.; Nonesuch licensed to Ampex.  
Cartridge 4-tr.: Elektra licensed to Ampex & Muntz; Nonesuch licensed to Muntz.  
Cassette: Elektra, Nonesuch licensed to Ampex.  
PlayTape: Elektra.  
Open reel: Elektra, Nonesuch licensed to Ampex.  
Elf (see Bell Recs.).  
Elvitree Rec'g Co. Inc., 306 S. 16, Wilmington, N.C. 28401. Tel: (919) 763-1007/8116. Exec. Dir.: Arlee R. Burney; Ass't Dir.: Joseph R. Franks.  
Cartridge 4-tr & 8-tr.: Elvitree, Me'Hijah, Satellite, Carolina—self-mfd.  
Cassette: Elvitree, Satellite, Carolina—self-mfd.  
Ember Recs. Int'l Inc., 135 E. 44 St., New York, N.Y. 10017. Tel: (212) 986-5414. Tape Div. Mgr.: Louis Zinman.  
Cartridge 8-tr. & cassette: Ember, Famous Artists—self-mfd.  
Int'l reps.: Argentina (Odeon), Australia (W&G), Belgium (EMI), Bolivia (Discolandia Dueri), Brazil (Odeon), Chile (Odeon), Colombia (Codiscos), Ecuador (Fonog), France (Ember/AZ), Germany (Ember/Ariola), Greece (EMI), Hong Kong (Cosdel), India (EMI), Israel (Orient), Italy (Vedette), Japan (Toshiba), Lebanon (EMI), Mexico (Capitol, Tizoc), Netherlands (Phonogram, Boverna), New Zealand (HMV), Nicaragua (Sonida), Nigeria (EMI), Pakistan (EMI), Portugal (Philips), Singapore (E.S. Issac), South Africa (EMI), Spain (RCA Victor), Sweden (EMI), Turkey (EMI, Sayan), Yugoslavia (Jugoton).

Epic Recs., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Tape Div. Mgr.: George Novak; Tape Sales Mgr.: Mel Price.  
Cartridge 4-tr., 8-tr. & open reel: Epic, Okeh—self-mfd.  
Int'l reps.: Argentina (Discos CBS), Australia (Australian Rec. Co.), Austria (CBS), Belgium (Discos Artone/CBS), Brazil (Discos CBS), Canada (Columbia), Central America: British Honduras, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama (INDICA), Colombia (Discos CBS), Denmark (DansK), France (CBS), Germany (CBS), Greece (Music-Box), Israel (CBS), Italy (CBS), Mexico (CBS/Columbia International), Netherlands (CBS/Artone), New Zealand (Australian Rec. Co. in Australia), Norway (Arne Bendiksen), Peru (DIMUSA), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), Sweden (Sonet), Switzerland (CBS), United Kingdom (CBS), Uruguay (Sondor), Venezuela (La Discoteca), West Indies (Record Specialists).  
Era Rec. Ltd. Inc., 6464 Sunset Blvd., Suite 540, Hollywood, Calif. 90028. Tel: (213) HO 6-2161. Pres.: Herb Newman.  
Cartridge 4-tr., 8-tr. & cassette—self-mfd.  
Ethnic Tapes Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 757-9880. Tape Div. & Sales Mgr.: Richard M. Gurlek.  
Cartridge 8-tr.: Roulette, Alegre, Tico, Cesta, Cotique, Fania—self-mfd.; Roulette licensed to

Caytronics, GRT, ITCC & NAL; Alegre, Tico licensed to Caytronics, GRT & ITCC.  
Cartridge 4-tr.: Roulette, Tico licensed to Caytronics, GRT, ITCC & Muntz; Alegre licensed to Caytronics & ITCC.  
Cassette: Roulette licensed to Caytronics, GRT, Mercury & NAL; Alegre licensed to Caytronics; Tico licensed to Caytronics, GRT & Mercury.  
Open reel: Roulette licensed to Caytronics, GRT & NAL; Alegre, Tico licensed to Caytronics.  
Eurotone Int'l Ltd., 130 W. 42 St., New York, N.Y. 10036. Tel: (212) 594-9670. Pres.: George Curtiss.  
Cartridge 8-tr.: self-mfd.  
Cartridge 4-tr. licensed to Stereo Tape & Tucker Prod'ns.  
Cassette self-mfd. & licensed to Stereo Tape.  
Open reel licensed to Tucker Prod'ns.  
Everest Rec. Group, 10920 Wilshire Blvd., Los Angeles, Calif. 90024. Tel: (213) 272-4391. Pres.: Bernard C. Solomon.  
Cartridge 8-tr.: Everest, Archive of Gospel Music, Archive of Folk & Jazz Music, Hi Fi/Life, Tradition licensed to GRT.  
Cartridge 4-tr.: Everest, Archive of Folk & Jazz Music, Tradition licensed to GRT & Muntz; Hi Fi/Life licensed to Muntz.  
Cassette: Everest, Archive of Gospel Music, Tradition licensed to GRT; Hi Fi/Life licensed to GRT & Mercury.  
PlayTape: Everest.  
Everyman Classics (see Vanguard Rec'g Society Inc.).  
Evolution (see Stereo Dimension Recs.).

**F**

Falcon Rec. Co., 821 N. 23 St., McAllen, Tex. 78501. Tel: (512) MU 6-5851/5271. Tape Div. Mgr.: A. Ramirez; Tape Sales Mgr.: Quitman Henley.  
Cartridge 4-tr. & 8-tr.: Falcon, ARG licensed to GRT.  
Famous Artists (see Ember Recs. Int'l Inc.).  
Fania (see Ethnic Tapes Inc.).  
Fantasy/Galaxy Recs., 1281 30 St., Oakland, Calif. 94608. Tel: (415) 451-1515. Pres.: Saul Zaentz; Tape Sales Mgr.: Shelley Haims.  
Cartridge 4-tr, 8-tr, cassette & open reel: Fantasy, Galaxy licensed to Ampex.  
Fax (see Modern-Kent Recs.).  
Fermata Int'l Melodies Inc., 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-7473. Mgr.: D. Frenkiel.  
Cartridge 4-tr.: Producoes Fermata, Discos Premier, Discos RGE, Som/Maior imported & licensed to Muntz.  
Fidelity (see Ron Recs.).  
Fiesta Rec. Co Inc., 1619 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-7760. Pres.: Jose Morand; Sales Mgr.: Morton Gilbert.  
Cartridge 8-tr. self-mfd.  
Fontana (see Mercury Rec. Corp.).  
49th State Hawaii, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: George K. Ching.  
Cartridge 4-tr. & 8-tr.: 49th State Hawaii self-mfd.  
Open reel: Steno-Disc self-mfd.  
Four Corners of the World (see Kapp Recs.).  
Fuentes (see Miami Recs. Dist'g Corp.).

**G**

G M S (see Playette Corp.).  
G N P Crescendo Recs., 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-1108.  
Cartridge 8-tr.: GNP Crescendo, Accent licensed to GRT, ITCC, NAL & RCA; Carole licensed to GRT, ITCC & NAL.  
Cartridge 4-tr.: GNP Crescendo licensed to GRT ITCC & Muntz; Accent licensed to ITCC & Muntz; Carole licensed to GRT & ITCC.  
Cassette: GNP Crescendo, Accent, Carole licensed to GRT & NAL.  
Open reel: GNP Crescendo licensed to GRT.  
G R T (see General Recorded Tape Inc.).  
Galaxy (see Fantasy/Galaxy Recs.).  
Gamble Recs. Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 757-2750. Tape Div. Mgr.: Sam Goldner.  
Cartridge 8-tr. licensed to GRT, ITCC, Livingston Audio Prods., NAL & RCA.  
Cartridge 4-tr. licensed to GRT, ITCC & Livingston Audio Prods.  
Cassette licensed to GRT, Livingston Audio Prods. & NAL.  
Open reel licensed to GRT, ITCC, Livingston Audio Prods. & NAL.  
Gateway (see Associated Inds. Inc.).  
Gema (see Distributor section: Musical Tapes Inc., Miami, Fla.).  
General Recorded Tape Inc., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Mktg. Dir.: Chris Coburn; Mktg. Mgr.: Tom Bonetti; Sales Mgr.: Herb Hershfield; Special Servs. Mgr.: Joe Wright.  
Cartridge 4-tr., 8-tr. & open reel: GRT—self-mfd.  
Genius Inc., 1841 Broadway, New York, N.Y. 10023. Tel: (212) CI 5-3535.  
Cartridge 8-tr.: DynoVoice licensed to GRT; New Voice (distributed thru Bell) licensed to GRT & ITCC.  
Cartridge 4-tr.: DynoVoice licensed to GRT; New Voice licensed to GRT & ITCC.  
Cassette: DynoVoice licensed to GRT.  
Open reel: DynoVoice, New Voice licensed to GRT.

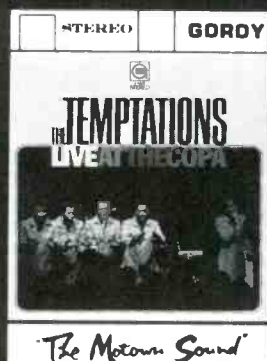
continued on page 14

# Nothing moves like the Motown sound.

## Especially over the counter.



T-8-1285



G-8-1E38



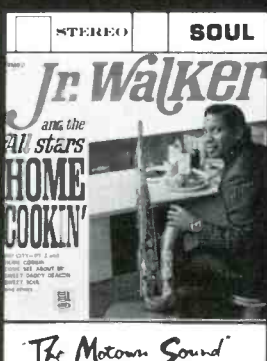
M-8-1652



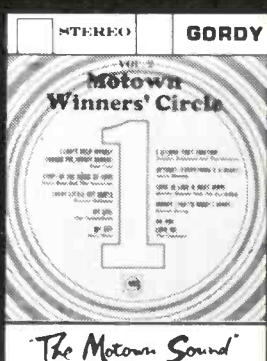
M-8-1670



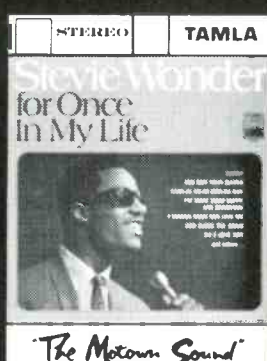
G-8-1935



S-8-1710



G-8-1936



T-8-1291



S-8-1711

### MOTOWN STEREO TAPES...FOR SOUND PROFITS



# RECORD MANUFACTURERS WITH TAPE PRODUCT

Continued from page 12

Giantstar (see Gemel Music Corp.).  
Glad-Hamp Recs. Inc., 165 W. 46 St., New York, N.Y. 10036. Tel: (212) PL 7-8486. Gen. Mgr.: Bill Titone.

**Cartridge 4-tr. & 8-tr.** licensed to ITCC.  
Goldband Rec. Co., PO Box 1485, Lake Charles, La. 70601. Tel: (318) 439-8839. Tape Div. Mgr.: Eddie Shuler.

**Cartridge 4-tr. & 8-tr.** self-mfd.  
Golden (see A A Recs. Inc.).  
Golden-Wonderland (see A A Recs. Inc.).  
Goldwax (see Bell Recs.).  
Good Time Jazz (see Contemporary Recs. Inc.).  
Gordy (see Motown Rec. Corp.).  
Gospel (see Savoy Recs.).  
Gospel Jubilee (see Ralph's Radio Music).  
Grand Award (see ABC Recs.).  
Grand Staff Recs., Box 343, Pacoima, Calif. 91331. Tel: (213) 896-4411. Owner: Harry J. Jenkins; Sales Mgr.: N. R. Jenkins.  
**Cartridge 4-tr. & open reel** self-mfd.  
Grande (see Tanner 'N' Texas).  
Gross (see Jay-Gee Rec. Co. Inc.).

## H

H R S—tape only (see Ambassador Recs.).  
Harmonia Mundi (see Apon Recs.).  
Harmony (see Columbia Recs./CBS).  
Heart Warming/Impact Recs., 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Tape Div. Mgr.: Robert R. MacKenzie; Tape Sales Mgr.: Joseph Light.  
**Cartridge 8-tr.:** Heart Warming, Impact, Reverence—self-mfd.  
Heritage (see MGM Recs.).  
Hi (see London Recs. Inc.).  
Hi Fi/Life (see Everest Rec. Group).  
Hickory Recs. Inc., 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8558. Tape Sales Mgr.: Lester F. Rose.  
**Cartridge 8-tr.:** Hickory, TRX licensed to GRT & ITCC.  
**Cartridge 4-tr.:** Hickory, TRX licensed to GRT, ITCC & Muntz.  
**Cassette:** Hickory, TRX licensed to Mercury.  
**Open reel:** Hickory, TRX licensed to GRT.  
High Fidelity Rec'g Inc., 445 N. Oliver, Wichita, Kan. 67208. Tel: (316) MU 2-7481. Tape Div. Mgr.: Jim Strattan; Tape Sales Mgr.: Don Clyne.  
**Cartridge 4-tr., cassette & open reel:** Kanwic—self-mfd.  
**PlayTape:** Kanwic.  
**Int'l reps.:** Canada (Quality), all other (EMI) thru Transglobal, New York, N.Y.).  
Hilltop (see Pickwick Int'l Inc.).  
Hob (see Scepter Recs.).  
Horizon (div. of Davon Music Corp.), Box 1228, Hollywood, Calif. 90028. Tel: (213) 463-1890. Pres.: David Hubert.  
**Cartridge 4-tr. & 8-tr.** licensed to ITCC.  
Hula Recs., PO Box 2135, Honolulu, Hawaii 96805. Tel: (808) 941-9374. Pres. & Mgr.: Don McDiarmid Jr.  
**Cartridge 8-tr. & open reel:** Hula, Surfside—self-mfd.

## I

I L S (see Institute for Language Study).  
I R C (see International Rec'g Co.).  
Ideal (see Rio Grande Music Co.).  
Immediate (see Columbia Recs./CBS).  
Impact (see Heart Warming/Impact Recs.).  
Imperial (see Liberty Stereo-Tape).  
Impulse (see ABC Recs.).  
Institute for Language Study (ILS), 71 Plymouth St., Montclair, N.J. 07042. Tel: (212) 246-1848. Tape Div. Mgr.: Robert Shaw.  
**Cartridge 8-tr.:** ILS licensed to Ampex.  
**Cassette:** ILS, Cortina—self-mfd.  
**Open reel:** ILS licensed to Ampex.  
International Artists Prod'g Corp., PO Box 14130, 5628 Brock, Houston, Tex. 77021. Tel: (713) 926-1795. Gen. Sales Mgr.: Ray B. Rush.  
**Cartridge 8-tr.** self-mfd.  
International Rec'g Co., 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Vern Ruvalds; VP: Jerome W. Man.  
**Cassette & open reel:** IRC—self-mfd.

## J

Jad Rec. Co. Inc., 225 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-0111. Sales Mgr.: Gerry Cousins  
**Cartridge 8-tr & open reel** licensed to ITCC.  
Jamie (see Jamie/Guyden Dist'g Corp.).  
Jamie/Guyden Dist'g Corp., 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) CE 2-8383. Tape Div. & Sales Mgr.: Paul Fien.  
**Cartridge 4-tr. & 8-tr.:** Jamie, Phil-L.A. of Soul licensed to GRT & ITCC; Arctic licensed to GRT; Teardrop licensed to ITCC.  
**Cassette & open reel:** Jamie, Phil-L.A. of Soul licensed to GRT.  
Jay-Gee Rec. Co. Inc., 1790 Broadway, New York, N.Y. 10019. Tel: (212) 757-8570. Tape Div. Mgr.: Irwin Lisabeth.  
**Cartridge 8-tr. & cassette:** Gross, Jubilee, Jubilee Gospel—self-mfd.

Jay Jay Rec. Co., PO Box 4155, Normandy Branch, Miami Beach, Fla. 33141. Tel: (305) 865-9057. Pres.: Walter Jay.  
**Cartridge 8-tr. & cassette:** Jay Jay, Bonfire, Drum Boy, Poika Tone—self-mfd.  
Jazz (see Ron Recs.).  
Jemel Music Corp., Box 328, Rt. 6, Mahopac, N.Y. 10541. Tel: (914) 628-6688. Pres.: Raymond Meltzer.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Giantstar, Take One—self-mfd.  
Jerden Music Inc., 971 Thomas St., Seattle, Wash. 98109. Tel: (206) MA 2-0470. Pres.: Jerry Denon.  
**Cartridge 4-tr., 8-tr., & cassette** licensed to GRT.  
**PlayTape.**  
Jewel Recs. Inc., 728 Texas St., Shreveport, La. 71101. Tel: (318) 422-0195. VP: John Wessler.  
**Cartridge 8-tr.:** Paula, Ronn licensed to GRT.  
**Cartridge 4-tr., cassette & open reel:** Paula licensed to GRT.  
Jin & Swallow Rec. Co., 434 E. Main, Ville Platte, La. 70586. Tel: (318) 363-2184. Mgr.: Ray Laflure.  
**Cartridge 8-tr.:** Swallow—self-mfd.  
Jubilee (see Jay-Gee Rec. Co. Inc.).  
Jubilee Gospel (see Jay-Gee Rec. Co. Inc.).

## K

Kama Sutra (see Buddha Recs. & MGM Recs.).  
Kanwic (see High Fidelity Rec'g Inc.).  
Kapp Recs., 136 E. 57 St., New York, N.Y. 10022. Tel: (212) 759-8500. Nat'l Sales Mgr.: Jack Kiernan.  
**Cartridge 8-tr.:** Kapp, Four Corners of the World licensed to Ampex, GRT, ITCC & NAL.  
**Cartridge 4-tr.:** Kapp licensed to Ampex, GRT & ITCC; Four Corners of the World licensed to GRT & ITCC.  
**Cassette:** Kapp, Four Corners of the World licensed to Ampex.  
**Open reel:** Kapp licensed to Ampex & ITCC; Four Corners of the World licensed to Ampex.  
Kent (see Modern-Kent Recs.).  
Key Loc (see Distributor section: Rio Grande Music Co., San Benito, Tex.).  
Kiderian Recs. Corp., 4926 W. Gunnison St., Chicago, Ill. 60630. Tel: (312) 545-0861. Owner: Ray Peck; Tape Div. Mgr.: Ginger Waddian; Sales Mgr.: Tom Petrelli.  
**Cartridge 4-tr., 8-tr. & cassette** self-mfd.  
King Recs., 1540 Brewster Ave., Cincinnati, Ohio 45207. Tel: (513) 751-6222. Pres.: Hal Neely; VP Mktg.: Col. Jim Wilson.  
**Cartridge 4-tr., 8-tr., cassette & open reel** licensed to GRT.  
Kubaney (see South Eastern Recs. Mfg. Corp.).

## L

L L P Recs., 345 W. 58 St., New York, N.Y. 10019. Tel: (212) 581-4877. Pres.: Leny Lewis.  
**Cartridge 8-tr., cassette & open reel** licensed to NAL.  
La Louisianne, 2823 Johnston St., Lafayette, La. 70501. Tel: (318) CE 4-4118. Pres.: Carol J. Rachou.  
**Cartridge 8-tr.** self-mfd.  
Ladd Music Co., 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd; Mgr.: John Poplawski.  
**Cassette & open reel:** Llama, White Rock—self-mfd.  
Laff Recs., 2683 S. La Cienega Blvd., Los Angeles, Calif. 90034. Tel: (213) 836-0930. Pres.: Al Altmark; Sales Mgr.: Lou Drozen.  
**Cartridge 4-tr. & 8-tr.** self-mfd.  
Laurie Recs., 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 582-2975. VP Sales: Doug Morris.  
**Cartridge 4-tr., 8-tr. & open reel:** Laurie, Douglas International licensed to ITCC.  
Liberty Stereo-Tape, 6920 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 461-9141. Gen. Mgr.: Earl Horowitz; Nat'l Sales Mgr.: Charles Bratnober.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific licensed to Greentree.  
Limelight (see Mercury Rec. Corp.).  
Lindberg Co., 1445 Sunset Ridge Rd., Glenview, Ill. 60025. Tel: (312) 729-2047. Pres.: Sven Lindberg.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Lindberg, DanskTape, NorskTape, SvensKTape—imported & self-mfd.  
Little Darlin' Corp., 804 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-5081. Pres.: Aubrey Mayhew.  
**Cartridge 4-tr., 8-tr. & open reel** licensed to ITCC.  
**PlayTape.**  
Living Rec. Library (see The Smith Studio Inc. listed under "Smith").  
Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; Sales Mgr.: Tom Hofbauer.  
**Cartridge 4-tr., 8-tr. & open reel:** Livingston—self-mfd.  
Llama (see Ladd Music Co.).  
Loma (see Warner Bros.-Seven Arts Recs.).  
London Recs. Inc., 539 W. 25 St., New York, N.Y.

10001 Tel: (212) OR 5-6060. Sales Mgr.: Herb Goldfarb.  
**Cartridge 4-tr., 8-tr. & cassette:** London, Deram, Hi, Parrot, phase 4, Press licensed to Ampex.  
**Open reel:** London, Coliseum, Deram, Hi, Parrot, phase 4, Press, Richmond licensed to Ampex.  
Lucky Sounds (see Ron Recs.).

## M

M G M Recs., 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 262-3210. Dir.: Irv Stimler; Nat'l Sales Mgr.: Jerry Geller.  
**Cartridge 8-tr.:** MGM, DGG, Heritage, Kama Sutra, Palette, Verve, Verve/Forecast licensed to Ampex.  
**Cartridge 4-tr.:** MGM, Kama Sutra, Verve, Verve/Forecast licensed to ITCC.  
**Cassette:** MGM, Heritage, Kama Sutra, Verve, Verve/Forecast licensed to Ampex; DGG imported by MGM.  
**PlayTape:** MGM, Kama Sutra, Metro, Verve, Verve/Forecast.  
**Open reel:** MGM, DGG, Heritage, Kama Sutra, Verve, Verve/Forecast licensed to Ampex.  
**Int'l reps.:** Argentina (Philips), Australia (Philips), Austria (Polyphon), Belgium (Polydor), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphon), Finland (Oy Finnlevy), France (Polydor), Germany (DGG), Greece (Helladic), Hong Kong (Colonial), Israel (Hed Arzi), Italy (Ricordi), Jamaica (Federal), Japan (Nippon Grammophon), Mexico (Discos Universales), Netherlands (Polydor), New Zealand (Philips), Norway (Nordisk), Panama (Panama Radio), Peru (El Virrey), Philippines (Mareco), Singapore (Phonogram), South Africa (Tru-tone), Spain (Fonogram), Sweden (Karussell), Switzerland (Siemens), United Kingdom (ITCC), Venezuela (Siemens).  
M & R (Met Richmond Recs. Inc.).  
M T A Prod'n's Ltd., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 851-8650.  
**Cartridge 4-tr., 8-tr., cassette & open reel** licensed to GRT.  
Mainstream (see Time Recs. Inc.).  
Mala (see Bell Recs.).  
Me'Hijah (see Elvirtrve Rec'g Co. Inc.).  
Melodias America (see Rivera Radio Prod'n's).  
Melodiya/Angel (see Capitol Recs. Dist'g Corp.).  
Mercury Rec. Corp., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Pres.: Irving B. Green; Sales Mgr.: Harry Kelly; Adv. Dir.: Millie Stergis.  
**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight—self-mfd.  
**Cartridge 4-tr.:** Mercury, Philips, Smash, Fontana, Limelight, Wing licensed to Muntz.  
**Cassette:** same as 8-tr.  
**Open reel:** Mercury, Philips, Smash, Fontana, Limelight, Wing licensed to Ampex.  
**Int'l reps.:** Argentina (Phonogram), Australia (Phonogram), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Denmark (Nordisk Polyphon), Ecuador (Industria Fonografica, Mercury only), Finland (Oy Finnlevy), France (Philips), Germany (Phonogram), Greece (Helladic), Guatemala (DIDECA), Israel (Hed Arzi), Mercury, Smash only), Italy (Phonogram), Jamaica (Record Specialists), Japan (Victor, Philips), Lebanon (Philips), Mexico (Discos Universales), Netherlands (Phonogram, Philips), New Zealand (Philips), Nigeria (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Industries Development), Portugal (Philips), Singapore (Phonogram Far East), South Africa (Tru-tone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Philips), Turkey (Grunberg Ticaret), United Kingdom (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies Recs.).  
Mersey (see Process Rec. Co.).  
Met Richmond Rec. Inc., 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Owner: David Last.  
**Cartridge 8-tr.:** Concert Tapes, M&R.  
**Cartridge 4-tr.:** M&R.  
Metro (see MGM Recs.).  
Miami Recs. Dist'g Corp., 2819 N.W. Seventh Ave., Miami, Fla. 33127. Tel: (305) 635-7925. Pres.: Carlos Diaz-Granados V.; Sales Mgr.: Eugenio Garrote.  
**Cartridge 8-tr.:** Discos Fuentes—self-mfd.  
Milestone Recs. Inc., 119 W. 57 St., New York, N.Y. 10024. Tel: (212) 765-5590.  
**Cartridge 8-tr., cassette & open reel** licensed to NAL.  
Minit (see Liberty Stereo-Tape).  
Mira Recs., 9028 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 655-8191. Tape Mgr.: Randy Wood.  
**Cartridge 4-tr. & 8-tr.:** Mira, Mirwood, Surrey licensed to ITCC.  
Mobile Fidelity Recs., PO Box 336, Burbank, Calif. 91503. Tel: (213) 882-2870. Pres. & Tape Mgr.: Brad Miller.  
**Cartridge 4-tr. & 8-tr.** licensed to ITCC.  
Modern-Kent Recs., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Mdsq. & Sales Dir.: Robert J. Demain.  
**Cartridge 4-tr., 8-tr. & cassette:** Modern, Kent,

continued on page 16



**Liberty (Sonic Spectrum +) 8 and 4 track  
Stereo Tape Cartridges and Compatible Cassettes.**

**Liberty Stereo-Tape**   
Entertainment from  
Transamerica Corporation



## RECORD MANUFACTURERS WITH TAPE PRODUCT

Continued from page 14

Bright Orange, Cartucho Moda, Fax—self-mfd. by Modern Tape Corp.  
Modiner (see Ultra Recs. Inc.).  
Monitor Recs., 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) YU 9-2323. Pres.: Michael Stillman; VP: Rose N. Rubin.  
Cartridge 8-tr. licensed to Ampex & NAL.  
Cartridge 4-tr. licensed to Ampex & Muntz.  
Cassette & open reel: same as 8-tr.  
Monmouth-Evergreen Recs., 1697 Broadway, New York, N.Y. 10019. Tel: (212) 757-5105. Tape Sales Mgr.: Patrick Sabatino.  
Cartridge 8-tr., cassette & open reel licensed to NAL.  
Montilla (see Spanish World Recs. Inc.).  
Monument Rec. Corp., 530 W. Main St., Hendersonville, Tenn. 37075. Tel: (615) 824-6565. VP Sales & Mdsq.: Steve Poncio.  
Cartridge 8-tr.: Monument, Rising Sons, Sound Stage 7 licensed to GRT.

Cartridge 4-tr.: Monument licensed to GRT & Muntz; Rising Sons licensed to GRT; Sound Stage 7 licensed to Muntz.  
Cassette: Monument, Sound Stage 7 licensed to GRT.  
Open reel: Monument licensed to GRT.  
Int'l reps.: Argentina (Prodisa), Australia (Festival), Austria (Musica), Belgium (Barclay), Bermuda (Bermuda Rec. Co.), Canada (London), Denmark (Hede Nielsens), Finland (Sahkoliik-keiden Oy), France (Barclay), Germany (Teldec), Greece (Columbia Graphophone), Hong Kong (Jardine, Matheson & Co.), India (Gramophone), Israel (Gal-Ron), Italy (Rifi), Jamaica (Federal), Japan (Teichiku), Lebanon (Societe Libanaise du Disque), Malaysia (Cosdel), Netherlands (Bovema), New Zealand (Festival), Norway (A/S Disco), Philippines (Mareco), Portugal (Discos Sonoplay), Puerto Rico (Distribuidora Nacional de Discos), Singapore (Cosdel), South Africa (Teal), Spain (Discos Sonoplay), Sweden (Electra), Switzerland (Musikvertrieb), Thailand (Black & White), Turkey (Gramofon Limitel), United Kingdom (Decca), Uruguay (Tonodisc).  
Moonglow Recs., 23007 Ventura Blvd., Rm. 3, Woodland Hills, Calif. 91364. Tel: (213) 346-3232. Pres.: Ray Maxwell.  
Cartridge 8-tr. licensed to ITCC.

Cartridge 4-tr. licensed to ITCC & Muntz.  
Motown Rec. Corp., 2457 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 965-9270. Mktg. Dir.: Phil Jones; Nat'l Sales Dir.: Mel Da Kroob.  
Cartridge 8-tr.: Motown, Gordy, Soul, Tamla—self-mfd.  
Cartridge 4-tr.: Motown, Gordy, Soul, Tamla licensed to Muntz.  
Cassette & open reel: Motown, Gordy, Soul, Tamla licensed to Ampex.  
PlayTape: Motown, Gordy, Soul, Tamla.  
Movietone (see ABC Recs.).  
Musart (see Musical Tapes, Inc.).  
Music Guild (see ABC Recs.).  
Musical Tapes Inc., 790 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638/39. Gen. Mgr. & Nat'l Sales Mgr.: Angel Tamargo.  
Cartridge 4-tr., 8-tr. & cassette: Discuba, Musart, Musidisc, Nilser, Peerless—self-mfd.  
Musicor Recs., 240 W. 55 St., New York, N.Y. 10019. Tel: (212) LT 1-4680. VP: Chris Spinos; Tape Div. Mgr.: Irwin Rawitz.  
Cartridge 4-tr. & 8-tr.: Musicor licensed to ITCC; Dynamo licensed to GRT.  
Cassette: Musicor, Dynamo licensed to GRT.  
Open reel: Musicor licensed to GRT & ITCC; Dynamo licensed to GRT.  
Musidisc (see Musical Tapes Inc.).



available at  
**Tda**

See page 65

NAL (North American Leisure Corp.), 1776 Broadway, New York, N.Y. 10019. Tel: (212) 265-3340. Pres.: Larry Finley.  
Cartridge 8-tr.—self-mfd.  
Nashboro Rec. Co., 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081.  
Cartridge 8-tr. licensed to GRT.  
Nashville (see Starday Recs.).  
New Voice (see Genius Inc. & Bell Recs.).  
Night Owl (see Cuca Rec. Corp.).  
Nilser (see Musical Tapes Inc.).  
Nina Rec. Co. Inc., 614 Eighth Ave., New York, N.Y. 10018. Tel: (212) OX 5-7696. Mgr.: Nick Tseperis.  
Cartridge 8-tr. self-mfd.  
Nivico (see Pacific International).  
Nonesuch (see Elektra Corp.).  
NorskTape (see Lindberg Co.).  
Norteno (see Distributor section: Rio Grande Music Co., San Benito, Tex.).

Ode (see Columbia Recs./CBS).  
Okeh (see Epic Recs. & Columbia Recs./CBS).  
Orfeon (see Distributor section: Musical Tapes Inc., Miami, Fla.).  
Original Sound, 7120 Sunset Blvd., Los Angeles,  
*continued on page 20*



# BILLBOARD TALKS TAPE

thoroughly, responsibly, accurately and weekly in the Tape Cartridge section of Billboard, the most widely-read editorial coverage of this rapidly-growing industry.

For up-to-the-minute, in-depth reporting read the news on Tape Cartridge first in the weekly issue of Billboard.



**OFF THE RECORDS, WE'RE ON TAPE!**



**JUST CALL THE SAME FELLOW YOU BUY  
BEST SELLING RECORDS FROM - YOUR A&M DISTRIBUTOR**

# When 90 different manufacturers agree on one thing, it's music to your ears.

Ninety manufacturers around the world — including virtually all U.S. electronics marketers — have picked the Philips Cassette System over other systems for good reasons.

The Philips Cassette is compact. (About the size of a cigarette pack.)

It's convenient. Takes just seconds to load or remove. It's rugged and reliable. The tape won't scratch, spill,

tangle or break because it's locked inside a case.

You can select what you want when you want because the cassette allows fast forward and rewind.

It plays back or records for up to two hours.

And the sound is great.

1968 has been called "the year of the cassette." Major recording companies are flooding the market with musicassettes. Virtually every kind of music is



available. From Rock to Pop to Bach.

Playback-only machines are being introduced this year. So there's a brand-new market opening up for music retailers who carry music cassettes.

With so much momentum built up already, Philips isn't going to stop. We're pioneering short-play cassettes, priced right for teenagers. We're constantly improving cassette technology. To produce better sound,

stronger tape, longer play. And we're inventing more and more machines and continually improving our present line.

No wonder so many manufacturers agree that the Philips Cassette System is the best system going. With so many people behind us, there's now a new kind of music for your ears. **PHILIPS**



# RECORD MANUFACTURERS WITH TAPE PRODUCT

Continued from page 16

Calif. 90046. Tel: (213) HO 6-6255. Pres.: Art Laboe.  
**Cartridge 8-tr. & cassette** licensed to Ampex.  
**P**  
 P I (see Peters International Inc.).  
 Pacific International, 1223 N. Kingsley Dr., Los Angeles, Calif. 90029. Tel: (213) 666-2704. Owner: Tom T. Saiki.  
**Cartridge 4-tr. & 8-tr.:** Nivico, Pony Pak—imported & self-mfd.  
**Cassette & open reel:** Pony Pak—imported & self-mfd.  
 Pacific Jazz (see Liberty Stereo-Tape).  
 Page One (see Bell Recs.).  
 Palette (see MGM Recs.).  
 Paramount (see Dot Recs.).  
 Parliament (see Connoisseur Rec. Corp.).  
 Parrot (see London Recs. Inc.).  
 Paula (see Jewel Recs. Inc.).  
 Peacock Recs. Inc., 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225.

**Affiliate:** Duke.  
**Cartridge 8-tr.:** Peacock, Backbeat licensed to GRT.  
**Cartridge 4-tr.:** Peacock licensed to Muntz; Backbeat licensed to GRT.  
**Cassette:** Backbeat licensed to GRT.  
**Peerless** (see Musical Tapes Inc.).  
 Pete Recs, 8451 Melrose Ave., Hollywood, Calif. 90069. Tel: (213) 653-4231. Pres.: Chris Petersen; Gen. Mgr.: Robert Kirshtein.  
**Cartridge 4-tr., 8-tr., cassette & open reel** licensed to GRT.  
 Peters International Inc., 600 Eighth Ave., New York, N.Y. 10018. Tel: (212) 524-4020. Owner: Chris Peters; Mgr.: James C. Banthos.  
**Cartridge 8-tr. & cassette:** Pl, phase 4 (see London Recs. Inc.).  
 Phillips (see Mercury Rec. Corp.).  
 Phil-L.A. of Soul (see Jamie/Guyden Dist'g Corp.).  
 Philly Groove (see Bell Recs.).  
 Pickwick Int'l Inc., 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. VP Sales: Ralph Berson.  
**Cartridge 4-tr. & 8-tr.:** Hilltop, Pickwick—self-mfd.  
 Plantation (see Shelby Singleton Prod'ns Inc.).  
 Playette Corp., 585 Ninth Ave., New York, N.Y. 10036. Tel: (212) BR 9-5379. Tape Div. Mgr.:

Sidney A. Evans.  
**Open reel 2-tr.:** GMS—self-mfd.  
 Polka Dot (see Cuca Rec. Corp.).  
 Polka Tone (see Jay Jay Recs.).  
 Polydor (see Deutsche Grammophon Gesellschaft).  
 Pony Pak (see Pacific International).  
 Premier (see Fermata Int'l Melodies Inc.).  
 Press (see London Recs. Inc.).  
 Prestige Recs., 203 S. Washington Ave., Bergenfield, N.J. 07621. Tel: (201) 384-6900. Tape Div. Mgr.: Bob Porter; Tape Sales Mgr.: Bob Weinstock.  
**Cartridge 4-tr., 8-tr., cassette & open reel** licensed to Livingston Audio Prods.  
 Process Rec. Co., 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr.: Norman Kelly.  
**Cartridge 4-tr. & open reel:** Process, Country Star, Mersey—self-mfd.  
 Produces Fermata (see Fermata Int'l Melodies Inc.).  
 Project 3 Recs., 1270 Ave. of the Americas, New York, N.Y. 10020. Tel: (212) 765-9760. Sales Mgr.: Andrew R. Miele.  
**Cartridge 4-tr. & 8-tr.** licensed to ITCC.  
**Cassette** licensed to Ampex, GRT & NAL.  
**Open reel** licensed to Ampex & GRT.  
 Protone Recs. & Tapes, 6114 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6058. Owner: James Welton.  
**Open reel:** Protone, Recotape—self-mfd.

**R**  
 RCA Rec., Div., 1133 Ave. of the Americas, New York, N.Y. 10036 Tel: (212) 586-3000. VP Div. & Sales Mgr.: J.Y. Burgess; Rec'd Tape Mds. Mgr.: E. Welker; Tape Rec'd Prod. Mgr.: Elliot Horne.  
**Cartridge 8-tr.:** RCA, Camden, Calendar, Chart, Colgems—self-mfd.; also licensee for Buena Vista, GNP Crescendo, Diamond, Gamble, White Whale.  
**Cassette:** Company will be manufacturing some cassette product this year.  
**Open reel:** RCA, Camden, Calendar, Colgems—self-mfd.  
**Int'l reps.:** Argentina (RCA Victor), Australia (RCA), Austria (Musica), Belgium (Inelco), Bolivia (Prodiscos), Brazil (RCA Electronica), Canada (RCA Victor), Chile (Corp. de Radio de Chile), Colombia (Industria Electro-Sonora), Denmark (Hede Nielsens), Ecuador (Fabrica de Discos), El Salvador (DICESA), Finland (AB Discophon Oy), France (AREA), Germany (Teldec), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Israel (Eastronics), Italy (RCA), Jamaica (Federal), Japan (Victor), Mexico (RCA Victor), Netherlands (Inelco-Holland), New Zealand

continued on page 22

**THE GLASS LIST**  
 ANNUAL READER POLL  
 available at  
**Tda**  
 See page 65

## Heart Warming

### Impact

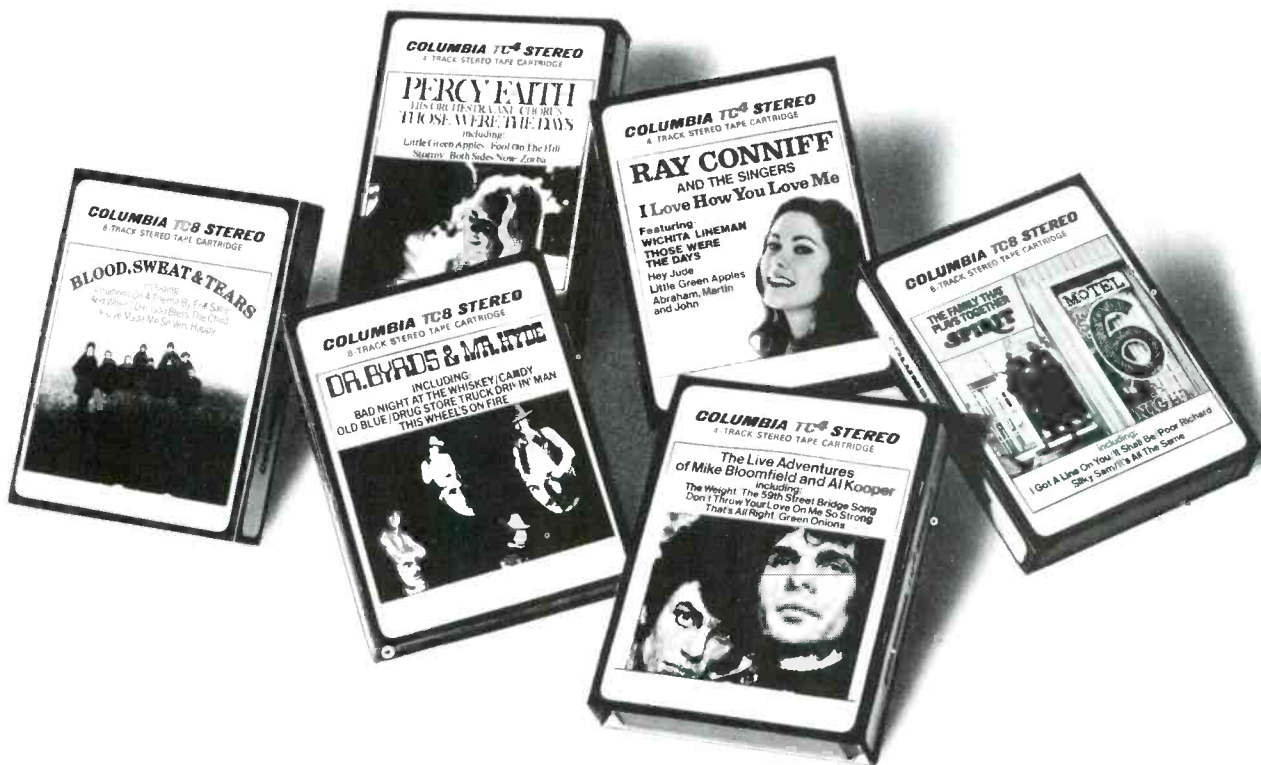
136 Fourth Ave. North  
 Nashville, Tennessee 37219

### STEREO 8 TAPE CARTRIDGES

America's finest line of sacred stereo 8 tape cartridges — attractively packaged — colorful pictures, protective cartons and shrink wrap — strictly controlled production — reproduced by RCA Victor, finest quality tapes and cartridges — a world of sacred sound — top gospel groups, stirring sacred soloist, exciting folk groups and singers.

<b>THE CHRISTIAN TROUBADOURS</b> Nashville Sound	HW08	9975	<b>BILL BARRON</b> The Very Remarkable	HW08	9999
<b>THE CATHEDRAL QUARTET</b> The Best Of	HW08	9909	<b>DAVE BOYER</b> Songs of Faith	HW08	9821
<b>THE BILL GAITHER TRIO</b> I'm Free	HW08	9989	<b>THE PROPHETS QUARTET</b> Love Like The Sun	HW08	9888
<b>ROBERT HALE — DEAN WILDER</b> Now Praise God and Sing	HW08	9925	<b>DOTTIE RAMBO</b> And The Imperials The Best Of	HW08 HW08	9886 9806
<b>THE IMPERIALS</b> Slightly Regal And Dottie Rambo New Dimensions Now!	HW08 HW08 HW08 HW08	9880 9886 9962 9990	<b>REBA RAMBO</b> The Folk Side Of Gospel	HW08	9985
<b>THE LANDMARK QUARTET</b> Shout, Brother, Shout	HW08	9976	<b>THE SINGING RAMBOS</b> Come Spring Gospel Ballads Soul Singing Rambos An Evening With	HW08 HW08 HW08 HW08	9884 9919 9953 9991
<b>STEVE MUSTO</b> Welcome To The World Of	HW08	9986	<b>THE SEGO BROTHERS AND NAOMI</b> This World Has Turned Me Down	HW08	9955
<b>THE NEW FOLK</b> On Campus	HW08	9935	<b>THE SPEER FAMILY</b> A Singing Heritage Rejoicing With Mom Big Singing Day	HW08 HW08 HW08	9878 9920 9980
<b>THE OAK RIDGE BOYS</b> With Duane Allen A Great Day New Horizons	HW08 HW08 HW08	9911 9946 9988	<b>J. D. SUMNER</b> The Many Moods Of The Illustrious	HW08	9963
<b>DOUG OLDHAM</b> Something Worth Living For For Such A Time As This	HW08 HW08	9959 9977	<b>DEAN WILDER &amp; ROBERT HALE</b> Now Praise God And Sing	HW08	9925

# Who do you think taped all these hits from Columbia Records?



Blood, Sweat and Tears  
18/14 10 0552

The Live Adventures of  
Mike Bloomfield & Al Kooper  
Vol. I (18/14 10 0556)  
Vol. II (18/14 10 0614)

The Byrds  
Dr. Byrds and Mr. Hyde  
18/14 10 0578

Percy Faith  
Those Were the Days  
18/14 10 0586

Ray Conniff  
I Love How You Love Me  
18/14 10 0612

Spirit  
The Family That Plays Together  
Z18/Z14 44014

The Chambers Brothers  
The Time Has Come  
18/14 10 0376

Simon and Garfunkel  
Bookends  
18/14 HO 0420

Andy Williams  
Honey  
18/14 10 0422

The Chambers Brothers  
A New Time—A New Day  
18/14 10 0464

Big Brother and  
The Holding Company  
Cheap Thrills  
18/14 HO 0488

Bloomfield-Kooper-Stills  
Super Session  
18/14 10 0502

The Electric Flag  
18/14 10 0522

Various Artists  
The Beginning/British Blues  
Z18/Z14 52018

Barbra Streisand  
A Happening in Central Park  
18/14 10 0528

Johnny Cash  
The Holy Land  
18/14 10 0532

Charlie Byrd  
The Great Byrd  
18/14 10 0574

Jerry Vale  
Till  
18 10 0576

O. C. Smith  
For Once in My Life  
18/14 10 0580

Robert Goulet  
Both Sides Now  
18/10 0588

Al Kooper  
I Stand Alone  
18/14 10 0596

Mongo Santamaria  
Stone Soul  
18/14 10 0624

## Columbia Records and Tapes.

On Columbia TC8 and TC4 Stereo Tape Cartridges and 4 track reel-to-reel stereo tape.

# RECORD MANUFACTURERS WITH TAPE PRODUCT

Continued from page 20

(Radio Corp. of New Zealand), Norway (Nera), Peru (Fabricantes Tecnicos Asociados), Philippines (Filipinas Rec. Corp.), Portugal (Telectra), Puerto Rico (Kelvinator Sales), Singapore (Codel), South Africa (Teal), Spain (RCA), Sweden (Electra), Switzerland (Musikvertrieb), Trinidad (International Rec'g Co.), Turkey (Melodi), United Kingdom (RCA Great Britain), Uruguay (American Prods.), Venezuela (Hermanos Antor).  
R G E (see Fermata Int'l Melodies, Inc.).  
Rally (see Ralph's Radio Music).  
Ralph's Radio Music, Box 127, Demorest, Ga. 30535. Tel: (404) 723-3884. Owner: Ralph Raper; Tape Mgr.: Bernice Raper.  
Cartridge 8-tr.: Country Jubilee, Gospel Jubilee, Rally, Sunlight—self-mfd.  
Ranwood Recs. Inc., 9034 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-7222.  
Cartridge 4-tr., 8-tr. & cassette licensed to GRT.  
Open reel licensed to Greentree.

**Low-Down and Dirty!!!**  
our wildest album yet!

**LOW-DOWN AND DIRTY**

**Richard & Willie**  
DTL 842  
STEREO  
Uninhibited fun for "Adults Only"

**ADULTS ONLY**  
DTL 840  
**REDD FOX**  
Daring • Spicy • Red Hot  
The latest and greatest

OTHER BEST SELLING HITS!

## 4 & 8 TRACK STEREO CARTRIDGES

REDD FOX	
214 Laff of the Party	290 Redd Foxx Fun
219 Laff of the Party	295 Sly Sex
234 Best of Foxx	804 Wild Party
253 The Sidesplitter, I	809 This Is Foxx
270 The Sidesplitter, II	830 The New Fugg
274 Best of Party Fun	834 Crack Up
275 The Race Track	838 Naughties-Goodies

CASSETTES	
REDD FOX	
214 Laff of the Party	295 Sly Sex
219 Laff of the Party	838 Naughties-Goodies
275 Racy Tales	840 Adults Only

THE BEST SELLING COMEDY  
TAPES ARE ON DOOTO

RECORDS • CARTRIDGES • CASSETTES  
**DOOTO RECORDS**  
13440 South Central Avenue / Los Angeles, California 90059

Recorded Treasures Inc. (The Welte Legacy of Piano Treasures), PO Box 1278, North Hollywood, Calif. 91604. Tel: (213) 763-3173. Tape Div. Mgr.: Walter S. Heebner.  
Open reel licensed to Ampex.  
Recotape (see Protone Recs. & Tapes).  
Regent (see Savoy Recs.).  
Reginald Recs., 551 Muscadine St., Greenville, Miss. 38701. Tel: (601) 335-4594. Tape Mgr.: Velma Williams; Gen. Sales Mgr.: Jeanette Albert.  
Cartridge 8-tr.—self-mfd.  
Register (see Ron Recs.).  
Reo Tahiti (see Criterion Recs.).  
Reprise (see Warner Bros.-Seven Arts Recs.).  
Request Recs. Inc., 66 Mechanic St., New Rochelle, N.Y. 10801. Tel: (914) NE 3-6055/9. Mgr.: Ruth Gamba.  
Cartridge 8-tr., cassette & open reel licensed to GRT.  
Reverence (see Heart Warming/Impact Recs.).  
Revue (see Uni Recs.).  
Richmond (see London Recs. Inc.).  
Rico-Vox (see Distributor section: Musical Tapes Inc., Miami, Fla.).  
Rim (see Associated Inds. Inc.).  
Rio Grande Music Co., PO Box 86, San Benito, Tex. 78586. Tel: (512) EX 9-1471. Mgr.: John F. Phillips.  
Cartridge 4-tr. & 8-tr.: Chico, Ideal—self-mfd.  
Rising Sons (see Monument Rec. Corp.).  
Rivera Radio Prod'ns, 1908 Mission St., San Francisco, Calif. 94103. Tel: (415) 621-4607. Owner & Mgr.: M. Castillo Rivera.  
Cartridge 4-tr., 8-tr., cassette & open reel: Melodias America—self-mfd.  
Riverside (see ABC Recs.).  
Ron Recs., PO Box 14602, Baton Rouge, La. Tel: (504) 342-8066, 348-6068. Tape Div. Mgr.: M.C. Rance; Tape Sales Mgr.: Joseph R. Shaab.  
Cartridge 8-tr., cassette & PlayTape: Ron, Book, Fidelity, Jazz, Lucky Sounds, Register—self-mfd.  
Ron (see Jewel Recs. Inc.).  
Roper Recs., 43-48 48 St., Long Island City, N.Y. 11104. Tel: (212) HA 6-1190. Tape Div. Mgr.: Franc Peri.  
Cartridge 8-tr., cassette & open reel self-mfd.  
Roulette (see Ethnic Tapes Inc.).

S

S F M (see Contemporary Recs. Inc.).  
S G C (see Atlantic Rec'g Corp.).  
S S S International (see Shelby Singleton Prod'ns Inc.).  
Sacred (see Word Inc.).  
Sara (see Cuca Rec. Corp.).  
Satellite (see Elvitree Rec'g Co. Inc.).  
Savoy Recs., 56 Ferry St., Newark, N.J. 07105. Tel: (201) MA 3-7470.  
Cartridge 4-tr., 8-tr., cassette & open reel: Savoy, Gospel, Regent, World Wide licensed to Livingston Audio Prods.  
Scepter Recs., 254 W. 54 St., New York, N.Y. 10021. Tel: (212) CI 5-2170.  
Cartridge 8-tr.: Scepter, Wand, Hob—self-mfd. & licensed to Ampex, GRT & ITCC; Bunky licensed to GRT; Toddlin' Town licensed to Ampex, GRT & ITCC.  
Cartridge 4-tr.: Scepter, Wand licensed to Ampex, GRT & ITCC; Hob licensed to ITCC; Bunky licensed to GRT.  
Cassette: Scepter, Wand licensed to Ampex & GRT.  
PlayTape: Scepter, Wand.  
Open reel: Scepter, Wand licensed to Ampex, GRT & ITCC.  
Int'l reps: Argentina (Trova), Australia (Festival), Belgium (Vogue in France), Brazil (Rozenblit), Canada (Compo), Denmark (Tono), Finland (Cupol in Sweden), France (Vogue), Italy (Compagnia Generale del Disco), Jamaica (Federal), Japan (Teichiku), Mexico (Orfeon Videovox), Netherlands (Hollandsche Decca), Norway (Cupol in Sweden), Portugal (Tecla), South Africa (Troubador), Spain (Discos Vergara), Sweden (Cupol), United Kingdom (Pye), Venezuela (Musitron).  
Seeco Recs. Inc., 1650 Broadway, New York, N.Y.

10019. Tel: (212) 586-3620.  
Cartridge 4-tr. & 8-tr. licensed to ITCC.  
Senate Recs., 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 582-6175. Pres.: Wes Farrell.  
Cartridge 8-tr. licensed to Ampex & GRT.  
Cartridge 4-tr. & open reel licensed to Ampex.  
Shakespeare Rec'g Society (see Caedmon Recs. Inc.).  
Shamrock (see Cuca Rec. Corp.).  
Sherri (see Taylor Made Ent's. Inc.).  
Shout (see Bang Recs.).  
Sidewalk (see Tower Recs.).  
Sing Rec. Co., 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-6116.  
Cartridge 8-tr. & cassette: Sing, Christian Faith, Skylite—self-mfd.  
Shelby Singleton Prod'ns Inc., 3106 Belmont Blvd., Nashville, Tenn. 37217. Tel: (615) 291-2003.  
Cartridge 8-tr.: Plantation licensed to Ampex, GRT, ITCC & NAL; SSS International licensed to Ampex, ITCC & NAL.  
Cartridge 4-tr.: Plantation licensed to Ampex, GRT, ITCC & Muntz; SSS International licensed to Ampex, ITCC & Muntz.  
Cassette: Plantation licensed to Ampex, GRT & NAL; SSS International licensed to Ampex & NAL.  
Open reel: Plantation licensed to Ampex, GRT, ITCC & NAL; SSS International licensed to Ampex & NAL.  
Skye Rec'g Co. Ltd., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-0488. Pres.: Norman Schwartz; Sales Mgr.: Gerwin McFarland.  
Cartridge 8-tr. licensed to Ampex, ITCC & NAL.  
Cartridge 4-tr. licensed to Ampex & ITCC.  
Cassette licensed to Ampex & NAL.  
Open reel: same as 8-tr.  
Skylite (see Sing Rec. Co.).  
Smash (see Mercury Rec. Corp.).  
The Smith Studio Inc., 259 S.W. 21 Terr., Fort Lauderdale, Fla. 33312. Tel: (305) 581-7300. Pres.: Fletcher Smith; VP: Janet Smith.  
Cartridge 8-tr.: Stereodidities, Carbooks, Duo, Living Rec. Library—self-mfd.  
Cartridge 4-tr.: Stereodidities, Duo, Living Rec. Library—self-mfd.  
Cassette: same as 8-tr.  
Open reel: same as 4-tr.  
Society for Forgotten Music (see Contemporary Recs. Inc.).  
Som/Maior (see Fermata Int'l Melodies Inc.).  
Sombroero (see Distributor section: Rio Grande Music Co., San Benito, Tex.).  
Somerset-Stereo Fidelity (see Budget Sound Inc.).  
Songs of Faith (see Spar Recs. Corp.).  
Sonolux (see Distributor section: Musical Tapes Inc., Miami, Fla.).  
Soul (see Motown Rec. Corp.).  
Soul City (see Liberty Stereo-Tape).  
Souled Out (see Tommy Bee Ent's. Inc. listed under "Bee").  
Sound Century (see Cuca Rec. Corp.).  
Sound Stage 7 (see Monument Rec. Corp.).  
Sounds of Wisconsin (see Cuca Rec. Corp.).  
South Eastern Recs. Mfg. Corp., 170 W. 29 St., Hialeah, Fla. 33012. Tel: (305) 888-7411/2365. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.  
Cartridge 8-tr. & cassette: Kubaney—self-mfd.  
Spanish World Recs. Inc., 151 W. 14 St., New York, N.Y. 10011. Tel: (212) 989-3177. Pres.: Marcos Garcia; VP: Alfred Garcia.  
Cartridge 4-tr., 8-tr., cassette & open reel: Montilla licensed to Livingston Audio Prods.  
Spanoramic (see Distributor section: Musical Tapes Inc., Miami, Fla.).  
Spar Recs. Corp. 110 21 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-1636. VP: Bill Beasley.  
Cartridge 8-tr.: Spar, Songs of Faith—self-mfd.  
Specialty Recs. Inc., 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Pres.: Arthur N. Rupe; Sales Mgr.: J.Y. Regier.  
Cartridge 4-tr., 8-tr., cassette & open reel licensed to GRT.  
Sphere Sound (see Bell Recs.).  
Spoken Arts Inc., 59 Locust Ave., New Rochelle, N.Y. 10801. Tel: (914) 636-5482. Pres.: Arthur Luce Klein; Sales Mgr.: Peter Redgrove.  
Cassette & open reel self-mfd.  
Standard Phono Corp., 30 Nashua St., Woburn, Mass. 01801. Tel: (617) 935-4700. Pres.: Bob Levinson.  
Cartridge 8-tr. & cassette: Beri & I, Colonial—self-mfd.  
Starday Recs., Box 115, Madison, Tenn. 37115. Tel: (615) 228-2575. Exec. VP: Hal Neely; VP Mktg.: Jim Wilson.  
Cartridge 8-tr.: Starday licensed to GRT & ITCC; Nashville licensed to GRT; Tennessee Sound licensed to NAL.  
Cartridge 4-tr.: Starday licensed to GRT & ITCC.  
Cassette: Starday licensed to GRT; Tennessee Sound licensed to NAL.  
Open reel: Starday licensed to GRT & ITCC; Tennessee Sound licensed to NAL.  
Steed (see Dot Recs.).  
Steno-Disc (see 49th State Hawaii).  
Stereo Dimension Recs., 118 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-6855. Pres.: Loren Becker.  
Cartridge 8-tr.: Athena, Evolution licensed to Ampex & NAL.  
Cartridge 4-tr.: Athena, Evolution licensed to Ampex.  
Cassette & open reel same as 8-tr.

continued on page 26

**Le-Bo**

**AmPak**

available at

**Tda**

See page 65

**Aretha Franklin, The Rascals, Cream, Iron Butterfly, Clarence Carter, Vanilla Fudge, Wilson Pickett, Dusty Springfield, Sam & Dave, Bee Gees, Otis Redding, Led Zeppelin, Eddie Harris, Buffalo Springfield, Joe Tex, The Fireballs, King Curtis, Arthur Conley, Herbie Mann, Percy Sledge, Brian Auger & The Trinity, Albert King, Charles Lloyd, The Sweet Inspirations, Roland Kirk, Dr. John The Night Tripper ... are now available on Atlantic-Atco eight track stereo tape cartridges.**

**It's the best thing that's happened to eight track cartridges in years.**



# SERVICE IN SOUND REPRODUCTION TO *BELL Sound Studios*



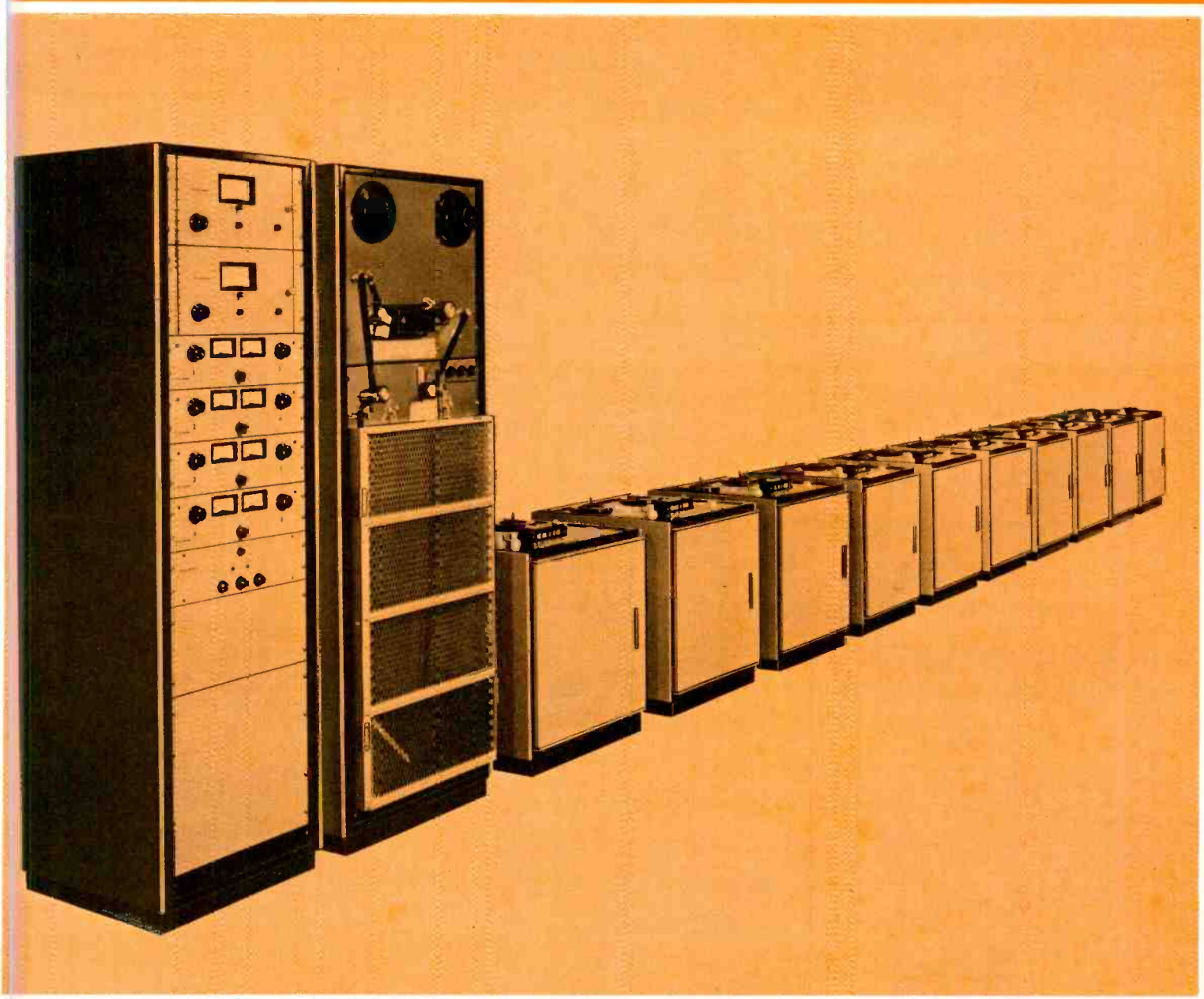
## ***A&B Duplicators, Ltd.***

ONE OF THE COUNTRY'S LARGEST AND MOST COMPLETE HIGH SPEED TAPE DUPLICATING FACILITIES. FEATURING A 35,000-SQUARE-FOOT PLANT AS THE HUB OF THE TAPE CARTRIDGE OPERATION. THUS FACILITATING PRODUCTION OF 8 and 4 TRACK CARTRIDGES, CASSETTES, AND REEL-to-REEL TAPE.



# THE RECORDING INDUSTRY SINCE 1950

*Inc.* / 237 West 54th Street / New York, N.Y. 10019



## ***Electro-Sound, Inc.***

Manufacturers of high speed tape duplicating equipment and all accessories needed for complete plant installation.

The only high speed tape duplicating equipment that duplicates all standard configurations—8 track, 4 track—cassette and reel-to-reel.

The changeover time for a 10 slave line from any configuration for any line is under 10 minutes.

The changeover is accomplished by the line operator—No Engineer required.

Accessory items include: test equipment for ease in set up, quality control and maintenance of a duplicator line, automatic winding equipment for cartridges and cassettes, quality control play-back machine and complete equipment for the fabrication of the duplicating master.

## RECORD MANUFACTURERS WITH TAPE PRODUCT

Continued from page 22

Stereo Village Recs., 661 N. Main St., Canton, Ill. 61520. Tel: (309) 647-3744. Owner: William A. Curtis  
**Cartridge 4-tr. & 8-tr. self-mfd.**  
 Stereoditties (see The Smith Studio Inc. listed under "Smith").  
 Stinson Recs., PO Box 3415A, Granada Hills, Calif. 91344. Tel: (213) 735-6731. Pres.: Jack M. Kall  
**Cartridge 4-tr., 8-tr. & cassette self-mfd.**  
 Stop Recs. Inc., 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-8388. Owner: Pete Drake  
**Cartridge 4-tr. & 8-tr. licensed to ITCC.**  
 Summit Sound Systems, 52 Pitman Ave., Ocean Grove, N.J. 07756. Tel: (201) 775-4952. Pres.: William Jelley. (distributed by Word Inc.).  
**Cartridge 8-tr. & open reel self-mfd.**  
 Sumpter (see Shelby Singleton Prod'ns Inc.).  
 Sunburst (see Bell Recs.).  
 Sunslow (see Tanner 'N' Texas).  
 Sunlight (see Ralph's Radio Music).  
 Supreme Recs., Box 352, Glendale, Calif. 91209. Tel: (213) 245-3646.  
**Cartridge 4-tr. & cassette: Supreme, Cornerstone—self-mfd.**  
 Surfside (see Hula Recs.).  
 SvensTape (see Lindberg Rec. Co.).  
 Swallow (see Jin & Swallow Rec. Co.).

### T

T B P International (see Tommy Bee Ent's. Inc. listed under "Bee").  
 T R X (see Hickory Recs. Inc.).  
 Take One (see Jewel Music Corp.).  
 Tania (see Motown Rec. Corp.).  
 Tangerine (see ABC Recs.).  
 Tanner 'N' Texas, 1422 W. Poplar, San Antonio, Tex. 78207. Tel: (512) PE 2-8072/6484; PE 4-6665. Pres.: Bob Tanner.  
**Cartridge 4-tr. & 8-tr.:** Bernal, Disco Grande, Sunslow—self-mfd.  
 Taylor Made Ent's. Inc., 310 Northwestern Bank Bldg., Asheville, N.C. 28801. Tel: (704) 252-8569. Pres.: Chuck Taylor.  
**Open reel:** Taylor Made, Terri, Sherri—self-mfd.  
 Team (see Buddha Recs.).  
 Teardrop (see Jamie/Guyden Dist'g Corp.).  
 Tennessee Sound (see Starday Recs.).  
 Terri (see Taylor Made Ent's. Inc.).  
 Tetragrammon Recs., 359 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) 278-7680. Pres.:

Arthur Mogull; Liaison Dir.: Michel L. Michel.  
**Cartridge 8-tr. licensed to Ampex, GRT, ITCC & NAL.**  
**Cartridge 4-tr. licensed to Ampex, GRT & ITCC.**  
**Cassette & open reel licensed to Ampex, GRT & NAL.**  
**PlayTape.**  
 Theatre Rec'g Society (see Caedmon Recs. Inc.).  
 Tico (see Ethnic Tapes Inc.).  
 Time Recs. Inc., 101 W. 57 St., New York, N.Y. 10019. Tel: (212) 247-0655.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Mainstream, Time licensed to Ampex.  
 Toddin' Town (see Scepter Recs.).  
 Tommy Bee Ent's. Inc. (see listing under "Bee").  
 Top Gun (see Luca Rec. Corp.).  
 Tower Recs., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-7304.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Tower, Sidwalk licensed to GRT.  
 Tradition (see Everest Rec. Group).  
 20th Century-Fox (see ABC Recs.).

### U

U S A Recs., 3035 W. 47 St., Chicago, Ill. 60632. Tel: (312) 254-4612. VPs: Jack Krug, Morton A. Ohren.  
**Cartridge 8-tr. licensed to Ampex.**  
**Cartridge 4-tr. licensed to Muntz.**  
 Ultra Recs. Inc., 1522 S.W. Eighth St., Miami, Fla. 33135. Tel: (305) 373-1792. Pres.: Jose M. Palmero; Treas.: Nilo Gomez.  
**Cartridge 8-tr. & cassette:** Modiner—self-mfd.  
 Uni Recs., 8255 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 656-8310. VP: Russ Regan.  
**Cartridge 8-tr.:** Uni, Revue licensed to GRT.  
**Cartridge 4-tr.:** Uni, Revue licensed to Muntz.  
**Cassette & open reel:** same as 8-tr.  
 United Artists (see Liberty Stereo-Tape).

### V

V M C, 6922 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 463-4181. Tape Div. Mgr.: Jeff Clark.  
**Cartridge 4-tr. & 8-tr. licensed to GRT.**  
 Valtron Rec'g Studio, 305-7 Allen St., Helena, Mont. 59601. Tel: (406) 442-0734. Owner: Lester Liedle; Exec. Sec'y: Sandy Liedle.  
**Cartridge 4-tr., cassette & open reel self-mfd.**  
 Vanguard Rec'g Society Inc., 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Tape Div. Mgr.: Herb Corsack.  
**Cartridge 8-tr.:** Vanguard licensed to Ampex.  
**Cartridge 4-tr.:** Vanguard licensed to Ampex & Muntz; Bach Guild, Cardinal, Everyman licensed to Muntz.  
**Cassette:** Vanguard licensed to Ampex & Mercury; Bach Guild, Cardinal, Everyman licensed to Mercury.  
**Open reel:** Vanguard, Bach Guild, Cardinal, Everyman licensed to Ampex.  
 Vault Rec'g Corp., 2525 W. Ninth St., Los Angeles, Calif. 90006. Tel: (213) 386-1821.  
**Cartridge 8-tr. self-mfd. & licensed to Ampex & GRT.**  
**Cartridge 4-tr. self-mfd. & licensed to Ampex, GRT & Muntz.**  
**Cassette:** same as cartridge 8-tr.  
**Open reel self-mfd. & licensed to Ampex.**  
 Velvet Recs. Inc., 124 W. 29 St., Hialeah, Fla. 33012. Tel: (305) 888-1377. Pres.: Roberto Page; Gen. Mgr.: Antonio Moreno.  
**Cartridge 8-tr. & cassette self-mfd.**  
**Int'l branch:** Puerto Rico.  
**Int'l rep.:** Venezuela (Distribuidora Nacional de Discos).  
 Verve (see MGM Recs.).  
 Verve/Forecast (see MGM Recs.).  
 Viva Recs., 6922 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1641. Exec. VP: Ed Silvers.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Viva, Bravo licensed to Ampex & NAL.  
 Vortex (see Atlantic Rec'g Corp.).  
 Vox Recs., 211 E. 43 St., New York, N.Y. 10017. Tel: (212) TN 7-9360. Pres.: George H. de Mendelssohn-Bartholdy.  
**Cartridge 8-tr. & cassette self-mfd.**

### W

Wand (see Scepter Recs.).  
 Warner Bros.-Seven Arts Recs., 4000 Warner Blvd., Burbank, Calif. 91503. Tel: (213) 469-1251. Nat'l Tape Sales Mgr.: Ted Ponsetti.  
**Cartridge 8-tr.:** Warner Bros.-Seven Arts, Reprise, Loma—self-mfd.  
**Cartridge 4-tr.:** Warner Bros.-Seven Arts, Reprise, Loma licensed to Muntz.  
**Cassette:** Warner Bros.-Seven Arts, Reprise licensed to Ampex.  
**PlayTape:** Warner Bros.-Seven Arts, Reprise.  
**Open reel:** Warner Bros.-Seven Arts, Reprise licensed to Greentree.  
 Westminster (see ABC Recs.).  
 White Rock (see Ladd Music Co.).  
 White Whale Recs., 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2266. Pres.: Ted Feigin.  
**Cartridge 8-tr. licensed to Ampex, GRT, ITCC, NAL & RCA.**  
**Cartridge 4-tr. licensed to Ampex, GRT, ITCC & Muntz.**  
**Cassette licensed to Ampex, GRT & NAL.**  
**Open reel licensed to Ampex, GRT, ITCC & NAL.**  
 Whitehall (see ABC Recs.).

Word Inc., PO Box 1790, Waco, Tex. 76703. Tel: (817) 772-7650. Nat'l Sales Dir.: William Jelley.  
**Cartridge 8-tr. & cassette:** Canaan, Sacred, Word—self-mfd.  
 World Pacific (see Liberty Stereo-Tape).  
 World Wide (see Savoy Recs.).

### Z

Zarape (see Distributor section: Rio Grande Music Co., San Benito, Tex.).

**NOTE:** The following is a list of companies whose recorded product is available on tape through a Duplicator/Marketer but who are currently reported inactive or have failed to supply us with information on their company by publishing date. In parenthesis after each label is the name of the Duplicator/Marketer from whom the product is available.

Birdland (Muntz Stereo-Pak Inc.).  
 Bouquet (GRT).  
 Brazilia (ITCC).  
 Cameo (PlayTape).  
 Carousel (Muntz Stereo-Pak Inc.).  
 Charlie Parker (ITCC & Muntz Stereo-Pak Inc.).  
 Col-Pix (Ampex Stereo Tapes & ITCC).  
 Dextra (ITCC).  
 End (Muntz Stereo-Pak Inc.).  
 Gee (Muntz Stereo-Pak Inc.).  
 Gold (ITCC).  
 Latin Showcase (NAL).  
 Little World (PlayTape).  
 Major Minor (GRT).  
 Mel (Muntz Stereo-Pak Inc.).  
 Modern Music (ITCC).  
 Parkway (PlayTape).  
 Phyllis (Muntz Stereo-Pak Inc.).  
 Prima (ITCC).  
 Roost (Muntz Stereo-Pak Inc.).  
 Solid State (Ampex Stereo Tapes).  
 Stax (GRT).  
 Stella (ITCC).  
 Sue (Muntz Stereo-Pak Inc.).  
 Tango (ITCC).  
 Vee Jay (ITCC).  
 Veep (Mercury Rec. Corp.).  
 Volt (GRT).

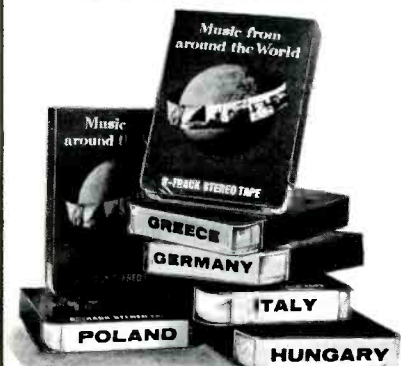
## PRODUCT AVAILABLE ON TAPE ONLY

American Airlines (see Duplicator/Marketers section: Ampex Stereo Tapes).  
 Ampex (see Duplicator/Marketers section: Ampex Stereo Tapes).  
 Audio Stereo (see Duplicator/Marketers section: Muntz Stereo-Pak Inc.).  
 Audio Trax (see Duplicator/Marketers section: Audio Physics Inc.).  
 Audiotrack (see Duplicator/Marketers section: Audio Magnetics Corp.).  
 Berkshire (see Duplicator/Marketers section: Stereo Tape).  
 BookTape Prod'ns Inc. (tape only), 92 Silber Ave., Bethpage, L.I., N.Y. 11714. Tel: (516) 935-9642. Pres.: Faye Karson; PR: Chuck Nabors, c/o Clark Nelson Ltd., 1014 Madison Ave., New York, N.Y. Tel: (212) 628-1200.  
**Cartridge 8-tr. & cassette—self-mfd.**  
 Challenger (see Duplicator/Marketers section: Challenger).  
 Coast (see Duplicator/Marketers section: Challenger).  
 Concert Tapes (see Record Manufacturer section: Met Richmond Recs. Inc.).  
 Continental Airlines (see Duplicator/Marketers section: Ampex Stereo Tapes).  
 Dakota (see Duplicator/Marketers section: Play-Tape).  
 Encore (see Duplicator/Marketers section: Atlas-Rand Corp.).  
 H R S (see Record Manufacturer section: Ambassador Recs.).  
 Itco (see Duplicator/Marketers section: ITCC).  
 McLendon Educational Corp. (tape only), 2112 Commerce St., Dallas, Tex. 75201. Tel: (214) 748-9201. Tape Div. & Sales Mgr.: Allan Prialux.  
**Cassette:** McLendon Audio Library—self-mfd.  
 Muntz (see Duplicator/Marketers section: Muntz Stereo-Pak Inc.).  
 Radiant (see Duplicator/Marketers section: Radiant Cassette & Cartridge Corp.).  
 Sentry (see Duplicator/Marketers section: Atlas-Rand Corp.).  
 Tape-Mates (see Duplicator/Marketers section: American Tape Dupl'rs Inc.).  
 Traveltime (see Duplicator/Marketers section: Metra Electronics Corp.).  
 Universal Learning Corp., 220 Park Ave. S., New York, N.Y. 10003. Tel: (212) 673-7800. VP & Tape Mgr.: Larry Birns.  
**Cartridge 4-tr., 8-tr. & cassette:** Universal Learning—self-mfd.  
 Vivid Sound (see Duplicator/Marketers section: Certron Corp.).



*Fiesta and GrecoPhon  
International Records*

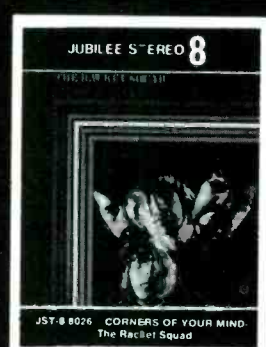
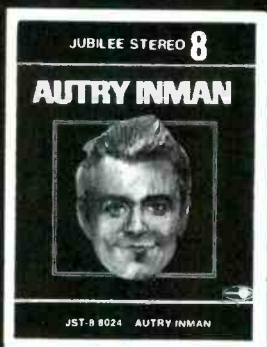
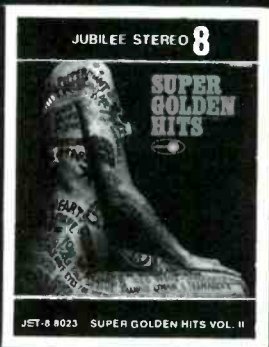
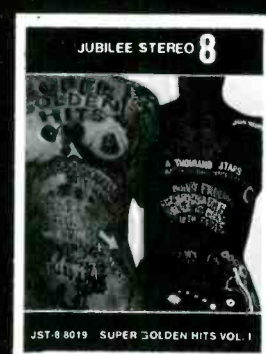
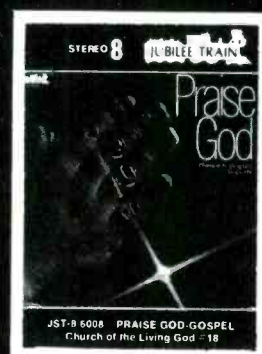
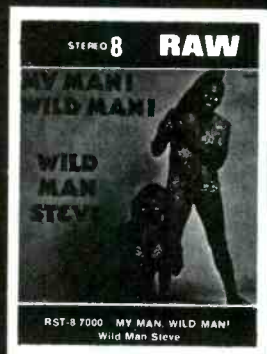
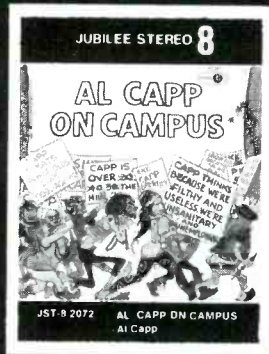
now on **8 Track**  
**STEREO TAPE**



**FIESTA RECORD COMPANY, INC.**  
1619 BROADWAY, N.Y., N.Y. 10019

# NEW DIMENSIONS In '69

Jubilee Records announces 31 new releases  
on 8 track stereo and cassette,  
as well as a fantastic catalog of hit sounds.



## NEW RELEASES

- JST-8 2037 BOTTOMS UP—The Richie Bros.
- JST-8 2053 RICHIE BROS. IN POW-WOW AT THE THUNDERBIRD
- JST-8 2070 THE LOVE IN—Lee Tully
- JST-8 2071 A LAUGHING MATTER—Top Laugh Makers of Jubilee
- JST-8 2073 PRESENTING LEE SUTTON "A NEAR MISS"
- JST-8 2075 FUNNY YOU SHOULD ASK—Weela Gallez
- JST-8 5034 WHAT DO YOU KNOW ABOUT LOVE—Della Reese
- JST-8 5035 BOPPIN—Various Artists
- JST-8 5036 DATE WITH DELLA REESE AT MR. KELLYS IN CHICAGO
- JST-8 5037 PARAGONS MEET THE JESTERS
- JST-8 5038 RUMBLE—The Channels—The Bopchords
- JST-8 6000 JOY TO THE WORLD-GOSPEL-WHEN SINGERS MEET, INC.
- JST-8 6001 JUST AS I AM-GOSPEL ORGAN—Novella Williams
- JST-8 6002 BEYOND THE HILLTOP-SPIRITUAL—The Innerlights
- JST-8 6003 MEETING WITH GOD-SERMON—Rev. Mozelle Sanders
- JST-8 6004 REACH OUT-GOSPEL—Gospel Majors of Louisville, Ky.
- JST-8 6005 GOSPEL & JESSE-GOSPEL ORGAN—Jesse McDaniel
- JST-8 6006 WONDERFUL-GOSPEL—Music Masters
- JST-8 6007 GOD IS USING ME-SPIRITUAL—Jr. Dynamics
- JST-8 6009 AMEN!-GOSPEL—Della Reese
- JST-8 8020 CHARLES COLEMAN PLAYS
- JST-8 8021 TELL HER YOU LOVE HER—Jimmy Ricks
- JST-8 8022 HEY LOVE!—The Coronados

## CATALOG

- JST-8 2024 SONGS FOR SINNERS—Rusty Warren
- JST-8 2029 KNOCKERS UP—Rusty Warren
- JST-8 2034 SINSATIONAL—Rusty Warren
- JST-8 2039 RUSTY WARREN BOUNCES BACK
- JST-8 2044 RUSTY WARREN IN ORBIT
- JST-8 2049 BANNED IN BOSTON?—Rusty Warren
- JST-8 2054 SEX-X-PONENT—Rusty Warren
- JST-8 2059 MORE KNOCKERS UP—Rusty Warren
- JST-8 2064 RUSTY RIDES AGAIN—Rusty Warren
- JST-8 2069 BOTTOMS UP—Rusty Warren
- JST-8 5014 THE WORLD OF BILLY DANIELS AT BASIN ST. EAST
- JST-8 5022 ENZO STUARTI AT THE PLAZA
- JST-8 5032 THE SECOND TIME AROUND—Billy Daniels
- GST-8 1 NUTS TO YOU—Doug Clark and The Hot Nuts
- GST-8 2 ON CAMPUS—Doug Clark & The Hot Nuts
- GST-8 3 HOMECOMING—Doug Clark & The Hot Nuts
- GST-8 4 RUSH WEEK—Doug Clark & The Hot Nuts
- GST-8 5 PANTY RAID—Doug Clark & The Hot Nuts
- GST-8 6 SUMMER SESSION—Doug Clark & The Hot Nuts
- GST-8 7 HELL NIGHT—Doug Clark & The Hot Nuts
- JST-8 8004 ALIZA KASHI
- JST-8 8005 DING DONG THE WITCH IS DEAD—Fifth Estate
- JST-8 8007 THE BLADES OF GRASS ARE NOT FOR SMOKING
- JST-8 8008 LAPLAND—The Baltimore & Ohio Marching Band
- JST-8 8009 MOE KOFFMAN GOES ELECTRIC
- JST-8 8011 ENZO STUARTI SINGS
- JST-8 8012 HELLO PEOPLE—Aliza Kashi
- JST-8 8013 THE SOUNDS OF MODIFICATION
- JST-8 8014 THE BALTIMORE & OHIO MARCHING BAND
- THE RACKET SQUAD
- JST-8 8015 PLAY MUSIC FROM THE COMICS
- JST-8 8016 THE RACKET SQUAD
- JST-8 8016 TURNED ON—Mos Koffman
- JST-8 8017 THE LOOK OF LOVE—Vivian Dandridge
- JST-8 8018 SERVIN UP SOME SOUL—Mary Wells



A Product of Jay Gee Record Co., Inc.  
A Subsidiary of Jubilee Industries, Inc.

1790 Broadway, New York, N.Y. 10019

# DUPLICATOR/MARKETERS

American Tape Dupl'rs Inc., 5727 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 870-6832. Pres.: Richard D. Allen; Sales & Mktg. Dir.: Warren D. Gray.  
**Cassette & open reel:** Tape-Mates.

Ampex Stereo Tapes, 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. VP & Gen. Mgr.: Donald V. Hall; Mktg. Mgr.: Julius Cohen; Nat'l Sales Mgr.: Herb Cole; Adv. Mgr.: James W. Johnson.

**Cartridge 8-tr.:** ABC, Ampex, Archive Prod'n, Atco, Athena, Atlantic, Aaudio-Spectrum, BT Puppy, Bang, Bell, Bluesway, Bravo, Caedmon, Command, Contemporary, Cotillion, Crestview, Crimson, DGG, Deram, Dunhill, DynoVoice, Evolution, Fantasy, Four Corners of the World, Galaxy, Good Time Jazz, Grand Award, Heritage, Hi, Hob, ILS (Institute for Language Study), Impulse, Kama Sutra, Kapp, London, MGM, Mainstream, Monitor, New Voice, Nonesuch, Original Sound, Palette, Parrot, Philly Groove, Press, Riverside, Scepter, Senate, Shout, Skye, Tangerine, Tetragrammaton, Time, Toddlin' Town, USA, Vanguard, Vault, Verve, Viva, Vortex, Wand, White Whale.

**Cartridge 4-tr.:** ABC, Aeolian-Skinner, Ampex, Atco, Athena, Atlantic, Audio-Spectrum, BT Puppy, Bang, Bell, Bluesway, Command, Cotillion, Crestview, Crimson, Deram, Dunhill, DynoVoice, Elektra, Evolution, Fantasy, Galaxy, Grand Award, Hi, Impulse, Kapp, London, Mainstream, Monitor, New Voice, Parrot, Philly Groove, Press, Scepter, Senate, Shout, Skye, Tangerine, Tetragrammaton, Time, Vanguard, Vault, Viva, Vortex, Wand, White Whale.

**Cassette:** ABC, Acta, Ampex, Atco, Athena, Atlantic, Audio-Spectrum, BT Puppy, Bang, Bell, Bluesway, Bravo, Caedmon, Command, Contemporary, Cotillion, Crestview, Crimson, Deram, Dot, Dunhill, Elektra, Evolution, Fantasy, Four Corners of the World, Galaxy, Golden, Golden-Wonderland, Good Time Jazz, Gordy, Grand Award, Heritage, Hi, Impulse, Kama Sutra, Kapp, London, MGM, Mainstream, Monitor, Motown, Music Guild, Nonesuch, Original Sound, Parrot, Philly Groove, Project 3, Reprise, Riverside, Scepter, Shout, Skye, Soul, Steed, Tamla, Tangerine, Tetragrammaton, Time, 20th Century-Fox, Vanguard, Vault, Verve, Viva, Vortex, Wand, Warner Bros.-Seven Arts, Westminster, White Whale, Whitehall.

**Open reel:** ABC, Acta, Aeolian-Skinner, American Airlines, Ampex, Archive Prod'n, Artia, Atco, Athena, Atlantic, Audio Fidelity, Audio-Spectrum, BT Puppy, Bang, Bell, Bluesway, Bravo, Buena Vista, Caedmon, Col-Pix, Command, Contemporary, Continental Airlines, Cotillion, Crimson, DGG, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Everyman, Evolution, Fantasy, Fontana, Four Corners of the World, Galaxy, Good Time Jazz, Gordy, Grand Award, Heritage, Hi, ILS (Institute for Language Study), Impulse, Kama Sutra, Kapp, Limelight, London, MGM, Mainstream, Mercury, Monitor, Motown, Music Guild, New Voice, Nonesuch, Parliament, Parrot, Philips, Philly Grove, Press, Project 3, Recorded Treasures, Richmond, Riverside, Scepter, Senate, Skye, Smash, Solid State, Soul, Steed, Tamla, Tangerine, Tetragrammaton, Time, 20th Century-Fox, Vanguard, Vault, Verve, Viva, Vortex, Wand, Westminster, White Whale, Whitehall, Wing.

Atlas-Rand Corp., Keystone Pl., Paramus, N.J. 07652. Tel: (201) 262-7500, NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better.

**Branches:** Burbank, Calif., 1011 Chestnut St. Zip: 91502. Tel: (213) 845-2401. VP Sales: Phil Klafner—Chicago, Ill., 3770 W. Pratt Ave. Zip: 60645. Tel: (312) 679-4680. VP Sales: Jim Cartano—Dallas, Tex., 7900 Sovereign Row. Zip: 75247. Tel: (214) ME 7-2760. VP Sales: Al Gitelman.  
**Cartridge 8-tr., cassette & open reel:** Encore, Sentry.

Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving B. Katz; Sales Mgr.: Ray Allen; Adv. Dir.: Mill Feldman.  
**Cassette:** Audiotrack.

Audio Physics Inc., 16428 Vanowen St., Van Nuys, Calif. 91406. Tel: (213) 782-3638. Pres.: Don Washbrook; Gen. Mgr.: John David; Sales Mgr.: Bill Richards.  
**Cartridge 4-tr., 8-tr. & cassette:** Audio Trax.

Audio Trax (see Audio Physics Inc.).

Audiotrack (see Audio Magnetics Corp.).

Berkshire (see Stereo Tape).

Budget Tape Cartridge Mfg. Co., 2235-37 S. La Brea Ave., Los Angeles, Calif. 90016. Tel: (213) 933-5867. Pres., Sales & Adv.: Don Macmillan.

**Cartridge 8-tr., cassette & open reel:** private brand, budget series, promotional lines, special sales material.

Caytronics Corp. (Stereo Jet de Mexico), 240 Madison Ave., New York, N.Y. 10016. Tel: (212) 683-7911. Pres.: Joe Cayre; Adv. Dir.: Dick Shaffer.

**Int'l branch:** Mexico, Stereo Jet de Mexico.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** ABC, Alegre, Bluesway, Columbia, Command, Grand Award, Harmony, Impulse, Roulette, Tangerine, Tico (Latin product).

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92805. Tel: (714) 633-4280. Mktg. Dir.: James Neiger.

**Cartridge 8-tr., cassette & open reel:** Vivid Sound.

Challenger (div. of Coast Mfg. Co.), 105-23 New York Blvd., Jamaica, N.Y. 11433. Tel: (212) 297-8383. Pres.: Sol Kappel; VP & Gen. Mgr.: Jack Canton.  
**Cartridge 4-tr., 8-tr. & cassette:** Challenger, Coast.

Coast (see Challenger).

Consolidated Tape Cartridges, 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres., Sales & Adv.: John R. Gayer.

**Cartridge 8-tr. & cassette:** Delta International.

DanskTape (see Lindberg Co.).

Dubbings Electronics Inc. (see Stereo Tape).

Encore (see Atlas-Rand Corp.).

Ethnic Tapes Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 757-9880. Tape Mgr.: Richard M. Gurlek.

**Cartridge 8-tr.:** Roulette, Alegre, Cesta, Cotique, Fania, Musicor, Philips, Tico, Vogue.

G R T (General Recorded Tape Inc.), 1286 N. Lawrence Station Rd., Sunnyside, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Sales Mgr.: Herbert B. Hershfield.

**Cartridge 8-tr.:** ABC, Abnak, Accent, Alegre, Amy, Archive of Folk & Jazz Music, Archive of Gospel Music, Arctic, Backbeat, Bang, Bell, Blue Thumb, Bluesway, Boone, Bouquet, Bunky, Cadet, Cadet/Concept, Carole, Checker, Chess, Command, Delmark, Diamond, Duke, Dunhill, Dynamo, DynoVoice, ESP-Disk, Everest, Falcon, Four Corners of the World, GNP Crescendo, GRT, Gamble, Goldwax, Grand Award, Hickory, Hi Fi/Life, Hob, Impulse, Jamie, Jerden, Kapp, King, MTA, Major Minor, Monument, Music Guild, Nashboro, Nashville, New Voice, Paula, Peacock, Pete, Phil-L.A. of Soul, Philly Groove, Plantation, Polydor, Ranwood, Reo Tahiti, Request, Revue, Rising Sons, Ronn, Roulette, SGC, Scepter, Senate, Sidewalk, Sound Stage 7, Specialty, Sphere Sound, Starday, TRX, Tangerine, Tetragrammaton, Tico, Toddlin' Town, Tower, Tradition, Uni, VMC, Vault, Wand, Westminster, White Whale, Whitehall.

**Cartridge 4-tr.:** ABC, Abnak, Archive of Folk & Jazz Music, Arctic, Backbeat, Bang, Bell, Blue Thumb, Bluesway, Bouquet, Bunky, Cadet, Cadet/Concept, Carole, Checker, Chess, Command, Delmark, Duke, Dunhill, Dynamo, ESP-Disk, Everest, Falcon, Four Corners of the World, GNP Crescendo, GRT, Gamble, Grand Award, Hickory, Impulse, Jamie, Jerden, Kapp, King, MTA, Monument, New Voice, Paula, Pete, Phil-L.A. of Soul, Philly Groove, Plantation, Ranwood, Rising Sons, Roulette, SGC, Scepter, Shout, Sidewalk, Sound Stage 7, Specialty, Starday, TRX, Tangerine, Tetragrammaton, Tico, Tower, Tradition, Uni, VMC, Vault, Wand, White Whale.

**Cassette:** ABC, Accent, Archive of Gospel Music, Backbeat, Bang, Bell, Blue Thumb, Bluesway, Cadet, Cadet/Concept, Carole, Checker, Chess, Command, Delmark, Duke, Dunhill, Dynamo, DynoVoice, Everest, GNP Crescendo, Gamble, Grand Award, Hi Fi/Life, Impulse, Jamie, Jerden, King, MTA, Monument, MovieTone, Music Guild, Musicor, New Voice, Paula, Pete, Phil-L.A. of Soul, Plantation, Polydor, Project 3, Ranwood, Request, Revue, Roulette, SGC, Scepter, Sidewalk, Sound Stage 7, Specialty, Starday, Tangerine, Tetragrammaton, Tico, Tower, Tradition, 20th Century-Fox, Uni, Vault, Wand, Westminster, White Whale, Whitehall.

**Open reel:** ABC, Amy, Atco, Atlantic, Bang, Bell, Blue Thumb, Bluesway, Cadet, Cadet/Concept, Checker, Chess, Command, Cotillion, Delmark, Duke, Dunhill, Dynamo, DynoVoice, GNP Crescendo, GRT, Gamble, Grand Award, Hickory, Impulse, Jamie, King, MTA, Monument, Musicor, New Voice, Paula, Pete, Phil-L.A. of Soul, Plantation, Polydor, Project 3, Request, Revue, Roulette, Scepter, Sidewalk, Specialty, Starday, Stax, Tangerine, Tetragrammaton, Tower, Uni, Volt, Vortex, Wand, White Whale.

Don Gabor Ents., 4645 Delafield Ave., Riverdale, N.Y. 10471. Tel: (212) 549-3230. Pres.: Don Gabor.

**Cartridge 4-tr., 8-tr., cassette & open reel:** private brands.  
 General Recorded Tape Inc. (see GRT).

Greentree Electronics Corp., 2602 Michelson, Irvine, Calif. 92664. Tel: (714) 833-0020. Pres.: Sidney Brandt; Sales Mgr. Stereotape Div.: Jules Rubinstein.

**Open reel:** Blue Note, Double Shot, Imperial, Liberty, Ranwood, Reprise, Soul City, United Artists, Warner Bros.-Seven Arts, World Pacific.

I T C C (International Tape Cartridge Corp.), 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 228-1050. Pres.: James J. Elkins; Mktg. Dir.: Paul E. Adams; Sales Mgr.: T. Malia.  
**Branch:** Sun Valley, Calif., West Coast Tape Cartridge Co., 11656 Pendleton St. Zip: 91352. Tel: (213) 768-1601. VP & Sec'y-Treas.: Samuel Tobe.

**Cartridge 8-tr.:** Accent, Alegre, Audio Fidelity, Barry, Bell, Brazilia, Buddah, Buena Vista, Carole, Charlie Parker, Cobblestone, Col-Pix, Curtom, Dextra, Douglas International, DynoVoice, Ember, Four Corners of the World, GNP Crescendo, Gamble, Glad-Hamp, Gold, Goldwax, Hickory, Hob, Horizon, Itco, Jad, Jamie, Kapp, Laurie, Little Darlin', Mira, Mirwood, Mobile Fidelity, Modern Music, Moonglow, Musicor, New Voice, Phil-L.A. of Soul, Philly Groove, Plantation, Prima, Project 3, Roulette, SSS International, Scepter, Seeco, Skye, Sphere Sound, Starday, Stella, Stop, Surrey, Tango, Team, Teardrop, Tetragrammaton, Tico, Toddlin' Town, Vee Jay, Wand, White Whale.

**Cartridge 4-tr.:** Accent, Alegre, Audio Fidelity, Barry, Bell, Brazilia, Buddah, Buena Vista, Carole, Charlie Parker, Cobblestone, Col-Pix, Curtom, Dextra, Douglas International, DynoVoice, Ember, Four Corners of the World, GNP Crescendo, Gamble, Glad-Hamp, Gold, Goldwax, Hickory, Hob, Horizon, Itco, Jamie, Kama Sutra, Kapp, Laurie, Little Darlin', MGM, Mira, Mirwood, Mobile Fidelity, Modern Music, Moonglow, Musicor, New Voice, Phil-L.A. of Soul, Philly Groove, Plantation, Prima, Project 3, Roulette, SSS International, Scepter, Seeco, Skye, Speed, Sphere Sound, Starday, Stella, Stop, Surrey, Tango, Team, Teardrop, Tetragrammaton, Tico, Vee Jay, Verve, Verve/Forecast, Wand, White Whale.

**Open reel:** Bell, Buddah, Curtom, Douglas International, Gamble, Jad, Kapp, Laurie, Little Darlin', Musicor, New Voice, Philly Groove, Plantation, Scepter, Skye, Starday, Steed, Vee Jay, Wand, White Whale.  
 International Tape Cartridge Corp. (see ITCC).

Lindberg Co., 1445 Sunset Ridge Rd., Glenview, Ill. 60025. Tel: (312) 729-2047. Pres.: Sven Lindberg; Sales Mgr.: Aase Thomsen; Adv. Dir.: Bjorg Larsen.

**Cartridge 4-tr., 8-tr., cassette & open reel:** Lindberg, DanskTape, NorskTape, SvenskTape.

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; VP Sales: Thomas Hofbauer; Adv. Dir.: Ray Rand.

**Cartridge 4-tr., 8-tr., cassette & open reel:** Carnival, Gamble, Gospel, Livingston, Montilla, Prestige, Regent, Savoy, Worldwide.

Mercury Record Corp. 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Pres.: Irving B. Green; Sales Mgr.: Harry Kelly; Adv. Dir.: Millie Stergis.

**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** Audio Fidelity, Bach Guild, Everyman, Fontana, Hickory, Hi Fi/Life, Limelight, Mercury, Philips, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.

Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) TR 1-4100. Contact: Charles R. Fox.  
**Cartridge 8-tr. & cassette:** Traveltime.

Modern Tape Corp., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Contact: Robert J. Demain.

**Cartridge 4-tr., 8-tr., cassette & open reel.**

Muntz Stereo-Pak Inc., 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Music Div. Mgr.: Edward M. Michel; Adv. Dir.: Tod Faulkner.

**Cartridge 4-tr.:** ABC, Accent, Acta, Amy, Angel, Apple, Archive of Folk & Jazz Music, Arhoolie, Audio Stereo, Bach Guild, Bell, Birdland, Blue Rock, Bluesway, Capitol, Cardinal, Carousel, Charlie Parker, Command, Delmark, Diamond, Direction, Dot, Duke, Dunhill, DynoVoice, Elektra, End, Everest, Everyman, Fermata, Fontana, GNP Crescendo, Gee, Goldwax, Gordy, Grand Award, Hickory, Hi Fi/Life, Impulse, Limelight, Loma, Mel, Mercury, Monitor, Monument, Moonglow,

continued on page 30

More and more tapes are becoming a larger part of the music business, together with records. And, as in records, Pickwick is keeping pace with the industry. Now the hot songs, the hot artists are on the hot 8-track tape cartridges from Pickwick/8 and Capitol-Pickwick/8

**FRANK SINATRA**—Nevertheless I'm in Love With You 8XPC-3456

**NAT KING COLE**—Stay as Sweet as You Are P8-148

**GLEN CAMPBELL**—A Satisfied Mind P8-149

**TODAY'S TOP HITS**—Hey Jude, Those Were The Days, Abraham, Martin & John P8-150

**FINIAN'S RAINBOW**—Bugs Bower Chorus & Orchestra P8-152

**GLORIA LYNN**—I Wish You Love P8-153

**DEAN MARTIN**—Young and Foolish P8-154

**AL MARTINO**—We Could P8-155

**MATT MONRO**—This Is All I Ask P8-156

**STAN GETZ**—In Concert P8-157

**YOU'RE A GOOD MAN CHARLIE BROWN**—Songs from the Off-Broadway Musical P8-158

**GEORGE WRIGHT**—The Exciting Sound of The Wurlitzer Organ P8-159

**MARGIE SINGLETON & LEON ASHLEY**—Ode To Billie Joe, including Harper Valley P.T.A. P8-217

**PATSY CLINE**—I Can't Forget You P8-218

**HANK LOCKLIN**—Queen of Hearts P8-220

**WYNN STEWART**—Above and Beyond The Call of Love P8-221

**FLOYD CRAMER & HOUSTON ROBERTS**—Great Country Piano P8-222

**HANK THOMPSON AND HIS BRAZOS VALLEY BOYS**—Simple Simon, Simple Heart P8-223

**LET OUR TAPES HELP BREAK YOUR SALES RECORDS.**

**pickwick/8**

PICKWICK INTERNATIONAL INC.: PICKWICK BUILDING, LONG ISLAND CITY, N.Y. 11101 (212) EM 1-8811  
Los Angeles / Atlanta / Toronto-Canada / London-England

# Our tapes are breaking all records.

(And it's no wonder when they're under \$5)



## DUPLICATOR/MARKETERS

Continued from page 28

Motown, Muntz, Music Guild, New Voice, None-such, Peacock, Philips, Phyllis, Philly Groove, Plantation, RGE, Reprise, Revue, Riverside, Roost, Roulette, SSS International, Smash, Som/Major, Soul, Sound Stage 7, Steed, Sue, Sunburst, TRX, Tamla, Tangerine, Tico, Tradition, USA, Uni, Vanguard, Vault, Warner Bros.-Seven Arts, Westminster, White Whale, Whitehall, Wing.

**N A L** (North American Leisure Corp.), 1776 Broadway, New York, N.Y. 10019. Tel: (212) 265-3340; Incoming WATS line: (800) 221-7270. Pres.: Larry Finley.

**Cartridge 8-tr.:** Accent, Amy, Athena, Bell, Bravo, Carole, Direction, DynoVoice, Elf, Evolution, GNP Crescendo, Gamble, LLP, Latin Showcase, Mala, Milestone, Monitor, Monmouth-Evergreen, New Voice, Page One, Philly Groove, Plantation, Roulette, SSS International, Skye, Speed, Stereo Dimension, Tennessee Sound, Tetragrammaton, Viva, White Whale.

**Cassette:** Accent, Amy, Athena, Bell, Bravo, Carole, Direction, DynoVoice, Elf, Evolution, GNP Crescendo, Gamble, LLP, Latin Showcase, Mala, Milestone, Monitor, Monmouth-Evergreen, New Voice, Page One, Philly Groove, Plantation, Project 3, Roulette, SSS International, Skye, Speed, Stereo Dimension, Tennessee Sound, Tetragrammaton, Viva, White Whale.

**Open reel:** Athena, Bravo, Evolution, Gamble, LLP, Latin Showcase, Milestone, Monitor, Monmouth-Evergreen, Plantation, Roulette, SSS International, Skye, Speed, Stereo Dimension, Tennessee Sound, Tetragrammaton, Viva, White Whale.

**NorskTape** (see Lindberg Co.).  
**North American Leisure Corp.** (see NAL).  
**Pacific International**, 1223 N. Kingsley Dr., Los Angeles, Calif. 90029. Tel: (213) 666-2704. Pres.: Tom T. Saiki.

**Cassette & open reel:** Nivico, Pony Pak.  
**PlayTape**, 1115 Broadway, New York, N.Y. 10010. Tel: (212) OR 5-8050. Pres.: Frank Stanton; Sales Mgr.: Hal Dennis; Adv. Dir.: I. Bernard Sussman.

**Cartridge 2-tr.:** ABC, Acta, Apple, Bluesway, Buddah, Cadet, Cadet/Concept, Caedmon, Cameo, Capitol, Checker, Chess, Cobblestone, Command, Curtom, Dakota, Dot, Dunhill, Everest, Gordy,

Grand Award, Impulse, Jeroen, Kama Sutra, Little Darlin', Little World, MGM, Metro, Motown, Music Guild, Parkway, Reprise, Scepter, Soul, Steed, Tamla, Tangerine, Team, Tetragrammaton, Verve, Verve/Forecast, Wand, Warner Bros.-Seven Arts, Westminster, Whitehall.

**R C A Rec. Div.**, 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. VP: N. Racusin; Sales Mgr.: J. Y. Burgess Jr.; Adv. Mgr.: G. Parkhill; Rec'd Tape Prod. Mgr.: Elliot Horne.

**Cartridge 8-tr.:** RCA, Camden, Accent, Buena Vista, Calendar, Chart, Colgems, Diamond, GNP, Crescendo, Gamble, White Whale.

**Open reel:** RCA, Camden, Calendar, Colgems.  
**Radiant Cassette & Cartridge Corp.**, 555 Santa Rosa Dr., Des Plaines, Ill. 60018. Tel: (312) 763-7000. Pres.: Cary Wang; Prod. Mgr.: John Starzec.

**Cassette:** Radiant.  
**Sentry** (see Atlas-Rand Corp.).  
**SvenskTape** (see Lindberg Co.).

**Stereo Jet de Mexico** (see Caytronics Corp.).  
**Stereo Tape**, 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726. Tel: (516) 893-1000. Pres.: Paul C. Smith Jr.; Dir.: Jack Somer.

**Cartridge 8-tr., cassette & open reel:** Berkshire Stereodyne Inc., 2810 Elliott St., Troy, Mich. 48084. Tel: (313) 585-6585. Pres.: D. R. Kraus; VP Mktg.: D. S. Condon.

**Int'l Branch:** Canada.  
**Cartridge 8-tr., cassette & open reel:** Canadian labels.

**T D K Electronics Corp.**, 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler.  
**Home office:** Japan.

**Branches:** Los Angeles, Calif., 6151 W. Century Blvd. Zip: 90045. Tel: (213) OR 0-5515—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.

**Cartridge 4-tr & 8-tr.:** Japan Gramophone, Teichiku.

**Tape-Mates** (see American Tape Dupl'rs Inc.).  
**Tapeworld Inc.**, 300 W. 55 St., Suite 2E, New York, N.Y. 10019. Tel: (212) 246-9305. Gen. Mgr.: Edward M. Cohen.

**Cartridge 8-tr., cassette & open reel:** private brands.

**Traveltime** (see Metra Electronics Corp.).  
**Tucker Prod'ns Ltd.**, 853 Seventh Ave., New York, N.Y. 10019. Tel: (212) 265-0408. Pres.: George Tucker.

**Open reel:** private labels.  
**Vivid Sound** (see Certron Corp.).  
**West Coast Tape Cartridge Co.** (see ITCC).

continued on page 32



**Mayfair®**

available at

# Tda

See page 65

# Fantastic ACTION tape head and pinch roller cleaner

If You've Tried The Rest  
Now Try The Very Best  
One And Two Ounce Bottles

**STEREO MOBILE, INC.**

214 West Highland  
San Bernardino, California 92405

**DEALER INQUIRIES INVITED**



## HUNTING FOR THAT HARD-TO-FIND INFORMATION?

BUYER'S GUIDE makes it  
easy-to-find for everyone.

# The Tape-Worm.



## Dot Stereo-8 Cartridges are de-bugged.

Literally. And figuratively.  
They're manufactured to the  
highest specifications  
in the industry.

True, some other cartridges have  
quality and construction  
*to match* ours;  
but none are better.

Dot Stereo-8 Cartridges  
feature some of the selling-est,  
most-established names  
in American music.

True, some other artists sell, too.  
But don't forget the phenomenal  
sales power of our Billy Vaughn.  
Sound Symposium.

American Breed. Andy Kim.  
Brian Hyland.

And many, many others!

And most of all, don't forget that  
Dot Stereo-8 Cartridges  
are de-bugged.

No other company  
has made that statement.

**Dot Stereo-8: De-Bugged.**



NOW AVAILABLE FROM YOUR LOCAL DOT DISTRIBUTOR.  
A DIVISION OF PARAMOUNT PICTURES CORPORATION.

# TAPE PLAYBACK EQUIPMENT MANUFACTURERS & IMPORTERS

- A I W A** (see Selectron Int'l Co. Inc.)
- A R C Electronics**, 15302 S. Illinois Ave., Paramount, Calif. 90723. Tel: (213) 636-9171.
- Admiral Corp.**, 3800 W. Cortland St., Chicago, Ill. 60647. Tel: (312) 292-2600. Pres.: Vincent Barreca; Mktg. Mgr.: R. F. Pierce; Sales Mgr.: C. D. Flynn; Adv. Dir.: T. Chadwick.  
**Cartridge:** (1 model) 8-tr. portable. Price: \$74.95.  
**Cassette:** (4 models) portable. Price range: \$49.95-\$89.95.
- Alaron** (see B&B Import/Export Co.)
- Allied Radio Corp.**, 100 N. Western Ave., Chicago, Ill. 60680. Tel: (312) 421-6800. Pres.: W. E. Cowan; Mds. Mgr.: G. Orbach; Adv. Dir.: Lawrence E. Blostein.  
**Cassette:** (2 models) portable. Price range: \$59.95-\$89.95.  
**Open reel:** (5 models) 2 2-tr. portable, 3 4-tr. portable. Price range: \$99.95-\$349.95.
- American Gelo Electronics**, 251 Park Ave. S., New York, N.Y. 10010. Tel: (212) AL 4-2282. Pres. & Sales Mgr.: Bernard L. Cahn; Adv. Dir.: P. Mastrangelo.  
**Cassette:** (1 model) portable. Price \$89.50.  
**Open reel:** (2 models) 2-tr. Price range: \$94.50-\$129.50.  
**Brand name:** Gelo.
- Ampex Corp.**, 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. VP & Gen. Mgr.: Donald V. Hall; Mktg. Admin. Mgr.: Bill Johnson.  
**Cassette:** (11 models) 5 home, 6 portable. Price range: \$29.88-\$269.  
**Open reel:** (11 models) 6 4-tr., 5 4-tr. portable. Price range: \$198.65-\$600.
- Aristo Inds.**, 240 Fifth Ave., New York, N.Y. 10001. Tel: (212) MU 5-2060. Pres.: Victor Shalom; Sales Mgr. & Adv. Dir.: Jimmie Weiss.  
**Cartridge:** (3 models) 1 4&8-tr. compatible auto, 1 8-tr. home, 1 8-tr. portable. Price range: \$25.95-\$69.95.  
**Cassette:** (1 model) portable. Price: \$39.95.  
**Open reel:** (2 models) 2-tr. Price range: \$14.95-\$29.95.
- Arvin Inds. Inc.**, 1531 13 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Pres.: E. H. Stonecipher; VP & Mktg. Dir.: T. E. Wall; Consumer Prods. Adv. Dir.: Fred Meyer.  
**Cartridge:** (3 models) 4&8-tr. compatible home. Price range: \$110-\$160.  
**Cassette:** (5 models) 1 home, 4 portable. Price range: \$25-\$190.  
**Open reel:** (6 models) 4 2-tr. portable, 2 4-tr. portable. Price range: \$30-\$170.
- Atlas-Rand Corp.**, Keystone Pl., Paramus, N.J. 07652. Tel: (201) 262-7500; NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better.  
**Cartridge:** (3 models) 1 8-tr. auto, 1 8-tr. home, 1 8-tr. portable. Price range: \$39.95-\$149.95.  
**Cassette:** (10 models) 2 auto, 2 home, 6 portable. Price range: \$19.95-\$229.95.  
**Brand name:** Keystone.
- Audio/Stereo** (see Muntz Stereo-Pak Inc.)
- Audiovox Corp.**, 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 243-4940. Pres.: John J. Shalam; Exec. VP: John Petalides.  
**Cartridge:** (9 models) 6 auto-5 8-tr., 1 4&8-tr. compatible; 1 8-tr. home; 2 8-tr. portable. Price range: \$77.95-\$179.95.  
**Cassette:** (1 model) home.
- Auto-Sonic** (see SJB).
- Automate 8** (see Orrtronics Inc.).
- Automatic Radio**, 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300.  
**Cartridge:** (13 models) 10 auto-1 4-tr., 8 8-tr., 1 4&8-tr. compatible; 3 8-tr. home. Price range: \$39.95-\$169.95.  
**Cassette:** (4 models) 2 auto, 1 home, 1 home/portable. Price range: \$79.95-\$89.95.  
**Brand names:** Automatic Radio & private label.
- B & B Import/Export Co.**, 15755 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 864-9015. Sales & Promo.: Bernard Klein.  
**Cassette:** (5 models) portable. Price range: \$29.95-\$59.95.  
**Open reel:** (4 models) 2-tr. portable. Price range: \$12-\$59.  
**Brand names:** Alaron, Rhapsody.
- Belair Ents.**, 5873 Rodeo Rd., Los Angeles, Calif. 90016. Tel: (213) 870-0246. Pres.: Ed Mason; VP & Gen. Mgr.: Rod Pierce.  
**Cartridge:** (4 models) 8-tr. portable. Price range: \$49.95-\$119.95.
- Bell & Howell Video & Audio Prods. Div.**, 7235 N. Linder Ave., Chicago, Ill. 60076. Tel: (312) 677-2100. Pres.: John Laffer; Sales Mgr.: Bruce MacFarlane; Adv. Dir.: Joe Kazimer.  
**Cassette:** (13 models) 7 home, 6 portable. Price range: \$29.95-\$269.95.  
**Open reel:** (8 models) 2&4-tr. compatible portable. Price: \$219.95-\$532.95.
- Belle Wood Inc.**, 2751 Lake Cook Rd., Deerfield, Ill. 60015. Tel: (312) 498-1030. Pres.: Vincent R. Vecchione.  
**Cartridge:** (5 models) 3 8-tr. auto; 2 8-tr. home; 1 8-tr. portable. Price range: \$39.95-\$139.95.  
**Brand name:** Cartable.
- Blaupunkt** (see Robert Bosch Corp.)
- Boman** (see California Auto Radio Inc.)
- Robert Bosch Corp.**, Blaupunkt Radio Sales Div., 2800 S. 25 Ave., Broadview, Ill. 60153. Tel: (312) 681-5000. Pres.: H. H. Schirmer; Nat'l Sales Mgr.: Walter A. May; Adv. Dir.: Herb Lachner.  
**Cassette:** (1 model) auto/portable. Price: \$110.50; auto mounting bracket, \$29.  
**Brand name:** Blaupunkt.
- C B S Recs. Masterwork Audio Prod.**, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Ass't Dir., Consumer Prods. Development: Harry Avedisian.  
**Cartridge:** (4 models) 3 8-tr. home, 1 8-tr. portable. Price range: \$59.95-\$175.  
**Cassette:** (2 models) portable. Price range: \$44.95-\$59.95.  
**Open reel:** (3 models) 2 2-tr. portable, 1 4-tr. portable. Price range: \$59.95-\$139.95.  
**Brand name:** Masterwork.
- California Auto Radio Inc.**, 12229 S. Woodruff Ave., Downey, Calif. 90241. Tel: (213) 923-9847. Pres.: Bob Maniaci; Sales Mgr.: Tony Gable; Adv. Dir.: Milton Mohr.  
**Cartridge:** (10 models) 9 auto-3 4-tr., 5 8-tr., 1 4&8-tr. compatible; 1 8-tr. portable. Price range: \$29.95-\$89.95.  
**Cassette:** (3 models) auto. Price range: \$29.95-\$49.95.  
**Brand names:** Boman, Continental, Pianola, Sarmac and custom brands.
- Caltrade Mfg. & Trading Co.**, 360 Ninth St., San Francisco, Calif. 94103. Tel: (415) 626-6565. Pres.: Irwin M. Randolph; Sales Mgr.: R. F. Strook; Adv. Dir.: Judith Sutherland.  
**Cartridge:** (3 models) 2 8-tr. home; 1 8-tr. portable. Price range: \$29.95-\$149.  
**Cassette:** (3 models) portable. Price range: \$29.95-\$69.95.  
**Open reel:** (1 model) 2-tr. portable. Price: \$79.  
**Brand name:** Encore.
- Capitol Records Distributing Corp.**, 1740 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. VP & Gen. Mgr.: Robert Yorke; Sales Mgr.: Roger Brown.  
**Cartridge:** (1 model) 8-tr. portable. Price: \$159.95.  
**Cassette:** (2 models) portable. Price range: \$29.95-\$49.95.
- Car Tapes Inc.**, 320 W. Ohio St., Chicago, Ill. 60610. Tel: (312) 943-5158. Pres.: James LeVitus; Sales Mgr.: Edwin Swire.  
**Cartridge:** (8 models) 5 auto-1 4-tr., 3 8-tr., 1 4&8-tr. compatible; 2 home-1 8-tr., 1 4&8-tr. compatible; 1 8-tr. portable. Price range: \$40-\$140.  
**Cassette:** (3 models) 1 auto, 1 home, 1 portable. Price range: \$80-\$300.  
**Brand name:** Cartape.
- Cartable** (see Belle Wood Inc.).
- Cartape** (see Car Tapes Inc.).
- Channel Master Corp.**, Channel Master Rd., Ellenville, N.Y. 12428. Tel: (914) 647-5000. Pres.: Harry Resnick; Sales Mgr.: Martin Charles; Adv. Dir.: Walter Scott.  
**Cartridge:** (8 models) 2 auto, 1 home, 5 portable. Price range: \$32.95-\$199.95.  
**Open reel:** (4 models) 1 2-tr., 1 4-tr., 2 2-tr. portable. Price range: \$79.95-\$239.95.
- Claricon Prods. Inc.**, 663 Dowd Ave., Elizabeth, N.J. 07201. Tel: (201) 289-4600. Pres.: H. Katovsky; Sales Mgr.: D. Ellner; Adv. Dir.: R. Katovsky.  
**Cassette:** (2 models) portable. Price range: \$39.95-\$59.95.
- Columbia** (see CBS Recs. Masterwork Audio Prod.).
- Commodore Import Corp.**, 507 Flushing Ave., Brooklyn, N.Y. 11205. Tel: (212) JA 2-3407. Sales Mgr.: Jack Schneider.  
**Cassette:** (1 model) portable.  
**Open reel:** (2 models) 2-tr. portable.
- Concert-Hall** (see Tele-Tone Co. Inc.).
- Concertone Inc.**, 7035 Laurel Canyon, North Hollywood, Calif. 91605. Tel: (213) 765-1810. Pres.: Meyer B. Price; Sales Mgr.: Herb Levy; Adv. Dir.: Richard W. Price.  
**Cartridge:** (2 models) 8-tr. home. Price range: \$99-\$179.
- Cassette:** (3 models) 2 home, 1 portable. Price range: \$69-\$179.  
**Open reel:** (7 models) 1 2-tr., 2 4-tr., 2 2&4-tr., 1 2-tr. portable, 1 4-tr. portable. Price range: \$69-\$269.
- Concord Electronics Corp.**, 1935 Armacost, Los Angeles, Calif. 90025. Tel: (213) 478-2541. Pres.: Howard P. Ladd; Sales Mgr.: William B. Minkin; Adv. Mgr.: Lee Ann Blystone.  
**Cartridge:** (1 model) 8-tr. home.  
**Cassette:** (7 models) 1 home, 6 portable. Price range: \$60-\$180.  
**Open reel:** (10 models) 3 2&4-tr., 4 2-tr. portable, 3 2&4-tr. portable. Price range: \$20-\$350.
- Consolidated Mdsq. Corp.**, 520 W. 34 St., New York, N.Y. 10001. Tel: (212) 594-1050. Pres.: Victor Reichenstein.  
**Cartridge:** (5 models) 1 8-tr. auto, 3 8-tr. home, 1 2-tr. portable. Price range: \$12.95-\$175.  
**Cassette:** (8 models) 5 home, 3 portable. Price range: \$35.95-\$239.95.  
**Open reel:** (8 models) 3 2-tr., 5 4-tr. Price range: \$8.90-\$399.95.  
**Brand names:** Viscount, Webcor.
- Continental** (see California Auto Radio Inc.).
- Craig Corp., Prods. Div.**, 2302 E. 15 St., Los Angeles, Calif. 90021. Tel: (213) 623-2421. Pres.: Ed. Y. Motokane; Mktg. Dir.: John F. Doyle; Sales Mgr.: Stephen E. Solot; Sales Promo.: Edward Henry; Pub. Dir.: Hank McCance.  
**Cartridge:** (11 models) 8 auto-2 4-tr., 3 8-tr., 3 4&8-tr. compatible; 3 home-1 8-tr., 2 4&8-tr. compatible. Price range: \$59.95-\$169.95.  
**Cassette:** (4 models) 1 home, 3 portable. Price range: \$69.95-\$189.95.  
**Open reel:** (6 models) 3 4-tr., 3 2-tr. portable. Price range: \$39.95-\$349.95.
- Crown Industrial Suppliers Co.**, 755 Folsom St., San Francisco, Calif. 94107. Tel: (415) 781-3030. Pres.: C. C. Chiang; Sales Mgr.: C. W. Hancock; Adv. Dir.: Mats Aizawa.  
**Cassette:** (10 models) 1 auto, 4 home, 5 portable. Price range: \$59.95-\$349.95.  
**Open reel:** (3 models) 2-tr. portable. Price range: \$84.95-\$169.95.
- D Y N Assoc'd Importers Inc.**, 270 W. 22 St., Hialeah, Fla. 33010. Tel: (305) 888-8461. Pres.: Charles Dascal; Sales Mgr.: S. Yuken.  
**Cartridge:** (6 models) 4 8-tr. auto, 2 8-tr. home. Price range: \$49.95-\$99.95.  
**Cassette:** (4 models) 2 auto, 2 home. Price range: \$99.95-\$149.95.
- Dejay Inds.**, 90 N. Washington St., Boston, Mass. 02114. Tel: (617) 252-1439. Pres. & Sales Mgr.: William Blotnick.  
**Cartridge:** (2 models) 8-tr. home. Price range: \$99.95-\$199.95.  
**Cassette:** (1 model) home. Price: \$199.
- Duo Galaxy** (see Livingston Audio Prods. Corp.).
- Dynaco Inc.**, 3060 Jefferson St., Philadelphia, Pa. 19121. Tel: (215) 232-8000. Pres.: David Haffler; Sales Mgr.: Robert Tucker; Adv. Dir.: Morley Kahn.  
**Open reel:** (2 models) 1 4-tr., 1 4-tr. portable. Price range: \$498-\$525.
- Electra Radio Corp.**, 30 W. 23 St., New York, N.Y. 10011. Tel: (212) 675-7640. Pres.: Richard Beda; Sales Mgr.: Ralph Setton; Adv. Dir.: David Silverman.  
**Cartridge:** (1 model) 8-tr. portable. Price: \$119.95.  
**Cassette:** (5 models) 2 home, 3 portable. Price range: \$24.95-\$79.95.  
**Open reel:** (3 models) 2-tr. Price range: \$13.95-\$89.95.
- Electro-Brand Inc.**, 210 W. Chestnut St., Chicago, Ill. 60610. Tel: (312) 944-5460. Pres.: Samuel Dry; Sales Mgr.: R.L. Ettelson.  
**Cartridge:** (3 models) 1 8-tr. auto, 1 8-tr. home, 1 8-tr. portable. Price range: \$59.95-\$149.95.  
**Cassette:** (4 models) 1 auto, 1 home, 2 portable. Price range: \$27.85-\$99.95.  
**Open reel:** (2 models) 2-tr. Price range: \$14.95-\$39.95.
- Electro-Phonic** (see Morse Electro Prods. Corp.).
- Elgin Radio** (div. Elgin Watch Co.), 841 W. Jackson Blvd., Chicago, Ill. 60607. Tel: (312) 666-3400. Gen. Mgr.: Jack Nelson.  
**Cartridge:** (1 model) 8-tr. portable. Price: \$99.95.
- Emerson Television Sales Corp.**, PO Box 499, Stamford, Conn. 06904. NYC Tel: (212) 993-4300. Pres.: C. R. Feldmann; VP Sales: John Ryan; Adv. Dir.: Owen Klepper.  
**Cassette:** (2 models) portable. Price range: \$49.50-\$125.

continued on page 34



**CAR TAPES**  
**STEREO EQUIPMENT MANUFACTURER**

**CAR TAPES**  
**NATIONWIDE TAPE DISTRIBUTOR**

...lets you create your own  
**Coordinated Stereo Center**



Displays supplied free\* with purchase of tapes and equipment from the Car Tapes line:

\*Memo-Billed



CT 4000 4-Track Car Stereo Tape Player



CT 8500 "Compact 8" 8-Track Car Stereo Tape Player



CT 8000 High Performance 8-Track Car Stereo Tape Player w/Fine Tuning



CT 4800 4-Plus 8-Track Compatible Car Stereo Tape Player



CT 9000 Slot Load Cassette Car Stereo Tape Player w/Playback & Record

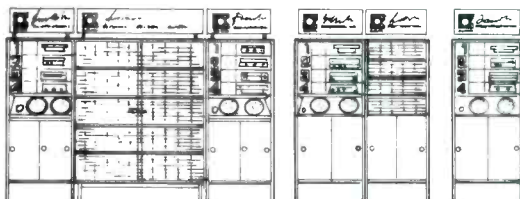


CTX 3000 Multiplex Car Radio FM/FM Stereo

**—also, Speakers, Tuners, Portables**

We distribute all brands of tapes and a full line of accessories

**DESIGN A CAR TAPES CENTER TO FIT YOUR SPACE AND SALES POTENTIAL**



Stereo Player Displays — Tape Racks  
 Accessory Racks

Only Car Tapes could make a high-profit stereo center so free and easy. Why? Because only Car Tapes *both* manufactures quality stereo units *and* distributes name-brand tapes. Pick the modular units you want to fit the space you want. Total Flexibility.

Fill your Car with Stereo Sound



**CAR TAPES, INC.**

Home Office: 320 West Ohio Street, Chicago, Illinois 60610

Branch Office: 16725 Roscoe Boulevard, Van Nuys, California 91406

# TAPE PLAYBACK EQUIPMENT MANUFACTURERS & IMPORTERS

Continued from page 32

Encore (see Caltrade Mfg. & Trading Co.).  
Fisher Radio Corp., 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Pres.: Avery Fisher; Sales Mgr.: Harry Norman  
Cassette: (1 model) home.

Arthur Fulmer, 260 Monroe Ave., Memphis, Tenn. 38101. Tel: (901) 525-5711. Pres.: Arthur Fulmer; Sales Mgr.: Arthur Fulmer Jr.; Adv. Dir.: Jerry AuBuchon.  
Cartridge (6 models) 4 8-tr. auto, 1 8-tr. home, 1 8-tr. portable. Price range: \$39.95-\$174.95.  
Cassette: (1 model) auto. Price: \$104.95.  
Brand name: Arthur Fulmer.

Geloso (see American Geloso Electronics).  
General Electric Co., 1001 Broad St., Utica, N.Y. 13501. Tel: (315) 677-6200. Pres.: Fred J. Broch; Sales Mgr.: Paul W. Van Orden; Adv. Dir.: Thad Kane.  
Cartridge: (2 models) 8-tr. home. Price range: \$99.98-\$144.98.  
Cassette: (5 models) 1 home, 4 portable. Price range: \$44.98-\$204.98.  
Open reel: (7 models) 6 2-tr. portable, 1 4-tr. portable. Price range: \$24.98-\$194.98.

Goer (see Goodway Inc.).  
Goodway Inc., 11401 Roosevelt Blvd., Philadelphia, Pa. 19154. Tel: (215) 677-6200. Pres.: Beryl J. Wolk; Sales Mgr.: Robert M. Goldsmith; Adv. Dir.: Robert Darragh.  
Cartridge: (3 models) 1 4&8-tr. compatible auto, 1 8-tr. home, 1 8-tr. portable. Price range: \$29.95-\$159.95.  
Brand names: Goer, Goodway, Scene.

Goodyear (see Orrtronic Inc.).  
Grundig Electronic Sales Inc., 355 Lexington Ave., New York, N.Y. 10017. Tel: (212) 661-2020. Pres.: A. Stambach; Sales Mgr.: Richard T. Bates.  
Cassette: (2 models) portable. Price range: \$99.95-\$134.95.  
Open reel: (5 models) 4 4-tr., 1 2-tr. portable. Price range: \$179.95-\$349.95.

Harmon-Kardon, 55 Ames Ct., Plainview, L.I., N.Y. 11803. Tel: (516) 681-4000. Pres.: Walter Goodman; Home Entertainment Div. Mgr.: Milton Dienes; Mdsgr. & Adv. Mgr.: Leon Kubly.  
Cassette: (2 models) home. Price range: \$449.50-\$499.50.

Haskel Howard Co. Inc., 21 Hazelton Rd., Yonkers, N.Y. 10710. Tel: (914) 779-4131. Pres.: H. Holland.  
Cassette: (1 model) portable. Price: \$49.95.  
Open reel: (1 model) 2-tr. portable. Price: \$49.95.  
Brand name: Robette.

Heritage Int'l Trading, 1330 Stuyvesant Ave., Union, N.J. 07083. Tel: (201) 964-1330. Pres. & Sales Mgr.: Allan Mogull; Adv. Dir. & Gen. Mgr.: Robert Rothchild.  
Cassette: (3 models) portable. Price range: \$25-\$75.

Hitachi Sales Corp., 48-50 34 St., Long Island City, N.Y. 11101. Tel: (212) 361-3090. Pres.: Eizo Matsumura; Nat'l Sales Mgr.: E. Schillinger; Mktg. Dir.: M. M. Schwartz.  
Cassette: (4 models) portable. Price range: \$24.95-\$129.95.  
Open reel: (6 models) 4 2-tr., 2 4-tr. Price range: \$44.95-\$229.95.

J V C America Inc., 50-35 56 Rd., Maspeth, N.Y. 11378. Tel: (212) 392-2668. Pres.: Takashi Masuda; Sales Mgr.: Charles N. Bock; Adv. Dir.: Milton M. Kaye.  
Cartridge: (4 models) 8-tr. home. Price range: \$149.95-\$199.95.  
Cassette: (3 models) 1 home, 2 portable. Price

range: \$29.95-\$79.95.  
Open reel: (5 models) 1 2-tr., 1 4-tr., 3 2-tr. portable. Price range: \$44.95-\$129.95.  
Brand names: J V C, Nivico.

Juliette (see Topp Electronics Inc.).  
Kalof Electronics (Div. Kalof Aluminum), 7660 Gloria Ave., Van Nuys, Calif. 91406. Tel: (213) 989-1901. Pres.: Sam Kalof; Electronic Div. Gen. Mgr.: Jack C. Cummings; Adv. Dir.: King Baldwin.  
Cartridge: (2 models) 8-tr. home. Price range: \$199-\$349.95.  
Brand name: Starline.

Katone Corp., 37 W. 28 St., New York, N.Y. 10001. Tel: (212) 889-6240. Sales & Adv. Mgr.: Harold Davidow.  
Open reel: (1 model) 2-tr. Price: \$12.99.

Keystone (see Atlas-Rand Corp.).  
Kraco Prods. Inc., 2411 N. Santa Fe Ave., Compton, Calif. 90223. Tel: (213) 774-2550. Pres.: Maurice Kraines; Sales Mgr.: Tom Zirnite.  
Cartridge: (4 models) 4 auto-3 8-tr., 1 4&8-tr. compatible. Price range: \$69.95-\$109.95.  
Cassette: (1 model) auto. Price: \$119.95.

Lafayette Radio Electronics, 111 Jerico Tnpk., Syosset, L.I., N.Y. 11791. Tel: (516) 921-7700. Pres.: Abraham Pietman; Sales Mgr.: H. Weinberg; Adv. Dir.: C. Pitroski.  
Cassette: (3 models) portable. Price range: \$29.99-\$49.95.  
Open reel: (8 models) 7 4-tr., 1 2-tr. portable. Price range: \$29.95-\$199.95.

Lear Jet Stereo Inc., 13131 Lyndon, Detroit, Mich. 48227. Tel: (313) 272-0730. VP & Gen. Mgr.: Ed G. Campbell. VP Mktg.: James Gall; Adv. Dir.: Mike Seiler.  
Cartridge: (20 models) 10 auto-9 8-tr., 1 4&8-tr. compatible; 6 8-tr. home; 4 8-tr. portable. Price range: \$29.95-\$289.95.

Livingston Audio Prods., Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; Sales Mgr.: Tom Hofbauer; Adv. Dir.: Ray Rand.  
Cartridge: (1 model) 4&8-tr. compatible home. Price: \$129.95.  
Brand name: Duo Galaxy.

Lloyd Electronics Inc., 59 N. Fifth St., Saddle Brook, N.J. 07662. Tel: (201) 843-5115. Pres.: Abe Zagha; Sales Mgr.: Mark Boone; N.Y. Rep.: Westview Inds., 254 W. 31 St., New York, N.Y. 10001. Tel: (212) 244-5994. Contact: Dan Green.  
Cartridge: (1 model) 8-tr. home. Price: \$169.95.  
Cassette: (4 models) 1 home, 3 portable. Price range: \$29-\$169.95.  
Brand name: Lloyd Ultrasonic.

Lloyd Ultrasonic (see Lloyd Electronics Inc.).  
Magnavox Consumer Electronics Co., 2131 Bueter Rd., Ft. Wayne, Ind. 46803. Tel: (219) 743-9721. Pres.: George H. Fezell; VP Portable Prods.—Planning & Development: William H. Boedeker Jr.; Adv. Dir.: Karl Carstens.  
Cartridge: (1 model) 8-tr. Price: \$89.90.  
Cassette: (2 models) portable. Price range: \$49.90-\$59.90.  
Open reel: (6 models) 5 2-tr. portable, 1 4-tr. portable. Price range: \$34.90-\$349.90.

Magnecord (see Telex/Communications Div.).  
Major Electronics Corp., 649 39 St., Brooklyn, N.Y. 11232. Tel: (212) 854-2100. Pres.: M. V. Lane; Sales Mgr.: Jack Mandell; Adv. Dir.: Bill Lane.  
Cartridge: (1 model) 8-tr. home. Price: \$109.95.

Manhattan Novelty Corp., 263 Canal St., New York, N.Y. 10013. Tel: (212) 226-1081. Pres.: F. Nathan; Sales Mgr.: Ben Schragar.  
Cassette: (1 model) home. Price: \$69.50.  
Brand name: Mansun.  
Open reel: (2 models) 2-tr. portable. Price: \$59.  
Brand names: Oral, Saint Moritz.

Mansun (see Manhattan Novelty Corp.).  
Mar-Lin Radio Corp., 45 W. 27 St., New York, N.Y. 10001. Tel: (212) MU 6-8630. Pres.: Morris Dweck; Sales Mgr.: Elliot Dweck; Adv. & Dir.: Moe Shatz.

Cartridge: (3 models) 1 8-tr. auto, 1 8-tr. home, 1 8-tr. portable. Price range: \$24.95-\$89.95.  
Brand names: Mar-Lin, Starfire.

Cassette: (2 models) 1 home, 1 portable. Price range: \$29.95-\$69.95.  
Brand name: Mar-Lin, Starfire.

Martel Electronic Sales Inc., 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 479-4491. Pres.: David Krechman; Sales Mgr.: George Ross.  
Open reel: (11 models) 2 2-tr., 5 4-tr., 1 1-tr. portable, 2 2-tr. portable, 1 4-tr. portable. Price range: \$149.50-\$695.  
Brand name: Uher.

Mastercraft Electronics Corp., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 989-4500. Pres.: Jim Farnell.  
Cartridge: (9 models) 4 auto-3 8-tr., 1 4&8-tr. compatible; 2 8-tr. home; 3 portable-2 2-tr., 1 8-tr. Price range: \$9.95-\$99.95.  
Cassette: (3 models) 1 auto, 2 portable. Price range: \$29.95-\$99.95.

Masterwork (see CBS Recs. Masterwork Audio Prod.).  
Matsushita Electric Corp. of America (Panasonic), 200 Park Ave., New York, N.Y. 10017. Tel: (212) 973-5700. Pres.: K. Isomura; Sales Mgr.: Jeff Berkowitz; Adv. Dir.: Russ Johnson.  
Cartridge: (7 models) 3 8-tr. auto, 4 8-tr. home. Price range: \$59.95-\$249.95.  
Cassette: (10 models) 3 home, 7 portable. Price range: \$39.95-\$349.95.  
Open reel: (31 models) 5 2-tr., 9 4-tr., 9 2&4-tr., 5 2-tr. portable, 3 4-tr. portable. Price range: \$39.95-\$699.95.  
Brand name: Panasonic.

Mayfair Electronics Co., 666 W. Kinzie, Chicago, Ill. 60610. Tel: (312) 243-8050. Pres.: A. Braver; Sales & Adv. Dir.: G. Braver.  
Cartridge: (5 models) 3 8-tr. home, 2 8-tr. portable. Price range: \$79.95-\$129.95.  
Cassette: (8 models) 3 home, 5 portable. Price range: \$29.95-\$159.95.  
Open reel: (14 models) 5 2-tr., 2 4-tr., 2 2&4-tr., 5 2-tr. portable. Price range: \$19.95-\$39.95.

Mecca (see Muntz Stereo-Pak Inc.).  
Mercury Rec. Corp., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Pres.: Irving B. Green; Adv. Dir.: James Ladwig. Cassette product licensee: Pax Ltd., same address, Rm. 716. Tel: (312) 263-5518.  
Cassette: (7 models) 1 auto, 2 home, 4 portable. Price range: \$49.95-\$159.95.

Metro of California, 4861 Santa Monica Blvd., Los Angeles, Calif. 90046. Tel: (213) 664-1908. Pres.: Ralph Slotnick; Sales Mgr.: Arthur Fields; Adv. Dir.: Bill Fielding.  
Cartridge: (12 models) 9 auto-3 4-tr., 2 8-tr., 4 4&8-tr. compatible; 3 home-1 4-tr., 1 8-tr., 1 4&8-tr. compatible. Price range: \$29.95-\$79.95.  
Cassette: (1 model) auto. Price: \$79.95.

Midland Int'l Corp., 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) VI 2-0511. Pres.: Edward L. Benson; Sales Mgr.: Jack M. Lose; Adv. Dir.: Robert A. Caldwell.  
Cartridge: (3 models) 8-tr. home. Price range: \$49.95-\$199.95.  
Cassette: (11 models) 3 home, 8 portable.  
Open reel: (8 models) 3 2-tr. portable, 5 4-tr. portable. Price range: \$19.95-\$299.95.

Monacor (see Monarch Electronics Int'l Inc.).  
Monarch Electronics Int'l Inc., 7035 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel: (213) 765-1810. Pres.: Meyer B. Price; Sales Mgr.: Herb Levy; Adv. Dir.: Richard W. Price.  
Cartridge: (8 models) 3 auto-1 8-tr., 2 4&8-tr. compatible; 4 8-tr. home; 1 8-tr. portable. Price range: \$49-\$198.  
Cassette: (5 models) 1 auto, 2 home, 2 portable. Price range: \$29-\$179.  
Open reel: (6 models) 4 4-tr., 2 2-tr. portable. Price range: \$39-\$240.  
Brand names: Monarch, Monacor.

Morse Electro Prods. Corp., 9200 Atlantic Ave., Ozone Park, N.Y. 11416. Tel: (212) 441-6600. Pres.: Phillip Morse; Sales Mgr.: Irving Kaplan; Adv. Dir.: Low Feigenwald.  
Cartridge: (4 models) 8-tr. auto. Price range: \$49.95-\$149.95.  
Brand names: Electrophonic, Morse.

Motorola Automotive Prods. Inc., 9401 W. Grand Ave., Franklin Park, Ill. 60131. Tel: (312) GL 1-1000. Pres.: Oscar P. Kusisto, Int'l Oplns. Dir.: Richard A. Winsauer.  
Cartridge: (52 models) 33 auto-30 8-tr., 3 2-tr.; 17 8-tr. home; 2 8-tr. portable.  
Note: Also manufacture for American Motors, Borg-Warner, Chrysler Corp., Ford Motor Co., Volkswagen (Sapphire Brand) & Volvo.

Muntz Stereo-Pak Inc., 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: Hy Sutnick; Adv. Dir.: Tod Faulkner.  
Cartridge: (18 models) 10 auto-6 4-tr., 1 8-tr., 3 4&8-tr. compatible; 7 home-5 4-tr., 2 4&8-tr. compatible; 1 4-tr. portable. Price range: \$39.95-\$249.95.  
Brand names: Muntz Stereo-Pak, Audio/Stereo & private labels.  
Cassette: (1 model) auto. Price: \$109.95.  
Brand name: Mecca.

N A C O (see North American Foreign Trading Corp.),  
continued on page 36

AM AMPEX RCA pickwick

GRT

DECCA

available at

# Tada

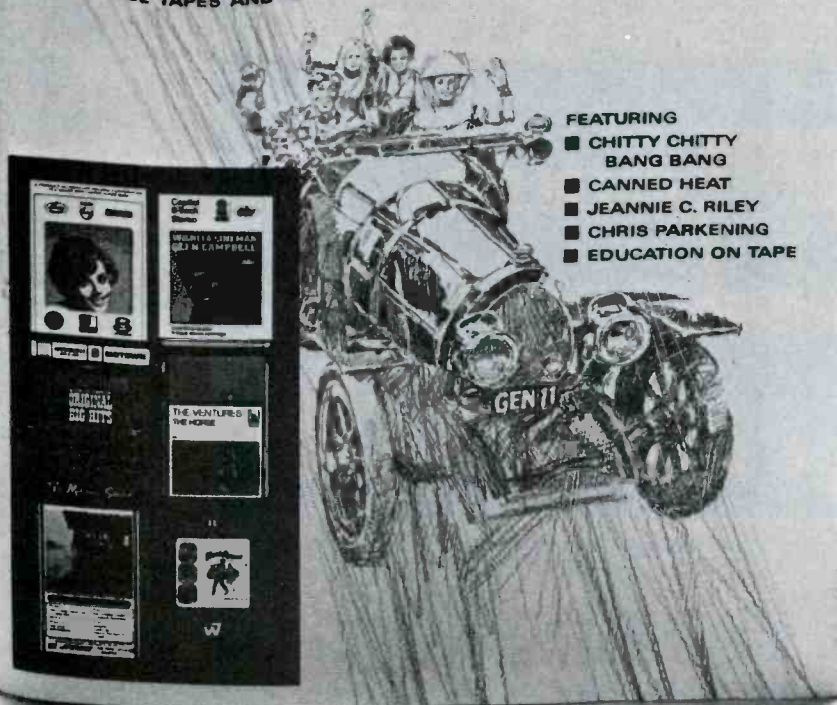
See page 65

JANUARY/FEBRUARY 1969 • 50 CENTS

# THE Glass List

OF CARTRIDGE TAPES AND CASSETTES

ANNUAL READER POLL



FEATURING

- CHITTY CHITTY BANG BANG
- CANNED HEAT
- JEANNIE C. RILEY
- CHRIS PARKENING
- EDUCATION ON TAPE

## The Hardware Salesman

You think that THE GLASS LIST is a magazine to sell cartridge tapes? Well, you're *half* right. It is the world's only complete, authoritative reference on the availability and price of retail cartridge tapes, distributed across the counters of thousands of retail outlets in every state in the country (except Utah. Don't ask us why. But, just *not* Utah.)

But. The 100,000-plus readers of THE GLASS LIST are a prime market for cartridge tape players and decks. Our recent marketing survey taken after just one year of publication reveals the following (and, to many people, startling) statistics:

63% said that they intended to make new equipment purchases in the near future.

59% said that they would buy an 8-track player.

16% said that they would buy an 8/4-track combination player.

12% said that they would buy a cassette player.

AND, ON AN AVERAGE, 4.2 PEOPLE, IN ADDITION TO THE INDIVIDUAL SUBSCRIBER, READS EACH ISSUE OF THE GLASS LIST.

So, if you're in the hardware business, you ought to be using our "store." It is, quite obviously, the single, most concentrated market for all types of cartridge tape hardware.

*Write for a rate card and more detailed information.*

THE GLASS LIST • 612 N. Michigan Ave. • Chicago 60611

**TAPE PLAYBACK EQUIPMENT  
MANUFACTURERS  
& IMPORTERS**

*Continued from page 34*

National Electronics Inc., 800 N.W. 73 St., Miami, Fla. 33138. Tel: (305) 836-0231. Pres.: J. Chester; Sales Mgr.: Sam Maiman.  
**Cartridge:** (5 models) 3 auto-1 4-tr., 2 4&8-tr. compatible; 1 4&8-tr. compatible home; 1 8-tr. portable. Price range: \$30-\$70.  
**Cassette:** (3 models) 1 auto, 2 portable. Price range: \$25-\$50.  
**Brand name:** Riviera.  
 Nivico (see JVC America Inc.).  
 NordMende (see Sterling Hi Fidelity Inc.).  
 Norelco (see North American Philips Co. Inc.).  
 North American (see North American Foreign Trading Corp.).  
 North American Foreign Trading Corp., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-5400. Pres.: Maurice Lowinger.

**Cartridge:** (1 model) 8-tr. auto. Price: \$159.  
**Cassette:** (3 models) portable. Price range: \$21-\$49.  
**Open reel:** (3 models) 2-tr. portable. Price range: \$17.90-\$24.90.  
**Brand names:** NACO, North American.  
 North American Philips Co. Inc., 100 E. 42 St., New York, N.Y. 10017. Tel: (212) 697-3600. Pres.: Pieter Vink; Sales Mgr.: Charles Borgard; Adv. Dir.: Charles S. Coster.  
**Cassette:** (10 models) 1 auto, 6 home, 3 portable. Price range: \$29.95-\$249.95.  
**Open reel:** (1 model) 4-tr. Price: \$349.95.  
**Brand name:** Norelco.  
 Nova-Tech Electronics, 24049 S. Frampton, Harbor City, Calif. 90710. Tel: (213) 325-8444. Mktg. Dir.: Gerald Golden; Sales Mgr.: Robert Raderman; Adv. Dir.: Jerry Sadowski.  
**Cartridge:** (1 model) 8-tr. portable.  
 Nuvox Electronics Corp., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-2110. Pres.: Edmond Sassoon; Sales Mgr.: Abe Liniado.  
**Cassette:** (2 models) portable. Price range: \$39.95-\$59.95.  
 Olympic Radio & T.V. Corp., 34-01 38 Ave., Long Island City, N.Y. 11101. Tel: (212) EX 2-5200. Pres.: Harry Kane; Sales Mgr.: Harold Gold; Adv. Dir.: G. Wisset.

**Cartridge:** (2 models) 8-tr. home. Price range: \$109.95-\$129.95.  
 Oral (see Manhattan Novelty Corp.).  
 Orrtronic Inc., PO Box 864 Willis Day Ind'l Park, Toledo, Ohio 43601. Tel: (419) 693-0641. Pres.: Keith Wilson; Sales Mgr.: Joseph C. Meidt; Adv. Dir.: R. Dellow.  
**Cartridge:** (4 models) 2 8-tr. auto, 2 8-tr. home. Price range: \$69-\$169.95.  
**Brand names:** Automate 8, Goodyear, Orrtronic, Sears, Special B, White.  
 Packard Bell Electronics Corp., 12333 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 272-6141. Pres.: Dr. W. B. Sell; Sales Mgr.: D. A. Ross (east), D. W. Phillips (west); Adv. Dir.: W. T. Reedy.  
**Cartridge:** (4 models) 1 8-tr. auto, 3 8-tr. home. Price range: \$69.95-\$179.95.  
 Panasonic (see Matsushita Electric Corp. of America).  
 Peerless (see Peerless Telerad Inc.).  
 Peerless Telerad Inc., 162 Fifth Ave., New York, N.Y. 10010. Tel: (212) 255-2808. Pres.: Harvey Dver; Sales Mgr.: Harvey Stetson; Adv. Dir.: George Oswald.  
**Cartridge:** (2 models) 8-tr. home. Price range: \$149.95-\$199.95.  
**Cassette:** (3 models) home.  
**Brand name:** Peerless.  
 Pfanstiel, 3300 Washington St., Waukegan Ill. 60085. Tel: (312) 623-1360. Pres.: R. Bruce Wight; Sales Mgr.: C. A. Clinton.  
**Cassette:** (1 model) home. Price: \$69.95.  
 Philco-Ford Corp., "C" & Tioga St., Philadelphia, Pa. 19134. Tel: (215) 443-6491. Sales Mgr.: P. Haggerty.  
**Cartridge:** (2 models) 8-tr. portable. Price range: \$70-\$90.  
**Cassette:** (11 models) 2 home, 9 portable. Price range: \$19.95-\$90.  
**Open reel:** (2 models) 4-tr. Price range: \$110-\$200.  
 Pianola (see California Auto Radio Inc.).  
 PlayTape Inc., 1115 Broadway, New York, N.Y. 10010. Tel: (212) OR 5-8050. Pres.: Frank Stanton; Sales Mgr.: Harold Dennis; Adv. Dir.: Bernard Sussman.  
**PlayTape:** (13 models) 2 auto, 4 home, 7 portable. Price range: \$19.95-\$69.95.  
 R C A Sales Corp., 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000. Pres.: Donald P. Dickson; Exec. VP Sales Opns: Jack K. Sauter; VP Adv.: Jack M. Williams.  
**Cartridge:** (3 models) 2 8-tr. home, 1 8-tr. portable. Price range: \$69.95-\$99.95.  
**Cassette:** (4 models) portable. Price range: \$45-\$129.95.  
**Open reel:** (8 models) 4 2-tr., 4 8-tr. Price range: \$39.95-\$229.95.  
**Note:** Also 1 playback only cassette (under \$30) & 1 open reel model (\$22) in youth line.  
 Ranger, 19201 Cranwood Pkwy, Warrensville Heights, Ohio 44128. Tel: (216) 475-1400. Pres.: Harvey A. Ludwig; VP Sales: Stanley B. Goss; Sales Mgr.: Donald G. Blech; Adv. Dir.: John Hoder.  
**Cartridge:** (8 models) 6 auto-1 4-tr., 2 8-tr., 3 4&8-tr. compatible; 2 home-1 8-tr., 1 4&8-tr. compatible. Price range: \$49.95-\$179.95.  
**Cassette:** (3 models) 1 auto, 1 home, 1 portable. Price range: \$49.95-\$109.95.  
 Reelfone Electronics (div. Soundesign Corp.), 34 Exchange Pl., Jersey City, N.J. 07302. Tel: (201) 434-1050; NYC Tel: (212) 227-6040. Pres.: Ely E. Ashkenazi; VP & Sales Mgr.: Harry Franco; Mktg. Dir.: Robert Winer.  
**Cartridge:** (1 model) 8-tr. home. Price: \$129.95.  
**Cassette:** (4 models) portable. Price range: \$20.95-\$89.95.  
**Brand name:** Soundesign.  
 Rhapsody (see B&B Import/Export Co.).  
 Rheem Roberts (see Roberts).  
 Riviera (see National Electronics Inc.).  
 Roberts, div. of Rheem Mfg. Co., 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: C. E. Phillips; Sales Mgr.: Larry Winn; Adv. Dir. Geri Langsner.  
**Cartridge:** (2 models) 8-tr. home/portable. Price range: \$359.95-\$429.95.  
**Cassette:** (5 models) 2 home, 3 portable. Price range: \$69.95-\$199.95.  
**Open reel:** (13 models) 3 4-tr., 2 2-tr. portable, 8 4-tr. portable. Price range: \$199.95-\$699.95.  
**Brand name:** Rheem Roberts.  
 Robette (see Haskel Howard Co. Inc.).  
 Ross Electronics, 2834 S. Lock St., Chicago, Ill. 60608. Tel: (312) 376-9660. Pres.: Samuel Ross; Sales Mgr.: Bernard Leavitt; Adv. Dir.: Samuel Levin.  
**Cartridge:** (1 model) 8-tr. home. Price: \$119.95.  
**Cassette:** (5 models) portable. Price range: \$29.95-\$69.95.  
**Open reel:** (5 models) 2-tr. portable. Price range: \$15.95-\$69.95.  
 S J B (Automotive Div. of Martel), 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 477-6095. Pres.: Sheldon Krechman; Mktg. Dir.: Anthony Antonelli.



**PEERLESS**  
available at  
**Tda**  
See page 65

**TAPES**—"REEL-TO-REEL"  
**Cartridges**—4 TRACK/8 TRACK  
**Cassettes**—ALL AMERICAN BRANDS  
 COMBINED IN ONE SHIPMENT  
**ELTRON EXPORT CO.**  
 159 Maiden Lane, New York, New York 10038 • Cable: Eltroncomp



**GAUSS**  
**ULTRA HIGH SPEED**  
 Magnetic Tape Duplicating  
 Systems  
**MASTER-SLAVE**  
 Endless Tape Loop Bin  
 Fastest Tape Duplication  
**WORLDEX MFG. CO., LTD.**  
 1248 South Berenda Street  
 Los Angeles, Calif. 90006, U.S.A.  
 Cable: WORLDEX  
 Model 1220 Slave Recorder in Console

*continued on page 38*

# The shortest distance between a prospect and a customer is our full line.



This year you can get everything you need in eight-track tape players in a single package. From the people who invented it. Lear Jet Stereo eight.

It's a whole Lear Jet eight-track department by itself. Fifteen models deep. Six for cars. Five for homes. Four portables for everywhere else.

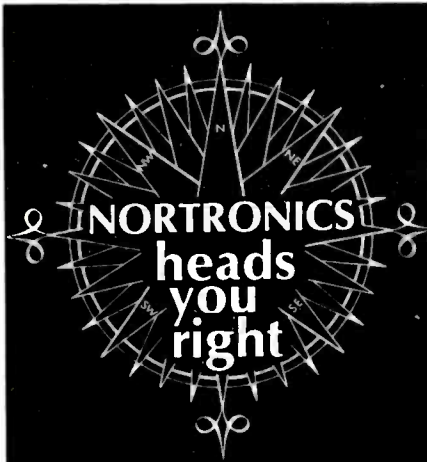
And the entire Lear Jet Stereo eight line's been completely restyled from top to bottom. With more exclusive sales features than any other line. And backed up with the strongest national advertising program in the industry.

Give us a call sometime soon. We'll both be richer for it.

## Lear Jet stereo 8

it pays happily ever after.

# FOR 8-TRACK RECORDING ON 1/4" TAPE



Since we pay a lot of attention to everybody's magnetic recording needs, we can readily understand both how and why yours are different. That's why we offer not only a tremendous range of tape heads, but also the expert counsel that guides you to the most effective specifications.

Study our literature on these 8-track heads. All are available for original equipment (Model designation) or off the shelf from Nortronics distributors (Series designation).



## MODEL B2L 5800 Series

The basic head of the 8-track stereo industry, for record and/or playback. Response through 15Khz at 3.75 ips.



## MODEL ZJ2L 6800 Series

First Combo head for 8-track stereo, record, playback, and erase in a single unit. Eliminates tolerance, alignment, and pressure pad problems.



## MODEL P-BQL 5830 Series

Especially designed for low cost duplicating. Four in-line tracks. A staggered pair provides 8 tracks on 1/4" tape.

Which one fits your needs? Nortronics, the world's largest tape head manufacturer, has what it takes to analyze your requirements and to recommend the right head... for any audio application.

When you have a tape head need, head for Nortronics. We'll head you right.

**Nortronics**  
COMPANY, INC.

8101 Tenth Avenue North  
Minneapolis, Minnesota 55427  
Phone—(612) 545-0401

Sales Offices throughout the world

## TAPE PLAYBACK EQUIPMENT MANUFACTURERS & IMPORTERS

Continued from page 36

- Cartridge: (5 models) 3 auto—1 8-tr., 2 4&8-tr. compatible; 1 8-tr. home; 1 8-tr. portable. Price range: \$39—\$99.  
**Brand name:** Auto-Sonic.
- Saint Moritz (see Manhattan Novelty Corp.).  
Samac (see California Auto Radio Inc.).  
Scene (see Goodway Inc.).  
Sears (see Orrtronics Inc.).  
Selectron Int'l Co. Inc., 4215 W. 45 St., Chicago, Ill. 60632. Tel: (312) 254-7900. Pres.: Nicholas Milovac; Sales Mgr.: Jack Mikulski; Adv. Dir.: Kenneth Jacobson; Sales Promo. Mgr.: Robert S. Stein.  
Cassette: (13 models) 2 auto, 1 home, 10 portable. Price range: \$34.95—\$299.95.  
Open reel: (15 models) 10 2-tr., 5 4-tr. Price range: \$34.95—\$379.95.  
**Brand name:** AIWA.
- Sharp Electronics Corp., 178 Commerce Rd., Carlstadt, N.J. 07072. Tel: (201) 933-4200. Exec. VP: K. Saitoh; VP Sales: Gene Gold.  
Cassette: (3 models) portable. Price range: \$39.95—\$69.95.  
Open reel: (5 models) 2 2-tr. portable, 3 4-tr. portable. Price range: \$34.95—\$299.50.
- Sony (see Superscope Inc.).  
Sony/Superscope (see Superscope Inc.).  
Soundesign (see Realtone Electronics).  
Special 8 (see Orrtronics Inc.).  
Standard Radio Corp., 60-09 39 Ave., Woodside, N.Y. 11377. Tel: (212) 651-6100. Pres.: Hiroshi Miyazawa; Sales & Adv. Dir.: Melvin J. Kaplan.  
Cartridge: (2 models) 1 4&8-tr. compatible auto, 1 8-tr. home. Price range: \$89.95—\$99.95.  
Cassette: (3 models) 1 home, 2 portable. Price range: \$44.95—\$99.95.  
Open reel: (3 models) 2-tr. portable. Price range: \$39.95—\$139.95.
- Starfire (see Mar-Lin Radio Corp.).  
Starline (see Kalof Electronics).  
Stereo Magic, div. of Eastern Specialties Corp., 5 Richard Dr. W., Mt. Arlington, N.J. 07856. Tel: (201) 398-2430. Pres.: Robert F. Kenny.  
Cartridge: (4 models) 2 8-tr. auto, 2 8-tr. home. Price range: \$69.95—\$129.95.
- Sterling Hi Fidelity Inc., 22-20 40 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8989. Pres.: L. Silver; Sales Mgr. & Adv. Dir.: R. Silver.  
Open reel: (1 model) 4-tr. Price: \$429.95.  
**Brand name:** NordMende
- Superscope Inc., 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 767-9750. Pres.: Joseph S. Tushinsky; Sales Mgr.: Paul Markoff; Adv. Dir.: Andre Anastasion.  
Cartridge: (1 model) 8-tr. home. Price: \$129.50.  
Cassette: (4 models) 1 home, 3 home/portable. Price range: \$99.50—\$129.50.  
Open reel: (23 models) 8 4-tr., 15 4-tr. portable. Price range: \$69.50—\$750.  
**Brand names:** Sony, Sony/Superscope.
- Symphonic Radio & Electronic Corp., 470 Park Ave. S., New York, N.Y. 10016. Tel: (212) 889-6800. Pres.: M.J. Zimmer; Sales Mgr.: Stanley R. Seltzer; Adv. Dir.: Peter J. Morahan.  
Cassette: (1 model) portable. Price: \$49.95.
- Symphony-Hall (see Tele-Tone Co. Inc.).  
T E A C Corp. of America, 2000 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 394-0240. Pres.: Tommina Tani; Sales Mgr. & Adv. Dir.: Mikio Matsubayashi.  
Cassette: (1 model) portable. Price: \$139.50.  
Open reel: (14 models) 7 4-tr., 6 2&4-tr., 1 4-tr. portable. Price range: \$139.50—\$749.50.
- Taiko Corp., 11656 Pendleton St., Sun Valley, Calif. 91352. Tel: (213) 768-1601. Pres.: Sol Zamek; Adv. Dir.: Sam Tobe.  
Cartridge: (2 models) 2 auto—1 4-tr., 1 8-tr. Price range: \$79.95—\$99.95.
- Tandberg of America Inc., 8 Third Ave., Pelham, N.Y. 10803. Tel: (914) PE 8-0772. Pres.: Eric Darmstaedter; Sales Mgr.: Robert J. Bowman Jr.  
Open reel: (17 models) 6 2-tr. portable, 11 4-tr. portable. Price range: \$250—\$549.
- Tele-Tone Co. Inc., 444 S. Ninth Ave., Mount Vernon, N.Y. 10550. Tel: (914) 699-2100. Pres.: I. Rothman; Sales Mgr. & Adv. Dir.: Milton C. Perlmutter.  
Cartridge: (6 models) 3 8-tr. home, 3 8-tr. portable. Price range: \$79.95—\$189.95.  
Cassette: (2 models) 1 home, 1 portable. Price range: \$39.95—\$59.95.  
**Brand names:** Tele-Tone, Concert-Hall.
- Telefunken Sales Corp., South St., Roosevelt Field, Garden City, N.Y. 11530. Tel: (516) 741-1390. Pres.: Erich Zwarg; Sales Mgr.: Mort Tillman; Adv. Dir.: Don Diamond.  
Cassette: (1 model) portable. Price: \$89.95.

- Open reel: (5 models) 3 4-tr., 1 2-tr. portable, 1 4-tr. portable. Price range: \$219.95—\$324.95.
- Telex/Communications Div., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; Consumer Prods. Sales Mgr.: Russ Molloy; Adv. Dir.: Peter Schwarz.  
Cartridge: (3 models) 2 8-tr. home, 1 8-tr. portable. Price range: \$99.95—\$149.95.  
**Brand name:** Viking.  
Open reel: (6 models) 4-tr. Price range: \$129.95—\$595.  
**Brand names:** Viking, Magnecord.
- Telex-Phonola (see Waters Conley Co.).  
Tenna Corp., 19201 Cranwood Pkwy., Cleveland, Ohio 44128. Tel: (216) 475-1400. Pres.: Harvey A. Ludwig; VP Sales: Stanley B. Goss; Adv. Dir.: Donald W. Slack.  
Cartridge: (13 models) 10 auto—2 4-tr., 4 8-tr., 4 4&8-tr. compatible; 3 4&8-tr. compatible home. Price range: \$49.95—\$199.95.  
Cassette: (6 models) auto. Price range: \$49.95—\$99.95.  
**Brand names:** Ranger, Tenna.
- 3 M Co., Mincom Div., 3 M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: Harry Heltzer; Sales Mgr.: D.H. Boyd; Adv. Dir.: C.J. Andrews.  
Cassette: (4 models) 2 home, 2 portable. Price range: \$60—\$230.  
Open reel: (3 models) 4-tr. Price range: \$170—\$240.  
**Brand name:** Wollensak
- Topp Electronics Inc., 4201 N.W. 77 Ave., Miami, Fla. 33166. Tel: (305) 887-6201. Pres.: Louis Topp; Adv. Dir.: Selwyn Kent.  
Cassette: (7 models) portable. Price range: \$34.95—\$107.95.  
Open reel: (3 models) 2-tr. Price range: \$12.95—\$21.95.  
**Brand name:** Juliette.
- Toshiba America Inc., 477 Madison Ave., New York, N.Y. 10022. Tel: (212) 758-6161. Pres.: N. Takamiya; Sales Mgr.: Joe Spelman; Adv. Dir.: E. Riffenband.  
Cartridge: (2 models) 8-tr. home.  
Cassette: (2 models) portable. Price range: \$79.50—\$99.50.  
Open reel: (4 models) 2-2-tr., 2 2&4-tr. Price range: \$79.50—\$249.50.
- TransWorld Electronics Inc., 1020 Edenborn St., Metairie, La. 70004. Tel: (504) 834-9097. Pres. & Adv. Dir.: Edward Conrad; Sales Mgr.: Ray Hauch.  
Cartridge: (6 models) 3 auto—1 4-tr., 2 8-tr.; 3 home—2 8-tr., 1 4&8-tr. compatible.
- Uher (see Martel Electronic Sales Inc.).  
Universal Sound of America Inc., 18455 Burbank Blvd., Tarzana, Calif. 91356. Tel: (213) 345-3962. Pres. & Sales Mgr.: Peter Mead; Adv. Dir.: Frank Stone.  
Cartridge: (5 models) 4 8-tr. auto, 1 8-tr. portable. Price range: \$49.94—\$129.95.  
**Brand name:** Universal Sound.
- V-M Corp., 305 Territorial Rd., Benton Harbor, Mich. 49022. Tel: (616) 925-8841. Pres.: Victor A. Miller; Sales Mgr.: M.B. Cain; Adv. Dir.: Kenneth E. Markel.  
Cassette: (4 models) 3 home, 1 portable. Price range: \$69.95—\$199.95.  
Open reel: (11 models) 4 2-tr., 7 4-tr. Price range: \$69.95—\$399.95.  
**Brand name:** Voice of Music.
- Valiant Radio Corp., 380 Second Ave., New York, N.Y. 10010. Tel: (212) 674-5800. Pres.: Joseph Katz; Sales Mgr.: Al Tranter.  
Cartridge: (3 models) 2-tr. portable. Price range: \$9—\$13.50.  
Cassette: (2 models) portable. Price range: \$21—\$26.  
Open reel: (1 model) 2-tr. portable. Price: \$6.75.
- Viking (see Telex/Communications Div.).  
Viscount (Consolidated Mdsq. Corp.).  
Voice of Music (see V-M Corp.).  
Waters Conley Co., 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 944-5125. Pres.: H.M. Greenspon; Sales Mgr.: Ed Boba.  
Cartridge: (3 models) 2 8-tr. home, 1 8-tr. portable. Price range: \$69.95—\$279.95.  
Cassette: (3 models) portable. Price range: \$21.95—\$59.95.  
Open reel: (2 models) 4-tr.  
**Brand name:** Telex-Phonola
- Webcor (see Consolidated Mdsq. Corp.).  
Westinghouse Electric Corp., Rt. 27 & Vineyard Rd., Edison, N.J. 08817. Tel: (201) 287-2000. Dir. Mgr.: W.M. Day; Sales Mgr.: C.N. Daigneault; Adv. Mgr.: E.J. Geczik.  
Cassette: (4 models) portable. Price range: \$49.95—\$89.95.  
Open reel: (2 models) 1 2-tr., 1 4-tr. portable. Price range: \$79.95—\$209.95.
- White (see Orrtronics Inc.).  
Wollensak (see 3M Co.).  
York Radio Corp., 15 Empire Blvd., South Hackensack, N.J. 07606. Tel: (201) 488-7400. Pres.: Morris Feldman; Sales Mgr.: Harris Bryant; Adv. & Mktg. Dir.: John C. Olney.  
Cassette: (14 models) 3 home, 11 portable. Price range: \$24.95—\$139.95.



a  
 "new"  
 company

- NEW FACILITIES
- NEW LABELS
- NEW PRODUCTS



**IS GEARING FOR THE MOST COMPLETE CATALOG COVERAGE!**

ALEGRE  
 AUDIO FIDELITY  
 BELL  
 BUDDAH  
 BUENA VISTA  
 COLPIX  
 CRESCENDO  
 DOUGLAS  
 DYNAMO  
 DYNO VOICE  
 FIDU  
 4 CORNERS OF THE WORLD  
 GAMBLE  
 GLAD HAMP

GOLDWAX  
 HOB  
 HORIZON  
 ITCO  
 JAD  
 KAPP  
 KAMA SUTRA  
 LAURIE  
 LITTLE DARLIN'  
 MGM  
 MOBILE FIDELITY  
 MOONGLOW  
 MUSICOR  
 NEW VOICE

PHIL L.A. OF SOUL  
 PLANTATION  
 PRIMA  
 PROJECT THREE  
 ROULETTE  
 SCEPTER  
 SCEPTER/WAND  
 SEECO  
 SESAC  
 SKYE  
 SPEED  
 SPHERE SOUND  
 STARDAY

SSS INTERNATIONAL  
 STELLA  
 STOP  
 TEARDROP  
 TETRAGRAMMATON  
 TICO  
 20TH CENTURY  
 VEE JAY  
 VERVE  
 VERVE FORECAST  
 WAND  
 WHITE WHALE



# DISTRIBUTORS

## ALABAMA

### • BIRMINGHAM (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 300 S. 22 St. Zip: 35205. Tel: 328-4310. Pres.: Larry D. Striplin Jr.; Mgr.: Travis Lackey; Stereo Div. Mgr.: Jan Cantanzano.  
**Branches:** Fayette, Florence, Mobile, Montgomery, Ala.  
**Cartridge 8-tr.:** Ampex, Atco, Atlantic, Capitol, Columbia, Decca, GRT, Gordy, ITCC, Liberty, MGM, Mercury, Motown, Philips, RCA, Reprise, Smash, Soul, Tamla, United Artists, Verve, Warner Bros.-Seven Arts.  
**Cartridge 4-tr.:** Amtz.  
**Cassette:** Ampex, Atco, Atlantic, Capitol, Decca, GRT, Gordy, Liberty, MGM, Mercury, Motown, Philips, Reprise, Smash, Soul, Tamla, United Artists, Verve, Warner Bros.-Seven Arts.  
**Playback equip.:** Lear Jet, Muntz, Tenna.  
**Accessories:** Complete line.

### • FAYETTE (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 315 Caine St. Zip: 35555. Tel: 932-6755. Mgr.: Charles Cummings.  
**Home office:** Birmingham, Ala. (see for product distributed).

### • FLORENCE (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 201 Eugenia St. Zip: 35630. Tel: 764-0784. Mgr.: Paul Risner.  
**Home office:** Birmingham, Ala. (see for product distributed).

### • MOBILE (Area Code 205)

Music City Rec. Serv. Inc., 4008 Dauphin Island Pkwy. Zip: 36605. Tel: 471-2437. Pres.: John W. Beck; Tape Div. Mgr.: R. Booth.  
**Cartridge 8-tr.:** GRT, ITCC.

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 403 St. Louis St. Zip: 36602. Tel: 433-2556. Mgr.: Jerry Phillips.  
**Home office:** Birmingham, Ala. (see for product distributed).

Rack Serv. Mdsrs., 3801 Moffett Rd. Zip: 36601. Tel: 478-0466. Tape Mgr.: Wayne Wible; Tape Buyer: Patricia Chambliss.  
**Cartridge 8-tr.:** GRT, ITCC; sub-distributor for A&M, Atlantic, Capitol, Columbia, Decca, Liberty, Warner Bros.-Seven Arts.  
**Playback equip.:** Craig, Philco-Ford.  
**Accessories:** Amfile.

### • MONTGOMERY (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 115 Lawrence St. Zip: 36102. Tel: 269-4337. Mgr.: Joe Pouncey.  
**Home office:** Birmingham, Ala. (see for product distributed).

## ARIZONA

### • PHOENIX (Area Code 602)

A R C Inc., 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Sales Mgr. & Tape Buyer: Margo Grover.  
**Cartridge 4-tr. & 8-tr.:** ABC Group, A&M, Ampex, Duke, Elektra, GRT, London, Mexican labels, Monument, Scepter, Wand, White Whale.  
**Cassette:** ABC Group, A&M, Ampex, Duke, Elektra, GRT, London, Monument, Scepter, Wand, White Whale.  
**Open reel:** A&M.

Arizona Western Supply, 2950 N. 30 Ave. Zip: 85017. Tel: 272-1383. Gen. Mgr.: John Youmans; Tape Div. Mgr.: E. R. Simonds.  
**Cartridge 4-tr, 8-tr., cassette & open reel:** All lines.  
**Playback equip.:** Audio Stereo, Automatic Radio, Borg-Warner, Lear Jet, Tenna.  
**Accessories:** Ampak, Le-Bo, Walco.

Associated Dists. Inc., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584. Tape Div. & Sales Mgr.: Leonard M. Singer.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** All lines.  
**Playback equip.:** Automatic Radio, Borg-Warner, Norelco, Panasonic, PlayTape.  
**Accessories:** Amfile, Le-Bo.

Endisco Inc., 2943 W. Fairmount Ave. Zip: 85017. Tel: 264-5835. Owner & Mgr.: Bob Cowen.  
**Cartridge 8-tr. & cassette:** Reprise, Warner Bros.-Seven Arts.  
**Accessories:** Belair.

## ARKANSAS

### • LITTLE ROCK (Area Code 501)

Bill Fisher's Auto Air Conditioning Inc., 901 Broadway. Zip: 72201. Tel: FR 4-8665. Pres.: William S. Fisher Jr.

**Cartridge 8-tr.:** A&M, Acta, Adell, Alegre, Angel, Archive, Audio-Spectrum, BT Puppy, Brunswick, Cadet, Cadet/Concept, Caedmon, Calendar, Camden, Cannaan, Chart, Checker, Chess, Colgems, Coral, Crimson, DGG, Date, December, Deram, Dooto, Dot, Elektra, Epic, Fantasy, Fontana, Four Corners of the World, GRT, Galaxy, Gordy, Hi, Hickory, Hob, ITCC, Imperial, Jay Jay, Jubilee, Kama Sutra, Kapp, Late Additions, Limelight, London, MGM, Mainstream, Mercury, Motown, Musicland, NAL, Ode, Okeh, Original Sound, Parrot, Philips, Pickwick, Prestige, Prima, Repeat, Roulette, Scepter, Shout, Soul, TRX, Tamla, USA, Vanguard, Vault, Verve, Verve/Forecast, Wand, Word; sub-distributor for Atco, Atlantic, Capitol, Columbia, Decca, Liberty, RCA, Reprise, United Artists, Warner Bros.-Seven Arts.

**Cassette:** A&M, Adell, Angel, Archive, Audio-Spectrum, BT Puppy, Brunswick, Cadet, Cadet/Concept, Caedmon, Cannaan, Checker, Chess, Coral, Crimson, DGG, December, Deram, Dooto, Elektra, Fantasy, Fontana, Four Corners of the World, GRT, Galaxy, Gordy, Hi, Hickory, Imperial, Jay Jay, Jubilee, Kama Sutra, Kapp, Late Additions, Limelight, London, MGM, Mainstream, Mercury, Motown, Musicland, NAL, Original Sound, Parrot, Philips, Prestige, Prima, Repeat, Scepter, Shout, Soul, TRX, Tamla, Vanguard, Vault, Verve, Verve/Forecast, Wand, Word; sub-distributor for Atco, Atlantic, Capitol, Decca, Liberty, Reprise, United Artists, Warner Bros.-Seven Arts.  
**Playback equip.:** Lear Jet.

Siebert News Agency Inc., 6301 Forbing Rd. Zip: 52207. Tel: LO 5-5521/8471. Tape Mgr.: David Siebert; Tape Buyer: John Young.

**Cartridge 8-tr.:** Ampex, Capitol, Columbia, GRT, ITCC, Liberty, Mercury, NAL; sub-distributor for Motown, RCA, Reprise, Tamla, Warner Bros.-Seven Arts.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, GRT, ITCC, Liberty, Mercury; sub-distributor for Motown, Reprise, Tamla, Warner Bros.-Seven Arts.

**Cassette:** Ampex, Capitol, GRT, Liberty, Mercury, NAL; sub-distributor for Motown, Reprise, Tamla, Warner Bros.-Seven Arts.  
**Accessories:** head cleaners (Ampex, Le-Bo).

## CALIFORNIA

### • ANAHEIM (Area Code 714)

Rapid Mdsq. Co., 1802 American St. Tel: 879-4070. Tape Mgr. & Buyer: Larry Roe.  
**Home office:** Minneapolis, Minn.  
**Cartridge 8-tr.:** Mercury, RCA.  
**Cartridge 4-tr. & cassette:** Mercury.

### • FRESNO (Area Code 209)

Callectron, 2930 Butler. Zip: 93721. Tel: 268-8411.  
**Home office:** San Francisco, Calif. (see for product distributed).  
Pic-A-Tune Inc., 164 N. Calaveras. Zip: 93721. Mgr.: Alex Morales.  
**Home office:** San Francisco, Calif. (see for product distributed).

### • LOS ANGELES METROPOLITAN AREA (Area Code 213)

Atlas-Rand Corp., 1011 Chestnut St., Burbank. Zip: 91502. Tel: 845-2401. VP Sales: Phil Klaffer.  
**Home office:** see New York, N.Y. (see for product distributed).

Auto-Music Inc., 2622 S. La Cienega Blvd. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman.  
**Cartridge 4-tr, 8-tr., cassette & open reel:** All lines.  
**Playback equip.:** cassette & automotive units.  
**Accessories:** All accessories.

Auto Tapes Unlimited, PO Box 757, Beverly Hills. Zip: 90213. Tel: 278-0107. Owner: Barry L. Caren.  
**Accessories:** Audiotape, Arkay speakers; empty cartridges, blank loaded cartridges, converters, tuner cartridges, car stereos.

Capitol Recs. Dist'g Corp., 3117 San Fernando Rd. Zip: 90065. Tel: 257-8224.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Angel, Apple, Melodiya/Angel.  
**Playback equip.:** Capitol.

Car Tapes Inc., 16725 Roscoe Blvd., Van Nuys. Zip: 91406. Tel: 943-5158. Mgr.: Leonard Lasker.

**Home office:** Chicago, Ill. (see for product distributed).

Chapman Dist'g Co., 2645 W. Pico Blvd. Zip: 90006. Tel: 385-3636. Owner: Al Chapman; Sales Mgr.: Ben Stoffer.

**Cartridge 8-tr.:** Cannaan, Capitol, Columbia, Heartwarming, Pickwick, RCA, Sacred, Word (religious product).  
**Cassette:** Ambassador (language product).

Columbia Recs. Sales, 6922 Hollywood Blvd., Suite 702. Zip: 90028. Tel: HO 6-2481. Sales Mgr.: Bob Murphy; Audio Sales Mgr.: Charles Ross; Promo. Mgrs.: Bob Moering, Terry Powell; Regional Mgr.: (Los Angeles, Honolulu): Del Costello.

**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Immediate, Ode.  
**Playback equip.:** Masterwork.

Consolidated Rec. Dists. of Los Angeles, 3334 La Cienega Pl. Zip: 90016. Tel: 870-8711. Gen. Mgr.: Norm Larson; Tape Buyer: Richard Wagner.

**Home office:** Seattle, Wash.  
**Cartridge 4-tr., 8-tr. & cassette:** all lines.  
**Accessories:** Le-Bo.

Craig Corp., 3410 S. La Cienega Pl. Zip: 90016. Tel: 936-6171. Owner: Robert Craig; Tape Div. Mgr.: Jack Baker; VP & Mktg. Dir.: D. D. Carson.

**Branches:** San Francisco, Calif.; Denver, Colo.; Honolulu, Hawaii; Seattle, Wash.

**Cartridge 8-tr.:** Ampex, Buena Vista, Calendar, Camden, Capitol, Chart, Colgems, Columbia, DGG, Decca, Epic, GNP Crescendo, GRT, Gordy, ITCC, Kama Sutra, Kapp, Liberty, Livingston Audio Prods., MGM, Metro, Motown, NAL, RCA, Scepter, Soul, Spanish Tapes, Tamla, United Artists, Verve, Wand, White Whale.

**Cartridge 4-tr.:** Ampex, Columbia, Decca, Epic, GRT, ITCC, Liberty, Livingston Audio Prods., MTR, Muntz, Spanish Tapes, United Artists, Verve.

**Cassette:** Ampex, Audio-Spectrum, Berlitz, Capitol, Decca, GRT, Gordy, Kama Sutra, Liberty, MGM, Motown, Sentry, Soul, Tamla, United Artists, Verve.

**PlayTape.**  
**Open reel:** Ampex, Angel, Audio-Spectrum, Brunswick, Camden, Capitol, Columbia, Coral, Decca, GRT, Hallmark, Liberty, Mercury, MusicTapes, RCA, Stereo Tapes, Tapemates.  
**Playback equip.:** Craig, PlayTape.  
**Accessories:** blank loaded tape (Craig, Liberty); head cleaners.

Decca Dist. Corp., 6750 Santa Monica Blvd. Zip: 90038. Tel: HO 3-7126. Mgr.: Barry Vejar; District Mgr.: Mario DeFilippo.

**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.

**Playback equip.:** Decca.  
Discount Rec. Serv., 6704 Hollywood Blvd., Hollywood. Zip: 90028. Tel: 467-3177.

**Home office:** San Diego, Calif.  
**Cartridge 8-tr.:** Ampex, GRT, ITCC.

**Cartridge 4-tr.:** Ampex, GRT, ITCC, Muntz.

**Cassette:** Ampex, GRT.

**Open reel:** Ampex, GRT, ITCC.

G & G Recs. Dists., 2360 W. Pico Blvd. Zip: 90026. Tel: 385-2151. Owner & Mgr.: Jose Garcia.

**Cartridge 8-tr.:** Dardo, Gema, Kubaney, Norteno, Velvet.

**Cartridge 4-tr.:** Columbia, De Marco, Discuba, Falcon, Musart, Musidisc, Orfeon, S&R.

**Cassette:** Discuba, Musart, Velvet.

**Playback equip.:** Capitol.

**Accessories:** head cleaners, microphones.

Handleman Co., 1550 N. Knowles Ave. Zip: 90063. Tel: 261-0268. Tape Mgr.: Leland Davis; Tape Buyer: George Valendo.

**Home office:** Detroit, Mich.

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

Hart Dists. Inc. (div. of Transcontinental Music Corp.), PO Box 61264. Zip: 90061; 15500 S. Main St., Gardena. Zip: 90247. Tel: 321-6260. Exec. VP: Ross Burdick.

**Home office:** New York, N.Y., Transcontinental Music Corp.

**Cartridge 8-tr.:** Reprise, Warner Bros.-Seven Arts.

**Cartridge 4-tr.:** Muntz.

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

Liberty Rec. Dist'g Corp., 1024 N. Oranoe Dr. Zip: 90006. Tel: 462-6733. Mgr.: Roger Duhl; Opns. Mgr.: Dave Diehl.

**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.

Merrec Dists., 2617 S. Broadway. Zip: 90007. Tel: 748-9921. Contact: Stan Hickman.

**Cartridge 8-tr.:** Mercury, Philips, Fontana, Limelight.

**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash,



TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.  
 Metro Rec. Dist's., 2053 Venice Blvd. Zip: 90006.  
 Tel: 733-2114. Mgr.: Mel Price, Tape Sales  
 Mgr.: Tom Davies.  
**Home office:** New York, N. Y.  
**Cartridge 8-tr.:** MGM, DGG, Kama Sutra,  
 Original Sound, Verve.  
**Cartridge 4-tr.:** MGM, Kama Sutra, Original  
 Sound, Verve.  
**Cassette:** same as cartridge 8-tr.  
**Music Recs. Co.,** 2958 W. Pico Blvd. Zip: 90006.  
 Tel: 737-0937. Mgr.: Valentin Velasco.  
**Home office:** Miami, Fla., Musical Tapes Inc.  
 (see for product distributed).  
**New Deal Rec. Serv. Corp.,** 3334 La Cienega Pl.  
 Zip: 90016. Tel: 731-9313. Mgr.: Richard  
 Wagner

**Home office:** New York, N. Y. (see for product  
 distributed).  
**Pacific Audio Sales Inc.,** 1933 S. Broadway. Zip:  
 90007. Tel: 747-7314. Pres. & Gen. Mgr.:  
 Chuck Harper.  
**Accessories:** BASF, Channel Marketing, TelePro,  
 Pacific International, 1223 N. Kingsley Dr. Zip:  
 90029. Tel: 666-2704. Owner & Tape Div. Mgr.:  
 Tom T. Saiki.  
**Cartridge 4-tr. & 8-tr.:** Nivico, Pony Pak.  
**Cassette & open reel:** Pony Pak.

**Pep Rec. Sales Inc.,** 3009 W. Pico Blvd. Zip: 90006.  
 Tel: RE 5-1297. Owner: R. Ricklin.  
**Cartridge 8-tr.:** GRT, Kapp, MTA, Plantation,  
 Ranwood.  
**Cartridge 4-tr.:** Double Shot, Epic, Plantation,  
 Project 3.  
**Open reel:** Epic, Project 3.

**R C A Dist'g Corp.,** 6051 Telegraph Rd. Zip:  
 90022. Tel: 723-6661. Mgr.: Dave Pearce.  
**Cartridge 8-tr.:** RCA, Camden, Buena Vista,  
 Calendar, Chart, Colgems, Diamond, GNP Cres-  
 cendo, Gamble, White Whale.  
**Open reel:** RCA, Camden, Calendar, Colgems.  
**Playback equip.:** RCA.

**Raynor Sales Co.,** 2698 W. Pico Blvd. Zip: 90006.  
 Tel: 737-3737. Owner: Ray Abrams.  
**Playback equip.:** Audio Stereo.  
**Accessories:** Recoton, 3M.  
**Selected Tape & Rec. Co.,** 7955 Haskell, Van Nuys,  
 Tel: 786-2151. Mgr.: Marty Mass. (see for product  
 distributed).  
**Tape Mdsq. Co. Inc.,** 2565 W. Pico Blvd. Zip:  
 90006. Tel: 387-8201. Pres.: Sid Blumadge.  
**Cartridge 4-tr., 8-tr., cassette & open reel:**  
 all lines.

**Transcontinental Music Corp.,** 868 Cowan Rd., Burling-  
 ame. Zip: 94010. Tel: 697-6800.  
**Home office:** New York, N.Y.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all  
 lines.  
**United Tape & Instrument Co.,** 5873 Rodeo Rd.  
 Zip: 90016. Tel: UP 0-0246. Owner: Ed  
 Mason; Tape Div. Mgr.: Jack Goldberg; Sales  
 Mgr.: John McDaniel.  
**Cartridge 4-tr., 8-tr., cassette & open reel:**  
 all lines.  
**Playback equip.:** Automatic Radio, Belair,  
 Muntz, Norelco.  
**Accessories:** all lines.

**United Tape Corp.,** 2525 W. Ninth St. Zip: 90006.  
 Tel: 386-1821. Pres.: Ralph Kaffel; Tape Div.  
 Mgr.: Bob Gerstlauer.  
**Cartridge 8-tr.:** A&M, Ampex, CBS (Mexican),  
 Capitol, Columbia, Decca, Del Valle, Dooto,  
 Epic, Fiesta, GRT, ITCC, Liberty, Livingston  
 Audio Prods., Mercury, Modern, Motown, Musart,  
 NAL, Original Sound, Prestige, RCA, Vivid  
 Sound.  
**Cartridge 4-tr.:** A&M, Ampex, CBS (Mexican),  
 Capitol, Columbia, Decca, Del Valle, Dooto,  
 Epic, GRT, ITCC, Liberty, Livingston Audio  
 Prods., Modern, Muntz, Musart.  
**Cassette:** A&M, Ampex, Capitol, DGG, Decca,  
 Dooto, GRT, Liberty, Mercury, Modern, Musart,  
 NAL, Original Sound, Tapemates, Vivid Sound  
**Open reel:** Ampex, Capitol, Columbia, Decca,  
 Epic, GRT, RCA, Stereo Tape, Tapemates, Vivid  
 Sound.  
**Accessories:** Blank loaded cassettes & reels  
 (Ampex); blank loaded cassettes (Audio Mag-  
 netics).

**World Wide Rec. Dist.,** 6666 W. Lexington. Zip:  
 90038. Tel: 466-5356. Mgr.: Louis Verzola.  
**Cartridge 8-tr.:** Dot, Acta, Paramount, Steed.

**• PASADENA (Area Code 213)**  
**Arthur Fulmer Co.,** 3618 E. Colorado Blvd. Zip:  
 91107. Tel: 681-3089. Mgr.: Ken Brown.  
**Home office:** Memphis, Tenn. (see for product  
 distributed).

**• SACRAMENTO (Area Code 916)**  
**Calcetron,** 330 Commerce Circle. Zip: 95815. Tel:  
 922-5885.  
**Home office:** San Francisco, Calif. (see for  
 product distributed).  
**Pic-A-Tune Inc.,** 2147 Barstow St., Bldg. B. Zip:  
 95815. Tel: 927-1256. Mgr.: John A. LeCompte.  
**Home office:** San Francisco, Calif. (see for  
 product distributed).

**• SAN DIEGO (Area Code 714)**  
**Discount Rec. Serv.,** 6178 University Ave. Zip:  
 92115. Tel: 286-3333. Owner & Sales Mgr.:  
 Milton Levine; Tape Div. Mgr.: Charles Bush.  
**Branch:** Los Angeles, Calif.

**Cartridge 8-tr.:** Ampex, GRT, ITCC.  
**Cartridge 4-tr.:** Ampex, GRT, ITCC, Muntz.  
**Cassette:** Ampex, GRT.  
**Open reel:** same as 8-tr.

**• SAN FRANCISCO & BAY AREA  
 (Area Code 415)**

**H. R. Bastford Co.,** 800 Mariposa St. Zip: 94119.  
 Tel: 626-5494. Tape Div. Mgr.: Jack Solinger;  
 Sales Mgr.: Dave Pralle.

**Cartridge 8-tr.:** A&M, Ampex, Capitol, Colum-  
 bia, Decca, GRT, Gordy, ITCC, Liberty, Motown,  
 RCA, Soul, Tamla.

**Cartridge 4-tr.:** A&M, Ampex, Columbia, Decca,  
 GRT, ITCC, Liberty, Muntz.

**Cassette:** A&M, Ampex, Capitol, Decca, GRT,  
 Liberty.

**Open reel:** A&M, Ampex, Capitol, Columbia,  
 Decca, GRT, ITCC, RCA.  
**Playback equip.:** Belair.

**Calcetron,** 460 Talbert St., Daly City. Zip: 94014.  
 Tel: 467-5800. Tape Div. Mgr.: Merritt B. Kirk;  
 Tape Buyer: Pete Bucciarelli; Sales Mgr.: J. B.  
 Cohen.

**Cartridge 4-tr., 8-tr., cassette & open reel:**  
 all lines.  
**Playback equip.:** Borg-Warner, GW Tuners, RCA.  
**Accessories:** Amfile, Le-Bo, Recoton, 3M.

**Capitol Recs. Dist'g Corp.,** PO Box 7676, Rincon  
 Annex. Zip: 94119; 680 Beach St., Suite 307.  
 Zip: 94109. Tel: 771-3210.

**Cartridge 8-tr., cassette & open reel:** Capitol,  
 Angel, Apple, Melodiya/Angel.

**Playback equip.:** Capitol.  
**Car Radio Whsle.,** 711 Alabama St. Zip: 94110.  
 Tel: 648-2406. Owner: Henry Fogel; Mgr.:  
 Norman Milsner; Sales Mgr.: Bill Schmitt.

**Playback equip.:** Audio Stereo, Panasonic.  
**Accessories:** Storage cases (Kravex, Le-Bo, Reco-  
 ton).

**Chatton Dist'g Co. Inc.,** 2517 San Pablo Ave.,  
 Oakland. Zip: 94612. Tel: 444-5677. Pres.:  
 Robert M. Chatton; Tape Mgr.: Vince Cos-  
 grave.

**Cartridge 8-tr.:** Atlantic, Kapp.  
**Accessories:** blank loaded tape.

**Columbia Recs. Sales, Fox Plaza, Suite 810.** Zip:  
 94102. Tel: 431-6996. Sales Mgr.: Stan Snyder;  
 Audio Sales Mgr.: Phil Goldbeck; Promo Mgr.:  
 Jack Campbell; Regional Mgr. (San Francisco,  
 Seattle, Denver): Henry Aubuchon.

**Cartridge 4-tr., 8-tr. & open reel:** Columbia,  
 Dale, Immediate, Ode.  
**Playback equip.:** Masterwork.

**Craig Corp.,** 215 Littlefield Ave., South San Fran-  
 cisco. Zip: 94080. Tel: 589-3660. Mgr.: Mack  
 Blasnek; Tape Sales Mgr.: Reese Haggott.

**Home office:** Los Angeles, Calif. (see for  
 product distributed).

**Decca Dist. Corp.,** 2590 Marin St. Zip: 94124.  
 Tel: 824-0161. Mgr.: Mel Nimon.

**Cartridge 8-tr.:** Decca, Coral, Brunswick, Ber-  
 litz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca,  
 Coral, Brunswick.

**Playback equip.:** Decca.  
**L R D C of San Francisco,** 680 Beach St. Zip:  
 94109. Tel: 775-5353. Contacts: Stuart Mar-  
 lowe, Earl Martis, Robert Sommer.

**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue  
 Note, Imperial, Minit, Pacific Jazz, Soul City,  
 United Artists, World Pacific.

**Melody Sales Co.,** 444 Sixth St. Zip: 94103. Tel:  
 621-8740. Owners: Al Bramy, Tony Valerio;  
 Tape Div. Mgr.: Al Bramy; Sales Mgr.: Tobe  
 Dreisser.

**Cartridge 8-tr.:** Elektra, Epic, Fantasy, Okeh,  
 Reprise, Warner Bros.-Seven Arts.  
**Cartridge 4-tr.:** Elektra, Epic, Fantasy, Okeh.  
**Cassette:** Fantasy, Reprise, Warner Bros.-Seven  
 Arts.

**Open reel:** Epic, Okeh.

**Merrec Dist's.,** 1845 Bayshore Blvd. Zip: 94124. Tel:  
 467-1150. Contact: Mike Paikos.

**Cartridge 8-tr.:** Mercury, Philips, Fontana,  
 Limelight, Smash.  
**Cassette:** Mercury, Philips, Audio Fidelity,  
 Fontana, Hickory, Limelight, Roulette, Smash,  
 TRX, Tico, United Artists, Vanguard, Veep.

**Playback equip.:** Mercury.

**Muntz Stereo City,** 2790 Van Ness. Zip: 94101.  
 Tel: 885-5988. Owner: Wallace Von Medlin.  
**Cartridge 4-tr.:** Muntz.  
**Playback equip.:** Muntz.

**Pic-A-Tune Inc.,** 1461 Park Ave., Emeryville. Zip:  
 94608. Tel: 654-0773. Pres.: David Watson;  
 Gen. Mgr.: Vern Cupples.

**Branches:** Fresno, Sacramento, Calif.; Reno, Nev.  
**Cartridge 8-tr.:** Atco, Atlantic, Capitol, Colum-  
 bia, ITCC, Liberty, MGM Group, Pickwick, RCA.  
**Cartridge 4-tr.:** Columbia, ITCC, Liberty, Muntz,  
 Pickwick.

**Cassette:** Atco, Atlantic, Capitol, Liberty.  
**PlayTape:** MGM Group.

**Open reel:** Capitol, Greentree.  
**Accessories:** raw tape (Audio Magnetics, 3M).

**Rivera Radio Prod'ns,** 1908 Mission St. Zip: 94103.  
 Tel: 621-4607. Owner & Mgr.: M. Castillo  
 Rivera.

**Cartridge 4-tr., 8-tr., cassette & open reel:**  
 Melodias America.

**World Wide Rec. Dist.,** 680 Beach St., Suite 360.  
 Zip: 94109. Tel: 771-1570. Mgr.: Bob Chilton;  
 Promo: Pete Dutcher.

**Cartridge 8-tr.:** Dot, Acta, Paramount, Steed.

**• SAN JOSE (Area Code 408)**

**Ideal Rec. Serv.,** 227 S. First St. Zip: 95113. Tel:  
 286-5838. Owner: Arthur Walker.  
**Cartridge 4-tr. & 8-tr.:** Alegre, CBS, Columbia,  
 El Zarape, Falcon, Gema, Key Loc, Modern,  
 Musart, Norreno, Orfeon, Rico-Vox, Tico.

**• SUN VALLEY (Area Code 213)**

**West Coast Tape Cartridge Co.,** 11656 Pendleton  
 St. Zip: 91352. Tel: 768-1601. Pres.: Sol S.  
 Zamek; VP & Sec'y-Treas.: Samuel Tobe.  
**Cartridge 4-tr., 8-tr. & open reel:** ITCC, exclu-  
 sive super distributor for 13 Western states.

**• TORRANCE (Area Code 213)**

**Music Mdsrs. of America Inc.,** 22433 S. Vermont.  
 Zip: 90502. Tel: 320-8400. Tape Mgr. & Buyer:  
 George Y. Nakama.

**Cartridge 8-tr.:** Ampex, Capitol, Columbia,  
 Decca, GRT, ITCC, Mercury, RCA.

**Cartridge 4-tr.:** Ampex, Columbia, Decca, GRT,  
 ITCC, Muntz.  
**Cassette:** Ampex, Capitol, GRT.

**Open reel:** Capitol, Columbia, Decca, RCA.  
**Playback equip.:** Mercury, Muntz.

**COLORADO**

**• DENVER (Area Code 303)**

**Active Electronics & Tape Cartridge Corp. (div. of  
 Transcontinental Music Corp.),** 1111 S. Platte  
 River Dr. Zip: 80223. Tel: 733-2407/7203.  
 Tape Div. Mgr.: Earl Woolf; Sales Mgr.: Marc  
 Bertone.

**Home office:** New York, N.Y., Transcontinental  
 Music Corp.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia,  
 Decca, Epic, GRT, Gordy, ITCC, Motown, NAL,  
 RCA, Soul, Tamla.

**Cartridge 4-tr.:** Ampex, Capitol, Columbia,  
 Decca, Epic, GRT, Gordy, ITCC, Motown, Muntz,  
 Soul, Tamla.

**Cassette:** Ampex, Capitol, Decca, GRT, Gordy,  
 Motown, NAL, Soul, Tamla.

**PlayTape.**  
**Playback equip.:** Audio Stereo, Concord, Mer-  
 cury, Norelco, Pansonic, Philco-Ford, Scene,  
 Sharp, Tenna.

**Accessories:** Carrying cases, head cleaners  
 (Recoton).

**Boyd Dist'g Co. Inc.,** 1661 W. Third Ave. Zip:  
 80223. Tel: AC 2-7701.

**Cartridge 8-tr., cassette & open reel:** Capitol,  
 Apple, Angel, Melodiya/Angel.

**Playback equip.:** Capitol.  
**Craig Corp.,** 4959 Colorado Blvd. Zip: 82416. Tel:  
 399-0436. Mgr.: Al Bergamo; Sales Mgr.: Neil  
 Hartley.

**Home office:** Los Angeles, Calif. (see for  
 product distributed).

**Davis Sales Co.,** 3825 Newport St. Zip: 80207.  
 Tel: 355-1638. Owner: S. W. Davis; Tape  
 Div. Mgr.: Karen Aamodt; Sales Mgr.: John  
 Triebes.

**Cartridge 4-tr., 8-tr., cassette & open reel:**  
 all lines.  
**Playback equip.:** Belair, Mercury, Muntz,  
 Orrtronics.

**Accessories:** Tuners (GW); Le-Bo, 3M.

**Merrec Dist's.,** 1270 Marion St. Zip: 80218. Tel:  
 534-1321. Contact: Mel Thompson.

**Cartridge 8-tr.:** Mercury, Philips, Smash, Fon-  
 tana, Limelight.  
**Cassette:** Mercury, Philips, Audio Fidelity,  
 Fontana, Hickory, Limelight, Roulette, Smash,  
 TRX, Tico, United Artists, Vanguard, Veep.

**Playback equip.:** Mercury.

**One Stop Rec. Dist's.,** 6265 E. Evans Ave. Zip:  
 80222. Tel: 757-8551. Mgr. Rec. Dept.: Robert  
 A Baker.

**Cartridge 4-tr. & 8-tr.:** Kapp, Project 3.  
**Cassette:** Ambassador (HRS).

**Pan American Recs. Supply Co.,** 77 Kalamath St.  
 Zip: 80223. Tel: 255-2021. Owners: Louis &  
 Joe Oxman; Tape Div. Mgr.: Bob Krug; Sales  
 Mgr.: Louis Oxman; Tape Sales Mgr.: Jeff  
 Bohlmann.

**Cartridge 4-tr., 8-tr., cassette & open reel:**  
 all lines except Ampex.  
**PlayTape:** MGM.

**Playback equip.:** Juliette, Muntz, V-M.  
**Accessories:** GRT, Recoton.

**Ward Terry & Co.,** 70 Rio Grande Blvd. Zip: 80201.  
 Tel: 266-3181. Owner: Ward Terry; Tape Div.  
 Mgr.: Donald Donovan; Sales Mgr.: Robert  
 K. Davis.

**Cartridge 4-tr., 8-tr. & cassette:** all lines.  
**Open reel:** RCA, Camden.

**CONNECTICUT**

**• HARTFORD & EAST HARTFORD  
 (Area Code 203)**

**Columbia Recs. Sales,** 100 Constitution Plaza, Rm.  
 600, Hartford. Zip: 6103. Tel: 522-7151. Sales  
*continued on page 42*

## DISTRIBUTORS

Continued from page 41

Mgr.: Steve Capone; Audio Sales Mgr.: Marvin Rakoff; Promo Mgr.: Al Gurewitz.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Immediate, Ode.  
**Playback equip.:** Masterwork.  
Eastern Electronics Sales (div. of Transcontinental Music Corp.), 734 Tolland St., East Hartford, Zip: 06108. Tel: 289-8631. Mgr.: R.J. Godlewski; Tape Sales Mgr.: E. Ritey.  
**Home office:** New York, N.Y., Transcontinental Music Corp.  
**Cartridge 8-tr.:** A&M, Ampex, Capitol, Columbia, Decca, Epic, GRT, Prestige, RCA, Reprise.  
**Scepter, Wand, Warner Bros.-Seven Arts.**  
**Cartridge 4-tr.:** A&M, Ampex, Columbia, Decca, Epic, GRT, Muntz.  
**Cassette:** A&M, Ampex, Capitol, Decca, GRT, Prestige.  
**PlayTape.**  
**Open reel:** Ampex.  
**Playback equip.:** Borg-Warner, Concord, Lear Jet, Norelco, Tenna.  
**Accessories:** Fidelipac, Le-Bo, Recoton.  
Globe Rec. Dist'g Corp., 308 Tolland St., East Hartford, Zip: 06108. Tel: 289-6424. Owner: Gene Gotthelf; Tape Div. & Sales Mgr.: Carl Padula.  
**Cartridge 8-tr.:** Eurotone, International Artists, Odeon, Pathe.  
**Cassette:** Eurotone, Odeon, Pathe.  
L R D C of Hartford, 1111 Windsor Ave., Windsor, Zip: 06095. Tel: 528-9511. Contacts: Ron Orsini, Thomas Klimask.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.  
Seaboard Dist. (div. of Roskin Dist. Inc.), 275 Park Ave., East Hartford, Zip: 06108. Tel: 289-9361. Owner: S. Roskin; Tape Div. & Sales Mgr.: Marvin Ginsburg.  
**Cartridge 8-tr.:** Ampex, Fontana, GRT, Lime-light, Mercury, Original Sound, Phillips, Smash.  
**Cartridge 4-tr.:** Ampex, Fontana, GRT, Lime-light, Mercury, Phillips, Smash.  
**Cassette:** same as 8-tr.  
**Open reel:** Ampex.  
Trinity Rec. Dist'g Corp., 477 Park Ave., East Hartford, Zip: 06108. Tel: BU 9-4349. Owner: Ed Dinallo; Tape Div. Mgr.: Norman Gage; Sales Mgr.: Jim Packard.  
**Cartridge 8-tr.:** A&M, GRT, ITCC, Motown, NAL.  
**Cartridge 4-tr., cassette & open reel:** A&M.  
**Accessories:** Le-Bo.

### • NORTH BRANFORD (Area Code 203)

Futura Assocs., Rt. 80, Village Shopping Ctr., Zip: 06471. Tel: 484-0211. Tape Mgr. & Buyer: Allen Varno.  
**Cartridge 8-tr.:** all lines.  
**Cartridge 4-tr.:** Muntz.  
**Playback equip.:** Gibbs, Muntz, Universal Sound of America.  
**Accessories:** all lines.

### • WINDSOR (see Hartford & East Hartford).

## DISTRICT OF COLUMBIA

### • WASHINGTON & ENVIRONS (Area Code 202)

(also see listings under Baltimore, Md.).  
Autoscope Inc., 3188 Bladensburg Rd. N.E. Zip: 20018. Tel: 526-8500. Pres. & Tape Div. Mgr.: Charles M. Levinson.  
**Cartridge 8-tr.:** Capitol, Columbia, GRT.  
**Cartridge 4-tr.:** Columbia, GRT, Muntz.  
**Cassette:** Capitol, GRT.  
**Playback equip.:** Automatic Radio, Borg-Warner, Capitol, Columbia, Muntz.  
**Accessories:** head cleaners, blank tapes (Channel Marketing); cartridge cases (Ampak).  
Capitol Recs. Dist'g Corp., 1000 Vermont Ave. N.W. Zip: 20005. Tel: 737-3246.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.  
Columbia Recs. Sales (see listing under Silver Springs, Md.).  
D & H Dist'g Co. (see listing under Cheverly, Md.).  
District Recs., 2146 24 Pl. N.E. Zip: 20018. Tel: 832-3600. Mgr.: Arthur Gelles; Tape Sales Mgr.: James Walker.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.  
**Playback equip.:** Mastercraft, Mercury.  
**Accessories:** carrying cases (Amberg, Athena, Le-Bo), head cleaners & blank loaded tape (Recoton).  
Schwartz Bros. Inc., 2146 24 Pl. N.E. Zip: 20018. Tel: 529-5700. Owner: James Schwartz; Tape Div. & Sales Mgr.: James Walker.

**Cartridge 4-tr., 8-tr., & cassette:** all lines.  
**Open reel:** A&M.  
**Playback equip.:** Mercury.  
**Accessories:** Recoton.

## FLORIDA

### • CASSELBERRY (Area Code 305)

Record Supply Co. Inc., 290 Iris Rd. Zip: 32707. Tel: 831-1116. Tape Mgr. & Buyer: R. N. Stultz.  
**Cartridge 8-tr.:** Ampex, Dooto, GRT, ITCC, Mercury, NAL, RCA.  
**Cassette:** Ampex, GRT, Mercury, NAL.  
**Open reel:** Ampex, Greentree, GRT, ITCC.

### • FT. LAUDERDALE (Area Code 305)

Valentine Dist. Inc., 501 N.E. Fourth St. Zip: 33301. Tel: 522-8719. Owner & Tape Div. Mgr.: Alfred Calabrese.  
**Cartridge 8-tr.:** Capitol, Decca, GRT, ITCC.  
**Cartridge 4-tr.:** Decca, GRT, ITCC, Muntz.  
**Cassette:** Capitol, Decca, GRT.  
**Accessories:** Ampak, Le-Bo & private labels.

### • MIAMI METROPOLITAN AREA (Area Code 305)

Campus Rec. Dist'g Corp., 7250 N.W. 36 Ave. Zip: 33147. Tel: 691-3140. Owner: Joseph Stanzone; Tape Div. & Sales Mgr.: Robert LaValle.  
**Cartridge 8-tr.:** A&M, Bell, Buddha, Curtom, DynoVoice, Epic, Fontana, Four Corners of the World, Gross, Hob, Jubilee, GNP Crescendo, Gamble, Jad, Kapp, Limelight, Monument, Mercury, Phillips, Roulette, Smash, Musicor, New Voice, Plantation, Phil-LA. of Soul, Scepter, Savoy, Starday, Tetragrammaton, Tower, White Whale.  
**Cassette:** A&M, ABC, Audio Fidelity, Bluesway, Command, Dunhill, Fontana, GNP Crescendo, Hickory, Hi Fi, Impulse, Limelight, Mercury, Monument, Phillips, Roulette, Smash, TRX, Tico, 20th Century-Fox, United Artists, Vanguard, Veep.  
**Open reel:** A&M.  
Capitol Recs. Dist'g Corp., 45 E. Ninth Ct., Hialeah, Zip: 33010. Tel: 887-4319.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.  
Columbia Recs. Sales, 3641 N.W. 67 St. Zip: 33147. Tel: OX 6-0033. Sales Mgr.: Bob Beasley; Audio Sales Mgr.: Dave Miller; Promo Mgr.: Don DeVito.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate.  
**Playback equip.:** Masterwork.  
Decca Dist. Corp., 2452 N.W. 77 Terr. Zip: 33147. Tel: 691-4816. Mgr.: Bert Jones.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.

Arthur Fulmer Co., 3445 N.W. Second Ave. Zip: 33127. Tel: 379-4702. Mgr.: Ken Miller.  
**Home office:** Memphis, Tenn. (see for product distributed).

Island Music Dist. Ltd. Inc., PO Box 748, Miami Springs, Zip: 33166. Tel: 444-3352. Mgr.: Patricia Jacobs; Tape Sales Mgr.: Ron Christopher.  
**Int'l office:** Nassau, Bahamas, PO Box 5432. Tel: 28784. Owner: Terry Nixon; Tape Div. Mgr.: Tom Jacobs.  
**Cartridge 8-tr. & cassette:** Carib, Island Artists.  
**Playback equip.:** Crown, Mercury, Ross.

Handleman Co., 2346 N.W. 147 St., Opa Locka, Zip: 33054. Tel: 681-4618. Tape Mgr.: Joseph Glaser; Tape Buyer: George Rosenjack.  
**Home office:** Detroit, Mich.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.

Liberty Recs. Dist'g Co., 561 N.E. 79 St. Zip: 33147. Tel: 751-1757. Contact: Jack Messler.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.

M & M Recs. Dist. Inc., 501 W. 28 St., Hialeah, Zip: 33010. Tel: 887-4522. Tape Mgr.: Manuel F. Mato; Sales Mgr.: Enrique Reyes.  
**Cartridge 8-tr. & cassette:** Gema, Kubaney, Puchito, Velvet.

Music Sales of Florida, 2450 N.W. 77 Terr. Zip: 33147. Tel: 691-0340. Owner & Mgr.: Donald C. Smith; Promo: Paul Mazotas; Tape Mgr.: Robert Maurer.

**Cartridge 8-tr.:** Ampex, Capitol, Decca, GRT, ITCC, Liberty, Prestige, Word.  
**Cassette:** Ampex, Capitol, Decca, GRT, Liberty.  
**Open reel:** Ampex, Capitol, Decca, GRT, Stereo Tape.  
**Playback equip.:** Automatic Radio, Borg-Warner, Denon, Norelco.  
**Accessories:** Amberg, Duotone, Le-Bo, Norelco, Recoton.

Musical Tapes Inc., 790 W. 27 St., Hialeah, Zip: 33010. Tel: 887-2638. Owner: Eliseo Valdes; Tape Div. & Sales Mgr.: Angel Tamargo.

**Branches:** Los Angeles, Calif.; New York, N.Y.; San Antonio, Tex.

**Int'l branch:** Puerto Rico.  
**Cartridge 8-tr.:** Discuba, Gema, Kubaney, Modiner, Musart, Musidisc, Nilser, Orfeon, Peerless, Rico-Vox, Sonolux, Spanoram, Velvet.  
**Cartridge 4-tr.:** Discuba, Musart, Musidisc, Nilser, Orfeon, Peerless.  
**Cassette:** Discuba, Musart, Musidisc, Peerless, Nilser.

Sea Coast Appliance Dist. Inc., 3575 N.W. 60 St. Zip: 33165. Tel: 635-0951. Tape Div. & Sales Mgr.: J.W. Shockey.

**Cartridge 8-tr.:** RCA, Camden, Calendar Chart, Colgems, Diamond, GNP Crescendo, Gamble, White Whale.  
**Open reel:** RCA, Camden, Calendar, Colgems.  
**Accessories:** head cleaners, carrying cases (RCA).

United Rec. & Tape Inds. Inc., 7700 N.W. 99 Ave., Hialeah, Tel: 635-2428. Pres.: Allan Wolk; Sec'y-Tres: Morton Manks.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Mercury, Motown, Tamla.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia.  
**Cassette:** Ampex, Capitol.  
**Open reel:** Ampex, Capitol, Columbia.  
**PlayTape:** MGM.

Universal Rec'g & Dist. Corp., 655 W. 83 St., Hialeah, Zip: 33012. Tel: 757-3741.

**Cartridge 8-tr. & cassette:** Belter, Kubaney, Vergara.

World Wide Rec. Dist., 561 N.W. 79 St., Suite 221. Zip: 33138. Tel: 758-2581. Mgr.: Bernard Polakoff; Sales: Stephan Jack; Promo: Mitchell Kreindler.

**Cartridge 8-tr.:** Dot, Acta, Paramount, Steed.

### • ORLANDO (Area Code 305)

Arthur Fulmer Co., 1415 N. Orange Ave. Zip: 32804. Tel: 241-5319. Mgr.: Dick Curle.  
**Home office:** Memphis, Tenn. (see for product distributed).

### • ST. PETERSBURG (Area Code 813)

Bert Smith's Stereo Panorama, 2872 47 Ave. N. Zip: 33733. Tel: 522-1111. Owner: Bert Smith; Tape Div. Mgr.: Fay Minor; Sales Mgr.: Steve Gyorko.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Dooto, GRT, ITCC, Liberty, RCA.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty.  
**Cassette:** Capitol, GRT, Liberty, Mercury.  
**Playback equip.:** Aiwa, Borg-Warner, Mercury, Muntz, Tenna.  
**Accessories:** all lines.

### • TALLAHASSEE (Area Code 904)

M M M Dist., 226 N. Duval St. Zip: 32301. Tel: 222-1371, 224-4015. Mgr.: Hugh Martin.  
**Cartridge 8-tr.:** GRT, NAL.  
**Cartridge 4-tr.:** Muntz.  
**Playback equip.:** Borg-Warner, Muntz.

## GEORGIA

### • ATLANTA METROPOLITAN AREA (Area Code 404)

Capitol Recs. Dist'g Corp., 1670 N.E. Freeway Access Rd. Zip: 30329. Tel: 634-5191.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.

Comstock Dist'g Co., 2201 Faulkner Rd. N.E. Zip: 30324. Tel: 634-6121. Owner: Don Comstock; Gen. Mgr.: Mike King; Sales Mgr.: Ron Sikes.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Epic.  
**Playback equip.:** Masterwork, Roberts, Concord, Tenna.  
**Accessories:** Columbia.

Decca Dist. Corp., 2231 Faulkner Rd. N.E. Zip: 30324. Tel: 636-3028. Mgr.: Kent Ortman.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.

Godwin Dist. Co., 1227 Spring St. N.W. Zip: 30309. Tel: 876-5719. Pres.: Art Godwin; Gen. Mgr.: Romeo Davis.  
**Cartridge 8-tr. & cassette:** all lines.  
**Playback equip.:** Belair, Craig, Lear Jet, Mercury.  
**Accessories:** carrying cases (Athena); head cleaners (Le-Bo).

Handleman Co., 5132 Stone Ridge Dr., Stone Mountain, Zip: 30083. Tel: 938-9467. Tape Mgr.: John Langlois; Tape Buyer: John Meskan.  
**Home office:** Detroit, Mich.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.

L & F Rec. Serv., 720 14 St. N.W. Zip: 30318. Tel: 875-5565. Owner: Jack Geldbart; Tape Div. Mgr.: Alan Levenson.

continued on page 44

# CASSETTES

**8  
TRACK**

**Custom Tape Duplicating Co.**

5810 SO. NORMANDIE AVE.,  
LOS ANGELES, CALIF. 90044

(213) 753-2481

"EVERYTHING TO DO WITH TAPES"

**4  
TRACK**

# OPEN REEL

## 12 ORIGINAL ARTIST OLDIE HITS

The greatest series available on tapes of original hits by the original artist

## MODERN TAPES

the best in rock & soul

**8  
TRACK  
OPEN REEL**

**Modern Tape Corp.**

5810 SO. NORMANDIE AVE.,  
LOS ANGELES, CALIF. 90044

(231) 753-2481

**4  
TRACK  
CASSETTES**

## FLAIR 30

8 track and cassettes — the best sound value for promotional tapes

## FLAIR 180

3 hour programs — the best sound value on open reel

SEND FOR FREE CATALOG

## DISTRIBUTORS

Continued from page 42

- Cartridge 8-tr.:** Ampex, GRT, ITCC, Mercury, Motown, NAL, RCA.  
**Cassette:** Ampex, GRT, Mercury.  
**Accessories:** Le-Bo.
- Liberty Recs. Dist'g Co.,** PO Box 20175, Sta. N.; 1184 Logan Circle. Zip: 30318. Tel: 355-9350. Contacts: Dan Alvino, Bob Fisher.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific
- Lou-Neita Dist'g Co.,** 3815 Main St., College Park. Zip: 30337. Tel: 766-3641. Tape Div. & Sales Mgr.: Martin C. Haley.  
**Cartridge 8-tr.:** Liberty, Pickwick, RCA.  
**Cassette:** Liberty.  
**Accessories:** carrying cases, head cleaners, display racks (Liberty, RCA).
- Main Line Recs.,** 1225 Logan Circle N.W. Zip: 30318. Tel: 351-4150. Mgr.: Chuck Huesman.  
**Home office:** Cleveland, Ohio (see for product distributed).
- Merrec Dist's.,** 2285 Peachtree Rd. N.W. Zip: 30309. Tel: 355-0243. Contact: Frank Peters.  
**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.
- R C A Dist'g Corp.,** 1500 Marietta Blvd. N.W. Zip: 30318. Tel: 355-2960. Contact: Sam Wallace.  
**Cartridge 8-tr.:** RCA, Camden, Calendar, Chart, Colgems, Buena Vista, Diamond, GNP Crescendo, Gamble, White Whale.  
**Open reel:** RCA, Camden, Calendar, Colgems.  
**Playback equip.:** RCA.
- Sound Marketing Inc.,** 2209 Faulkner Rd. N.E. Zip: 30324. Tel: 636-5971. Tape Div. Mgr.: Leonard D. Ward; Sales Mgr.: George D. Jackson.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty, Mercury, Modern, NAL, RCA.  
**Cartridge 4-tr.:** Ampex, Columbia, Decca, GRT, ITCC, Liberty, Muntz.  
**Cassette:** Ampex, Capitol, DGG, Decca, GRT, Mercury, Modern.  
**Open reel:** Ampex, Capitol, Columbia, Decca, GRT, RCA, Stereo Tapes.  
**Playback equip.:** Borg-Warner.  
**Accessories:** Magnetic tape (Ampex); carrying cases (Amfile, Le-Bo); general accessories (Le-Bo, RCA).
- Southland Rec. Dist'g Co.,** 1235 Techwood Dr. N.W. Zip: 30318. Tel: 873-2081. Owner: Gerald Friedman; Tape Div. Mgr.: Jack McIntyre; Sales Mgr.: Bill Binkley.  
**Cartridge 8-tr.:** Ampex, Buddah, Dial, Disneyland, Excello, GRT, Jubilee, Kent, Musicora, NAL, Prestige, Project 3, Roulette, Sun, Vista.  
**Cassette:** Atco, Atlantic.  
**PlayTape.**  
**PlayTape equip.:** Automatic Radio, Borg-Warner, PlayTape.  
**Accessories:** browser boxes (Freedman); storage cases (Amfile); head cleaners (Fidelitone); display racks.
- World Wide Rec. Dist.,** 1226 Zonolite Rd. N.E. Zip: 30306. Tel: 876-5731. Mgr.: Jim Wardlaw; Promos.: Bob Wardlaw, John Mitchell.  
**Cartridge 8-tr.:** Dot, Acta, Paramount, Steed.

### • CLARKESVILLE (Area Code 404)

- Clarkesville Rec. Sales Co.,** PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Rosetty.  
**Cartridge 8-tr.:** sub-distributor for Capitol, Columbia, Decca, ITCC, Liberty, RCA.  
**Cartridge 4-tr.:** sub-distributor for Columbia, Decca, ITCC, Liberty.  
**Cassette:** sub-distributor for Bluesway, Capitol, GRT, Liberty, Mercury, Reprise, 20th Century-Fox, Warner Bros.-Seven Arts.  
**Open reel:** sub-distributor for Capitol, Columbia, Decca, RCA.

### • DEMOREST (Area Code 404)

- Ralph's Radio Music,** Box 127. Zip: 30535. Tel: 723-3884. Owner & Sales Mgr.: Ralph Raper; Tape Mgr. & Buyer: Bernice Raper.  
**Cartridge 8-tr.:** Capitol, Decca, RCA, United Artists.

### • SAVANNAH (Area Code 912)

- Southeast Georgia Parts,** 4111 Bull St. Zip: 31405. Tel: 233-6653. Owner: Robert T. Mitchell; Tape Div. & Sales Mgr.: John C. Van Puffelen.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Dooto, Epic, ITCC, Laff, Liberty, Mercury, Modern, Motown, Pickwick, RCA, United Artists.  
**PlayTape.**  
**Playback equip.:** Audio/Stereo, Automatic Radio, Gibbs, Ranger.  
**Accessories:** Speakers (Adler, Spark-omatic) carriers (Ampak, Kustom-Fit).

## HAWAII

### • HILO (Area Code 808)

- Radio Television Corp. Ltd.,** 28 Pookela. Zip: 96720. Tel: 935-5468. Mgr.: Larry Tanimoto.  
**Home office:** Honolulu (see for product distributed).

### • HONOLULU (Area Code 808)

- Craig Corp.,** 620 Coral St. Zip: 96813. Tel: 586-771. Mgr.: Carl Smith; Sales Mgr.: Masao Tanaka.  
**Home office:** Los Angeles, Calif. (see for product distributed).
- Eric of Hawaii,** 2071 S. Beretania. Zip: 96814. Tel: 946-6522. Owner: Irv Pinensky; Tape Div. & Sales Mgr.: Emil Sabate.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** ABC, Bluesway, Dunhill, Elektra, Impulse, Kama Sutra, MGM, Mainstream, Reprise, Skye, Tetragrammaton, 20th Century-Fox, United Artists, Verve, Warner Bros.-Seven Arts.
- K & A Dist's.,** 2320A S. King St.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.
- Kona-Kai Dist's.,** PO Box 2135. Zip: 96805. Tel: 941-9374. Pres. & Mgr.: Don McDiarmid Jr.  
**Cartridge 8-tr. & open reel:** Hula, Surfside.  
**Microphone Music Co.,** 2077 S. Beretania St. Zip: 96814. Tel: 946-1488. Owner & Tape Div. Mgr.: Ken Kaizawa.  
**Cartridge 8-tr.:** Dooto, Dot, GRT, Jubilee.  
**Cartridge 4-tr.:** GRT.  
**Cassette:** GRT, Jubilee.  
**Open reel:** GRT.  
**Accessories:** head cleaners, blank cartridges (Le-Bo).
- Music Craft Dist's. of Hawaii Ltd.,** 636 Queen St. Zip: 96813. Tel: 533-1223. Owner: Walter Kurokawa.  
**Cartridge 8-tr.:** Fontana, King, Limelight, Mercury, Original Sound, Philips, Prestige, Project 3, Smash.  
**Cartridge 4-tr.:** Fontana, King, Limelight, Mercury, Original Sound, Philips, Smash.  
**Cassette:** Fontana, Limelight, Mercury, Original Sound, Philips, Smash.  
**Open reel:** Command
- Nylen Bros. & Co. Ltd.,** 820 S. Beretania St. Zip: 96813. Tel: 538-1171. Pres.: William Nylen; Tape Div. & Sales Mgr.: Ed Nielsen.  
**Cartridge 4-tr. & 8-tr.:** A&M, ITCC, Liberty.  
**Cassette:** A&M, Liberty.  
**Open reel:** A&M, Greenree, American Airlines.  
**Playback equip.:** Automatic Radio, Lear Jet, Standard, Voice of Music.
- Radio Television Corp. Ltd.,** 432 Keawe St. Zip: 96812. Tel: 533-2901. Pres.: Roy R. Bright; Tape Div. & Sales Mgr.: Hector H. Venegas.  
**Branch:** Hilo.  
**Cartridge 8-tr.:** Buena Vista, Calendar, Camden, Chart, Colgems, Diamond, GNP Crescendo, Gamble, Prestige, RCA, White Whale.  
**Open reel:** Calendar, Camden, Colgems, RCA.  
**Playback equip.:** RCA.  
**Accessories:** blank loaded tapes, carrying cases, head cleaners (RCA).
- Surfside Hawaii Inc.,** Clarke Bldg., Rm 202, 1414 Colburn St. Zip: 96817. Tel: 870-855.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.

## ILLINOIS

### • CANTON (Area Code 309)

- Curtis Engineering Stereo Village,** 661 N. Main St. Zip: 61520. Tel: 647-3744. Owner & Buyer: William A. Curtis.  
**Cartridge 8-tr.:** Capitol, Columbia, Decca, Dooto, Double-Shot, Epic, GRT, Liberty, MGM, Modern, Pickwick, Stereo Village.  
**Cartridge 4-tr.:** Columbia, Decca, Dooto, Double-Shot, Epic, GRT, Liberty, MGM, Modern, Muntz, Pickwick, Stereo Village.  
**Cassette:** Capitol, Decca Double-Shot, GRT, Liberty, MGM, Modern.  
**Playback equip.:** Automatic Radio, Masterwork, Muntz.  
**Accessories:** Head cleaners, connecting cables, adapters (Audiotex); tuners (GW).

### • CHICAGO METROPOLITAN AREA (Area Code 312)

- All Tapes Dist'g Inc.,** 2623 N. Pulaski. Zip: 60639. Tel: 342-6600. Owners: Edward Yalowitz, Kent Beauchamp; Tape Div. Mgr.: Richard Kudolla; Sales Mgr.: Ray Neal.  
**Cartridge 8-tr.:** A&M, Ampex, Capitol, Columbia, Decca, GRT, Liberty, Mercury, Motown, RCA, Word.  
**Cassette:** A&M, Ampex, Capitol, Decca, GRT, Liberty, Mercury.  
**Open reel:** A&M, Ampex, Capitol, Columbia, Decca, GRT, Liberty, RCA, Stereo Tape.

- Playback equip.:** Borg-Warner.  
**Accessories:** Demagnetizers, display racks, head cleaners (Ampex, Recoton); empty reels (Ampex).
- K. O. Asher Inc.,** 7818 S. Stony Island Ave. Zip: 60649. Tel: RE 1-1741. Tape Div. Mgr.: K. O. Asher.  
**Cartridge 8-tr.:** Caedmon, Monitor, Nina.  
**Cartridge 4-tr.:** Monitor.  
**Cassette & open reel:** Caedmon, Monitor, Spoken Arts.
- Atlas-Rand Corp.,** 3770 W. Pratt Ave. Zip: 60645. Tel: 679-4680. VP Sales: Jim Cartagno.  
**Home office:** New York, N.Y. (see for product distributed).
- Capitol Recs. Dist'g Corp.,** 6401 Gross Point Rd., Niles. Zip: 60648. Tel: 647-8338.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.
- Car Tapes Inc.,** 320 W. Ohio St. Zip: 60610. Tel: 943-5158. Pres. & Tape Div. Mgr.: James L. LeVitus; VP Sales: Edwin A. Swire.  
**Branch:** Van Nuys, Calif.  
**Cartridge 4-tr., 8-tr. & cassette:** all lines.  
**Playback equip.:** Cartape.  
**Accessories:** all lines.
- Columbia Recs. Sales,** 5404 W. Touhy Ave., Skokie. Zip: 60076. Tel: 463-0900. Sales Mgr.: Merv Paul; Audio Sales Mgr.: Steven Lesley; Promo. Mgr.: Frank Randazzo; Regional Mgr. (Chicago, Minneapolis, Milwaukee): Herb Dale.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate.  
**Playback equip.:** Masterwork.
- Decca Dist. Corp.,** The Mandel-Lear Bldg., 425 N. Michigan Ave. Zip: 60611. Tel: DE 7-1100. Mgr.: A. Weiner.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.
- Handleman Co.,** 3477 Touhy Ave., Lincolnwood. Zip: 60645. Tel: 583-0770. Tape Mgr. & Buyer: Louis Kwiker.  
**Home Office:** Detroit, Mich.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.
- Liberty Rec. Dist'g Co.,** 1550 S. State St. Zip: 60605. Tel: 225-2929. Contacts: Ed Kaminski, Bob Kahn.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.
- London Recs. Midwest Dist'g Corp.,** 2419 S. Michigan Ave. Zip: 60616. Tel: 842-4440. Tape Sales Mgr.: Mel Kahn.  
**Home office:** New York, N.Y. (see for product distributed).
- M S Dist'g Co.,** 1550 S. State St. Zip: 60605. Tel: 225-2929. Owner: Milt Salstone; Tape Div. & Sales Mgr.: Ralph Kick.  
**Cartridge 8-tr.:** Elektra, Kapp, Warner Bros.-Seven Arts.  
**Cartridge 4-tr. & cassette:** Elektra, Warner Bros.-Seven Arts.  
**PlayTape.**
- Merrec Dist's.,** 540 N. Lake Shore Dr. Zip: 60611. Tel: 329-9161. Contact: Ralph Schroeder.  
**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.
- Metro Rec. Dist's.,** 1112 S. Wabash. Zip: 60605. Tel: 341-0660. Mgr.: Rothblatt.  
**Home office:** New York, N.Y.  
**Cartridge 4-tr., 8-tr. & cassette:** MGM, DGG, Kama Sutra, Latin American, Original Sound, Project 3, Verve.
- New Deal Rec. Serv. Corp.,** 1001 Nicholas Blvd., Elk Grove Village. Zip: 60007. Tel: 956-0660. Mgr.: Chuck Myers.  
**Home office:** New York N.Y. (see for product distributed).
- Pan American Recs. Inc.,** 3751 W. 26 St. Zip: 60623. Tel: 521-1100. VP: M.S. Frenkel.  
**Cartridge 4-tr. & 8-tr.:** Bego, CBS, Columbia, Del Valle, Discuba, Falcon, Key Loc, Musart, Norreno, Orfeon, RCA, Sombrero, El Zarape.  
**Cassette:** Musart.  
**Accessories:** head cleaners (Audio Physics).
- R C A Dist'g Corp.,** 424 E. Howard Ave., Des Plaines. Zip: 60018. Tel: 827-0033. Mds. Mgr.: Ralph Ergas.  
**Cartridge 8-tr.:** RCA, Camden, Buena Vista, Calendar, Colgems, Chart, Diamond, GNP Crescendo, Gamble, White Whale.  
**Open reel:** RCA, Camden, Calendar, Colgems.  
**Playback equip.:** RCA.
- Selected Tape & Rec. Co.,** 120 King St., Elk Grove Village. Zip: 60007. Tel: 439-9200. Owners: H. Beckerman, Lenny Garmisa; Tape Div. & Sales Mgr.: Mickey Siegel.  
**Branch:** Van Nuys, Calif.  
**Cartridge 8-tr.:** Ampex Capitol, Columbia, Decca, GRT, Gordy, ITCC, Liberty, Mercury, Motown, NAL, Tamla.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, Decca, GRT, Gordy, ITCC, Liberty, Mercury, Motown, Muntz, Tamla.  
**Cassette:** Ampex, Capitol, Decca, Liberty.  
**Accessories:** racks & carrying cases (Le-Bo); raw tape (3M).

Summit Dists. Inc., 7447 N. Linder Ave., Skokie, Zip: 60076. Tel: 463-1833. Owners: Jack White, Seymour Greenspan; Sales Mgr.: Harold Davis. Branch: Cincinnati, Ohio.  
**Cartridge 4-tr. & 8-tr.:** A&M, Double-Shot, Epic, Fantasy.  
**Cassette:** A&M, Fantasy, Vault.  
**Open reel:** A&M, Epic.

Tape Dists. of America, 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Owner: Paul J. Glass; Tape Div. Mgr.: Jack Krug; Sales Mgr.: Morton A. Ohren.  
**Cartridge 4-tr., 8-tr. & cassette:** all lines.  
**PlayTape.**  
**Playback equip.:** Borg-Warner, Mayfair, Peerless, Tenna, Toshiba.  
**Accessories:** cases (Ampak, Casemakers, Le-Bo); various accessories (Le-Bo).

United Rec. Dists. Inc., 1827 S. Michigan Ave. Zip: 60616. Tel: 225-6606. Owner: Ernest Leaner; Tape Div. Mgr.: Tony Leaner; Sales Mgr.: Billy Leaner.  
**Cartridge 8-tr.:** GRT, Livingston Audio Prods., Modern, Motown.  
**Cartridge 4-tr.:** Motown.  
**Cassette:** GRT.  
**Playback equip.:** Craig.  
**Accessories:** blank tape cartridges, speakers, microphones, tuners (Craig).

Universal Music Mdrs. Inc., 9047 N. Terminal, Skokie, Zip: 60076. Tel: 965-1810. Owner & Sales Mgr.: Joe Weiss; Tape Div. Mgr.: Betty Andrews.  
**Cartridge 4-tr. & cassette:** all lines.

World Wide Rec. Dist., 1140 W. Washington, Zip: 60607. Tel: TA 9-3553. Mgr.: Al Avers; Promo.: Dan Schneider.  
**Cartridge 8-tr.:** Dot, Acta, Paramount, Steed.

- **DES PLAINES** (see Chicago, III.).
- **ELK GROVE VILLAGE** (see Chicago, III.).
- **SKOKIE** (see Chicago, III.).

## INDIANA

- **DECATUR (Area Code 219)**  
 Midwest Dists., 138 N. Second St. 46733. Tel: 724-2066. Owner: Walt Ostermeyer; Tape Div. Mgr.: Dolores Harker.

**Cartridge 8-tr.:** Capitol, Columbia, GRT, ITCC.  
**Cartridge 4-tr.:** GRT, ITCC.  
**Cassette:** Capitol, GRT.  
**Open reel:** GRT, ITCC.

- **FORT WAYNE (Area Code 219)**

Car-Tape Dists. Inc., 211 E. State St. Zip: 46805. Tel: 484-2922. Owner & Sales Mgr.: Robert W. Carteaux; Tape Div.: Mgr. Larry Radke.  
**Cartridge 8-tr.:** Ampex, Berlitz, Canaan, Capitol, Columbia, Decca, Dooto, Epic, Fiesta, GRT, Gross, ITCC, Jubilee, Liberty, Mercury, Modern, Motown, RCA, Savoy, Sentry, Sing, United Artists, Word.  
**Cartridge 4-tr.:** Ampex, Columbia, Decca, Epic, GRT, ITCC, Liberty, Modern, Muntz, United Artists.  
**Cassette:** Capitol, Decca, GRT, Liberty, MGM, Mercury, Verve.  
**Playback equip.:** Borg-Wagner, Craig, Gibbs, Masterwork, Muntz, Peerless.  
**Accessories:** Cartridge tuners (G&W, Scene) & various accessories.

Tri State Dists., 3434 Broadway, Zip: 46807. Tel: 744-5607. Owner: Cliff Ayers Ostermeyer; Tape Div. Mgr.: Kayla Spillson.  
**Cartridge 4-tr.:** Modern, Pickwick.  
**Open reel:** Command.  
**Playback equip.:** Lear Jet.

- **INDIANAPOLIS (Area Code 317)**

Associated Dist. Inc., 210 S. Meridian Zip: 46225. Tel: 634-2593. Tape Div. Mgr.: Lynne Jenks.  
**Cartridge 8-tr.:** Ampex, GRT, ITCC, RCA; sub-distributor for all others.  
**Cassette:** sub-distributor for all lines.  
**Open reel:** RCA; sub-distributor for all others.  
**Playback equip.:** Automatic Radio, Borg-Warner, Craig, Lear Jet, Mercury, Muntz, Ross.  
**Accessories:** cases (Amfile); racks (Holly).

Arthur Fulmer Co., 25 W. Ninth St. Zip: 46204. Tel: 635-2504.  
**Home office:** Memphis, Tenn. (see for product distributed).

- **RICHMOND (Area Code 317)**

Airtown Rec. Dist. Inc., 723 N. 10 St. Zip: 47374. Tel: 962-9600. Pres. & Tape Div. Mgr.: Tommy Willis; Tape Sales Mgr.: Stanley Back.  
**Cartridge 8-tr.:** GRT, NAL.  
**Cartridge 4-tr. & Cassette:** GRT.  
**PlayTape.**  
**Open reel:** GRT.

## IOWA

- **DES MOINES (Area Code 515)**

Major Rec. Corp., 1520 Walnut, Zip: 50309. Tel: 288-7001. Tape Mgr. & Buyer: Lu Hummell.  
**Cartridge 4-tr., 8-tr., cassette:** all lines.

## KANSAS

- **KANSAS CITY AREA (Area Code 913)**

R C A Dist'g Corp., Old Santa Fe Trail & 102 St., Shawnee Mission, Zip: 66215. Tel: 888-1440. Mgr.: Gil Karwoski.  
**Cartridge 8-tr.:** RCA, Camden, Buena Vista, Calendar, Chart, Colgems, Diamond, GNP Crescendo, Gamble, White Whale.  
**Open reel:** RCA, Camden, Colgems.  
**Playback equip.:** RCA.

- **WICHITA (Area Code 316)**

Davidson's One Stop, 1559 S. Broadway, Zip: 67211. Tel: 265-0012. Mgr.: Evelyne Oakes.  
**Home office:** Kansas City, Mo. (see for product distributed).

## KENTUCKY

- **CAMPBELLSVILLE (Area Code 502)**

Central Electronics, 113 N. Central Ave. Zip: 42718. Tel: 465-5613. Tape Mgr. & Buyer: Randall B. Herron.  
**Cartridge 4-tr. & 8-tr.:** Ampex.

- **LOUISVILLE (Area Code 502)**

Arthur Fulmer Co., 950 S. Third St. Zip: 40203. Tel: 584-0263. Contacts: Fletcher Seymour, Mr. Leslie Rushing.  
**Home office:** Memphis, Tenn. (see for product distributed).

*continued on page 46*



There's a spotlight on London every week —the Record Retailer, the ONLY music industry paper published there.

And the spotlight doesn't rest on London either. It covers the whole booming business in Britain, in Ireland in Scotland. Nearly 6,000 key business and dealer outlets.

Statistics • Features • Charts • (Britain's ONLY Top 50 singles and Top 40 albums charts.) • Record promotion • Talent • Classical music • Jazz • Folk • Music Publishing • Reviews • New outlets • Releases.

Keep an eye on Britain through the paper that gets behind the business in Britain.

# RECORD RETAILER

7 CARNABY STREET, LONDON W.1., ENGLAND

Subscriptions: USA and Canada \$30. Europe 3 pounds 18 shillings. Australia 12 pounds 11s. sterling. Others on request. Record Retailer is published every Thursday.

## DISTRIBUTORS

Continued from page 45

Handleman Co., 4500 Louisville Ave. Zip: 40209. Tel: 361-1336. Tape Mgr.: James Powers; Tape Buyer: Douglas Kirkness.  
**Home office:** Detroit, Mich.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.  
 Kincheloe Radio Serv. Inc., 830 S. First. Zip: 40203. Tel: 585-5126.  
 Pres.: Billy Douglas.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Liberty, Mercury.  
**Playback equip.:** Motorola.  
**Accessories:** head cleaners (Capitol); carrying cases (Amfile).

## LOUISIANA

### • ALEXANDRIA (Area Code 318)

Gospel Rec. & Music Dists., 1416 Fifth St. Zip: 71301. Tel: 443-1930. Owner & Tape Div. Mgr.: J.D. Davis.  
**Cartridge 8-tr.:** Gospel music on all major labels.

### • BATON ROUGE (Area Code 504)

F A S Dists. Inc., 319 Third St. Zip: 70801. Tel: 348-6068. Owner, Tape Mgr. & Buyer: Ron Shaab.  
**Cartridge 4-tr., 8-tr. & cassette:** all lines.  
**Accessories:** Audiotape.

### • NEW ORLEANS (Area Code 504)

All South Dist'g Corp., 1924 Lafayette St. Zip: 70113. Tel: 522-1157. Owner: Henry Hildebrand; Tape Div. Mgr.: Elmo Sonnier.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Dooto, GRT, ITCC.  
**Cartridge 4-tr.:** Ampex, Columbia, Decca, Dooto, GRT, ITCC, Muntz.  
**Cassette:** Ampex, Capitol, Decca, Dooto, GRT, PlayTape.  
**Open reel:** A&M.  
**Playback equip.:** Auto Sonic, Belair, Borg-Warner, Craig, Master Craft, Muntz, Ranger, Webcor.  
**Accessories:** Le-Bo.  
 Columbia Recs. Sales, John Hancock Bldg., St. Charles Ave. at Lee Circle. Zip: 70130. Tel: 524-5466. Sales Mgr.: Bill Shaler; Audio Sales Mgr.: Bert Cass; Promo. Mgr.: Dave Ezzell.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Epic, Ode, Okeh, Immediate.  
**Playback equip.:** Masterwork.  
 Decca Dist. Corp., 8135 Earhart Blvd. Zip: 70118. Tel: 486-6026. Mgr.: Stan Layton.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.  
 Delta Rec. Dist'g Co. Inc., 1023 Baronne St. Zip: 70113. Tel: 525-7104. Mgr.: Ed Walker.  
**Cartridge 4-tr., 8-tr. & Cassette:** all lines.  
**Playback equip.:** Borg-Warner, Mayfair, Philco, Tenna.  
**Accessories:** all lines  
 Mc Donald Sales Corp., 5500 Jefferson Hwy. Zip: 70123. Tel: 733-6653. Tape Div. Mgr.: Milton H. Munch.  
**Cartridge 8-tr.:** Ampex, Buena Vista, Calendar, Camden, Chart, Colgems, Diamond, GNP, Crescendo, Prestige, RCA, White Whale.  
**Cartridge 4-tr. & cassette:** Ampex.  
**Open reel:** Ampex, RCA.  
**Playback equip.:** RCA.

Modern Rec. Serv., 757 Central Ave. Zip: 70121. Tel: 833-3735. Pres.: J.R. Chachere; Gen. Mgr.: George Berry.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Mercury, RCA.  
**Playback equip.:** Borg-Warner.  
**Accessories:** Cases (Amfile).

Records Sales of La. Inc., 800 Central Ave. Zip: 70121. Tel: 831-2631. Contact: Lindsay Chandler.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.

World Wide Rec. Dist., 605 Baronne St. Zip: 70113. Tel: 522-3661. Mgr.: Jim Flattmann.  
**Cartridge 8-tr.:** Dot Acta, Paramount, Steed.

### • SHREVEPORT (Area Code 318)

B & B Parts Sales Inc., PO Box 7297, 211 N. Market. Zip: 71107. Tel: 422-9382. Gen. Mgr.: Al Bell.  
**Cartridge 8-tr.:** Capitol, Columbia, Decca, Dooto, GRT, ITCC, Mercury, NAL, Pickwick, RCA.  
**Cartridge 4-tr.:** Columbia, Decca, Dooto, GRT, ITCC, Muntz, Pickwick.  
**Cassette:** Capitol, Decca, Dooto, GRT, Mercury, NAL.

**Playback equip.:** Automatic Radio, Belair, Craig, Muntz.  
**Accessories:** cartridge tuners (GW); carrying cases (Amfile, Le-Bo); also cleaning kits.  
 Stan's Rec. Serv., 728 Texas. Zip: 71101. Tel: 422-7182. Owner: Stanley J. Lewis; Tape Div. Mgr.: Ed Westergaard; Sales Mgr.: Ronnie Lewis.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Dooto, GRT, ITCC, La Louisianne, Liberty, Mercury, Motown, RCA, Swallow.  
**Cartridge 4-tr.:** Ampex, Columbia, Decca, Dooto, GRT, ITCC, Liberty, Muntz.  
**Cassette:** Ampex, Capitol, Decca GRT, Liberty, Mercury.  
**PlayTape.**  
**Playback equip.:** Ampex, Mayfair, PlayTape.  
**Accessories:** carrying cases (Amfile, Crest Console); various accessories (Le-Bo).

### • VILLE PLATTE (Area Code 318)

Floyd's Rec. Serv., PO Box 506, 434 E. Main St. Zip: 70586. Tel: 363-2184. Tape Buyers: Ray Lafleur, Floyd Soileau.  
**Cartridge 8-tr.:** Dooto, Goldband, ITCC, La Louisianne, Swallow.

## MAINE

### • PORTLAND (Area Code 207)

Commercial Dists. Appliances, 50 Diamond St., Zip: 04101. Tel: 775-5644. Owner: Herbert Holmes Sr.; Tape Div. & Sales Mgr.: V. Harry Mooradian.  
**Branch:** 212 Anderson St. Zip: 04101. Tel: 774-5362.  
**Cartridge 8-tr.:** ABC, A&M, Atco, Atlantic BT Puppy, Bang, Bell, Caedmon, Capitol, Columbia, Command, Decca, Dot, Dunhill Elektra, Impulse, Kama Sutra, Kapp, London, MGM, Mercury, Monument, Philips, RCA, Reprise, Scepter, Smash, Vanguard, Verve, Warner Bros.-Seven Arts.  
**Cassette:** Ampex, Capitol, GRT, Mercury.  
**Open reel:** RCA.  
 Maine Rec. Dists., 621 Forest Ave. Zip: 04101. Tel: 772-5665. Pres.: John Jannace; Tapes Div. Mgr.: Phil Morgan; Sales Mgr.: Russell Mundi.  
**Cartridge 8-tr.:** ABC, Acta, Archive, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, Decca, DGG, Decca, Deram, Dot, Dunhill, Elektra, Impulse, Kama Sutra, Kapp, London, MGM, Mercury, Monument, New Voice, Parrot, Press, Reprise, Scepter, Vanguard, Warner Bros.-Seven Arts, White Whale.  
**Cartridge 4-tr.:** ABC, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, Decca, Deram, Dot, Dunhill, Elektra, Impulse, Kama Sutra, Kapp, London, MGM, Mercury, Monument, New Voice, Parrot, Press, Reprise, Scepter, Vanguard, Warner Bros.-Seven Arts, White Whale.  
**Cassette:** ABC, Acta, Archive, Atco, Atlantic, Bang, Bell, Capitol, Command, DGG, Decca, Deram, Dot, Dunhill, Elektra, Impulse, Kama Sutra, Kapp, London, MGM, Mercury, Monument, New Voice, Parrot, Press, Reprise, Scepter, Vanguard, Warner Bros.-Seven Arts, White Whale.  
 Portland Recs. Inc., 84 W. Cove St. Zip: 04101. Tel: 772-6551. Tape Div. & Sales Mgr.: Roy Rice.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Dot, GRT, ITCC, Mercury, NAL, RCA.  
**Playback equip.:** Lear Jet, Masterwork, Sony, Toshiba.  
**Accessories:** Amfile, Le-Bo.

## MARYLAND

### • BALTIMORE (Area Code 301)

(also see listings under District of Columbia).  
 Decca Dist. Corp., 2921 Alexander Ave. Zip: 21215. Tel: FO 7-0710. Mgr.: Edward Keelan.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.  
 Ellis Dist'g Corp., 5256 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Pres.: Edgar H. Ellis; Tape Mgr.: Robert McKenzie; Tape Buyer: Thomas Ansteatt.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, NAL, RCA.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC.  
**Cassette:** Ampex, Capitol, Decca, GRT, NAL.  
**Open reel:** Ampex, Capitol, Decca, GRT, ITCC, NAL, RCA.  
**Accessories:** blank loaded tape (3M).  
 General Dist'g Co. Inc., 2329 Pennsylvania Ave. Zip: 21217. Tel: 669-6411. Mgr.: Henry Nathanson; Tape Div. Mgr.: Barry J. Dalneko. **Cartridge 8-tr. & cassette:** all lines except Ampex.

Marshall/Mangold Dist'g Co., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. Tape Div. & Sales Mgr.: Manny Goldberg.  
**Playback equip.:** PlayTape.

New Deal Rec. Serv. Corp., 4524 O'Donnell St. Zip: 21224. Tel: 342-3350. Mgr.: Ronny Bollon.  
**Home office:** New York, N.Y. (see for product distributed).

Schwartz Bros. Tel: 727-0641. (see listing under District of Columbia).

Jos. M. Zamoiski Co., 1101 DeSoto Rd. Zip: 21223. Tel: 644-2900. Pres.: Calman J. Zamoiski Jr.; Tape Div. Mgr.: Maury Bass; Sales Mgr.: Jerry Friedman.

**Cartridge 8-tr.:** Acta, Ampex, Capitol, Columbia, Decca, Dot, GRT, Gross, ITCC, Jubilee, Original Sound, Paramount, RCA, Steed, United Artists.

**Cassette:** Ampex Capitol, Decca, GRT, Gross, Jubilee, Original Sound, United Artists.  
**Playback equip.:** Belair, Mayfair, Norelco.  
**Accessories:** Carrying cases, head cleaners (Le-Bo); various accessories (Walco).

### • CHEVERLY (Area Code 301)

D & H Dist'g Co., 2500 Schuster Dr. Zip: 20781. Tel: 322-3500. Tape Mgr.: George Nesline.  
**Home office:** Harrisburg, Pa. (see for product distributed).

### • ROCKVILLE (Area Code 301)

Chase Mktg. Co., 4980 Wyaconda Rd. Zip: 20853. Tel: 933-5880. Owner: Jack Black; Tape Div. Mgr.: E. Black; Sales Mgr.: Bud Stratton.  
**Cartridge 8-tr.:** ABC, A&M, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, DGG, Decca, Deram, Dot, Dunhill, Elektra, Fantasy, Impulse, Kama Sutra, Kapp, King, London, MGM, Monument, Motown, Musicor, New Voice, Parrot, RCA, Reprise, Roulette, Savoy, Scepter, Starday, 20th Century-Fox, Uni, Vanguard, Verve, Viva.  
**Cartridge 4-tr.:** A&M, Atco, Atlantic, Columbia, London, Motown.  
**Cassette:** ABC, A&M, Atco, Atlantic, Bang, Bell, Cadet, Capitol, Command, Decca, Deram, Dot, Dunhill, Elektra, Fantasy, Impulse, Kama Sutra, Kapp, King, London, MGM, Mercury, Monument, Motown, Parrot, Reprise, Roulette, Scepter, 20th Century-Fox, Verve, Warner Bros.-Seven Arts.  
**Playback equip.:** Craig.  
**Accessories:** Speakers (Craig, Sparkomatic); blank loaded tape (Craig); demagnetizers (Sparkomatic); head cleaners (Surefit); carrying cases (Rubbermaid, Surefit).

### • SILVER SPRING (Area Code 301)

Columbia Recs. Sales, 8720 Georgia Ave. Zip: 20910. Tel: 587-5000. Sales Mgr.: George Deacon; Audio Sales Mgr.: Jack Cassidy; Promo. Mgr.: Earl Rollinson; Regional Mgr. (Philadelphia, Washington, D. C.): Jack Craigo.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Immediate, Ode.  
**Playback equip.:** Masterwork.

## MASSACHUSETTS

### • BOSTON METROPOLITAN AREA (Area Code 617)

Boston Rec. Dist. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Tape Mgr. & Buyer: Jerry Flatto.  
**Cartridge 8-tr.:** Fiesta, GRT, ITCC.  
**Cassette:** GRT.  
 Capitol Recs. Dist'g Corp., 71 Fourth Ave., Needham Heights. Zip: 02194. Tel: 449-0770.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Angel, Apple, Melodiya/Angel.  
**Playback equip.:** Capitol.  
 Columbia Recs. Sales, John Hancock Bldg., 75 Third Ave., Waltham. Zip: 02154. Tel: 899-3814.  
 Sales Mgr.: George Ryan; Audio Sales Mgr.: Reggie Gussman; Promo Mgr.: Ed Hynes; Regional Sales Mgr. (Boston, Hartford, Conn.; Syracuse, N.Y.): Joseph Broderick.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Immediate, Ode.  
**Playback equip.:** Masterwork.  
 Decca Dist. Corp., 900 Providence Highway Rear, Dedham. Zip: 02026. Tel: 329-1165. Mgr.: Allan Ross.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.  
 Disc Dists. Inc., 1136 Columbus Ave. Zip: 02120. Tel: 445-3550. Owner: Jack Sager; Tape Mgr.: Red Spellman; Sales Mgr.: Frank Spellman.  
**Cartridge 8-tr.:** Gordy, Kent, Modern, Motown, Soul, Tamla.  
 E-Z One Stop Inc., 893 Dorchester Ave., Dorchester. Zip: 02125. Tel: 282-8700. Tape Mgr. & Buyer: Michael Sciarappa.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, GRT, ITCC, RCA.  
**Cassette:** Ampex, Capitol, GRT.

Eastco, 620 Memorial Dr., Cambridge, Zip: 02139. Tel: 876-4720. Sales Mgr.: Alan Sack.  
**Cartridge 8-tr.:** RCA, Camden, Buena Vista, Calendar, Chart, Colgems, Diamond, GNP Crescendo, Gamble, Prestige, White Whale.  
**Open reel:** RCA, Camden.  
**Accessories:** RCA.

L R D C of Boston, 480 Neponset St., Canton, Zip: 02021. Tel: 828-6040. Contacts: Len Gordon, Frank Levy.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.  
 Massachusetts Rec. Dist'g Co., 633 Massachusetts Ave., Zip: 02118. Tel: 266-1002. Owner: Fred Le Blanc; Tape Div. Mgr.: Skippy White; Sales Mgr.: Arthur Hartling.  
**Branch:** 683 Washington St. Zip: 02111. Tel: 338-7426. Mgr.: Big John.  
**Cartridge 8-tr.:** Dooto, GRT, ITCC, Livingston Audio Prods., NAL.  
**Cartridge 4-tr.:** Dooto, ITCC, Livingston Audio Prods.  
**Cassette:** Dooto, NAL.  
**Accessories:** blank loaded tape (BASF, Irish); head cleaners, blank cartridges (Channel Marketing).

Merrec Dist's., 375 Elliot St., Newton Upper Falls, Zip: 02164. Tel: 969-6505. Contact: John Penney.  
**Cartridge 8-tr.:** Mercury, Philips, Fontana, Lime-light, Smash.  
**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.

Music Suppliers Inc., 75 N. Beacon St. Zip: 02134. Tel: AL 4-1780. Pres.: Harry Carter; VP: Gordon Dinerstein; Tape Div. Mgr.: J. Lawson.  
**Cartridge 8-tr.:** Ampex, GRT, ITCC.  
**Cartridge 4-tr.:** Ampex.  
**Cassette:** Ampex, GRT.  
**Open reel:** Ampex.

Royal Dist's., 895 Dorchester Ave., Dorchester, Zip: 02125. Tel: 282-1411. Owner & Sales Mgr.: Aaron H. Gross.  
**Cartridge 8-tr.:** Flair 90, Modern.  
**Cartridge 4-tr.:** Modern.

Transcontinental Dist's. (div. of Transcontinental Music Corp.), 30 Nashua St., Woburn, Zip: 01801. Tel: 935-4700. Tape Div. Mgrs.: Frank Holland, Howard Ring.  
**Home office:** New York, N.Y., Transcontinental Music Corp.  
**Cartridge 8-tr.:** A&M, Atco, Atlantic, Elektra, Epic, Fantasy, Fiesta, Galaxy, Gross, Jubilee, Musicor, Okeh, Original Sound, Prestige, Project 3, Scepter, Vault, Wand.  
**Cassette:** A&M, Fantasy, Fiesta, Gross, Jubilee, Musicor, Original Sound, Project 3, Vault.  
**Open reel:** A&M, Epic, Fantasy, Musicor, Project 3.

World Wide Rec. Dist., 459 Broadway, Room 308, Everett, Zip: 02149. Tel: 387-7770. Mgr.: Dick Masters; Promo.: Ed Logue.  
**Cartridge 8-tr.:** Dot, Acta, Paramount, Steed.

● **SOMERSET (Area Code 617)**  
 Northeast Recs. Inc., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres. & Mgr.: Dan Gittelman.  
**Cartridge 8-tr.:** RCA, Camden, Mercury.  
**Cassette:** Mercury.  
**Open reel:** RCA, Camden.

● **SPRINGFIELD (Area Code 413)**  
 Decca Dist. Corp., 539 Dickinson St. Zip: 01108. Tel: CH 7-0330. Mgr.: Harry Borrelli.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.

## MICHIGAN

● **DEARBORN (Area Code 313)**  
 Radio Frank, 14442 Michigan Ave. Zip: 48126. Tel: LU 4-6880. Owner: Frank Neckrock.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty, RCA.  
**Cartridge 4-tr.:** Ampex, Columbia, GRT, ITCC, Liberty.  
**Cassette:** Ampex, Capitol, Decca, GRT, Liberty.

● **DETROIT METROPOLITAN AREA (Area Code 313)**  
 A R C Dist. Co., 13415 Lyndon, Zip: 48227. Tel: BR 2-4872. Tape Div. & Sales Mgr.: Gil Roberts.  
**Cartridge 8-tr.:** ABC, Command, Dunhill, Fiesta, Imperial, Impulse, Jubilee, Liberty, Original Sound, Starday, United Artists.  
**Cartridge 4-tr.:** Liberty, Muntz.  
**Cassette:** Liberty, Reprise, Warner Bros.-Seven Arts.  
 Auto Sound Dist. Inc., 20232 Livornois, Zip: 48221. Tel: 864-2892. Owner: Jack Frankford; Tape Div. & Sales Mgr.: Bob Weaver.  
**Cartridge 8-tr.:** A&M, Ampex, Capitol, Columbia, Decca, GRT, Liberty, Mercury, Motown, RCA, United Artists.

**Cartridge 4-tr.:** A&M, Ampex, Columbia, Decca, GRT, Liberty, Muntz, United Artists.  
**Cassette:** Capitol, Decca, GRT, Liberty, Mercury, United Artists.  
**Playback equip.:** Craig, Motorola, Orrtronics, Panasonic.  
**Accessories:** Amfile, Capitol, Le-Bo.  
 Cadet Dist'g Co. Inc., 13380 Capitol Ave., Oak Park, Zip: 48237. Tel: 548-3171. Pres. & Tape Mgr.: Harry Levin.  
**Cartridge 8-tr.:** Ampex, ITCC, Liberty, Motown.  
**Cassette:** Ampex, Liberty.  
**Playback equip.:** Belair.

Capitol Recs. Dist'g Corp., 18921 Wyoming Ave., Zip: 48221. Tel: UN 4-5001.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Angel, Apple, Melodiya/Angel.  
**Playback equip.:** Capitol.

Columbia Recs. Sales, 16141 W. Eight Mile Rd., Zip: 43235. Tel: 273-8616. Sales Mgr.: John Kotecki; Audio Sales Mgr.: Lee Hubbard; Promo. Mgr.: Russ Yerge.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Immediate, Ode.  
**Playback equip.:** Masterwork.

Decca Dist. Corp., 436 W. Columbia Ave. Zip: 48201. Tel: 961-6655. Mgr.: Kevin Cummings.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.

Handleman Co., 670 E. Woodbridge, Zip: 48226. Tel: WO 1-9565. Tape Mgr.: David Strome; Tape Jerry Adams.  
**Branches:** Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Kansas City, Mo.; Pennsauken, N.J.; Charlotte, N.C.; Cleveland, Ohio; Philadelphia, Pa.; Pittsburgh, Pa.; Dallas, Tex.  
**Int'l office:** Canada, Toronto, Ont.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.

Jay-Kay Dist'g Co., 13401 Lyndon Ave. Zip: 48227. Tel: 273-7000. Gen. Mgr.: John S. Kaplan; Tape Div. Mgr.: Tom Schlesinger.  
**Cartridge 8-tr.:** Atco, Atlantic, Bang, Bell, Buddha, Dot, Fontana, Gamble, Jad, Kama Sutra, Kapp, MGM, Mainstream, Mercury, Musicor, New Voice, Philips, Phil-L. A. of Soul, Plantation, Scepter, Smash, Steed, Tetragrammaton, Vanguard, Verve, Viva, Wand, White Whale.  
**Cassette:** Atco, Atlantic, Bang, Bell, Dot, Fontana, Gamble, Kama Sutra, Kapp, MGM, Mainstream, Mercury, Musicor, New Voice, Philips, Phil-L.A. of Soul, Plantation, Scepter, Smash, Steed, Tetragrammaton, 20th Century-Fox, Van-

guard, Verve, Viva, Wand, White Whale.  
**Accessories:** head cleaners.

Lear Jet Inds. Inc., Stereo Div., 13131 Lyndon Ave. Zip: 48227. Tel: 345-7420. Mgr.: G. Bechtel; Tape Div Mgr.: Pat Sullivan.  
**Cartridge 8-tr.:** sub-distributor for A&M, Ampex, Columbia, Decca, Epic, ITCC, Liberty, Mercury, Motown, RCA, United Artists.  
**Playback equip.:** Lear Jet.  
**Accessories:** Lear Jet.

Merit Music Dist's. Inc., 15761-65 Wyoming Ave., Zip: 48238. Tel: 863-9119. Tape Div. & Sales Mgr.: John H. Schlee.  
**Cartridge 8-tr.:** A&M, Gordy, Monument, Motown, Scepter, Soul, Tamla.  
**Cartridge 4-tr.:** A&M.  
**Cassette:** A&M, Scepter.  
**Open reel:** A&M.  
**Accessories:** head cleaners (Stereodyne).

Merle Dist'g Co., 15365 Livornois Ave. Zip: 48238. Tel: 342-8777. Owner: Merle Schneider; Tape Div. & Sales Mgr.: Samuel J. Corrado.  
**PlayTape.**

New Deal Rec. Serv. Corp., 15329 Livornois Ave., Zip: 48238. Tel: 863-2226. Mgr.: Dave Lasher.  
**Home office:** New York, N.Y. (see for product distributed).

R C A Dist'g Corp., 27000 Trolley Dr., Taylor, Zip: 48180. Tel: 291-7100. Mgr.: Richard Riha.  
**Cartridge 8-tr.:** RCA, Camden, Buena Vista, Calendar, Chart, Colgems, Diamond, GNP Crescendo, Gamble, White Whale.  
**Open reel:** RCA, Camden, Calendar, Colgems.  
**Playback equip.:** RCA.

Record Dist's. Corp. of Michigan, 14344 Fenkell Ave., Zip: 48227. Tel: 835-3790. Pres. & Mgr.: Armen Boladian.  
**Cartridge 8-tr.:** Ampex, GRT, ITCC, Livingston Audio Prods.  
**Cartridge 4-tr. & cassette:** GRT.

Rissi Electronic Supply Co., 14405 Wyoming Ave., Zip: 48238. Tel: TE 4-8420. Mgr. & Tape Sales Mgr.: Mel Sisson.  
**Home office:** Grand Rapids, Mich., Radio Electronic Supply (see for product distributed).

Royal Stereo Tape Co., 2950 W. Davison, Zip: 48238. Tel: 883-6565. Tape Div. & Sales Mgr.: Dick Placek.  
**Cartridge 8-tr.:** Ampex, Dooto, Epic, Fantasy, Fontana, GRT, Galaxy, Gross, Humorsonic, ITCC, Limelight, Livingston Audio Prods., Mercury, Modern, Motown, NAL, Philips, Prestige, Smash, Word.  
**Cartridge 4-tr.:** Ampex, Dooto, Epic, Fantasy, Fontana, GRT, Galaxy, Gross, Humorsonic, ITCC, Limelight, Livingston Audio Prods., Mercury, Steed, Tetragrammaton, 20th Century-Fox, Van-

*Continued on page 48*

EASTERN PENNSYLVANIA  
 SOUTHERN NEW JERSEY  
 DELAWARE

EXCLUSIVE DISTRIBUTOR FOR AMPEX

**ONLY COMPLETE  
 TAPE DISTRIBUTOR  
 AND RACKER  
 IN THE AREA...**

REEL-TO-REEL  
 SELF-SERVICE RACKS  
 ONE-STOP

---

**A&L**

SPECIALIZING IN RECORDS,  
 TAPES AND ELECTRONICS

1811 Fairmount Ave.  
 Philadelphia, Pa.  
 (215) POplar 5-4300

DISTRIBUTORS, INC.

## DISTRIBUTORS

Continued from page 47

Modern, Motown, Philips, Prestige, Smash.  
Cassette: Ampex, Dooto, Fantasy, Fontana, GRT, Galaxy, Gross, Humorsonic, Limelight, Livingston Audio Prods., Mercury, Modern, Motown, NAL, Philips, Prestige, Smash, Word.  
Playback equip.: Tenna.  
Accessories: blank tape (Ampex); carrying cases (Le-Bo, Ampak); blank cartridges.

### ● GRAND RAPIDS (Area Code 616)

Radio Electronic Supply Co., 505 Jefferson. Zip: 49503. Tel: 459-4611. Owner: Emil J. Rissi; Tape Div. Mgr.: J. Charles Rissi; Sales Mgr.: Jack Breidenfeld.  
Branch: Detroit, Mich., Rissi Electronic Supply.  
Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Mercury, Pickwick, RCA.  
Cassette: Ampex, Capitol, Decca, GRT, Mercury, SENTRY.  
Playback equip.: Concord, Lear Jet, Motorola, Norelco, Roberts.  
Accessories: Amfile.

## MINNESOTA

### ● MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Bigelow Sales Co., 11950 12 Ave. S., Burnsville. Zip: 55378. Tel: 890-6161. Pres.: Don Bigelow.  
Cartridge 4-tr., 8-tr. & cassette: all lines.  
Columbia Recs. Sales, F&M Bank Bldg., Suite 610, 88 S. Sixth St., Minneapolis. Zip: 55402. Tel: 338-7001. Sales Mgr.: Ron Piccolo; Promo. Mgr. Timothy Kehr; Audio Sales Mgr.: Bob Ewald.  
Cartridge 4-tr., 8-tr. & open reel: Columbia, Date, Immediate, Ode.  
Playback equip.: Masterwork.  
Decca Dist. Corp., 1113 Currie Ave., Minneapolis. Zip: 55416. Tel: 332-7341. Mgr.: Ozzie Lowe.  
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.  
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.  
Playback equip.: Decca.  
Heilicher Bros. Inc. (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis. Zip: 55426. Tel: 544-4201. Tape Div. Mgr.: Ken Hegstrom; Sales Mgr.: Gene Patch.  
Branch: St. Louis, Mo., Commercial Music Inc.  
Cartridge 4-tr., 8-tr., cassette, PlayTape & open reel: all lines.  
Playback equip.: Borg-Warner, Craig, Lear Jet, Mercury, Roberts, V-M.  
Accessories: Amfile, Music Master, 3M.  
Jather Dist'g Corp., 730 Lyndale Ave. N., Minneapolis. Zip: 55411. Tel: 374-3420. Owner & Mgr.: Jack A. Taylor.  
Cartridge 4-tr. & 8-tr.: A&M, United Artists.  
Cassette & open reel: A&M.  
Accessories: various accessories (Fidelitone).  
Harold N. Lieberman Co. (div. of Lieberman Ents.), 9549 Penn Ave. S., Bloomington. Zip: 55431. Tel: 888-5521. Gen. Mgr.: Al Abrams.  
Branch: Stephen Dist'g Co. Mgr.: Roger Sattler.  
Cartridge 4-tr., 8-tr., cassette, PlayTape & open reel: all lines.  
Rapid Mdsq. Co., 8175 Lewis Rd., Minneapolis. Zip: 55427. Tel: 544-3561. Pres.: Herbert Sandel; VP: Noel Korengold.  
Branches: Anaheim, Calif.; Middlesex, N.J.  
Cartridge 8-tr.: Mercury, RCA.  
Cartridge 4-tr. & cassette: Mercury.  
Stephen Dist'g Co. (see Harold N. Lieberman Co.).

## MISSISSIPPI

### ● GREENVILLE (Area Code 601)

The Electronic Workshop, PO Box 5727, 103 Highway-One S. Zip: 38701. Tel: 332-8261. Owners: C. W. Sidney, Jerome Sit.  
Cartridge 8-tr.: Ampex, Dooto.  
Cassette & open reel: Ampex.  
Playback equip.: Ampex, Automatic Radio, Motorola, RCA, Tenna.  
Accessories: all lines.  
Lynn's Rec. Dist., 551 Muscadine St. Zip: 38701. Tel: 335-4594. Tape Mgr.: Velma Williams; Tape Buyer: Juanita Matthews.  
Cartridge 8-tr.: Eurlotone, Reginald, Soultrack.  
Accessories: blank loaded tape, head cleaners.

## MISSOURI

### ● KANSAS CITY (Area Code 816)

Capitol Recs. Dist'g Corp., 3611 Main St. Zip: 64111. Tel: JE 1-0435.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.  
Playback equip.: Capitol.  
Choice Rec. Dist., 3211/2 Southwest Blvd. Zip: 64108. Tel: HA 1-2540. Tape Mgr. & Buyer: Harold Hassler.  
Cartridge 4-tr. & 8-tr.: Scepter, Starday, Wand.  
Accessories: Fidelitone.  
Davidson's One Stop Phono Recs., 321 Southwest Blvd. Zip: 64108. Tel: VI 2-5220. Owner: Mildred S. Davidson; Tape Div. Mgr.: Harold W. Hassler; Sales Mgr.: L. L. Lee.  
Branches: Wichita, Kan.; Omaha, Neb.  
Cartridge 4-tr., 8-tr., cassette, PlayTape & open reel: all lines.  
Playback equip.: Apelco, Borg-Warner, Capitol, Columbia, PlayTape, RCA.  
Accessories: all lines.

Decca Dist. Corp., 2729 Gillham Rd. Zip: 64108. Tel: GR 1-4030. Mgr.: Tom Kelly.  
Cartridge 8-tr.: Decca, Coral, Brunswick, Berlitz, Standard Phono.  
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.  
Playback equip.: Decca.  
Handleman Co., 1125 Saline St., N. Kansas City. Zip: 64116. Tel: 421-0135. Tape Mgr. & Buyer: Michael Goldwasser.  
Home office: Detroit, Mich.  
Cartridge 4-tr., 8-tr., cassette & open reel: all lines.

K C Auto Sound, 5319 Troost. Zip: 64110. Tel: 333-8787. Owner: Carl Galler.  
Cartridge 8-tr.: A&M, Ampex, Apple, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, Mercury, Modern, Motown, RCA, Savoy.  
Cartridge 4-tr.: A&M, Ampex, Columbia, Decca, GRT, ITCC, Liberty, Muntz.  
Cassette: A&M, Ampex, Capitol, Decca, GRT, Liberty.  
Playback equip.: all cassette units.  
Accessories: blank loaded tape (Stereodyne); head cleaners (Le-Bo); storage cases (Amfile, Le-Bo).

### ● ST. LOUIS (Area Code 314)

Columbia Recs. Sales, 2151 59 St. Zip: 63110. Tel: MI 7-5101. Sales Mgr.: Bob Van Metre; Audio Sales Mgr.: Neal Spencer; Promo. Mgr.: David Swengros, Dick Ware (Kansas City).  
Cartridge 4-tr., 8-tr. & open reel: Columbia, Date, Immediate, Ode.  
Playback equip.: Masterwork.  
Commercial Music Inc. (div. of Pickwick Int'l Inc.), 2020 Delmar. Tel: 241-8618. Pres.: Bud Lampe; Promo.: Dennis Wichlan.  
Home office: Minneapolis, Minn., Heilicher Bros. Inc. (see for product distributed).  
Decca Dist. Corp., 3203 Olive St. Zip: 63103. Tel: 652-9969. Mgr.: Max Melton.  
Cartridge 8-tr.: Decca, Coral, Berlitz, Brunswick, Standard Phono.  
Cartridge 4-tr., cassette & open reel: Decca, Coral, Brunswick.  
Playback equip.: Decca.  
Arthur Fulmer Co., 311 S. 14 St. Zip: 64501. Tel: 241-3575. Mgr.: Wally Hook.  
Home office: Memphis, Tenn. (see for product distributed).  
Interstate Supply Co., Rec. Div., 2218 S. Jefferson Ave. Zip: 63104. Tel: 776-1020. Mgr.: R. N. Decker; Tape Div. Mgr.: Mrs. Earline Merchant.  
Cartridge 8-tr.: Ampex, Camden, Decca, GRT, ITCC, Liberty, Mercury, Pickwick, RCA.  
Open reel: Ampex, Camden, RCA.  
Playback equip.: Borg-Warner, RCA.  
Accessories: display racks, head cleaners, Glass list.

L R D C of Missouri, 1905 Washington. Zip: 63103. Tel: 421-3326. Contacts: Don Keil, Jim Saltzman.  
Cartridge 4-tr., 8-tr. & cassette: Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.

National Mdsrs. Inc., 2020 Delmar Ave. Zip: 63103. Tel: 621-0966. Tape Div. Mgr.: Al Chotin; Sales Mgr.: John Curran.  
Cartridge 8-tr.: A&M, Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty.  
Cartridge 4-tr.: Columbia, Decca, Liberty, Motown, Muntz.  
Cassette: A&M, Ampex, Capitol, Decca, GRT, Liberty.  
Open reel: A&M, Ampex, GRT, ITCC, Liberty.  
PlayTape: all lines.  
Playback equip.: Borg-Warner.  
Accessories: Le-Bo.

Richmark Sales, 4500 Woodson Rd. Zip: 63134. Tel: 423-9886. Mgr.: Jim White.  
Home office: Pittsburgh, Pa. (see for product distributed).  
Roberts Rec. Dist'g Co., 1815 Locust St. Zip: 63103. Tel: 621-7171. Pres.: Robert L. Hausfater; Sales Mgr.: Norman Hausfater, Norman Wienstroer.  
Cartridge 8-tr.: GRT, ITCC, NAL.  
Playback equip.: Belair.  
Accessories: blank loaded tape (Fidelitone); head cleaners (ITCC); storage cases (Amfile, Le-Bo).

World Wide Rec. Dist., 2020 Delmar Ave. Zip: 63103. Tel: CH 1-0717. Owner: John Pohl; Sales Mgr.: Skip Gorman.  
Cartridge 8-tr.: Dot, Acta, Paramount, Steed.

## MONTANA

### ● BILLINGS (Area Code 406)

Billings Hardware Co., PO Box 2510. Zip: 59103. Tel: 245-3066. Tape Div. Mgr.: Marion Mack-sick; Sales Mgr.: Bill Bresnahan.  
Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.  
Playback equip.: Capitol, Panasonic.  
Interstate Dist'g Co., 457 Daniels St. Zip: 59102. Tel: 245-5141. Owner & Sales Mgr.: James A. Whitson; Tape Div. Mgr.: Jim L. Oblander.  
Cartridge 8-tr.: Mercury, NAL, RCA.  
Cassette: Mercury, NAL.  
Open reel: NAL, RCA.  
Playback equip.: RCA.  
Accessories: Le-Bo, RCA.

### ● GREAT FALLS (Area Code 406)

Music Serv. Co., PO Box 2487, 316 Sixth St. S. Zip: 59401. Tel: 761-2420. Pres.: R.E. Holm; contact: W. Dudley James.  
Cartridge 8-tr.: A&M, Alegre, Ampex, Cadet, Caedmon, Checker, Chess, Dot, Elektra, Fontana, GRT, ITCC, Jay-Jay, Jubilee, Liberty, Mercury, Philips, Reprise, Roulette, Scepter, Smash, Tico, United Artists, Vault, Vee Jay, Wand, Warner Bros.-Seven Arts; sub-distributor for Capitol, Columbia, Decca, Epic, Gordy, Motown, RCA.  
Cartridge 4-tr.: A&M, Ampex, Cadet, Checker, Chess, Dot, Elektra, Fontana, GRT, ITCC, Jay-Jay, Liberty, Mercury, Philips, Reprise, Roulette, Scepter, Smash, Tico, United Artists, Vault, Vee Jay, Wand, Warner Bros.-Seven Arts; sub-distributor for Capitol, Columbia, Decca, Epic, Gordy, Motown.  
Cassette: A&M, Cadet, Caedmon, Checker, Chess, Dot, Elektra, Fontana, Gordy, Jay-Jay, Liberty, Mercury, Motown, Philips, Reprise, Roulette, Scepter, Smash, Tama, Tico, United Artists, Vault, Wand, Warner Bros.-Seven Arts; sub-distributor for Capitol, Columbia, Decca, Epic, Gordy, Motown.  
Open reel: A&M, Ampex, Cadet, Caedmon, Checker, Chess, Dot, Elektra, Fontana, Gordy, Jay-Jay, Liberty, Mercury, Motown, Philips, Reprise, Roulette, Scepter, Smash, Tama, Tico, United Artists, Vault, Wand, Warner Bros.-Seven Arts; sub-distributor for Capitol, Columbia, Decca, Epic, Gordy, Motown, RCA.

### ● HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Owner: Lester Liedle.  
Playback equip.: Sony.  
Accessories: blank loaded tape (RCA, 3M).

## NEBRASKA

### ● OMAHA (Area Code 402)

Davidson's One Stop Phono Recs., 1214 Farnam. Zip: 68102. Tel: 341-4088. Mgr.: Joseph Quartoroli Jr.  
Home office: Kansas City, Mo. (see for product distributed).  
Sides Dist'g Co., 7302 Pacific St. Zip: 68114. Tel: 393-2233. Mgr.: R. Woodard.  
Cartridge 8-tr.: RCA, Camden, Calendar, Chart, Buena Vista, Diamond, GNP Crescendo, Gamble, White Whale.  
Playback equip.: RCA.  
Accessories: RCA.

## NEVADA

### ● RENO (Area Code 702)

Pic-A-Tune Inc., 1522 Matley Ln. Zip: 89502. Tel: 329-0010. Mgr.: Darwin Jones.  
Home office: San Francisco, Calif. (see for product distributed).

## NEW JERSEY

### ● CAMDEN (Area Code 609)

Decca Dist. Corp., 1722 Federal St. Zip: 08105. Tel: 966-7111; Philadelphia, Pa. Tel: (215) WA 2-5659. Mgr.: Bob Specia.  
Cartridge 8-tr.: Decca, Brunswick, Coral, Berlitz, Standard Phono.  
Cartridge 4-tr., cassette & open reel: Decca, Brunswick, Coral.  
Playback equip.: Decca.

### ● FAIRFIELD (Area Code 201)

Chancellor Inc., 8 Spielman Rd. Zip: 07006. Tel: 227-4010; NYC Tel: (212) 245-3800. Pres. & Mktg Dir.: Joel Koenig; VP Sales: Hal Bronstein.  
Cartridge 4-tr., 8-tr. & cassette: all lines.  
PlayTape.



Playback equip.: Lear Jet.  
Accessories: blank loaded tape (Chancellor, Ampex).

● **HACKENSACK (Area Code 201)**

Eastern Automotive & Tape Dists. Inc., 205 Essex St. Zip: 07601. Tel: 342-1636. Pres.: Robert A. Warhol.

Cartridge 8-tr.: Alector, Ansonia, Bible Voice, Double Shot, Fiesta, Humorsonic, ITCC, Laff, Liberty, Modern, Original Sound, Pickwick, United Artists, Word, PlayTape.

Relic Rack Inc., 136 Main St. Zip: 07601. Tel: 342-4848. Tape Mgr.: Bill Olb; Tape Buyer: Carl Ambrosano.

Cartridge 8-tr.: A&M, Ampex, Apple, Brunswick, Capitol, Columbia, Coral, Decca, Dooto, Fantasy/Galaxy, GRT, ITCC, Liberty, Mercury, Motown, NAL, Original Sound, RCA, Tamla, United Artists.

Cassette: Ampex, Brunswick, Capitol, Decca, GRT, Liberty, Mercury, Roulette, United Artists, Vanguard, Veep.

● **HILLSIDE (Area Code 201)**

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 923-7474. Owner: Joseph C. Martin; Tape Div. Mgr.: Edward Gries; Sales Mgr.: Jerry Cohen.

Cartridge 8-tr.: A&M, Capitol, Columbia, Decca, GRT, ITCC, Liberty, Livingston Audio Prods., Motown, Original Sound.

Cassette: A&M, Capitol, Decca, GRT, Liberty, Livingston Audio Prods., Motown, Original Sound.

Open reel: same as 8-tr.

● **LITTLE FERRY (Area Code 201)**

Solifeo Rec. Dist'g Co., PO Box 143. Zip: 07643. Tel: 489-8136. Owner: Anibal Torres.

Home office: New York, N. Y.

Int'l branch: Puerto Rico.

Cartridge 8-tr.: Hopes, MRVA, Professional, Starbright.

● **MIDDLESEX (Area Code 201)**

Rapid Mdsq. Co., 200 Pond Ave. Zip: 08846. Tel: 752-1000. Tape Mgr. & Buyer: Ronald Mills.

Home office: Minneapolis, Minn.

Cartridge 8-tr.: Mercury, RCA.

Cartridge 4-tr. & cassette: Mercury.

● **NETCONG (Area Code 201)**

Merrec Dists., 9 Amendola Dr. Zip: 07857. Tel: 623-4058. Contact: Ron Bernieri.

Cartridge 8-tr.: Mercury, Philips, Fontana, Lime-light, Smash.

Cassette: Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limestone, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.

Playback equip.: Mercury.

● **NEWARK (Area Code 201)**

All-State New Jersey Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Owner & Tape Div. Mgr.: Sherman Koenig; Sales Mgr.: Irwin R. Fink.

Cartridge 4-tr., 8-tr., cassette, PlayTape: all lines.

R. Bab Co., 12 Cutler St. Zip: 07104. Tel: 484-1368. Owner: R. Bab.

Cartridge 4-tr., 8-tr., cassette & open reel: Eurotone, Fiesta, Monitor and all foreign labels available on tape.

Playback equip.: Grundig, Lear-Jet.

Decca Dist Corp. (see listing under Tenafly, N. J.). Essex Rec. Dists. Inc., 10 Fenwick St. Zip: 07114. Tel: 243-7700. Owners: Joe & Irving Cohen;

Tape Div. Mgr.: Henry Zadroga; Sales Mgr.: Harold Ladell.

Cartridge 8-tr.: Ampex, GRT, ITCC, Modern.

Cartridge 4-tr.: Muntz.

Cassette: Ampex, GRT.

Ideal Rec. Prods., 357 Lyons Ave. Zip: 07112. Tel: WA 3-6333; NYC Tel: (212) WH 4-5713. Pres.: Samuel Keenhardt; Tape Mgr.: Lou Caparosa;

Tape Buyer: Jack Kosloff.

Home office: New York, N. Y., Raymar Sales Co.

Cartridge 8-tr.: sub-distributor for ITCC, Motown, Tamla, Gordy.

J & J Corp., 333 Clinton Pl. Zip: 07112. Tel: 926-3700. Owners: Jay & Irwin Jennis; Tape Div. Mgr.: Joe Scratch; Sales Mgr.: Jay Jennis.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, Mercury, Modern Sound, Motown, Original Sound, RCA, United Artists.

Cartridge 4-tr.: Ampex, Columbia, Decca, GRT, ITCC, Liberty, Modern Sound, Muntz, Original sound, United Artists.

Cassette: Ampex, Capitol, Decca, GRT, Liberty, Mercury.

Playback equip.: Blaupunkt, Borg-Warner, Mayfair, Mercury, Panasonic, Tenna.

Accessories: carrying cases (Amberg); tuners (G.W.).

Cartridge 8-tr.: Command, Loma, Project 3, Reprise, Warner Bros.-Seven Arts.

Wendy Dist. Inc., 37 Williams St. Zip: 07102. Tel: 623-5845. Owner & Sales Mgr.: Jerry Winston.

Cartridge 8-tr.: GRT, Elektra, Prestige, Savoy, Vanguard.

● **PARAMUS (Area Code 201)**

Atlas-Rand Corp. (see listing under New York, N.Y.).

● **PENNSAUKEN (Area Code 609)**  
Handleman Co., 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Tape Mgr.: Harold Scovill; Tape Buyer: Frank Rochman.

Home office: Detroit, Mich.

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

L R D C of Pennsylvania Inc., 7025 Colonial Hwy. Zip: 08109. Tel: 662-3101. Contact: Sterling Devers.

Cartridge 4-tr., 8-tr. & cassette: Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.

● **TENAFLY (Area Code 201)**  
Decca Dist. Corp., 95 Engle St. Zip: 07670. Tel: 642-3200. Mgr.: Noah Jenkins.

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

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

Playback equip.: Decca.

● **TRENTON (Area Code 609)**

Associated Tape Serv. Inc., 1721 Olden Ave. Zip: 08638. Tel: 882-1660. Gen. Mgr.: J. L. Rounds.

Cartridge 4-tr & 8-tr.: all lines.

Accessories: all lines.

---

## NEW MEXICO

---

● **ALBUQUERQUE (Area Code 505)**

Western Mdsrs., 2912 Dakota N.E. Zip: 87110. Tel: 255-4050.

Home office: Amarillo, Tex. (see for product distributed).

---

## NEW YORK

---

● **ALBANY (Area Code 518)**

Capitol Recs. Dist'g Corp., 301 S. Allen St. Zip: 12208. Tel: 489-4771.

Cartridge 8-tr., cassette & open reel: Capitol, Angel, Apple, Melodiya/Angel.

Playback equip.: Capitol.

J-S Rec. Dists. Inc., 98 Everett Rd. Zip: 12205. Tel: 489-5446. Mgr.: Ronald Spence; Promo.: Joseph Spence.

Mohawk Dists. (div. of Transcontinental Music Corp.), 100 Watervliet Ave. Zip: 12206. Tel: 438-3571.

Home office: New York, N.Y., Transcontinental Music Corp.

Cartridge 8-tr.: Gordy, Motown, Scepter, Soul, Tamla, Wand.

● **AMSTERDAM (Area Code 518)**

Almor Playtime Co. Inc., Wallins Corner Rd. Zip: 12010. Tel: 842-2500. Owner: A. A. Hyman; Tape Div. & Sales Mgr.: Richard Sukel.

Branches: Syracuse, N.Y., South Burlington, Vt.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Decca, GRT, Jubilee, Mercury, NAL, RCA.

Cassette: Ampex, Capitol, Decca, GRT, Jubilee, Mercury.

Accessories: Recoton, Le-Bo.

● **BUFFALO (Area Code 716)**

Best & Gold Rec. Dist., 1790 Main St. Zip: 14208. Tel: 882-0427. Owners: Len Silver, Steve Brodie; Sales & Tape Mgrs.: Dave Colson, N. Sawyer.

Cartridge 8-tr.: Ampex, Atlantic, Capitol, Columbia, Decca, Dooto, Epic, GRT, ITCC, Jubilee, Kapp, Liberty, Mercury, RCA, Roulette, Scepter.

Cassette: Ampex, Atlantic, Capitol, Decca, Dooto, Epic, GRT, Jubilee, Kapp, Liberty, Mercury, Roulette, Scepter.

Decca Dist. Corp., Shero Rd. & Rt. 2, Hamburg. Zip: 14075. Tel: TL 2-8318. Mgr.: Maury Bloom.

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

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

Playback equip.: Decca.

Jet Electronics (div. of Jet TV Inc.), 773 Niagara Falls Blvd. Zip: 14226. Tel: 835-0070. Owner & Mgr.: Martin M. Lebovits.

Cartridge 8-tr.: Alpha, Ampex, Capitol, Columbia, Decca, Fiesta, GRT, ITCC, RCA.

Cassette: Alpha, Ampex, Capitol, Decca, Fiesta, GRT.

Open reel: Columbia.

Playback equip.: Encore, Lear Jet, Panasonic, Roberts.

Accessories: Lear Jet.

Merrec Dists., Woodview Dr., Colden. Zip 14033. Tel: 853-2447. Contact: Jack Riehl.

Cartridge 8-tr.: Mercury, Philips, Fontana, Lime-light, Smash.

Cassette: Mercury, Philips, Audio Fidelity, Fontana, Hickory, Lime-light, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.

Playback equip.: Mercury.

● **COHOES (Area Code 518)**

Decca Dist. Corp., Vliet & Mohawk Sts. Zip: 12047. Tel: CE 7-9000. Mgr.: Howard McGrath.

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

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

Playback equip.: Decca.

● **FREEMONT, L.I. (Area Code 516)**

Double B Recs. & Tape Corp., 240 E. Merrick Rd. Zip: 11520. Tel: FR 8-2222. Tape Mgr.: Bernard Boorstein; Tape Buyer: Zeke Lenga.

Cartridge 8-tr.: Capitol, Columbia, GRT, ITCC, NAL.

Cartridge 4-tr.: Columbia, GRT, ITCC, Muntz.

Cassette: Capitol, GRT, NAL.

Open reel: GRT.

Accessories: all lines.

Royal Sound Co. Inc., 409 N. Main St. Zip: 11520. Tel: 868-2880. Pres.: Mervin A. Dayan.

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

Accessories: raw tape.

Universal Stereo Studios Ltd., 24 Brooklyn Ave. Zip: 11520. Tel: 868-0491. Tape Mgr. & Buyer: Paul Gorgone.

Cartridge 8-tr.: Ampex, Capitol, Columbia, Fiesta, ITCC, Liberty, Mercury, RCA.

Cartridge 4-tr.: Ampex, Capitol, Columbia, Fiesta, ITCC, Liberty, Mercury.

Cassette: Ampex, Capitol, Fiesta, Liberty, Mercury.

● **GREAT NECK, L.I. (Area Code 516)**  
Variety Audio Prods. Inc., 15 Bond St. Zip: 11021. Tel: 482-0900. Pres.: David Shichman.

Cartridge 8-tr.: Ampex, Capitol, Columbia, GRT, Greentree, RCA.

Cassette: Ampex, Capitol, GRT, Greentree.

Open reel: same as 8-tr.

● **HUNTINGTON, L.I. (Area Code 516)**

Precision Electronics, 30 Stewart Ave. Zip: 11743. Tel: HA 1-5250. Tape Div. Mgr.: M. Patterson.

Cartridge 8-tr.: Ampex, Capitol, Columbia, ITCC, Motown, RCA.

Cassette: Ampex, Capitol.

Playback equip.: Automatic Radio, Borg-Warner, Lear Jet, Motorola.

Accessories: all lines.

● **JERICHO, L.I. (Area Code 516)**

Polka Town Music, 23 Marian Ln. Zip: 11753. Tel: 822-3198. Owner: Teresa Zapolska.

Cartridge 8-tr.: Eurotone, MGM, Starr, Stella.

Cartridge 4-tr.: Stella.

Cassette: Eurotone.

● **LATHAM (Area Code 518)**  
Bee Gee Rec. Mdsrs., Shaker Park. Zip: 12110. Tel: 785-1350. Pres. & Sales Mgr.: Leonard Smith; Tape Div. Mgr.: Paul Biddle.

Cartridge 8-tr.: Ampex, Decca, GRT, ITCC, Liberty, NAL, RCA.

Cassette: Ampex, Decca, GRT, Liberty, NAL.

PlayTape.

Accessories: Amberg, Recoton.

● **MELVILLE, L.I. (Area Code 516)**  
Merco-Melody, 536 Broadhollow Rd. Zip: 11746. Tel: 694-8990. Tape Div. & Sales Mgr.: Morty Kline.

Cartridge 8-tr. & cassette: all lines.

PlayTape.

Accessories: Amberg, Le-Bo, 3M.

● **NEW YORK CITY (Area Code 212)**  
Alpha Dist'g Corp., 20 West End Ave. Zip: 10023. Tel: CI 5-7933. Owner: Harry N. Apostoleris; Tape Div. & Sales Mgr.: Murray Viscoso.

Cartridge 8-tr. & cassette: A&M, GRT, Gordy, Motown, Reprise, Soul, Starday, Tamla, Warner Bros.-Seven Arts.

Open reel: A&M.

American Album & Tape Representatives Inc., 850 Seventh Ave. Zip: 10019. Tel: 247-3188. Owner & Tape Div. Mgr.: David King.

Cartridge 4-tr. & 8-tr.: ITCC.

Atlas-Rand Corp., Keystone Pl., Paramus, N.J. Zip: 07652. NYC Tel: 563-6663; NJ Tel: (201) 262-7500. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better.

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

Cartridge 8-tr.: ABC, A&M, Apple, Atco, Atlantic, BT Puppy, Bang, Bell, Berlitz, Cadet, Calendar, Camden, Capitol, Caytronics, Checker, Chess,

continued on page 50

## DISTRIBUTORS

Continued from page 49

- Colgems, Columbia, Command, Curton, DGG, Date, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Encore, Epic, Fantasy, Fontana, GNP Crescendo, Galaxy, Gamble, Gordy, Hi, Hickory, Impulse, Kama Sutra, Kapp, King, Laurie, Liberty, London, MGM, Mainstream, Mercury, Monument, Motown, New Voice, Ode, Original Sound, Parrot, Paula, Philips, Philly Groove, Plantation, RCA, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Skye, Smash, Soul, Stax, Tamla, Tetragrammaton, Tower, 20th Century-Fox, Uni, United Artists, Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale.
- Cassette:** ABC, A&M, Apple, Atco, Atlantic, BT Puppy, Bang, Bell, Berlitz, Cadet, Capitol, Checker, Chess, Command, Curton, DGG, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Encore, Fantasy, Fontana, GNP Crescendo, Gamble, Galaxy, Gordy, Hi, Hickory, Impulse, Kama Sutra, Kapp, King, Liberty, London, MGM, Mainstream, Mercury, Monument, Motown, New Voice, Original Sound, Parrot, Paula, Philips, Philly Groove, Plantation, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Skye, Smash, Soul, Stax, Tamla, Tetragrammaton, Tower, 20th Century-Fox, Uni, United Artists, Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale.
- Open reel:** ABC, A&M, Acta, Aeolian-Skinner, American Airlines, Ampex, Amy, Angel, Archive, Artia, Astex, Atco, Atlantic, Audio Fidelity, Audio-Spectrum, BT Puppy, Bang, Bell, Berlitz, Bluesway, Bravo, Brunswick, Buddah, Cadet, Caedmon, Camden, Capitol, Calendar, Checker, Chess, Colgems, Coliseum, Colpix, Contemporary, Coral, Crimson, DGG, Decca, Deram, Dot, Dunhill, DynoVoice, Elektra, Encore, Epic, Everest, Fantasy, Fontana, Four Corners of the World, GNP Crescendo, Galaxy, Gamble, Good Time Jazz, Gordy, Hi, Hickory, Immediate, Imperial, Impulse, Jay Jay, Kama Sutra, Kapp, King, Liberty, Limelight, London, MGM, Mainstream, Mercury, Monument, Monitor, Moonglow, Motown, Musicor, New Voice, Nonesuch, Ode, Original Sound, Parliament, Parrot, Philips, Philly Groove, Plantation, Prestige, Project 3, RCA, Ranwood, Reprise, Roulette, SGC, Scepter, Sentry, Shout, Skye, Smash, Solid State, Soul City, Starday, Stax, Steed, Tamla, Tetragrammaton, Tico, Tower, 20th Century-Fox, Uni, United Artists, Vanguard, Vault, Verve, Viva, Volt, Vortex, Wand, Warner Bros.-Seven Arts, White Whale.
- Playback equip.:** Keystone.
- Beta Recs. Dist. Inc., 599 10 Ave. Zip: 10036. Tel: CH 4-3744. Owner: John Halonka; Tape Div. & Sales Mgr.: Ed Kleinbaum.
- Cartridge 8-tr.:** GRT, ITCC.
- Cartridge 4-tr.:** GRT, ITCC, Muntz.
- Cassette:** GRT.
- Playback equip.:** GW Electronics, Muntz, Philco-Ford.
- Bruno-New York Inc., 460 W. 34 St. Zip: 10530. Tel: 564-3062. Gen. Mgr.: Jack Silverman.
- Cartridge 8-tr.:** Ampex, RCA.
- Cassette:** Ampex.
- Open reel:** Ampex, RCA.
- Playback equip.:** RCA.
- Accessories:** carrying cases, head cleaners.
- Capitol Recs. Dist'g Corp., 1290 Ave. of the Americas. Zip: 10019. Tel: PL 7-7470.
- Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.
- Playback equip.:** Capitol.
- Columbia Recs. Sales, 45-20 83 St., Elmhurst, Zip: 11373. Tel: 898-1900. Regional Mgr.: Don Van Gorp; Sales Mgr.: Lou Weinstein; Audio Sales Mgr.: Marvin Paris; Promo. Mgrs.: Frank Campana, Joe Senkiewicz.
- Cartridge 4-tr., 8-tr. & open reel:** Columbia, Epic, Okeh, Date, Ode, Immediate.
- Playback equip.:** Masterwork.
- Decca Dist. Corp., 445 Park Ave. Zip: 10022. Tel: 759-7500. District Mgr.: Ed Hurley; 34-24 56 St., Woodside. Zip: 11377. Tel: 478-6700. Branch Mgr.: Charles Lindroth.
- Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.
- Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.
- Playback equip.:** Decca cartridge 8-tr.
- Empire State Rec. Sales, 10-29 46 Rd., Long Island City. Zip: 11101. Tel: 361-2700. Owners: Bernard Block, Mel Albert; Sales Mgr.: B. Block.
- Cartridge 4-tr. & 8-tr.:** Fantasy, Gross, Hob, ITCC, Jubilee, NAL, Prestige, Scepter, Wand.
- Cassette:** Fantasy, NAL, Prestige, Scepter, Wand.
- Playback equip.:** TelePro.
- Accessories:** blank cassettes; head cleaners; blank loaded tape; AC/DC adaptors; carrying cases.
- Fine-Tone Tapes Unlimited Inc., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. Owner: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein.
- Cartridge 8-tr.:** all lines.
- Cartridge 4-tr.:** Ampex, Muntz.
- Cassette, PlayTape & open reel:** all lines.
- Playback equip.:** Mayfair, Norelco.
- Accessories:** carrying cases, storage units, tape clips, splicers, head cleaners, demagnetizers.
- Kartridge Audio Inc., 823 E. Gun Hill Rd., Bronx. Zip: 10467. Tel: KI 7-9009. Owner: Ken Chesney; Tape Div. Mgr.: Bill Austin; Sales Mgr.: Bob Gelles.
- Cartridge 8-tr.:** Ampex, Capitol, Columbia, Liberty, Motown, RCA, United Artists.
- Cassette:** Ampex, Capitol, Liberty, United Artists.
- Accessories:** carrying cases (Ampak), blank loaded tape.
- L R D C of New York Inc., 8-15 37 Ave., Long Island City. Zip: 11101. Tel: 937-1100. Contact: Vito Samela.
- Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.
- London Recs. Inc., 539 W. 25 St. Zip: 10001. Tel: 675-6060. Sales Mgr.: Herb Goldfarb.
- Branch:** Chicago, Ill.
- Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, Gordy, MGM, Modern, Motown, RCA, Reprise, Tamla, Warner Bros.-Seven Arts.
- Cassette:** Ampex, Capitol, Decca, GRT, Modern.
- Playback equip.:** Borg-Warner, Mercury.
- Accessories:** blank loaded tape (Le-Bo).
- M R J Dist. Inc., 636 10 Ave. Zip: 10036. Tel: 581-4834. Tape Div. Mgr.: Ralph Bana; Sales Mgr.: Mike Hale.
- Cartridge 8-tr.:** Alegre, CBS Latin, Caytronics, Cesta, Cotique, Fania, GRT, Musicor, Tico.
- Malverne Dist. Inc., 35-35 35 St., Long Island City. Zip: 11106. Tel: 392-5700. Owner: Al Hirsch; Sales Mgr.: Joe Grippo.
- Cartridge 8-tr. & cassette:** Ampex.
- Merrec Dist., 32-02 Queens Blvd., Long Island City. Zip: 11101. Tel: 729-6660. Contact: Frank Cama.
- Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.
- Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.
- Playback equip.:** Mercury.
- Metro Rec. Dist., 547 W. 52 St. Zip: 10019. Tel: CO 5-1871. Tape Div. Mgr.: Irv Stimler; Sales Mgr.: Jerry Geller.
- Branches:** Los Angeles, Calif.; Chicago, Ill.
- Cartridge 4-tr., 8-tr., cassette, PlayTape & open reel:** MGM, DGG.
- Playback equip.:** PlayTape.
- Musical Recs. Co., 502 W. 51 St. Zip: 10019. Tel: 581-3235. Mgr.: Conrado Gonzalez.
- Home office:** Miami, Fla., Musical Tapes Inc. (see for product distributed).
- Near East Music Assocs. Inc., 191 Atlantic Ave., Brooklyn. Zip: 11201. Tel: UL 2-3295. Owner: Albert Rashid; Tape Div. & Sales Mgr.: Stan Rashid.
- Cartridge 8-tr. cassette & open reel:** Orient.
- New Deal Rec. Serv. Corp., 46-50 54 Ave., Mespeth. Zip: 11378. Tel: 786-6255. Tape Div. Mgr.: Al Rubenstein.
- Branches:** Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa.; Dallas, Tex.
- Cartridge 8-tr.:** Ampex, Capitol, Columbia, GRT, ITCC, Motown, RCA.
- Cassette:** Ampex, Capitol, GRT, Motown.
- PlayTape.**
- Olympia Rec. Industry Inc., 239 W. 18 St. Zip: 10019. Tel: 989-7200. Tape Div. Mgr.: Ervin Litkei.
- Cartridge 8-tr.:** A&M, Capitol, Columbia, Decca, Liberty, Mercury, Pickwick, RCA, United Artists, Warner Bros.-Seven Arts.
- Cartridge 4-tr.:** A&M, Capitol, Columbia, Decca, Liberty, Mercury, Pickwick, United Artists, Warner Bros.-Seven Arts.
- Cassette:** A&M, Ambassador, Capitol, Decca, Liberty, Mercury, Pickwick, United Artists, Warner Bros.-Seven Arts.
- PlayTape.**
- Playback equip.:** PlayTape.
- Accessories:** Olympia.
- Playette Corp., 585 Ninth Ave. Zip: 10036. Tel: BR 9-5379. Pres. & Tape Div. Mgr.: Sidney A. Evans.
- Cassette:** Barclay, Festival, Vogue.
- Open reel:** GMS.
- Raymar Sales Co., 170-21 Jamaica Ave., Jamaica, Zip: 11432. Tel: OL 8-4012. Tape Mar.: Hal Kaufman; Tape Buyer: Samuel Keenholz.
- Branch:** Newark, N.J., Ideal Rec. Prods.
- Cartridge 8-tr.:** sub-distributor for Gordy, ITCC, Motown, Tamla.
- Record Shack, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Owner: Edward Portnoy; Tape Mgr. & Buyer: Morton Kalb.
- Cartridge 8-tr.:** GRT, ITCC, Modern, NAL; sub-distributor for A&M, Capitol, Columbia, MGM, Original Sound, RCA, United Artists, Verve.
- Cassette:** GRT, Modern; sub-distributor for A&M, Capitol, MGM, Original Sound, United Artists, Verve.
- Solfeo Rec. Dist'g Co., 429 W. 46 St. Zip: 10036. Tel: 265-9662, 246-5740. Owner: Anibal Torres.
- Branch:** Little Ferry, N. J.
- Int'l branch:** Puerto Rico.
- Cartridge 8-tr.:** Hopes, MRVA, Professional, Starbright.
- Transcontinental Music Corp. (div. of Transcontinental Investing Corp.), 201 E. 42 St. Zip: 10017. Tel: 697-8610. Pres.: Howard Weingrow. (exec. office only).
- Branches:** Los Angeles, Calif., Hart Dist. Inc.; San Francisco, Calif., Transcontinental Music Corp.; Denver, Colo., Active Electronics & Tape Cartridge Corp.; Hartford, Conn., Eastern Electronics Sales; Boston, Mass., Transcontinental Dist.; Albany, N.Y., Mohawk Dist.
- World Wide Rec. Dist., 101 W. 55 St., Suite 1-G. Zip: 10019. Tel: 581-2995. Branch Mgr.: Leonard Chapman; Sales Mgr.: Murray Kaplan; Promo.: Don Masters.
- Cartridge 8-tr.:** Dot, Acta, Steed, Paramount.
- **POUGHKEEPSIE (Area Code 914)**
- Toy House of Hudson Valley, Manchester Rd. Zip: 12603. Tel: GR 1-2740. Tape Mgr. & Buyer: Lou J. Kustas.
- Cartridge 8-tr.:** GRT, ITCC.
- **SYRACUSE (Area Code 315)**
- Almor Playtime, Midler Pk. Dr. Zip: 13206. Tel: 463-3351. Tape Sales Mgr.: George Valenti.
- Home office:** Amsterdam, N.Y. (see for product distributed).
- Columbia Recs. Sales, 224 Harrison St., Suite 700. Zip: 13202. Tel: 474-2901. Sales Mgr.: Irv Medway; Audio Sales Mgr.: Al Sferra; Promo. Mgr.: John Perry.
- Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate.
- Playback equip.:** Masterwork.
- Morris Dist'g Co. Inc., 1153 W. Fayette St. Zip: 13201. Tel: 475-6531. Tape Div. Mgr.: Oscar Dachs.
- Cartridge 8-tr.:** Ampex, Decca, RCA.
- Cassette:** Ampex.
- Open reel:** RCA.
- **WESTBURY, L.I. (Area Code 516)**
- All Rec. Dist., Inc., 118 Swalm St. Zip: 11596. Tel: 997-7160; NYC Tel: (212) 657-2055. Owners: Charles Nero, Michael Cono; Tape Div. Mgr.: Thomas Hoffman.
- Cartridge 8-tr.:** GRT, ITCC.
- Cassette:** GRT.
- Accessories:** blank loaded tape (Sound-Tape).
- **WHITE PLAINS (Area Code 914)**
- Fairfield Stereo Corp., 87 Central Ave. Zip: 10606. Tel: 761-7569. Owner & Tape Mgr.: Tony Tsocanos.
- Cartridge 8-tr.:** Fiesta, GRT, ITCC; sub-distributor for Columbia, Decca, Liberty.
- Cartridge 4-tr.:** GRT, ITCC, Muntz; sub-distributor for Columbia, Decca, Liberty.
- Cassette:** GRT; sub-distributor for Decca, Liberty.
- Playback Equip.:** Borg-Warner, Motorola.

## NORTH CAROLINA

### ● CHARLOTTE (Area Code 704)

- Bertos Sales Corp., 2214 W. Morehead St. Zip: 28208. Tel: 375-2517. Owner & Tape Div. Mgr.: Phil Goldberg.
- Cartridge 8-tr.:** Chart, Col-Pix, Columbia, Diamond, Epic, GRT, Gordy, Gross, Heartwarming, Jubilee, Liberty, Modern, Motown, NAL, RCA, Soul, Starday, Tamla, United Artists.
- Open reel:** Epic.
- Bib & Lillian Dist'g Co., 126 W. Morehead St. Zip: 28201. Tel: 372-2032. Pres. & Mgr.: Joe Voynow.
- Cartridge 8-tr.:** Capitol, Columbia, Decca, GRT, ITCC, Liberty, Mercury, NAL, RCA.
- Cartridge 4-tr.:** Muntz.
- Open reel:** Ampex.
- Playback equip.:** Tenna.
- Accessories:** Decca.
- Carol Dist. Co., 124 W. Morehead St. Zip: 28202. Tel: ED 3-9457. Contact: Joseph Voynow.
- Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Kapp, Standard Phono.
- Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.
- Playback equip.:** Decca.
- F & F Arnold Dist'g Co. Inc., PO Box 1126, 2704 Freedom Dr. Zip: 28201. Tel: 399-9741. Pres.: Bert Fleishman; Sales Mgr.: John Towles; Audio Equip. Mgr.: David Duke; Promo Mgr.: Dick Woolley.
- Cartridge 8-tr.:** Ampex, GRT, ITCC, NAL.
- Cassette:** Ampex, GRT, NAL.
- Playback equip.:** Concord, Craig, Mayfair, Panasonic.
- Accessories:** head cleaners (NAL); blank tape, carrying cases.
- Arthur Fulmer Co., 229 W. Morehead St., Zip: 28202. Tel: 375-3726. Mgr.: E. B. Lewis.
- Home office:** Memphis, Tenn. (see for product distributed).
- Handleman Co., 2309 Dunavant St. Zip: 28203. Tel: 372-1845. Tape Mgr.: William Hanson; Tape Buyer: Glenn McCoy.
- Home office:** Detroit, Mich.
- Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.

L R D C of the Carolinas, PO Box 3186, 1409 E. Boulevard, Suite 116A. Zip: 28203. Tel: 334-9454. Mgr.: Jim Epting.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.  
Mangold Dist'g Co., 2212 W. Morehead St. Zip: 28208. Tel: 334-0866. Owner & Tape Div. Mgr.: Herb Weisman; Sales Mgr.: Dub Plyler.  
**Cartridge 8-tr.:** all lines.  
**Cassette:** Ampex.  
**PlayTape.**  
**Playback equip.:** MGM.  
**Accessories:** Amfile, Le-Bo.  
Southern Radio Corp., 1625 W. Morehead St. Zip: 28208. Tel: 376-4461. Pres.: Thomas J. Jamison; Tape Div. Mgr.: H. F. Fesperman.  
**Cartridge 8-tr.:** Columbia, Decca, Mercury, RCA, RCA Camden, World.  
**Cartridge 4-tr. & cassette:** GRT.  
Open reel. GRT, RCA.

#### ● GREENSBORO (Area Code 919)

Southland Musical Mdse. Corp., 826 Winston St. Zip: 27405. Tel: 272-5123. VP: Louis Levy.  
**Playback equip.:** Aiwa, Sony, Symphonic.  
**Accessories:** Recoton, Sony, 3M; various items.

#### ● GREENVILLE (Area Code 919)

Carolina Sales Corp., 101 W. 14 St. Zip: 27834. Tel: 752-3143. Pres.: J. T. Little Sr.; Tape Div. Mgr.: David Taylor; Sales Mgr.: J. T. Little Jr.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Liberty, Mercury, Motown, NAL, RCA, United Artists.  
**Playback equip.:** Lear Jet.

## OHIO

#### ● AKRON (Area Code 216)

Harwick Stereo Ctr., 445 N. Main St. Zip: 44310. Tel: 376-3339. Mgr.: Dave Long.  
**Home office:** Youngstown, Ohio (see for product distributed).

#### ● CINCINNATI (Area Code 513)

A & I Recs. Dist. Co. Inc., 1000 Broadway. Zip: 45202. Tel: 241-7644. Owner: Sam Klayman; Tape Div. & Sales Mgr.: Jim Yates.  
**Cartridge 8-tr.:** Jubilee, Prestige, Reprise, Warner Bros.-Seven Arts.

Capitol Recs. Dist'g Corp., 35 E. Seventh St., Suite 612. Zip: 45202. Tel: 721-5616.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.

Columbia Recs. Sales, Carew Tower, Suite 444-47. Zip: 45202. Tel: 241-4088. Sales Mgr.: Bill Kelly; Audio Sales Mgr.: Norm Finkelstein; Promo Mgr.: Charles B. Moore.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate.

**Playback equip.:** Masterwork.  
Decca Dist. Corp., Daylight Bldg., 659 E. 6th St. Zip: 45202. Tel: PA 1-4210. Mgr.: Jack Brown.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.

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

Ohio Appliances Inc., 7624 Reinhold Dr. Zip: 45237. Tel: 821-6414. Tape Div. & Sales Mgr.: David Wheeler.

**Cartridge 8-tr.:** A&M, Ampex, Columbia, Decca, GRT, Liberty, NAL, RCA, United Artists.  
**Cassette:** Ampex, GRT, Liberty.

**Open reel:** Ampex, Columbia, Decca, GRT, RCA.  
**Playback equip.:** Borg-Warner, RCA.  
**Accessories:** RCA.

Summit Disks, Inc., 617 Central Trust Tower. Zip: 45202. Tel: 241-6361. Promo: Lee Fogel.  
**Home office:** Chicago, Ill. (see for product distributed).

Supreme Dist'g Co., 1000 Broadway. Zip: 45202. Tel: 421-0747. Owner: Sam Klayman; Tape Div. & Sales Mgr.: Al Klayman.

**Cartridge 8-tr. & cassette:** Atco, Atlantic, GRT, Mercury, Philips, Smash.  
**Accessories:** 3M, Tartan.

#### ● CLEVELAND (Area Code 216)

Capitol Recs. Dist'g Corp., 7777 Exchange St. Zip: 44125. Tel: 524-8200.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.

Columbia Recs. Sales, 3510 Chester Ave. Zip: 44114. Tel: 431-6300. Regional Mgr.: (Cleveland, Detroit, Pittsburgh, Cincinnati): Bud Rieland; Sales Mgr.: Gene Settler; Audio Sales Mgr.: Gilbert Yezbak; Promo Mgr.: Steve Popovich, H. Zaremski.

**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate, Epic, Okeh.  
**Playback equip.:** Masterwork.

Decca Dist. Corp., 1721 Superior Ave. E. Zip: 44114. Tel: 621-9970. Mgr.: Bill Green.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.

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

Handelman Co., 13900 Broadway, Garfield Heights. Zip: 44125. Tel: 587-5550. Tape Mgr.: Robert Prenatt; Tape Buyer: Roy Stevens.

**Home office:** Detroit, Mich.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.

Keynote Int'l Music Disks., 1584 E. 31 St. Zip: 44114. Tel: 861-7286. Owner & Tape Div. Mgr.: John R. Gayer.

**Cartridge 8-tr. & cassette:** Delta Int'l.  
Liberty Rec. Dist. Co., 7777 Exchange St., Valley View. Zip: 44125. Tel: 524-4230. Mgrs.: Barney Giles, Bob Wienberg.

**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.

Main Line Recs. Serv., 1260 E. 38 St. Zip: 44114. Tel: 391-1800/9616. Owner: William Shipley; Sales Mgr.: Joe Simone.

**Branch:** Atlanta, Ga.  
**Cartridge 8-tr.:** A&M, Command, Heartwarming, Humoronic, Riot, Verve.  
**Open reel:** A&M.

Merrec Disks., 2800 Euclid Ave. Zip: 44115. Tel: 241-2696. Mgr.: Don Garvey.

**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.

Seaway Disks., 12415 Euclid Ave. Zip: 44106. Tel: 421-8200. Tape Div. Mgr.: Nathan Kulkini; Sales Mgr.: David R. Glew.

**Cartridge 4-tr., 8-tr. & cassette:** Acta, Amy, Atco, Atlantic, BT Puppy, Bell, Boone, Cadet, Checker, Chess, Command, Dot, Duke, Dyno-Voice, ESP, Fantasy, Fiesta, Four Corners of the World, Gross, Hickory, Hob, Jay Jay, Jubilee, Kapp, King, MTA, Mainstream, Mala, New Voice, Original Sound, Peacock, Phil-L.A., of Soul, Philly Groove, Pickwick, Ranwood, SGC, Seppeter, Shout, Sidewalk, Skye, Stax, Steed, Tower, Vault, Viva, Volt, Wand.

Shuler Disks. Inc., 5400 E. 96 St. Zip: 44125. Tel: 475-9700. Pres.: Harry Shuler; Tape Div. Mgr.: Ron Smith; Sales Mgr.: Frank Rainey.

**Cartridge 8-tr.:** ABC, A&M, Ampex, Berlitz, Capitol, Columbia, Decca, Delta International, Dooto, Fiesta, GRT, ITCC, Laff, Liberty, Mercury, Motown, RCA, Savoy, Spar, United Artists.

**Cartridge 4-tr.:** ABC, A&M, Ampex, Columbia, Dooto, GRT, ITCC, Laff, Liberty, Mercury, Motown, Muntz, Savoy, United Artists.

**Cassette:** ABC, A&M, Ampex, Berlitz, Capitol, Delta International, Dooto, GRT, Liberty, Mercury, Savoy, United Artists.

**Playback equip.:** Belair, Lear Jet, Norelco, Panasonic, Toshiba, Voice of Music.

**Accessories:** head cleaners, blank loaded tape, storage cases.

#### ● COLUMBUS (Area Code 614)

Car Stereo of Columbus Inc., 4147 E. Main St. Zip: 43213. Tel: 237-0263. Owners: William Goldberg, Arthur Katz; Tape Div. Mgr.: William Goldberg; Sales Mgr.: Fred Levy.

**Branch:** 1000 Dublin Rd. Zip: 43215. Tel: 488-0763. Tape Sales Mgr.: Harriet Jones.

**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Epic, Fiesta, GRT, Liberty, Mercury, Motown, RCA.

**Cartridge 4-tr.:** Ampex, Columbia, Decca, Dooto, Epic, Fiesta, GRT, Liberty, Mercury, Muntz.  
**Cassette:** Capitol, Decca.

**PlayTape.**  
**Open reel:** Ampex, Capitol, Columbia, Decca, RCA.

**Playback equip.:** Automatic Radio, Borg-Warner, Motorola, Ranger, Viking.  
**Accessories:** all lines.

#### ● YOUNGSTOWN (Area Code 216)

Harwick Stereo Ctr., 1605 Belmont Ave. Zip: 44504. Tel: 744-4311. Pres.: Curtis J. Harwick; Mgr.: Dave Shaner.

**Branch:** Akron, Ohio.  
**Cartridge 8-tr.:** all lines.  
**Cartridge 4-tr.:** Ampex, GRT, Motown.

**Cassette:** Mercury.  
**Playback equip.:** ARC, Automatic Radio, Borg-Warner, Capitol, Lear Jet, Mercury, Motorola, Muntz, Skytone.

**Accessories:** carrying cases.

## OKLAHOMA

#### ● OKLAHOMA CITY (Area Code 405)

B & K Dist'g Co., 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton.  
**Home office:** Dallas, Tex.

**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Imperial.

Communication Electronics Inc., 4007 N. Pennsylvania Ave. Zip: 73112. Tel: JA 8-2525. Pres.: Tommy Hoshall.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, Liberty, Mercury.

**Cartridge 4-tr.:** Ampex, Decca, GRT, Liberty, Muntz.

**Cassette:** Capitol, GRT, Liberty.  
Decca Dist. Corp., 1733 N.W. 63 St. Zip: 73116. Tel: VI 3-3635. Mgr.: Troy Bowen.

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

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

Dulaney's Inc., PO Box 1292. Zip: 73101. Tel: 528-0511. Tape Div. Mgr.: Clyde C. Ball.

**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, ITCC, Mercury Group, RCA, RCA Camden.

**Cartridge 4-tr.:** Ampex, Capitol, Decca, ITCC, Mercury Group.

**Cassette:** Capitol, Decca, Mercury Group.  
**Open reel:** Ampex, Capitol, Greentree, RCA, RCA Camden.

**Playback equip.:** Lear Jet.  
Oklahoma Operating Co., 2040 N.W. 10 St. Zip: 73106. Tel: CE 6-5113. Owner: R. F. J. Williams; Tape Div. Mgr.: L. Mays; Sales Mgr.: James N. Cotton.

**Cartridge 8-tr.:** NAL, RCA.  
**Cartridge 4-tr.:** ITCC, Muntz.  
**Playback equip.:** Automatic Radio, Craig, Elgin, Lear Jet, Muntz.

Western Mdrs. of Oklahoma, 133 N.W. 23 St. Zip: 73103. Tel: 525-3532. Mgr.: Ron Lewis.  
**Home office:** Amarillo, Tex. (see for product distributed).

#### ● TULSA (Area Code 918)

B & L Gospel Music Disks., 5318 S. Madison. Zip: 74105. Tel: RI 3-6541. Owner: Byrl R. Johnson.

**Cartridge 8-tr.:** Heartwarming, Impact, Sing, Skylite.

Greer Dist'g Co., 1018 S. Rockford. Zip: 74104. Tel: LU 2-8819. Sales Mgr.: Gene E. Mitchell.

**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Dooto, Liberty, Mercury, Modern, United Artists.

**Cartridge 4-tr.:** Ampex, Columbia, Decca, Dooto, Liberty, Modern, United Artists.

**Cassette:** Ampex, Capitol, Columbia, Decca, Dooto, Liberty, Mercury, Modern, United Artists.

**Open reel:** Ampex, Capitol, Columbia, Decca.

Oklahoma News Co., 909 W. 23 St. Zip: 74107. Tel: 584-4754. Tape Mgr.: S.E. White; Tape Buyer: John Goodnight.

**Cartridge 8-tr.:** all lines except RCA.  
**Cartridge 4-tr. & cassette:** all lines.  
**PlayTape.**  
**Open reel:** all lines except RCA.

## OREGON

#### ● EUGENE (Area Code 503)

Orwaka Dist'g Co., PO Box 767. Zip: 97401. Tel: 345-6834. Gen. Mgr.: Gary E. Seibert.  
**Branch:** Seattle, Wash.

## PENNSYLVANIA

#### ● CAMP HILL (see listing under Harrisburg)

#### ● CONEMAUGH (Area Code 814)

Page Rec'g Co., 345 Second St. Zip: 15909. Tel: 539-8117/9834. Owner & Tape Mgr.: Al Page.

**Cartridge 4-tr. & 8-tr.:** Concert Tapes, Delta International, Del Valle, Starday, Stereo Tapes.

**Cassette:** Tapemates.  
**Playback equip.:** Roberts.  
**Accessories:** dust covers (Channel Mktg.); carrying cases (Ampak).

#### ● HARRISBURG (Area Code 717)

D & H Dist'g Co., 2525 N. Seventh St. Zip: 17105; (Rec. & Tape Div., 500 Terminal Rd., Camp Hill. Zip: 17011). Tel: 236-8001. Tape Div. & Sales Mgr.: Dave Press.

**Branch:** Cheverly, Md.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty, Mercury, RCA, United Artists.

**Cassette:** Ampex, Capitol, Decca, GRT, Liberty, Mercury, United Artists.

**Open reel:** Ampex, Capitol, Columbia, Decca, RCA, Stereo Tape.

**Playback equip.:** Atlas-Rand, Borg-Warner, Lear Jet, Mercury, RCA.

**Accessories:** Amfile, Le-Bo, Recoton.

● PHILADELPHIA METROPOLITAN AREA (Area Code 215)

A & L Dist'g Inc., S.E. Corner 30 & Thompson St. Zip: 19121. Tel: PO 5-4300. Owner: Albert Melnick; Tape Div. Mgr.: Gordon Gibson; Sales Mgr.: Burton Naidoff.

**Cartridge 8-tr. & cassette:** all lines.  
**Open reel:** Ampex.

*continued on page 52*

## DISTRIBUTORS

Continued from page 51

**Playback equip.:** Cartape, Keystone, Mercury, Norelco, Ross, Standard, Symphonic, Tenna.  
**Accessories:** Amfile, Arrow, Le-Bo.  
Bandstand Rec. Serv. Inc., 1400 E. Somerset St. Zip: 19132. Tel: BA 9-9110. Tape Mgr.: Jerry Rappaport.  
**Cartridge 8-tr.:** Capitol, Columbia, Decca, ITCC, Liberty, NAL, United Artists.  
**Cassette:** Capitol, Decca, ITCC, Liberty, NAL, United Artists.  
Capitol Recs. Dist'g Corp., 7708 City Line Ave. Zip: 19151. Tel: TR 7-4167.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.  
Chips Dist'g Corp., 2750 N. Broad St. Zip: 19132. Tel: BA 6-4600. VP & Gen. Mgr.: Ernest J. Santone.  
**Cartridge 8-tr. & cassette:** NAL.  
Columbia Recs. Sales, 4 Penn Ctr. Plaza, Suite 224. Zip: 19103. Tel: LO 8-4445. Sales Mgr.: Ed Masterson; Audio Sales Mgr.: Dave Russell; Promo. Mgr.: Ted Kellern.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate.  
**Playback equip.:** Masterwork.  
Decca Dist. Corp. (see listing under Camden, N.J.). Philadelphia. Tel: WA 2-5659.  
Handleman Co. (see listing under Pennsauken, N.J.). Hittsville of Pennsylvania, 2750 N. Broad St. Zip: 19132. Tel: BA 6-4600. VP & Gen. Mgr.: Ernest J. Santone.  
**Cartridge 8-tr.:** Gordy, Motown, Soul, Tamla.  
L R D C of Pennsylvania Inc. (see listing under Pennsauken, N.J.).  
Marnel Rec. Dists. Inc., 2512 N. Broad St. Zip: 19132. Tel: BA 6-1222. Mgr.: Marshall Verbit; Tape Mgr.: Marvin Slaveter.  
**Cartridge 8-tr.:** Ampex, Dooto, Ethnic, Tapes, Fiesta, GRT, Humorsonic, Jubilee, Prestige, Starday.  
Merrec Dists., 8040 Roosevelt Blvd. E. Zip: 19152. Tel: 332-6100. Mgr.: Mario Daulario.  
**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.  
Robert Nash Dists. Inc., 2780 Limekiln Pike., Glenside. Zip: 19038. Tel: WA 7-6100. Owner: Robert Nash; Tape Div. Mgr.: Andy Nash; Sales Mgr.: Steve Markoe.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, Mercury, Motown, Original Sound, RCA, United Artists.  
**Cartridge 4-tr.:** Ampex, Columbia, Decca, GRT, Liberty, Motown, Muntz.  
**Cassette:** Ampex, Decca, GRT, Liberty, Mercury, Original Sound.  
**Accessories:** carrying cases, head cleaners, alignment tapes, blank loaded tapes.  
New Deal Rec. Serv. Corp., 2503 N. Broad St. Zip: 19132. Tel: 229-4555. Mgr.: Pete Voss.  
**Home office:** New York, N.Y. (see for product distributed).  
David Rosen Inc., 851/5 N. Broad St. Zip: 19123. Tel: CE 2-2900. Owner: David Rosen; Tape Mgr.: Louis Rosen.  
**Cartridge 8-tr.:** all lines.  
**Playback equip.:** Craig, Norelco.  
**Accessories:** Le-Bo, Recoton.  
Raymond Rosen & Co. Inc. 51 & Parkside Ave. Zip: 19131. Tel: TR 8-2200. Tape Div. Mgr.: Norman Umin; Sales Mgr.: Paul Knowles.  
**Cartridge 8-tr.:** Ampex, RCA.  
**Cartridge 4-tr. & cassette:** Ampex.  
**PlayTape:** MGM.  
**Open reel:** Ampex, RCA.  
**Playback equip.:** Borg-Warner, PlayTape, RCA.  
**Accessories:** carrying cases, head cleaners, testing cartridges.  
Universal Rec. Dist'g Corp., 919 N. Broad St. Zip: 19123. Tel: CE 6-7711, CE 2-3333. Owner: Harold Lipsius; Gen. Mgr.: Len Rakliff; Tape Mgr.: Bob Perloff. Promo. Mgr.: Bill Harper.  
**Cartridge 8-tr.:** A&M, Ampex, Acta, Atco, Dot, Epic, GRT, Paramount Steed, Vanguard.  
**Cartridge 4-tr.:** A&M, Ampex, Epic.  
**Cassette:** A&M, Ampex.  
**Open reel:** A&M.  
**● PITTSBURGH (Area Code 412)**  
Alanna Recs. Inc., 1704 Fifth Ave. Zip: 15219. Tel: 471-2375. Owner: William K. Lawrence.  
**Cartridge 8-tr.:** Cetra, Gramophone.  
**Cassette:** Cetron, Vivid Sound.  
All Brands Inc., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770, 391-3973. Pres.: Herbert S. Cohen; Gen. Mgr.: Nick P. Cenci; Tape Div. Mgr.: Gene Jakiel.  
**Cartridge 8-tr.:** A&M, Ampex, Capitol, Columbia, Coral, Decca, Epic, GRT, Gordy, ITCC, Liberty, Motown, NAL, Plantation, Reprise, Tamla, United Artists, Warner Bros.-Seven Arts.  
**Cassette:** Ampex, Capitol, Decca, GRT.  
**Accessories:** head cleaners (Ampex, Le-Bo, Recoton).

Columbia Recs. Sales, Porter Bldg., Sixth & Grant Sts. Zip: 15219. Tel: 261-2844. Sales Mgr.: Ron Ehrle; Promo. Mgr.: Solly Solomon.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate, Epic, Okeh.  
**Playback equip.:** Masterwork.

Hamburg Bros. Inc., 24 St & AVRR. Zip: 15222. Tel: 471-0808. Sales Mgr.: Morton J. Locker.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Motown RCA, Reprise, Tamla, Warner Bros.-Seven Arts.  
**Cassette:** Ampex, Capitol, Decca, GRT.  
**Open reel:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, RCA.  
**Playback equip.:** RCA.  
**Accessories:** blank loaded tape (all brands).

Handleman Co., 1388 Island Ave., McKees Rocks. Zip: 15212. Tel: 331-6972. Tape Mgr.: Vera Powell; Tape Buyers: Vera Powell, Betty Doyle. **Home office:** Detroit, Mich.  
**Cartridge 4-tr., 8-tr. cassette & open reel:** all lines.

Richmark Sales Co., 1072 Lincoln Hwy. W., Irwin. Zip: 15642. Tel: 863-0372. Owner: Alvin Ackerman; Tape Div. Mgr.: John R. Hoebler.  
**Branch:** St. Louis, Mo.  
**Cartridge 8-tr. & cassette:** all lines.

Jack H. Samuels & Co. Inc., 5117 Baum Blvd. Zip: 15224. Tel: 683-8800. Owner: Jack H. Samuels; Tape Div. Mgr.: Roy Lager; Sales Mgr.: Mike Gisser.

**Cartridge 8-tr.:** Capitol, Carnaby, Columbia, Decca, Dooto, Double Shot, Epic, Fiesta, ITCC, Laff, Liberty, Mercury, Motown, Prestige, RCA, United Artists, Vivid Sound, Word.  
**Cartridge 4-tr.:** Carnaby, Capitol, Columbia, Decca, Dooto, Double Shot, Epic, ITCC, Laff, Liberty, Mercury, Motown Prestige, United Artists.

**Cassette:** Capitol Carnaby, Decca, Dooto, Double Shot, Liberty, Mercury, Motown, Prestige, United Artists, Vivid Sound, Word.

### ● TYRONE (Area Code 814)

Central One Stop Inc., Rd. 4, Rt. 220. Zip: 16686. Tel: 684-3900. Pres.: Don Shaffer; Tape Div. & Sales Mgr.: Richard Heaton.  
**Cartridge 8-tr.:** GRT, NAL.  
**Cartridge 4-tr.:** GRT.  
**Cassette:** GRT, NAL.  
**PlayTape.**  
**Open reel:** GRT.  
**Playback equip.:** Keystone.  
**Accessories:** head cleaners (Central).

## RHODE ISLAND

### ● PROVIDENCE (Area Code 401)

Beacon Rec. Dists. 725 Branch Ave. Zip: 02904. Tel: 351-6700. Pres.: Milton Israeloff; Tape Buyer: Rubin Zeidman.  
**Cartridge 8-tr.:** Ampex, GRT, ITCC, NAL.  
**Cassette:** GRT, NAL.  
**Open reel:** Ampex, Decca, GRT, Mercury.

## SOUTH CAROLINA

### ● COLUMBIA (Area Code 803)

Brown Sales Co., 1423 Ellerbe St. Zip 29204. Tel: 787-3401. Tape Mgr.: H. Grady Brown Jr.; Tape Buyer: Stephen Sturkie.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, GRT, ITCC, NAL, RCA.  
**Cartridge 4-tr.:** ITCC.  
**Cassette:** Capitol.  
**PlayTape.**  
**Playback equip.:** Automatic Radio, Panasonic, PlayTape, Ranger.  
**Accessories:** head cleaners; ITCC, RCA.

## TENNESSEE

### ● CLEVELAND (Area Code 615)

Pathway Press, PO Box 850, 1080 Montgomery. Zip: 37311. Tel: 476-5197. Gen. Sales Mgr.: H. Bernard Dixon.  
**Cartridge 8-tr.:** Sing, Skylite.

### ● KNOXVILLE (Area Code 615)

McClung Appliances, 310 Georgia St. Zip: 37917. Tel: 524-1811. Tape Div. Mgr.: Albert W. Smith.  
**Cartridge 8-tr.:** Ampex, Camden, Decca (C&W only), GRT, Jubilee, Motown, Pickwick International, RCA.  
**Cassette:** GRT.  
**Open reel:** Camden, RCA.  
**Playback equip.:** RCA, Lear Jet.  
**Accessories:** 3M.

### ● MEMPHIS (Area Code 901)

Blackwood Bros. Rec. Shop, 209 N. Lauderdale St. Zip: 38105. Tel: 527-4349. Owner: James Blackwood Sr.; Tape Div. & Sales Mgr.: Doyle Blackwood.

**Branch:** Blackwood House of Music, 3933 Summer Ave. Zip: 38122. Tel: 324-7356. Branch Mgr.: Cecil Blackwood.

**Cartridge 8-tr.:** Capitol, Canaan, Columbia, Decca, Heartwarming, RCA, Sacred, Sing, Skylite, Songs of Faith, Supreme, Word.

**Open reel:** Columbia, RCA, Supreme.

Decca Dist. Corp., 741 Galloway Ave. Zip: 38105. Tel: 527-4539. Mgr.: Graham Hediker.

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

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

**Playback equip.:** Decca.

Arthur Fulmer Co., 260 Monroe Ave. Zip: 38101. Tel: 525-5711. Owner: Arthur Fulmer; Tape Div. Mgr.: Ron Edmondson; Sales Mgr.: Arthur Fulmer Jr.

**Branches:** Miami, Fla.; Indianapolis, Ind.; Louisville, Ky.; St. Louis, Mo.; Charlotte, N.C.; Dallas, Houston, Tex.; Richmond, Va.

**Cartridge 4-tr., 8-tr. & cassette:** all lines.

**Playback equip.:** Arthur Fulmer.

**Accessories:** caddies, head cleaners (Arthur Fulmer).

Hot Line Rec. Dists. Inc., 596 Lane. Zip: 38105. Tel: 527-0756. Tape Div. & Sales Mgr.: Jim Crudgington.

**Cartridge 8-tr.:** Atco, Atlantic, King, Stax.

McDonald Bros. Co. Inc., 994 S. Bellevue. Zip: 38102. Tel: 948-2771. Owner: J. W. McDonald; Sales Mgr.: Charles F. Smith.

**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, RCA, Word.

**Open reel:** RCA.

**Playback equip.:** Borg-Warner.

**Accessories:** Le-Bo, RCA, Rubbermaid.

Record Sales Corp., 311 Exchange Ave. Zip: 38103. Tel: 526-7361. Tape Div. Mgr.: Bill Biggs.

**Cartridge 8-tr.:** ABC, Double Shot, Dunhill, Impulse, Kent, Liberty, Monument, Reprise, Scepter, United Artists, Wand, Warner Bros.-Seven Arts.

**Cartridge 4-tr.:** ABC, Double Shot, Kent, Liberty, Monument, Reprise, Scepter, United Artists, Warner Bros.-Seven Arts.

**Cassette:** ABC, Double Shot, Dunhill, Impulse, Kent, Liberty, Monument, Reprise, Scepter, United Artists, Wand, Warner Bros.-Seven Arts.

**Open reel:** RCA.

**Playback equip.:** Borg-Warner.

**Accessories:** Le-Bo, RCA, Rubbermaid.

Stereo Dists.-Memphis Tapes, 1481 Airways Blvd. Zip: 38114. Tel: 323-3449. Owner: Bill Crosno; Tape Buyer: Pat Hitt.

**Cartridge 8-tr.:** all lines.

**Playback equip.:** Lear Jet.

### ● NASHVILLE (Area Code 615)

Music City Rec. Dists., Inc., 127 Lafayette St. Zip: 37202. Tel: 255-7315. Owner & Sales Mgr.: Hutch Carlock; Tape Div. Mgr.: Ted Adams.

**Cartridge 8-tr.:** Ampex, GRT, Mercury.

**Cassette:** Mercury.

Southern Rec. Dists., Inc., 467 Chestnut St. Zip: 37203. Tel: 254-1991. Tape Div. Mgr.: Dean Hunter; Sales Mgr.: Howard Allison.

**Cartridge 4-tr. & 8-tr.:** A&M, Gordy, ITCC, Motown, Soul, Tamla.

**Cassette:** ABC, A&M, Atlantic, Gordy, Liberty, Motown, Reprise, Soul, Stax, Tamla, Volt, Warner Bros.-Seven Arts.

**PlayTape:** MGM.

**Open reel:** A&M.

**Accessories:** cleaners, carrying cases, dust clips.

## TEXAS

### ● AMARILLO (Area Code 806)

Western Mdsrs. Inc., 1601 W. Third Ave. Zip: 79105. Tel: 376-6251. Owners: Sam Marmaduke, Dick Williamson.

**Branches:** Albuquerque, N. M.; Oklahoma City, Okla.; Houston, Lubbock, Midland, San Angelo, Wichita Falls, Tex.

**Cartridge 8-tr.:** Ampex, Berlitz, Capitol, Columbia, Decca, El Zarape, GRT, ITCC, Key Loc, Liberty, Mercury, Norteno, Orfeon, RCA, United Artists, Vivid Sound.

**Cartridge 4-tr.:** Ampex, Capitol, Columbia, Decca, El Zarape, GRT, ITCC, Key Loc, Liberty, Muntz, Norteno, Orfeon.

**Cassette:** Ampex, Capitol, Decca, GRT, Liberty, Mercury.

**Open reel:** Capitol, Columbia, RCA.

**Playback equip.:** Craig, Lear Jet, Tenna.

**Accessories:** blank tape, head cleaners, carrying cases, cleaner kits (Le-Bo, Recoton).

### ● ARLINGTON (Area Code 817)

Advanced Stereo Systems, Inc., 725 Great Southwest Pkwy. Zip: 76010. Tel: 261-3111. Owner: George M. Slaughter III; Tape Div. Mgr.: Alan H. Hawkins; Sales Mgr.: Mark Matney.

**PlayTape:** MGM.

**Playback equip.:** PlayTape, Lear Jet, Tenna, G.W., Scene.

**Accessories:** Channel Mktg., Le-Bo, Aviso.

## • DALLAS (Area Code 214)

Adleta Co., 1914 Cedar Springs. Zip: 75201. Tel: 741-3151. Owner: C. A. Adleta; Tape Div. Mgr.: David Eisenlohr; Sales Mgr.: J. E. Turley.  
**Cartridge 8-tr. & open reel:** RCA.  
Allied Rec'd Sound of Dallas Inc., 2273 Vantage St. Zip: 75207. Tel: ME 1-0885. Tape Sales Mgr.: Alan H. Goldfield.  
**Home office:** Houston, Tex., Allied Rec'd Sound Inc. (see for product distributed).  
Atlas-Rand Corp., 7900 Sovereign Row. Zip: 75247. Tel: ME 7-2760. VP Sales: Al Gittleman.  
**Home office:** see New York, N. Y. (see for product distributed).  
B & K Dist'g Co., 1411 Round Table Dr. Zip: 75247. Tel: ME 7-1920. Tape Div. Mgr.: Bill Burton; Sales Mgr.: Tom Sims.  
**Branch:** Oklahoma City, Okla.  
**Cartridge 8-tr.:** Ampex, GRT, ITCC, LTA.  
**Cartridge 4-tr.:** Ampex, GRT, ITCC, LTA, Muntz.  
**Cassette:** Ampex, GRT.  
**Open reel:** Ampex, Greentree.  
**Playback equip.:** Borg-Warner, Craig, Gibbs, Muntz, Orrtronic.  
**Accessories:** cases (Amphile, Le-Bo).  
Big State Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100. Tape Div. Mgr.: Bill Emerson; Sales Mgr.: Wright Bordelon.  
**Cartridge 8-tr.:** A&M, Atco, Atlantic, Bell, B.T. Puppy, Deram, Dooto, Double Shot, Fantasy, Galaxy, Gamble, Gordy, Gross, Hi, Hob, Humorsonic, Jubilee, Laff, Liberty, London, MF, Mainstream, Modern, Monument, Motown, Musicor, New Voice, Parrot, Paula, Phil-L.A. of Soul, Philly Groove, Plantation, Press, Roulette, Scepter, Soul, Starday, Tamla, Vanguard, White Whale, Wand.  
**Cartridge 4-tr.:** A&M, Atco, Atlantic, Bell, B.T. Puppy, Deram, Dooto, Double Shot, Fantasy, Galaxy, Gordy, Hi, Liberty, London, Mainstream, Modern, Monument, Motown, Musicor, New Voice, Parrot, Paula, Phil-L.A. of Soul, Philly Groove, Plantation, Press, Scepter, Soul, Starday, Tamla, Vanguard, Wand, White Whale, Parrot.  
**Open reel:** A&M.  
**Accessories:** head cleaners, carrying cases.  
Capitol Recs. Dist'g Corp., 6730 Oakbrook Blvd. Zip: 75235. Tel: 637-0710.  
**Cartridge 8-tr., cassette & open reel:** Angel, Apple, Capitol, Melodiya/Angel.  
**Playback equip.:** Capitol.  
Columbia Recs. Sales, 8808 Empress Row. Zip: 75247. Tel: ME 1-5680. Sales Mgr.: Tom Cade; Promo, Mgrs.: Peter Vescovo, Hans Hirshfield; Audio Sales Mgr.: Joseph Konas; Regional Mgr. (Dallas, New Orleans, St. Louis): Norm Ziegler.  
**Cartridge 4-tr., 8-tr. & open reel:** Columbia, Date, Ode, Immediate, Epic, Okeh.  
**Playback equip.:** Masterwork.  
Decca Dist. Corp., 139 Cole St. Zip: 75207. Tel: RI 2-3739. Mgr.: C. W. Doherty.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.  
Arthur Fulmer Co., 2516 Hickory St. Zip: 75226. Tel: 748-5189. Gen. Mgr.: Joe Finan.  
**Home office:** Memphis, Tenn. (see for product distributed).  
Handleman Co., 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Tape Mgr.: George Braun; Tape Buyer: Ollie Johnson.  
**Home office:** Detroit, Mich.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.  
Merrec Dist's., 2730 Stemmons Freeway. Zip: 75207. Tel: 631-3531. Contact: Jack Bernstein.  
**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.  
New Deal Rec. Serv. Corp., 1409 Round Table Dr. Zip: 75247. Tel: 637-4580. Mgr.: Arnold Kaplan.  
**Home office:** New York, N.Y. (see for product distributed).  
World Wide Rec. Dist's., 1347 Chemical St. Zip: 75207. Tel: ME 1-0630. Mgr.: David Gibson; Promo: David Smith.  
**Cartridge 8-tr.:** Acta, Dot, Paramount, Steed.

## • EL PASO (Area Code 915)

M. B. Krupp Dist's. Inc., 311 S. Santa Fe St. Zip: 79901. Tel: 532-4961. Owner: M. B. Krupp; Mgr.: Ruben Irizarry.  
**Cartridge 8-tr.:** A&M, ARV, Capitol, Columbia, Falcon, Key Loc, Musart, Orfeon, RCA.  
**Cartridge 4-tr.:** Key Loc, Musart, Orfeon.  
Sunland Supply Co. Inc., 2227 Texas Ave. Zip: 79901. Tel: 533-5901. Pres.: William M. Shapiro; Tape Div. Mgr.: Gilbert Venegas.  
**Cartridge 8-tr.:** Ampex, Columbia, Decca, GRT, Liberty, Mercury, Modern, RCA.  
**Cartridge 4-tr.:** Ampex, Columbia, Decca, GRT, Liberty, Mercury, Modern, Muntz, RCA.  
**Cassette:** DGG, Decca, GRT, MGM, Mercury.  
**Open reel:** Ampex, GRT, Stereo Tape.  
**PlayTape:** MGM.

**Playback equip.:** Monarch, Tenna, Lloyds, Metro, DYN.

## • HOUSTON (Area Code 713)

Allied Rec'd Sound Inc., 2704 Polk. Zip: 77003. Tel: CA 7-2316. Owner & Tape Div. Mgr.: Ben Baker; Sales Mgr.: John Gonzalez.  
**Branch:** Dallas, Tex., Allied Rec'd Sound of Dallas Inc.  
**Cartridge 4-tr. & 8-tr.:** all lines.  
**Cassette:** Capitol, Decca, GRT, Liberty, Mercury, Tape-Mates.  
**Open reel:** Ampex, GRT, Tape-Mates.  
**Playback equip.:** Auto-Sonic, Capitol, Craig, SJB, Tenna, Bel Air, Keystone, Mecca.  
**Accessories:** carrying cases (Ampak), cleaning kits (Duotone), empty 4-tr. & 8-tr. cartridges, loaded blank cartridges, blast-off, dust clips, test cartridges, cleaning cartridges.  
Capitol Recs. Dist'g Corp., 6400 Westpark Dr., Suite 265. Zip: 77027. Tel: 782-7922.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.  
H. W. Daily Inc., 314 E. 11. Zip: 77001. Tel: 861-8108. Owners: Bud & Don Daily; Tape Div. Mgr.: Don Daily; Sales Mgr.: Bud Daily.  
**Cartridge 8-tr.:** Ampex, GRT, ITCC, NAL.  
**Cartridge 4-tr.:** Ampex, GRT, ITCC.  
**Cassette:** Ampex, GRT, NAL.  
Arthur Fulmer Co., 1109 Chenevert St. Zip: 77003. Tel: CA 7-5146. Gen. Mgr.: Joe Savarese.  
**Home office:** Memphis, Tenn. (see for product distributed).  
Gulf Dist'g Co., 2610 Bissonnet. Zip: 77005. Tel: JA 8-2011. Owner & Sales Mgr.: Donald E. Alford; Tape Div. Mgr.: Eaton Leland.  
**Cassette:** Mercury.  
**Playback equip.:** Automatic Radio, Bowman, Mercury.  
**Accessories:** caddies, blank cartridges (Dictation Prods.).  
Art Jones & Co. Inc., PO Box 27. Zip: 77001. Tel: 748-6000. Owner: Art Jones; Tape Div. & Sales Mgr.: W. L. Whitehead.  
**Cartridge 8-tr.:** RCA, Camden, Calendar, Chart, Colgems, Buena Vista, GNP Crescendo, Diamond, Gamble, White Whale.  
**Open reel:** RCA, Camden, Calendar, Colgems.  
Liberty Rec. Dist'g Co., 2701 Louisiana, Suite 203. Zip: 77006. Tel: 528-2919. Contacts: Murray Habbaz, Gene Amonette, R. Sanchez.  
**Cartridge 4-tr., 8-tr. & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific.  
Record Dist'g Co., 901 Commerce. Zip: 77002. Tel: CA 7-4221. Owner: Larry M. Rosmarin; Tape Div. Mgr.: Reagan Calhoun.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, RCA.  
**Cartridge 4-tr.:** Ampex, Columbia, Decca, GRT, ITCC.  
**Accessories:** Recoton.  
Southwest Rec. Dist's. Inc., 3806 Irvington Blvd. Zip: 77009. Tel: CA 2-6785. Owner: C. F. Lee.  
**Cartridge 4-tr. & 8-tr.:** Teardrop.  
United Rec. Dist'g & One Stop, 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Owner: Steve Poncio; Mgr.: J. D. Copley.  
**Cartridge 8-tr.:** A&M, Cadet, Checker, Chess, GRT, Monument, Scepter, Wand.  
**Cartridge 4-tr.:** A&M, GRT.  
**Cassette:** same as 8-tr.  
**Open reel:** A&M.  
**Playback equip.:** Borg-Warner.  
**Accessories:** head cleaners, carrying cases (Capitol, RCA, TelePro).  
Western Mdsrs. of Houston, 4625 Fannin St. Zip: 77004. Tel: 529-3779. Mgr.: Jerry Joseph.  
**Home office:** Amarillo, Tex. (see for product distributed).

## • LUBBOCK (Area Code 806)

Recordland USA Inc., 3819 Ave. "A." Zip: 79408. Tel: 747-4444. Owner: Allen Rosen; Tape Mgr.: Bob Iseral; Tape Buyer: J. A. Killebrew.  
**Cartridge 8-tr.:** all lines except Ampex; sub-distributor for Capitol, Columbia, Decca, RCA.  
**Cartridge 4-tr. & cassette:** all lines except Ampex.

Western Mdsrs., 4610 45 St. E. Zip: 77018. Tel: SW 9-1921.  
**Home office:** Amarillo, Tex. (see for product distributed).

## • MIDLAND (Area Code 915)

Western Mdsrs., 3316 Delano St. Zip: 79707. Tel: OX 4-2958.  
**Home office:** Amarillo, Tex. (see for product distributed).

## • SAN ANGELO (Area Code 915)

Western Mdsrs., 2223 Stanton St. Zip: 76901. Tel: 949-0230.  
**Home office:** Amarillo, Tex. (see for product distributed).

## • SAN ANTONIO (Area Code 512)

Consolidated Rec. Sales Corp., 1390 N. Colorado St. Zip: 78207. Tel: 732-8831/5841. Tape Div. Mgr.: Charles M. Cole; Sales Mgr.: Quitman Henley.

**Cartridge 4-tr. & 8-tr.:** ARV, Bego, Bernal, CBS, Capri, Cometa, DLV, Del Valle, Disco Grande, El Pato, El Zarape, Falcon, impacto, Key Loc, Musart, Norteno, Nuevo, Sun glow, Teardrop, Tomi.  
**Accessories:** Orrtronic.

Musical Recs. Co., 8339 San Pedro Ave. Airport Ind'l Park, Bldg. 5. Zip: 78216. Tel: 342-2621. Mgr.: Carlos Balido.  
**Home office:** Miami, Fla., Musical Tapes Inc. (see for product distributed).

Rangel Music Co. Inc., 809 Fredericksburg Rd. Zip: 78201. Tel: PE 5-3601. Tape Div. & Sales Mgr.: Manuel E. Rangel.  
**Cartridge 8-tr.:** CBS, Columbia, Corona, Del Valle, Discuba, El Zarape, Falcon, Ideal, Key Loc, Mex-Melody, Musart, Norteno, Orfeon, RMC, Sombroero.  
**Cartridge 4-tr.:** CBS, Columbia, Corona, Discuba, Falcon, Key Loc, Musart, Zarape.

## • SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston. Zip: 78586. Tel: EX 9-1471. Owner: Paco Befan-court; Tape Div. & Sales Mgr.: John F. Phillips.  
**Cartridge 4-tr. & 8-tr.:** Chico, Columbia, Del Valle, El Zarape, Falcon, Ideal, Key Loc, Musart, Norteno, Sombroero.  
**Playback equip.:** RCA, Voice of Music.  
**Accessories:** tape, reels (3M).

## • WICHITA FALLS (Area Code 817)

Western Mdsrs., 1522 Glendale Dr. Zip: 76203. Tel: 767-5234.  
**Home office:** Amarillo, Tex. (see for product distributed).

# UTAH

## • SALT LAKE CITY (Area Code 801)

Billinis Dist'g Co., 3575 South 700 West. Tel: 266-3540. Pres.: John Billinis.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.  
**Playback equip.:** Bellaire.  
**Accessories:** all lines.

Cordova's Importers & Dist's., PO Box 16065, 543 West Third North. Zip: 84116. Tel: 355-0642. Owner & Mgr.: Carl C. Cordova.  
**Cartridge 4-tr. & 8-tr.:** Bego, Cisne, Columbia Mexican, Del Valle, El Zarape, Falcon, Ideal, Key Loc, Musart, Norteno, Orfeon, S&R.  
**Cassette:** Del Valle, Musart.

Huish Dist'g Co., 2525 South Eighth West. Zip: 84115. Tel: 486-7611. Owner: Paul W. Huish; Tape Div. & Sales Mgr.: Ross J. Davis.  
**Cartridge 8-tr.:** Ampex, Camden, Capitol, Columbia, GRT, RCA.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, GRT, Muntz.  
**Cassette:** Ampex, Capitol, GRT.  
**Open reel:** Ampex, Camden, Capitol, Columbia, RCA.  
**Playback equip.:** Borg-Warner, RCA.

# VERMONT

## • SOUTH BURLINGTON (Area Code 802)

Almor Playtime Whsle. Dist'g Co., Dorset St. Zip: 05401. Tel: 864-4087. Tape Sales Mgr.: Ray Baron.  
**Home office:** Amsterdam, N.Y. (see for product distributed).

# VIRGINIA

## • McLEAN (Area Code 703)

Dance Recs., 1438 Springvale Ave. Zip: 22101. Tel: 356-4602. Owners: Dick & Sheila Mason.  
**Cartridge 8-tr.:** Pye.  
**Cassette:** Philips, Pye.  
**Open reel:** Roper.

## • RICHMOND (Area Code 703)

Arthur Fulmer Co., 2911 W. Moore St. Zip: 23230. Tel: 355-7933. Gen. Mgr.: Stuart Dillenger.  
**Home office:** Memphis, Tenn. (see for product distributed).  
Meridian Electronics Inc., 1001 W. Broad St. Zip: 23220. Tel: 355-6521. Pres.: A.J. Dere.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, GRT, RCA.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, GRT.  
**Cassette:** Ampex, Capitol, GRT.

*continued on page 54*

## DISTRIBUTORS

Continued from page 53

Mollen Bros. Radio Sales & Serv., 2727 W. Broad St. Zip: 23220. Tel: 353-4477.  
**Cartridge 8-tr.:** all lines.  
**Cassette:** Capitol, GRT.  
**Open reel:** Capitol, Columbia, RCA.  
**Playback equip.:** Lear Jet.  
**Accessories:** head cleaners (ITCC), carrying cases (Rubbermaid), Kustom-fit (Capitol).

## WASHINGTON

### • SEATTLE (Area Code 206)

Capitol Recs. Dist'g Corp., 115 N. 85 St., Suite 230. Zip: 98103. Tel: SU 4-3066.  
**Cartridge 8-tr., cassette & open reel:** Capitol, Apple, Angel, Melodiya/Angel.  
**Playback equip.:** Capitol.  
 Consolidated Rec. Dists. Inc., 1000 First Ave. S. Zip: 98134. Tel: 682-7188. Tape Div. Mgr.: Chuck Blacksmith; Tape Sales Mgr.: Jerry Costello; Gen. Sales Mgr.: Stan Jaffe. Branch: Los Angeles, Calif.  
**Cartridge 8-tr.:** A&M, Ampex, Capitol, Columbia, Epic, GRT, ITCC, Liberty, Mercury, Original Sound, RCA, Reprise, Scepter, United Artists, Wand, Warner Bros.-Seven Arts.  
**Cartridge 4-tr.:** A&M, Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, Muntz, United Artists.  
**Cassette:** A&M, Ampex, Capitol, DGG, GRT, Liberty, Reprise, United Artists, Warner Bros.-Seven Arts.  
**Open reel:** A&M, Ampex, Capitol, Columbia, Epic, Decca, GRT, Greentree, RCA.  
**PlayTape.**  
**Playback equip.:** Audio Stereo, Belaire, Borg-Warner, GW, PlayTape.  
**Accessories:** Le-Bo.  
 Craig Corp., 540 S. Front St. Zip: 98108. Tel: RO 3-2450. Mgr.: Lauren C. Davies; Tape Sales Mgr.: David Davies.

**Home office:** Los Angeles, Calif. (see for product distributed).  
 Decca Dist. Corp., 3131 Western Ave. Zip: 98121. Tel: AT 4-8060. Mgr.: Bob Bianchi.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.

Fidelity Northwest Inc., 5301 Shilshole N.W. Zip: 98107. Tel: 784-9100. VP Sales: W.J. Tolles.  
**Cartridge 8-tr.:** Ampex, ITCC, Mercury, RCA.  
**Open reel:** Camden, RCA.

Huffine Dist. Co., 3131 Western Ave. Zip: 98121. Tel: AT 4-8633. Owner: A. Huffine.  
**Cartridge 8-tr.:** Gordy, Monitor, Motown, Soul, Tamla.

Major Dists., 620 N.W. Bright St. Zip: 98107. Tel: 789-1600. Tape Mgr.: E.W. Moore; Tape Buyer: Guy N. Stewart.  
**Cartridge 4-tr. & 8-tr.:** Ampex, GRT, ITCC, Imperial, Liberty, United Artists.  
**Cassette:** GRT, Imperial, Liberty, United Artists.  
**Open reel:** GRT.

Orwaka, Box 107, Seattle Hgts. Zip: 98063. Tel: EM 3-6168.  
**Home office:** Eugene, Ore.

Tape-Tronics, 301 Nickerson. Zip: 98109. Tel: AT 4-4020. Tape Div. & Sales Mgr.: Douglas V. Franz.  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, ITCC, Liberty, RCA.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, Decca, ITCC, Liberty, Muntz.  
**Cassette:** Ampex.  
**Playback equip.:** Audio Stereo, Automatic Radio, Decca.  
**Accessories:** tuners (Automatic Radio, G.W. Electronics), caddies (Le-Bo, RCA); Audio Stereo products.

## WISCONSIN

### • MADISON (Area Code 608)

Rapid Sales Co. Inc., 1019 Jonathon Dr. Zip: 53713. Tel: 257-3088. Owner: Rolf V. Voegel; Tape Div. Mgr.: Donald E. Smith; Sales Mgr.: Roger A. McDowell.  
**Cartridge 8-tr. & cassette:** A&M, Elektra, Epic,

GRT, ITCC, Imperial, Liberty, Mercury, Philips, Ranwood, Reprise, Smash, United Artists, Warner Bros.-Seven Arts, White Whale.  
**Playback equip.:** Tenna.

### • MILWAUKEE (Area Code 414)

Decca Dist. Corp., 325 E. Chicago St. Zip: 53202. Tel: 272-1086. Mgr.: Bob Blie.  
**Cartridge 8-tr.:** Decca, Coral, Brunswick, Berlitz, Standard Phono.  
**Cartridge 4-tr., cassette & open reel:** Decca, Coral, Brunswick.  
**Playback equip.:** Decca.

Merrec Dists., 4558 N. 27 St. Zip: 53209. Tel: 444-2730. Contact: Bob Kratky.  
**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** Mercury, Philips, Audio Fidelity, Fontana, Hickory, Limelight, Roulette, Smash, TRX, Tico, United Artists, Vanguard, Veep.  
**Playback equip.:** Mercury.

Morley Murphy Co., 5151 W. State St. Zip: 53208. Tel: 453-7200. Sales Mgr.: Gordon Krahn.  
**Cartridge 4-tr. & 8-tr.:** Columbia, Date, Immediate, Ode.  
**Playback equip.:** Craig, Masterwork.  
**Accessories:** Blank loaded tape, carrying cases.

Taylor Electric Co., 4080 N. Port Washington. Zip: 53212. Tel: 964-4321. Owner: J. A. Taylor; Rec. & Tape Dept. Mgr.: Peter D. Stocke; Tape Sales Mgr.: Don Bergmann.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** all lines.  
**Playback equip.:** Borg-Warner, Lear Jet, Norelco, RCA.  
**Accessories:** Carrying cases (AVSCO, Amfile, Crest, Le-Bo, RCA); Le-Bo accessories.

### • WAUSAU (Area Code 715)

B M I Music Dists. (div. of Wausau Musical Isle Ltd.), 229 Third St. Zip: 54401. Tel: 842-3995. Pres.: Robert Peyovich.  
**Cartridge 8-tr.:** GRT, ITCC, NAL; sub-distributor for A&M, Capitol, Columbia, Decca, Liberty, RCA.  
**Cartridge 4-tr.:** GRT, ITCC, Muntz.  
**Playback equip.:** Craig, Muntz.  
**Accessories:** Audiotex, Le-Bo.

# ONLY FINE TONE HAS THE COMPLETE PICTURE

ALL TYPES OF IN STORE TAPE DISPLAYS

TAPE IS OUR MIDDLE NAME

Every Label and All Types of Tapes.  
 Cartridges—8 & 4 Track, Cassettes  
 Open Reel & Playtapes

**AMPEX**  
 A&M-DGG London-Mercury  
 M.G.M.-U.A. Verve Etc.

**CAPITOL & ANGEL**

**LIBERTY**  
 STEREO TAPES

**ITCC**

**RCA & CAMDEN**

PICTURE YOURSELF HERE



YOU WILL BE IN GOOD COMPANY

**COLUMBIA**  
 Reel To Reel &  
 4 & 8 Cartridges

**MUNTZ STEREO-PAK INC.**

**G.R.T.**  
 ABC-Atlantic-Command  
 DunHill-Impulse Chess  
 Cadet-Dot-Etc.

**MOTOWN**

**DECCA**

100% Exchange Privilege. Now servicing Record, Camera & Automotive Dealers in Northeastern U. S. with Direct Salesmen. Pre-Priced Ticketing for easy receiving & selling.

Tape-cases — Fiberboard — Wood — Leatherette & Plastic  
 Tape Accessories — Splicers — Head Cleaners, etc.



**FINE-TONE TAPES UNLIMITED, INC.**  
 24 COBEK COURT, BROOKLYN, N.Y. 11223  
 TELEPHONE (212) 336-6662



When your Capitol rep. tells you he has  
 everything you need in tape  
 ... he's just handing you our line.



# ONE-STOPS

## ALABAMA

● **BIRMINGHAM (Area Code 205)**  
Alabama Auto Parts Corp., 508-14 S. 18 St. Zip: 35233. Tel: 322-7601. Tape Mgr.: Howard Edge. Music Center One Stop Dist., 416 N. 19 St. Zip: 35203. Tel: 251-8252. Tape Mgr. & Buyer: Virgil Lugar.  
Victory Rec. Serv., 1608 First Ave. N. Zip: 35204. Tel: 324-9505. Owner & Mgr.: Morris S. Corona.

● **MOBILE (Area Code 205)**  
Music City Rec. Serv. Inc., 4008 Dauphin Island Pkwy. Zip: 36605. Tel: 471-2437. Pres.: John W. Beck; Tape Mgr. & Buyer: R. Booth.

## ARIZONA

● **PHOENIX (Area Code 602)**  
A R C Inc., 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Tape Buyer: Margo Grover.  
Arizona Western Supply, 2950 N. 30 Ave. Zip: 85017. Tel: 272-1383. Tape Mgr.: John Youmans; Tape Buyer: Pete Simon.  
Associated Dist., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584. Tape Buyer: Angela C. Singer.

## ARKANSAS

● **LITTLE ROCK (Area Code 501)**  
Bill Fisher's Auto Air Conditioning Inc., 901 Broadway. Zip: 72201. Tel: FR 4-8665. Pres.: William S. Fisher Jr.

## CALIFORNIA

● **CAMPBELL (Area Code 408)**  
Curto's Auto Stereo, 2228 S. Bascom Ave. Zip: 95008. Tel: 271-1476. Owner: Gary Curto; Tape Buyer: Donna Curto.

● **DANVILLE (Area Code 415)**  
M & M Recs., 295 N. Hartz. Zip: 94526. Tel: 837-6922. Gen. Mgr.: G. C. George.

## LOS ANGELES METROPOLITAN AREA (Area Code 213)

Atlas-Rand Corp., 1011 Chestnut St., Burbank. Zip: 91502. Tel: 845-2401. VP: Phil Klaffer.  
Home office: see New York, N.Y.  
Auto-Music Inc., 2622 S. La Cienega Blvd. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman.  
California Music Co., 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Mgr.: Buddy Robinson; Tape Buyer: Nash Lazalde.  
Consolidated Rec. Dist. of Los Angeles, 3334 La Cienega Pl. Zip: 90016. Tel: 870-8711. Gen. Mgr.: Norm Larson; Tape Buyer: Richard Wegner.  
Home office: Seattle, Wash.

Discount Rec. Serv., 6704 Hollywood Blvd., Hollywood. Zip: 90028. Tel: 467-3177.  
Home office: San Diego, Calif.  
John's Music, 11020 S. Main St. Zip: 90023. Tel: 755-1165. Owner: John L. Jackson; Tape Div. Mgr.: Marie Jackson.

Linden Dist'g Co., 929 Larrabee St., Suite 12. Zip: 90069. Tel: 657-1534. Tape Mgr.: Lindy Blaskey.  
New Deal Rec. Serv. Corp., 3334 La Cienega Pl. Zip: 90016. Tel: 731-9313. Mgr.: Richard Wagner.  
Home office: New York, N.Y.

Saturn Recs., 2707 W. Pico Blvd. Zip: 90006. Tel: 737-0616. Tape Mgr.: Jack Douglas; Tape Buyer: Kenneth Douglas; Sales Mgr.: Jack Frost.  
Sun State Music Dist., 2669 W. Pico Blvd. Zip: 90006. Tel: 383-4137. Mgr.: George Morde.  
Tape Mdsq. Co. Inc., 5873 Rodeo Rd. Zip: 90016. Tel: 870-0246. Tape Buyer: Leonard Cummins; 2565 W. Pico Blvd. Zip: 90006. Tel: 387-8201.  
United Tape Corp., 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Tape Div. Mgr.: Bob Gerstlauer.  
United Tape & Instrument Co., 5873 Rodeo Rd. Zip: 90016. Tel: UP 0-0246. Owner: Ed Mason; Tape Div. Mgr.: Jack Goldberg; Sales Mgr.: John McDaniel.

● **SACRAMENTO (Area Code 916)**  
Tower Recs. One Stop, 2500 16 St. Zip: 95818. Tel: 444-3000. Mgr.: John Schair.

● **SAN BERNARDINO (Area Code 714)**  
Braviroff Piano & Music Co., 1170 "E" St. Zip: 92410. Tel: 889-8596. Tape Mgr. & Buyer: Michael Braviroff.

● **SAN DIEGO (Area Code 714)**  
Discount Rec. Serv., 6178 University Ave. Zip: 92115. Tel: 286-3333. Tape Mgr. & Buyer: Charles Bush.  
Branch: Los Angeles, Calif.

● **SAN FRANCISCO & BAY AREA (Area Code 415)**  
H. R. Basford Co., 800 Mariposa St. Zip: 94119. Tel: 626-5494. Tape Div. Mgr.: Jack Solinger; Sales Mgr.: Dave Pralle.

Nor Cal Super Stop (div. of Transcontinental Music Corp.), 1175 Howard St. Zip: 94103. Tel: MA 1-1837.  
Home office: New York, N.Y., Transcontinental Music Corp.

● **SAN JOSE (Area Code 408)**  
Ideal Rec. Serv., 227 S. First St. Zip: 95113. Tel: 286-5838. Owner: Arthur Walker; Tape Mgr. & Buyer: Ruben Mella.

## COLORADO

● **DENVER (Area Code 303)**  
Alert One Stop (div. of Transcontinental Music Corp.), 1111 S. Platte River Dr. Zip: 80223. Tel: 733-7203.  
Home office: New York, N.Y., Transcontinental Music Corp.

Big Scott Dist'g Co., 1819 E. 31 Ave. Zip: 80205. Tel: 222-8062. Tape Mgr.: James C. Scott Sr.; Tape Buyer: Charles James.

Mile Hi One Stop Inc., 77 Kalamath St. Zip: 80223. Tel: 255-2021. Tape Mgr.: Jeff Bowman; Tape Buyer: Bob Krug.

Music Mdsrs. of Denver, 3825 Newport St. Zip: 80207. Tel: 355-1638. Tape Mgrs.: Paul Marcus, John Triebes.

One Stop Rec. Dist., 6265 E. Evans Ave. Zip: 80222. Tel: 757-8551. Mgr. & Buyer: Robert M. Baker.

## CONNECTICUT

● **EAST HARTFORD (Area Code 203)**  
Central, 477 Park Ave. Zip: 06108. Tel: 289-4349. Tape Mgr.: John Rocanello.

Eastern One Stop (div. of Transcontinental Music Corp.), 734 Tolland St. Zip: 06108. Tel: 528-9333.  
Home office: New York, N.Y., Transcontinental Music Corp.

Globe One Stop, 308 Tolland St. Zip: 06108. Tel: 289-6424. Tape Mgr. & Buyer: Wayne Marshall.

Leslie Dist., New England (div. of Roskin Dist.), 275 Park Ave. Zip: 06108. Tel: 289-9361. Tape Mgr. & Buyer: Ed Stein.

● **NEW HAVEN (Area Code 203)**  
Cutlers Rec. Shop, 33 Broadway. Zip: 06511. Tel: 777-6271. Owner & Buyer: Jason Cutler.

## DISTRICT OF COLUMBIA

● **WASHINGTON (Area Code 202)**  
District Recs., 2146 24 Pl. N.E. Zip: 20018. Tel: 832-3600. Tape Mgr. & Buyer: James T. Walker.  
Potomac Music & Rec. Serv., 3746 10 St. N.E. Zip: 20017. Tel: 529-0882. Pres.: Michael P. Mackulic; Tape Buyer: Craig Hyatt.  
Quality Music Co., 5772 Second St. N.E. Zip: 20011. Tel: 529-5048. Owners: Max Silverman, Gene Levy, Herb Cohen; Tape Buyer: Gene Levy.

## FLORIDA

● **CASSELBERRY (Area Code 305)**  
Record Supply Co. Inc., 290 Iris Rd. Zip: 32707. Tel: 831-1116. Tape Mgr. & Buyer: R. N. Stultz.

● **MIAMI METROPOLITAN AREA (Area Code 305)**  
Ernest C. Reyer, PO Box 7253. Zip: 33155. Tel: 233-1829. Owner: Ernest C. Reyer.  
Southern Rec. Servs. Inc., 1020 E. 14 St., Hialeah. Zip: 33010. Tel: 885-4625. Tape Mgr.: Dave Shedd; Tape Buyer: John Stutz.

● **SARASOTA (Area Code 813)**  
Distributors Inc., 258 Shopping Ave. Zip: 33577. Tel: 955-9191. Tape Mgr. & Buyer: E. C. Kuban.

● **TALLAHASSEE (Area Code 904)**  
One Stop Recs. Inc., 226 N. Duval St. Zip: 32301. Tel: 222-1371, 224-4015. Pres.: M. B. Martin; Mgr. & Buyer: Hugh Martin.

● **TAMPA (Area Code 813)**  
Florida Electronics Inc., 2106 Main St. Zip: 33607. Tel: 251-3169. Tape Buyer: Vincent Lubrano.

## GEORGIA

● **ATLANTA (Area Code 404)**  
Gate City Rec. Serv., 1231-D Collier Rd. Zip: 30318. Tel: 351-4821. Tape Mgr. & Buyer: Charles Adams.  
Sound Mktg., 2209 Faulkner Rd. N.E. Zip: 30324. Tel: 636-5971. Tape Mgr.: George D. Jackson.

● **CLARKESVILLE (Area Code 404)**  
Clarkesville Rec. Sales Co., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Rosetty.

● **DEMOREST (Area Code 404)**  
Ralph's Radio Music, Box 127. Zip: 30535. Tel: 723-3884. Owner & Sales Mgr.: Ralph Raper; Tape Mgr. & Buyer: Bernice Raper.

## HAWAII

● **HONOLULU (Area Code 808)**  
Records Hawaii Inc., 1280 Kapiolani Blvd. Zip: 96814. Tel: 536-3888. Tape Mgr. & Buyer: Carl Schumacher.

## ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area Code 312)**  
All Rec. Serv. Co., 2931 N. Pulaski Rd. Zip: 60641. Tel: 725-4426.

All Tapes Dist'g Inc., 2623 N. Pulaski Rd. Zip: 60639. Tel: 342-6600. Tape Mgr.: Richard Kudolla; Tape Buyers: Fred Levin, Dave Remedi, Atlas-Rand Corp., 3770 W. Pratt Ave., Lincolnwood. Zip: 60645. Tel: 679-4680. VP: Jim Cartagno. Home office: see New York, N.Y.

Barney's One Stop Rec. Serv., 3234 W. Roosevelt Rd. Zip: 60624. Tel: 826-1828. Pres.: Willie J. Barney; Buyer: Lillian Stanley.  
Galgano Dist. Corp., 4135 W. Armitage Ave. Zip: 60639. Tel: 342-7060. Tape Mgr. & Buyer: John Galgano.

Little Al's Recortapes Inc., 3216 Lawrence Ave. Zip: 60625. Tel: 478-6114. Owner & Mgr.: Al Tanager.

Marquette One Stop, 11549 Lee Rd., Alsip. Zip: 60658. Tel: 389-9647. Tape Mgr. & Buyer: Gerald O'Dwyer.

Mr. T's Volume Rec. & Tape Sales, 1729 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum.

Musical Isle Rec. Corp., 1550 S. State St. Zip: 60605. Tel: 225-2929. Tape Mgr.: Jim Pappas; Tape Buyer: Larry Krutinger.

New Deal Rec. Serv. Corp., 1001 Nicholas Blvd., Elk Grove Village. Zip: 60007. Tel: 956-0660. Mgr.: Chuck Myers.  
Home office: New York, N.Y.

Pan American Recs., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. VP: M. S. Frenkel.

Sam Sales (see Susan Dist'g Co.).  
Singer One-Stop Recs. Inc., 1812 W. Chicago Ave. Zip: 60622. Tel: 486-7400. Pres. & Tape Buyer: Fred Sipiora.  
Branch: 2952 W. 63 St. Zip: 60622. Tel: 778-3534.

Susan Dist'g Co./Sam Sales (div. of Lieberman Ent.), 7330 Niles Ctr. Rd., Skokie. Zip: 60076. Tel: 674-4390. Tape Mgr. & Buyer: Larry Backe.  
Home office: Minneapolis, Minn., Acme Music Serv. Co. Inc.

Tape Dist. of America, 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Tape Mgr.: Morton A. Ohren; Tape Buyer: Jack Krug.

Universal Music Mdsrs. Inc., 9047 N. Terminal, Skokie. Zip: 60076. Tel: 965-1810. Owner: Joe Weiss; Tape Mgr. & Buyer: Betty Andrews.

## ELK GROVE VILLAGE (see Chicago Metropolitan Area)

● **MOLINE (Area Code 309)**  
Varmint One Stop, 161 Fourth Ave. Zip: 61265. Tel: 764-1780. Tape Mgr.: Bob Schoemaker; Tape Buyer: Tom Banks.

● **PEORIA (Area Code 309)**  
S & G Music Store, 403 S.W. Adams. Zip: 61602. Tel: 676-5112. Tape Div. Mgr.: Ruby Duncan.

## SKOKIE (see Chicago Metropolitan Area)

● **SPRINGFIELD (Area Code 217)**  
The Platter, Fourth & Adams Sts. Tel: 528-0455. Owners: Charles & Peter Salvo.

## INDIANA

● **DECATUR (Area Code 219)**  
Midwest Dist., 138 N. Second St. Zip: 46733. Tel: 724-2066. Tape Buyer: Dolores Harker.

● **FORT WAYNE (Area Code 219)**  
Car-Tape Dist., 211 E. State St. Zip: 46805. Tel: 484-2922. Owner & Sales Mgr.: Robert W. Carteau; Tape Div. Mgr.: Larry Radke.

● **INDIANAPOLIS (Area Code 317)**  
Associated Dist. Inc., 210 S. Meridian St. Zip: 46225. Tel: 634-2593. Tape Div. Mgr.: Lynne Jenks.  
Wholesale Rec. Sales, 1312 N. Capitol Ave. Zip: 46202. Tel: 632-9636. Tape Mgr. & Buyer: Don Gobrecht.

## IOWA

● **DES MOINES (Area Code 515)**  
Major Rec. Corp., 1520 Walnut. Zip: 50309. Tel: 288-7001. Tape Mgr. & Buyer: Lu Hummell.



J. L. Marsh Inc. of Iowa (div. of Pickwick Int'l), 1630 Locust. Zip: 50309. Tel: 282-8185. Gen. Mgr.: Jack Mishler.

## KANSAS

### • WICHITA (Area Code 316)

Davidson's One Stop, 1559 S. Broadway. Zip: 67211. Tel: 265-0012. Mgr.: Evelyn Oakes.  
Home office: Kansas City, Mo.  
Giant One Stop, 203 E. Douglas St. Zip: 67202. Tel: AM 5-7508. Tape Buyer: I. Albert.

## KENTUCKY

### • CAMPBELLSVILLE (Area Code 502)

Central Electronics, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Tape Mgr. & Buyer: Randall B. Herron.

### • LOUISVILLE (Area Code 502)

Kentuckiana Rec. Sales, PO Box 261, 560 S. Fourth St. Zip: 40202. Tel: 582-3331. VP & Mgr.: Kenneth Vine; Tape Buyer: Bob Wood.  
King Rec. Supply, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Tape Mgr. & Buyer: Gene King.  
Shively One Stop, 4464 Dixie Hwy. Zip: 40216. Tel: 447-4951. Tape Buyer: A. R. Brown.  
Tiff's Rec. Store, 309 S. Fourth St. Zip: 40202. Tel: 582-4933. Tape Mgr.: Martin Cohn; Tape Buyer: Ralph Gunning.

### • OWENSBORO (Area Code 502)

Wax Works Inc., 320 Washington Ave. Zip: 42301. Tel: 683-1585. Tape Mgr. & Buyer: Terry Woodward.

## LOUISIANA

### • GREYNA (Area Code 504)

Territo's, 510 Lafayette St. Zip: 70053. Tel: 361-9168. Tape Mgr.: Samuel Territo.

### • NEW ORLEANS (Area Code 504)

Operators One Stop Inc., 4006 Eden St. Zip: 70125. Tel: 822-4332 1418. Owner & Mgr.: Jack Bernard.

### • SHREVEPORT (Area Code 318)

Stan's Rec. Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Mgr.: Ed Westergaard.

### • VILLE PLATTE (Area Code 318)

Floyd's Rec. Serv., PO Box 506, 434 E. Main St. Zip: 70586. Tel: 363-2184. Owner: Floyd Soileau; Tape Buyers: Ray Lafleur, Floyd Soileau.

## MAINE

### • PORTLAND (Area Code 207)

Commercial Dist. Appliances, 50 Diamond St. Zip: 04101. Tel: 775-5644. Owner: Herbert Holmes Sr.; Tape Div. & Sales Mgr.: V. Harry Mooradian.

## MARYLAND

### • BALTIMORE (Area Code 301)

(also see listings under Washington, D.C.)  
Ellis Dist'g Corp., 5256 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Tape Mgr.: Robert McKenzie; Tape Buyer: Thomas Ansteatt.

Musical Sales One Stop Inc., 134 W. Mt. Royal Ave. Zip: 21201. Tel: 837-5757. Pres.: Milton Bereson; Mgr.: Walter Meineke. Tape Buyer: Milton Bereson.

New Deal Rec. Serv. Corp., 4524 O'Donnell St. Tel: 342-3350. Mgr.: Ronny Bollon.  
Home office: New York, N.Y.

Redisco, 1815 Guilford Ave. Zip: 21202. Tel: 727-6420. Tape Mgr.: Milt Mehlman; Tape Buyer: Bucky Buchman.

Your Super Music Co., 509 N. Gay St. Zip: 21202. Tel: BR 6-3770. Owner: Ernest Burston; Buyer: Alexander Burston.

Jos. M. Zamoiski (Stacey Div.), 1101 DeSoto Rd. Zip: 21223. Tel: 644-2900. Tape Mgr.: Ed Fitch; Tape Buyer: Maury Bass.

### • ROCKVILLE (Area Code 301)

Chase Mktg. Co., 4980 Wyaconda Rd. Zip: 20853. Tel: 933-5880. Owner: Jack Black; Tape Div. Mgr.: E. Black.

### • SILVER SPRING (Area Code 301)

Authorized TV & Electronic Serv., 9443 Georgia Ave. Zip: 20910. Tel: 587-1671. Owner: Peter Peran; Tape Mgr.: Nick Peran.  
Super Music City, Inc., 936 Bonifant St. Zip: 20910. Tel: 585-7418. Owners: Phil Levine, Herb Fri-bush; Tape Buyer: Phil Levine.

## MASSACHUSETTS

### • BOSTON METROPOLITAN AREA (Area Code 617)

Boston Rec. Dist. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Tape Mgr. & Buyer: Jerry Flatto. (also see listings under Washington, D.C.)  
Circle Dist'g Corp., 75 N. Beacon St. Zip: 02134. Tel: 782-8800. Tape Mgr.: Vaughn Ageaniab.  
College Music Shop, 354 Massachusetts Ave. Zip: 02115. Tel: 266-4932. Tape Mgr.: Fred Milton Jr.; Tape Buyer: Robert Kallish.  
Home office: New England One-Stop Rec. Inc.

Dick's Rec. Co. Inc., 1355A Washington St. Zip: 02118. Tel: 542-8380. Owner: Richard L. Mitchell; Tape Mgr. & Buyer: Richard Peach.  
E-Z One Stop Inc., 893 Dorchester Ave., Dorchester. Zip: 02125. Tel: 282-8700. Tape Mgr. & Buyer: Michael Sciarappa.

J & S One Stop Rec. Serv., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. Tape Div. Mgr.: Skippy White; Sales Mgr.: Arthur Hartling.

New England One-Stop Rec. Inc., 354 Massachusetts Ave. Zip: 02115. Tel: 266-4932. Tape Mgr. & Buyer: Robert Kallish.

Branch: College Music Shop.  
Temple Sales Inc., 359 Washington St., Malden. Zip: 02148. Tel: 321-2600. Tape Mgr.: Richard D. Siegal; Tape Buyer: Paul Shumsker.

W S Dist'g Inc., Teed Dr., Randolph. Zip: 02368. Tel: 963-5080. Owner: William Schwartz; Mgr. & Buyer: Elliot E. Stone.

## MICHIGAN

### • CHARLOTTE (Area Code 517)

Martens Mobile Rec. Serv., 2256 W. Lawrence. Zip: 48813. Tel: 543-3313. Owner & Tape Mgr.: Charles Martens.

### • DETROIT (Area Code 313)

Angott Rec. Sales, 2616 Puritan St. Zip: 48238. Tel: 341-7053. Tape Mgr. & Buyer: Ron Rogers.  
Cadet Dist'g Co. Inc., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres. & Tape Buyer: Harry Levin; Mgr.: Al Truax.  
Consolidated One Stop Inc., 13254 Linwood Ave. Zip: 48238. Tel: TO 5-8666. Gen. Mgr.: Thomas C. Mutter.

Joyline Rec. Dist., 30775 Ann Arbor Trail, Westland. Zip: 48184. Tel: 261-8595. Owner, Mgr. & Buyer: Edmond J. Doherty.

New Deal Rec. Serv. Corp., 15329 Livernois Ave. Zip: 48238. Tel: 863-2226. Mgr.: Dave Lasher.  
Home office: New York, N.Y.

Royal Stereo Tape Co., 2950 W. Davison. Zip: 48238. Tel: 883-6565. Tape Mgr. & Buyer: Dick Placek.

Trico Dist. Corp., 14130 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owner, Mgr. & Buyer: John J. Genna; Sales Mgr.: Edwin Bugai.

### • ESCANABA (Area Code 906)

Lake Shore Dist'g, 2605 Lake Shore Dr. Zip: 49829. Tel: 786-4100. Owner & Tape Buyer: Larry Deming.

### • GRAND RAPIDS (Area Code 616)

Kent One-Stop, 41 S. Division Ave. Zip: 49502. Tel: 459-4549. Tape Mgr. & Buyer: Tom Bowles.

## MINNESOTA

### • MINNEAPOLIS-ST. PAUL (Area Code 612)

Acme Music Serv. Co. Inc./Sam Sales (div. of Lieberman Entls.), 9549 Penn Ave. S., Bloomington. Zip: 55431. Tel: 888-5521. Tape Mgr. & Buyer: Sylvester Vanyo.  
Branch: Chicago, Ill., Susan Dist'g Co.

All Rec. Sales Inc. (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd. Zip: 55426. Tel: 544-4201. Tape Mgr.: Tom Prenevost; Tape Buyer: Ken Hegstrom.

Branches: Kansas City, St. Louis, Mo.; J.L. Marsh.

Dart Recs. Inc., 730 Lyndale Ave. N., Minneapolis. Zip: 55411. Tel: 374-3424. Tape Mgr.: Richard Daly; Tape Buyer: Joel Coryell.

Jerry's All Rec. Sales, 1001 N. Washington, Minneapolis. Zip: 55401. Tel: 545-7744. Tape Mgr. & Buyer: Jerry Goldstein.

Sam Sales (see Acme Music Serv. Co. Inc.).

## MISSISSIPPI

### • GREENVILLE (Area Code 601)

Lynn's One Stop, 551 N. Muscadine St. Zip: 38701. Tel: 335-4594. Tape Mgr.: Velma Williams; Tape Buyer: Juanita Matthews.

## MISSOURI

### • KANSAS CITY (Area Code 816)

Davidson's One Stop, 321 Southwest Blvd. Zip: 64108. Tel: VI 2-5220. Owner: Mildred S. Davidson; Tape Div. Mgr.: Harold W. Hassler; Sales Mgr.: L. L. Lee.

Branch: Wichita, Kan.; Omaha, Neb.  
Kansas City News Dist., 4231 E. 75 St. Zip: 64132. Tel: 343-7171. Tape Buyer: Allan Levy.

J. L. Marsh of Kansas City (div. of Pickwick Int'l Inc.), 3230 Roanoke Rd. Zip: 64111. Tel: LO 1-8076. Mgr.: Edward Ockel.

Home office: Minneapolis, Minn., All Rec. Sales Inc.

### • ST. LOUIS (Area Code 314)

Ark Dist., 2020 Delmar. Zip: 63103. Tel: 621-0966. Tape Mgr.: Miriam Chofin; Tape Buyer: John Curran.

Interstate Supply Co., Rec. Div., 2218 S. Jefferson Ave. Zip: 63104. Tel: 776-1020. Mgr.: R. N. Decker; Tape Div. Mgr.: Mrs. Earling Merchant.

L & R One Stop, 1901 Delmar Blvd. Zip: 63103. Tel: GA 1-5633. Owner: Lew Ruben; Mgr.: Rick Elliot.

J. L. Marsh of St. Louis (div. of Pickwick Int'l Inc.), 2020 Delmar St. Zip: 63103. Tel: 241-8618. Mgr.: Edward Ockel.

Home office: Minneapolis, Minn., All Rec. Sales Inc.

Missouri Isle of Missouri, 1825 Locust St. Zip: 63103. Tel: 621-7171. Tape Mgr. & Buyer: Ronald Rosen.

Pat's One Stop Rec. Serv., 1911 Washington. Zip: 63103. Tel: CE 1-2074. Mgr.: Pat Blunda.  
Uptown Music Inc., 617 N. Kings Hwy. Zip: 63108. Tel: FO 7-2602. Pres.: Harry Brockman; Mgr.: Mrs. Betty Dorrin.

## NEBRASKA

### • OMAHA (Area Code 402)

Davidson's One Stop, 1214 Farnam. Zip: 68102. Tel: 341-4088. Mgr.: Joseph Quattoroli Jr.  
Home office: Kansas City, Mo.

## NEW HAMPSHIRE

### • MANCHESTER (Area Code 603)

Manchester Music Co., 62 Lowell St. Tel: 669-5320. Owner: Irving Taube; Mgr.: Saul Taube; Tape Buyer: Ruth Demers.

## NEW JERSEY

### • ELIZABETH (Area Code 201)

Able Rec. Sales, Atlantic Seeburg Bldg., 730 Division St. Zip: 07201. Tel: 351-6660. Mgr.: Jack Glaubner.

### • FAIRFIELD (Area Code 201)

Chancellor Inc., 8 Spielman Rd. Zip: 07006. Tel: 227-4010; NYC Tel: (212) 245-3800. Pres. & Mktg. Dir.: Joel Koenig; VP Sales: Hal Bronstein.

### • HACKENSACK (Area Code 201)

Relic Rack, 136 Main St. Zip: 07601. Tel: 342-4848. Tape Mgr.: Bill Olb; Tape Buyer: Carl Ambrosano.

### • HILLSIDE (Area Code 201)

New Jersey One Stop Corp., 467 Mundet Pl. Zip: 07205. Tel: 923-6472. Tape Mgr.: Ed Gries; Tape Buyers: Ed Gries, Jerry Cohen.

### • IRVINGTON (Area Code 201)

Dierickx Music Inc., 1316 Springfield Ave. Zip: 07111. Tel: 371-0777. Rec. Dept. Mgr.: Tony Villanova.

### • NEWARK (Area Code 201)

All-State Recs. Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Tape Mgr.: Len Cupitio; Tape Buyer: Sherman Koenig.

Ideal Rec. Prods., 357 Lyons Ave. Zip: 07112. Tel: WA 3-6333; NYC Tel: (212) WH 4-5713. Tape Mgr.: Lou Caparosso; Tape Buyer: Jack Kosloff.

Home office: New York, N.Y., Raymar Sales Co. J & J Corp., 333 Clinton Pl. Zip: 07112. Tel: 926-3700. Owners: Jay & Irwin Jennis; Tape Div. Mgr.: Joe Scratch; Sales Mgr.: Jay Jennis.

Service One Stop Dist., 16 Fenwick St. Zip: 07114. Tel: 243-8700. Tape Mgr. & Buyer: Henry Zadroga.

### • PARAMUS (Area Code 201)

Atlas-Rand Corp. (see listing under New York, N.Y.).

### • ROCHELLE PARK (Area Code 201)

Garden State Rec. Dist. Inc. (div. of Interstate Rec. Dist.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Owner: M. G. Wells; Tape Buyer: Walter Finn.

Home office: New York, N.Y., Interstate Rec. Dist.

## NEW YORK

### • ALBANY (Area Code 518)

J-S Rec. Dist. Inc., 98 Everett Rd. Zip: 12205. Tel: 489-5446. Pres.: Joseph Spence; Tape Mgr. & Buyer: Larry Grandy.

### • AMSTERDAM (Area Code 518)

Almor Playtime Co. Inc., Wallins Corners Rd. Zip: 12010. Tel: 842-2500. Owner: A.A. Hyman; Tape Div. & Sales Mgr.: Richard Sukel.  
Branches: Syracuse, N.Y.; South Burlington, Vt.

### • BUFFALO (Area Code 716)

Buffalo One Stop Tape Ctr., 1790 Main St. Zip: 14208. Tel: 882-0427. Tape Mgr.: Paul De Dominicis.

Branches: Rochester, N.Y., Rochester One Stop Tape Ctr.; Syracuse, N. Y., Syracuse One Stop Tape Ctr.

### • FREEPORT, I.I. (Area Code 516)

Double B Recs. & Tape Corp., 240 E. Merrick Rd. Zip: 11520. Tel: FR 8-2222. Tape Mgr.: Bernard Boorstein; Tape Buyer: Zeke Lengua.

Tape-Rac Inc., 24 Brooklyn Ave. Zip: 11520. Tel: 868-0491. Gen. Mgr.: Gerald Katcher; Tape Mgr. & Buyer: Paul Gorgone.

### • HICKSVILLE, I.I. (Area Code 516)

Wilmi Sales Co., 3 Westernland Rd. Zip: 11801. Tel: 433-0337. Contact: Ed Smith.

### • LATHAM (Area Code 518)

See Gee Rec. Mdsrs., Shaker Park. Zip: 12110. Tel: 785-1350. Tape Mgr.: Paul Biddle; Tape Buyer: Jack Miorin.

*Continued on page 58*

# ONE-STOP

Continued from page 57

## NEW YORK CITY (Area Code 212)

- All Rec. Dist. Inc., 35-05 Broadway, Long Island City. Zip: 11106. Tel: 932-0214.  
Home office: Westbury, L.I., N.Y.
- Atlas-Rand Corp., Keystone Pl., Paramus, N.J. Zip: 07652. Tel: (201) 262-7500; NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better.  
Branches: Los Angeles, Calif.; Chicago, Ill.; Dallas, Tex.
- Beta Rec. Dist., 599 10 Ave. Zip: 10036. Tel: CH 4-3744. Owner: John Halonka; Tape Div. & Sales Mgr.: Ed Kleinbaum.
- Bronen's Music Co., 2481 Webster Ave., Bronx. Zip: 10458. Tel: CY 8-3350. Partner: M. Bronen.
- Fine-Tone Tapes Unltd. Inc., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. Owner: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein.
- Gen-Mar Dist'g Corp., 101 Eighth Ave. Zip: 10011. Tel: 989-8644. Pres.: Larry Guttenplan.
- Independent Rec. Promos., 101 Eighth Ave. Zip: 10011. Tel: 989-8644. Pres.: Larry Guttenplan.
- Interstate Rec. Dist., 1290 Ave. of the Americas. Zip: 10019. Tel: 265-7760. Owner & Pres.: Manny G. Wells; Mgr.: Max Goldstein; Tape Buyer: Walter Finn.  
Branch: Rochelle Park, N.J., Garden State Rec. Dist. Inc.
- King Karol Recs. Inc., 111 W. 42 St. Zip: 10036. Tel: BR 9-2342.
- M R J Dist. Inc., 636 10 Ave. Zip: 10036. Tel: 581-4834. Tape Div. Mgr.: Ralph Bana; Sales Mgr.: Mike Hale.
- New Deal Rec. Serv. Corp., 46-50 54 Ave., Maspeth. Zip: 11378. Tel: 786-6255. Tape Div. Mgr.: Al Rubenstein.  
Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa.; Dallas, Tex.
- Raymar Sales Co., 170-21 Jamaica Ave., Jamaica. Zip: 11432. Tel: OL 8-4012. Tape Mgr.: Hal Kaufman; Tape Buyer: Samuel Keenholtz.  
Branch: Newark, N.J., Ideal Rec. Prods.
- Record Shack, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Owner: Ed Portnoy; Tape Mgr. & Buyer: Morton Kalb.
- Stratford Dist. Inc., 184-23 Jamaica Ave., Hollis. Zip: 11423. Tel: 454-8800. Pres.: Nathan Kaplan; Mgr.: Sam Selwin.
- Town Hall Recs. One Stop Inc., 9131 Bedell Ln., Brooklyn. Zip: 11236. Tel: BR 2-9702. Tape Mgr.: Ben Reminick; Tape Buyer: Morris Hochler.
- Transcontinental Music Corp. (div. of Transcontinental Investing Corp.), 201 E. 42 St. Zip: 10017. Tel: 697-8610. Pres.: Howard Weinberg. (Executive office only).  
Branches: San Francisco, Calif., Nor Cal Super Stop; Denver, Colo., Alert One Stop; East Hartford, Conn., Eastern One Stop.
- Winn Recs. Inc., 858 Ninth Ave. Zip: 10019. Tel: KI 6-0676. Tape Mgr. & Buyer: George Weiss.

## OCEAN SIDE, L.I. (Area Code 516)

Superior Recs. Sales, 3236 Lawson Blvd. Zip: 11572. Tel: 678-6180. Pres.: Stanley Stone; Tape Buyer: Jerry Saks.

## PORT CHESTER (Area Code 914)

Band Stand Recs., 15 1/2 N. Main St. Zip: 10573. Tel: WE 7-4092. Tape Mgr. & Buyer: Lenny Cooper.

## ROCHESTER (Area Code 716)

Rochester One Stop Tape Ctr., 685 South Ave. Tel: 454-6968. Mgr.: H. Durman.  
Home office: Buffalo, N.Y., Buffalo One Stop Tape Ctr.

## SYRACUSE (Area Code 315)

Almor Playtime Co. Inc., Midler Park Dr. Zip: 13206. Tel: 463-3351. Tape Sales Mgr.: George Valenti.  
Home office: Amsterdam, N.Y.

Syracuse One Stop Tape Ctr., 333 W. Fayette St. Tel: 476-4019. Mgr.: R. LaRosa.  
Home Office: Buffalo, N.Y., Buffalo One Stop Tape Ctr.

## WESTBURY, L.I. (Area Code 516)

All Rec. Dist. Inc., 118 Swalm St. Zip: 11596. Tel: 997-7160; NYC Tel: (212) 657-2055. Tape Mgr. & Buyer: Thomas Hoffman.  
Branch: New York, N.Y.

## NORTH CAROLINA

### CHARLOTTE (Area Code 704)

Bib Dist'g Co., 126 W. Morehead St. Zip: 28202. Tel: 372-2032. Pres. & Mgr.: Joe Voynow.

Mangold Dist'g Co., 2212 W. Morehead St. Zip: 28208. Tel: 334-0866. Owner & Tape Buyer: Herb Weisman; Tape Mgr.: Dub Plyler.

Southeastern Rec. Mdrs. Inc., PO Box 1697, 2706 Freedom Dr. Tel: 399-5633. Pres.: Bert Fleishman; Sales Mgr. & Tape Buyer: Charles Hartley.

## GREENSBORO (Area Code 919)

Stereo Prods. Inc., 1203 E. Bessemer Ave. Zip: 27420. Tel: 272-6278. Owner & Mgr.: Eugene W. Street; Buyer: Eula Cook.

## GREENVILLE (Area Code 919)

Carolina Sales Corp., 101 W. 14 St. Zip: 27834. Tel: 752-3143. Tape Mgr. & Buyer: David Taylor.

## OHIO

### CANTON (Area Code 216)

G & W Prods. Supply Co., 1703 E. Tuscarawas St. Zip: 44707. Tel: 453-7518. Tape Buyer: Alex Mastin.

Stark Rec. Serv. Inc., 8000 Freedom Ave. N.W., North Canton. Zip: 44720. Tel: 494-2282. Owners: Paul David, Charles Murray; Gen. Mgr. & Buyer: Philip Shannon.  
Branch: Cleveland, Ohio.

### CINCINNATI (Area Code 513)

Am Bat Recs. Inc., 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Pres.: Vernon W. Hawk; Mgr.: Earl Schaefer.  
Branch: Dayton, Ohio.

Ohio Appliances Inc., 7624 Reinhold Dr. Zip: 45237. Tel: 821-6414. Tape Mgr.: David Wheeler.

### CLEVELAND (Area Code 216)

Dean's House of Jazz, 8601 Hough St. Zip: 44106. Tel: 231-9531. Owner & Mgr.: Wilbur Dean.

Shuler Dist. Inc., 5400 E. 96 St. Zip: 44125. Tel: 475-9700. Pres.: Harry Shuler; Tape Div. Mgr.: Ron Smith; Sales Mgr.: Frank Rainey.

Stark Rec. Serv. Inc., 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Owners: Paul David, Charles Murray; Mgr.: Bob Zuckie; Tape Buyers: Tom Zeitz, Ramon Everett.  
Home office: Canton, Ohio.

Tower Dist'g Co., 12825 Taft Ave. Zip: 44108. Tel: 851-9000. Tape Mgr.: Danny Connors.

### COLUMBUS (Area Code 614)

Car Stereo of Columbus Inc., 4147 E. Main St. Zip: 43213. Tel: 237-0264. Tape Mgr.: Fred Levy.

### DAYTON (Area Code 513)

Am Bat Recs. Inc., 509 Xenia Ave. Zip: 45410. Tel: 256-4212. Pres.: Vernon Hawk; Mgr.: Martha Baker.  
Branch: Cincinnati, Ohio.

### SPRINGFIELD (Area Code 513)

Buckeye Ent. Inc., 125 W. North St. Zip: 45502. Tel: 325-8747. Pres.: Asen Kristoff; Tape Buyer: Stephen O'Neill.

### YOUNGSTOWN (Area Code 216)

Plaza Recs. Inc., 309 Boardman Plaza. Zip: 44512. Tel: 758-5795. Tape Mgr.: Jack Smith; Tape Buyer: Frank Valicenti.  
Branch: 37 Liberty Plaza. Zip: 44512. Tel: 759-1800. Tape Mgr.: Thomas Temelkoff.

## OKLAHOMA

### OKLAHOMA CITY (Area Code 405)

All Recs. Inc., 520 Classen Blvd. Zip: 73106. Tel: CE 5-3381. Tape Mgr. & Buyer: Bill Hill.  
B & K Dist'g Co., 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton.  
Home office: Dallas, Tex.

### TAHLEQUAH (Area Code 918)

Bill's "T" Recs., 224 S. Muskogee. Zip: 74464. Tel: 456-4511.  
Home office: Tulsa, Okla.

### TULSA (Area Code 918)

Bill's "T" Recs., 19 N. Harvard. Zip: 74115. Tel: WE 9-6305.  
Branches: 3809 S. Peoria Ave. Zip: 74105; Tahlequah, Okla.

## OREGON

### PORTLAND (Area Code 503)

Portland One Stop (see 6th Ave. Recs. & Hi-Fi Inc.).  
Sea-Port Rec. One Stop, 21 N.E. Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Tom Choate.  
Home office: Seattle, Wash., Seattle Rec. One Stop.

6th Ave. Recs. & Hi-Fi Inc. and Portland One Stop, 511 S.W. Sixth Ave. Zip: 97204. Tel: 226-3656. Tape Buyer: M. C. McMahon.  
Branch: 4901 S.W. 76 Ave. Zip: 97225. Tel: 292-0164. Tape Buyer: Norma Schaudt.

## PENNSYLVANIA

### FLOURTOWN (Area Code 925)

Pike Tape & Rec. Center, Flouertown Shopping Ctr. Zip: 19031. Tel: AD 3-4414. Owner: Hal Barkan; Tape Mgr.: Steve Loney.

### PHILADELPHIA (Area Code 215)

A & L Dist'g Inc., S.E. Corner 30 & Thompson St. Zip: 19121. Tel: PO 5-4300. Tape Mgr.: Burton Naidoff; Tape Buyer: Gordon Gibson.

Bandstand Rec. Serv. Inc., 1400 E. Somers St. Zip: 19132. Tel: BA 9-9110. Tape Mgr.: J. Rapaport.

Norman D. Cooper Inc., 6222 Lebanon Ave. Zip: 19151. Tel: TR 8-9591. Tape Mgr.: Val Shively Jr.; Tape Buyer: Norman D. Cooper.

Infinite Rec. & Tape Sales Inc., 16 W. Glenside Ave., Glenside. Zip: 19038. Tel: 927-0253. Tape Mgr.: Michael Adler; Tape Buyer: Renee Hannig.

New Deal Rec. Serv. Corp., 2503 N. Broad St. Zip: 19132. Tel: 229-4555. Mgr.: Pete Voss.  
Home office: New York, N.Y.

Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Owner & Tape Mgr.: Edward Marcus; Tape Buyer: Lawrence Shaw.

Richman Bros. Rec. Sales, 4308 Parkside Ave. Zip: 19104. Tel: GR 7-1742. Owner: Jerry Richman; Tape Div. Mgr.: Richard Richman; Sales Mgr.: Rocky Richman.

Williams One Stop, 817 N. Broad St. Zip: 19108. Tel: CE 2-2020. Owner: Sidney Williams.

### PITTSBURGH (Area Code 412)

All Brands Inc., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770, 391-3973. Pres.: Herbert S. Cohen; Tape Div. Mgr.: Gene Jakielka.

Hamburg Bros. Inc., 24 St. & AVRR. Zip: 15222. Tel: 471-0808. Sales Mgr.: Morton J. Locker.

Klein's Logan Variety, 227 Ft. Pitt Blvd. Zip: 15222. Tel: 261-6176. Tape Mgr. & Buyer: Travis Klein.

The One Stop Inc., 1704 Fifth Ave. Zip: 15219. Tel: 471-2376. Tape Mgr.: Rick Weber.

### STROUDSBURG (Area Code 717)

Dee Jay Rec. One Stop, 528 Main St. Zip: 18360. Tel: 421-3211. Owner: John L. Meunier.

### SUMMIT HILL (Area Code 717)

Barnes Rec. Dist., 13 W. White St. Tel: 645-2321. Prop.: William Barnes.

### TYRONE (Area Code 814)

Central One Stop Inc., RD 4, Rt. 20. Zip: 16686. Tel: 684-3900. Pres.: Ron Shaffer; Tape Dir. & Sales Mgr.: Richard Heaton.

## RHODE ISLAND

### PROVIDENCE (Area Code 401)

Beacon Shops Inc., 821 N. Main St. Zip: 02904. Tel: 861-7500. Pres.: Milton Israeloff; Mgr.: Ruth Israeloff; Buyer: James Israeloff.

## TENNESSEE

### KNOXVILLE (Area Code 615)

Tucker's Rec. Shop, 22 1/2 Market St., On the Mall. Tel: 522-9300. Owner: Martin T. Robertson; Mgr.: Dale Clark.

### MEMPHIS (Area Code 901)

Blackwood Bros. Recs., 209 N. Lauderdale. Zip: 38105. Tel: 527-4349. Owner: James Blackwood Sr.; Tape Div. & Sales Mgr.: Doyle Blackwood.

Hot Line Rec. Dist., 596 Lane. Zip: 38105. Tel: 525-0756. Tape Div. & Sales Mgr.: Jim Crudgington.

Poplar Tunes Rec. Shop, 308 Poplar. Zip: 38103. Tel: 525-6348. Tape Mgr.: Fred Rogers; Tape Buyer: Linda Alter.

### NASHVILLE (Area Code 615)

Hermitage Music Co., 469 Chestnut St. Zip: 37203. Tel: 244-1790. Contacts: Helen Hall, Marie Silcox, Carolyn Rigney.

Southern Rec. Dist., 467 Chestnut St. Zip: 37202. Tel: 254-1991. Pres.: Howard Allison; Tape Mgr.: Dean Hunter.

Volunteer Dist'g Co., 435 37 Ave. N. Zip: 37209. Tel: 269-5617. Tape Mgr.: Webber Parrish; Tape Buyers: Harvey Kilgore, Ronny Crick.

## TEXAS

### AMARILLO (Area Code 806)

W M One Stop, 1601 W. Third Ave. Zip: 79105. Tel: 376-6251. Tape Mgr.: Dick Williamson; Tape Buyer: Ed Perry.

### AUSTIN (Area Code 512)

Tom Bishop Whisle., Rt. 5, Box 119-D. Zip: 78704. Tel: 282-1773. Tape Mgr. & Buyer: Tom Bishop.

### DALLAS (Area Code 214)

Allied Rec'd Sound of Dallas Inc., 2273 Vantage St. Zip: 75207. Tel: ME 1-0885. Mgr.: Alan H. Goldfield.  
Home office: Houston, Tex., Allied Rec'd Sound Inc.

Atlas-Rand Corp., 7900 Sovereign Row. Zip: 75247.  
Tel: ME 7-2760. VP Sales: Al Gitelman.  
Home office: see New York, N.Y.

B & K Dist'g Co., 1411 Round Table Dr. Zip: 75247.  
Tel: ME 7-1920. Tape Div. Mgr.: Bill Burton;  
Branch: Oklahoma City, Okla. Sales Mgr.: Tom  
Sims.

Big State Dist'g Corp., 1337 Chemical St. Zip:  
75207. Tel: 631-1100. Tape Mgr. & Buyer: Bill  
Emerson.

H & W One Stop Recs., 2727 Warren Ave. Zip: 75215.  
Tel: HA 1-7396. Owner: Walter Jackson.

New Deal Rec. Serv. Corp., 1409 Round Table Dr.  
Zip: 75247. Tel: 637-4580. Mgr.: Arnold Kaplan.  
Home office: New York, N.Y.

● **EL PASO (Area Code 915)**

M. B. Krupp Dists. Inc., 311 S. Santa Fe St. Zip:  
79901. Tel: 532-4961. Pres.: M.B. Krupp; Tape  
Mgr.: Rubin Irizarry.

Sunland Supply Co. Inc., 2227 Texas Ave. Zip: 79901.  
Tel: 533-5901. Pres.: William M. Shapiro; Tape  
Div. Mgr.: Gilbert Venegas.

● **HOUSTON (Area Code 713)**

Allied Rec'd Sound Inc., 2704 Polk. Zip: 77003.  
Tel: CA 7-2316. Tape Div. Mgr.: Ben Baker.  
Branch: Dallas, Tex., Allied Rec'd Sound of  
Dallas Inc.

Central Sales Inc., 2104 Leeland St. Zip: 77003.  
Tel: CA 4-2626. Mgr.: Marge McIntyre; VP:  
George Jamail.

H. W. Daily Inc., 314 E. 11 Ave. Zip: 77008. Tel:  
861-8108. Tape Mgr. & Buyer: Don Daily.

Record Serv Co., 614 Dennis St. Zip: 77006. Tel:  
528-5521. Tape Mgr.: Tex Schofield; Tape Buyer:  
Lillian Ford.

United Rec. Dist'g & One Stop, 1613 St. Emanuel  
St. Zip: 77003. Tel: 228-8151. Owner: Steve  
Poncio; Mgr.: J. D. Copley.

● **LUBBOCK (Area Code 806)**

Recordland USA Inc., 3819 Ave. A. Zip: 79408. Tel:  
747-4444. VP & Tape Mgr.: Bob Iseral; Tape  
Buyer: J. A. Killebrew.

● **SAN ANTONIO (Area Code 512)**

Rangel Rec. Dists., 809 Fredericksburg Rd. Zip:  
78201. Tel: 735-3601. Sales Mgr.: Manuel E.  
Rangel.

Santone Sales Co., 1400 S. Flores St. Zip: 78204.  
Tel: CA 7-5181. Tape Mgr.: Gene Karam; Tape  
Buyer: Robert De Tallant.

● **SAN BENITO (Area Code 512)**

Rio Grande Music Co., 119 S. Sam Houston. Zip:  
78586. Tel: EX 9-1471. Owner: Paco Befancourt;  
Tape Div. & Sales Mgr.: John F. Phillips.

**UTAH**

● **SALT LAKE CITY (Area Code 801)**

Huish Dist'g Co., 2525 S. Eighth W. Zip: 84115.  
Tel: 486-7611. Owner: Paul W. Huish; Tape  
Div. Mgr.: Ross J. Davis.

**VERMONT**

● **SOUTH BURLINGTON (Area Code 802)**

Almor Whsle. Dist'g Co. Inc., Dorset St. Zip: 05401.  
Tel: 864-4087. Tape Sales Mgr.: Ray Baron.  
Home office: Amsterdam, N.Y.

**VIRGINIA**

● **ARLINGTON (Area Code 703)**

Giant Music Whsle. Inc., 2611 Columbia Pike. Tel:  
527-4420. Mgr.: Paul Teare.  
Home office: Falls Church, Va.

● **FAIRFAX (Area Code 703)**

Giant Music Whsle. Inc., 9416 Main St. Zip: 22030.  
Tel: 591-4528. Mgr.: James Ballard.  
Home office: Falls Church, Va.

● **FALLS CHURCH (Area Code 703)**

Giant Music Whsle. Inc., 133 S. Washington St.  
Zip: 22046. Tel: 534-3773. Pres.: Jack Shaver;  
Tape Buyer: Skip Blackburn.  
Branches: Arlington, Fairfax, Va.

● **RICHMOND (Area Code 703)**

Dean's One Stop, 214 E. Main. Zip: 23219. Tel:  
648-0169. Owner: G. Dean Hogue.

Pat's One Stop (div. of Entertainment Inc.), PO Box  
2219. Zip: 23217. Tel: MI 8-4791. Pres.: Pat  
Cohen.

**WASHINGTON**

● **SEATTLE (Area Code 206)**

Consolidated Rec. Dists. Inc., 1000 First Ave. S.  
Zip: 98134. Tel: 682-7188. Gen. Sales Mgr.:  
Stan Jaffe; Tape Div. Mgr.: Chuck Blacksmith;  
Tape Sales Mgr.: Jerry Costello.  
Branch: Los Angeles, Calif.

Disc City One Stop Recs., 410 Elliott Ave. W. Zip:  
98110. Tel: AT 2-7555.

Seattle Rec. One Stop, 125 First Ave. N. Zip: 98109.  
Tel: 284-8990. Tape Mgr.: Lew Choate.  
Branch: Portland, Ore., Sea-Port Rec. One Stop.

**WEST VIRGINIA**

● **HUNTINGTON (Area Code 304)**

Music Man Inc., 803 Eighth Ave. Zip: 25701. Tel:  
522-7551. Pres. & Mgr.: F. J. McGlynn; Tape  
Buyer: C. L. Blankenship.

**WISCONSIN**

● **BURLINGTON (Area Code 414)**

Music Mart, 164 E. Washington St. Tel: 763-3361.  
Pres.: Robert Ruedebusch.

● **MILWAUKEE (Area Code 414)**

Radio Doctors Tape One-Stop, 240 W. Wells St. Zip:  
53203. Tel: 276-6422. Tape Mgr.: Stuart L.  
Glassman; Tape Buyer: Gerald Anderson.

Record City (div. of Taylor Electric Co.), 1136 W.  
Donges Bay Rd., Mequon. Zip: 53092; Box 2359,  
Milwaukee. Zip: 53212. Tel: 241-3970. Mgr.:  
Harold E. Rietz; Tape Buyer: Don Bergman.

Taylor Electric Co., 4080 N. Port Washington Rd.  
Zip: 53212. Tel: 964-4321. Tape Sales Mgr.:  
Don Bergman; Tape Buyer: Vera Ugoretz.  
Branch: Record City.

● **RACINE (Area Code 414)**

Soulville Rec. Mart, 507 Main St. Zip: 53403. Tel:  
634-9633. Prop.: J. Huennekens.

● **WAUSAU (Area Code 715)**

B M I Music Dists (div. of Wausau Musical Isle Ltd.),  
229 Third St. Zip: 54401. Tel: 842-3995. Pres.:  
Robert Peyovich.



**HUNTING  
FOR THAT  
HARD-TO-  
FIND  
INFORMATION!**

**Billboard** makes it  
easy-to-find for everyone.

# RACK JOBBERS

## ALABAMA

- **BIRMINGHAM (Area Code 205)**  
Music Center One Stop Dist., 416 N. 19 St. Zip: 35203. Tel: 251-8252. Tape Mgr. & Buyer: Virgil C. Lugar.  
Victory Rec. Serv., 1608 First Ave. N. Zip: 35204. Tel: 324-9505. Owner & Mgr.: Morris S. Corona.
- **GADSDEN (Area Code 205)**  
Reliable Rec. Co., PO Box 1071. Zip: 35902. Tel: 538-6043. Tape Mgr. & Buyer: C. R. O'Neal.
- **MOBILE (Area Code 205)**  
Merchants Specialty Inc., 1316 Dauphin Island Pkwy. Zip: 36605. Tel: 473-6000. Pres.: Jimmie O. Rogers.  
Music City Rec. Serv. Inc., 4008 Dauphin Island Pkwy. Zip: 36605. Tel: 473-2437. Pres.: John W. Beck; Tape Mgr. & Buyer: R. Booth.  
Rack Serv. Mdsrs., 3801 Moffett Rd. Zip: 36601. Tel: 478-0466. Tape Mgr.: Wayne Wible; Tape Buyer: Patricia Chambliss.

## ARIZONA

- **PHOENIX (Area Code 602)**  
Arizona Western Supply, 2950 N. 30 Ave. Zip: 85017. Tel: 272-1383. Gen. Mgr.: John Youmans; Tape Div. Mgr.: E. R. Simonds.  
Associated Dist., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584. Tape Buyer: Angela C. Singer.  
Transcontinental Music Corp., 3036 N. 30 Ave. Zip: 85017. Tel: 272-9343.  
Home office: New York, N.Y.

## ARKANSAS

- **LITTLE ROCK (Area Code 501)**  
Bill Fisher's Auto Air Conditioning Inc., 901 Broadway. Zip: 72201. Tel: FR 4-8665. Pres.: William S. Fisher Jr.  
Siebert News Agency Inc., 6301 Forbing Rd. Zip: 52207. Tel: LO 5-5521/8471. Tape Mgr.: David Siebert; Tape Buyer: John Young.

## CALIFORNIA

- **ANAHEIM (Area Code 714)**  
Rapid Mdsq. Co., 1802 American St. Tel: 879-4070. Tape Mgr. & Buyer: Larry Roe.  
Home office: Minneapolis, Minn.
- **DANVILLE (Area Code 415)**  
M & M Recs., 295 N. Hartz. Zip: 94526. Tel: 837-6922. Gen. Mgr.: G. C. George.
- **FRESNO (Area Code 209)**  
Pic-A-Tune Inc., 164 N. Calaveras. Zip: 93721. Mgr.: Alex Morales.  
Home office: San Francisco, Calif.
- **LONG BEACH (Area Code 213)**  
S & J Importing Co., 2169 Pacific Ave. Zip: 90806. Tel: 591-1182. Tape Mgr.: Spiros Phillips.
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Atlas-Rand Corp., 1011 Chestnut St., Burbank. Zip: 91502. Tel: 845-2401. VP: Phil Klaffer.  
Home office: See New York, N.Y.  
Auto-Music Inc., 2622 S. La Cienega Blvd. Zip: 90034. Tel: 870-0401. Pres.: L. R. Stulman.  
Bertel Dist'g Co. Inc., 5415 W. Washington Blvd. Zip: 90016. Tel: 937-1223. Tape Mgr. & Buyer: Rod Wilson.  
Consolidated Rec. Dist. of Los Angeles, 3334 La Cienega Pl. Zip: 90016. Tel: 870-8711. Gen. Mgr.: Norm Larson; Tape Buyer: Richard Wagner.  
Home office: Seattle, Wash.  
Discount Rec. Serv., 6704 Hollywood Blvd., Hollywood. Zip: 90028. Tel: 467-3177.  
Home office: San Diego, Calif.  
Garbell Rec. Rack Serv., 13400 Saricoy St. No. 4, North Hollywood. Zip: 91605. Tel: 785-9777, 989-5766. Tape Mgr. & Buyer: Loren G. Garbell.  
Handlemán Co., 1550 N. Knowles Ave. Zip: 90063. Tel: 261-0268. Tape Mgr.: Leland Davis; Tape Buyer: George Valendo.  
Home office: Detroit, Mich.  
Leader Sales Inc., 3416 W. Pico Blvd. Zip: 90019. Tel: 731-3119. Pres.: Leonard Silver.  
Branch: San Jose, Calif.  
Linden Dist'g Co., 929 Larrabee St., Suite 12. Zip: 90069. Tel: 657-1534. Tape Mgr.: Lindy Blaskey.  
Merchandise Promos. of America Inc., 1348 Venice Blvd. Zip: 90006. Tel: 748-0477. Tape Mgr.: Mildred Weiss.  
Nehi Rec. Dist'g Co., 615 W. Washington Blvd. Zip: 90015. Tel: 746-1808. Pres.: Tom Heiman; Gen. Mgr.: Wayne Volat.  
New Deal Rec. Serv. Corp., 3334 La Cienega Pl. Zip: 90016. Tel: 731-9313. Mgr.: Richard Wagner.

- Home office: New York, N.Y.  
Selected Tape & Rec. Co., 7955 Haskell Ave. No. 9, Van Nuys. Zip: 91406. Tel: 786-2151. Tape Mgr. & Buyer: Martin Mass.  
Home office: Chicago, Ill.  
Tape Mdsq. Co. Inc., 5873 Rodeo Rd. Zip: 90016. Tel: 870-0246. Tape Buyer: Leonard Cummins, 2565 W. Pico Blvd. Zip: 90006. Tel: 387-8201.  
Branch: San Diego, Calif., San Diego Rec. Rack Serv.  
Transcontinental Music Corp., 15500 S. Main St., Gardena. Zip: 90061. Tel: 321-6260.  
Home office: New York, N.Y.  
United Tape Corp., 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Tape Div. Mgr.: Bob Gerstlauer.

- **PASADENA (Area Code 213)**  
Canterbury Recs. Inc., 805 E. Colorado St. Zip: 91101. Tel: MU 1-4922. Pres. & Mgr.: Eddy Allen.
- **SACRAMENTO (Area Code 916)**  
Pic-A-Tune Inc., 2147 Barstow St., Bldg. B. Zip: 95815. Tel: 927-1256. Mgr.: John A. LeCompte.  
Home office: San Francisco, Calif.

- **SAN DIEGO (Area Code 714)**  
Dial Dist., 1859 Fifth Ave. Zip: 92101. Tel: 239-4095. Mgr.: Mike Millsap.  
Discount Rec. Serv., 6178 University Ave. Zip: 92115. Tel: 286-3333. Tape Mgr. & Buyer: Charles Bush.  
Branch: Los Angeles, Calif.  
San Diego Rec. Rack Serv., 4959 El Cajon Blvd. Zip: 92115. Tel: 286-4650. Mgr.: J. Tupler.  
Home office: Los Angeles, Calif., Tape Mdsq. Co. Inc.

- **SAN FRANCISCO & BAY AREA (Area Code 415)**  
H. R. Basford Co., 800 Mariposa St. Zip: 94119. Tel: 626-5494. Tape Div. Mgr.: Jack Solinger; Sales Mgr.: Dave Pralle.  
Calectron, 460 Talbert St., Daly City. Zip: 94014. Tel: 467-5800. Tape Mgr.: Merritt B. Kirk; Tape Buyer: Pete Bucciarelli.  
Pic-A-Tune Inc., 1461 Park Ave., Emeryville. Zip: 94608. Tel: 654-0773. Pres.: David Watson; VP & Gen. Mgr.: Vern Cupples.  
Branches: Fresno, Sacramento, Calif.; Reno, Nev.  
Transcontinental Music Corp., 868 Cowan Rd., Burlingame. Zip: 94010. Tel: 697-6800.  
Home office: New York, N.Y.

- **SAN JOSE (Area Code 408)**  
Ideal Rec. Serv., 227 S. First St. Zip: 95113. Tel: 286-5838. Owner: Arthur Walker; Tape Mgr. & Buyer: Ruben Mella.  
Leader Sales Inc., 666-J Stockton Ave. Zip: 95126. Tel: 294-3942. Owner: Leonard Silver; Mgr.: Dan McNally.  
Home office: Los Angeles, Calif.

- **TORRANCE (Area Code 213)**  
Music Mdsrs. of America Inc., 22433 S. Vermont. Zip: 90502. Tel: 320-8400. Tape Mgr. & Buyer: George Y. Nakama.

## COLORADO

- **DENVER (Area Code 303)**  
Infal Rack Serv., 6671 Bellaire St., Commerce City. Zip: 80022. Tel: 288-3003. Contact: Victor M. Hernandez.  
J L Racks, 77 Kalamath St. Zip: 80223. Tel: 255-2021. Tape Mgr.: Jeff Bowman; Tape Buyer: Bob Krug.  
Music Mdsrs. of Denver, 3825 Newport St. Zip: 80207. Tel: 355-1638. Tape Mgrs.: Paul Marcus, John Triebes.  
One Stop Rec. Dist., 6265 E. Evans Ave. Zip: 80222. Tel: 757-8551. Mgr. & Buyer: Robert M. Baker.  
Ward Terry & Co., 70 Rio Grande Blvd. Zip: 80201. Tel: 266-3181. Owner: Ward Terry; Tape Div. Mgr.: Donald Donovan; Sales Mgr.: Robert K. Davis.  
Transcontinental Music Corp., 1111 S. Platte River Dr. Zip: 80223. Tel: 733-2407.  
Home office: New York, N.Y.

## CONNECTICUT

- **EAST HARTFORD (Area Code 203)**  
Eastern Electronic Sales (div. of Transcontinental Music Corp.), 734 Tolland St. Zip: 06108. Tel: 289-8631. Tape Buyer: E. Riley.  
Home office: New York, N.Y., Transcontinental Music Corp.  
Park Rec. Dist. (div. of Roskin Dist.), 275 Park Ave. Zip: 06108. Tel: 289-9361. Tape Mgr. & Buyer: Ed Stein.
- **NORTH BRANFORD (Area Code 203)**  
Futura Assocs., Rt. 80. Zip: 06471. Tel: 484-0211. Pres.: John McGlynn; VP Sales: Frank Forrest.

## DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**  
District Recs., 2146 24 Pl. N.E. Zip: 20018. Tel: 832-3600. Tape Mgr. & Buyer: James T. Walker.  
National Mdsq. Serv. Corp., 4620 Wisconsin Ave. N.W. Zip: 20116. Tel: EM 2-0511.  
Home office: Medford, N.J.  
Potomac Music & Rec. Serv., 3746 10 St. N.E. Zip: 20017. Tel: 529-0882. Pres.: Michael P. Mackulic; Tape Buyer: Craig Hvatt.

## FLORIDA

- **CASSELBERRY (Area Code 305)**  
Record Supply Co. Inc., 290 Iris Rd. Zip: 32707. Tel: 831-1116. Tape Mgr. & Buyer: R.N. Stultz.
- **FORT LAUDERDALE (Area Code 305)**  
Valentine Dist. Inc., 501 N.E. Fourth St. Zip: 33301. Tel: 522-8719. Tape Buyer: Alfred Calabrese.
- **JACKSONVILLE (Area Code 904)**  
Transcontinental Music Corp., 684 N. Edgewood Ave. Zip: 32205. Tel: 388-8492.  
Home office: New York, N.Y.
- **MIAMI METROPOLITAN AREA (Area Code 305)**  
Handlemán Co., 2346 N.W. 147 St., Opa Locka. Zip: 33054. Tel: 681-4618. Tape Mgr.: Joseph Glaser; Tape Buyer: George Rosenjack.  
Home office: Detroit, Mich.  
Southern Rec. Servs. Inc., 1020 E. 14 St., Hialeah. Zip: 33010. Tel: 885-4625. Tape Mgr.: Dave Shedd; Tape Buyer: John Stutz.  
Transcontinental Music Corp., 8160 N.W. 36 Ave. Zip: 33147. Tel: 696-6261.  
Home office: New York, N.Y.  
United Rec. & Tape Inds., 7700 N.W. 99 Ave., Hialeah. Tel: 635-2428. Pres.: Allan Walk; Tape Div. Mgr.: Jack Roberge.

- **SARASOTA (Area Code 813)**  
Distributors Inc., 258 Shopping Ave. Zip: 33577. Tel: 955-9191. Tape Mgr. & Buyer: E.C. Kuban.
- **TAMPA (Area Code 813)**  
Tampa Recs., PO Box 5524, 2007 15 St. Zip: 33605. Tel: 227-8582. Tape Mgr.: S. Delgado.

## GEORGIA

- **ATLANTA (Area Code 404)**  
Handlemán Co., 1532 Stone Ridge Dr., Stone Mountain. Zip: 30083. Tel: 938-9467. Tape Mgr.: John Langlois; Tape Buyer: John Meskan.  
Home office: Detroit, Mich.  
L & F Rec. Serv., 720 14 St. N.W. Zip: 30318. Tel: 875-5565. Owner: Jack Geldbart; Tape Div. Mgr.: Alan Levenson.  
Lou-Neita Dist'g Co., 3815 Main St., College Park. Zip: 30337. Tel: 766-3641. Tape Div. & Sales Mgr.: Marlin C. Haley.  
Sound Mktg., 2209 Faulkner Rd. N.E. Zip: 30324. Tel: 636-5971. Tape Mgr.: George Jackson.
- **CLARKESVILLE (Area Code 404)**  
Clarkesville Rec. Sales Co., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Rosetty.

- **DEMOREST (Area Code 404)**  
Ralph's Radio Music, Box 127. Zip: 30535. Tel: 723-3884. Owner & Sales Mgr.: Ralph Raper; Tape Mgr. & Buyer: Bernice Raper.

## ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**  
All Rec. Serv. Co., 2931 N. Pulaski Rd. Zip: 60641. Tel: 725-4426.  
Alltapes Dist'g Inc., 2623 N. Pulaski Rd. Zip: 60639. Tel: 342-6600. Tape Mgr.: Richard Kudolla; Tape Buyers: Fred Levin, Dave Remedi.  
Atlas-Rand Corp., 3770 W. Pratt Ave. Zip: 60645. Tel: 679-4680. VP: Jim Cartagno.  
Home office: see New York, N.Y.  
Handlemán Co., 3477 Touhy Ave., Lincolnwood. Zip: 60645. Tel: 583-0770. Tape Mgr. & Buyer: Louis Kwiker.  
Home office: Detroit, Mich.  
Hit Recs. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 734-2244. Owner: Charles N. Stephens; Mgr. & Buyer: Charles Stubenrauch.  
Little Al's Recotapes Inc., 3216 Lawrence Ave. Zip: 60625. Tel: 478-6114. Owner & Mgr.: Al Temaner.  
Marquette One Stop, 11549 Lee Rd., Alsip. Zip: 60658. Tel: 389-9647. Tape Mgr. & Buyer: Gerald O'Dwyer.  
Mr. T's Volume Rec. & Tape Sales, 1729 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum.

Musical Isle Rec. Corp., 1550 S. State St. Zip: 60605. Tel: 225-2929. Tape Mgr.: Jim Pappas; Tape Buyer: Larry Krutinger.  
New Deal Rec. Serv. Corp., 1001 Nicholas Blvd., Elk Grove Village, Zip: 60007. Tel: 956-0660. Mgr.: Chuck Myers.  
**Home office:** New York, N.Y.

Sam Sales (see Susan Dist'g Co.)  
Selected Tape & Rec. Co., 120 King St., Elk Grove Village, Zip: 60007. Tel: 439-9200. Owners: H. Beckerman, Lenny Garmisa; Tape Div. & Sales Mgr.: Mickey Siegel.  
**Branch:** Los Angeles, Calif.

Susan Dist'g Co./Sam Sales (div. of Lieberman Ent's.), 7330 Niles Ctr. Rd., Skokie, Zip: 60076. Tel: 674-4390. Tape Mgr. & Buyer: Larry Backe.  
**Home office:** Minneapolis, Minn.; Acme Music Service, Co. Inc.

Tape Dist's. of America, 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Tape Mgr.: Morton A. Ohren; Tape Buyer: Jack Krug.

Transcontinental Music Corp., 3406 W. Montrose Ave. Zip: 60618. Tel: 588-3165.  
**Home office:** New York, N.Y.

Universal Music Mdsrs. Inc., 9047 N. Terminal, Skokie, Zip: 60076. Tel: 965-1810. Owner: Joe Weiss; Tape Mgr. & Buyer: Betty Andrews.

● **ELK GROVE VILLAGE**  
(see Chicago Metropolitan Area)

● **PEORIA (Area Code 309)**  
Paul Allen Rack Sales, 111 Sun Valley Ct., East Peoria, Zip: 61614. Tel: 699-1941.  
Tape Mgr. & Buyer: Paul Allen.

● **SKOKIE (see Chicago Metropolitan Area)**

## INDIANA

● **DECATUR (Area Code 219)**  
Midwest Dist's., 138 N. Second St. Zip: 46733. Tel: 724-2066. Tape Buyer: Dolores Harker.  
**Home office:** Ft. Wayne, Ind.

● **FORT WAYNE (Area Code 219)**  
Midwest Dist's., 123 McKinnie, Zip: 46806. Tel: 744-5656. Tape Buyer: Walt Ostermeyer.  
**Branch:** Decatur, Ind.

● **GARY (Area Code 219)**  
Woodard Rec. Serv., 2011 Madison St. Zip: 46407. Tel: 885-1908. Owner: D.W. Woodard.

● **INDIANAPOLIS (Area Code 317)**  
Associated Dist's. Inc., 210 S. Meridian St. Zip: 46225. Tel: 634-2593. Tape Div. Mgr.: Lynne Jenks.  
Wholesale Rec. Sales, 1312 N. Capitol Ave. Zip: 46202. Tel: 632-9636. Tape Mgr. & Buyer: Don Gobrecht.

## IOWA

● **DES MOINES (Area Code 515)**  
Major Rec. Corp., 1520 Walnut. Zip: 50309. Tel: 288-7001. Tape Mgr. & Buyer: Lu Hummell.  
J. L. Marsh Inc. of Iowa, 1630 Locust. Zip: 50309. Tel: 282-8185. Gen. Mgr.: Jack Mishler.

## KANSAS

● **WICHITA (Area Code 316)**  
Reco-Rak Dist's., 203 E. Douglas. Zip: 67202. Tel: AM 5-7508. Tape Buyer: I. Albert.  
Transcontinental Music Corp., 2955 S. Kansas. Zip: 67201. Tel: 591-3421.  
**Home office:** New York, N.Y.

## KENTUCKY

● **CAMPBELLSVILLE (Area Code 502)**  
Central Electronics, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Tape Mgr. & Buyer: Randall B. Herron.

● **LOUISVILLE (Area Code 502)**  
Handleman Co., 4500 Louisville Ave. Zip: 40209. Tel: 361-1336. Tape Mgr.: James Powers; Tape Buyer: Douglas Kirkness.  
**Home office:** Detroit, Mich.  
Kentuckiana Rec. Sales, PO Box 261, 560 S. Fourth St. Zip: 40202. Tel: 582-3331. VP & Mgr.: Kenneth Vine; Tape Buyer: Bob Wood.

● **OWENSBORO (Area Code 502)**  
Wax Works Inc., 320 Washington Ave. Zip: 42301. Tel: 683-1585. Tape Mgr. & Buyer: Terry Woodward.  
Webster's Inc., 320 Washington Ave. Zip: 42301. Tel: 684-2791. Tape Mgr. & Buyer: Doug Webster.

## LOUISIANA

● **ALEXANDRIA (Area Code 318)**  
Tape Rack, 1416 Fifth St. Zip: 71301. Tel: 443-1930. Owner & Mgr.: J. D. Davis.

● **LAFAYETTE (Area Code 318)**  
Modern Rec. Serv., PO Box 3727. Zip: 70501. Tel: CE 4-3291. Pres.: J.R. Chachere; Gen. Mgr.: George Berry.  
**Home office:** New Orleans, La.

● **NEW ORLEANS (Area Code 504)**

All South Dist. Corp., 1924 Lafayette St. Zip: 70113. Tel: 522-1157. Owner: Henry Hildebrand; Tape Div. Mgr.: Elmo Sonnier.  
Modern Rec. Serv., 757 Central Ave. Zip: 70121. Tel: 833-3735. Pres.: J.R. Chachere; Gen. Mgr.: George Berry.  
**Branch:** Lafayette, La.

● **SHREVEPORT (Area Code 318)**  
Stan's Rec. Rack Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Mgr.: Ed Westergaard.

## MAINE

● **BANGOR (Area Code 207)**  
Viner Music Co., 20 Broad St. Zip: 04401. Tel: 945-9494. Tape Mgr.: Barry Lord; Tape Buyer: Ben Viner.  
**Branch:** Presque Isle, Me.

● **PORTLAND (Area Code 207)**  
Commercial Dist's. Appliances, 50 Diamond St. Zip: 04101. Tel: 775-5644. Owner: Herbert Holmes Sr.; Tape Div. & Sales Mgr.: V. Harry Mooradian.

Maine Rec. Dist's., 621 Forest Ave. Zip: 04101. Tel: 772-5665. Pres.: John Janance; Tape Div. Mgr.: Phil Morgan; Sales Mgr.: Russell Mundi.  
Portland Recs. Inc., 84 W. Cove St. Zip: 04101. Tel: 772-6551. Tape Mgr. & Buyer: Roy Rice.

● **PRESQUE ISLE (Area Code 207)**  
Viner Music Co., 455 Main St. Zip: 04401. Tape Mgr.: Charles Hamilton; Tape Buyer: Ben Viner.  
**Home office:** Bangor, Me.

## MARYLAND

● **BALTIMORE (Area Code 301)**  
(also see listings under Washington, D.C.)  
D & H Dist'g Co., 2025 Worcester St. Zip: 21230. Tel: SA 7-5100. Tape Mgr.: David Press.  
**Home office:** Harrisburg, Pa.

Ellis Dist'g Corp., 5256 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Tape Mgr.: Robert McKenzie; Tape Buyer: Thomas Ansteatt.

Jalen Amusement Co. Inc., 1215 S. Howard St. Zip: 21230. Tel: 837-2670. Pres.: J.M. Jones.  
New Deal Rec. Serv. Corp., 4524 O'Donnell St. Tel: 342-3550. Mgr.: Ronny Bollon.  
**Home office:** New York, N.Y.

Jos. M. Zamoiski (Stacey div.), 1101 DeSoto Rd. Zip: 21223. Tel: 644-2900. Tape Mgr.: Ed Fitch; Tape Buyer: Maury Bass.

● **HAGERSTOWN (Area Code 301)**  
Interstate Rec. Dist's., 211 S. Locust St. Zip: 21740. Tel: 733-1378. Mgr.: Carlton Smith.

● **ROCKVILLE (Area Code 301)**  
Chase Mktg. Co., 4980 Wyaconda Rd. Zip: 20853. Tel: 933-5880. Owner: Jack Black; Tape Div. Mgr.: E. Black.

## MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**  
Boston Rec. Dist's. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Tape Mgr. & Buyer: Jerry Flatto.

Dick's Rec. Co. Inc., 1355A Washington St. Zip: 02118. Tel: 542-8380. Owner: Richard L. Mitchell; Mgr. & Tape Buyer: Richard Peach.  
Disco Inc., 141 Milk St. Zip: 02109. Tel: 423-4840. Tape Buyer: Fred Traub.

J & S One Stop Rec. Serv., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. Tape Div. Mgr.: Skippy White; Sales Mgr.: Arthur Hartling.  
Temple Sales Inc., 359 Washington St., Malden. Zip: 02148. Tel: 321-2600. Tape Mgr.: Richard D. Siegal; Tape Buyer: Paul Shumsker.  
Transcontinental Music Corp., 30 Nashua St., Woburn. Zip: 01801. Tel: 935-4700.  
**Home office:** New York, N.Y.

● **SOMERSET (Area Code 617)**  
Northeast Recs. Inc., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres. & Tape Mgr.: Dan Gittelman.

## MICHIGAN

● **DETROIT METROPOLITAN AREA (Area Code 313)**  
Auto Sound Dist'g Co., 20232 Livernois. Zip: 48221. Tel: 864-2892. Owner: Jack Frankford; Tape Div. & Sales Mgr.: Bob Weaver.  
Cornell Recs. Inc., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres. & Tape Buyer: Harry Levin; Mgr.: Al Truax.

Handleman Co., 670 E. Woodbridge. Zip: 48226. Tel: WO 1-9565. Tape Mgr.: David Strome; Tape Buyer: Jerry Adams.  
**Branches:** Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Kansas City, Mo.; Pennsauken, N.J.; Charlotte, N.C.; Cleveland, Ohio; Philadelphia, Pa.; Pittsburg, Pa.; Dallas, Tex.  
**Int'l office:** Canada, Toronto, Ont.

Joyline Rec. Dist's., 30775 Ann Arbor Trail, Westland. Zip: 48184. Tel: 261-8595. Owner, Mgr. & Tape Buyer: Edmond J. Doherty.  
New Deal Rec. Serv. Corp., 15329 Livernois Ave. Zip: 48238. Tel: 863-2226. Mgr.: Dave Lasher.  
**Home office:** New York, N.Y.

Royal Stereo Tape Co., 2950 W. Davison. Zip: 48238. Tel: 883-6565. Tape Mgr. & Buyer: Dick Placek.

Trico Dist's. Corp., 14130 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owner, Mgr. & Buyer: John J. Genna; Sales Mgr.: Edwin Bugai.

● **ESCANABA (Area Code 906)**  
Lake Shore Dist'g, 2605 Lake Shore Dr. Zip: 49829. Tel: 786-4100. Tape Buyer: Larry Deming.

● **GRAND RAPIDS (Area Code 616)**  
Monroe Dist'g Co., 2431 Clyde Park S.W. Zip: 49509. Tel: GL 2-9744. Tape Mgr. & Buyer: Alan Rubin.

## MINNESOTA

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

Acme Music Serv. Co. Inc./Sam Sales (div. of Lieberman Ent's.), 9549 Penn Ave. S., Bloomington. Zip: 55431. Tel: 888-5521. Tape Mgr. & Buyer: Sylvester Vanyo.  
**Branch:** Chicago, Ill.; Susan Dist'g Co.

All Rec. Sales, 7600 Wayzata Blvd., Minneapolis. Zip: 55426. Tel: 328-4513.  
**Branch:** Omaha, Neb.

Bigelow Sales Co., 11950 12 Ave. S., Burnsville. Zip: 55378. Tel: 890-6161. Pres.: Don Bigelow.  
Dart Recs. Inc., 730 Lyndale Ave. N., Minneapolis. Zip: 55411. Tel: 374-3424. Tape Mgr.: Richard Daly; Tape Buyer: Joel Coryell.

Jerry's All Rec. Sales, 1001 N. Washington, Minneapolis. Zip: 55401. Tel: 545-7744. Tape Mgr. & Buyer: Jerry Goldstein.

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis. Zip: 55426. Tel: 544-4201. Tape Mgr. & Buyer: Ken Hegstrom.  
**Branches:** Kansas City, St. Louis, Mo.

Rapid Mdsq. Co., 8175 Lewis Rd., Minneapolis. Zip: 55427. Tel: 544-3561. Tape Mgr. & Buyer: Noel Korengold.  
**Branches:** Anaheim, Calif.; Middlesex, N.J.

Sam Sales (see Acme Music Serv. Co. Inc.).  
Select-O-Rax Inc., 6930 Rosemary Rd., Hopkins. Zip: 55343. Tel: 941-2586. Pres.: Eugene Finch.

The Electronic Workshop, PO Box 5727, 103 Hwy.-1 South, Zip: 38701. Tel: 332-8261. Owners: C. W. Sidney, Jerome Sit.

Lynn's One Stop, 551 Muscadine St. Zip: 38701. Tel: 335-4594. Tape Mgr.: Velma Williams; Tape Buyer: Juanita Matthews.

## MISSOURI

● **KANSAS CITY (Area Code 816)**  
Handleman Co., 1125 Saline St., North Kansas City. Zip: 64116. Tel: 421-0135. Tape Mgr. & Buyer: Michael Goldwasser.  
**Home office:** Detroit, Mich.

Kansas City News Dist's., 4231 E. 75 St. Zip: 64132. Tel: 363-7171. Tape Buyer: Allan Levy.  
J. L. Marsh of St. Louis (div. of Pickwick Int'l Inc.), 3230 Roanoke Rd. Zip: 64111. Tel: LO 1-8076. Pres.: & Mgr. Edward Ockel.  
**Home office:** Minneapolis, Minn.

● **ST. LOUIS (Area Code 314)**  
Ark Dist., 2020 Delmar. Zip: 63103. Tel: 621-0966. Tape Mgr.: Miriam Chotin; Tape Buyer: John Curran.

Bag Ent's., 29 Maryhill. Zip: 63124. Tel: 997-0097.  
Interstate Supply Co., Rec. Div., 2218 S. Jefferson Ave. Zip: 63104. Tel: 776-1020. Mgr.: R.N. Decker; Tape Div. Mgr.: Mrs. Earline Merchant.

J. L. Marsh of St. Louis (div. of Pickwick Int'l Inc.), 2020 Delmar St. Zip: 63103. Tel: 241-8618. Mgr.: Edward Ockel.  
**Home office:** Minneapolis, Minn.

Musical Isle of Missouri, 1815 Locust St. Zip: 63103. Tel: 621-7171. Tape Mgr. & Buyer: Ronald Rosen.

Richmark Sales, 4500 Woodson Rd. Zip: 63134. Tel: 423-9886. Mgr.: Jim White.  
**Home office:** Pittsburgh, Pa.

## MONTANA

● **HELENA (Area Code 406)**  
Sundry Shops Inc., 1015 Poplar Ave. Zip: 59601. Tel: 442-5470. Tape Mgr.: Dennis Brooks; Tape Buyer: Gloria Chovanak.

## NEBRASKA

● **OMAHA (Area Code 402)**  
All Rec. Sales, 2500 Harney St. Zip: 68132. Tel: 342-1545. Tape Mgr. & Buyer: Pete Poulos.  
**Home office:** Minneapolis, Minn.

## NEVADA

● **LAS VEGAS (Area Code 702)**  
Music City Rec. Racks of Nevada, 5409 Gypsy Ave. Zip: 89107. Tel: 870-4969. Owner: Alex Fox.  
Transcontinental Music Corp., 3744 W. Mead Ave. Zip: 89102. Tel: 878-6178.  
**Home office:** New York, N.Y.

● **RENO & ENVIRONS (Area Code 702)**  
M B Rec. Corral, 544 Greenbrae Dr., Sparks. Zip: 89431. Tel: 358-1502. Tape Mgr. & Buyer: Charley Barber.

continued on page 62

## RACK JOBBERS

Continued from page 61

National Tape Dists. of Nevada Inc., PO Box 3097, 400 Glendale Rd. Zip: 89505. Tel: 359-2151. Mgr.: Mel Rice; Regional Sales Mgr.: Howard Siegel.  
Home office: Milwaukee, Wis.  
Pic-A-Tune Inc., 1522 Matley Ln. Zip: 89502. Tel: 329-0010. Mgr.: Darwin Jones.  
Home office: San Francisco, Calif.

### NEW JERSEY

#### • BRIDGEWATER (Area Code 201)

Mona Rec. Corp., 1116 Cambridge. Zip: 08876. Tel: 658-3016. Tape Mgr.: Chuck Toren; Tape Buyer: Emmy Vinas.  
Home office: Somerville, N.J.

#### • FAIRFIELD (Area Code 201)

Chancellor Inc., 8 Spielman Rd. Zip: 07006. Tel: 227-4010; NYC Tel: (212) 245-3800. Pres. & Mktg. Dir.: Joel Koenig; VP Sales: Hal Bronstein.

#### • HILLSIDE (Area Code 201)

New Jersey One Stop Corp., 467 Mundet Pl. Zip: 07205. Tel: 923-6472. Tape Mgrs.: Sam Siegel, Jerry Cohen; Tape Buyer: Ed Gries.

#### • LINDEN (Area Code 201)

National Tape Dists. of New Jersey Inc., PO Box 664, 609 Commerce Rd. Zip: 07036. Tel: 925-9101. Mgr.: Charles Scherzer; Regional Sales Mgr.: Claude Urevig.  
Home office: Milwaukee, Wis.

#### • MEDFORD (Area Code 609)

National Mdsgr. Serv. Corp., Stokes Rd. Zip: 08055. Tel: OL 4-4990. Pres.: L.L. Goughan. Branch: Washington, D.C.

#### • MIDDLESEX (Area Code 201)

Rapid Mdsgr. Co., 200 Pond Ave. Zip: 08846. Tel: 752-1000. Tape Mgr. & Buyer: Ronald Mills.  
Home office: Minneapolis, Minn.

#### • NEWARK (Area Code 201)

All-State Recs. Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Tape Mgr.: Len Cupito; Tape Buyer: Sherman Koenig.  
Ideal Rec. Prods., 357 Lyons Ave. Zip: 07112. Tel: WA 3-6333; NYC Tel: (212) WH 4-5713. Tape Mgr.: Lou Caparosa; Tape Buyer: Jack Kosloff.  
Home office: New York, N.Y., Raymar Sales Co. J & J Corp., 333 Clinton Pl. Zip: 07112. Tel: 926-3700. Owners: Jay & Irwin Jennis; Tape Div. Mgr.: Joe Scratch; Sales Mgr.: Jay Jennis.  
Service One Stop Dists., 16 Fenwick St. Zip: 07114. Tel: 243-8700. Tape Mgr. & Buyer: Henry Zadroga.

#### • PARAMUS (Area Code 201)

Atlas-Rand Corp. (see listing under New York, N.Y.)

#### • PENNSAUKEN (Area Code 609)

Handleman Co., 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Tape Mgr.: Harold Scovill; Tape Buyer: Frank Rochman.  
Home office: Detroit, Mich.

#### • ROCHELLE PARK (Area Code 201)

Garden State Rec. Dists. Inc. (div. of Interstate Rec. Dists.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Mgr.: Stan Sterling; Tape Buyer: Walter Finn.  
Home office: New York, N.Y., Interstate Rec. Dists.

#### • SOMERVILLE (Area Code 201)

Mona Rec. Corp., PO Box 487. Zip: 08876. Tel: 469-0444. Tape Mgr.: Lou Gunner; Tape Buyer: Joe Cohen.  
Branch: Bridgewater, N.J.

### NEW MEXICO

#### ALBUQUERQUE (Area Code 505)

Western Mdsrs., 2912 Dakota N.E. Zip: 87110. Tel: 255-4050.  
Home office: Amarillo, Tex.

### NEW YORK

#### • ALBANY (Area Code 518)

J-S Rec. Dists. Inc., 98 Everett Rd. Zip: 12205. Tel: 489-5446. Pres.: Joseph Spence; Tape Mgr. & Buyer: Larry Grandy.  
Transcontinental Music Corp., 100 Watervliet Ave. Zip: 12206. Tel: 438-3571.  
Home office: New York, N.Y.

#### • AMSTERDAM (Area Code 518)

Almor Playtime Co., Inc., Wallins Corners Rd. Zip: 12010. Tel: 842-2500. Owner: A.A. Hyman; Tape Div. & Sales Mgr.: Richard Sukel.  
Branches: Syracuse, N.Y.; South Burlington, Vt.

#### • BUFFALO (Area Code 716)

Disceries Inc., 861 Washington St. Zip: 14203. Tel: 856-8477. Tape Mgr. & Buyer: Jerold Glaser.

Transcontinental Rec. Sales, 1790 Main St. Zip: 14208. Tel: 882-0427. Tape Div.: David Colson.

#### • FREEPORT, L.I. (Area Code 516)

Double B. Recs. & Tape Corp., 240 E. Merrick Rd. Zip: 11520. Tel: FR 8-2222. Tape Mgr.: Bernard Boorstein; Tape Buyer: Zeke Lenga.

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

Variety Audio Prods., 15 Bond St. Zip: 11021. Tel: 482-0900. Pres.: David Shichman.

#### • HICKSVILLE, L.I. (Area Code 516)

Wilmi Sales Co., 3 Westermorland Rd. Zip: 11801. Tel: 433-0337. Contact: Ed Smith.

#### • LATHAM (Area Code 518)

Bee Gee Rec. Mdsrs., Shaker Park. Zip: 12110. Tel: 785-1350. Tape Mgr.: Paul Biddle; Tape Buyer: Jack Miorin.

#### • MELVILLE, L.I. (Area Code 516)

Merco-Melody, 536 Broadhollow Rd. Zip: 11746. Tel: 694-8990. Tape Div. & Sales Mgr.: Morty Klina.

#### • MOUNT VERNON (Area Code 914)

Steadman One Stop, 200 S. 14 Ave. Zip: 10550. Tel: OW 9-3166. Pres.: Leonard Book.

#### • NEW YORK CITY (Area Code 212)

All Rec. Dists. Inc., 35-05 Broadway, Long Island City. Tel: 932-0214.

Home office: Westbury, L.I., N.Y.

Arovax Rec. Corp., 243 W. 18 St. Zip: 10021. Tel: 989-7200. Tape Mgr.: Ervin Litkei; Tape Buyer: John A. Haydu.

Atlas-Rand Corp., Keystone Pl., Paramus, N.J. 07652. Tel: (201) 262-7500; NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better.  
Branches: Los Angeles, Calif.; Chicago, Ill.; Dallas, Tex.

Candy Stripe Recs. Inc., 2914 Ave. "L," Brooklyn. Zip: 11210. Tel: 338-0050. Tape Buyer: Arlene Keil.

Fine-Tone Tapes Unltd. Inc., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. Owner: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein.

Independent Rec. Promos, 101 Eighth Ave. Zip: 10011. Tel: 989-8644. Pres.: Larry Gutfenplan.

Interstate Rec. Dists., 1290 Ave. of the Americas. Zip: 10019. Tel: 265-7760. Owner: M.G. Wells; Mgr.: Max Goldstein; Tape Buyer: Walter Finn.  
Branch: Rochelle Park, N.J., Garden State Rec. Dists. Inc.

M R J Dists., 636 10 Ave. Zip: 10036. Tel: 581-4834. Tape Div. Mgr.: Ralph Bana; Sales Mgr.: Mike Hale.

N M C Corp., 235 W. 46 St. Tel: 246-7735. Pres.: Jesse Selter.  
Home office: Oceanside, L.I., N.Y.

National Rec. Sales, 160 Broadway, Suite 1102. Zip: 10038. Tel: BA 7-9493. Owner & Mgr.: Reginald M. Jervis.

New Deal Rec. Serv. Corp., 46-50 54 Ave., Maspeth. Zip: 11378. Tel: 786-6255. Tape Div. Mgr.: Al Rubenstein.  
Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa.; Dallas, Tex.

Raymar Sales Co., 170-21 Jamaica Ave., Jamaica. Zip: 11432. Tel: OL 8-4012. Tape Mgr.: Hal Kaufman; Tape Buyer: Samuel Keenholz.  
Branch: Newark, N.J., Ideal Rec. Prods.

Record Mart, 1470 Broadway. Zip: 10036. Tel: AL 4-4024. Owner: Robert Stack; Mgr. & Buyer: Jesse Moskowitz.

Record Shack, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Owner: Edward Portnoy; Tape Mgr. & Buyer: Morton Kalb.

Transcontinental Music Corp. (div. of Transcontinental Investing Corp.), 201 E. 42 St. Zip: 10017. Tel: 697-8610. Pres.: Howard Weingrow. (Exec. office only).

Branches: Los Angeles, Calif., Hart Dists. Inc.; San Francisco, Calif., Transcontinental Music Corp.; Denver, Colo., Active Electronics & Tape Cartridge Corp.; Hartford, Conn., Eastern Electronic Sales; Boston, Mass., Transcontinental Dists.; Albany, N.Y., Mohawk Dists.

Win Recs. Inc., 858 Ninth Ave. Zip: 10019. Tel: KI 6-0676. Tape Mgr. & Buyer: George Weiss.

#### • OCEANSIDE, L.I. (Area Code 516)

N M C Corp., 3580 Oceanside Rd. Zip: 11572. Tel: 678-6770. Pres.: Jesse Selter.  
Branch: New York, N.Y.

Scott Dist'g Corp., 3580 Oceanside Rd. Zip: 11572. Tel: 678-6580. Tape Mgr. & Buyer: Harvey Lefkowitz.

#### • POUGHKEEPSIE (Area Code 914)

Toy House of Hudson Valley, Manchester Rd. Zip: 12603. Tel: GR 1-2740. Tape Mgr. & Buyer: Lou J. Kustas.

#### • ROCHESTER (Area Code 716)

Clinton Mdsgr. Inc., 80 Commerce Dr. Zip: 14621. Tel: 334-2700. Tape Buyer: Bill Cyrkin.

#### • SYRACUSE (Area Code 315)

Almor Playtime Co. Inc., Midler Park Dr. Zip: 13206. Tel: 463-3351. Tape Sales Mgr.: George Valenti.

Home office: Amsterdam, N.Y.

Mage Serv. Mdsgr. Inc., 112 Ronnell Dr. Zip: 13219. Tel: 488-2512. Tape Mgr.: Mathew Orlando; Tape Buyer: Gerry Orlando.

#### • WESTBURY, L.I. (Area Code 516)

All Rec. Dists. Inc., 118 Swalm St. Zip: 11596. Tel: 997-7160. NYC Tel: (212) 657-2055. Tape Mgr. & Buyer: Thomas Hoffman.  
Branch: New York, N.Y.

### NORTH CAROLINA

#### • ASHEVILLE (Area Code 704)

Alexander News Co., 25 Carolina Ln. Zip: 28801. Tel: 253-2631. Tape Mgr. & Buyer: Clarence Suttle.

#### • CHARLOTTE (Area Code 704)

Handleman Co., 2309 Dunavant St. Zip: 28203. Tel: 372-1845. Tape Mgr.: William Hanson; Tape Buyer: Glenn McCoy.  
Home office: Detroit, Mich.

Southeastern Rec. Mdsrs. Inc., PO Box 1697, 2706 Freedom Dr. Tel: 399-5633. Pres.: Bert Fleishman; Sales Mgr. & Tape Buyer: Charles Hartley.

#### • ROCKY MOUNT (Area Code 919)

Rocky Mount News Agency, 1700 S. Franklin St. Zip: 27801. Tel: 446-6812. Tape Mgr. & Buyer: Bill McCarver.

### OHIO

#### • CANTON (Area Code 216)

Stark Rec. Serv. Inc., 8000 Freedom Ave. N.W., North Canton. Zip: 44720. Tel: 494-2282. Owners: Paul David, Charles Murray; Gen. Mgr. & Buyer: Philip Shannon.  
Branch: Cleveland, Ohio.

#### • CINCINNATI (Area Code 513)

Album Rec. Sales of America Inc., 229 W. McMillan. Zip: 45219. Tel: 621-8710. Tape Buyer: LeRoy R. Goodlander.  
Ohio Appliances Inc., 7624 Reinhold Dr. Zip: 45237. Tel: 821-6414. Tape Mgr.: David Wheeler.

#### • CLEVELAND METROPOLITAN AREA (Area Code 216)

All Label Rec. Serv. Inc., 7777 Exchange St., Valley View. Zip: 44125. Tel: 524-4260. Pres.: Harry H. Budin; Mgr.: Donald Weiss.

Claber Dists. Inc., 16501 Rockside Rd. Zip: 44137. Tel: GR 5-1000. Tape Buyer: Norm Shubert.

Dean's House of Jazz, 8601 Hough St. Zip: 44106. Tel: 231-9531. Owner & Mgr.: Wilbur Dean.

Handleman Co., 13900 Broadway, Garfield Heights. Zip: 44125. Tel: 587-5550. Tape Mgr.: Robert Prenatt; Tape Buyer: Roy Stevens.  
Home office: Detroit, Mich.

Midwest Ltd. Inc., 2150 Hamilton Ave. Zip: 44114. Tel: 696-7666. Owner: Ronald Schafer; Tape Mgr.: Mal Vangar.

Shuler Dists., 5400 E. 96 St. Zip: 44125. Tel: 475-9700. Pres.: Harry Shuler; Tape Div. Mgr.: Ron Smith; Sales Mgr.: Frank Rainey.

Stark Rec. Serv. Inc., 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Owners: Paul David, Charles Murray; Mgr.: Bob Zukie; Tape Buyers: Tom Zeit, Ramon Everett.  
Home office: Canton, Ohio.

#### • COLUMBUS (Area Code 614)

Car Stereo of Columbus Inc., 4147 E. Main St. Zip: 43213. Tel: 237-0264. Tape Mgr.: Fred Levy.

#### • DAYTON (Area Code 513)

Dayton Rec. Serv. Inc., 24 W. Ferry St., Miamisburg. Zip: 45342. Tel: 866-6431. Pres.: W.A. Carrington; Mgr.: Joe Taylor.  
Branch: Portsmouth, Ohio.

#### • PORTSMOUTH (Area Code 614)

Dayton Rec. Serv. Inc., 24 Union St. Zip: 45662. Tel: 354-3188. Tape Mgr. & Buyer: Joe Taylor.  
Home office: Dayton, Ohio.

● **SPRINGFIELD (Area Code 513)**

Buckeye Ents. Inc., 125 W. North St. Zip: 45502. Tel: 325-8747. Pres.: Asen Kristoff; Tape Buyer: Stephen O'Neill.

**OKLAHOMA**

● **OKLAHOMA CITY (Area Code 405)**

B & K Dist'g Co., 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton. Home office: Dallas, Tex.

Mid-Continent News Co., 125 N.W. 69 St. Zip: 73116. Tel: VI 3-9383. Tape Mgr. & Buyer: Gene Gibbs.

Western Mdsrs. of Oklahoma, 133 N.W. 23. Zip: 73103. Tel: 525-3532. Mgr.: Ron Lewis. Home office: Amarillo, Tex.

● **TULSA (Area Code 918)**

Oklahoma News Co., 909 W. 23 St. Zip: 74107. Tel: 584-4754. Tape Mgr.: S.E. White; Tape Buyer: John Goodnight.

**OREGON**

● **PORTLAND (Area Code 503)**

Souvall Bros. Inc., 9300 N.E. Multnomah. Zip: 97220. Tel: 254-6547. Tape Mgr. & Buyer: Ross Whisman.

● **ROSEBURG (Area Code 503)**

Paul Jackson Whsle. Co., 1308 N.W. Park. Zip: 97470. Tel: 672-4262. Pres.: Paul Jackson; Tape Mgr.: Bob Davis.

**PENNSYLVANIA**

● **CAMP HILL**

(see listing under Harrisburg, Pa.)

● **CONEMAUGH (Area Code 814)**

Page Rec'g Co., 345 Second St. Zip: 15909. Tel: 539-8117/9834. Owner & Mgr.: Al Page.

● **FLOURTOWN (Area Code 215)**

Pike Tape & Rec. Ctr., Flourtown Shopping Ctr. Zip: 19031. Tel: AD 3-4414. Owner: Hal Barkan.

● **HARRISBURG (Area Code 717)**

D & H Dist'g Co., 2525 N. Seventh St. Zip: 17105; (Rec. & Tape Div., 500 Terminal Rd., Camp Hill. Zip: 17011). Tel: 236-8001. Tape Div. & Sales Mgr.: David Press. Branch: Baltimore, Md.

● **KINGSTON (Area Code 717)**

Record Town Inc., 449 Northampton St. Zip: 18704. Tel: 288-6536. Tape Mgr. & Buyer: Joe Nardone.

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

A & L Dist'g Inc. S.E. Corner 30 & Thompson St. Zip: 19121. Tel: PO 5-4300. Tape Mgr.: Burton Naidoff; Tape Buyer: Gordon Gibson.

Bandstand Rec. Serv. Inc., 1400 E. Somerset St. Zip: 19132. Tel: BA 9-9110. Tape Mgr.: J. Rapaport.

Norman D. Cooper Inc., 6222 Lebanon Ave. Zip: 19151. Tel: TR 8-9591. Tape Mgr.: Val Shively Jr.; Tape Buyer: Norman D. Cooper.

Handleman Co. (see listing under Pennsauken, N.J.). Infinite Rec. & Tape Sales Inc., 16 W. Glenside Ave., Glenside. Zip: 19038. Tel: 927-0253. Tape Mgr.: Michael Adler; Tape Buyer: Renee Hannig.

I. J. Morgan Co., 51 St. & Parkside Ave. Zip: 19131. Tel: TR 7-6033. Pres.: Jerry Rosen; Mgr.: Myron Zacker; Tape Mgr.: Herman Rosen.

Robert Nash Dists., 2780 Limekiln Park, Glenside. Zip: 19038. Tel: WA 7-6100. Owner: Robert Nash; Tape Div. Mgr.: Andy Nash; Sales Mgr.: Steve Markoe.

New Deal Rec. Serv. Corp., 2503 N. Broad St. Zip: 19132. Tel: 229-4555. Mgr.: Pete Voss. Home office: New York, N.Y.

Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Owner & Tape Mgr.: Edward Marcus; Tape Buyer: Lawrence Shaw.

Raymond Rosen & Co. Inc., 51 & Parkside Ave. Zip: 19131. Tel: TR 8-2200. Tape Div. Mgr.: Norman Umin.

Shulman Rec. Co. Inc., 428 N. 13 St. Zip: 19123. Tel: MA 7-4902. Pres.: Jerome Shulman; Sec'y-Treas.: Lee Swede.

● **PITTSBURGH METROPOLITAN AREA (Area Code 412)**

All Brands Inc., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770, 391-3973. Pres.: Herbert S. Cohen; Tape Div. Mgr.: Gene Jakiela.

Hamburg Bros. Inc., 24 St. & AVRR. Zip: 15222. Tel: 471-0808. Sales Mgr.: Morton J. Locker.

Handleman Co., 1388 Island Ave., McKees Rocks. Zip: 15212. Tel: 331-6972. Tape Mgr.: Vera Powell; Tape Buyers: Vera Powell, Betty Doyle.

Home office: Detroit, Mich. Richmark Sales Co., 1072 Lincoln Hwy. W., Irwin. Zip: 15642. Tel: 863-0372. Owner: Alvin Ackerman; Tape Div. Mgr.: John R. Hoebler. Branch: St. Louis, Mo.

● **SUMMIT HILL (Area Code 717)**

Barnes Rec. Dists., 13 W. White St. Zip: 18250. Tel: 645-2321. Prop.: William Barnes.

**RHODE ISLAND**

● **PROVIDENCE (Area Code 401)**

Beacon Rec. Dists. Inc., 725 Branch Ave. Zip: 02904. Tel: 351-6700. Pres.: Milton Israeloff; Tape Buyer: Rubin Zeidman.

H. V. Papazian Corp., 387 Charles St. Zip: 02904. Tel: 351-5099. Tape Mgr.: Harold V. Papazian; Tape Buyer: Haig Yaghoobian.

**SOUTH CAROLINA**

● **ABBEVILLE (Area Code 803)**

Savitz Rec. Ctr., 115 Court Sq. Zip: 29620. Tel: 459-2172. Tape Mgr. & Buyer: Allen Savitz.

● **COLUMBIA (Area Code 803)**

Brown Sales Co., 1423 Ellerbe St. Zip: 29204. Tel: 787-3401. Tape Mgr.: H. Grady Brown Jr.; Tape Buyer: Stephen Sturkie.

**TENNESSEE**

● **COOKEVILLE (Area Code 615)**

Rack Ents., 111 W. First St. Zip: 38501. Tel: 526-5148. Tape Mgr.: Bill Amonette.

● **KNOXVILLE (Area Code 615)**

Knox Rec. Rack, PO Box 4045, 2000 Western Ave. Tel: 525-0445. Owner: Sam Morrison.

● **MEMPHIS (Area Code 901)**

Hot Line Rec. Dist., 596 Lane. Zip: 38105. Tel: 525-0756. Tape Div. & Sales Mgr.: Jim Crudginton.

Record Vending Inc., 748 Galloway Ave. Zip: 38105. Tel: 526-7954. Pres.: Sidney Melvin.

● **NASHVILLE (Area Code 615)**

Volunteer Dist'g Co., 435 37 Ave. N. Zip: 37209. Tel: 269-5617. Tape Mgr.: Webber Parrish; Tape Buyers: Harvey Kilgore, Ronny Crick.

**TEXAS**

Western Mdsrs. Inc., 1601 W. Third Ave. Zip: 79105. Tel: 376-6251. Tape Mgr.: Dick Williamson; Tape Buyer: Ed Perry.

Branches: Albuquerque, N.M.; Oklahoma City, Okla.; Houston, Lubbock, Midland, San Angelo, Wichita Falls, Tex.

● **AUSTIN (Area Code 512)**

Tom Bishop Whsle., Rt. 5, Box 119-D. Zip: 78704. Tel: 282-1773. Tape Mgr. & Buyer: Tom Bishop.

● **DALLAS (Area Code 214)**

Atlas-Rand Corp., 7900 Sovereign Row. Zip: 75247. Tel: ME 7-2760. VP Sales: Al Gittleman.

Home office: see New York, N.Y. B & K Dist'g Co., 1411 Round Table Dr. Zip: 75247. Tel: ME 7-1920. Tape Div. Mgr.: Bill Burton; Sales Mgr.: Tom Sims.

Branch: Oklahoma City, Okla. Handleman Co., 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Tape Mgr.: George Braun; Tape Buyer: Ollie Johnson.

Home office: Detroit, Mich. New Deal Rec. Serv. Corp., 1409 Round Table Dr. Zip: 75247. Tel: 637-4580. Mgr.: Arnold Kaplan.

Home office: New York, N.Y. Records of Dallas, 1345 Chemical St. Zip: 75207. Tel: 631-7263. Tape Mgr. & Buyer: Ken Marrs.

Transcontinental Music Corp., 4845 Cash Rd. Zip: 75247. Tel: 637-3774. Home office: New York, N.Y.

● **HOUSTON (Area Code 713)**

H. W. Daily Inc., 314 E. 11 Ave. Zip: 77008. Tel: 861-8108. Tape Mgr. & Buyer: Don Daily.

Record Dist'g Co., 901 Commerce Ave. Zip: 77011. Tel: CA 7-4221. Tape Mgr. & Buyer: Reagan Calhoun.

Record Serv. Co., 614 Dennis. Zip: 77006. Tel: 528-5521. Tape Mgr.: Tex Schofield; Tape Buyer: Lillian Ford.

Record Specialtie's Co., PO Box 19132. Zip: 77024. Tel: 468-2765. Tape Mgr. & Buyer: Harvey Hood.

Records of Houston, 316 E. 11 Ave. Zip: 77008. Tel: 861-8108. Tape Mgr. & Buyer: Don Daily.

Western Mdsrs. of Houston, 4625 Fannin St. Zip: 77004. Tel: 529-3779. Mgr.: Jerry Joseph. Home office: Amarillo, Tex.

● **LUBBOCK (Area Code 806)**

Recordland USA Inc., 3819 Ave. A. Zip: 79408. Tel: 747-4444. VP & Tape Mgr.: Bob Iseral; Tape Buyer: J. A. Killebrew.

Western Mdsrs., 4610 45 St. E. Zip: 77018. Tel: SW 9-1921. Home office: Amarillo, Tex.

● **MIDLAND (Area Code 915)**

Western Mdsrs., 3316 Delano St. Zip: 79707. Tel: OX 4-2958. Home office: Amarillo, Tex.

● **SAN ANGELO (Area Code 915)**

J. P. Biddle Co., PO Box 3051. Zip: 76901. Tel: 653-8923. Tape Mgr. & Buyer: J. P. Biddle.

Western Mdsrs., 2223 Stanton St. Zip: 76901. Tel: 949-0230. Home office: Amarillo, Tex.

● **WICHITA FALLS (Area Code 801)**

Western Mdsrs., 1522 Glendale Dr. Zip: 76203. Tel: 767-5234. Home office: Amarillo, Tex.

**UTAH**

● **SALT LAKE CITY (Area Code 801)**

Billinis Dist'g Co., 3575 South 700 West. Tel: 266-3540/8. Pres. & Mgr.: John Billinis.

Huish Dist'g Co., 2525 S. Eighth W. Zip: 84115. Tel: 486-7611. Owner: Paul W. Huish; Tape Div. Mgr.: Ross J. Davis.

Mountain West Dists. Inc., 2195 S.W. Temple. Tel: 467-0202. Owners: Dick Brower, Rulon Reynolds; Tape Mgr.: Rulon Reynolds.

**VERMONT**

● **ST. JOHNSBURY (Area Code 802)**

St. Johnsbury Rec. Dists., Railroad St. & Eastern Ave. Zip: 05819. Tel: 748-2475. Pres. & Tape Buyer: Loren Phelps.

● **SOUTH BURLINGTON (Area Code 802)**

Almor Playtime Whsle. Dist'g Co., Dorset St. Zip: 05401. Tel: 864-4087. Tape Sales Mgr.: Ray Baron. Home office: Amsterdam, N.Y.

**VIRGINIA**

● **FALLS CHURCH (Area Code 703)**

Giant Music Whslers., 133 S. Washington St. Zip: 22046. Tel: 534-3773. Pres.: Jack Shaver; Tape Buyers: Skip Blackburn, Jack Shaver.

● **RICHMOND (Area Code 703)**

Meridian Electronics Inc., 1001 W. Broad St. Zip: 23220. Tel: 355-6521. Pres.: A. J. Dere.

Pat's One Stop (div. of Entertainment Inc.), PO Box 2219. Zip: 23217. Tel: MI 8-4791. Pres.: Pat Cohen.

● **ROANOKE (Area Code 703)**

Turner Candy Co., 516 Rorer Ave. Zip: 24008. Tel: DI 2-0500. Tape Mgr. & Buyer: Al Turner Jr.

**WASHINGTON**

● **SEATTLE (Area Code 206)**

Consolidated Rec. Dists. Inc., 1000 First Ave. S. Zip: 98134. Tel: 682-7188. Gen. Sales Mgr.: Stan Jaffe; Tape Div. Mgr.: Chuck Blacksmith; Tape Sales Mgr.: Jerry Costello.

Branch: Los Angeles, Calif. General Rec. Serv. Inc., 408 S. River. Zip: 98108. Tel: RO 7-3636. Gen. Mgr.: Paul Portteus.

Major Dists., 620 N.W. Bright St. Zip: 98107. Tel: 789-1600. Tape Mgr.: E. W. Moore; Tape Buyer: Guy N. Stewart.

Seattle Rec. One Stop, 125 First Ave. N. Zip: 98109. Tel: 284-8990. Tape Mgr.: Lew Choate.

Tape-Tronics, 301 Nickerson. Zip: 98109. Tel: AT 4-4020. Tape Mgr. & Buyer: Douglas V. Franz.

Transcontinental Music Corp., 9860 40 Ave. S. Zip: 98118. Tel: PA 5-2500. Home office: New York, N.Y.

**WISCONSIN**

● **EAU CLAIRE (Area Code 715)**

Arrow Racks, 1609 Laurel Ave. Zip: 54701. Tel: 832-2533. Owner: R. W. Meyer.

● **MADISON (Area Code 608)**

Rapid Sales Co. Inc., 1019 Jonathon Dr. Zip: 53713. Tel: 257-3088. Owner: Rolf V. Voegelin; Tape Buyer: Donald E. Smith.

● **MILWAUKEE & ENVIRONS (Area Code 414)**

National Tape Dists. Inc., PO Box 3808, 530 N. 22 St. Zip: 53233. Tel: 342-8422. Corporate address: 2123 W. Michigan St. Zip: 53233. Tel: 342-3885. Pres.: James J. Tiedjens.

Branches: Reno, Nev., National Tape Dists. of Nev.; Linden, N. J., National Tape Dists. of N.J.

Record City (div. of Taylor Electric Co.), 1136 W. Donges Bay Rd., Mequon. Zip: 53092; Box 2359, Milwaukee. Zip: 53212. Tel: 241-3970. Mgr.: Harold E. Rietz; Tape Buyer: Don Bergman.

Taylor Electric Co., 4080 N. Port Washington Rd. Zip: 53212. Tel: 964-4321. Tape Sales Mgr.: Don Bergman; Tape Buyer: Vera Ugoletz. Branch: Record City.

● **RACINE (Area Code 414)**

Souville, 507 Main St. Zip: 53403. Tel: 634-9633. Prop.: J. Huennekens.

# IMPORTERS/EXPORTERS

## CALIFORNIA

### • LOS ANGELES (Area Code 213)

California Music Co. (export only), 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Owner: Sam Ricklin; Mgr.: Buddy Robinson.

Celebrity Concert Corp., 315 S. Beverly Dr., Beverly Hills. Zip: 90212. Tel: 273-3330. Pres.: Bernard Lubet.

**Labels imported:** Melodiya, MK-Mezhdunarodnaya Kniga (USSR).

Fermata International Melodies Inc., 6290 Sunset Blvd., Hollywood. Zip: 90028. Tel: 462-7473. Mgr.: D. Frenkiel.

**Labels imported:** Producoes Fermata, Som/Maior, Discos RGE, Discos Premier (Brazil).

Pacific International, 1223 N. Kingsley. Zip: 90029. Tel: 666-2704. Pres.: Tom T. Saiki.

**Labels imported:** Nivico, Pony Pak.

M. Stewart & Co. (export only), 204 S. Beverly Dr., Beverly Hills. Zip: 90212. Tel: 272-0103. Int'l Sales Dir.: Mendel Stewart.

T D K Electronics Corp., 6151 W. Century Blvd. Zip: 90045. Tel: OR 0-5515. Home office: New York, N.Y. Int'l office: Japan.

**Labels imported:** Japan Gramophone, Teichiku.

### • SANTA ANA (Area Code 714)

Rantra Recs., 1136 Arapahoe Dr. Zip: 92704. Tel: 546-1876. Owner: Stewart Douglas; Mgr.: Julie Mallow.

**Imports from:** Germany, Spain, Sweden.

## DISTRICT OF COLUMBIA

### • WASHINGTON (Area Code 202)

A. E. Schwartz Music Studios, 1301 Delaware Ave. S.W. Zip: 20024. Tel: 546-1597. Owner: A. E. Schwartz; Mgr.: R. D. Schwartz.

**Label imported:** Karmiol (Israel).

## FLORIDA

### • MIAMI (Area Code 305)

Musical Export Supply (export only), 4500 N.W. 36 Ave. Zip: 33148. Tel: 635-1950. Pres. & Mgr.: Raoul Shapiro.

Record Bar, PO Box 748, Miami Springs. Zip: 33166. Tel: 444-3352. Owner & Mgr.: Terrence Nixon.

**Int'l office:** Nassau, Bahamas.

**Labels imported:** Carib, Island Artists (Nassau, Bahamas).

## ILLINOIS

### • CHICAGO (Area Code 312)

T D K Electronics Corp., 2906 W. Peterson Ave. Zip: 60645. Tel: 973-1222. Pres.: Y. Ohtoshi; Gen. Mgr.: K. Hiromoto; Sales Mgr.: Y. Hirotsuka.

**Home office:** New York, N.Y.

**Int'l office:** Japan.

**Labels imported:** Japan Gramophone, Teichiku.

## KENTUCKY

### • LOUISVILLE (Area Code 502)

Orbit Radio, PO Box 1644, 1863 Arlington. Zip: 40201. Tel: 895-1143, 583-7755. Owner & Mgr.: S. A. Cisler.

**Imports from:** France, Germany, Italy, Japan, Scandinavia, United Kingdom.

## MASSACHUSETTS

### • NEW BEDFORD (Area Code 617)

Penco Rec. Co., 428 Wood St. Zip: 02745. Tel: 995-0595. Owners: Francisco A. Penha, Americo Afonso; Mgr.: Francisco A. Penha.

**Labels imported:** Alvorada, Lisboa, Orfeu, Rap-sodia (Portugal).

## NEW YORK

### • ARMONK (Area Code 914)

Mozart Edition Inc., 4 Mill Ln. Zip: 10504. Tel: 273-9529. Owner: Joseph E. Zerga.

**Labels imported:** Mozart (England, Germany), Raphael (Germany).

### • FREEPORT, L.I. (Area Code 516)

Royal Sound Co. Inc. (export only), 409 N. Main St. Zip: 11520. Tel: 868-2880. Pres.: Mervin A. Dayan.

### • MOUNT VERNON (Area Code 914)

Luso Stereo Co., PO Box 1031. Zip: 10551; 35 N. Fifth Ave. Zip: 10550. Tel: 667-7138.

**Labels imported:** Chantecler (Brazil), Tecla (Portugal).

### • NEW YORK CITY (Area Code 212)

Aiscap Inc. (export only), 19 W. 34 St. Zip: 10001. Tel: CH 4-1195. Owner: Joseph Scapa; Mgr.: B. Zimbalist.

Apon Recs., PO Box 131, Grand Central Sta. Zip: 10017. Tel: 988-0450. Gen. Mgr.: Ben Jones.

**Labels imported:** Amadeo (Austria), Harmonia Mundi (West Germany).

Cardinal Export Corp. (export only), 135 W. 29 St. Zip: 10001. Tel: PE 6-5855. Pres.: Arthur Lerner.

Daro Exports Ltd. (exports only), 424 Madison Ave. Zip: 10017. Tel: PL 5-1753. Owner: John R. Weinberg.

Eltron Export Co. (export only), 159 Maiden Ln. Zip: 10038. Tel: 944-7635. Owner: Werner T. Glaeser.

David Eskin-International Sales (export only), 400 Riverside Dr. Zip: 10025. Tel: RI 9-4257. Owner & Mgr.: David Eskin.

Harbor Rec. Export Corp. (export only), 8724 Third Ave., Brooklyn. Zip: 11209. Tel: 748-5307. Pres. & Mgr.: Jerome Hornig.

Hellenic Inc., 367 W. 34 St. Zip: 10001. Tel: LO 3-2831. Pres.: Ted Starke.

**Label imported:** Alectro.

International Export Agencies Inc. (export only), 394 Broadway. Zip: 10013. Tel: CA 6-1056. Pres.: Henry M. Segal.

International Tape Prods. (div. of Sylvan Ginsbury Ltd.), 72 W. 45 St. Zip: 10036. Tel: 687-3213. Mktg. Dir.: Benvenuto von Halle (exports solely magnetic tape products & accessories).

Peters International Inc., 600 Eighth Ave. Zip: 10018. Tel: 524-4020. Owner: Chris Peters; Mgr.: James C. Banthos.

**Labels imported:** Pathe Marconi (France), Electrola (Germany), Odeon (Italy).

Playette Importers, 585 Ninth Ave. Zip: 10036. Tel: BR 9-5379. Pres.: Sidney A. Evans.

**Imports from:** France, Germany, Italy, Spain.

Qualiton Recs. Ltd., 39-38 58 St., Woodside. Zip: 11377. Tel: TW 7-1820. Owner: Otto Quittner.

**Label imported:** Qualiton (Hungary).

Record & Tape Sales Corp., 821 Broadway. Zip: 10003. Tel: OR 4-6400. Pres. & Mgr.: Robert Staub.

**Labels imported:** Barclay, Fontana, Mercury, Philips, Polydor, Vogue (France).

Alex S. Roberts Assocs. Inc. (export only), 35 Bleecker St. Zip: 10012. Tel: 533-3840. Pres.: Alex S. Roberts.

Salient Export Agencies Inc. (export only), 1265 Broadway. Zip: 10001. Tel: LE 2-2283. Pres.: Morris Cohen.

Albert Schultz Inc. (export only), 116 W. 14 St. Zip: 10011. Tel: WA 4-1122/4. Owner: Albert Schultz; Mgr.: Stanley Atsidis.

M. Sluis Co. Inc. (export only), 15 Park Row. Zip: 10038. Tel: 349-0590. Pres.: M. Sluis; VP: H. Elion.

David Sternberg International Sales (export only), 136 W. 46 St. Zip: 10036. Tel: 581-6368. Owner: David Sternberg.

T D K Electronics Corp., 82 Wall St. Zip: 10005. Tel: 425-7070. Exec. VP: Hajime Kawamura; Sales Mgr.: Akira Otsuka; Sales Rep.: Michael Salvitelli.

**Branches:** Los Angeles, Calif.; Chicago, Ill. **Int'l office:** Japan.

**Labels imported:** Japan Gramophone, Teichiku.

### • OCEANSIDE, L.I. (Area Code 516)

Scott Dist'g Corp., 3580 Oceanside Rd. Zip: 11572. Tel: 678-6580. Owner: Sidney Kruglick; Mgr.: Harvey Lefkowitz (exports only to U. S. military bases abroad).

## VIRGINIA

### • McLEAN (Area Code 703)

Dance Recs., 1438 Springvale Ave. Zip: 22101. Tel: 356-4602. Owners: Dick & Sheila Mason.

**Labels imported:** Philips (Germany), Pye (United Kingdom).

## HUNTING FOR THAT HARD-TO-FIND INFORMATION?

BUYER'S GUIDE makes it  
easy-to-find for everyone.





# Tda announces a sneaky way to make retailers rich.

We call it the "Hot Automatic Shipment Program." When a dealer signs up, he gets merchandise before his competition.

What kind of goods? Just the hottest tapes!

A dealer specifies the kind of music he sells best: country, pop or easy listening. Then, when the hot releases hit our loading dock, they are shipped immediately, the same day. There is no ordering delay. So the retailer gets the merchandise anywhere from 2 to 5 days before his competition! Sneaky, eh?

Does this "Hot/Automatic" plan really work? Well, our present dealers are signing up in a hurry. The ones that have been working under it are like coining money.

It's just one of many reasons you should use TDA for your tape and hardware supplies. Other reasons:

An inventory of over 300,000 tapes. 4-track, 8-track, Cassette.  
Every title duplicated, in stock. *Every title. Every.*

WATS line ordering service. Weekly (or even *daily*) sales calls for constant, personal service.

100% return privilege on *all* merchandise. *All.*

Same day shipment of all orders, by the fastest possible route. We have shipping facilities for 8 trucks. We are across the street from the Chicago Post Office. And we are minutes away from O'Hare and Midway airports, for fast Air Parcel Post and Air Express service.

Sneaky? About as sneaky as a herd of elephants. But far more profitable.

Call. Collect. Ask for Miss Toni Tape.

# Tda

**TAPE DISTRIBUTORS OF AMERICA**

*Division of Allstate Record Distributors*

3035 W. 47th St. • Chicago 60632 • (312) 254-4612



AMPEX



pickwick



# TAPE SUPPLIES

## RAW TAPE MANUFACTURERS

American (see Greentree Electronics Corp.).  
 Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2641. Pres.: W. E. Roberts; Gen. Mgr.: A. Sroka; Sales Mgr.: L. Wortman.  
 Astatic Corp., Jackson & Ohio Sts., Conneaut, Ohio 44030. Tel: (216) 599-6916. Pres.: Fred Gluck; Mktg. & Sales Dir.: Frank D. Lintern.  
 Audio Devices Inc., 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. Pres.: Glenn E. Wallich; Gen. Mgr.: George R. Jones; Sales Mgr.: R. H. Vaughan.  
**Brand name:** Audiotape.  
 Audio-Electronics, 7221 Atoll, North Hollywood, Calif. 91605. Tel: (213) 764-4700. Pres.: Sheldon Howard.  
 Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving B. Katz; Sales Mgr.: Ray Allen; Adv. Dir.: Milt Feldman.  
 Audiotape (see Audio Devices Inc.).  
 B A S F Computron Inc., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: D. Ambros; Sales Mgr. Audio Prods.: T. Dempsey; Mktg. Admin'r: Harry F. Preston.  
 Capitol Records Dist'g Corp., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. VP & Gen. Mgr.: Robert Yorke; Tape Sales Mgr.: Roger Brown.  
 Cassette Corp. of America, 640 S. Commercial Ave., Carlstadt, N. J. 07072. Tel: (201) 933-9125. Pres.: Walter Elterman; Gen. Mgr.: Jules C. Cadenas; Sales Mgr.: Milt Blutter.  
 Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: E. R. Gamson; Gen. Mgr.: Herb Gold; Mktg. Dir.: Jim Neiger; Sales Mgr.: Al Kovac.  
 Coach (see Dict-O-Tape Inc.).  
 Dict-O-Tape Inc., 9090 Krier Pl., Brooklyn, N.Y. 11236. Tel: (212) CL 7-3355. Gen. Mgr.: Erwin Damsky.  
**Brand names:** Coach, Kilts, Shannon.

Duotone Co. Inc., 6875 S. W. 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester; Gen. Mgr.: Benjamin Rosenberg. Emerald (see Irish Magnetic Recording Tape).  
 Fidelitape (see TelePro Inds. Inc.).  
 Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill. 60626. Tel: (312) BR 4-0075. Sales Mgr.: Hiram A. Prince.  
 Finebilt Mfg. Co., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel: (213) 466-9511. Pres.: Alwin P. Schmid; VP & Gen. Mgr.: Joe Bouzagliou.  
 Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein.  
 G R T (see General Recorded Tape Inc.).  
 General Recorded Tape Inc., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Mktg. Dir.: Chris Coburn; Special Servs. Mgr.: Joe Wright; Mktg. Mgr.: Tom Bonetti; Sales Mgr.: Herb Hershfield.  
**Brand name:** Magnetic Media.  
 Greentree Electronics Corp. (div. Bell & Howell Co.), 2602 Michelson Dr., PO Box BG, Irvine, Calif. 92664. Tel: (714) 833-0020. Pres.: Sidney Brandt; Sales Mgr.: Jules L. Sack.  
**Brand names:** American, Star.  
 Irish Magnetic Recording Tape (div. Morhan Nat'l Sales Co.), 458 Broadway, New York, N.Y. 10013. Tel: (212) 925-1257. Pres.: Sol Zigman; Gen. Mgr.: George Krug; Sales Mgr.: Dan Schwartz.  
**Brand names:** Irish, Emerald.  
 Jay-Cher Ents., PO Box 175, Fairmont, Ga. 30139. Tel: (404) 337-2508. Pres.: Johnny Carter; Gen. Mgr.: Al Hedges; Sales Mgr.: Cheryl Carter.  
**Brand name:** Regency.  
 Kilts (see Dict-O-Tape Inc.).  
 Magnetic Media Corp., 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 698-8660; NYC Tel: (212) 792-1919. Pres. & Gen. Mgr.: Frank Radoy (also see General Recorded Tape).  
**Brand name:** Micro Media 25.  
 Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) TR 1-4100. Contract: Charles R. Fox.  
 Micro Media 25 (see Magnetic Media Corp.).  
 Nassau (see Telephone Dynamics Corp.).

Northridge Magnetics Inc., 19017 Parthenia, Northridge, Calif. 91325. Tel: (213) 349-0661. Pres.: R.B. Huffman; Sales Mgr.: N. Badgett.  
**Brand name:** Sound Track.  
 R C A Magnetic Prods. Div., 113 Ave. of the Americas, New York, NY. 10036. Tel: (212) 586-3000. VP & Gen. Mgr.: Joseph Stefan; Nat'l Sales Mgr.: D.C. Creswell; Mkt. Planning & Admin. Mgr.: H.K. Fried.  
 Recotone Co., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: H. Borchardt; Sales Mgr.: Peter Wish.  
 Reeves Soundcraft Inds., Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 743-7601. Pres.: J. Richardson; Regional Sales Mgr.: C. Berman. Regency (see Jay-Cher Ents.).  
 Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.  
 Royal Sound Co. Inc., 409 N. Main St., Freeport, N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan.  
 Sarex Corp., 3850 West Side Ave., North Bergen, N.J. 07047. Tel: (201) 864-9400; NYC Tel: (212) 227-6354. Pres.: O. L. Seda; Sales Mgr.: Robert F. Baker.  
 Scotch (see 3M Co.).  
 Shannon (see Dict-O-Tape Inc.).  
 Sound Track (see Northridge Magnetics Inc.).  
 Star (see Greentree Electronics Corp.).  
 Matthew Stuart & Co. Inc., 3650 Dyre Ave., Bronx, N.Y. 10466. Tel: (212) 994-7000. Pres.: Robert Pfeffer.  
**Brand name:** private label.  
 T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. Exec. VP: Hajime Kawamura; Sales Mgr.: Akira Otsuka; Sales Rep.: Michael Salvitelli.  
**Branches:** Los Angeles, Calif.; Chicago, Ill.  
**Int'l office:** Japan.  
 Telephone Dynamics Corp., 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11710. Tel: (516) 221-9870. Pres.: Leonard Young.  
**Brand name:** Nassau.  
 TelePro Inds. Inc., Cherry Hill Ind'l Ctr., Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: Aaron R. Wall; Sales Mgr.: R. W. Capello  
**Brand name:** Fidelitape.  
 3 M Co., 3 M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: Harry Heltzer; VP Magnetic Prods. Div.: Melvin C. Hegdal; Nat'l Sales Mgr.: William A. Madden.  
**Brand name:** Scotch.



## Because it breaks the Cassette Price Barrier!

Each cassette carries a written performance guarantee

See that new tape path? Around fool-proof moulded posts — with no more metal pins and rollers! And note the fail-safe hub. It has a plastic retainer to give positive hold on leader and tape. But — best of all — want to hear the low price? Call us —

- All standard lengths
- Private labeling
- Display counter packed
- Loaded with our own Fidelitape®
- Head cleaners, too
- Immediate delivery stocks
- Smoke-tinted plastic
- Pre-leadered for duplication

World's Oldest and Largest Manufacturer of Tape Cartridges


**TELEPRO**  
 INDUSTRIES INCORPORATED  
 Maker of Fidelitape®

Fidelipac Sales Dept.  
 Cherry Hill Industrial Center  
 Cherry Hill, N. J. 08034

## EMPTY CARTRIDGE, CASSETTE & REEL MANUFACTURERS

Amerline Corp. (sub. of Revlon Corp.), 1800 W. Fullerton Ave., Chicago, Ill. 60614. Tel: (312) 348-4300. Pres.: A. P. Hultgren; Gen. Mgr.: P. Ziliacaus; Sales Mgr.: F. O. Glaubitz.  
**Configuration:** Cartridge 4-tr. & 8-tr.; NAB broadcast cartridge.  
 Audio Devices Inc., 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. Pres.: Glenn E. Wallich; Gen. Mgr.: George R. Jones; Sales Mgr.: R. H. Vaughan.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
**Brand name:** Audiopak.  
 Audio-Electronics, 7221 Atoll, North Hollywood, Calif. 91605. Tel: (213) 764-4700.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
 Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving Katz; Sales Mgr.: Ray Allen.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
 Audio Vendor (see Orrtronic Inc.).  
 Audiopak (see Audio Devices Inc.).  
 Automate (see Orrtronic Inc.).  
 B A S F Computron Inc., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: D. Ambros; Sales Mgr. Audio Prods.: T. Dempsey.  
**Configuration:** Open reel.  
 Budget Tape Cartridge Mfg. Co., 2235-37 S. La Brea Ave., Los Angeles, Calif. 90016. Tel: (213) 933-5867. Pres., Sales & Adv.: D.B. Macmillan.  
**Configuration:** Cassette.  
 C M (see Channel Marketing Inc.).  
 Capitol Records Dist'g Corp., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. VP & Gen. Mgr.: Robert Yorke; Tape Sales Mgr.: Roger Brown.  
**Configuration:** Cartridge 8-tr. & cassette.  
 Cartridge Components Corp., 114 Beach St., Rockaway, N.J. 07866. Tel: (201) 627-1144. Contact: L. Wayne Freitag.  
**Configuration:** Cartridge 4-tr., 8-tr. cassette & open reel.

continued on page 68



Audiotape Cassette Tape.  
It's really something to whisper about.

We don't shout about how good Audiotape .150 cassette tape is.

We whisper. Because there's no place for noise when it comes to cassette tape.

Our special Low-Noise formulation drastically reduces the hiss caused by poor signal-to-noise ratio, the biggest

obstacle to quality sound reproduction in cassettes.

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

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

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

**audiotape**<sup>®</sup>  
SOUND TAPE

**audiopak**<sup>®</sup>  
CASSETTES & CARTRIDGES

Audio Devices, Inc.  
235 E. 42 St., New York 10017  
A subsidiary of Capitol Industries, Inc.



# Here's Our Bag

And we can fill yours with **ALL** of the hot tape cartridge and cassette accessories. We make them, stock them, merchandise them. We're your instant, one-stop supplier.

Private labelling and packaging? Rack merchandising? They're all in the CM bag. That's because we're innovators and manufacturers. Almost every month we introduce new accessories to stimulate your sales. We mold our own cartridges and cassettes and offer you our own high quality CHANNELUBE® tape—or any other national brand.

No costly shipping delays. We guarantee top American quality at realistic prices.

Head Cleaners—Player Maintenance Kits—Dust Covers—Demagnetizers—Test Cartridges—Tape Storage Channels—Cartridge Cleaners—Accessory Burglar Alarms—Loaded Blanks—Cassette Carriers—AM & FM Tuner Cartridges—and many others.

For more information call (609) 424-3344 or write:

 **CHANNEL MARKETING, INC.**  
342 Madison Avenue, New York, N.Y. 10017

## TAPE SUPPLIES

Continued from page 66

- Cassette Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 933-9125. Pres.: Walter Elterman; Gen. Mgr.: Jules C. Cadenas; Sales Mgr.: Milt Blutter.  
**Configuration:** Cassette.
- Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: E. R. Gamson; Gen. Mgr.: Herb Gold; Mktg. Dir.: Jim Neiger; Sales Mgr.: Al Kovac.  
**Configuration:** Cartridge 4-tr., 8-tr., cassette & open reel.
- Challenger (div. of Coast Mfg.), 105-23 New York Blvd., Jamaica, N.Y. 11433. Tel: (212) 297-8383. Pres.: Sol Kappel; VP & Gen. Mgr.: Jack Canton.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette  
**Brand name:** Challenger, Coast.
- Channel Marketing Inc., 342 Madison Ave., New York, N.Y. 10017. Tel: (212) 682-2848. Pres.: Ronald Obsgarten; VP Mktg.: Arnold Kaminer; VP Sales: Marvin Rabin; Sales Mgr.: Joseph A. McHugh.  
**Branch:** Cherry Hill, N.J., 26 Fellowship Rd. Tel: (609) 424-3344.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
**Brand name:** CM 4, CM 8, Coronet.
- Coast (see Challenger).
- Concord Electronics Corp., 1935 Armacost Ave., Los Angeles, Calif. 90025. Tel: (213) 478-2541. Pres.: Howard P. Ladd; Gen. Mgr.: Robert Halpern; Sales Mgr.: William B. Minkin.  
**Configuration:** Cassette.
- Coronet (see Channel Marketing Inc.)
- Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Sales Mgr.: Lloyd Pomber.  
**Configuration:** Cartridge 4-tr., 8-tr., cassette & open reel.
- Dict-O-Tape Inc., 9090 Krier Pl., Brooklyn, N.Y. 11236. Tel: (212) CL 7-3355. Pres. & Gen. Mgr.: Erwin Damsky.  
**Configuration:** Open reel.
- Dynapak (see Stereodyne Inc.).
- Echo-matic (see Orrtronics Inc.).
- Fidelipac (see TelePro Inds. Inc.).
- Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein; Opns. Mgr.: Alan Gorme.  
**Configuration:** Cartridge, cassette & open reel.
- General Recorded Tape Inc., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Mktg. Dir.: Chris Coburn; Special Servs. Mgr.: Joe Wright; Mktg. Mgr.: Tom Bonetti; Sales Mgr.: Herb Hershfield.  
**Configuration:** Cartridge 8-tr.  
**Brand name:** Modular 8.
- Kalof Electronic (div. of Kalof Aluminum), 7660 Gloria Ave., Van Nuys, Calif. 91406. Tel: (213) 989-1901. Pres.: Sam Kalof; Gen. Mgr.: Jack C. Cummings; Adv. Dir.: King Baldwin.  
**Configuration:** Cartridge.  
**Brand name:** Starline.
- Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; Sales Mgr.: Tom Hofbauer.  
**Configuration:** Cartridge & open reel.
- Marathon Prods. Corp., 334 W. Boylston St., West Boylston, Mass. 01583. Tel: (617) 853-0988. Pres.: Richard D. Myers; Treas.: Bart D. Bagdasarian.  
**Configuration:** Cartridge 4-tr.
- Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) TR 1-4100. Contact: Charles R. Fox.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
**Brand name:** Traveltine.
- Modular 8 (see General Recorded Tape Inc.).
- Nuvox Electronics Corp., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-2110. Pres.: Edmond Sassoon; Sales Mgr.: Abe Liniado.  
**Configuration:** Cassette.
- Orrtronics Inc., P O Box 864, Willis Day Ind'l Pk., Toledo, Ohio 43601. Tel: (419) 693-0641. Pres.: Keith Wilson; Sales Mgr.: Joseph C. Meidt.  
**Configuration:** Cartridge 4-tr. & 8-tr.  
**Brand name:** Orrtronics, Audio Vendor, Automate, Echo-matic.
- Pickwick International Inc., 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. Pres.: Cy Leslie; Sales Mgr.: Ralph Berson.  
**Configuration:** Cartridge 4-tr. & 8-tr.
- Plastic Reel Corp. of America (See Cassette Corp. of America).
- Plastic-Ware Inc. (div. of North American Philips), 1100 Leggett Ave., Bronx, N.Y. 10474. Tel: (212) 991-0100. VP & Gen. Mgr.: S. S. Roy; VP Sales: B. Mack.  
**Configuration:** Cassette.
- Playmate Inds. Inc., 4535 Delemere, Royal Oak, Mich. 48073. Tel: (313) 576-0230. Pres. & Gen. Mgr.: Theodore Ritz Jr.; Sales Mgr.: Robert Atkinson.  
**Configuration:** Cartridge 4-tr., 8-tr., cassette & open reel.
- PlayTape Inc., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 675-8050. Pres.: Frank

continued on page 70

A black and white photograph of a music stand against a dark background. The stand is a tripod with a vertical pole. At the top of the pole is a white rectangular sign with the text "There's more to the music business than music." written in a bold, sans-serif font. The sign is slightly tilted.

**There's more  
to the  
music business  
than music.**

#### THERE'S BUSINESS.

The business of duplicating, packaging and distributing. And that takes experts.

Our arrangements with 91 basic labels insure that GRT gets the hot ones first. (Most of the time, anyway.)

Our modern, strategically located duplicating plants (one in the East — one in the West — and soon, one in Canada) can produce the finest 8 and 4 track cartridges, cassettes and reels, usually weeks ahead of Brands X, Y and Z.

And finally, our Customer Service Department makes sure dealers, jobbers and distributors have the tapes their customers want — usually before their customers even know they want them.

As the music business grows, the Great Tapes keep getting greater. If you'd like to talk business with us, please call.

It will be music to our ears.

THE GREAT TAPES **GRT**

Contract duplicating and licensing on 8 track, 4 track, cassettes and reels from General Recorded Tape, Inc., Sunnyvale, California 94086

## TAPE SUPPLIES

Continued from page 68

Stanton; Sales Mgr.: Hal Dennis.  
**Configuration:** Cartridge 2-tr.  
 Quixonic Inc., 42105 Postliff Dr., Plymouth, Mich. 48170. Tel: (313) 455-0210. Pres.: Jack de Kruif; Gen. Mgr.: Carl J. Fuhst; Sales Mgr.: Peter Guchi.  
**Configuration:** Cartridge 8-tr.  
 Radiant Cassette & Cartridge Corp., 555 Santa Rosa Dr., Des Plaines, Ill. 60018. Tel: (312) 763-7000. Pres.: Cary Wang; Prod. Mgr.: John Starzec.  
**Configuration:** Cassette.  
 Reallone Electronics (div. of Soundesign Corp.), 34 Exchange Pl., Jersey City, N.J. 07302. Tel: (201) 434-1050; NYC Tel: (212) 227-6040. Pres.: Ely E. Ashkenazi; VP & Sales Mgr.: Harry Franco; Mktg. Dir.: Robert Winer.  
**Configuration:** Cassette.  
**Brand name:** Reallone, Soundesign.  
 Reeves Soundcraft Inds., Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 743-7601. Pres.: J. Richardson; Regional Sales Mgr.: C. Berman.  
**Configuration:** Cassette.  
 Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.  
**Configuration:** Open reel.  
 Rozinante Inc., P O Box 87, 878 Wing St., Plymouth, Mich. 48170. Tel: (313) 455-2500. Pres.: D. D. Merry.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
 Sarex Corp., 3850 West Side Ave., North Bergen, N.J. 07047. Tel: (201) 864-9400; NYC Tel: (212) 227-6354. Pres.: O. L. Seda; Sales Mgr.: Robert F. Baker.  
**Configuration:** Cartridge 8-tr., cassette & Play-Tape.  
 Saxitone Tape Sales, 1776 Columbia Road N.W., Washington, D. C. 20009. Tel: (202) 462-0800. Pres.: Harry Sackser.  
**Configuration:** Cassette.  
 Simpax Int'l Inc., 1643 19 St., Santa Monica, Calif. 90404. Tel: (213) 393-7353. Pres.: Robert S. Wallace; Sales Mgr.: A.R. Robbins.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
**Brand name:** Simpax.  
 Soundesign (see Reallone Electronics).  
 Starline (see Kalof Electronics).  
 Stereodyne Inc., 2810 Elliott St., Troy, Mich. 48064. Tel: (313) 585-6585. Pres.: D. R. Kraus; VP Mktg.: D. S. Condon.  
**Branch:** Canada.

**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
**Brand name:** Dynapak.  
 Matthew Stuart & Co. Inc., 3650 Dyre Ave., Bronx, N. Y. 10466. Tel: (212) 994-7000. Pres: Robert Pfeffer.  
**Configuration:** Cassette.  
**Brand name:** Private labels.  
 T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. Exec. VP: Hajime Kawamura; Mgr.: Akira Otsuka; Sales Mgr.: G. Saddler; Sales Rep.: Michael Salvatelli.  
**Branches:** Los Angeles, Calif.; Chicago, Ill.  
**Int'l office:** Japan.  
**Configuration:** Cassette & open reel.  
 T E A C Corp. of America, 2000 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 394-0240. Pres.: Tommina Tani; Gen. Mgr.: Hiriam Oye; Sales Mgr.: Mikio Matsubayashi.  
**Configuration:** Cassette & open reel.  
 T S I (see Tape Service Inc.).  
 Tape Service Inc., 214 W. Main St., Moorestown, N.J. 08057. Tel: (609) 235-6332. Pres.: William F. Mulcahy.  
**Configuration:** Cartridge 8-tr.  
**Brand name:** TSI.  
 Telepac (see TelePro Inds. Inc.).  
 TelePro Inds. Inc., Cherry Hill Ind'l Ctr., Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: Aaron R. Wall; Sales Mgr.: R. W. Cappello.  
**Configuration:** Cartridge 4-tr., 8-tr., cassette & NAB broadcast cartridge.  
**Brand name:** Fidelipac, Telepac.  
 3 M Co., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: Harry Heltzer; VP Magnetic Prods. Div.: Melvin C. Hegdal; Nat'l Sales Mgr.: William A. Madden.  
**Configuration:** Cassette.  
**Brand name:** Scotch.  
 Traveltime (see Metra Electronics Corp.).

## BLANK LOADED TAPE MANUFACTURERS

Alaron (see B&B Import-Export Co.).  
 American (see Greentree Electronics Corp.).  
 American Contract Jobbers Inc., 114 Beach St., Rockaway, N.J. 07866. Tel: (201) 627-1144. Pres.: E. Michael Daspin.  
**Configuration:** Cartridge 8-tr., cassette & Play-Tape.

Ampex Corp., 860 Charter St., Redwood City, Calif. 94063. Tel: (415) 367-2011. Pres.: William Roberts.  
**Configuration:** Cassette.  
 Atlas-Rand Corp., Keystone Pl., Paramus, N.J. 07652. Tel: (201) 262-7500; NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better.  
**Configuration:** Cartridge 8-tr., cassette & open reel.  
 Audio Devices Inc., 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. Pres.: Glenn E. Wallich; Gen. Mgr.: George R. Jones; Sales Mgr.: R. H. Vaughan.  
**Configuration:** Cartridge 4-tr., 8-tr., cassette & NAB broadcast cartridges.  
**Brand name:** Audiotape.  
 Audio-Electronics, 7221 Atoll, North Hollywood, Calif. 91605. Tel: (213) 764-4700. Pres.: Sheldon Howard.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
 Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving B. Katz; Sales Mgr.: Ray Allen. Adv. Dir.: Milt Feldman.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
 Audio Physics, Inc., 16428 Vanowen St., Van Nuys, Calif. 91406. Tel: (213) 782-3638. Pres.: Don Washbrook; Gen. Mgr.: John David; Sales Mgr.: Bill Richards.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
 Audiotape (see Audio Devices Inc.).  
 B A S F Computon Inc., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: D. Ambros; Sales Mgr. Audio Prods.: T. Dempsey; Mktg. Admin'r: Harry F. Preston.  
**Configuration:** Cassette & open reel.  
**Brand name:** B A S F.  
 B & B Import-Export Co., 15755 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 864-9015. Sales Mgr.: Bernard Klein.  
**Configuration:** Cartridge, cassette & open reel.  
**Brand name:** Alaron.  
 Budget Tape Cartridge Mfg. Co., 2235-37 S. La Brea Ave., Los Angeles, Calif. 90016. Tel: (213) 933-5867. Pres.: Don Macmillan.  
**Configuration:** Cassette.  
 Cassette Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 933-9125. Pres.: Walter Elterman; Gen. Mgr.: Jules C. Cadenas; Sales Mgr.: Milt Blutter.  
**Configuration:** Cassette.  
 Certified Tapes Inc., 610 Clayton St., Orlando, Fla. 32804. Tel: (305) 425-7996. Owner: Michael J. Rizzo.  
 Certron Corp., 1701 S. State College Blvd., Ana-

continued on page 72

# THIS IS A SHORT WINDING STORY

## THE TURBO-MATIC CASSETTE LOADER

**SPEED:** Double Production with 1/2 the labor. Air Turbine Drive.

**FLEXIBLE:** Blank or Pre-Recorded Tape and all cassette load sizes on the one machine. Readily adaptable to load hubs or leader loaded cassettes at any time.

**AUTOMATIC:** Tape handling, cutting, winding and shifting from left to right leader all done with the push of one button.

**SIMPLE AND DEPENDABLE:** Operators like our winder. Managers like the brief training period and high production rates.

Call or Write:



**KING EQUIPMENT CORPORATION**

11 Fox Road  
 Waltham, Massachusetts 02154  
 Area Code 617-899-5110

**Simon Says: Load Tape**

**(Plop!)**

**Simon Says: Close cartridge.**

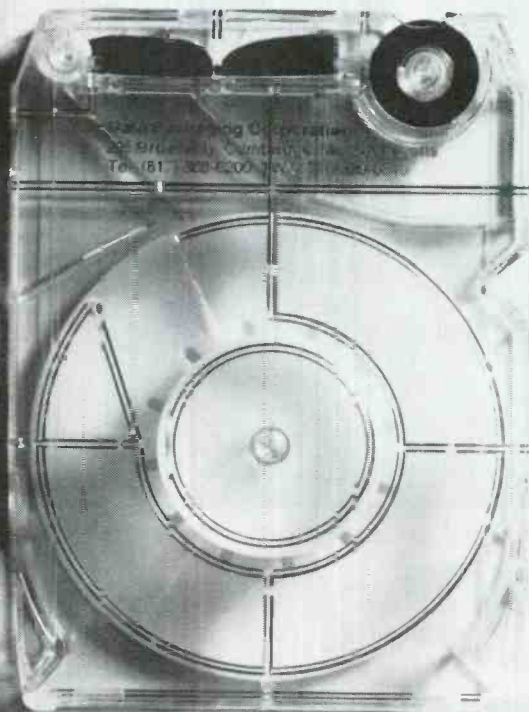
**(Snap!)**

**Attach wraparound label.**

**( )**

**Simon Says: Attach wraparound label.**

**(Zip!)**



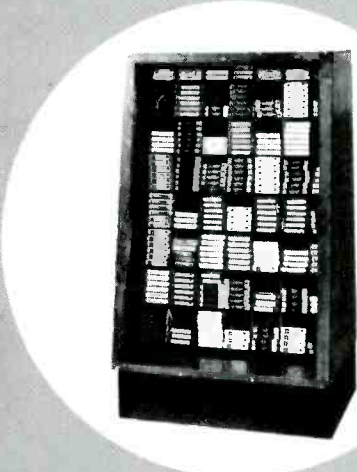
**Simon says you are ready for the next cartridge, because that's all there is to loading our pre-assembled, snap-together, 4- and 8-track, precision-molded, anti-jam cartridges.**

Manufacturers of 4- and 8-track cartridges, standard and EP compact cassettes, and reels and cases for the computer industry. Send for brochure.



**Data Packaging Corporation,**  
205 Broadway, Cambridge, Massachusetts  
Tel. (617) 868-6200 TWX 710-320-0840.

# THE ONE AND ONLY -- *Pick-A-Tape*



**100% THEFT-PROOF  
COMPLETELY  
ACCESSIBLE  
TAPE  
CARTRIDGE  
DISPLAY**

**Holds 322 TAPE  
CARTRIDGES**

The Only Cartridge Display Which Enables The Customer To See And Handle All Sides Of Tape Cartridges . . . And Yet Tapes Are 100% Theft-Proof! This Display Saves You Time and Increases Sales As Much As 100%!

Size: 33" Wide-48" High-24" Deep. Walnut Wood Grain Finish. Patent Pending



Distributor and Manufacturer Representatives Inquiries Invited.

Manufactured By:



4007 N. Penn. — Oklahoma City, Okla. 73112 — Area Code 405: 528-2525

**IRISH LUBRICATED TAPES  
ARE USED BY THE  
BIGGEST & BEST DUPLICATORS\*  
IN THE BUSINESS**

\*We'll be happy to supply their names.  
Call or write for complete details

## IRISH TAPE

458 Broadway, New York, N.Y. 10013 (212) WA 5-1257

## TAPE SUPPLIES

Continued from page 70

- heim, Calif. 92806. Tel: (714) 633-4280. Pres.: E. R. Gamson; VP: Herb Gold; Sales Mgr.: Al Kovac; Mktg. Dir.: Jim Neier. Configuration: Cassette & open reel.
- Channel Marketing Inc., 342 Madison Ave., New York, N.Y. 10017. Tel: (212) 682-2848; Cherry Hill, N.J. Tel: (609) 424-3344. Pres.: Ronald Obsgarten; VP Sales: Marvin Rabin; VP Mktg.: Arnold Kaminer; Sales Mgr.: Joseph A. McHugh. Configuration: Cartridge 4-tr., 8-tr. & cassette.
- Concord Electronics Corp., 1935 Armacost Ave., Los Angeles, Calif. 90025. Tel: (213) 478-2541. Pres.: Howard P. Ladd; Gen. Mgr.: Robert Halpern; Sales Mgr.: William B. Minkin. Configuration: Cassette.
- Continental Electromagnetics Corp. (formerly Magna-Tech Corp.), 3227 Cains Hill Pl. N.W., Atlanta, Ga. 30305. Pres.: Ron Matthews; Gen. Mgr.: B. J. Hammontree. Configuration: Cassette.
- Craig Corp., 3410 S. La Cienega Blvd., Los Angeles, Calif. 90016. Tel: (213) 936-6171. Owner: Robert Craig; Tape Div. Mgr.: Jack Baker; VP & Mktg. Dir.: D.D. Carson. Branches: San Francisco, Calif.; Denver, Colo.; Honolulu, Hawaii; Seattle, Wash. Configuration: Cassette.
- Custom Tape Corp., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Pres.: Joe Bihari; Sales & Mktg. Dir.: Bob Demain; Gen. Mgr.: Don Macmillan. Configuration: Cartridge 8-tr.
- Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Sales Mgr.: Lloyd Pomber. Configuration: Cassette.
- Dict-O-Tape Inc., 9090 Krier Pl., Brooklyn, N.Y. 11236. Tel: (212) CL 7-3355. Pres. & Gen. Mgr.: Erwin Damsky. Configuration: Cartridge 8-tr. & cassette.
- Dictation Products Ltd., 2525 Park Ln., Hallandale, Fla. 33009. Tel: (305) 981-6161. Pres.: Sy Scher; Gen. Mgr.: S. Bets; Sales Mgr.: M. Sebban. Configuration: Cartridge 4-tr., 8-tr. & cassette.
- Duotone Co. Inc., 6875 S.W. 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester; Gen. Mgr.: Benjamin Rosenberg. Configuration: Cartridge 8-tr. & cassette.
- Electra Radio Corp., 30 W. 23 St., New York, N.Y. 10010. Tel: (212) 675-7640. Pres.: Richard Beda; Sales Mgr.: Ralph Setton; Adv. Dir.: David Silverman. Configuration: Cassette & open reel.
- Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill. 60626. Tel: (312) BR 4-0075. Sales Mgr.: Hiram A. Prince. Configuration: Cartridge 4-tr., 8-tr. & cassette.
- Fine-Tone Audio Products Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein; Opts. Mgr.: Alan Gorme. Configuration: Cartridge 8-tr., cassette & open reel.
- G R T (see General Recorded Tape Inc.).
- General Recorded Tape Inc., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Mktg. Dir.: Chris Coburn; Special Servs. Mgr.: Joe Wright; Mktg. Mgr.: Tom Bonetti; Sales Mgr.: Herb Hershfield. Configuration: Cassette.
- Brand names: Micro Media, GRT.
- Greentree Electronic Corp. (div. Bell & Howell Co.), PO Box B-G, 2602 Michelson Dr., Irvine, Calif. 92664. Tel: (714) 833-0020. Pres.: Sidney Brandt. Configuration: Cartridge, cassette.
- Brand names: American, Star Series.
- Irish Magnetic Recording Tape (div. Morhan National Sales Co. Inc.), 458 Broadway, New York, N.Y. 10013. Tel: (212) 925-1257. Pres.: Sol Zigman; Gen. Mgr.: George Krug; Sales Mgr.: Dan Schwartz. Configuration: Cartridge 8-tr. & cassette.
- Le-Bo Products Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Pres: Mr. Leslie Bokor; Gen. Mgr.: Herb Hartman; VP & Sales: Leslie Dame. Configuration: Cartridge 4-tr. & 8-tr.
- Magnetic Media Corp., 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 698-8660; NYC Tel: (212) 792-1919. Pres. & Gen. Mgr.: Frank Radocy. Configuration: Cassette.
- Make-A-Tape, 219 S. First St., San Jose, Calif. 95113. Tel: (408) 294-2011. Owners: M. Papp, L. Chiaramonte. Configuration: Cartridge 4-tr. & 8-tr.
- Marathon Products Corp., 334 W. Boylston St., West Boylston, Mass. 01583. Tel: (617) 853-0988. Pres.: Richard D. Meyers; Treas.: Bart D. Bagdasarian. Configuration: Cartridge 4-tr. & 8-tr.
- Martel Electronic Sales Inc., 2339 S. Cotner Ave., Los Angeles, Calif 90064. Tel: (213) 479-4491. Pres.: David Krechman; Sales Mgr.: George Rose.

Continued on page 74



# We're out to break records.

Thanks to Lear Jet 8- and 4-track cartridges, record collections are slowly becoming America's newest antiques. And the very people who cut these records, are the people

who made us the world's leading manufacturer of precision cartridges. With the delivery you get, there's just no end to what our system can do for your sounds.

## Lear Jet stereo cartridges.

405 N. JESSE JAMES • EXCELLSIOR SPRINGS, MISSOURI 64024



## TAPE SUPPLIES

Continued from page 72

**Configuration:** Open reel.  
**Brand name:** Protape.  
Mastercraft Electronics Corp., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 989-4500. Pres.: Jim Farnell.  
**Configuration:** Cartridge.  
Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) TR 1-4100. Contact: Charles R. Fox.  
**Configuration:** Cartridge 4-tr. & 8-tr.  
**Brand name:** Travelltime.  
Micro Media (see General Recorded Tape Inc.).  
Monarch Electronics International Inc., 7035 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel: (213) 765-1810. Pres.: Meyer B. Price; Sales Mgr.: Herb Levy; Adv. Dir.: Richard W. Price.  
**Configuration:** Cassette.  
N A L (see North American Leisure Corp.).  
North American Leisure Corp., 1776 Broadway, New York, N.Y. 10019. Tel: (212) 265-3340. Pres.: Larry Finley.  
**Configuration:** Cassette.  
Northridge Magnetics Inc., 19017 Parthenia, Northridge, Calif. 91325. Tel: (213) 349-0661. Pres.: R. B. Huffman; Sales Mgr.: N. Badgett.  
**Configuration:** Cartridge & open reel.  
Pfanstiehl, 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres. & Gen. Mgr.: R. Bruce Wight; Sales Mgr.: C. A. Clinton.  
**Configuration:** Cartridge, cassette & open reel  
Plastic-Ware Inc. (div. of North American Philips), 1100 Leggett Ave., Bronx, N.Y. 10474. Tel: (212) 991-0100. VP Sales: Bernard Mack.  
**Configuration:** Cassette.  
Playmate Industries Inc., 4535 Delemere, Royal Oak, Mich. 48073. Tel: (313) 576-0230. Pres. & Gen. Mgr.: Theodore Ritz Jr.; Sales Mgr.: Robert Atkinson.  
**Configuration:** Cartridge 4-tr., 8-tr., cassette & open reel.  
Protape (see Martel Electronics Sales Inc.).  
R C A Magnetic Prods. Div., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. VP & Gen. Mgr.: Joseph Stefan; Nat'l Sales Mgr.: D.C. Creswell; Mkt. Planning & Admin. Mgr.: H.K. Fried.  
**Configuration:** Cartridge 8-tr. & cassette.  
Radiant Cassette & Cartridge Corp., 555 Santa Rosa Dr., Des Plaines, Ill. 60018. Tel: (312) 763-

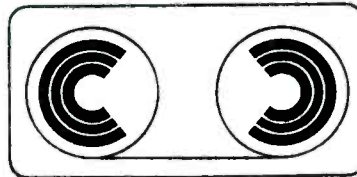
7000. Pres.: Cary Wang; Prod. Mgr.: John Starzec.  
**Configuration:** Cassette.  
Realtone Electronics (div. of Soundesign Corp.), 34 Exchange Pl., Jersey City, N.J. 07302. Tel: (201) 434-1050; NYC Tel: (212) 227-6040. Pres.: Ely E. Ashkenazi; VP & Sales Mgr.: Harry Franco; Mktg. Dir.: Robert Winer.  
**Configuration:** Cassette.  
Recordings Unlimited, 64 E. Van Buren St., Suite 1111, Chicago, Ill. 60605. Tel: (312) WA 2-2340. Pres.: John Craig; Gen. Mgr.: Oren Stembel; Sales Mgr.: Tom Kilfoyle.  
**Configuration:** Cassette.  
Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: H. Borchardt; Sales Mgr.: Peter Wish.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
Reeves Soundcraft Industries, Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 743-7601. Pres.: J. Richardson; Regional Sales Mgr.: C. Berman.  
**Configuration:** Cassette.  
Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.  
**Configuration:** Cassette & open reel.  
Ross Electronics, 2834 S. Lock St., Chicago, Ill. 60608. Tel: (312) 376-9660. Pres.: Samuel Ross; Sales Mgr.: Bernard Leavitt; Adv. Dir.: Samuel Levin.  
**Configuration:** Cassette & open reel.  
Sarex Corp., 3850 West Side Ave., North Bergen, N.J. 07047. Tel: (201) 864-9400; NYC Tel: (212) 227-6354. Pres.: O. L. Seda; Sales Mgr.: Robert F. Baker.  
**Configuration:** Cartridge 8-tr., cassette & Play-Tape.  
Scotch (see 3M Co.).  
The Smith Studio Inc., 259 S.W. 21 Terr., Ft. Lauderdale, Fla. 33312. Tel: (305) 581-7300. Pres. & Sales Mgr.: Fletcher Smith.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
Star Series (see Greentree Electronics Corp.).  
Stereodyne Inc., 2810 Elliott St., Troy, Mich. 48084. Tel: (313) 585-6585. Pres.: D. R. Kraus; VP Mktg.: D. S. Condon.  
**Branch:** Canada.  
**Configuration:** Cartridge 4-tr., 8-tr. & cassette.  
Super Dynamic (see TDK Electronics Corp.).  
T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. Exec. VP: Hajime Kawamura; Sales Mgr.: Akira Otsuka; Sales Rep.: Michael Salvitelli.  
**Branches:** Los Angeles, Calif.; Chicago, Ill.  
**Int'l Office:** Japan.  
**Configuration:** Cassette & open reel.  
**Brand name:** Super Dynamic

Topp Electronics Inc., 4201 N.W. 77 Ave., Miami, Fla. 33166. Tel: (305) 887-6201. Pres.: Louis Topp; Adv. Dir.: Selwyn Kent.  
**Configuration:** Cassette.  
**Brand name:** Juliette.  
Tape Services Inc., 1 York House East, 214 W. Main St., Moorestown, N.J. 08057. Tel: (609) 235-6332/3. Pres.: William F. Mulcahy.  
**Configuration:** Cartridge 8-tr.  
Tape-Tronics Inc., 4413 Fernlee, Royal Oak, Mich. 48073. Tel: (313) 576-2777. Pres. & Sales Mgr.: Burt Mahler; Gen. Mgr.: Al Hart.  
**Configuration:** Cartridge 4-tr. & 8-tr.  
TelePro Industries Inc., Cherry Hill Industrial Center, Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: Aaron R. Wall; Sales Mgr.: R. W. Cappello.  
**Configuration:** Cartridge 4-tr., 8-tr., cassette & NAB cartridges for broadcast use.  
3 M Co., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: Harry Heltzer; VP Magnetic Prods. Div.: Melvin C. Hegdal; Nat'l Sales Mgr.: William A. Madden.  
**Configuration:** Cassette.  
**Brand name:** Scotch.  
Travelltime (see Metra Electronics Corp.).

## CARTRIDGE PARTS MANUFACTURERS

Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving Katz; Sales Mgr.: Ray Allen.  
**Chief product:** Cassette plastic parts & all internal cassette parts as well as pre-leaded cassettes for duplicators.  
Cartridge Components Corp., 114 Beach St., Rockaway, N.J. 07866. Tel: (201) 627-1144. Contact: L. Wayne Freitag.  
**Chief product:** All parts.  
Cassette Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 933-9125. Pres.: Walter Elterman; Gen. Mgr.: Jules C. Cadenas; Sales Mgr.: Milt Blutter.  
**Chief product:** All component 8-tr. cartridge parts.  
Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: E. R. Gamson; VP: Herb Gold; Sales Mgr.: Al Kovac; Mktg. Dir.: Jim Neiger.  
**Chief product:** All parts for cartridge 4-tr., 8-tr., cassette & open reel.

Continued on page 76



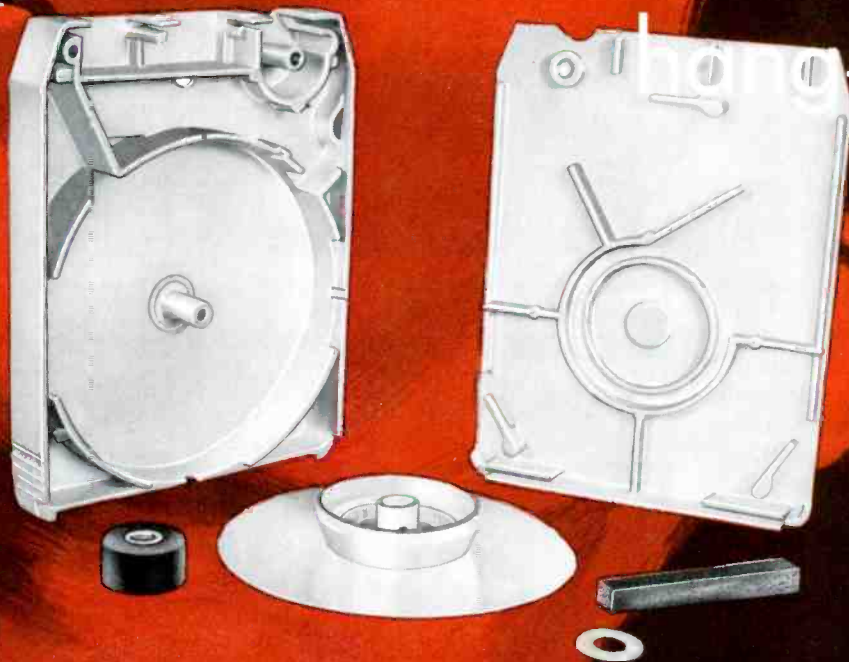
# CASSETTE-CARTRIDGE CORPORATION

**Tape Duplication—All Phases**  
**Cassette—Eight Track—Reel to Reel**  
**Automatic Electronic Quality Control**

Home Office:  
65 Prospect Street  
Stamford  
Connecticut

New York Area Plant:  
220 East 23rd Street  
New York, N. Y. 10010  
689-8330

Poetry  
in motion  
without  
all the  
hang-ups...



...with just a "SIX-PIECE COMBO!"

Here's a 6-piece combo that amounts to one of the best 6-track tape cartridges on the market. (Our 4-track cartridge is only a 5-piece combo.) We could have followed the competitor and used seven, eight or more pieces in our cartridges. But we think five or six is plenty.

You'll see it our way when it's time to do your winding, splicing, labeling and putting together. This one makes automation easy. Like everything is assembled in the base and the cover is just a cover that snaps on quick and easy, in perfect alignment.

When it's put together you've got a cartridge that can withstand temperature variations and rough handling, while minimizing distortion, cross talk and signal loss. The single-piece pressure pad prevents loss of tape lubrication. A positive tape guide design eliminates tape throwing and stack-up. There's more, but it all adds up to the distortion-free, high fidelity playback you've been listening for.

For further information and free sample, contact:



- 1 Base
- 2 Platform
- 3 Cover
- 4 Washer
- 5 Pressure Pad
- 6 Pinch Roller

**Rozinante Inc.**

P. O. Box 87, Plymouth, Michigan, 48170 ● (313) 455-2500

# May we quote you?

"Audio Magnetics is America's leading manufacturer of promotional magnetic recording tape."

Your label or ours, every reel and cassette is "Certified Tested" for top quality and performance. Each has a **lifetime guarantee**. Each made to North American Philips Specs. And you still have a price advantage that can't be beat. Check our impulse selling, customer winning packaging and displays. Call today for your quotation.



**AUDIO MAGNETICS**  
CORPORATION

14600 South Broadway, Gardena, Calif. 90247  
Telephone: (213) 321-6841 • Cable: Magtape



## TAPE SUPPLIES

Continued from page 74

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Sales Mgr.: Lloyd Pomber.  
**Chief product:** Cartridge, cassette & reel boxes.

Elpa Marketing Inds. Inc., Atlantic & Thorens Ave., New Hyde Park, N.Y. 11040. Tel: (516) 746-3002. Pres.: E. L. Childs.  
**Chief product:** Splicing tabs.

Indiana Molding Co. Inc., PO Box 444, Huntington, Ind. 46750. Tel: (219) 356-4810. Mktg. Dir.: W. P. Kelley.  
**Chief product:** Pinch rolls, TFE products.

Inland Plastics Inc., 19800 E. 9 Mile Rd., St. Clair Shores, Mich. 48080. Tel: (313) PR 7-3200. Pres.: David C. Lowe; Gen. Mgr.: Earl Sietel.  
**Chief product:** All plastic parts.

Lear Jet Stereo Inc., 13131 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 272-0730. Pres.: C.C. Gates Jr.; VP & Gen. Mgr.: Ed G. Campbell; VP & Sales Mgr.: Ralph Haberstock.  
**Chief product:** All cartridge parts.

Plastic-Ware Inc. (div. of North American Philips), 1100 Leggett Ave., Bronx, N. Y. 10474. Tel: (212) 991-0100. VP Sales: Bernard Mack.  
**Chief product:** Boxes, cases, spools, reels, hubs, rollers, shields, pads & complete cassette units.

Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080. Tel: (201) 757-7330. Pres.: Edward Monett.  
**Chief product:** B-tr. pinch rollers (pucks).

Stereodyne Inc., 2810 Elliott St., Troy, Mich. 48084. Tel: (313) 585-6585. Pres.: D.R. Kraus; VP Mktg.: D. S. Condon.  
**Branch:** Canada.  
**Chief product:** All parts.

TelePro Inds. Inc., Cherry Hill Industrial Ctr., Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: Aaron R. Wall; Sales Mgr.: R.W. Cappello.  
**Chief product:** All parts for cartridge 4-tr., 8-tr. & cassette.

## MANUFACTURERS OF TAPE DUPLICATING EQUIPMENT

A & B Dupl'rs Ltd., (div. of Bell Sound Studios Inc.), 635 W. 55 St., New York, N.Y. 10019. Tel:

(212) 586-2780. Pres.: Allan Weintraub; Gen. Mgr.: Matthew Polakoff; Sales Mgr.: Irving Jerome.  
**Chief product:** Winders, general duplicating equipment.

Aerovox Corp., PO Box 157, Moncks Corner, S.C. 29461. Tel: (803) 899-2132. Pres.: M. Owen; Gen. Mgr.: J.R. MacDonald; Sales Mgr.: T. Cary; Sales Serv. Mgr.: Faye Anne Droze.  
**Chief product:** Degaussers.

Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2641. Pres.: W.E. Roberts; Gen. Mgr.: A. Sroka; Sales Mgr.: L. Wortman.  
**Chief product:** Tape transports, heads & electronics, head cleaners.

Arvin Inds. Inc. (Arvin Magnetics), 13 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Prod. Mgr.: M.V. Jewett.  
**Chief product:** Tape heads.

Audio-Electronics, 7221 Atoll, North Hollywood, Calif. 91605. Tel: (213) 764-4700. Pres.: Sheldon Howard.  
**Chief product:** Winders.

Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving Katz; Sales Mgr.: Ray Allen.  
**Chief product:** Winders, degaussers, loaders & other equipment.

Audiomatic Corp., 915 Westchester Ave., Bronx, N.Y. 10459. Tel: (212) 589-3500. Pres.: Milton Gelfand.  
**Chief product:** General duplicating equipment.

R.T. Bozak Mfg. Co., PO Box 1166, Darien, Conn. 06820. Tel: (203) 838-6521. Pres.: R.T. Bozak; Sales Mgr.: Paul A. Stone.  
**Chief product:** Mixers.

F. T. C. Brewer Co., Town & Country Plaza, Pensacola, Fla. 32505. Tel: (904) 433-7932. Owner: Frederic T. C. Brewer.  
**Chief product:** Tape duplicators.

C A D D C O Audio Inds. Corp., Iroquois Ave., Palisades, N.Y. 10964. Tel: (914) 359-4434. Pres.: H. Philip Iehle.  
**Chief product:** Mixers.

Cartridge Stereo West Inc., 964 E. Colorado, Pasadena, Calif. 91101. Tel: (213) 681-2721. Pres.: Sidney A. Weisblat.  
**Chief product:** 6/12 converters; remote control listening booths.

Continental Electro Magnetics Corp. (formerly Magna-Tech Corp.), 3227 Cains Hill Pl., N.W., Atlanta, Ga. 30305. Tel: (404) 237-7000/7122. Pres.: Ron Matthews; Gen Mgr.: B.J. Hammon-tree.

continued on page 78

# Plastic-Ware Inc.

1100 Leggett Avenue, Bronx, N.Y. 10474 (212) 991-0100



*Innovators and Manufacturers of Cassettes*

LP Cassettes

EP Cassettes

Assembled with Pins and Windows as desired

Hubs—Keyhole and Clamp types

Rollers

Shields and Pads

Anti-friction Liners—Teflon and Mylar

Cassette Boxes

**811-R**  
 is not just  
 another  
 8 track  
 play thing  
 -the R  
 stands for  
**RECORDER**

THE TELEX 811R RECORDER/PLAYER revolutionizes the 8 track stereo tape cartridge market.

STUDIO-QUALITY engineered for professional recording of classical and contemporary music.

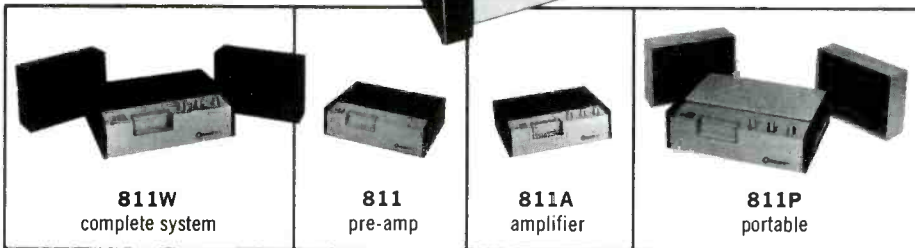
FOUR LOGIC CIRCUITS—two in the record mode allow choice of auto-stop at end of any single program or at end of fourth program. Two additional logic circuits in the play mode for choice of auto-stop at end of fourth program or continuous play.

RECORD/PLAY FEATURES include record gain controls for left and right channels, VU meter, meter switch for left and right channels, logic selector switch, record interlock, record indicator, manual track selector with numerical program reference and on-off pilot light.

PROFITS from TELEX are easy. Five models to sell—all manufactured by America's oldest name in the cartridge industry.



**PLAYBACK MODELS**



PRODUCTS OF SOUND RESEARCH  
**TELEX**<sup>®</sup>  
 COMMUNICATIONS DIVISION  
 9600 Aldrich Avenue South  
 Minneapolis, Minnesota 55420

**WE'RE SHARING OUR PROFITS WITH YOU!**



# Audio Physics Magnetic Tape Duplication and Packaging

Single, Two, Four &  
Eight Track Duplication

Reel to Reel, Cartridge & Cassette

Ampex Recorders & Gauss  
Duplicators

Complete Labeling & Packaging

Warehousing & Shipping

Cartridge Loading Service

FOR COMPLETE INFORMATION  
REGARDING OUR SERVICES

WRITE:

## Audio Physics, Inc.

16428 Vanowen Street  
Van Nuys, California 91406

## TAPE SUPPLIES

Continued from page 76

**Chief product:** High speed duplicating systems—all configurations.

Daven (div. McGraw Edison), Grenier Field, Manchester, N. H. 03103. Tel: (603) 669-0940. Gen. Mgr.: Ed Allman; Mktg Dir.: Fred Martini; Prod. Mgr.: Henry Baker; Sales Mgr.: Stephen Jackson.  
**Chief product:** Slide wire attenuators, headset amplifiers, inline amplifiers, interphone amplifiers.

Dict-O-Tape Inc., 9090 Krier Pl., Brooklyn, N. Y. 11236. Tel: (212) CL 7-3355. Pres. & Gen. Mgr.: Erwin Damsky.  
**Chief product:** Splicing tape, sensing tape, leader tape.

Dubbings Electronics Inc. (sub. of North American Philips Corp.), 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726. Tel: (516) 893-1000. Pres.: Paul C. Smith Jr.; Sales Mgr.: Robert Harris.  
**Chief product:** Strobes.

Electro Sound Inc. (div. of Bell Sound Studios Inc.), 237 W. 54 St., New York, N. Y. 10019. Tel: (212) 582-8815. Pres.: Allan Weintraub.  
**Chief product:** Winders, general duplicating equipment.

Electrodyne Corp., 7315 Greenbush Ave., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Pres.: Donald N. McLaughlin; Gen. Mgr.: Lee W. Grundeis; Sales Mgr.: F. Donald Schliff.  
**Chief product:** Audio control consoles, mixers, equalizers, limiter-compressor amplifiers, power amplifiers.

Fairchild Recording Equip. Corp., 10-40 45 Ave., Long Island City, N.Y. 11101. Tel: (212) ST 4-6163. Pres.: Edwin J. Everitt; Gen. Mgr. & Chief Eng.: George Alexandrovich; Sales Admin'g: M.P. McLaughlin; Sales Mgr.: David Bain.  
**Chief product:** Custom audio mixers, specialized audio devices.

Ferrocube Magnetic Recording Div., PO Box 359, Saugerties, N.Y. 12477. Tel: (914) 246-2811. Gen. Mgr.: J. Robinson.  
**Chief product:** Audio duplication, recording & playback heads.

Finebilt Mfg. Co., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel: (213) 466-9511. Pres.: Alwin P. Schmid; VP & Gen. Mgr.: Joe Bouzalgou.  
**Chief product:** Rewinders, slitters, degaussers, webguides, tape coaters, supply tanks, circulation pumps, testing equipment.

Gauss Electrophysics Inc., 1653 12 St., Santa Monica, Calif. 90404. Tel: (213) 451-9876. Pres.: Keith O. Johnson; VP & Gen. Mgr.: W. L. Cara; Controller: Robert Finelly.  
**Chief product:** Master recorders, slave duplicators, loop bin.

General Recorded Tape Inc., 1286 Lawrence Station Rd., Sunnysvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; Mktg. Dir.: Chris Coburn; Special Servs. Mgr.: Joe Wright; Mktg. Mgr.: Tom Bonetti; Sales Mgr.: Herb Hershfield.  
**Chief product:** Loaders, transports & electronics for duplicating equipment.

Harvey Radio Co., 2 W. 45 St., New York, N.Y. 10036. Tel: (212) 582-1500. VP Prof. Prods.: Donald J. Plunkett.  
**Chief product:** Mixers, winders, degaussers, loaders.

Infonics Inc., 11650 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 477-1561. Pres. & Gen. Mgr.: Peter H. Stanton; Sales Mgr.: Paula Nelson.  
**Chief product:** General duplicating equipment.

International Recording Co., 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Vern Ruvalds; Gen. Mgr.: Jerome V. Man; Sales Mgr.: Leonard March.  
**Chief product:** Cassette duplicators.

Kalof Electronics (div. of Kalof Aluminum), 7660 Gloria Ave., Van Nuys, Calif. 91406. Pres.: Sam Kalof; Gen. Mgr.: Jack C. Cummings; Adv. Dir.: King Baldwin.  
**Chief product:** Degaussers.

King Instrument Corp., 11 Fox Rd., Waltham, Mass. 02154. Tel: (617) 899-5110. Pres.: James L. King.  
**Chief product:** Cassette loaders, winders.

Lang Electronics Inc., 507 Fifth Ave., New York, N.Y. 10017. Tel: (212) MU 2-7147. Pres.: Lou Lang.  
**Chief product:** Equalizers, strobes, winders, top plates, duplicator masters.

Langevin (div. Scientific Inds. Inc.), 1801 E. Carnegie, Santa Ana, Calif. 92705. Tel: (714) 546-8830. Pres.: John Swanson; Gen. Mgr.: Heinz Ross; Sales Mgr.: Marvin Headrick.  
**Chief product:** Controls, amplifiers & tape deck, mixers & all individual components.

Liberty Tape Dupl'n, 1201 Pacific, Omaha, Neb. 68108. Tel: (402) 348-1770. Gen Mgr.: Leo Colvin.  
**Chief product:** Winders.

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; Gen. Mgr.: Joseph Vito; VP Sales: Tom Hofbauer.  
**Chief product:** Sidewinders, degaussers.

Northridge Magnetics Inc., 19017 Parthenia, Northridge, Calif. 91325. Tel: (213) 349-0661. Pres.: R.B. Huffman; Sales Mgr.: N. Badgett.  
**Chief product:** Degaussers.

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401. Contact: J. Yngve.  
**Chief product:** Magnetic tape heads.

Orbit Radio, PO Box 1644, 1863 Arlington, Louisville, Ky. 40201. Tel: (502) 583-7755. Pres. & Gen. Mgr.: S. A. Cisler.  
**Chief product:** Mixers.

Orion Prods. Inc., 155 San Lazaro Ave., Sunnyvale, Calif. 94086. Pres. & Sales Mgr.: Jack K. Willis.  
**Chief product:** Cartridge lading equipment.

Pulse Techniques Inc., 1411 Palisade Ave., West Englewood, N.J. 07666. Tel: (201) 837-2575. Pres.: Eugene R. Shenk; VP Sales: W. Oliver Summerlin.  
**Chief product:** Program equalizers, filters.

Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.  
**Chief product:** Degaussers.

Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan.  
**Chief product:** General duplicating equipment.

Sarex Corp., 3850 West Side Ave., North Bergen, N.J. 07047. Tel: (201) 864-9400; NYC Tel: (212) 227-6354. Pres.: O.L. Seda; Sales Mgr.: Robert F. Baker.  
**Chief product:** Winders, loaders, degaussers, slitters, coating machines, leader laminators.

Scully Recording Instruments, 480 Bunnell, Bridgeport, Conn. 06607. Tel: (203) 335-5146. Pres.: Lawrence J. Scully; VP & Gen. Mgr.: H.H. Brosious.  
**Chief product:** Tape transports.

Sound Technique Inc., 888 Eighth Ave., New York, N. Y. 10019. Tel: (212) 246-0633. Pres.: Sid Feldman.  
**Chief product:** Limiting amplifiers, distributors of Teletronix leveling amplifiers.

Spectra Sonics, 770 Wall Ave., Ogden, Utah 84404. Tel: (801) 782-8056. Pres.: William G. Dilley; Eng'g Sales Mgr.: Albert V. Siniscal.  
**Chief product:** Mixers, professional audio consoles & components.

Stereodyne Inc., 2810 Elliott St., Troy, Mich. 48084. Tel: (313) 585-6585. Pres.: D.R. Kraus; VP: Mktg.: D. S. Condon.  
**Int'l Branch:** Canada.  
**Chief product:** Winders.

Switchcraft Inc., 5555 N. Elston Ave., Chicago, Ill. 60630. Tel: (312) 774-1515. Pres.: W.L. Larson; Sales Mgr.: C.J. Schultz.  
**Chief product:** Mixers.

T E A C Corp. of America, 2000 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 394-0240. Pres.: Tommina Tani; Gen. Mgr.: Hiram Oye; Sales Mgr.: Mikio Matsubayashi.  
**Chief product:** Repeat unit.

Tapemaker Sales Co., 2255 Broadway, New York, N. Y. 10024. Tel: (212) AC 2-5584. Pres.: Arthur Brandwein.  
**Chief product:** Splicing, sensing & leader tape for cassettes, test cartridges.

3 M Co., 3 M Ctr., St. Paul, Minn. 55101. Tel: (621) 733-1110. Pres.: Harry Helitzer; Nat'l Sales Mgr.: William A. Madden.  
Mincom Div. VP: Roy Gavin.  
**Chief product:** Mastering unit, duplicating unit.  
Magnetic Prods. Div. VP: Melvin C. Hegdal.  
**Chief product:** Leader tapes, timing tapes, sensing tapes, splicing tapes, self threading take-up reels.

United Electric & Engineering Co., 8545 W. 64 Pl., Arvada, Colo. 80002. Owner: L. Edward Beisner.  
**Chief product:** Basic variable speed multi-track recorders.

Universal Audio Sales Corp., 2451-53 Nicollet, Minneapolis, Minn. 55404. Tel: (612) 827-5443. Pres.: John A. Michaelson; Gen. Mgr.: Gary Erickson; Sales Mgr.: Thomas Jung.  
**Chief product:** High speed duplication systems for all configurations.

Worldex Mfg. Co. Ltd., 1248 S. Berendo St., Los Angeles, Calif. 90006. Tel: (213) 388-9669. Pres.: Louis R. Baptista; Gen. Mgr.: Claudio Jara.  
**Chief product:** Master duplicating reproducer slave duplicating recorder, endless tape loop bin.

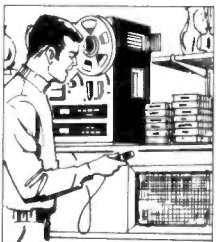
# The unique ROBERTS 1725-8L III The remarkable Stereo Tape Recorder that records and plays reel-to-reel and "Stereo 8" cartridges.

If you enjoy music wherever you go, you probably own a stereo cartridge player in your car, your home or even your boat. And, if your choice of music is selective, wouldn't you love to create your own stereo cartridges with your kind of music. ROBERTS is the only company offering *combination* reel-to-reel and eight-track cartridge stereo recorders.



Model 1725-8LIII price: \$359.95

Also available with the famous  
ROBERTS CROSS  FIELD HEAD



With ROBERTS you can record your own "Stereo 8" cartridges from reel or mike, FM stereo broadcasts or from your library of LP records. You'll save money, too.



Play cartridges at home, too. Pull the "on" switch, snap in the cartridge and enjoy stereo. To change channels, push the cartridge selector button.



For the reel-to-reel purists — enjoy ROBERTS professional features, such as 4-track stereo, automatic shut-off, 3-digit index w/reset button, 2 VU meters, others.



Model 778X price: \$429.95



The Pro Line

## ROBERTS

Div. of Rheem Manufacturing Co.  
Los Angeles, California 90016

## TAPE SERVICES

Continued from page 80

### MISSISSIPPI

- **JACKSON (Area Code 601)**  
Malaco Studios, 3023 W. Northside Dr. Zip: 39213.  
Tel: 982-4522. Pres.: Alfred Mitchell Malouf;  
Gen. Mgr.: Thomas J. Couch; Sales Mgr.:  
Gerald Stephenson.

### MISSOURI

- **KANSAS CITY (Area Code 816)**  
Fremerman Recording & Tape Dupl'g Co., 4041  
Central. Zip: 64111. Tel: 753-6868. Pres.:  
Marvin Fremerman; Gen. & Sales Mgr.:  
Bernie Fremerman.

### MONTANA

- **HELENA (Area Code 406)**  
Valtron Recording Studio, 305 Allen St. Zip: 59601.  
Tel: 442-0734. Pres. & Gen. Mgr.: Lester  
Liedle; Sales Mgr.: Sandy Liedle.

### NEBRASKA

- **LINCOLN (Area Code 402)**  
Williams Recording Serv., 2650 N. 48 St. Zip:  
68504. Tel: 434-4745. Owner & Gen. Mgr.: Lee  
A. Williams.
- **OMAHA (Area Code 402)**  
Liberty Tape Dupl'n, 1201 Pacific. Zip: 68108.  
Tel: 348-1770. Gen. Mgr.: Leo Colvin.

### NEVADA

- **LAS VEGAS (Area Code 702)**  
United Recording Corp. of Nevada, 3143 Industrial  
Rd. Zip: 89102. Tel: 735-7131. Pres. & Gen.  
Mgr.: Bill Porter.

### NEW HAMPSHIRE

- **KEENE (Area Code 603)**  
Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431.  
Tel: 352-7131. Gen. Mgr.: David S. Calef.

### NEW JERSEY

- **CAMDEN (Area Code 609)**  
Recorded Publications Laboratories, 1558 Pierce  
Ave. Zip: 08105. Tel: 963-3000. Pres.: Ed-  
ward J. Goodman; Gen. Mgr.: David H.  
Goodman; Sales Mgr.: Pat Landon.
- **FAIRFIELD (Area Code 201)**  
Livingston Audio Prods. Corp., 1275 Bloomfield  
Ave. Zip: 07006. Tel: 226-8300. Pres.:  
Darrell Scholten; Gen. Mgr.: Joseph Vito; VP  
Sales: Tom Hofbauer.
- **NORTH BERGEN (Area Code 201)**  
Sarex Corp., 3850 West Side Ave. Zip: 07047. Tel:  
864-9400; NYC Tel: (212) 227-6354. Pres.:  
O. L. Seda; Sales Mgr.: Robert F. Baker.

### PITMAN (Area Code 609)

Columbia Record Prod'ns, Lambs & Woodbury Rds.  
Zip: 08071. Tel: LU 9-8000; NYC Tel: (212)  
CA 6-0267. Supervisor: Herb Wescott; Mgr.:  
Marty Paulson.

### ROCKAWAY (Area Code 201)

American Contract Jobbers Inc., 114 Beach St.  
Zip: 07866. Tel: 627-1144. Pres.: E. Michael  
Daspin.

### WEST CALDWELL (Area Code 201)

National Tape Serv., 3 Fairfield Crescent. Zip:  
07006. Tel: 228-2424; NYC Tel: (212) 233-  
3520.

### NEW MEXICO

- **ALBUQUERQUE (Area Code 505)**  
Cee Recording Serv. (Customized Electronic En-  
gineering), PO Box 8921. Zip: 87108. Tel:  
299-5581. Gen. Mgr.: John Hughes.

### NEW YORK

- **BINGHAMTON (Area Code 607)**  
Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel:  
797-3909. O'pns. Mgr.: Jonathan Solak.
- **COIAGUE, L.I. (Area Code 516)**  
Dubbing Electronics Inc. (sub. of North American  
Philips Corp.), 1305 S. Strong Ave. Zip: 11726.  
Tel: 893-1000. Pres.: Paul C. Smith Jr.;  
Sales Mgr.: Robert Harris.

- **GARDEN CITY (Area Code 516)**  
Audio Recording & Mfg. Co., 64 Vassar St. Zip:  
11530. Tel: GE 7-6200. Pres.: & Gen. Mgr.:  
R. Musgnug.

- **GLOVERSVILLE (Area Code 518)**  
Decca Mfg. (div. of Decca Dist.), Zip: 12078. Tel:  
GL 5-0604. Contact: Ed Grich.

- **ITHACA (Area Code 607)**  
Alcor Inc., 215 S. Tioga. Zip: 14850. Tel: AR  
3-4242. Pres.: Max Mattes.

- **MAHOPAC (Area Code 914)**  
J & R Recording Studios, Box 328, Rt. 6. Zip:  
10541. Tel: 628-6688. Pres.: Raymond Meltzer.

- **NEW YORK CITY (Area Code 212)**  
A & B Dupl'rs Ltd., 635 W. 55 St. Zip: 10019.  
Tel: 586-2780. Pres.: Allan Weintraub; Gen.  
Mgr.: Matthew Polakoff; Sales Mgr.: Irving  
Jerome.

Associated Recording Studios, 723 Seventh Ave. Zip:  
10019. Tel: CI 5-7640. Pres.: Paul Friedberger.

Cassette-Cartridge Corp. (factory), 220 E. 23 St.  
Zip: 10010. Tel: 689-8330.  
Home office: Stamford, Conn.

Columbia Record Prod'ns, 49 E. 52 St. Zip: 10022.  
Tel: 765-4321.

Lang Electronics Inc., 507 Fifth Ave. 10017. Tel:  
MU 2-7147. Pres.: Lou Lang.

North American Leisure Corp. (NAL), 1776 Broad-  
way. Zip: 10019. Tel: 265-3340. Pres.: Larry  
Finley.

Olmsted Sound Studios Inc., 1 E. 54 St. Zip: 10022.  
Tel: PL 1-0890. Pres.: Richard B. Olmsted;  
Gen. Mgr.: Bonnie Malen; Sales Mgr.: Arthur  
Shaer.

RCA Record Div., 1133 Ave. of the Americas. Zip:  
10036. Tel: 689-7200. Sales Mgr.: James L.  
Head.

T D K Electronics Corp., 82 Wall St. Zip: 10005.  
Tel: 425-7070. Exec. VP: Hajime Kawamura;  
Sales Mgr.: Akira Otsuka; Sales Rep.: Michael  
Salvitelli.  
Branches: Los Angeles, Calif.; Chicago, Ill.

Tucker Prod'ns Ltd., 853 Seventh Ave. Zip: 10019.  
Tel: 265-0408. Pres.: George Tucker.

Continued from page 84

# We're the biggest copy cats in the business.

And we're about to get bigger. Because now we're moving into complete custom tape duplication. Offering you the same superior service and high quality that has made Columbia Record Productions No. 1 in the record industry. Bring your tape duplication problems to us. We'll show you how to turn them into tape profits. And become pretty big cats yourself.

For information on 8-track and 4-track cartridges, cassette and reel-to-reel duplication, contact any of our **CRP** offices:

New York/212/765-4321  
Hollywood/213/466-2481  
Chicago/312/944-6000  
Nashville/615/255-0371



# We're the biggest copy cats in the business.

And we're about to get bigger. Because now we're moving into complete custom tape duplication. Offering you the same superior service and high quality that has made Columbia Record Productions No. 1 in the record industry. Bring your tape duplication problems to us. We'll show you how to turn them into tape profits. And become pretty big cats yourself.

For information on 8-track and 4-track cartridges, cassette and reel-to-reel duplication, contact any of our **CRP** offices:


New York/212/765-4321  
Hollywood/213/466-2481  
Chicago/312/944-6000  
Nashville/615/255-0371








# NOW APPEARING ON MUNTZ CARTRIDGES IN 1969



**BUCK OWENS**



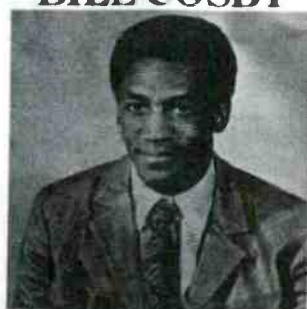



**JIMI HENDRIX EXPERIENCE**





**FRANK SINATRA**




**BILL COSBY**


**GLEN CAMPBELL**




**MEMO FROM ED MICHEL:**  
 Sitting there on a Monday morning looking at  
 The Charts? (\*)  
 So were we.  
 Then we started counting.  
 Five out of the top five are available right now  
 from Muntz on 4-track.  
 But, then so are six out of the top ten.  
 Not to mention 13 out of the top 25.  
 And 44 of the top 100, and 80 from the whole  
 chart thing.




*Judy Collins*




Okay?  
 Eighteen of those chart occupants carry the RIAA  
 seal for having sold a million dollars worth of product  
 at the manufacturer level.  
 Twenty-four of them carry stars. That's the reg-  
 ister of heavy upward movement.  
 The thing is, none of them carry NA in the 4-  
 track column.




**Dean Martin**



What we're trying to say is that when you order  
 from Muntz, you get fill. The hits are available.  
 Right now.  
 Muntz stocks it to you.  
 Let us ask you a question . . .  
 Are you looking at the charts?  
 Now ask yourself this . . .  
 Are you seeing NA's in the 4-track column?  
 Are your cartridges getting shipped?



**THE TURTLES**



Call Ed Michel (213) 989-5000 and he'll be  
 happy to give you the names of lots of our record  
 company friends who don't have to worry about  
 that.

\*Billboard TOP LP's for week ending  
 February 8, 1969.



**The Beatles**




**The Doors**




7715 DENSMORE AVENUE  
 VAN NUYS, CALIFORNIA 91406



**DIANA ROSS  
 & THE SUPREMES**



## TAPE SERVICES

Continued from page 82

### NORTH CAROLINA

- **CHARLOTTE (Area Code 704)**  
Arthur Smith Studios, 5457 Old Monroe Rd. Zip: 28211. Tel: 536-0424. Pres.: Arthur Smith; Sales Mgr.: A. Reginald Smith.
- **GREENSBORO (Area Code 919)**  
Crescent-City Sound Studios Inc., 1012 E. Lindsay St. Zip: 27405. Tel: 274-2441. Gen. Mgr.: Walter E. Copeland.

### OHIO

- **CLEVELAND (Area Code 216)**  
Cleveland Recording Co. Inc., 1515 Euclid Ave. Zip: 44115. Tel: 621-9362. Pres.: Frederick C. Wolf; VP Sales: Kenneth R. Hamann.
- Qualitapes Inc., Penthouse East, Terminal Tower. Zip: 44113. Tel: 241-0900. Pres.: Sandford Ketchum; Opns. Mgr.: Robert Conrad.
- **COLUMBUS (Area Code 614)**  
Magnetic Studios Corp., 1670 W. First Ave. Zip: 43212. Tel: 486-2469. Pres.: Richard Wolfe; Gen. & Sales Mgr.: Donald P. Whitticar.
- Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Pres.: Boyd P. Niederlander; VP: John W. Hull; Sales Mgr.: John E. Boling.

- **KETTERING (Area Code 513)**  
Dynaphonics Inc., 2975 Far Hills Ave. Zip: 45429. Tel: 434-2756, 299-1039. Pres. D. F. Gaines.

### PENNSYLVANIA

- **ALLENTOWN (Area Code 215)**  
Audio Recording & Mfg., 1128 N. Graham St. Zip: 18103. Tel: 437-9643; NYC Tel: (212) JU 2-5300. Pres.: Dr. Franco Colombo; Gen. Mgr.: George F. Bricker; Sales Mgr.: Donald N. Griffith.
- **FRANKLIN (Area Code 814)**  
Process Record Co., 439 Wiley Ave. Zip: 16323. Tel: 432-4633. Gen. Mgr.: Norman Kelly.

- **PITTSBURGH (Area Code 412)**  
Associated Inds. Inc., 256 Fifth Ave. Zip: 15222. Tel: 471-3484. Pres.: Ron Schafer; Gen. & Sales Mgr.: Robert W. Schachner.

- **SHARON (Area Code 412)**  
Marjon Records, 930 Woodview Pl. Zip: 16146. Tel: 347-4726. Pres.: John T. Krizancic; Gen. Mgr.: Martha Krizancic; Sales Mgr.: Johnny Krizancic.

### RHODE ISLAND

- **PAWTUCKET (Area Code 401)**  
Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222. Owner: Lewis Johnston.

### TENNESSEE

- **NASHVILLE (Area Code 615)**  
Columbia Record Prod'ns, 804 16 Ave. S. Zip: 37203. Tel: 255-0371.
- Globe Recording Studio Inc., 420-A Broadway. Zip: 37203. Tel: 255-7645. Pres. & Gen. Mgr.: Jim Maxwell.
- RCA Record Div., 800 17 Ave. S. Zip: 37203. Tel: 255-5781. Sales Mgr.: Ed Hines.
- Spar Record Corp., 110 21 Ave. S. Zip: 37302. Tel: 244-1636. Pres.: Alan Bubis; Exec. VP: William Beasley; Sales Mgr.: Ronny Peterson.

### TEXAS

- **FORT WORTH (Area Code 817)**  
Oakridge Custom Dupl'rs, 2001 Elton Rd. Zip: 76117. Tel: TE 8-6608. Pres. & Gen. Mgr.: Homer Lee Sewell.

### VIRGINIA

- **RICHMOND (Area Code 703)**  
Richmond Sound Stages, 2314 W. Cary St. Zip: 23220. Tel: 355-5778. Prod'n Dir.: Frank L. Brooks.

### WISCONSIN

- **LA CROSSE (Area Code 608)**  
Coulee Rec'g Corp., PO Box 968. Zip: 54602. Tel: 784-0951. Pres.: Bill Grafft.
- **SAUK CITY (Area Code 608)**  
Cuca Record Corp., 123 Water St. Zip: 53583.

Tel: 643-3304. Pres.: Jim Kirchstein; Tape Sales Mgr.: Bill Atwell.

### WYOMING

- **CHEYENNE (Area Code 307)**  
R M R (Rocky Mountain Recording), PO Box B2. Zip: 82001. Tel: 638-8733. Gen. Mgr.: Ray Alexander.

### DESIGN & ARTWORK

#### CALIFORNIA

- **BAKERSFIELD (Area Code 805)**  
Gospel Key Recs., 1223 N. Chester Ave. Zip: 93308. Tel: 399-1674. Pres.: Mack Wilson; Gen. Mgr.: Alvin Wilson; Sales Mgr.: L. D. Wilson.
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Bert-Co Ent's., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137.
- Concert Recording, 3318 Platt Ave., Lynwood. Zip: 90262. Tel: 639-1341. Pres. & Gen. Mgr.: William G. Johnson; Sales Mgr.: Margaret Thiese.
- Container-Kraft Inc., 721 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: Art Garson; Gen. Mgr.: Marvin Haber; Sales Mgr.: Russ Garson.
- Creative Sound Prod'ns, 9000 Sunset Blvd. Zip: 90069. Tel: 271-4843. Pres.: Robert Cotterell.
- Custom Tape Corp., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-2481. Pres.: Joe Bihari; Sales Mgr.: Bob Demain; Gen. Mgr.: Doff Macmillan.
- Film Designers (Educational Materials Center), 7000 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: HO 3-3282.
- Gilmore Envelope Corp., 4000 Medford St. Zip: 90063. Tel: 268-3401. Pres.: Howard Gilmore.
- Radio Recorders Div., EMC Corp., 7000 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: 463-3282. VP & Gen. Mgr.: J. Greenheld. Home office: Minneapolis-St. Paul, Minn., EMC Corp.

Continued on page 86

# you make the tape, we'll do the rest.

we'll design the package, do the art work, print it and die cut it.

## cassettes, 4 & 8 track, reel to reel

### Queens Lithographing Corporation

A TELEVISION COMMUNICATIONS COMPANY

52-35 Barnett Avenue, Long Island City, N.Y. 11104 212 457 7700

audio  brings you

# the world's most versatile tape duplicating system



## **ELECTRO SOUND 4000 SERIES**

Audiomatic Corporation offers a full program to put you in the rapidly-growing tape duplicating business.

We will provide you with a complete duplicating system or plant, as well as supervision of installation and operational training for your personnel.

The ES 4000 Tape Duplicator System offers the finest and newest techniques for high speed mass tape duplication. It produces 4- or 8-track cartridges, 4-track reel-to-reel or Philips Cassette, with simple changeover procedures that take only a few minutes. No other equipment offers this feature, which protects against the problem of lack of standardization in the tape field. Furthermore, the system can be readily adapted at minimal cost to special needs including any track configurations, or non-standard tape widths such as Playtape.

Electro Sound also provides a complete line of related equipment, such as winders, quality control and mastering equipment, etc.

Twenty-five industry leaders throughout the world have purchased our equipment and seven of them have already reordered additional equipment to expand their operations.

*Write or call Milt Gelfand for additional details.*

### **AUDIOMATIC CORPORATION**

915 Westchester Avenue, Bronx, N. Y. 10459  
212 LU 9-3500 Cable **AUDIOMATIC**

Distributors of Electro Sound duplicating equipment in the United States and exclusive distributors everywhere else in the world.

## TAPE SERVICES

Continued from page 84

7 Arts Advertising, 6365 Selma Ave., Hollywood, Zip: 90028. Tel: HO 9-1095, HO 7-5005. Pres.: Walter E. Hurst; Gen. Mgr.: Don Rico.  
Edward Shaw & Assocs., 9887 Santa Monica Blvd., Beverly Hills. Zip: 90202. Tel: 274-8307, 878-4602. Pres.: Edward S. Shaw; Gen. Mgr.: Charles E. Pike.  
Soltys Assocs., 5481 Santa Monica Blvd. Zip: 90029. Tel: 465-5605. Pres.: Gene Soltys.  
T D K Electronics Corp., 6151 W. Century Blvd. Zip: 90045. Tel: OR 0-5515.  
Home office New York, N.Y.

### ● PASADENA (Area Code 213)

Custom Fidelity Co. Inc., 222 E. Glenarm St. Zip: 91106. Tel: 441-1114. Pres.: David W. Berkus; Gen. Mgr.: Richard Greenhalgh.

### ● SAN FRANCISCO & BAY AREA

(Area Code 415)

Barrington Record Graphics (div. of Motivestor Org.), PO Box 1036, South Shore, Alameda. Zip: 94501. Tel: 533-6299. Pres.: W. F. Schmeltzer Jr.  
Charles Conlan Lithographers Inc., 1655 Folsom St. Zip: 94103. Tel: 431-7373. VP: Richard T. Conlan.  
Leandro Prod'ns, 1684 E. 14 St., Suite 204, San Leandro. Zip: 94577. Tel: 352-0181. Pres.: Larry E. White.

## DELAWARE

### ● WILMINGTON (Area Code 302)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 654-8246. Pres.: H. Edwin Kennedy.

## DISTRICT OF COLUMBIA

### ● WASHINGTON (Area Code 202)

M S A, 143 Kennedy St. N.W., Suite 11. Zip: 20011. Tel: RA 3-4215. Pres. & Gen. Mgr.: Saul Menick.  
Ziolack Corp., 4620 Wisconsin Ave. N.W. Zip: 20016. Tel: 362-6899. Branch Mgr.: Earl Thornton.  
Home office: Cape Girardeau, Mo.

## FLORIDA

### ● MIAMI METROPOLITAN AREA (Area Code 305)

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres. & Sales Mgr.: Michael Adrian; Gen. Mgr.: Curt J. Witt.  
Artrec Prod'ns Ltd. Inc., 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474. Pres.: Robert Archibald; Gen. Mgr.: Eddie Jacobs; Sales Mgr.: Florian Raymond.  
Criteria Recording Co. Inc., 1755 N.E. 149 St. Zip: 33161. Tel: 947-5611. Pres.: M.L. Emerman.  
South Eastern Records Mfg. Corp., 170 W. 29 St., Hialeah. Zip: 33012. Tel: 887-7710, 888-2365/7411. Pres.: Mateo San Martin; Gen. Mgr.: Arturo Avendano; Sales Mgr.: Frank Garcia.  
Unitel, 2515 N.E. 207 St., North Miami Beach. Zip: 33160. Tel: 945-2819. Mng. Dir.: C.H. Barkhaus.

## GEORGIA

### ● FAIRMOUNT (Area Code 404)

Jay-Cher Ent's., PO Box 175. Zip: 30139. Tel: 337-2508. Pres.: Johnny Carter; Gen. Mgr.: Al Hedges; Sales Mgr.: Cheryl Carter.

## ILLINOIS

### ● CHICAGO (Area Code 312)

Ad-vertising Unlimited, PO Box 8135. Zip: 60680. Tel: 643-2979. Pres.: R.C. Hillsman; Gen. & Sales Mgr.: Frank Howard Jr.  
Garfield-Lynn & Co., 333 N. Michigan Ave. Zip: 60601. Tel: FI 6-8686. Pres.: M. Garfield.  
International Recording Co., 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; Gen. Mgr.: Jerome V. Man; Sales Mgr.: Leonard March.  
Kiderian Records Corp., 4926 W. Gunnison. Zip: 60630. Tel: 545-0861. Owner: Ray Peck.  
Norman Art Studio, 1780 Maple St., Northfield. Zip: 60093. Tel: 446-8899. Gen. Mgr.: Norman Talmadge.  
Joseph Sugarman & Assocs., 6150 N. Kenmore Ave. Zip: 60626. Tel: 262-5300. Pres.: Joseph Sugarman; Gen. Mgr.: Joe Cerbone; Sales Mgr.: Greg O'Beirne.  
T D K Electronics Corp., 2906 W. Peterson Ave. Zip: 60645. Tel: 973-1222. Pres.: Y. Ohtoshi; Gen. Mgr.: K. Hiromoto; Sales Mgr.: Y. Hiro-saka  
Home office: New York, N.Y.

## INDIANA

### ● SOUTH BEND (Area Code 219)

Custom Electronics, PO Box 755. Zip: 46624. Tel: 232-2804. Pres.: Thomas W. Zoss.

### ● TERRE HAUTE (Area Code 812)

Artco Press Inc., 133 S. Sixth St. Zip: 47801. Tel: 232-0926. Pres.: Jim Royce; Sales Mgr.: John Avelis.  
Woodburn Printing, 25 S. Sixth St. Zip: 47808. Tel: 232-0164. Pres.: R. Woodburn; Gen. Mgr.: D. Pendergast.

## MARYLAND

### ● BALTIMORE METROPOLITAN AREA (Area Code 301)

Recordings Inc., McCormick Rd. & Schilling Circle, Cockeysville. Zip: 21030. Tel: 661-3443. VP & Gen. Mgr.: Burgess Macneal Jr.

## MASSACHUSETTS

### ● BOSTON METROPOLITAN AREA (Area Code 617)

Data Packaging Corp., 205 Broadway, Cambridge. Zip: 02139. Tel: 868-6200. Pres.: Otto Morningstar; Sales Mgr.: Lloyd Pomber.

### ● CHICOPEE (Area Code 413)

Graphic Art Design, 40 Marion St. Zip: 01013. Tel: 592-1789. Pres.: Robert S. Bator.

## MICHIGAN

### ● DETROIT METROPOLITAN AREA (Area Code 313)

R.A. Carrier Music Co., 35224 Hatherly Pl., Sterling Heights. Zip: 48092. Tel: 268-1770. Pres.: R.A. Carrier; Gen. Mgr.: Dorothy M. Carrier; Sales Mgr.: Hardie W. Daniel.  
Tape-Tronics Inc., 4413 Fernlee, Royal Oak. Zip: 48073. Tel: 576-2777. Pres. & Sales Mgr.: Burt Mahler; Gen. Mgr.: Al Hart.

## MINNESOTA

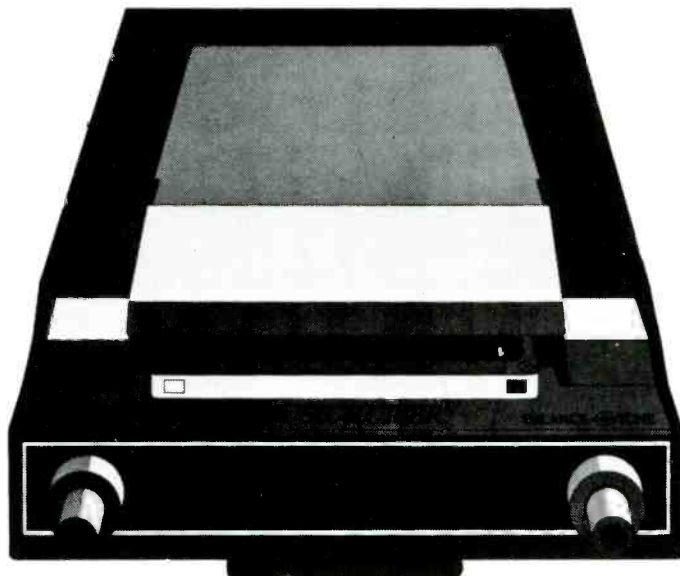
### ● MINNEAPOLIS-ST. PAUL (Area Code 612)

Creative Impressions, PO Box 4411, Minneapolis. Zip: 55421. Tel: 788-1256. Pres.: Michael Jann; Sales Mgr.: David Wachter.  
E M C Corp., 180 E. Sixth St., St. Paul. Zip: 55101. Tel: 227-7366. Pres.: David E. Feinberg; Gen. Mgr.: John A. Sanchez.

Continued on page 88

# MUSICRUISER

## A New Winner from Crown!



Crown's entry into the 1969 auto stereo sweepstakes swings out way ahead in originality and excitement. Watch sales come out ahead, too!

The new front load design features a unique stop and play position which can be operated without ejecting the cassette. Simplified touch button controls give an extra measure of safety, too—the driver's

eyes never have to leave the road. Horsepower output rating is over 20 watts, more of the tape is heard because of Musicrusher's super narrow head gap, and distortion is almost non-existent.

Compact, trim (only 2½" deep in front), the Musicrusher fits every car, plays any cassette cartridge, and will sell for less than \$100.00.

 **CROWN**

Dealerships open in selected areas. For details, call or write Chuck Hancock, National Sales Manager, 755 Folsom Street, San Francisco 94107; Telephone (415) 781-3030.

A man and a woman are looking at a cassette tape. The man is on the left, wearing a brown jacket and a yellow turtleneck. The woman is on the right, wearing a grey coat. They are both looking down at a cassette tape that the woman is holding. In the foreground, there is a black tray containing several cassette tapes and their cases. The background is slightly blurred, suggesting an outdoor setting.

## Tender Loving Care.

Dubbings processes more than 50,000,000 feet of tape per week . . . and every foot is handled with the kind of care that results in a perfect product. The most modern automated duplicating, editing and loading equipment are only part of the story. Add to that precise quality control, and you know why Dubbings is today's leader in meeting the growing demands of the entertainment industry for compact cassettes, 8-track and reel-to-reel. Learn more about the unique facilities of Dubbings . . . write for a copy of our new facilities brochure.

Sound thinking . . . leads to Dubbings.

 **dubbings**  
ELECTRONICS INC.

1305 S. Strong Avenue, Copiague, N. Y. 11726/516 893-1000

A  
**NORTH AMERICAN PHILIPS**  
COMPANY

## TAPE SERVICES

Continued from page 86

Branch: Los Angeles, Calif., Radio Recorders (div. EMC Corp.).

Empire Photosound, Inc., 4444 W. 76 St., Minneapolis. Zip: 55435. Tel: 920-3020. Pres.: William S. Yale; Exec. VP: Richard N. Jamieson; Sales Mgr.: Gary J. Seman.  
Melody Masters Inc., 1415 N. Lilac Dr., Minneapolis. Zip: 55422. Tel: 544-2606. Pres.: David Hersk.

### MISSOURI

● **CAPE GIRARDEAU (Area Code 314)**  
Ziolack Corp., Park Bldg., Drawer 839. Zip: 63701. Tel: 334-6600. Pres.: James Floyd Ford; Gen. Mgr.: D.K. Kitchen; Sales Mgr.: M. Pierce.  
Branch: Washington, D.C.

### NEBRASKA

● **OMAHA (Area Code 402)**  
Liberty Tape Duplication, 1201 Pacific. Zip: 68108. Tel: 348-1770. Gen. Mgr.: Leo Colvin.

### NEW YORK

● **BINGHAMTON (Area Code 607)**  
Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Opns. Mgr.: Jonathan Solak.

● **FREEMONT, L. I. (Area Code 516)**  
Royal Sound Co. Inc., 409 N. Main St. Zip: 11520. Tel: 868-2880. Pres.: Mervin A. Dayan.

● **GREAT NECK, L. I. (Area Code 516)**  
Ivy Hill Lithograph Corp., Community Dr. Zip: 11021. Tel: 487-0200. Pres.: Murray Gordon; Exec. VP: Lewis Garlick; VP: Murray M. Kurland.

● **NEW YORK CITY (Area Code 212)**  
George Alexander Printing Co., 36-25 Prince St., Flushing. Zip: 11354. Tel: 886-5600. Pres.: Key Devejian.

Artwork: Plain & Fancy, 825 Madison Ave. Zip: 10021. Tel: 734-4000. Pres.: Alan Hartwell; Sales Mgr.: William Kelly.  
Associated Design, 360 E. 65 St. Zip: 10021. Tel: 249-1904. Pres.: Alan Wolsky.  
Atelier 57 Ltd., 38 E. 57 St. Zip: 10022. Tel: 759-9775. Pres.: Stephen P. Haas; VP: Leo Bliok.

Tad Brown Inc., 301 E. 47 St. Zip: 10017. Tel: PL 3-6456. Pres.: Tad Dejewski.

Harry Farmlett Design Studio, 1182 Broadway. Zip: 10001. Tel: 686-8230. Owner: Harry Farmlett.

Kaltman Press, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700. Pres.: Max Verebay; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

Lee-Myles Assocs. Inc., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: Robert M. Miller.

MacMurray Press, 22 Jones St. Zip: 10014. Tel: WA 4-1530. Pres.: Max Finesmith.

Music Agency Ltd., 888 Eighth Ave. Zip: 10019. Tel: 765-2154. Pres.: Jay Leipzig.

One Stop Service, 133 E. 84 St. Zip: 10028. Tel: 288-4338. Gen. Mgr.: Allen Posner; Sales Mgr.: Adam Gary.

Profile Press, 151 W. 25 St. Zip: 10001. Tel: OR 5-1220. Pres.: Fred R. Siegle.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700. Pres.: Jack Hecht; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

T D K Electronics Corp., 82 Wall St. Zip: 10005. Tel: 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler.  
Branches: Los Angeles, Calif.; Chicago, Ill.

### NORTH CAROLINA

● **WINSTON-SALEM (Area Code 919)**  
Snyder Album, 3083 Indiana Ave. Zip: 27105. Tel: 722-6768. Pres.: Ernest E. Snyder.

### OHIO

● **CINCINNATI (Area Code 513)**  
Rite Record Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533/9080.

● **CLEVELAND (Area Code 216)**  
Pama Records Inc., 4991 Osborn Rd. Zip: 44128. Tel: 581-0661. Pres.: Patrick J. Connelly; Gen. & Sales Mgr.: Virginia Connelly.

### PENNSYLVANIA

● **PITTSBURGH (Area Code 412)**  
Associated Inds. Inc., 256 Fifth Ave. Zip: 15222. Tel: 471-3484. Pres.: Ron Schafer; Gen. & Sales Mgr.: Robert W. Schachner.

● **SCRANTON (Area Code 717)**  
Ladd Music Co., 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Owner: Phil Ladd; Mgr.: John Poplawski.

● **SHARON (Area Code 412)**

Marion Records, 930 Woodview Pl. Zip: 16146. Tel: 347-4726. Pres.: John T. Krizancic; Gen. Mgr.: Martha Krizancic; Sales Mgr.: Johnny Krizancic.

### TEXAS

● **SAN ANTONIO (Area Code 512)**

Tanner 'N' Texas, 1422 West Poplar. Zip: 78207. Tel: PE 2-8072/6484, PE 4-6665. Pres.: Bob Tanner.

### WASHINGTON

● **OLYMPIA (Area Code 206)**

Northwest Publishing, 1915 N. Quince. Zip: 98501. Tel: 352-9097. Owner & Pres.: Allen P. Giles.

## MANUFACTURERS' REPRESENTATIVES

Award Assocs. Inc., 340 E. 64 St., New York, N.Y. 10021. Tel: (212) 688-5485. Pres.: E. B. Lucas.

Royce Ballard (see Toole & Co. Inc.).

Arnold Heltzer Sales Corp., 5901 N. Cicero Ave., Chicago, Ill. 60646. Tel: (312) 283-4904. Pres.: Arnold Heltzer.

Tim Holbrook (see Toole & Co. Inc.).

Herbert Krauss Co., 4565 Sherman Oaks Ave., Sherman Oaks, Calif. 91403. Tel: (213) 783-8441. Pres.: Herbert Krauss.

Ron Lambert (see Toole & Co. Inc.).

Sid Millman Sales Co., 211 E. Chicago Ave., Chicago, Ill. 60611. Tel: (312) 664-6091. Pres.: Sid Millman.


Nor-Pac Warehouse, 1 Lake Shore Plaza, Kirkland, Wash. 98033. Tel: (206) 827-3785. Pres.: Marv Roth.

Pax Ltd., 35 E. Wacker Dr., Rm. 716, Chicago, Ill. 60601. Tel: (312) 263-5518. Contact: Lester Smith.

Represents: Mercury tape playback cassettes—sole licensee.

Marv Roth (see Nor-Pac Warehouse).  
Don Sanders, 33-39 80 St., Jackson Heights, N.Y. 11372. Tel: (212) HA 9-0001.

continued on page 91



# THE COMPLETE DUPLICATOR—Mastering, Production, Quality Control, Warehousing, Inventory Control, Shipping, Graphics, Package Design, Printing

Complete one stop service designed to reproduce your masters on time with the minimum amount of work for you. Just place your order—send your master—we will do the rest.

4413 FERNLEE AVENUE  
ROYAL OAK, MICHIGAN 48073  
313-576-2777

*No. 1 in the East!*

# Chancellor, Inc. 8-track stereo cartridge and cassette Service Specialists

*Everything you need:*

*Completely programmed and ready for action*



Our merchandising program is Profit-Proven in over 400 leading dept. stores, chains and independents. **Test it at our expense** for 60 days in one of your units!

In N.Y. call (212) 245-3800  
In N.J. call (201) 227-4010



**FREE! WRITE TODAY ON YOUR COMPANY LETTERHEAD FOR YOUR COPY OF OUR NEW BROCHURE**

"Successful Stereo Tape Cartridge Merchandising". It answers all your questions about how to make money in the cartridge tape business.

A&M  
Ampex  
Atlantic  
Capitol  
Columbia  
Decca  
ITCC  
Liberty  
London  
Mercury  
MGM  
Motown  
RCA  
Reprise  
United Artists  
Verve  
Warner Bros.  
—and many more!

**CHANCELLOR, INC.,** 8 Spielman Road, Fairfield, N.J. 07006

# The Sound of Berkshire...

Berkshire Cassettes offer more in every way. From Broadway and Hollywood to Dixieland, from the Latin beat to Jazz, from Country and Western to Around the World . . . our cassettes are "in" with the NOW sound. Featuring top vocalists and bands, our extensive music catalog grows and grows, keeping pace with every form of today's most popular sounds. Call or write for your copy now.

*Our Cassettes all play the same tune . . . PROFITS.*

**Berkshire**  
**STEREO CASSETTES**

1305 S. STRONG AVE., COPIAGUE, N. Y.





## TAPE SERVICES

Continue from page 88

Toole & Co. Inc., PO Drawer 52339, Houston, Tex. 77052. Tel: (713) 228-7551. Pres.: J. Doug Toole.  
Branches: Miami, Fla., Tim Holbrook, 72 N.W. 79 St. Zip: 33150. Tel: (305) 751-0211; Atlanta, Ga., Ron Lambert, 3295 Roswell Rd. Zip: 30305. Tel: (404) 233-5347; Metairie, La., Royce Ballard, 3745 Jean Pl. Zip: 70003. Tel: (504) 887-0111.  
Bradley Wayne & Assocs., 2622 Irving Blvd., Dallas, Tex. 75207. Tel: (214) 631-6780. Pres.: Bradley Wayne.  
Tony Weinberg & Assocs., PO Drawer 34719, Dallas, Tex. 75234. Tel: (214) 241-6946. Pres.: Tony Weinberg.  
Ron Wolpoe Assocs., 2600 Park Ave., Bridgeport, Conn. 06604. Tel: (203) 366-3390.

## PACKAGING & LABELING

### CALIFORNIA

● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Concert Recording, 3318 Platt Ave., Lynwood, Zip: 90262. Tel: 639-1341. Pres. & Gen. Mgr.: William G. Johnson; Sales Mgr.: Mrs. Margaret Thiese.  
Custom Tape Corp., 5810 S. Normandie Ave. Zip: 90044. Tel: 753-2481. Pres.: Joe Bihari; Sales Mgr.: Bob Demain; Gen. Mgr.: Don Macmillan.  
Hurst Tape & Label, 2444 San Fernando Rd. Zip: 90065. Tel: 223-4122. Owner: Sam Allenberg.  
Radio Recorders Div., EMC Corp., 7000 Santa Monica Blvd., Hollywood, Zip: 90038. Tel: 463-3282. VP & Gen. Mgr.: J. Greenheld.  
Home office: Minneapolis-St. Paul, Minn., EMC Corp.  
T D K Electronics Corp., 6151 W. Century Blvd. Zip: 90045. Tel: OR 0-5515.  
Home office: New York, N. Y.

● **MONROVIA (Area Code 213)**  
Avery Label Co., 1616 S. California Ave. Zip: 91016. Tel: 357-1131. Gen. Mgr.: Richard

Pearson; Sales Mgr.: Joseph H. Walker; Adv. Mgr.: Ted Knorr.

● **SAN FRANCISCO & BAY AREA (Area Code 415)**  
Gopher Prods. Corp., Box 812, Berkeley, Zip: 94701. Tel: 843-5836. Pres. & Gen. Mgr.: Burt Perkins.

### FLORIDA

● **MIAMI METROPOLITAN AREA (Area Code 305)**  
South Eastern Recs. Mfg. Corp., 170 W. 29 St., Hialeah, Zip: 33012. Tel: 887-7710, 888-2365/7411. Pres.: Mateo San Martin; Gen. Mgr.: Arturo Avendano; Sales Mgr.: Frank Garcia.  
Universal Rec'g & Dist. Corp., 655 W. 83 St., Hialeah, Zip: 33012. Tel: 757-3741.

### ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area Code 312)**  
T D K Electronics Corp., 2906 W. Peterson Ave. Zip: 60645. Tel: 973-1222. Pres.: Y. Ohtoshi; Gen. Mgr.: K. Hiromoto; Sales Mgr.: Y. Hiro-saka.  
Home office: New York, N. Y.  
Universal Rec'g & Dist. Corp., 655 W. 83 St., Hialeah, Zip: 33012. Tel: 757-3741.

### INDIANA

● **SOUTH BEND (Area Code 219)**  
Custom Electronics, PO Box 755. Zip: 46624. Pres.: Thomas W. Zoss.  
● **TERRE HAUTE (Area Code 812)**  
Woodburn Printing, 25 S. Sixth St. Zip: 47808. Tel: (812) 232-0164. Pres.: R. Woodburn; Gen. Mgr.: D. Pendergast.

### MARYLAND

● **BALTIMORE METROPOLITAN AREA (Area Code 301)**  
Recordings Inc., McCormick Rd. & Schilling Circle, Cockeysville, Zip: 21030. Tel: 661-3443. VP & Gen. Mgr.: Burgess Macneal Jr.

### MASSACHUSETTS

● **BOSTON METROPOLITAN AREA (Area Code 617)**  
Data Packaging Corp., 205 Broadway, Cambridge, Zip: 02139. Tel: 868-6200. Pres.: Otto Morningstar; Sales Mgr.: Lloyd Pomber.

### MICHIGAN

● **DETROIT METROPOLITAN AREA (Area Code 313)**  
Tape-Tronics Inc., 4413 Fernlee, Royal Oak, Zip: 48073. Tel: 576-2777. Pres. & Sales Mgr.: Burt Mahler; Gen. Mgr.: Al Hart.

### MINNESOTA

● **MINNEAPOLIS-ST. PAUL (Area Code 612)**  
E M C Corp., 180 E. Sixth St., St. Paul, Zip: 55101. Tel: 227-7366. Pres.: David E. Feinberg; Gen. Mgr.: John A. Sanchez.  
Branch: Los Angeles, Calif., Radio Recorders (div. E M C Corp.).

### NEW JERSEY

● **NORTH BERGEN (Area Code 201)**  
Sarex Corp., 3850 West Side Ave. Zip: 07047. Tel: 864-9400; NYC Tel: (212) 227-6354. Pres.: O. L. Seda; Sales Mgr.: Robert F. Baker.

### NEW YORK

● **BINGHAMTON (Area Code 607)**  
Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Opns. Mgr.: Jonathan Solak.  
● **FREPORT, L.I. (Area Code 516)**  
Royal Sound Co. Inc., 409 N. Main St. Zip: 11520. Tel: 868-2880. Pres.: Mervin A. Dayan.  
● **NEW YORK CITY (Area Code 212)**  
George Alexander Printing Co., 36-25 Prince St., Flushing, Zip: 11354. Tel: 886-5600. Pres.: Kev Devejian.  
Kaltman Press, 52-35 Barnett Ave., Long Island City, Zip: 11104. Tel: 457-7700. Pres.: Max Verebay; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.  
MacMurray Press, 22 Jones St. Zip: 10014. Tel: WA 4-1530. Pres.: Max Finesmith.  
Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, Zip: 11104. Tel: 457-7700. Pres.: Jack Heckt; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.  
T D K Electronics Corp., 82 Wall St. Zip: 10005. Tel: 425-7070. Exec. VP: Hajime Kawamura; Sales Mgr.: Akira Otsuka; Sales Rep.: Michael Salvitelli.  
Branches: Los Angeles, Calif.; Chicago, Ill.  
Woodside Graphics, 52-35 Barnett Ave., Long Island City, Zip: 11104. Tel: 457-7700. Contact: Dick Roth.

continued on page 92

# INTRODUCING MAGTEC

... fastest duplicator in the WEST!!

## cassette

## cartridge

## reel-to-reel



**MAGTEC**

EXCELLENCE IN  
TAPE DUPLICATION

ASK FOR OUR NEW BROCHURE

MAGNETIC TAPE ENGINEERING CORP.  
8120 WEBB AVENUE / NO. HOLLYWOOD/CA. 91605  
(213) 875-1707



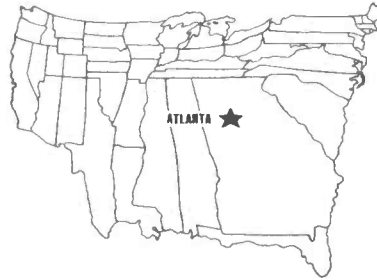
**CARTRIDGE  
CONTROL  
CORPORATION**

**FOR QUALITY TAPE DUPLICATING**

**8-TRACK  
CASSETTES  
4-TRACK  
REEL TO REEL**

Contact: Bill Evans  
Genl. Mgr.

**Cartridge Control Corp.**  
2091 FAULKNER RD., N.E.  
ATLANTA, GEORGIA 30324  
Telephone (404) 633-4577



**HUNTING FOR THAT  
HARD-TO-FIND INFORMATION?**

BUYER'S GUIDE makes it  
easy-to-find for everyone.

**TAPE SERVICES**

*Continued from page 91*

**OHIO**

- **CLEVELAND (Area Code 216)**  
Dean's House of Jazz, 8601 Hough St. Zip: 44106.  
Tel: 231-9531. Owner & Mgr.: Wilbur Dean.
- **TOLEDO (Area Code 419)**  
Pioneer Inds., PO Box 4653, Old West End Sta. Zip:  
43620. Tel: 691-2065. Gen. Mgr.: Lowell P.  
Amos.

**PENNSYLVANIA**

- **PITTSBURGH METROPOLITAN AREA  
(Area Code 412)**  
Associated Inds. Inc., 256 Fifth Ave. Zip: 15222.  
Tel: 471-3484. Pres.: Ron Schafer; Gen. Mgr.  
& Sales Mgr.: Robert W. Schachner.
- **SCRANTON (Area Code 717)**  
Ladd Music Co., 401 Wintermantle Ave. Zip: 18505.  
Tel: 343-6718. Owner: Phil Ladd; Mgr.: John  
Poplawski.

**PRINTING & LITHOGRAPHING**

**CALIFORNIA**

- **LOS ANGELES METROPOLITAN AREA  
(Area Code 213)**  
Bert-Co Ents., 1855 Glendale Blvd. Zip: 90026. Tel:  
665-5137.  
Container-Kraft Inc., 721 E. 61 St. Zip: 90001. Tel:  
232-3281. Pres.: Art Garson; Gen. Mgr.: Marvin  
Haber; Sales Mgr.: Russ Garson.  
Custom Tape Corp., 5810 S. Normandie Ave. Zip:  
90044. Tel: 753-2481. Pres.: Joe Bihari; Gen.  
Mgrs.: Bob Demain & Don Macmillan.  
Gilmore Envelope Corp., 4000 Medford St. Zip:  
90063. Tel: 268-3401. Pres. & Gen. Mgr.:  
Howard Gilmore.  
Ivy Hill Lithograph Corp., 4800 S. Santa Fe Ave.  
Zip: 90058. Tel: 583-8974.  
Location Recording Service, 2201 W. Burbank Blvd.,  
Burbank. Zip: 91506. Tel: 849-1321.  
Shorewood Packaging of California (div. of Bert-Co  
Ents.), 1855 Glendale Blvd. Zip: 90026. Tel:  
665-5137. Pres.: Bert Couturier; VP Sales:  
Floyd Glinert; Sales Rep.: Lewis Cooper.  
Branch: New York, N. Y.  
T D K Electronics Corp., 6151 W. Century Blvd. Zip:  
90045. Tel: OR 0-5315.  
Home office: New York, N. Y.

- **PASADENA (Area Code 213)**  
Custom Fidelity Co. Inc., 222 E. Glenarm St. Zip:  
91106. Tel: 441-1114. Pres.: David W. Berkus;  
Gen. Mgr.: Richard Greenhalgh.

**SAN FRANCISCO & BAY AREA  
(Area Code 415)**

- Barrington Record Graphics (div. of Motinvestor Org.),  
PO Box 1036, South Shore, Alameda. Zip:  
94501. Tel: 533-7117. Pres.: W. F. Schmeltzer  
Jr.  
Charles Conlan Lithographers Inc., 1655 Folsom St.  
Zip: 94103. Tel: 431-7373. VP: Richard T.  
Conlan.  
Gopher Prods. Corp., Box 812, Berkeley. Zip: 94701.  
Tel: 843-5836. Pres. & Gen. Mgr.: Burt  
Perkins.  
Leander Prod'ns, 1684 E. 14 St., Suite 204, San  
Leandro. Zip: 94577. Tel: 352-0181. Pres.:  
Larry E. White.

**CONNECTICUT**

- **BRIDGEPORT (Area Code 203)**  
Lithographic Corp. of America, 1501 State St. Zip:  
06605. NYC Tel: (212) WO 6-4353. Pres.:  
Lou Lewis; Gen. Mgr.: Jack Dienes

**DISTRICT OF COLUMBIA**

- **WASHINGTON (Area Code 202)**  
Ziostack Corp., 4620 Wisconsin Ave. N.W. Zip:  
20016. Tel: 362-6899. Branch Mgr.: Earl  
Thornton.  
Home office: Cape Girardeau, Mo.

**FLORIDA**

- **MIAMI METROPOLITAN AREA  
(Area Code 305)**  
Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip:  
33138. Tel: 757-1626. Pres. & Sales Mgr.:  
Michael Adrian; Gen. Mgr.: Curt J. Witt.

*continued on page 94*

# PARDON US SEÑOR



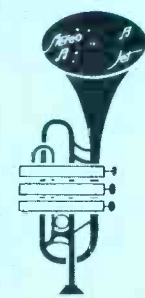
**DID YOU KNOW THAT LATIN MUSIC REALLY SELLS ON TAPE CARTRIDGES AND CASSETTES**

**DID YOU KNOW, CAYTRONICS CORP. IS THE LARGEST U.S. MANUFACTURER AND DISTRIBUTOR OF LATIN SOUND**

**DID YOU KNOW, CAYTRONICS LICENSES LATIN MUSIC FROM:  
COLUMBIA (LATIN) RICO-VOX TONE-LATINO**

**AND GIVES YOU ARTISTS LIKE:**

- TRIO LOS PANCHOS
- RAPHAEL
- ROBERTO YANES
- JAVIER SOLIS



FOR INFORMATION ON ONE OF THE BIGGEST LITTLE CATALOGS CONTACT:

**U.S. BRANCH:**  
**CAYTRONICS CORPORATION**  
240 Madison Avenue  
New York, N.Y. (212) MU 3-7911



**MEXICO CITY BRANCH:**  
**STEREO JET**  
**DE MEXICO S.A.**  
Mexico City, Mexico

NOW YOU CAN  
IMPORT  
CAR STEREOS  
**DIRECTLY**  
FROM  
**JAPAN**

10 Models to Choose From  
6-different 8-Tracks  
2-different 4-Tracks  
2-different 4 & 8 Compatible  
(All units fully guaranteed)  
Available with your brand or  
without brand  
Between shipments you may  
draw from our warehouse  
stock

**CALIFORNIA  
AUTO RADIO, INC.**

12229 So. Woodruff Ave.  
Downey, Calif. 90241  
Phone: 213-923-9847  
Cable: Calarad

**TAPE SERVICES**

*Continued from page 92*

Artrec Prod'ns Ltd. Inc., 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474. Pres.: Robert Archibald; Gen. Mgr.: Eddie Jacobs; Sales Mgr.: Florian Raymond.

South Eastern Records Mfg. Corp., 170 W. 29 St., Hialeah. Zip: 33012. Tel: 887-7710, 888-2365/7411. Pres.: Mateo San Martin; Gen. Mgr.: Arturo Avendano; Sales Mgr.: Frank Garcia.

Unitel, 2515 N.E. 207 St., North Miami Beach. Zip: 33160. Tel: 945-2819. Mng. Dir.: C. H. Barkhaus.

**GEORGIA**

● **FAIRMOUNT (Area Code 404)**  
Jay-Cher Ent's., PO Box 175. Zip: 30139. Tel: 337-2508. Pres.: Johnny Carter; Gen. Mgr.: Al Hedges; Sales Mgr.: Cheryl Carter.

**ILLINOIS**

● **CHICAGO METROPOLITAN AREA (Area Code 312)**  
R C S Press, 1130 W. Adams St. Zip: 60607. Tel: 733-3500. Pres.: James S. Farrell.  
T D K Electronics Corp., 2906 W. Peterson Ave. Zip: 60645. Tel: 973-1222. Pres.: Y. Ohtoshi; Gen. Mgr.: K. Hiromoto; Sales Mgr.: Y. Hiro-saka.  
Home office: New York, N.Y.

**INDIANA**

● **RICHMOND (Area Code 317)**  
Mercury Record Mfg. Co., 300 S. First St. Zip: 47374. Tel: 962-9511. Mfg. Dir.: L. R. Shaw

● **SOUTH BEND (Area Code 219)**  
Custom Electronics, PO Box 755. Zip: 46624. Tel: 232-2804. Pres.: Thomas W. Zoss.

● **TERRE HAUTE (Area Code 812)**  
Artco Press Inc., 133 S. Sixth St. Zip: 47801. Tel: 232-0926. Pres.: Jim Royce; Sales Mgr.: John Avelis.  
Woodburn Printing Co. Inc., 25 S. Sixth St. Zip: 47808. Tel: 232-0164. Pres.: R. Woodburn; Gen. Mgr.: D. Pendergast.

**MARYLAND**

● **BALTIMORE METROPOLITAN AREA (Area Code 301)**  
Recordings Inc., McCormick Rd. & Schilling Circle, Cockeysville. Zip: 21030. Tel: 661-3443. VP & Gen. Mgr.: Burgess Macneal Jr.

**MISSOURI**

● **CAPE GIRARDEAU (Area Code 314)**  
Ziolack Corp., Park Bldg., Drawer 839. Zip: 63701. Tel: 334-6600. Pres.: James Floyd Ford; VP & Gen. Mgr.: D. K. Kitchen; Sales Mgr.: M. Pierce.  
Branch: Washington, D. C.

**NEW YORK**

● **BINGHAMTON (Area Code 607)**  
Creative Artists, 6 Van Ness Rd Zip: 13905. Tel: 797-3909. Opls. Mgr.: Jonathan Solak.

● **FREEMONT, L.I. (Area Code 516)**  
Royal Sound Co. Inc., 409 N. Main St. Zip: 11520. Tel: 868-2880. Pres.: Mervin A. Dayan.

● **GREAT NECK, L.I. (Area Code 516)**  
Ivy Hill Lithograph Corp, Community Dr. Zip: 11021. Tel: 487-0200. Pres.: Murray Gordon; Exec. VP: Lewis Garlick; VP & Gen. Mgr.: Murray M. Kurland.

● **HAUPPAUGE, L.I. (Area Code 516)**  
Alema, Cardinal Ind'l Park. Zip: 11788. Tel: 234-1100. Pres.: Lee Halpern; VP: Leo Margolies.

● **MOUNT VERNON (Area Code 914)**  
County Box & Album Co. Inc., 201 S. Second Ave. Zip: 10550. Tel: MO 8-7862. Pres. & Sales Mgr.: William R. May; Gen. Mgr.: Louis Baselice.

● **NEW YORK CITY (Area Code 212)**  
George Alexander Printing Co., 36-25 Prince St., Flushing. Zip: 11354. Tel: 886-5600. Pres.: Kev Devejian.  
Kaltman Press, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700. Pres.: Max Verebay; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.  
Lee-Myles Assocs. Inc., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: Robert M. Miller.  
MacMurray Press, 22 Jones St Zip: 10014. Tel: WA 4-1530. Pres.: Max Finesmith.



**HUNTING  
FOR THAT  
HARD-TO-  
FIND  
INFORMATION?**

**Billboard** makes it  
easy-to-find for everyone.

Majestic Printing Corp., 406 W. 31 St. Zip: 10001. Tel: 255-0350. Pres.: Charles Markowitz.  
 One Stop Service Inc., 133 E. 84 St. Zip: 10028. Tel: 288-4338. Pres. & Sales Mgr.: Adam Gary; Gen. Mgr.: Allen Posner.  
 Profile Press, 151 W. 25 St. Zip: 10001 Tel: OR 5-1220. Pres.: Fred R. Siegle; Prod'n Ass't: Mrs. Susan Glassgold.  
 Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn, Zip: 11237. Tel: HY 7-2320. Pres. & Sales Mgr.: Jerome J. Rood; Gen. Mgr.: Bernard Stein.  
 Queens Lithographing, 52-35 Barnett Ave., Long Island City, Zip: 11104. Tel: 457-7700. Pres.: Jack Hecht; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.  
 Radom & Neidorff Inc., 438 W. 37 St. Zip: 10018. Tel: 736-2477. Sales Mgr.: Ronald Radom.  
 Random Press, 176 1/2 E. 75 St. Zip: 10021. Tel: 734-4000. Pres.: Alan Hartwell; Sales Mgr.: William Kelly.  
 Shorewood Packaging Corp., 724 Fifth Ave. Zip: 10019. Tel: JU 2-6885. Pres.: Paul Shore; VP Mktg.: Floyd S. Glinert.  
 Home office: Los Angeles, Calif.  
 Supreme Printing, 147 W. 15 St. Zip: 10011. Tel: AL 5-0600. Contact: Mike Langford.  
 T D K Electronics Corp., 82 Wall St. Zip: 10005. Tel: 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler.  
 Branches: Los Angeles, Calif.; Chicago, Ill.

**NORTH CAROLINA**

● **WINSTON-SALEM (Area Code 919)**  
 Snyder Album, 3083 Indiana Ave. Zip: 27105. Tel: 722-6768. Pres.: Ernest E. Snyder; Foreman: Larry Beeson.

**OHIO**

● **CINCINNATI (Area Code 513)**  
 Rite Record Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533/9080. Pres.: Carl J. Bushardt.

● **TOLEDO (Area Code 419)**  
 Pioneer Inds., PO Box 4653 Old West End Sta. Zip: 43620. Tel: 691-2065. Gen. Mgr.: Lowell P. Amos.

**PENNSYLVANIA**

● **PHILADELPHIA (Area Code 215)**  
 Allstate Printing Inc., 1021 S. Ninth St. Zip: 19147. Tel: WA 5-6685.

● **SHARON (Area Code 412)**  
 Marjon Records, 930 Woodview Pl. Zip: 16146. Tel: 347-4726. Pres.: John T. Krizancic; Gen. Mgr.: Martha Krizancic; Sales Mgr.: Johnny Krizancic.

**TEXAS**

● **SAN ANTONIO (Area Code 512)**  
 Tanner 'N' Texas, 1422 Poplar. Zip: 78207. Tel: PE 4-6665, PE 2-8072/6484. Pres.: Bob Tanner.

● **WACO (Area Code 817)**  
 Alco Engraving, PO Box 294, 2015 Franklin Ave. Tel: PL 6-4671. Owner: Mrs. Elizabeth Coffey.

**WISCONSIN**

● **MILWAUKEE (Area Code 414)**  
 Gugler Lithographic Co., 1339 N. Milwaukee St. Zip: 53202. Tel: 276-6969. Pres.: John B. Harris; Sales Mgr.: Roger L. Schultz.  
 Neu Printing Service, 761 N. 29 St. Zip: 53208. Tel: 344-3925. Owner: Robert J. Neu.

**BEEN SOME CHANGES MADE!**  
 Buyer's Guide keeps everybody right up to date. . . .

**M E C AUDIO LIBRARY . . . ON CASSETTES**  
 From **McLENDON . . .** Pioneers in Modern Broadcasting  
 Self-Instruction Courses for Spare Time Learning  
*French & Spanish by Charles Berlitz*  
*Stock & Bond Buying*  
*English Style, Vocabulary, Philosophy*  
 Two Dozen Courses in Tri-Paks . . . \$14.95 Each  
 Coming Soon . . . 90-minute courses for Rack Display  
 Sales Information:  
 The McLendon Educational Corporation  
 2112 Commerce Street  
 Dallas, Texas 75201

**Playmate Industries Inc.**

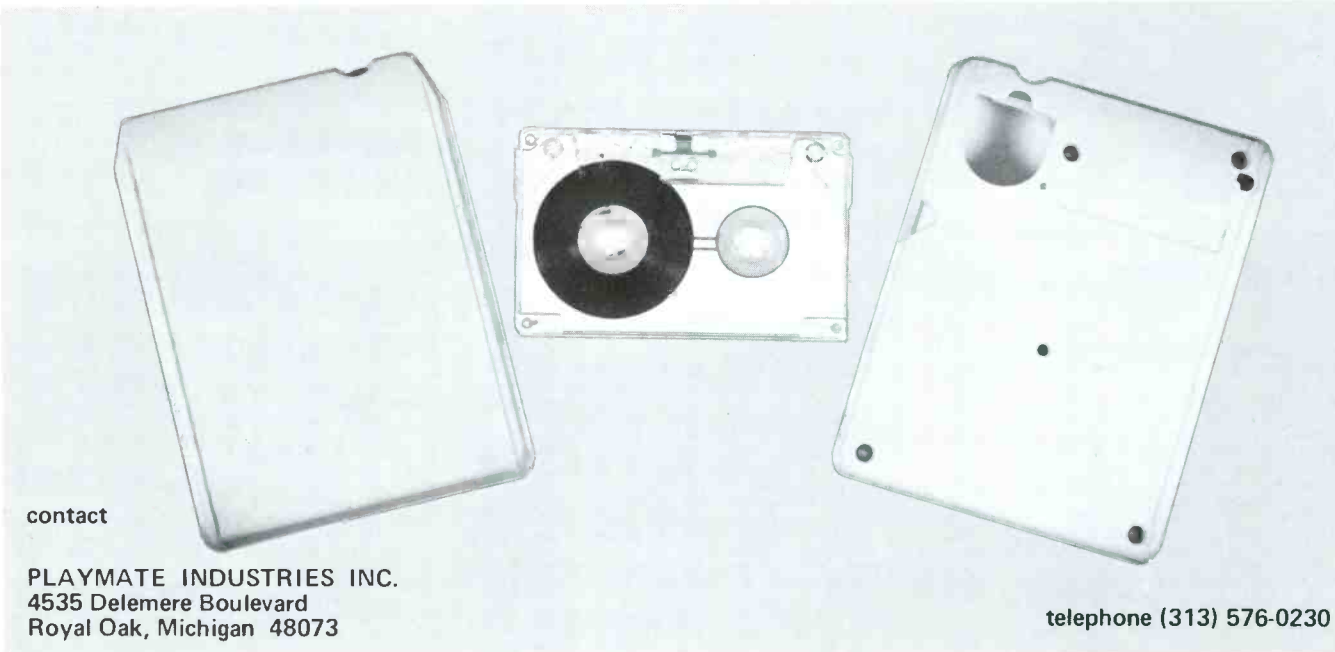
presents—

**PRODUCTS WITH ENGINEERED RELIABILITY**

**8 TRACK**

**CASSETTES**

**4 TRACK**



contact

**PLAYMATE INDUSTRIES INC.**  
 4535 Delemere Boulevard  
 Royal Oak, Michigan 48073

telephone (313) 576-0230

# TAPE DEALER ACCESSORIES & SUPPLIES

## BROWSER BOXES

George Alexander Printing Co., 36-25 Prince St., Flushing, N.Y. 11354. Tel: (212) 886-5600. Pres.: Kev Devejian.

Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 248-5100. Pres.: Art Hochman.

Guy Barry Ent's. Inc., 92 Columbia Ave., Cedarhurst, N.Y. 11516. Tel: (516) 239-8227. Pres.: Guy Barry.

Container-Kraft Inc., 721 E. 61 St., Los Angeles, Calif. 90001. Tel: (213) 232-3281. Pres.: Art Garson; Gen. Mgr.: Marvin Haber; Sales Mgr.: Russ Garson.

D E M C O (branch of Consolidated Record Dists. Inc.), 1000 First Ave. S., Seattle, Wash. 98134. Tel: (206) 682-7188. Gen. Sales Mgr.: Stan Jaffe.

Duotone Co. Inc., 6875 S.W. 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester; Gen. Mgr.: Benjamin Rosenberg.

Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein; Opns. Mgr.: Alan Gorme.

Freedman Artcraft Engineering Corp., PO Box 228, Charlevoix, Mich. 49720. Tel: (616) 547-6501. Pres. & Gen. Mgr.: Gordon L. Freedman; Sales Mgr.: Virginia M. Hoffmann.

Gopher Prods. Corp., Box 812, Berkeley, Calif. 94701. Tel: (415) 843-5836. Pres. & Gen. Mgr.: Burt Perkins.

Kaltman Press, 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Max Verebay; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

Olympia Mfg. Co., 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Pres.: Ervin Litkei; Gen. Mgr.: John A. Haydu; Sales Mgr.: Irwin Teitelbaum.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Jack Hecht; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

R C A Magnetic Prods. Div., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. VP & Gen. Mgr.: Joseph Stefan; Nat'l Sales Mgr.: D.C. Creswell; Mkt. Planning & Admin. Mgr.: H.K. Fried.

Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.

T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler. Branches: Los Angeles, Calif.; Chicago, Ill. Int'l office: Japan.

Wiremaster Corp. of America, 10 Kees Pl., Merrick, N.Y. 11566. Tel: (516) 623-3629. Pres. & Sales Mgr.: Nathan Shriftman; Gen. Mgr.: Robert D. Slifstein.

## CATALOG SERVICES

George Alexander Printing Co., 36-25 Prince St., Flushing, N.Y. 11354. Tel: (212) 886-5600. Pres.: Kev Devejian.

Harrison Tape Catalogs, 274 Madison Ave., New York, N.Y. 10016. Tel: (212) 685-5383. Pres.: Molly Harrison; Gen. & Sales Mgr.: Max Gilman.

Kaltman Press, 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Max Verebay; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

List-O-Tapes, Trade Service Publications Inc., 2720 Beverly Blvd., Los Angeles, Calif. 90057. Tel: (213) 385-4211. Pres.: A.H. Gudie; Sales Mgr.: W. A. Mundy.

Listen Magazine, 1808 Rittenhouse Sq., Philadelphia, Pa. 19103. Tel: (215) PE 5-9804. Pres.: Ron Solovitz.

Merchandise Dists., PO Box 1339, Evanston, Ill. 60604. Tel: (312) 475-5510. Mgr.: Fred Todrack.

National Tape News (see Tape Report Publications). One-Spot Catalog Service, 701 E. Prospect Ave., Mount Prospect, Ill. 60056. Tel: (312) 392-1720. Gen. Mgr.: E. V. Mironko.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Jack Hecht; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

Recordaid Co., 924 Cherry St., Philadelphia, Pa. 19107. Tel: (215) WA 2-6871. Gen. Mgr.: William Martin.

South Eastern Records Mfg. Corp., 170 W. 29 St., Hialeah, Fla. 33012. Tel: (305) 888-7411/2365. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.

Star Discos Records, 100-102 Texas Ave., El Paso, Tex. 79946. Tel: (915) 533-7282. Pres.: Joseph Gillman; Gen. Mgr.: John Behrens.

T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler. Branches: Los Angeles, Calif.; Chicago, Ill. Int'l office: Japan.

Tape Report Publications (National Tape News), 4507 Harvest Hill Rd., Dallas, Tex. 75234. Tel: (214) 239-4396. Ed. & Publ'r: David Rosen. World's Largest Oldies Catalogue, 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) LO 7-9424. Pres.: Edward R. Marcus; Gen. Mgr.: Barbara Craig; Sales Mgr.: Lawrence Shaw.

## DISPLAY RACKS

Alaron (see B & B Import-Export Co.).

George Alexander Printing Co., 36-25 Prince St., Flushing, N.Y. 11354. Tel: (212) 886-5600. Pres.: Kev Devejian.

Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 248-5100. Pres.: Art Hochman.

Audio Devices Inc., 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. Pres.: Glenn E. Wallichs; Gen. Mgr.: George R. Jones; Sales Mgr.: R. H. Vaughan.

B & B Import-Export Co., 15755 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 864-9015. Sales Mgr.: Bernard Klein. Brand name: Alaron.

Guy Barry Ent's. Inc., 92 Columbia Ave., Cedarhurst, L.I., N.Y. 11516. Tel: (516) 239-8227. Pres.: Guy Barry.

Capitol Records Dist'g Corp., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. VP & Gen. Mgr.: Robert Yorke; Tape Sales Mgr.: Roger Brown.

Channel Marketing Inc., 342 Madison Ave., New York, N.Y. 10017. Tel: (212) 682-2848; Cherry Hill, N.J. Tel: (609) 424-3344. Pres.: Ronald Obsgarten; VP Mktg.: Arnold Kaminer; VP Sales: Marvin Rabin; Sales Mgr.: Joseph A. McHugh.

Communication Electronics Inc., 4007 N. Pennsylvania, Oklahoma City, Okla. 73112. Tel: (405) JA 8-2525. Pres.: Tommy Hoshall.

Custom Tape Corp., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Pres.: Joe Bihari; Gen. Mgr.: Don Macmillan; Sales Mgr.: Robert J. Demain.

D E M C O (branch of Consolidated Rec. Dists. Inc.), 1000 First Ave. S., Seattle, Wash. 98134. Tel: (206) 682-7188. Gen. Sales Mgr.: Stan Jaffe.

Dict-O-Tape Inc., 9090 Krier Pl., Brooklyn, N.Y. 11236. Tel: (212) CL 7-3355. Pres. & Gen. Mgr.: Erwin Damsky.

Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill. 60626. Tel: (312) BR 4-0075. Sales Mgr.: Hiram A. Prince.

Fine-Tone Audio Prods. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein; Opns. Mgr.: Alan Gorme.

Freedman Artcraft Engineering Corp., PO Box 228, Charlevoix, Mich. 49720. Tel: (616) 547-6501. Pres. & Gen. Mgr.: Gordon L. Freedman; Sales Mgr.: Virginia M. Hoffmann.

General Recorded Tape Inc., 1286 N. Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (415) 734-2910. Pres.: Alan J. Bayley; Sales Mgr.: Herbert B. Hershfield.

Gopher Prods. Corp., Box 812, Berkeley, Calif. 94701. Tel: (415) 843-5836. Pres. & Gen. Mgr.: Burt Perkins.

Gusdorf & Sons Inc., 6900 Manchester Ave., St. Louis, Mo. 63143. Tel: (314) 647-1207. Pres. & Gen. Mgr.: Paul A. Gusdorf; Sales Mgr.: R. L. Fridley.

Kaltman Press, 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Max Verebay; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

Le-Bo Prods. Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. Pres.: Leslie Bokor; Gen. Mgr.: Herb Hartman; VP & Sales Mgr.: Leslie Dame.

Marco Inds., 8633 W. Pico Blvd., Los Angeles, Calif. 90035. Tel: (213) 272-3189. Pres.: Mitchell A. Rothberg.

Olympia Mfg. Co., 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Pres.: Ervin Litkei; Gen. Mgr.: John A. Haydu; Sales Mgr.: Irwin Teitelbaum.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Jack Hecht; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

R C A Magnetic Prods. Div., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. VP & Gen. Mgr.: Joseph Stefan; Nat'l Sales Mgr.: D. C. Creswell; Mgt. Planning & Admin. Mgr.: H. K. Fried.

Radiant Screen & Sales Co., 8220 N. Austin, Morton Grove, Ill. 60053. Tel: (312) 478-9000. Pres. & Gen. Mgr.: Cary Wang; VP Mktg. Servs.: Ed Micklef; Sales Mgr.: Seymour Jacob.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: H. Borchardt; Sales Mgr.: Peter Wish.

Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.

Rose-Wood of California, PO Box 347, Redondo Beach, Calif. 90277. Tel: (213) 541-1529. Gen. Mgr.: D. S. Rose.

Royal Record & Tape Racks (div. of Paramount Wire Prods.), 5164 Alcoa Ave., Los Angeles, Calif. 90058. Tel: (213) 589-5721. Pres. & Gen. Mgr.: Joseph D. Winston; Sales Mgr.: Ray Lawrence.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.

Switchcraft Inc., 5555 N. Elston Ave., Chicago, Ill. 60630. Tel: (312) 774-1515. Pres.: W. L. Larson; Ind'l Sales Mgr.: C. J. Schultz.

T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler. Branches: Los Angeles, Calif.; Chicago, Ill. Int'l office: Japan.

3 M Co., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: Harry Heltzer; VP Magnetic Prods. Div.: Melvin C. Hegdal; Nat'l Sales Mgr.: William A. Madden.

Topp Electronics Inc., 4201 N.W. 77 Ave., Miami, Fla. 33166. Tel: (305) 887-6201. Pres.: Louis Topp; Adv. Dir.: Selwyn Kent.

Wiremaster Corp. of America, 10 Kees Pl., Merrick, L.I., N.Y. 11566. Tel: (516) 623-3629. Pres. & Sales Mgr.: Nathan Shriftman; Gen. Mgr.: Robert D. Slifstein.

## HEAD CLEANERS & DEMAGNETIZERS

Alaron (see B & B Import-Export Co.).

Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2641. Pres.: W. E. Roberts; Gen. Mgr.: A. Sroka; Sales Mgr.: L. Wortman.

Atlas-Rand Corp., Keystone Pl., Paramus, N.J. 07652. Tel: (201) 262-7500; NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Dick Price; Adv. Dir.: Stuart Better.

Audio Devices Inc., 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. Pres.: Glenn E. Wallichs; Gen. Mgr.: George R. Jones; Sales Mgr.: R. H. Vaughan.

Audio-Electronics, 7221 Atoll, North Hollywood, Calif. 91605. Tel: (213) 764-4700. Pres.: Sheldon Howard.

Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Pres.: Irving B. Katz; Sales Mgr.: Ray Allen; Adv. Dir.: Mill Feldman.

Audio Physics Inc., 16428 Vanowen St., Van Nuys, Calif. 91406. Tel: (213) 782-3638. Pres.: Don Washbrook; Gen. Mgr.: John David; Sales Mgr.: Bill Richards.

continued on page 98

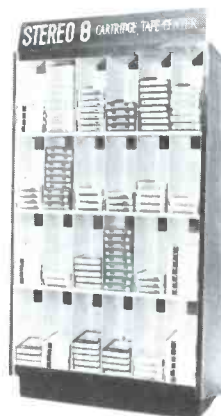
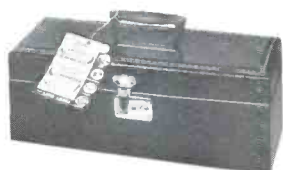
# "THE LEADER" IN TAPE CARTRIDGE & CASSETTE ACCESSORIES



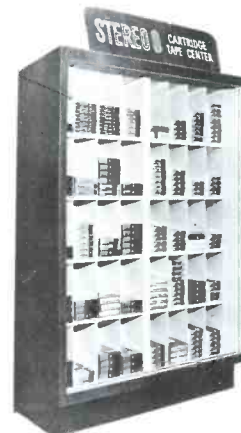
TA-52 Deluxe Tape Cartridge Case  
Holds 15 cartridges



TA-54 Deluxe Tape Cartridge Case  
Holds 24 Cartridges



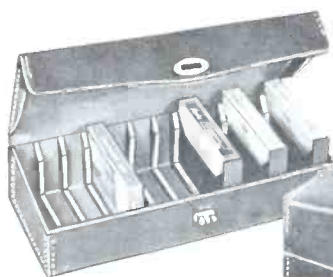
TA-240  
Holds 240 Tapes  
Pilferage Proof With  
Glass Doors & Lock  
H-54"—L-31½"—D-16"  
Weight—60 Lbs.



TA-350  
Holds 350 Tapes  
Pilferage Proof With  
Glass Doors & Lock  
H-54"—L-39"—D-16"  
Weight—90 Lbs.

## COMPACT CASSETTE CARRYING CASES

HOLDS 12 CASSETTES



CAT. No. TA-48

### COMPACT CASSETTE CARRYING CASE

Brand new. Deluxe Black Leatherette. Holds 12 cassettes in individual slots. Attractive red velvet flocked interior. A must for every cassette owner. Packed 12 per carton

Suggested list \$3.79



CAT. No. TA-50

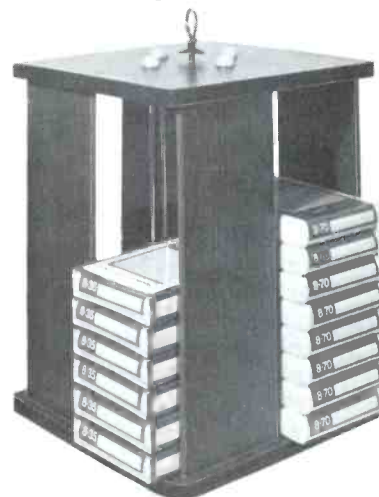
### COMPACT CASSETTE CARRYING CASE

Attractive inexpensive case for cassettes. Heavy duty vinyl. Available in Black and Brown. Holds 12 cassettes in individual slots. A must for every cassette owner. Packed 12 per carton.

Suggested list \$2.79



TA-500  
Holds 500 Tapes  
Pilferage Proof With  
Glass Doors & Lock  
H-64"—L-48"—D-16"  
Weight—95 Lbs.



Catalog #TA-56  
Casette #TA-60

Four (4) and Eight (8) track tape cartridge Revolving Rack. Attractive Walnut Finished Wood and Masonite Cartridge Rack, which holds up to 48 tapes. Fast, easy, access for your Tape Cartridges. Can be used for Cassettes. Stands on a Lazy Susan-type base. Every home needs one.

Suggested List Price—\$14.95



TA-100  
Holds 96 Tapes  
Pilferage Proof With  
Glass Doors & Lock  
H-26"—L-19"—D-10"  
Weight—30 Lbs.



Products Co., Inc.

71-08 51st AVE., TEL. (212) 458-7700  
WOODSIDE, N.Y. 11377

# Special get-acquainted offer:

YOU SEND US YOUR NAME, AND WE'LL SEND YOU ONE HELL OF A PRICE LIST.

(WHOLESALE ONLY)

2132 Second Avenue  
New York, New York 10029  
Telephone: (212) 369-8600



- Hello. Send me your pre-recorded and blank tape prices.
- Also send me prices for a complete LP and 45 selection.

Name .....

Address .....

City .....

State .....

Zip .....

## TAPE DEALER ACCESSORIES & SUPPLIES

Continued from page 96

- Audiotex Home Electronics, 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A. C. Valiulis; VP Mktg.: R. L. Fleming; Sales Mgr.: Martin Larsen.
- B & B Import-Export Co., 15755 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 864-9015. Sales Mgr.: Bernard Klein. Brand name: Alaron.
- Guy Barry Ents. Inc., 92 Columbia Ave., Cedarhurst, L.I., N.Y. 11516. Tel: (516) 239-8227. Pres.: Guy Barry.
- Cassette Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 933-9125. Pres.: Walter Elterman; Gen. Mgr.: Jules C. Cadenas; Sales Mgr.: Milt Blutter.
- Channel Marketing Inc., 342 Madison Ave., New York, N.Y. 10017. Tel: (212) 682-2848; Cherry Hill, N.J. Tel: (609) 424-3344. Pres.: Ronald Obsgarten; VP Sales: Marvin Rabin; VP Mktg.: Arnold Kaminer; Sales Mgr.: Joseph A. McHugh.
- Claricon Prods., 663 Dowd Ave., Elizabeth, N.J. 07201. Tel: (201) 289-4600. Pres.: Hy Kotovsky; VP Sales: Robert Kotovsky; Sales Mgr.: Dean D. Ellner.
- Custom Tape Corp., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Sales Mgr.: Robert J. Demain.
- Dict-O-Tape Inc., 9090 Krier Pl., Brooklyn, N.Y. 11236. Tel: (212) CL 7-3355. Pres. & Gen. Mgr.: Erwin Damsky.
- Duotone Co. Inc., 6875 S.W. 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester; Gen. Mgr.: Benjamin Rosenberg.
- Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill. 60626. Tel: (312) BR 4-0075. Sales Mgr.: Hiram A. Prince.
- Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein; Opns. Mgr.: Alan Gorme.

- Arthur Fulmer, 260 Monroe Ave., Memphis, Tenn. 38101. Tel: (901) 525-5711. Owner: Arthur Fulmer; Tape Div. Mgr.: Ron Edmundson; Sales Mgr.: Arthur Fulmer Jr.
- I T C C (International Tape Cartridge Corp.), 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 228-1050. Pres.: James J. Elkins; Mktg. Dir.: Paul E. Adams; Sales Mgr.: T. Malia.
- Le-Bo Prods. Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. Pres.: Leslie Bokor; Gen. Mgr.: Herb Hartman; VP & Sales: Leslie Dame.
- Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) TR 1-4100. Contact: Charles R. Fox. Brand name: Traveltime.
- North American Leisure Corp. (NAL), 1776 Broadway, New York, N.Y. 10019. Tel: (212) 265-3340. Pres.: Larry Finley.
- Northridge Magnetics Inc., 19017 Parthenia, Northridge, Calif. 91325. Tel: (213) 349-0661. Pres.: R. B. Huffman; Sales Mgr.: N. Badgett. Brand name: Sound Track.
- Olympia Mfg. Co., 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Pres.: Ervin Litkei; Gen. Mgr.: John A. Haydu; Sales Mgr.: Irwin Teitelbaum.
- Pfanstiel, 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres. & Gen. Mgr.: R. Bruce Wight; Sales Mgr.: C. A. Clinton.
- Playmate Inds. Inc., 4535 Delemere, Royal Oak, Mich. 48073. Tel: (313) 576-0230. Pres. & Gen. Mgr.: Theodore Ritz Jr.; Sales Mgr.: Robert Atkinson.
- Quixonic Inc., 42105 Postiff Dr., Plymouth, Mich. 48170. Tel: (313) 455-0210. Pres.: Jack de Kruif; Gen. Mgr.: Carl J. Fuhst; Sales Mgr.: Peter Guchi.
- R C A Rec Div., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. VP Div. & Sales Mgr.: J. Y. Burgess.
- Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: H. Borchardt; Sales Mgr.: Peter Wish.
- Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.
- Sarex Corp., 3850 West Side Ave., North Bergen, N.J. 07047. Tel: (201) 864-9400; NYC Tel: (212) 227-6354. Pres.: O. L. Seda; Sales Mgr.: Robert F. Baker.
- Sound Track (see Northridge Magnetics Inc.).

continued on page 103

## World's Largest Independent Music Library



### Prerecorded Cassettes • Cartridges 8-4 Track

MUSIC FOR EVERY TASTE—ROCK 'N ROLL, COUNTRY WESTERN, LATIN, DANCE AND CLASSICAL RECORDED BY FAMOUS ARTISTS. EDUCATIONAL, DANCE AND CLASSICAL RECORDED BY FAMOUS ARTISTS

For Information  
and Four-Color Catalogue  
Write to

  
**RADIANT**  
CASSETTE CARTRIDGE CORPORATION  
250 WEST 57 ST., NEW YORK, N. Y. 10019  
212—765-1820



# TAPE CARTRIDGE CARRYING CASES by

 **Ampak**



**AMPAK CASES FOR  
4 AND 8-TRACK CARTRIDGES,  
CASSETTES AND PLAYTAPES**

# Ampak<sup>®</sup>

## TAPE CARTRIDGE



**NO. 1010**

A heavy-duty case with individual compartments for fifteen 4 or 8-track cartridges. Covered in rich black Kivar with padded lid and silver-stamped border. Equipped with heavy nickel hardware and heavy plastic handle. Individually boxed and packed six per carton. Best seller in the Ampak line.



**NO. 1090**

### WOOD GRAIN STYLE

A luxurious, simulated walnut case with individual compartments for fifteen 4 or 8-track tape cartridges. Constructed basically the same as No. 1010, but covered with wood-grained Kivar and finished with heavy brass-plated hardware. Gold-stamped, padded lid with gold-lined interior. Individually boxed, six per carton. Designed for those who appreciate the best.



### 4 AND 8-TRACK TAPE CARTRIDGE CASES

STOCK NO.	LIST PRICE	CAPACITY	OUTSIDE DIMENSIONS	COLORS	PACKED	SHIP. WT.
810	\$3.10 ea.	10	9" wide x 6 <sup>3</sup> / <sub>8</sub> " high x 5 <sup>7</sup> / <sub>8</sub> " deep	Red, Beige and Black	6 assorted per ctn. 6 black per ctn.	10 <sup>1</sup> / <sub>4</sub> lbs.
910	5.20 ea.	10	9 <sup>3</sup> / <sub>8</sub> " wide x 7" high x 6 <sup>1</sup> / <sub>4</sub> " deep	Black, Dark Red and Ivory	6 assorted per ctn. 6 black per ctn.	18 <sup>1</sup> / <sub>2</sub> lbs.
1010	6.95 ea.	15	13 <sup>3</sup> / <sub>4</sub> " long x 7" high x 6 <sup>1</sup> / <sub>4</sub> " deep	Black	6 per ctn.	22 lbs.
1090	7.75 ea.	15	13 <sup>3</sup> / <sub>4</sub> " long x 7" high x 6 <sup>1</sup> / <sub>4</sub> " deep	Walnut Wood Grain	6 per ctn.	22 lbs.

**NO. 910**

A top quality case with all the extras—padded lid with silver-stamped border, fully lined interior, heavy handle and hardware. Individually boxed. Sold only in carton lots: six black per carton or six assorted colors (two each: black, dark red and ivory).



**NO. 810**

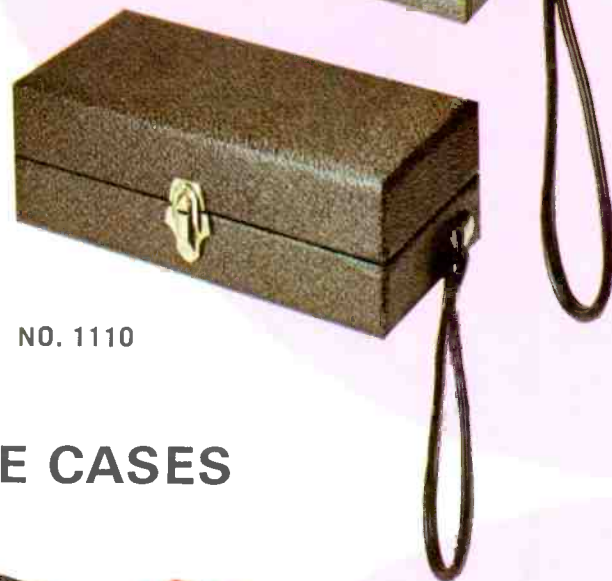
An economical, well made case for ten 4 or 8-track cartridges. Sturdy binders board construction, covered with plastic-coated Kivar. Nickel-plated hardware and crystal plastic handle. Sold only in carton lots: six black per carton or six assorted colors, two each: red, beige and black.



*Designed and produced by Amberg File and Index Co.*

# CARRYING CASES

All Ampak® cases are designed to provide maximum protection and storage for tape cartridge libraries. They feature individual compartments for each cartridge, rigid construction and moisture resistant covering materials. Ampak cases are especially practical for transporting tape cartridges between playing units in homes and automobiles.



NO. 1110

The No. 1110 is a very popular Cassette case because of its deluxe, compact features. It is covered with an attractive gold-and-black Kivar and holds ten Cassettes. It is equipped with brass-plated hardware, stylish loop handle and padded lid. The interior is fully lined and designed to keep Cassettes dust-free. Cases are individually boxed and packed six per carton. Sold only in carton lots.

# COMPACT CASSETTE CASES



NO. 1102

This sharp looking Cassette case comes in three colors: red, black and ivory. It is the same basic, sturdy case as the 1110, but without handle or padded lid. Holds ten Cassettes. Hardware is nickel-plated and interior is fully lined. Sold only in carton lots of six assorted colors (two of each color) or six straight black.

## CASSETTE CASES

STOCK NO.	LIST PRICE	CAPACITY	OUTSIDE DIMENSIONS	COLORS	PACKED	SHIP. WT.
1102	\$3.49 ea.	10	10" long x 4¾" wide x 3⅜" high	Red, Black and Ivory	6 assorted per ctn. 6 black per ctn.	7 lbs.
1110	4.98 ea.	10	10" long x 4¾" wide x 3⅜" high	Gold-Black	6 per ctn.	10¼ lbs.

*any—the best known name in cases for recorded music.*

**NEW!**

# PLAYTAPE CARTRIDGE CARRYING CASE



NO. 1324—The newest number in the Ampak line. It has individual compartments for 24 Playtape cartridges, and a bright psychedelic look with an exclusive colorful design. The case is fitted with nickel-plated hardware and a crystal plastic handle. Sold only in cartons of six.



NO. 1324



NO. 1325 (not illustrated) for more conservative tastes—the Playtape case above is also available in Wedgwood Blue Kivar. Lid is stamped with silver border. Sold only in cartons of six.

## PLAYTAPE CASES

STOCK NO.	LIST PRICE	CAPACITY	OUTSIDE DIMENSIONS	COLORS	PACKED	SHIP. WT.
1324	\$3.98 ea.	24	9" wide x 3 $\frac{3}{4}$ " high x 7 $\frac{1}{4}$ " deep	Psychedelic	6 per ctn.	11 $\frac{3}{4}$ lbs.
1325	3.98 ea.	24	9" wide x 3 $\frac{3}{4}$ " high x 7 $\frac{1}{4}$ " deep	Plain Blue	6 per ctn.	11 $\frac{3}{4}$ lbs.

**AMBERG  
FILE & INDEX CO.**  
KANKAKEE, ILL. 60901  
PHONE (815) 933-3351

**Ampak**<sup>®</sup>

## TAPE DEALER ACCESSORIES & SUPPLIES

Continued from page 98

Star Discos-Records, 100-102 Texas Ave., El Paso, Tex. 79946. Tel: (915) 533-7282. Pres.: Joseph Gillman; Gen. Mgr.: John Behrens.

Stereo Magic (div. of Eastern Specialties Corp.), 5 Richard Dr. W., Mt. Arlington, N.J. 07856. Tel: (201) 398-2430. Pres.: Robert F. Kenny.

Stereo Mobile, 214 W. Highland, San Bernardino, Calif. 92405. Tel: (714) TU 2-7116.

Stereodyne Inc., 2810 Elliott St., Troy, Mich. 48084. Tel: (313) 585-6585. Pres.: D. R. Kraus; VP Mktg.: D. S. Condon. Int'l Branch: Canada.

T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler. Branches: Los Angeles, Calif.; Chicago, Ill. Int'l office: Japan.

T E A C Corp. of America, 2000 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 394-0240. Pres.: Tommina Tani; Gen. Mgr.: Hiriam Oye; Sales Mgr.: Mikio Matsubayashi.

Tape Services Inc., No. 1 York House East, 214 W. Main St., Moorestown, N.J. 08057. Tel: (609) 235-6332. Pres.: William F. Mulcahy.

Tapemaker Sales Co., 2255 Broadway, New York, N.Y. 10024. Tel: (212) AC 2-5584. Pres.: Arthur Brandwein.

Telephone Dynamics Corp., 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11710. Tel: (516) 221-9870. Pres.: Leonard Young.

TelePro Inds. Inc., Cherry Hill Industrial Ctr., Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: Aaron R. Wall; Sales Mgr.: R. W. Cappello.

Traveltime (see Metra Electronics Corp.).

Wellington Eight Inds., 1721 N. Olden Ave., Trenton, N.J. 08638. Tel: (609) 882-1660. Pres.: Irving Rosenberg; Gen. Mgr. & Sales Mgr.: Don Zimmer.

## STORAGE CASES

A V S C O (subsidiary of Lear Jet Inds.), Hwy. 69 & Corum Rd., Excelsior Springs, Mo. 64024. Tel: (816) TH 7-6050, ME 7-2114. VP Mktg.: Robert F. Adams.

Amberg File & Index Co., 1625 E. Duane, Kankakee, Ill. 60901. Tel: (815) 933-3351. VP & Gen. Sales Mgr.: Robert T. O'Neil; Adv. Dir.: Paul Hubartt. Brand name: Ampak.

Athcna Inds. Inc., PO Box 42, La Grange, Ill. 60525. Tel: (312) 485-6140. VP: D. J. Razee. Brand name: Auto Butler.

Guy Barry Entis, Inc., 92 Columbia Ave., Cedarhurst, L.I., N.Y. 11516. Tel: (516) 239-8227. Pres.: Guy Barry.

Capitol Records Dist'g Corp., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. VP & Gen. Mgr.: Robert Yorke; Tape Sale Mgr.: Roger Brown.

Cartridge Stereo West Inc., 964 E. Colorado, Pasadena, Calif. 91101. Tel: (213) 681-2721. Pres.: Sidney A. Weisblat.

Challenger (div. of Coast Mfg. Co.), 105-23 New York Blvd., Jamaica, N.Y. 11433. Tel: (212) 297-8383. Pres.: Sol Kappel; VP & Gen. Mgr.: Jack Canton.

Chappel Marketing Inc., 342 Madison Ave., New York, N.Y. 10017. Tel: (212) 682-2848; Cherry Hill, N.J. Tel: (609) 424-3344. Pres.: Ronald Osgarten; VP Sales: Marvin Rabin; VP Mktg.: Arnold Kaminer; Sales Mgr.: Joseph A. McHugh.

Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Sales Mgr.: Albert Stein.

Arthur Fulmer, 260 Monroe Ave., Memphis, Tenn. 38101. Tel: (901) 525-5711. Owner: Arthur Fulmer; Tape Div. Mgr.: Ron Edmundson; Sales Mgr.: Arthur Fulmer Jr.

H-S Custom Div., H-S Entis, PO Box HS, Baton Rouge, La. 70803. Tel: (504) 766-1440. Pres.: W. H. Hamm; Gen. Mgr.: P. S. McElroy; Sales Mgr.: David A. Lambert.

Kaltman Press, 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Max Verebay; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

Le-Bo Prods. Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. Pres.: Mr. Leslie Bokor; Gen. Mgr.: Herb Hartman; VP & Sales Mgr.: Mr. Leslie Dame.

Helen Neushafer Div., Supronics Corp., 114-01 14 Ave., College Point, N.Y. 11356. Tel: (212) 359-8100. Pres.: Herman Johnson; VP & Sales Mgr.: John H. Mathis.

Olympia Mfg. Co., 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Pres.: Ervin Litkei; Gen. Mgr.: John A. Haydu; Sales Mgr.: Irwin Teitelbaum.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Jack Hecht; Gen. Mgr.: Abraham Garde; Sales Mgr.: Vincent LaSala.

R C A Rec. Div., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. VP Div. & Sales Mgr.: J. Y. Burgess.

Realtone Electronics (div. of Soundesign Corp.), 34 Exchange Pl., Jersey City, N.J. 07302. Tel: (201) 434-1050; NYC Tel: (212) 227-6040. Pres.: Ely E. Ashkenazi; VP & Sales Mgr.: Harry Franco; Mktg. Dir.: Robert Winer.

Recordings Unlimited, 64 E. Van Buren St., Suite 1111, Chicago, Ill. 60605. Tel: (312) WA 2-2340. Gen. Mgr.: Oren Stempel.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: H. Borchardt; Sales Mgr.: Peter Wish.

Robins Electronics Corp., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Pres.: H. Post; Mktg. & Sales Dir.: Robert A. Cohen.

Rose-Wood of California, PO Box 347, Redondo Beach, Calif. 90277. Tel: (213) 541-1529. Gen. Mgr.: D. S. Rose.

Saxitone Tape Sales, 1776 Columbia Rd. N.W., Washington, D.C. 20009. Tel: (202) 462-0800. Pres.: Harry Sackser.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.

Selective Prods. Corp., 49 E. 41 St., New York, N.Y. 10017. Tel: (212) MU 7-4185. Pres.: F. Krone; Gen. & Sales Mgr.: John Edwards.

Star Discos-Records, 100-102 Texas Ave., El Paso, Tex. 79946. Tel: (915) 533-7282. Pres.: Joseph Gillman; Gen. Mgr.: John Behrens.

T D K Electronics Corp., 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070. VP: H. Kawamura; Mgr.: A. Otsuka; Sales Mgr.: G. Saddler.

Branches: Los Angeles, Calif.; Chicago, Ill. Int'l office: Japan.

Tiff's Record Store, 309 S. Fourth St., Louisville, Ky. 40205. Tel: (402) 584-4933. Pres.: Anna Cohn; Gen. Mgr.: Martin Cohn; Sales Mgr.: Max Cohn.

Wiremaster Corp. of America, 10 Kees Pl., Merrick, L.I. N.Y. 11566. Tel: (516) 623-3629. Pres. & Sales Mgr.: Nathan Shriftman; Gen. Mgr.: Robert D. Slifstein.

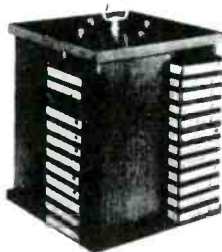
# recoton® TAPE CARTRIDGE AND CASSETTE ACCESSORIES



76TC Hornblower Burglar Alarm.  
"A must for every car stereo owner."



#68TC & 69TC Beeper Cleaner Head  
Cleaning Cartridges on Blister Pack  
Card.



84 TC Stereo 48er  
Home Cassette Storage  
Cabinet

Each Unit Holds  
Up to 48 Tapes

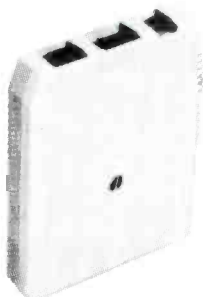
MODERN WALNUT  
FINISH SWIVEL BASE  
ALLOWING EASY  
ACCESSIBILITY



#78TC CASSETTE TAPE CASE  
HOLDS UP TO 18 PRERECORDED  
TAPES



Cassettes on Blister Cards or  
Dispenser Boxes.



Loaded Blank Cartridges for both  
4 and 8 track.



82 TC Stereo 48er  
Home Tape Storage  
Cabinet



85 TC Tape Cartridge Case. Holds 24

recoton CORPORATION  
46-23 Crane Street, Long Island City, N.Y. 11101 (212) 392-6442



**DON'T WASTE  
TIME . . .**

searching for all hard-to-find information—just check Buyer's Guide. It's at-a-glance information.

# Belair

one of the world's largest manufacturers of stereo cartridge tape players.

BELAIR ENTERPRISES, 5873 RODEO ROAD, LOS ANGELES, CALIFORNIA 90016, PHONE (213) 870-9273



. . . full-time staff,  
part-time staff,  
field surveys, 32  
hours of nationwide  
telephone calls  
each week,  
dealer sales reports . . .

No wonder the  
Billboard chart  
department  
tells it like it  
REALLY is!

# ACCURATELY

# INTERNATIONAL TAPE SECTION

## ARGENTINA

Population: 22,500,000.  
Per capita income: \$960 (US).  
Official rate of exchange: \$1 (US) = 350 pesos.  
Average retail price per tape: 8-track cartridge—\$9; 4-track cartridge—\$8; cassette—\$6.55.

**Tape market:** This is a very new market in this country. Approximately 25,000 auto cartridge players are in use and 5,500 home models. It is estimated that sales of 8-track cartridge units have so far reached 190,000 and 4-track units, 220,000. There are practically no sales of open reel.

**Type of distribution:** The only type of distribution is from manufacturer-to-dealer.

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

RUBEN MACHADO.

### ● record manufacturers with tape product

C B S Columbia, Paraguay 1583, Buenos Aires. Tel: 42-1201. Cable: COLRECORD. VP: John Trudeni; Gen. Mgr.: Harold Morris; Mgr.: Hecio Cuomo; Sales Mgr.: Luis Aguado; Pub. & Adv. Mgr.: Orlando Roseberg; Promo. Mgr.: Hugo Piombi. Cartridge 4 & 8-track.

Disc-Jockey, Pedro Goyena 70-72, Buenos Aires. Tel: 927700. Pres.: Manuel Rodriguez Luque; VP: Tata Rodriguez Luque; Sales Mgr.: Ricardo Portela; Pub. Mgr.: Roberto Quirno; Promo.: Jose Rodriguez. Cartridge 4 & 8-track (distributed through Kenya).

Microfon, Lavalle 1759, Buenos Aires. Tel: 49-6128. Pres. & Gen. Mgr.: Mario R. Kaminsky; VP: Norberto Kaminsky; Promo.: Edmundo Calcagno; Co-ord.: Osvaldo Guerra. Cartridge 4 & 8-track (distributed through Kenya).

Music Hall (see Sicamericana).  
Philips (see Phonogram).

Phonogram, Moreno 2038, Buenos Aires. Gen. Mgr.: Hugo A. J. Persichini; Sales Mgr.: Leo Bentivoglio; Pub. & Adv. Mgr.: Italo Bartolome, Alfredo Zucotti; Promo. Mgr.: Alfredo Leutgeb-weger. Cassette.

Prodisa SRL, Thames 2472, Buenos Aires. Tel: 72-1862. Gen. Mgr.: Jorge Cesar Esperon; Sales Mgr.: Facundo J. Martinez; Sales: Luis Pissolito; Import/Export Mgr.: Ian Wilson. Cassette.

R C A Victor, Paroissien 3960, Buenos Aires. Tel: 704171. Pres.: Robert F. Cook; Gen. Mgr.: Adolfo Pino; Sales Mgr.: Manuel Sylva; Pub., Adv. & Promo. Mgr.: Carlos Garbarino. Cartridge 8-track.

Sicamericana (SACIFI), Jose E. Uriburu 40, Buenos Aires. Tel: 46-9807. Pres.: Nestor Selasco; VP: Luis Calvo; Sales Mgr.: Ricardo Taverna; Pub. & Adv. Mgr.: Jorge Montes; Promo. Mgr.: Roque Yacomio; Mgr.: Elsa Ferreyra. Cartridge 4 & 8-track & cassette: Music Hall.

### ● mfrs. and/or im- porters of playback equipment

Continental SACIFI, Alsina 3255, Buenos Aires. Configuration: cassette.

Brand: Sony.

Interelectric SeCpA, Gascon 581, Buenos Aires. Configuration: cartridge.

Kenia, Emilio Mitre 1851, Buenos Aires. Configuration: cartridge.

Philips Argentina, Vedia 3892, Buenos Aires. Configuration: cassette.

### ● services & supplies

#### TAPE DUPLICATORS

Estudios Ion, Hipolito Yrigoyen 2519, Buenos Aires. Pres.: Tiberio Kertes. Configuration: cartridge.

Kenia, Emilio Mitre 1851, Buenos Aires. Pres.: Pedro Chernajovsky; Sales Mgr.: David Pesachovich. Configuration: cartridge.

Philips Argentina, Vedia 3892, Buenos Aires. Configuration: cassette.

## MANUFACTURER OF TAPE DUPLICATING EQUIPMENT

South American Electric Co., Cordoba 657, Buenos Aires. Tel: 392-3845, 32-5596. Cable: ELECTRO-SUR. Dir.: Hugo Ferrari; Tech Mgr.: M. Gornstein. Chief product: all facilities for mastering & duplication.

## AUSTRIA

Population: 7,225,000.  
Per capita income: \$1,025 (US).  
Official rate of exchange: \$1 (US) = 25.6 schillings.  
Pre-recorded tapes manufactured for domestic & export sale: (retail value) open reel 1967-4,000 units, \$20,400.

Pre-recorded tapes imported from countries other than USA: (retail value) 1967-17,000 units, \$115,600; 1966-12,000 units, \$81,600.

Average retail price per tape: 8-track cartridge—\$11.20; cassette—(LP) \$7.00, (EP) \$2.60; open reel—(mono) \$7.12, (stereo) \$7.40.

**Tape market:** Austria leads Europe in open reel sales and exports to all EFTA (European Free Trade Assn.) countries and Western Germany. Cassettes, all of which are imported, have previously been a minimal portion of the tape market but with the new inexpensive Philips Musicassette recorder, an increase in sales is expected.

**Type of distribution:** The manufacturer-to-retailer system is beginning to replace the manufacturer-to-wholesaler-to-retailer system.

**Import/Export regulations:** Imports from EFTA (European Free Trade Assn.) countries are taxed approximately 13% and those from EWG (European Common Market) countries, 15% plus 13% federal tax.

Manfred Schreiber

### ● open reel manufacturer

Polyphon, Mariahilferstr. 127, A-1060 Vienna. Tel: (0222) 56-35-06. Mng. Dir.: Gerhard Gebhardt; Sales Mgr.: Ing. Gerald Jacobs; Adv.: Miss Waltraud Buchmaier; Promo.: Alfred Mihats; Prod.: Franz Pippal.

**Note:** This company pre-records tapes for Philips and Polydor in mono and stereo, not only for Austria but also for Switzerland and Germany.

### ● record manufacturers distributing cassettes

A B C (see Polyphon).  
A & M (see Polyphon).

Amadeo, Untere Donaustr. 17, A-1020 Vienna. Tel: (0222) 24-35-98. Cable: AMAEODISC. Gen. Mgr.: Stephan von Friedberg; Pub.: Wilhelm J. Lauringer.

**Cassette:** (owned) Amadeo; (represented): Barclay (France), Ricordi (Italy).

Apple (see Columbia Graphophon).  
Archiv (see Polyphon).

Ariola, Rotenturmstr. 5-9, A-1010 Vienna. Tel: (0222) 63-55-97. Mng. Dir.: Egmont Lueftner; Sales Dir.: Elisabeth Rossbacher; Pub., Adv. & Promo.: Walter Scherling; Int'l: Gunther Zitta.

**Cassette:** (owned) Ariola (Germany); (represented) Atco (USA), Atlantic (USA), Eurodisc (Germany), Golden Guinea (UK), Hansa (Germany), Imperial (USA), Libertv (USA), Melodiya (USSR), Metronome (Denmark, Germany, Sweden), Pacific Jazz (USA), Piccadilly (USA), Pye (UK), Stax (USA), Volt (USA), World Pacific (USA).

Atco (see Ariola).  
Atlantic (see Ariola).  
Barclay (see Amadeo, Polyphon).

C B S, Stubenring 6, A-1010 Vienna. Tel: (0222) 52-31-31. Cable: COLRECORD.. Mgr.: Hans van Grondelle.

**Cassette:** CBS (UK, W. Germany).  
Capitol (see Columbia Graphophon).  
Centra (see Centrocord).

Centrocord, Johannesgasse 4/6, A-1010 Vienna. Tel: (0222) 52-99-55. Mng. Dir.: Helmut Bischof.

**Cassette:** (represented) Centra (W. Germany), Rhenus (W. Germany), Saba (W. Germany), Tempo (W. Germany).

Columbia (see Columbia Graphophon).

Columbia Graphophon, Fuehrichgasse 2, A-1010 Vienna. Tel: (0222) 52-36-75. Cable: COLPHO. Mng. Dir.: Frank W. Beh; Sales Mgr., Pub., Adv. Promo.: Dr. Erich Firon.

Branches: Kaerntnerstr. 30, A-1010 Vienna. Tel: (0222) 52-36-75. Mgr.: Karl Pfeiffer—Sigmundplatz 2, A-5010 Salzburg. Tel: (0622) 83-215. Mgr.: Edmond Pichler.

**Cassette:** (represented) Apple (UK), Capitol (UK), Columbia (UK, W. Germany), Electrola (W. Germany), Hoer Zu (W. Germany), Odeon (W. Germany), Pathe (France).  
Command (see Polyphon).  
Coral (see Musica).

D G G (see Polyphon).  
Electrola (see Columbia Graphophon).  
Eurodisc (see Ariola).

Europa (see Musidisc-Schallplatten).  
Falcon (see Musidisc-Schallplatten).  
Florett (see Musidisc-Schallplatten).  
Fontana (see Polyphon).

Golden Guinea (see Ariola).  
Hansa (see Ariola).  
Heliodor (see Polyphon).

Hoer Zu (see Columbia Graphophon, Musica).  
Imperial (see Ariola).  
Liberty (see Ariola).

London (see Musica).  
M G M (see Polyphon).  
Melodiya (see Ariola).

Mercury (see Polyphon).  
Metronome (see Ariola).  
Monument (see Musica).

Musica, PO Box 132, Neustiftgasse 3, A-1070 Vienna. Tel: (0222) 93-65-48. Gen. Dir.: Rudolf Friedmann; Pub.: Katharina Friedmann; Promo.: Peter Rapp.

**Cassette:** (represented) Coral (USA), Hoer Zu (W. Germany), London (UK), Monument (USA), RCA (USA), Reprise (USA), Warner Bros.-Seven Arts (USA).

Musidisc-Schallplatten, PO Box Vienna 1031/213; Stuerstr. 35, A-1020 Vienna. Tel: (0222) 72-29-333. Gen. Dir.: Erich Moser.

**Cassette:** (represented) Europa (W. Germany), Falcon (W. Germany), Florett (W. Germany).

Odeon (see Columbia Graphophon).  
Pacific Jazz (see Ariola).

Pathe (see Columbia Graphophon).  
Philips (see Polyphon).  
Piccadilly (see Ariola).

Polydor (see Polyphon).  
Polyphon, Mariahilferstr. 127, A-1060 Vienna. Tel: (0222) 56-35-06. Mng. Dir.: Gerhard Gebhardt; Sales Mgr.: Ing. Gerald Jacobs; Adv.: Miss Waltraud Buchmaier; Promo.: Alfred Mihats; Prod.: Franz Pippal.

**Cassette:** (represented) ABC (USA), A&M (USA), Archiv (W. Germany), Barclay (France), Command (USA), DGG (W. Germany), Fontana (USA), Heliodor (USA), MGM (USA), Mercury (USA), Philips, Polydor, (W. Germany), Supraphon (Czechoslovakia).

Pye (see Ariola).  
R C A (see Musica).

Reprise (see Musica).  
Rhenus (see Centrocord).  
Ricordi (see Amadeo).

Saba (see Centrocord).  
Stax (see Ariola).  
Supraphon (see Polyphon).  
Tempo (see Centrocord).

Volt (see Ariola).  
Warner Bros.-Seven Arts (see Musica).  
World Pacific (see Ariola).

● open reel playback equipment manu- facturers

Hornophon, Dr. Bohrgasse 7, 1030 Vienna. Tel: (0222) 72-51-81.

Philips, Triesterstr. 64, 1100 Vienna. Tel: (0222) 64-55-11.

Viktor Stuzzi, Stattermayerg 28-30, 1150 Vienna. Tel: (0222) 92-76-76.

● tape wholesalers

DISTRIBUTORS

Johann Arielt, Kirchengasse 15, A-1070 Vienna. Tel: (0222) 93-42-55.

A. Burkl (OHG), Reiserstr. 32, A-1030 Vienna. Tel: (0222) 72-14-59.

IMPORTER

Hans R. Weihs, PO Box 1191 Vienna/140; Kreindl-

continued on page 107



. . . full-time staff,  
 part-time staff,  
 field surveys, 32  
 hours of nationwide  
 telephone calls  
 each week,  
 dealer sales reports . . .

No wonder the  
 Billboard chart  
 department  
 tells it like it  
 REALLY is!

# ACCURATELY



## INTERNATIONAL TAPE SECTION

Continued from page 105

gasse 8, A-1190 Vienna. Tel: (0222) 36-18-285/314.  
Product: cartridge 8-track player/recorders & 8-track cartridges.

### ● services & supplies

#### EMPTY CARTRIDGE & CASSETTE MANUFACTURER

Audev GmbH, Hintere Zollamstr. 9, 1030 Vienna.  
Int'l home office: USA.  
Configuration: Cartridge 4 & 8-track & cassette.  
Brand: Audiopak.

#### RAW TAPE MANUFACTURER

Audev GmbH, Hintere Zollamstr. 9, 1030 Vienna.  
Int'l home office: USA.  
Brand: Audiotope.

#### BLANK LOADED TAPE

Audev GmbH, Hintere Zollamstr. 9, 1030 Vienna.  
Int'l home office: USA.  
Configuration: Cartridge 4 & 8-track, cassette & NAB broadcast cartridges.  
Brand: Audiotope.

#### TAPE DUPLICATING

Austrophon GmbH, Lothringerstr. 20, A-1030 Vienna.  
Tel: (0222) 72-44-01. Gen. Mgr.: Gerhard Mendelson.  
Musikproduktion Sued, Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-01.  
Polyhymnia, Linzerstr. 297, A-1140 Vienna. Tel: (0222) 94-23-31.  
Symphonia (Wiener Symphoniker Tonaufnahme GmbH), Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-48, 57-72-41. Gen. Mgr.: Prof. Herbert Wegricht.  
Tonstudio, Kaerntnerstr. 51, A-1010 Vienna. Tel: (0222) 52-27-56. Gen. Mgr.: Ing. Leo Haubenwallner.  
Veritas, Harrachstr. 5, A-4010 Linz. Tel: (7222) 24-5-76, 24-0-76, 20-5-15. Gen. Mgr.: Karl Gruber.  
Branch: Singerstr. 26, A-1010 Vienna. Tel: (0222) 52-12-81. Mgr.: Ludwig Kommenda.

### ● accessories & supplies

#### DISPLAY RACKS HEAD CLEANERS & DEMAGNETIZERS

Audev GmbH, Hintere Zollamstr. 9, 1030 Vienna.  
Int'l home office: USA.

## BRAZIL

Population: 89,376,000.  
Per capita income: \$300 (US).  
Official rate of exchange: \$1 (US)=3.8 cruzeiros.  
Imports: (records & tapes), factory value, 1966—\$614,879; 1967—\$1,087,153.  
Exports: (records & tapes), factory value, 1966—\$1,636; 1967—\$2,193.  
Type of distribution: Manufacturer to retailer. There are no specialized distributors.  
Import/Export regulations: There is no importation of tapes.

### ● manufacturers with pre-recorded tape product

A & M (see Industrias Eletricas e Musicais Fabrica Odeon).  
CBS-Discos, Rua Visconde de Rio Branco 53, Rio de Janeiro. Tel: 31.40.40. Cable: COLRECORD. Tape Div. Mgr.: Antonia Pinheiro da Silva; Sales Mgr.: Richard Banfield.  
Cartridge 4-track: owned—CBS; represented—Entre, Epic, Okeh (USA).  
Codil (see Tapeçar Gravacoes Ltda.).  
Chantecler (see Tapeçar Gravacoes Ltda.).  
Companhia Brasileira de Discos, Av. Rio Branco 311, 4 andar, Rio de Janeiro. Tel: 42-0964. Cable DISCOSINTER. Tape Mgr.: Andre Midani; Sales Mgr.: Fernando Barthalo.  
Cartridge 4-track & cassette: owned—Philips; represented—Polydor (Germany).  
Continental (see Gravacoes Eletricas).  
Copacabana (see Som Industria e Comercio).  
Decca (see Tapeçar Gravacoes Ltda.).  
E M I (see Industrias Eletricas e Musicais Fabrica Odeon).  
Entre (see CBS-Discos).  
Epic (see CBS-Discos).  
Gravacoes Eletricas, Rua 7 de Abril 59, 8 andar, Sao Paulo. Tel: 37-5439, 33-2416. Pres.: Alberto Byington Neto; Sales Mgr.: Wilson Rodrigues Poso.

Branch: Rua Pedro Lessa 35, 7 andar, Rio de Janeiro.  
Cartridge 4-track & cassette: Continental.  
Industrias Eletricas e Musicais Fabrica Odeon (EMI), PO Box 2752, Rua Evaristo da Veiga 20, Rio de Janeiro. Tel: 52.8032, 32.3290. Cable: TURN-TABLE. Mng. Dir.: Dr. Henry Jessen; Sales Mgr.: Oswaldo Gurzoni.  
Cartridge 4-track: owned—Odeon; represented—A&M (USA), London (USA).  
London (see Industrias Eletricas e Musicais Fabrica Odeon).  
Mocambo (see Rozenblit).  
Musidisc (see Tapeçar Gravacoes Ltda.).  
Odeon (see Industrias Eletricas e Musicais Fabrica Odeon).  
Okeh (see CBS-Discos).  
Philips (see Companhia Brasileira de Discos).  
Polydor (see Companhia Brasileira de Discos).  
RCA Eletronica Brasileira, PO Box 8460, Av. Ipiranga 1097, Sao Paulo. Tel: 35-0178. Cable: RADI-OINTER. Tape Mgr.: David W. Jones; Sales: Flavio Serra.  
Branch: Rua Visconde da Gavea 125, Rio de Janeiro. Tel: 45-9209.  
Cartridge 8-track: RCA.  
Ricordi (see Tapeçar Gravacoes Ltda.).  
Rozenblit, Estrada dos Remedios 855, Recife. Cable: MOCAMBODISCOS. Pres.: Jose Rozenblit; Tape Sales Mgrs.: Isaac & Adolfo Rozenblit.  
Branches: Av. Rio Branco 14, 15 andar, Rio de Janeiro; Rua Conselheiro Nebias 662, Sao Paulo.  
Cartridge 4-track: Mocambo.  
Som Industria e Comercio, Av. Rio Branco 43, Rio de Janeiro. Tel: 43-4862. Cable: SOMDISCOS. Pres.: Emilio Vitale; Sales Mgr.: Ismael Correia.  
Branch: Av. Paulista 1009, 22 andar, Sao Paulo. Tel: 31-4278.  
Cartridge 4-track & cassette: Copacabana.  
Tapeçar Gravacoes Ltda., 17 Fevereiro 159, Rio de Janeiro. Tel: 30-4255. Dir.: Manoel Vals Carneiro; Mng. Dir.: Fernando de Araujo Neves.  
Cartridge 4-track, 8-track & cassette: owned—Tapeçar; distributed—Codil, Chantecler, Musidisc; represented—Decca (USA), Ricordi (Italy).

### ● services & supplies

#### CUSTOM DUPLICATION

Tapeçar Gravacoes Ltda., 17 Fevereiro 159, Rio de Janeiro. Tel: 30-4255. Dir.: Manoel Vals Carneiro; Mng. Dir.: Fernando de Araujo Neves.  
Cartridge 8-track: RCA.  
Cartridge 4-track: CBS, Continental, Copacabana, Macambo, Odeon, Philips.  
Cassette: Continental, Copacabana, Mocambo, Philips.

#### TAPE RECORDING STUDIO

Audio Studio-B, 83-D Rua Anita Garibaldi, Rio de Janeiro. Tel: 35-1525, 56-5941. Pres. & Mgr.: William O. Horne. (Produces master tapes.)

## CANADA

Population: 20,898,000.  
Per capita income: \$2,312.  
Official rate of exchange: \$1.00 (US) = \$1.07 (Canadian).  
Average retail price per tape: Cartridge 4-track, 8-track, cassette & open reel—\$6.55 (US).  
Tape market: 1968 was the breakthrough year for the tape industry. 8-track cartridges dominate. The open reel market is very limited. Cartridge 4-track product is dwindling. Over-all, 75% 8-track, 20% cassette, 5% 4-track and open reel. 15% of the industry is now accounted for by tapes.

Types of distribution: Manufacturer-to distributor-to dealer, plus manufacturer-to retailer, running about 60% to 40% respectively. Rack jobbers and one stops have only recently joined in the tape market.

Type of promotion: Promotion has been limited. Manufacturers are now launching simultaneous in-store displays for record and tape product. Release is almost simultaneous on chart and standard repertoire.

Import/Export regulations: Import customs duty—20%; federal sales tax—12%.

Ritchie Yorke

### ● record manufacturers with tape product

A & M (see Quality Recs. Ltd.).  
Abnak (see The Compo Co. Ltd.).  
Accent (see The Compo Co. Ltd.).  
Allied Rec. Corp., 110 Barbados Blvd., Scarborough, Ont. Tel: (416) 267-4460. Tape Div. Mgr.: F. McManaman; Tape Sales Mgr.: Tom Reid.  
Cartridge 8-track: Paragon.  
Angel (see Capitol Recs. Canada Ltd.).  
Atco (see Quality Recs. Ltd.).  
Atlantic (see Quality Recs. Ltd.).  
Barry (see Quality Recs. Ltd.).  
Bell (see Quality Recs. Ltd.).  
Brunswick (see The Compo Co. Ltd.).  
C B S (see Columbia Recs. of Canada Ltd.).  
Cadet (see Phonodisc Ltd.).  
Cadet/Concept (see Phonodisc Ltd.).  
Camden (see RCA Ltd.).  
Canaan (see Word Recs. of Canada).  
Capitol Recs. Canada Ltd., 3109 American Dr., Malton, Ont. Tel: (416) 677-5050. VP Mktg.: E. T. Campbell.  
Cartridge 8-track: Capitol, Angel.  
Cassette: Capitol, Angel, Pathe.  
PlayTape: Capitol.  
Open reel same as 8-track.  
Checker (see Phonodisc Ltd.).  
Chess (see Phonodisc Ltd.).  
Columbia Recs. of Canada Ltd., 1121 Leslie St., Don Mills, Ont. Tel: (416) 447-3311. VP Mktg. & Tape Div. Mgr.: J. Robertson.  
Cartridge 8-track: owned—Columbia, CBS, Date, Epic; distributed—Immediate, Ode, Musicor, Starday.  
Cartridge 4-track: Columbia, Date, Epic, Immediate, Ode (imported from USA).  
Cassette & open reel: owned—Columbia, Epic.  
The Compo Co. Ltd., 2377 Remembrance St., Lachine, P.Q. Tel: (514) 637-2561. Gen. Mgr.: R. A. Chislett; Tape Sales Mgr.: S. D. Roberts.  
Labels available on tape: owned—Decca, Coral, Brunswick; represented—Abnak, Accent, Double-Shot, GNP Crescendo, Kapp, Project 3, Scepter, United Artists, Wand (all USA).  
Coral (see The Compo Co. Ltd.).  
D G G (see Polydor Recs. Canada Ltd.).  
Date (see Columbia Recs. of Canada Ltd.).  
Decca (see The Compo Co. Ltd.).  
Deram (see London Recs. of Canada Ltd.).  
Deutsche Grammophon Gesellschaft (see Polydor Recs. Canada Ltd.).  
Dot (see Quality Recs. Ltd.).  
Double-Shot (see The Compo Co. Ltd.).  
Dunhill (see RCA Ltd.).  
Epic (see Columbia Recs. of Canada Ltd.).  
Fontana (see London Recs. of Canada Ltd.).  
G N P Crescendo (see The Compo Co. Ltd.).  
Gamma (see London Recs. of Canada Ltd.).  
Gordy (see Phonodisc Ltd.).  
Gross (see Phonodisc Ltd.).  
Hi (see London Recs. of Canada Ltd.).  
Immediate (see Columbia Recs. of Canada Ltd.).  
Jad (see RCA Ltd.).  
Jamie (see London Recs. of Canada Ltd.).  
Jubilee (see Phonodisc Ltd.).  
Kanwic (see Quality Recs. Ltd.).  
Kapp (see The Compo Co. Ltd.).

continued on page 108

**NEAR BY**  
New York's leading one stop and specialists of...  
**FAST service on all London orders.**  
**ALL EXPORT ORDERS ARE HANDLED THE SAME DAY RECEIVED.**

**WIN RECORDS INC.**

**COAST TO COAST**  
Local dealers, please contact George Weiss for latest catalog and low, low prices.

**FOR ALL YOUR RECORD NEEDS.**

**WIN RECORDS, INC. 856 9th Ave., New York City • JU 2-0130**

# INTERNATIONAL TAPE SECTION

Continued from page 107

Liberty (see London Recs. of Canada Ltd.).  
Limelight (see London Recs. of Canada Ltd.).  
Loma (see Warner Bros.-Seven Arts Recs. of Canada Ltd.).

London Recs. of Canada Ltd., 190 Graveline St. Laurent, P.Q. Tel: (514) 735-5551. Pres.: F. C. Jamieson; Tape Div. Mgr.: Adrian Bilo-deau.

**Cartridge 8-track**: owned—London, Parrot, phase 4, Deram; distributed—Gamma, Rodeo; represented—Fontana, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Smash, Viva.

**Cassette**: owned—London, Parrot, phase 4; represented—Fontana, Hi, Liberty, Limelight, Mercury, Philips, Smash, Teldec.

**Open reel**: owned—London, Parrot, phase 4; represented—Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

M G M (see Quality Recs. Ltd.).

Mercury (see London Recs. of Canada Ltd.).

Motown (see Phonodisc Ltd.).

Monument (see London Recs. of Canada Ltd.).

Muscor (see Columbia Recs. of Canada Ltd.).

Ode (see Columbia Recs. of Canada Ltd.).

l'Oiseau Lyre (see London Recs. of Canada Ltd.).

Paragon (see Allied Rec. Corp.).

Parrot (see London Recs. of Canada Ltd.).

Pathe (see Capitol Recs. Canada Ltd.).

phase 4 (see London Recs. of Canada Ltd.).

Philips (see London Recs. of Canada Ltd.).

Phonodisc Ltd., 30 Malley Rd., Scarborough, Ont. Tel: (416) 751-9610. Pres. & Gen. Mgr.: D. A. McKim; VP Int'l: Woody Hinderling.

**Cartridge 8-track & cassette**: represented—Cadet, Cadet/Concept, Checker, Chess, Gordy, Gross, Jubilee, Motown, Soul, Tamla (all USA).

Polydor Recs. Canada Ltd., 4115 Sherbrooke St. W., Montreal, P.Q. Tel: (514) 933-4201. Gen. Mgr.: Charles van Rempu; Mktg. Mgr.: Guy Bertrand; Promo Mgr.: Lori Bruner.

**Cartridge 8-track, cassette & open reel**: Polydor, DGG—licensed to Stereodyne.

Project 3 (see The Compo Co. Ltd.).

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. Pres. & Mng. Dir.: George L. Keane; Nat'l Sales Mgr.: Lee Farley.

**Cartridge 4-track, 8-track, cassette & open reel**: owned—Quality; represented—A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast (all USA).

R C A Ltd., 3333 Cavendish Blvd., Montreal 261, P.Q. Tel: (514) 482-9912. Tape Div. Mgr.: W. A. Gillmeister; Mktg. Mgr.: Knox Coupland.

**Cartridge 8-track & open reel**: RCA, Camden, Dunhill, Jad.

Ranwood (see Quality Recs. Ltd.).

Reo (see Quality Recs. Ltd.).

Reprise (see Warner Bros.-Seven Arts Recs. of Canada Ltd.).

Robert J. Stone, 172 King St. E. Oshawa, Ont. Tel: (416) 723-0898. Toronto. Tel: (416) 925-6840. Cable: MUSICCAN. Pres.: Robert J. Stone; VP: Harold E. Pounds; Sales Mgr. & PR: Terry Mann.

**Cartridge 8-track, cassette & open reel**: Stone licensed to Stereodyne.

Rodeo (see London Recs. of Canada Ltd.).

Sacred (see Word Recs. of Canada.).

Scepter (see The Compo Co. Ltd.).

Smash (see London Recs. of Canada Ltd.).

Soul (see Phonodisc Ltd.).

Starday (see Columbia Recs. of Canada Ltd.).

Stone (see Robert J. Stone under "R").

Tamla (see Phonodisc Ltd.).

Teldec (see London Recs. of Canada Ltd.).

United Artists (see The Compo Co. Ltd.).

Verve (see Quality Recs. Ltd.).

Verve/Forecast (see Quality Recs. Ltd.).

Viva (see London Recs. of Canada Ltd.).

Wand (see The Compo Co. Ltd.).

Warner Bros.-Seven Arts Recs. of Canada Ltd., 220 Brunswick Blvd., Pointe Claire. P.Q. Tel: (514) 697-7440. Pres.: K. N. Middleton; Tape Div. Mgr.: M. W. Doyle.

**Cartridge 8-track & cassette**: Warner-Bros.-Seven Arts, Reprise, Loma.

**PlayTape**: Warner Bros.-Seven Arts, Reprise.

Word Recs. of Canada, Box 6900, Vancouver 3, B. C. Tel: (604) 321-6785. Contact: Gerry Scott.

**Home office**: USA.

**Cartridge 8-track & cassette**: Canaan, Sacred, Word—self-mfd.

## • duplicator marketers

Ampex of Canada, 100 Skyway Ave., Rexdale, Ont. Tel: (416) 677-2370. Cable: VIDEOTAPE. Gen. Mgr.: G. Mundorff.

G R T (General Recorded Tape) of Canada Ltd., 1045 Hargrieve Rd., London, Ont. Tel: (519) 434-4535. Mng. Dir.: William Ross Knight.

**Cartridge 8-track**: Abnak, Alegre, Arctic, Backbeat, Bang, Blue Thumb, Bouquet, Bunky, Cadet, Cadet/Concept, Checker, Chess, Dia-

mond, Duke, ESP-Disk, Falcon, GRT, Gamble, Hickory, Hob, Jamie, King, MTA, Monument, Nashboro, Nashville, Peacock, Phil-L.A. of Soul, Reo Tahiti, Request, Rising Sons, Roulette, Scepter, Sound Stage 7, TRX, Tico, Tower, Vault, Wand, White Whale.

**Cassette**: Backbeat, Bang, Blue Thumb, Cadet, Cadet/Concept, Checker, Chess, Duke, Gamble, Jamie, King, MTA, Monument, Phil-L.A. of Soul, Request, Roulette, Scepter, Sound Stage 7, Tico, Tower, Vault, Wand, White Whale.

I T C C (International Tape Cartridge of Canada Ltd.), 1179 Finch Ave. W., Unit 20, Downsview, Ont. Tel: (416) 630-8494. Gen. Mgr.: Gary Salter.

**Lines available on tape**: Audio Fidelity, Buddah, Douglas International, Dynamo, Fidu, Glad-Hamp, Hob, Horizon, Itco, Jad, Little Darlin', Mobile Fidelity, Moonglow, Prima, Scepter, Speed, Starday, Stella, Stop, 20th Century-Fox, Vee Jay, Wand.

**PlayTape Canada**, 43 Hanna Ave., Toronto 3, Ont. Tel: (416) 533-3521. Pres.: A. B. Irwin; Mktg. & Sales Mgr.: R. J. van Twist.

**Cartridge 2-track**: Cameo/Parkway, Capitol, Disneyland, Dakota, MGM, Metro, Reprise, United Artists, Verve, Warner Bros.-Seven Arts, Wyncofe.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Sales Mgr.: Lee Farley; Adv. Dir.: Gerry Abrahams.

**Cartridge 4-track, 8-track, cassette & open reel**: A&M, Atco, Atlantic, Barry, Bell, Dot, MGM, Atlantic, Ranwood, Reo, Verve, Verve/Forecast.

Stereodyne Canada Ltd., 111 Sherway Dr., Toronto, Ont. Tel: (416) 259-4202. Mgr.: Ronald Newman.

**Int'l office**: USA.

**Cartridge 8-track, cassette & open reel**: Accent, Bang, Bible Voice, DGG, Everest, Hi Fi, Hickory, Mainstream, Polydor, Select, Stone, TRX, Tradition.

## • tape playback equipment manufacturers & importers

Admiral (see Canadian Admiral).

Ampex of Canada, 100 Skyway Ave., Rexdale, Ont. Tel: (416) 677-2370. Cable: VIDEOTAPE. Gen. Mgr.: G. Mundorff.

Artisan (see Automatic Radio).

Audio/Stereo (see Muntz Stereo-Pak).

Automatic Radio, 25 Bermondsey Rd., Toronto 16, Ont. Tel: (416) 757-8771. VP & Gen. Mgr.: A. B. McLeod; Mktg. Mgr.: G. E. Lyall.

**Brand names**: Automatic Radio, Artisan, Titan. Canadian Admiral, 501 Lakeshore Rd., Port Credit, Ont. Tel: (416) CR 8-5561. Pres.: Stuart Brownlee; VP Mktg.: Ed Whittaker.

**Home office**: USA.

Alex L. Clark (Mfrs. Rep.), 3751 Bloor St. W., Islington, Ont. Tel: (416) 231-5691. Gen. Mgr.: W. G. Farrow.

**Brand names**: Magnecord, Viking.

Magnecord (see Alex L. Clark).

Muntz Stereo-Pak, 61 Sanford Ave. N., Hamilton, Ont. Tel: (416) 525-0268. Pres.: Ted Cowan.

**Home office**: USA.

**Brand names**: Audio/Stereo, Muntz.

Philco-Ford, 900 Don Mills Rd., Don Mills, Ont. Tel: (416) 444-2541. Cable: PHILCORAD. VP & Gen. Mgr.: R. A. MacDonald; VP: T. J. Green.

Philips Appliances, 116 Vanderhoop Ave., Toronto 17, Ont. Tel: (416) 425-5161. VP & Gen. Mgr.: D. H. Prentice.

R C A Ltd., 1001 Lenoir St., Montreal, P.Q. Tel: (514) 933-7551. Pres.: J. D. Houlding; Sales Mgr.: R. T. Nugent.

**Cartridge**: (2 models) 1 8-track auto, 1 8-track home.

**Cassette**: (1 model) portable.

**Open reel**: (3 models) 2 & 4-track.

Titan (see Automatic Radio).

Viking (see Alex L. Clark).

## • tape distributors

**ALBERTA (Area Code 403)**

Acklands Ltd. Rec. Div., 4124 Ninth St., S.E., Calgary. Tel: 243-4488. Mgr.: Jack Williams.

**Lines available on tape**: Decca, Coral, Brunswick, Abnak, Accent, Double-Shot, GNP Crescendo, Kapp, Project 3, Scepter, United Artists, Wand.

Chinook Recs. Ltd., 4511 Manitoba Rd. S.E., Calgary. Tel: 265-3800.

**Cartridge 8-track & cassette**: Warner Bros.-Seven Arts, Reprise, Loma.

Columbia Recs. Dist. Canada Ltd., 4624 Manitoba Rd. Calgary. Tel: 287-1322. Mgr.: J. Davies.

**Cartridge 8-track**: Columbia, CBS, Date, Epic, Immediate, Ode, Muscor, Starday.

**Cartridge 4-track**: Columbia, Date, Epic, Immediate, Ode (imported from USA).

**Cassette & open reel**: Columbia, Epic.

Handlman Co. of Canada Ltd., 4644 Pacific Rd. N.E., Calgary. Tel: 276-2224. Tape Mgr. & Buyer: Edna Harris.

**Home office**: Toronto, Ont.

**Int'l office**: USA, Detroit, Mich.

**Cartridge 4-track, 8-track, cassette & open reel**: all lines.

London Recs. of Canada Ltd., 628 11 Ave. S.W., Calgary. Tel: 264-5605. Mgr.: Tel Blair.

**Cartridge 8-track**: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Smash, Viva.

**Cassette**: London, Parrot, phase 4, Fontana, Hi, Liberty, Limelight, Mercury, Philips, Smash, Teldec.

**Open reel**: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

R C A Ltd., PO Box 5158, Postal Sta. "A", 4120 Sixth St. S.E., Calgary. Tel: 243-4661. Mgr.: R. Girouard.

**Cartridge 8-track & open reel**: RCA, Camden, Dunhill, Jad.

Taylor, Pearson & Carson, Rec. Div. (TPC), 3207 Ninth St., S.E., Calgary 24. Tel: 287-1411. Sales Mgr.: John Watson.

**Cartridge 4-track, 8-track, cassette & open reel**: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast.

Van Dusen Bros. Ltd., 10528 123 St., Edmonton. Tel: 483-0440. Contact: Bill Maxim. **Lines available on tape**: Capitol, Angel, ITCC, Pathe.

**BRITISH COLUMBIA (Area Code 604)**

Columbia Recs. Dist. Canada Ltd., 116 S.E. Marine Dr., Vancouver 15. Tel: 327-0291. Mgr.: A. V. Dunseith.

**Cartridge 8-track**: Columbia, CBS, Date, Epic, Immediate, Ode, Muscor, Starday.

**Cartridge 4-track**: Columbia, Date, Epic, Immediate, Ode (imported from USA).

**Cassette & open reel**: Columbia, Epic.

Johnston Appliances Ltd., 5239 Victoria Dr., Vancouver 16. Tel: 325-3261. Mgr.: Miss Pat van Kleek.

**Lines available on tape**: Decca, Coral, Brunswick, Abnak, Accent, Double-Shot, GNP Crescendo, Kapp, Project 3, Scepter, United Artists, Wand.

Lee-Bern Electronics, Rec. Div., 3511 Main St., Vancouver. Tel: 876-2158.

**Cartridge 8-track & cassette**: Warner Bros.-Seven Arts, Reprise, Loma.

London Recs. of Canada Ltd., 3166 Lake City Way, Lake City Ind'l Park, Burnaby 2. Tel: CY 8-6471. Mgr.: Ormond Jones.

**Cartridge 8-track**: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Smash, Viva.

**Cassette**: London, Parrot, phase 4, Fontana, Hi, Liberty, Limelight, Mercury, Philips, Smash, Teldec.

**Open reel**: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

Phonodisc Ltd., 3931 E. Hastings St., Burnaby. Mgr.: Frank Weaver.

**Cartridge 8-track & cassette**: Cadet, Cadet/Concept, Checker, Chess, Gordy, Gross, Jubilee, Motown, Soul, Tamla.

R C A Ltd., 2876 Rupert St. at Grandview Hwy., Vancouver. Tel: 433-6881. Mgr.: G. A. Bell.

**Cartridge 8-track & open reel**: RCA, Camden, Dunhill, Jad.

Select Music Co., 133 W. Fifth Ave., Vancouver. Tel: 876-3369. Contact: Wally Kiss.

**Lines available on tape**: Capitol, Angel, ITCC, Pathe.

Taylor, Pearson & Carson, Rec. Div. (TPC), 2182 W. 12th Ave., Vancouver 9. Tel: 736-7657. Sales Mgr.: Rec Ayres.

**Cartridge 4-track, 8-track, cassette & open reel**: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve Verve/Forecast.

**MANITOBA (Area Code 204)**

Electrical Supplies Ltd., 312 William Ave., Winnipeg. Zone: 2. Tel: 943-8491. Pres.: Ernie Oliver.

**Lines available on tape**: Capitol, Angel, ITCC, Pathe.

London Recs. of Canada Ltd., 23 Keith Rd., Winnipeg 21. Tel: 775-7125. Mgr.: Gerry Young.

**Cartridge 8-track**: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Smash, Viva.

**Cassette**: London, Parrot, phase 4, Fontana, Hi, Liberty, Limelight, Mercury, Philips, Smash, Teldec.

**Open reel**: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

M C T R Dist., 575 Roseberry St., St. James. Tel: 772-7800. Pres.: Thomas Rathwell; Sales Mgr.: Armand Beaudin; Promo.: Irvin Brenner.

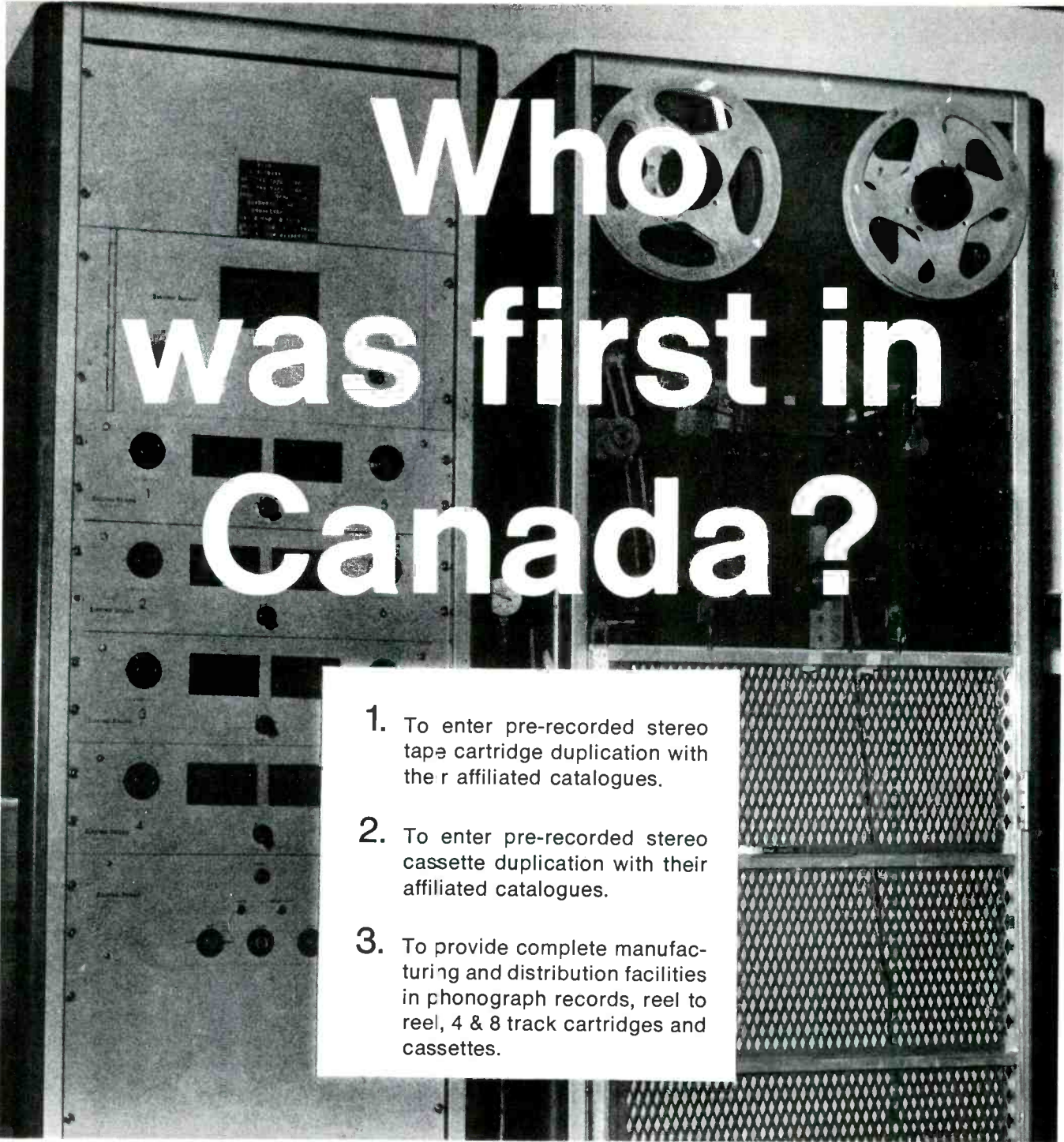
**Cartridge 8-track & cassette**: Warner Bros.-Seven Arts, Reprise, Loma.

Phonodisc Ltd., PO Box 1021. Tel: 783-8436. Mgr.: Walter Sorkulsky.

**Cartridge 8-track & cassette**: Cadet, Cadet/Concept, Checker, Chess, Gordy, Gross, Jubilee, Motown, Soul, Tamla.

Quality Recs. Ltd., Galt Bldg., 4th floor, 103 Princess St., Winnipeg. Tel: WH 3-6563. Mgr.: Charles Porter.

continued on page 110



# Who was first in Canada?

1. To enter pre-recorded stereo tape cartridge duplication with their affiliated catalogues.
2. To enter pre-recorded stereo cassette duplication with their affiliated catalogues.
3. To provide complete manufacturing and distribution facilities in phonograph records, reel to reel, 4 & 8 track cartridges and cassettes.

**THE FIRST IN CANADA AND STILL NUMBER 1**

 **Quality RECORDS LIMITED**

380 BIRCHMOUNT ROAD · SCARBOROUGH, ONT.  
TELEPHONE 698-5511-2-3-4-5

**WE'RE NUMBER 1 BECAUSE WE WORK AT IT!**

## INTERNATIONAL TAPE SECTION

Continued from page 108

Cartridge 4-track, 8-track, cassette & open reel: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast.

R C A Ltd., 2070 Notre Dame Ave., St. James 21. Tel: 772-0481. Mgr.: R. T. Nugent.  
Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad.

Thomas Rathwell Ltd., 575 Roseberry St., St. James. Tel: 774-4561. Sales Mgr.: Gordon Kardashinski.

Lines available on tape: Decca, Coral, Brunswick, Abnak, Accent, Double-Shot, GNP Crescendo, Kapp, Project 3, Scepter, United Artists, Wand.

### NEW BRUNSWICK (Area Code 506)

Crawford-Atlantic Ltd., 42 Brandon, Moncton. Tel: 382-9301. Cable: CRATCO. Pres.: R. W. Crawford.

Maritime Rec. Sales, 188 Mountain Rd., Moncton. Tel: 389-1341. Contact: Bill Mitton.  
Lines available on tape: ITCC.

### NOVA SCOTIA (Area Code 902)

Avalake Dists., Station St., Amherst. Tel: 667-3308. Partners: Allie L. & W. S. A. Daley.

Cartridge 8-track & cassette: Warner Bros.-Seven Arts, Reprise, Loma.

Canadian Assemblies Ltd., Station St., Amherst. Tel: 667-3309. Sales Mgr.: Bill Daley.

Cartridge 4-track, 8-track, cassette & open reel: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast.

R C A Ltd., 3611 Commission St., Halifax. Tel: 455-7247. Mgr.: U. A. Plourde.

Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad.

Waldale Ltd., PO Box 339, Amherst. Tel: 667-3308. Mng. Dir.: W. S. A. Daley.

Lines available on tape: Decca, Coral, Brunswick, Abnak, Accent, Double-Shot, GNP Crescendo, Kapp, Project 3, Scepter, United Artists, Wand.

## ONTARIO

(Area Code, see individual listings)

All Disc Dists., 146 Neville Park, Toronto 13. Tel: (416) 691-9948.

Lines available on tape: ITCC.

Allied Rec. Corp., 110 Barbados Blvd., Scarborough. Tel: (416) 267-4460. Tape Div. Mgr.: F. Mc-Manaman.

Cartridge 8-track: Bang, Elektra, Nonesuch, Paragon, Roulette.

Cassette: Bang, Elektra, Nonesuch, Roulette. Accessories: Recoton.

Apex Recs. Ltd., 76 Colville Rd., Toronto 15. Tel: (416) 249-7551.

Lines available on tape: Decca, Coral, Brunswick, Abnak, Accent, Double-Shot, GNP Crescendo, Kapp, Project 3, Scepter, United Artists, Wand.

Capitol Recs. Canada Ltd., 3109 American Dr., Malton. Tel: (416) 677-5050. VP Mktg.: E. T. Campbell.

Cartridge 8-track: Capitol, Angel.

Cassette: Capitol, Angel, Pathe.

Open reel: Capitol, Angel.

Columbia Recs. Dists. Canada Ltd., 1113 Leslie St., Don Mills. Tel: (416) 444-6651. Mgr.: E. Colero.

Cartridge 8-track: Columbia, CBS, Date, Epic, Immediate, Ode, Musicor, Starday.

Cartridge 4-track: Columbia, Date, Epic, Immediate, Ode. (Imported from USA).

Cassette & open reel: Columbia, Epic.

Double Diamond Electronics Ltd., 34 Progress Ave., Scarborough. Tel: (416) 291-2505. Sales Supervisor: Ben Cass.

Lines available on tape: Ampex (imported from USA); sub-distributor for Atco, Atlantic, Bell, Dot, Kama Sutra, MGM, Verve.

Handleman Co. of Canada Ltd., 132 Manville Rd., Scarborough. Tel: (416) 759-1166. Tape Mgr.: Robert Cipriani; Tape Buyer: James Pegg.

Branch: Calgary, Alta.

Int'l office: USA, Detroit, Mich.

Cartridge 4-track, 8-track, cassette & open reel: all lines.

London Recs. of Canada Ltd., 1630 Midland Ave., Scarborough. Tel: (416) 631-2061. Mgr.: Gilles Aubin.

Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Smash, Viva.

Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty, Limelight, Mercury, Philips, Smash, Teldec.

Open reel: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.

Magic Music, 4 Finch St. W. Willowdale. Tel: (416) 222-5443. Contact: Rudy Hinter.

Lines available on tape: ITCC.

Modern Tape Cartridge Corp. Ltd., 1179 Finch Ave. W., Unit 20, Downsview. Tel: (416) 630-8494.

Gen. Mgr.: A. B. Salter.

Lines available on tape: Audio Fidelity, Bravo, Buddah, Douglas International, Dynamo, Fidu, Glad-Hamp, Hob, Horizon, Impulse, Itco, Jad, Laff, Little Darlin', Mobile Fidelity, Moonglow, NAL, Pickwick, Prima, Roulette, Scepter, Speed, Starday, Stella, Stop, Tennessee Sound, 20th Century-Fox, Vee Jay, Viva, Wand.

Muntz Stereo-Pak Canada Ltd., 61 Sanford Ave. N., Hamilton. Tel: (416) 525-0268. Pres.: D. Hoffman.

Lines available on tape: Ampex, Capitol, Columbia, London, Pickwick, Quality, RCA, Stereodyne, Warner Bros.-Seven Arts.

Playback equip.: Muntz car and home cartridge players.

Phonodisc Ltd., 335 King St. W., Toronto. Tel: (416) 366-8744. Pres. & Gen. Mgr.: D. A. McKim; Nat'l Sales Mgr.: Hal Ross.

Cartridge 8-track & cassette: Cadet, Cadet/Concept, Checker, Chess, Gordy, Gross, Jubilee, Motown, Soul, Tamla.

PlayTape Canada, 43 Hanna Ave., Toronto 3. Tel: (416) 533-3521. Pres.: A. B. Irwin;

Mktg. & Sales Mgr.: R. J. Twist.

PlayTape: ABC, Bluesway, Buddah, Cadet, Checker, Chess, Command, Dot, Dunhill, Gordy, Impulse, Kama Sutra, Little World, Majorette, Motown, Picture Book Parade, Playtime, Scepter, Starvtime, Tamla, Tetragrammaton.

Quality Recs. Ltd., 130 Mack Ave., Scarborough. Tel: (416) 698-5643. Mgr.: Jack Vermeer.

Cartridge 4-track, 8-track cassette & open reel: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast.

R C A Ltd., 1450 Castlefield Ave., Toronto. Tel: (416) 651-6550. Mgr.: J. R. Feeney.

Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad.

Carl Sattler & Assocs., 160 Columbia St., W., Waterloo. Tel: (519) 578-5110. Contact: Carl Sattler.

Lines available on tape: ITCC.

Stereo Tape Prod., 1106 Dover Ct. Rd., Toronto. Tel: (416) 537-2534. Contacts: Norm & Sam Bornstein.

Lines available on tape: ITCC.

Warner Bros.-Seven Arts Recs. of Canada Ltd., 4480 Chesswood Dr., Downsview. Tel: (416) 630-3033.

continued on page 114

SHOULD WE BECOME

**LONDON** tapes

**WE HAVE CANADA TAPED**

Until we do

**FOR THE BEST IN  
DISTRIBUTION  
PROMOTION  
SALES**

RELY ON

**LONDON** records

LONDON RECORDS OF CANADA (1967) LTD.

190 Graveline Street, St. Laurent, P. Q.

Tel. 735-5551—Area Code 514

With Branches Coast To Coast

Quebec City • Montreal • Toronto

Winnipeg • Calgary • Vancouver

# WHO ELSE?

is successfully merchandising 'Tapes' in Canada?

MUSICASSETTES  
Cartridge and  
Open reel

Vancouver  
Calgary  
Winnipeg  
Montreal  
Toronto  
Halifax

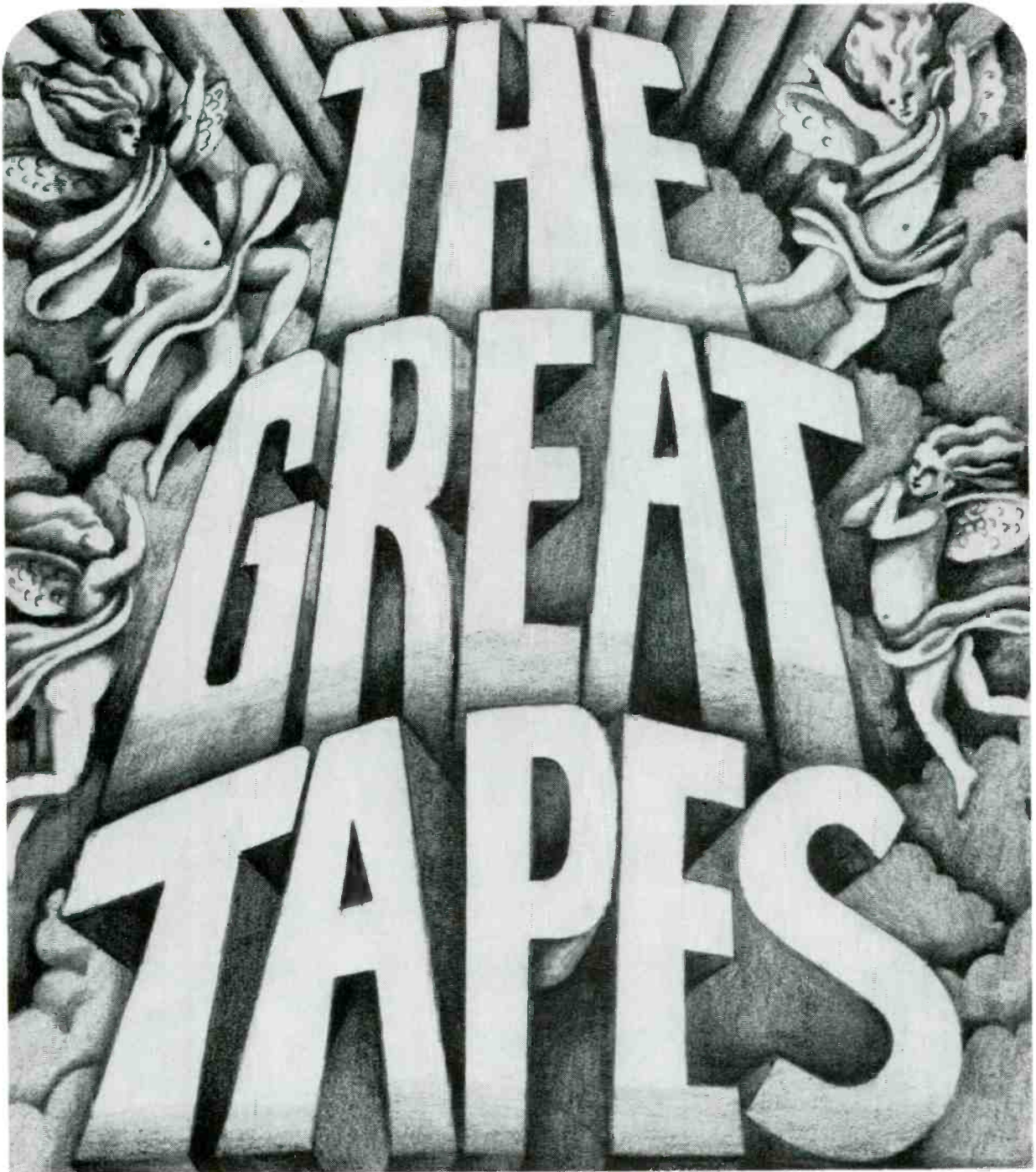
Individual PROMOTION and SALES representation from coast to coast!

abc  
RIVERSIDE  
BLUESWAY  
Command  
impulse!  
SENATE  
Westminster

**polydor**

**POLYDOR RECORDS CANADA LIMITED**  
Head Office: 4115 Sherbrooke Street, West, Montreal 215, P.Que., Phone 933-4201 (Telex 01-26546)

The **PASSWORD** to the very best in **RECORDED MUSIC**



**GRT** of Canada, Ltd., is the largest Distributor of pre-recorded tapes in all configurations. We are the Canadian licensee for the following popular labels:

Abnak	Checker	Monument	Shout
Alegre	Diamond	MTA	Soundstage 7
Arctic	Duke	Nashboro	Starday
Backbeat	ESP Disk	Nashville	Tetragrammaton
Blue Thumb	Falcon	Peacock	Tico
Bang	Gamble	Phil L.A. of Soul	Tower
Bouquet	GRT	Reo Tahiti	TRX
Bunky	Jamie	Rising Sons	Vault
Cadet	Hickory	Roulette	Wand
Cadet Concept	Hob	Request	White Whale
Chess	King	Scepter	

Custom duplicating facilities are available for all Canadian recording companies. We're ready and eager to fulfill your tape requirements.

Contact Ed LaBuick, Canadian Sales Manager, or Ross Knight, Canadian Manufacturing Manager.

Manufacturing Plant:  
GRT OF CANADA, LTD.  
1045 Hargrrieve Road  
London, Ontario  
(519) 434-4535

Marketing Offices:  
797 Don Mills Road  
Suite 701  
Don Mills, Ontario

**GRT**

OF CANADA, LTD.



. . . full-time staff,  
 part-time staff,  
 field surveys, 32  
 hours of nationwide  
 telephone calls  
 each week,  
 dealer sales reports . . .

No wonder the  
 Billboard chart  
 department  
 tells it like it  
 REALLY is!

# ACCURATELY

## INTERNATIONAL TAPE SECTION

Continued from page 110

Cartridge 8-track & cassette: Warner Bros.-Seven Arts, Reprise, Loma.

### QUEBEC

(Area Code, see individual listings)

Allied Rec. Corp., 190 Ronald Dr., Montreal. Tel: (514) 489-9720. Mgr.: Bill Fisher.  
 Cartridge 8-track: Bang, Elektra, Nonesuch, Paragon, Roulette.  
 Cassette: Bang, Elektra, Nonesuch, Roulette.  
 Accessories: Recofon.  
 Canada Rec. (Forgues) Ltd., 97 Monte de Moulin, Ville de Laval. Tel: (514) 663-4760. Contact: Roland Forgues.  
 Lines available on tape: ITCC.  
 Capitol Rec. Canada Ltd., 155 Port Royal W., Montreal. Tel: (514) 389-3588.  
 Cartridge 8-track: Capitol, Angel.  
 Cassette: Capitol, Angel, Pathe.  
 Open reel: Capitol, Angel.  
 Columbia Recs. Dist. Canada Ltd., 1168 Montee de Liesse, Montreal 9. Tel: (514) 336-1744. Mgr.: J. Gagne.  
 Cartridge 8-track: Columbia, CBS, Date, Epic, Immediate, Ode, Musicor, Starday.  
 Cartridge 4-track: Columbia, Date, Epic, Immediate, Ode. (Imported from USA).  
 Cassette & open reel: Columbia, Epic.  
 London Recs. of Canada Ltd., 190 Graveline St., St. Laurent. Tel: (514) 735-5551. Pres.: F. C. Jamieson; Tape Div. Mgr.: Adrian Bilodeau.  
 Cartridge 8-track: London, Parrot, phase 4, Deram, Gamma, Rodeo, Fontana, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Smash, Viva.  
 Cassette: London, Parrot, phase 4, Fontana, Hi, Liberty, Limelight, Mercury, Philips, Smash, Teldec.  
 Open reel: London, Parrot, phase 4, Limelight, Mercury, l'Oiseau Lyre, Philips, Smash.  
 Wilfrid Ouellet et Fils, 151 rue St. Germain, Rimouski. Tel: (418) 723-8382.  
 Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad.  
 Playback equip.: RCA.  
 Accessories: RCA.  
 Quality Recs. Ltd., 2215 Beaconsfield Ave., Montreal 261. Tel: (514) HU 1-1167. Mgr.: Liam Mullan.

Cartridge 4-track, 8-track, cassette & open reel: Quality, A&M, Atco, Atlantic, Barry, Bell, Dot, Kanwic, MGM, Ranwood, Reo, Verve, Verve/Forecast.  
 R C A Ltd., 5575 Royalmont Ave., Montreal. Tel: (514) 342-9220.  
 Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad.  
 Playback equip.: RCA.  
 Accessories: RCA.  
 Stereo Inds. Inc., 1855 St. Louis, St. Laurent. Tel: (514) 747-7633. Pres.: M. J. Israel  
 Lines available on tape: Capitol, Columbia, Motown, Polydor, Quality, RCA.  
 Playback equip.: Tenna.

### SASKATCHEWAN (Area Code 306)

Grosvenor Dist., 2176 Seventh Ave., Regina. Tel: 488-0440. Mgr.: Bill Maxim; Sales & Promo.: Gene LaVallee  
 Cartridge 8-track: Capitol, Angel.  
 Cassette: Capitol, Angel, Pathe.  
 Open reel: Capitol, Angel.  
 A. A. Murphy & Sons Ltd., 2120 St. George Ave., Saskatoon. Tel: 652-6474.  
 Cartridge 8-track & open reel: RCA, Camden, Dunhill, Jad.

### ● tape rack jobbers

#### ALBERTA (Area Code 403)

Handleman Co. of Canada Ltd., 4644 Pacific Rd. N.E., Calgary. Tel: 276-2224. Tape Mgr. & Buyer: Edna Harris.  
 Home office: Toronto, Ont.  
 Int'l office: USA, Detroit, Mich.

#### BRITISH COLUMBIA (Area Code 604)

B C Rec. Servs. Ltd., 573 Beatty St., Vancouver. Tel: 682-7858. Sales Mgr.: Ray Gora.

#### ONTARIO (Area Code 416)

Handleman Co. of Canada Ltd., 132 Manville Rd., Scarborough. Tel: 759-1166. Tape Mgr.: Robert Cipriani; Tape Buyer: James Pegg.  
 Branch: Calgary, Alta.  
 Int'l office: USA, Detroit, Mich.

### ● services & supplies

#### RAW TAPE MANUFACTURERS

Ampex of Canada, 100 Skyway Ave., Rexdale, Ont. Tel: (416) 677-2370. Cable: VIDEOTAPE. VP & Gen. Mgr.: G. Mundorff.

Philips Appliances, 116 Vanderhoof Ave., Toronto 17, Ont. Tel: (416) 429-0747. VP & Gen. Mgr.: D. Frentice.  
 R C A Ltd., 1001 Lenoir St., Montreal, P. Q. Tel: (514) 933-7551. Pres.: J. D. Houlding.  
 Scotch (see 3M).  
 3 M (Minnesota Mining & Cable of Canada), PO Box 2757, London, Ont. Tel: (519) 451-2500. Exec. VP: Roy K. Keeley; Mgr.: Robert T. Todd.

### EMPTY CARTRIDGE, CASSETTE & REEL MANUFACTURERS

Dynapak (see Stereodyne Canada Ltd.).  
 Stereodyne Canada Ltd., 111 Sherway Dr., Toronto, Ont. Tel: (416) 259-4202. Mgr.: Ronald Newman.  
 Configuration: cartridge 4-track, 8-track & cassette.  
 Brand name: Dynapak.

### BLANK LOADED TAPE

Ampex of Canada, 100 Skyway Ave., Rexdale, Ont. Tel: (416) 677-2370. Cable: VIDEOTAPE. VP & Gen. Mgr.: G. Mundorff.  
 Configuration: cassette.

Scotch (see 3M).  
 Stereodyne Canada Ltd., 111 Sherway Dr., Toronto, Ont. Tel: (416) 259-4202. Mgr.: Ronald Newman.

Configuration: cartridge 4-track, 8-track & cassette.

3 M (Minnesota Mining & Mfg. of Canada), PO Box 2757, London, Ont. Tel: (519) 451-2500. Exec. VP: Roy W. Keeley; Mgr.: Robert T. Todd.

Configuration: cassette.  
 Brand name: Scotch.

### CARTRIDGE PARTS MANUFACTURER

Stereodyne Canada Ltd., 111 Sherway Dr., Toronto, Ont. Tel: (416) 259-4202. Mgr.: Ronald Newman.  
 Chief product: all parts.

### TAPE DUPLICATING EQUIPMENT MANUFACTURERS

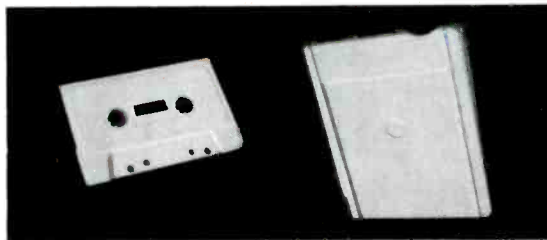
Stereodyne Canada Ltd., 111 Sherway Dr., Toronto, Ont. Tel: (416) 259-4202. Mgr.: Ronald Newman.

Chief product: winders.  
 3 M (Minnesota Mining & Mfg. of Canada), PO Box 2757, London, Ont. Tel: (519) 451-2500.

continued on page 116

## AMERICAN SOUND HAS THE FINEST SOUND IN TAPE

# DUPLICATION DUPLICATION



Be faithful to the original—  
 Get MASTER-full reproduction in  
 8-TRACK CARTRIDGES and CASSETTES.  
 Our "focused gap" duplicating  
 provides the finest sound quality  
 available in today's market.  
 Get tomorrow's sound today.

For Complete Details

## AMERICAN SOUND CORPORATION

3319 E. TEN MILE ROAD WARREN MICHIGAN 48091  
 TELEPHONE (313) 539-2900



# we don't give a damn

## what the competition does. should we?

We really don't think we should. Our sales are up 300% again this year, and the boss doesn't yell and scream as much as he did. Sure, our Vice President of Marketing, Terry Mann, works twenty-five hours a day, but we give him Sunday afternoons off for good behaviour this year. And in general, we are still only the little guys in a big land.

We still ship orders the day they are received 97½% of the time. (We do have to sleep sometime.) We are still trying to figure out why the other companies back-order things. It costs a lot of time and confusion, not to mention money, to back-order, unless someone forgot to tell us that

back-ordering is a service to you, the customer. (Please help us straighten that one out, as we do like to do things in the same manner as the big companies.)

Sure, our salesmen look a little strange with their white running shoes, but they're cheap, and when you're the little guy and hungry, you have to hustle. And it saves us money on their expense accounts. Ever try to take a customer to a restaurant in white running shoes?

But we do give a damn about our image, and that's why we just keep on growing year after year, and you can be sure, as we grow, we will give a damn about the little things, 'cause that's what keeps you, the customer, happy.

ROBERT J. *Stone* OF CANADA LIMITED • 172 king street east • post office box 187 • oshawa, ontario, canada •  
• area code 416-723-0898 • direct toronto line 925-6840 • cable "musiccan" •

## INTERNATIONAL TAPE SECTION

Continued from page 114

Exec. VP: Roy W. Keeley; Mgr.: Robert T. Todd.  
Chief product: Mastering unit, duplicating unit; leader tapes, timing tapes, sensing tapes, splicing tapes, self-threading take-up reel.

### CUSTOM DUPLICATION

Amplex of Canada, 100 Skyway Ave., Rexdale, Ont. Tel: (416) 677-2370. Cable: VIDEO-  
TAPE. Gen. Mgr.: G. Mundorff.  
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't to Mng. Dir.: George R. Struth; Sales Mgr.: Lee Farley.  
Stereodyne Canada Ltd., 111 Sherway Dr., Toronto, Ont. Tel: (416) 259-4202. Mgr.: Ronald Newman.

### MANUFACTURERS REPRESENTATIVES

Alex L. Clark, 3751 Bloor St. W., Islington, Ont. Tel: (416) 231-5691. Gen. Mgr.: W. G. Farrow.  
Playback equip.: Magnecord, Viking.  
Raw tape, empty cartridges & cassettes, blank loaded tape, display racks, head cleaners & demagnetizers: Audio Devices, Inc.  
Electro-Tec Marketeers, 1624 W. Third St., Vancouver, B.C. Tel: (604) 736-6377.  
Raw tape, empty cartridges & cassettes, blank loaded tape, display racks, head cleaners & demagnetizers: Audio Devices, Inc.

### accessories & supplies

#### DISPLAY RACKS

3 M (Minnesota Mining & Mfg. of Canada) PO Box 2757, London, Ont. Tel: (519) 451-2500.  
Exec. VP: Roy W. Keeley; Mgr.: Robert T. Todd.

#### HEAD CLEANERS

Amplex of Canada, 100 Skyway Ave., Rexdale, Ont. Tel: (416) 677-2370. Cable: VIDEOTAPE. Gen. Mgr.: G. Mundorff.  
Stereodyne Canada Ltd., 111 Sherway Dr., Toronto, Ont. Tel: (416) 259-4202. Mgr.: Ronald Newman.

## DENMARK

Population: 4,800,000.  
Per capita income: \$1,100 (US).  
Official rate of exchange: \$1 (US) = 7.47 Danish krone.  
Average retail price per tape: cassette—\$6-\$6.75.  
Tape market: This is a small market so far. Cassettes account for most sales.  
Type of distribution: Wholesaler-to-retailer is standard.

### record manufacturers with tape product

Atco (see Metronome).  
Atlantic (see Metronome).  
C B S (see Nordisk Polyphon).  
Columbia (see EMI).  
D G G (see Nordisk Polyphon).  
Decca (see Nordisk Polyphon).  
Dot (see EMI).  
E M I (Electric & Musical Inds.), Hoffdingsvej 18, Copenhagen, Valby, Tel: 1/30 67 11. Cable: GRAMMAPHON. Mng. Dir.: S.L.G. Gottlieb; Mktg. Mgr.: K. Hviid Mikkelsen; Adv. Mgr.: M. Helstev; Int'l: M. Koefoed Eriksen.  
Labels available on tape: Columbia, Dot, Electroira, HMV, Liberty, Motown, Odeon, Parlophone, Tamla.  
Electrola (see EMI).  
Fontana (see Nordisk Polyphon).  
H M V (see EMI).  
Liberty (see EMI).  
Mercury (see Nordisk Polyphon).  
Metronome, 31 Vibovej, 2400 Copenhagen NV. Tel: AEGir 8112. Cable: METRORECORDS. Gen. Mgr. & Int'l: Bent Fabricius-Bjerre; Pub., Adv. & Promo.: Olav Bennike.  
Labels available on tape: Atco, Atlantic, Metronome.  
Motown (see EMI).  
Hede Nielsens Fabriker, Grundtvigsvej 10a, 1864 Copenhagen V. Tel: 1/21 41 20. Cable: HENIGRAM. Gen. Mgr.: Leif Risel; Sales Dir.: Ole Jochimsen; PR Mgr., Pub., Adv. & Promo.: Betty Stendys.  
Labels available on tape: RCA, Reprise, Warner Bros.-Seven Arts.  
Nordisk Polyphon, Emdrupvej 115, Copenhagen NV. Tel: 1/69 25 22. Mng. Dir.: W. Hamburger; Pub.: Hanne Steen; Adv.: H. Karlsen.

Labels available on tape: CBS, DGG, Decca, Fontana, Mercury, Philips, Polydor.  
Odeon (see EMI).  
Parlophone (see EMI).  
Philips (see Nordisk Polyphon).  
Phonoband, Frode Herloev, Borgergade 14, Copenhagen, Tel: 1/14 9B 50.  
Polydor (see Nordisk Polyphon).  
R C A (see Hede Nielsens Fabriker).  
Reprise (see Hede Nielsens Fabriker).  
Tamla (see EMI).  
Warner Bros.-Seven Arts (see Hede Nielsens Fabriker).

### cartridge playback equipment manufacturer

Internorth Music, Chr. IX's gade 6, Copenhagen K. Tel: (office) 11 85 26; (factory) Hellerup 2956. Cable: CENTROPRESS. Pres.: K.B. Friberg-Jacobsen; Chief Engineer: Sven O. Jensen.  
Cartridge 4 & 8-track compatible.  
Brand: Audio Master.

### custom duplication

F H C-Electronics, Landgreven 7, Copenhagen K. Tel: 14 69 93. Pres.: Henning B. Petersen.  
Internorth Music Studio, Chr. IX's gade 6, Copenhagen K. Tel: 11 85 26. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; Sound Engineer: Boerge Rasmussen.

## EIRE

Population: 2,800,000.  
Per capita income: \$840 (US).  
Official rate of exchange: \$1 (US) = 8 shillings, 4 pence; 1 pound = \$2.40 (US).  
Average retail price per tape: cassette—\$5.76; open reel—(3¾ ips) \$9.60, (7½ ips) \$11.40.  
Tape market: Cassettes dominate a small market especially since a dramatic increase in sales around Christmas, 1968.  
Type of distribution: Wholesaler-to-retailer is standard.  
Type of promotion: Newspapers are the chief medium, with emphasis on cassettes.  
Import/Export regulations: from United Kingdom—5.6% or 6.7 pence each, whichever is greater; from USA—12% or 1 shilling, 2.4 pence each, whichever is greater.

### record manufacturers with tape product

E M I (Ireland) Ltd., 23 Lower Dominick St., Dublin 1. Tel: 46108/9. Cable: JABBERMINT. Mng. Dir.: H.D. Christmas; Sales Mgr.: J. McCabe; Pub., Adv. & Promo.: Anthea Joseph.  
Home office: United Kingdom.  
Cassette: Columbia, HMV, Immediate, Motown, Parlophone, Tamla.  
Open reel: Capitol, Columbia, HMV, Parlophone, Stateside.  
Major Minor, 6 Grafton St., Dublin. Tel: 77-1758. Home office: United Kingdom.  
Cassette.  
Pye, 24 Mountjoy Sq., Dublin. Tel: Dublin 46441. Sales Mgr.: J. Woods.  
Home office: United Kingdom.  
Cassette & open reel.

### playback equipment manufacturer

Kilroy Bros. Ltd., Sharowen Rd., Whitehall, Dublin. Tel: Dublin 375161.

### tape wholesaler

#### TAPE DISTRIBUTOR

Irish Rec. Factors, 9/10 Hanover St. E., Dublin 2. Tel: 779631. Cable: IRECFACFS. Gen. Mgr.: M. H. Geoghegan; Sales & Mktg: Hugh O'Reilly; Pub., Adv. & Promo.: Miss Phyl Mitton.

#### TAPE IMPORTER & EXPORTER

Siemens Mfg. Co., 49 Middle Abbey St., Dublin 1.

## FINLAND

Population: 4,697,000.  
Per capita income: \$1,220 (US).  
Official rate of exchange: \$1 (US) = 4.20 markka.  
Pre-recorded tapes imported from USA: (factory value) 1967—\$7,900; 1966—\$6,920.  
Pre-recorded tapes imported from countries other than USA: (factory value) 1967—\$25,900; 1966—\$20,250.

Pre-recorded tapes exported to USA: (factory value) 1967—\$720.

Pre-recorded tapes exported to countries other than USA: (factory value) 1967—\$2,290; 1966—\$477.  
Average retail price per tape: 4-track cartridge—\$2.90; cassette—\$5.75; open reel (2 & 4-track)—\$5.75.

Tape market: Musicassettes were introduced here last fall. Most tape playback equipment is still traditional 2-track mono. Some 4-track models have been introduced recently. The growth of playback machines is likely to be greater than the growth of record players. This will very much affect record sales.

Type of distribution: Distribution is mostly through the manufacturer-to-retailer or manufacturer (importer)-to-wholesaler-to-retailer. Rack jobbers are rare.

Import/Export regulations: No license is needed on imports from countries outside the Iron Curtain. Retail or individual imports from countries outside the European Free Trade Assn. are subject to a 12.4% purchase tax plus an average 6% custom duty, based on the c.i.f. or f.o.b. value of the invoice. Wholesalers are affected by a wholesale tax.

Kari Helopaltio

### tape importers & wholesalers

A & M (see Finnlevy).  
Barclay (see Finnlevy).  
C B S (see Finnlevy).  
Decca (see Finnlevy).  
Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136. Mng. Dir. & Sales: Osmo Ruuskanen; PR: Miss Tuula Valkama.  
Represents: (cassette) A&M, Barclay, CBS, Decca, Fontana, London, MGM, Mercury, Philips, Polydor; (open reel) London.  
Fontana (see Finnlevy).  
Kaukomarkkinat, Fabianinkatu 9, Helsinki 13. Tel: 13215.  
Represents: TDK (Japan).  
London (see Finnlevy).  
M G M (see Finnlevy).  
Mercury (see Finnlevy).  
P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Cable: NEA, Dirs.: O.W. & Lauri Rokkanen; PR: Ritva Liikonen.  
Represents: Siera (Netherlands).  
Philips (see Finnlevy).  
Polydor (see Finnlevy).  
Siera (see PSO).  
T D K (see Kaukomarkkinat).

### tape playback equipment importers & wholesalers

Anglo-Nordic, Kiviainkatu 2, Helsinki 20. Tel: 673522.  
Brand: Protona (W. Germany).  
Helvar, Hoylaamontie 8, Helsinki 37. Tel: 450121.  
Brand: Sony (Japan).  
Iskumetalii, Oraspolku 9, Helsinki 66. Tel: 725166.  
Brand: Hitachi (Japan).  
Kaukomarkkinat, Fabianinkatu 9, Helsinki 13. Tel: 13215.  
Brand: Toshiba ja Akai (Japan).  
Machinerv, Teollisuuskatu 29, Helsinki 51. Tel: 716711.  
Brand: Elac (W. Germany).  
P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Cable: NEA, Dirs.: O.W. & Lauri Rokkanen; PR: Ritva Liikonen.  
Brand: Schaub Lorenz (W. Germany).  
Philips, Kaivokatu 8, Helsinki 10. Tel: 61914.  
Brand: Philips (Netherlands).  
Sahkoliikkeiden, Satamakatu 4, Helsinki 16. Tel: 11501.  
Brand: AEG (W. Germany), Telefunken (W. Germany).  
Tandberg Radio, Mannerheimintie 118, Helsinki 27. Tel: 416623.  
Brand: Tandberg.  
Teledict, Kumpulantie 1, Helsinki 51. Tel: 765177.  
Brand: Grundig (W. Germany).  
Telercas, Mikonkatu 8, Helsinki 10. Tel: 61914.  
Brand: RCA (USA).

### tape duplicators

Aanitisto, Mechelininkatu 19, Helsinki 25. Tel: 49411.  
Elektrovox, Neitsytpolku 1B, Helsinki 14. Tel: 639059.  
Filmaani, Annankatu 16, Helsinki 10. Tel: 626142.  
Finnvox, Arinatie 8, Helsinki 37. Tel: 454521.  
Levytutku, Kirjatyontekijank 10, Helsinki 17. Tel: 14375.  
Magnetonihulto, Dagmarink 9A, Helsinki 10. Tel: 443585.  
Novavox, Makitorpant 28A, Helsinki 64. Tel: 725725.  
Scandia-Studio, Sturenkatu 4, Helsinki 51. Tel: 763868.

continued on page 118



*Proudly Announces  
the Marketing  
of its Newest Product*

**CASSETTES**



**INTERNATIONAL TAPE CARTRIDGE  
OF CANADA, LTD.**

*Gary Salter, Vice President and General Manager*

**Now duplicating the following  
labels in Canada:**

Buddah	20th Century-Fox
Starday	Sound Tracks
Mobile Fidelity	Skye
Audio Fidelity	Jad
Stop	Vee Jay
Itco	Hickory
Scepter	Glad Hamp
Wand	Prima
Douglas	Moonglow
Dynamo	Horizon
Fidu	Little Darlin'
Hob	Seeco
Project 3	Stella

**Modern Tape also Distributes**

Bravo  
Viva  
Roulette  
Impulse  
Laff

**Distributors of International Tape Cartridge of Canada Ltd.  
MODERN TAPE OF CANADA**

Modern Tape Cartridge  
Corp., Ltd.  
1179 Finch Ave., West  
Downsview, Ont.  
Contact: A. Salter  
Phone: 416/630-8494

Select Music  
133 W. 5th Ave.  
Vancouver, British Columbia  
Contact: Wally Kiss  
Phone: 604/876-3368

Van Dusen Brothers  
10528 123rd St.  
Edmonton, Alberta  
Contact: Bill Maxim  
Phone: 403/488-0440

Electrical Supply  
312 Williams Ave.  
Winnipeg, Manitoba  
Contact: Ernie Oliver  
Phone: 204/943-8491

Carl Sattler & Associates  
160 Columbia St., W.  
Waterloo, Ont.  
Contact: Carl Sattler  
Phone: 519/578-5110

General Stereo Tape  
1871 St. Louis  
Ville St. Marie, P.Q.

Stereo Tape Product  
1106 Dover Court Rd.  
Toronto, Ont.  
Contact: Sam & Norm  
Bornstein  
Phone: 416/537-2534

All Disc Distributors  
146 Neville Park  
Toronto 13, Ont.  
Contact: Tony  
Phone: 416/691-9948

Magic Music  
4 Finch St. W.  
Willowdale, Ont.  
Contact: Rudy Hinder  
Phone: 416/222/5443

Canada Record (Forgues) Ltd.  
97 Monte de Moulin  
Ville de Laval, Quebec  
Contact: Roland Forgues  
Phone: 514/663-4760

Sherman Ent. Ltd.  
29 Bayswater Ave.  
Ottawa, Ont.

Sherman Ent. Ltd.  
1540 Main St.  
Moncton, New Brunswick

Crawford Atlantic Ltd.  
42 Brandon St.  
Munton, New Brunswick

Waco Sales  
3109 American Dr.  
Malton, Ont.

Maritime Record Sales  
188 Mountain Rd.  
Moncton, New Brunswick  
Contact: Bill Mitton  
Phone: 516/389-1341

Northland Dist.  
344 Lawrence Ave.  
Kelowna, B.C.

All Record Supply  
1149 Bellamy Rd.  
Scarborough, Ont.

Robert J. Stone  
172 King St., East  
Oshawa, Ont.

Handleman Co. of Canada  
132 Manville Rd.  
Scarborough, Ont.

Tape Distributors  
10528 123rd St.  
Edmonton, Alberta

Watts Ent. Ltd.  
62A St. Peters Rd.  
Charlottetown, P.E.I.



*All inquiries and correspondence should be directed to:*

**INTERNATIONAL TAPE CARTRIDGE OF CANADA LTD.**

1175 Finch Ave. West, Downsview, Ont.  
Attn: Mr. Gary Salter

## INTERNATIONAL TAPE SECTION

Continued from page 116

### FRANCE

Population: 51,000,000.  
Per capita income: \$3,000 (US).  
Official rate of exchange: \$1 (US) = 5 francs.  
Average retail price per tape: cartridge 8-track—\$9-\$13.80; cartridge 4-track—\$6.40-\$13.80; cassette—\$7; open reel—\$11 (mono)—\$12.80 (stereo).  
Tape market: Philips dominates the market, producing for most of the major companies. In 1968 they manufactured some 1,000,000 cassettes. Musidisc has approximately 50% of the 8-track cartridge market which is rapidly growing. After a trial period, 4-track has almost completely disappeared from the market and sales for pre-recorded open reel tapes are very slow. There are an estimated 600,000 tape recorders in use, 36% of which are cassette players produced by Philips. Most playing equipment is imported from Japan, Italy and the US.

### ● record manufacturers with tape product

A & M (see Polydor).  
America (see Musidisc-Europe).  
Arion (see CBS).  
Atco (see CED).  
Atlantic (see Barclay).  
Barclay, 143 Av. de Neuilly, Neuilly-sur-Seine. Zone: 92. Tel: 722.60.30. Cable: BARCLAYDISC. Pres.: Eddie Barclay; Gen. Mgr.: Hubert Ballay; Sales Mgr.: Jo Milgram; Adv. Mgr.: Sophie Caillon.  
Int'l branches: Belgium, Netherlands, Switzerland.  
Labels: Barclay, Atlantic.  
Cartridge 8-track: imported from USA—shared with CED.  
Cassette: made by Philips.  
Bel-Air (see Musidisc-Europe).  
C B S, rue Freycinet, Paris 16. Zone: 75. Tel: 727.26.45. Pres. & Gen. Mgr.: Jacques Souplet; Ass't Mng. Dir.: Jean Queinnes; Sales Mgr.: Francois Dacla; Pub. Mgr.: Christian Doffes; Export Mgr.: Yves Masson.  
Labels: CBS, Epic, Salvador, Arion.  
Cartridge 8-track: imported from UK, USA.  
Cartridge 4-track: imported from USA.  
Cassette (4-track & 12-track): made by Philips, some imported from UK & Germany.  
Open reel: imported from USA.  
C E D (Compagnie Europeenne du Disque), 19 rue Sover, Neuilly-sur-Seine. Zone: 92. Cable: CEDISC. Pres.: Eddie Barclay; VP: Hubert Ballay; Dir. & Sales: Gerard Deserbais; Gen. Dir.: Leo Missir; Adv.: Sophie Caillon; Promo.: Alain Marouani; Int'l Sales & Promo. Mgr.: Cyril Brilliant.  
Int'l branches: Belgium, Canada, Italy, Switzerland.  
Labels: Riviera, Erato, Atco, Stax, Vanguard.  
Cartridge 8-track: imported from USA—shared with Barclay.  
Cassette: made by Philips.  
Camden (see RCA).  
Canetti (see Polydor).  
Capitol (see Pathe-Marconi).  
Carrere (see Philips).  
Chante du Monde, 32 rue Beaujon, Paris 8. Zone: 75. Tel: 924.67.73. Cable: CHAMODISC. Pres.: Jean Roire; VP: Jean Mialhet; Sales Dir.: Andre Mercier; PR Mgr.: Anne Marical.  
Label: Chante du Monde.  
Cassette: made by Philips (recorded material from France, USA, USSR, Spain).  
Colgems (see RCA).  
Columbia (see Pathe-Marconi).  
Coral (see Decca).  
D G S (see Polydor).  
D M S (see Philips).  
Decca (Societe Francaise du Son), 30 rue Beaujon, Paris 8. Zone: 75. Tel: 924.19.01/33.60. Cable: DECCADIS. Pres.: Andre Jeanneret; Sales Dir.: Claude Boutin; Adv.: Mary Bulet.  
Labels: Decca, Vega, Deram, London, Coral.  
Cartridge 8-track: self-mfd.  
Cassette: made by Philips.  
Deram (see Decca).  
Deutsche Grammophon Gesellschaft (see Polydor).  
Epic (see CBS).  
Erato (see CED).  
Festival (Disques de France), 3 rue de Gramont, Paris 2. Zone: 75. Tel: 742.96.10. Pres.: Pierre Duprat; Gen. Dir.: Andre Chagneau; Sales Dir.: J. L. Dasque; Adv. Mgr.: A. Tisserand; Press Officer: Monique Perou.  
Label: Festival.  
Cassette: made by Philips.  
Fleche (see Philips).  
Fontana (see Philips).  
London (see Decca).

M G M, 37 rue Condorcet, Paris 9. Zone: 75. Tel: 878.78.00. Cable: METROFILM. European Rep.: John E. Nathan.  
Label: MGM.  
Cassette: made by Philips (distributed by Polydor).

Mercury (see Philips).  
Motown (see Pathe-Marconi).  
Musidisc-Europe, 7 rue Traversiere, Courbevoie. Zone: 92. Tel: 333.59.49. Pres.: Philippe Thomas; Int'l Mgr.: Pierre Berjot.  
Label: Musidisc. (Bel-Air, Visadisc, Score, America—released on the Musidisc tape label).  
Cartridge 8-track & cassette: self-mfd.

Odeon (see Pathe-Marconi).  
Pacific (see Vogue).  
Pathe (see Pathe-Marconi).  
Pathe-Marconi, Industries Musicales et Electriques (EMI), 19 rue Lord Byron, Paris 8. Zone: 75. Tel: 225.53.00. Cable: GRAMMOPHONE. Pres.: Francois Minchin; Sales Dir.: Jacques Helard; Sales: Lionel Boullen, Francois Gelebart; Int'l Serv.: Jean-Jacques Timmel.  
Labels: Pathe, Capitol, Columbia, Motown, Odeon, Stateside, Tamla, Voix de Son Maitre.  
Cassette: made by Philips.

Philips, 6 rue Jenner, Paris 13. Zone: 75. Tel: 707.75.28. Cable: PHILIDISC. Pres.: Georges Meyerstein-Maigret; Dir. Gen.: Louis Hazan; Sales Dir.: Jacques Caillart; Pub. Mgr.: Robert Laplace; PR Dir.: Andre Asseo.  
Labels: Philips, Mercury, Fontana, Carrere, Fleche.

Cassette & mini-cassette: self-mfd. Minimal amount imported from West Germany & Netherlands. Half of the Philips France product is exported to Europe, Canada, the Middle East & Africa, principally the franc zone.  
Open reel: DMS.

Polydor, 2 rue Cavallotti, Paris 18. Zone: 75. Tel: 522.05.39. Cable: POLYDORDISC. Gen. Mgr.: J. Kerner; Admin. Dir.: H. Simon; Promo. Head: Henri Belolo; Sales & Mktg.: Claude Paulin; Pub. & Adv.: Guy d'Heudieres; Int'l Mgr.: Andre Poulain.  
Labels: Polydor, A&M, Canetti, Deutsche Grammophon Gesellschaft, MGM, Riverside, Verve.

Cassette: 80% imported from Germany, remainder produced in France by Philips.

R C A (Societe Area), 49 Av. Hoche, Paris 8. Zone: 75. Tel: 227.16.34. Cable: AREADIS. Pres.: Andre Jeanneret; Sales Dir.: Claude Gagniere; Adv.: Mary Bulet.  
Labels: RCA, Camden, Colgems

Cartridge 8-track: 90% imported from USA & Italy, 10% produced in France.

Reprise (see Vogue).  
Riverside (see Polydor).  
Riviera (see CED).  
Roulette (see Vogue).  
Salvador (see CBS).  
Score (see Musidisc-Europe).  
Stateside (see Pathe-Marconi).  
Stax (see CED).  
Tamla (see Pathe-Marconi).  
Vanguard (see CED).  
Vega (see Decca).  
Verve (see Polydor).  
Visadisc (see Musidisc-Europe).

Vogue, 82 rue Maurice Grandcoing, Villetaneuse. Zone: 93. Tel: 752.73.00. Cable: VOGDISC. Pres.: Leon Cabat; Mng. Dir.: Guy Khavessian; Admin. Dir.: Cesar Rossini; Pub. Dir.: Charles Delaunay; Sales Dir.: Simon Kaba, Maurice Synchoviez; Pub. Mgr.: Charles Vella; Promo.: Jean Georghieff; Int'l: Colette de Nattes, Andre Vidal.

Labels: Vogue, Pacific, Reprise, Roulette, Warner Bros.-Seven Arts.  
Cassette: 50% imported from USA & UK, remainder produced in France by Philips.  
Cartridge 8-track: made by Jaubert.

Open reel.  
Voix de Son Maitre (see Pathe-Marconi).  
Warner Bros.-Seven Arts (see Vogue).

### ● supplies & services

#### CARTRIDGE CASE MFR.

Diffusion Magnetique Sonore, 29 rue Hautpoul, Paris 19. Zone: 75. Tel: 208.12.80. Sales Dir.: Hubert de la Selle.

#### RAW TAPE MFRS.

Kodak, 37 Av. Montaigne, Paris 8. Zone: 75. Tel: 256.48.11.  
Minnesota de France, 135 Blvd. Serurier, Paris 16. Zone: 75. Tel: 205.71.19.  
Pyrat, 47 rue de l'Echat, Creteil. Zone: 94. Tel: 207.48.90.  
Suma, Route de la Saulaie, Gien. Zone: 47. Tel: Gien 613.

#### TAPE DUPLICATION

Decca, 30 rue Beaujon, Paris 8. Zone: 75. Tel: 924.19.01.  
Cartridge 8-track.  
Jaubert, 26 Av. du Printemps, Paris 9. Zone: 75. Tel: 622.28.57. Pres.: M. Jaubert.  
Cartridge 8-track: Vogue, Reprise, Roulette, Warner Bros.-Seven Arts, Pacific.  
Cassette.

Philips, 6 rue Jenner, Paris 13. Zone: 75. Tel: 707.75.28.  
Cassette: Vogue, Salvador, Erato, Festival, Decca, RCA, CED, Pathe-Marconi (and distributed labels), CBS, Chante du Monde, Barclay, Polydor, DGG.

### ● tape cartridge playback equipment manufacturers

Jaubert, 26 Av. du Printemps, Paris 9. Zone: 75. Tel: 622.28.57. Pres.: M. Jaubert.  
Philips ELA, 162 rue St. Charles, Paris 15. Zone: 75. Tel: 532.21.29.

### ● importers

#### TAPE & TAPE PLAYBACK EQUIPMENT

Agfa-Gevaert, 274 Av. Napoleon Bonaparte, Rueil-Malmaison. Zone: 92. Tel: 967.37.60.  
B A S F (Imaco), 39 Blvd. de Vaugirard, Paris 15. Zone: 75. Tel: 273.84.00.  
Jaubert, 26 Av. du Printemps, Paris 9. Zone: 75. Tel: 622.28.57. Pres.: M. Jaubert.  
Mood Music, 143 rue de Verdun, Suresnes. Tel: 506.20.19. Pres.: H. da Silva Ramos.

### GERMANY, WEST

Population: 56,000,000.  
Official rate of exchange: \$1 (US) = 3.95 marks.  
Tape market: The cassette market is about a year old and specific sales statistics are not available, but sales in 1968 are estimated at \$2,500,000. The Philips system prevails.  
Type of distribution: Manufacturer-to-wholesaler-to-retailer and manufacturer-to-retailer predominates. There are a few rack jobbers, most of them inland among electrical equipment shops, bookstores, etc.

Wolfgang Spahr

### ● record manufacturers with tape product

Ariola-Eurodisc, Friedrichsdorferstr. 75, 488 Guetersloh. Tel: 0524-841. Mng. Dir.: Werner Vogel-sang; Sales: Friedrich Schmidt; Int'l: George Ehmke.  
Labels available on tape: Ariola, Eurodisc, Baccarola.

Atco (see Metronome Recs.).  
Atlantic (see Metronome Recs.).  
Autoplay Music Cassetten GmbH, Hardstr. 39, 851 Fuerth/Bavaria. Tel: (0911) 733903. Gen. Mgr.: H. Brauns.

Labels available on tape: Autoplay, Hit Music, Baccarola (see Ariola-Eurodisc).  
Bang (see Metronome Recs.).  
Barclay (see Metronome Recs.).  
Belter (see Metronome Recs.).  
Blue Note (see Liberty Recs.).  
C B S-Schallplatten, Sontraerstr. 13, 6 Frankfurt/Main. Tel: (0611) 770861. Mng. Dir.: Bernhard Mikulski; Sales & Mktg.: Herbert Giese-wetter; PR Mgr.: Herbert Muller; Adv. Mgr.: Anton Simmert.  
Label available on tape: CBS.

Capitol (see Electrola).  
Columbia (see Electrola).  
Coral (see Teldec).  
D G G (see Deutsche Grammophon Gesellschaft).  
Decca (see Teldec).  
Deram (see Teldec).

Deutsche Grammophon Gesellschaft (DGG), Rothenbaumchausee 5, 2 Hamburg 13. Tel: 44.17.91/14.21. Mgr.: Richard Busch; Sales Mgr.: Heinz Holle; Pub.: Werner Klose.  
Labels available on tape: Deutsche Grammophon, Polydor.

Deutsche Vogue, Zur Muehle 2, 5021 Grosskoenigsdorf near Cologne. Tel: 3961. Cable: DEUVOG. Gen. Mgr.: Roaer Lilla; Sales Mgr.: Heinz Juergens; Press Rep.: Gerdi Bartelt; Adv., Press Rep. & Promo.: Peter M. Deburba; Int'l: Manno Illich.

Labels available on tape: Vogue, Pop.  
Electrola GmbH, Maarweg 149, 5 Cologne-Braunsfeld. Tel: (0221) 49.31.31. Gen. Mgr.: Dr. L. Veder; Sales Dir.: Dr. G. Hundertmark; Sales & Mktg.: W. Jung; Pub.: H. Intveen; Export: A. Batzen.

Labels available on tape: Electrola, Capitol, Columbia, Odeon, Parlophone.  
Elektra (see Metronome Recs.).  
Euro-Sound (see Falcon).  
Eurodisc (see Ariola-Eurodisc).  
Falcon (see Ariola-Eurodisc).  
Fatcon Schallplatten Rosner & Co. OHG, Beim Gesundbrunnen 11, 2 Hamburg 26. Tel: 2502442.  
Labels available on tape: Falcon, Euro-Sound, Golden Sound.

continued on page 121

# AMPEX MANUFACTURES DISTRIBUTES & PROMOTES IN CANADA...

CONTEMPORARY • DERAM • ELEKTRA • EVOLUTION • JAD

AMARET • AST • ASTEX • AUDIO FIDELITY • BANG • VIVA

BOONE • BRAVO • BT PUPPY • CAPRICE

FANTASY • GALAXY • GOOD TIME JAZZ

AMPEX • EVOLUTION • HI

IJS LANGUAGE • MONITOR

**AMPEX  
STEREO  
TAPES**

BUENA VISTA • LONDON

LONDON • MONITOR • NONESUCH • PARROT

LONDON CANADIAN • SKYE

LONDON CANADIAN • NONESUCH • PARROT • PROJECT 3

HI • HERITAGE • SPARTON • VANGUARD • VIVA

RECORDED TREASURES • RODEO INTERNATIONAL • SKYE

Interested in pre-recorded stereo tape music on open reel, cassette and E-track? Contact

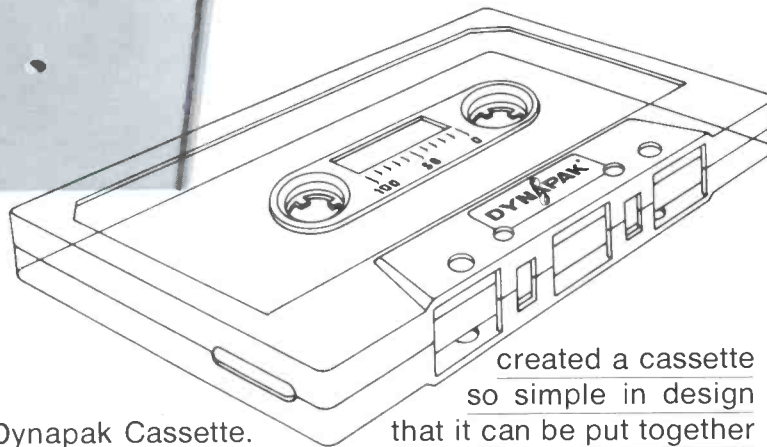
**AMPEX**

of Canada Limited  
100 Skyway Avenue  
Rexdale, Ontario, Canada Telephone (416) 677-2373

Did the fact  
that we created Dynapak,  
the world's first  
no-return cartridge,  
saddle us with the responsibility  
of designing a  
no-return cassette, too?



Damn right.



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

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

Simplicity is the keynote of its  
design.

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

For example: The loading of  
its spring pad assembly is so un-  
complicated, its slot design so in-  
genious, the tape can be dropped  
into place.

Do you begin to see the impli-  
cations of this? Stereodyne has

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

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

**FIRST WITH THE FINEST . . .**  
**HIGH SPEED DUPLICATING . . .**

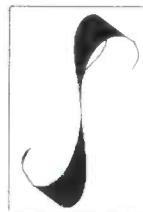
**DYNAPAK CARTRIDGES**  
(manufactured in Canada) . . .

**DYNAPAK CASSETTES**  
(manufactured in Canada using B.A.S.F. Tape) . . .

**LEAR JET STEREO 8 EQUIPMENT**  
(Canadian distributor)

CONTACT: RON NEWMAN OR BOB KERR

At Canada's Largest Custom Duplicating Headquarters



**Stereodyne, Ltd.**

111 Sherway Drive  
Toronto, Ontario  
416-259-4201

## INTERNATIONAL TAPE SECTION

Continued from page 118

Fontana (see Phonogram Tongesellschaft).  
Golden Sound (see Falcon).  
Golden 12 (see Metronome Recs.).  
Hansa Schallplatten, Wittelsbacherstr. 15, 1 Berlin.  
Tel: 8814057. Gen. Mgr.: Peter Meisel; Press, Adv. & Sales: Hans-Eberhard Blume; Int'l: Irmtrud Sennert.  
**Label available on tape:** Hansa.  
Hit Music (see Autoplay Music Cassetten).  
Hoer Zu Schallplatten, Kaiser-Wilhelmstr. 6, 2 Hamburg 36. Tel: 349191.  
**Label available on tape:** Hoer Zu.  
Intercord Tongesellschaft, Libanonstr. 6, 7 Stuttgart 13.  
**Label available on tape:** Intercord.  
Liberty Recs., Faerbergraben 1, 8 Munich 2; PO Box 544, 8 Munich 33. Tel: 265093. Mng. Dir.: Siegfried E. Loch; PR Mgr.: Heinz Lukas; PR: Klaus Boehnke; Export Mgr.: Karlheinz Freynik; Sales Mgr.: Peter Hube.  
**Labels available on tape:** Liberty, Blue Note, United Artists.  
M P S Recs., PO Box 1750, 7730 Villingen Schwarzwald. Tel: 07721-3321. Gen. Mgr.: Hans Georg Brunner-Schwer; Sales Mgr.: Michael Pfeiffer.  
**Labels available on tape:** MPS, Saba, Prestige.  
Metronome Recs. GmbH, Heidenkampsweg 76 b, 2 Hamburg 1. Tel: 24.12.61. Gen. Mgr.: Leif E. Kraul; Sales Mgrs.: Leif E. Kraul, Reinhard Streit; Import/Export: Ursula Bul, Helge Wagner.  
**Labels available on tape:** Metronome, Atco, Atlantic, Bang, Barclay, Belter, Elektra, Golden 12, Mondial, Olca.  
Miller International Schallplatten, Justus von Liebig-Ring 2-4, 2085 Quickborn near Hamburg. Tel: 04106-2885. Gen. Mgr.: Harald A. Kirsten; Sales: Friedrich Wilhelm Reise; Mktg.: Hans-Martin Neumann; PR: Bert Varell.  
**Label available on tape:** Somerset.  
Mondial-Schallplatten, Caesarstr. 6-10, 5 Cologne-Baventhal.  
**Label available on tape:** Mondial (distributed by Metronome).  
Monument (see Teldec).  
Odeon (see Electrola).  
Olga (see Metronome Recs.).  
Parlophone (see Electrola).  
Phillips (see Phonogram Tongesellschaft).  
Phonogram Tongesellschaft, Moenckeburgstr. 7, 2 Hamburg 1. Tel: 339221. Gen. Mgr.: Hans Schrade; Sales Mgr.: Georg Augustin.  
**Labels available on tape:** Philips, Fontana, Star-Club.  
Polydor (see Deutsche Grammophon Gesellschaft).  
Pop (see Deutsche Vogue).  
Prestige (see MPS Recs.).  
R C A (see Teldec).  
Reprise (see Teldec).  
Saba (see MPS Recs.).  
Somerset (see Miller Int'l).  
Special Recs., Rotwandstr. 16, 8021 Grosshesselhohe near Munich. Tel: (0811) 79.42.86. Gen. Mgr.: Oscar Meissner; Sales Mgr.: Gerhard Draenkow.  
**Labels available on tape:** Special Recs., Tempo.  
Star-Club (see Phonogram Tongesellschaft).  
Stern-Schallplatten, Pressehaus, 2 Hamburg 1. Tel: 3021.  
**Label available on tape:** Stern-Musik.  
Teldec (Telefunken-Decca-Schallplatten-Gesellschaft), Heusswee 25, 2 Hamburg 19. Tel: 40.191. Pres. & Gen. Mgr.: Hans Lieber; VP & Sales Mgr.: Arthur Waizenegger; Int'l Sales: Gerhard Dotzels; PR & Press Mgr.: Guenter Braunlich.  
**Labels available on tape:** Telefunken, Decca, Coral, DeRAM, Monument, RCA, Reprise, Warner Bros.-Seven Arts.  
Telefunken (see Teldec).  
Temno (see Special Recs.).  
United Artists (see Liberty Recs.).  
Vogue (see Deutsche Vogue).  
Warner Bros.-Seven Arts (see Teldec).

### ● duplicator/distributor

Autoplay Music Cassetten GmbH, Hardstr. 39, 851 Fuerth/Bavaria. Tel: (0911) 733903. Gen. Mgr.: H Brauns.  
**Cassettes:** (owned) Autoplay, Hit Music; (distributed) Special Recs., Tempo.

### ● tape playback equipment manufacturers

Robert Bosch, Forckenbeckstr. 9-13, 1 Berlin 33.  
Int'l branches: Canada & USA.  
**Product:** cassette.  
Stereo Tape, c/o J. & I. Famira, Hegestr. 39, 2 Hamburg 20. Tel: 48.10.74.

### ● tape producer

Europhon, Rotkreuzplatz 2a, D-8 Munich. Tel: 5.16.90.49. Gen. Mgr.: Walter Kuhnert.

### ● importers/exporters

Records & Tapes International (div. of Karl L. Schneider), PO Box 64, 61 Darmstadt-Arheilgen. Tel: 06151-31125. Contact: Gongolf K. Zimmermann.  
Stereo Tape, Hegestr. 39, Hamburg 20. Tel: 48.10.74. Contacts: Jan & Inge Famira.

### ● services supplies

#### RAW TAPE MANUFACTURERS

Agfa-Gevaert, Leverkusen. Tel: 02172-301.  
Badische Anilin & Soda Fabriken, Limberg, Ludwigshafen. Tel: 601.

#### RECORDING & TAPE DUPLICATING STUDIOS

Berliner Union-Film, Oberlandstr. 26-35, 1 Berlin 42. Tel: 70.00.11.  
Deutsche Grammophon, Podbielskistr. 164, Hannover 3.  
Electrola, Maarweg 149, Cologne-Braunsfeld.  
Hadeko-Film Sound, Garf Lansbergstr. 2-4, 404 Neuss/Duesseldorf. Tel: 25051. Mng. Dir.: Gustav Heidenheim; Studio Mgr.: William Schoenland; Sales Mgr.: Gerhard Senfleben; Adv. Mgr.: Guenther Wilk.  
Paul Lazare Prod'n, Muhlendam 41, Hamburg 22. Tel: 25-89-84.  
Polyband, Sonnenstr. 20, 8 Munich 15. Tel: 55.41.98. Contact: W. G. Winkel.  
777, Rheinhausen 414, Im Kirbling. Tel: 777.  
Sonopress, Friedrichsdorferstr. 75, 483 Gutersloh. Tel: 7522.  
Stellina, Biederstein 7, 8 Munich 23. Tel: (0811) 34.70.11/2. Cable: SIEGELMUSIK. Gen. Mgr. & Prod'r: Ralph Maria Siegel.  
Stereo Tape, Hegestr. 39, Hamburg 20. Tel: 48.10.74. Contacts: Jan & Inge Famira.  
Studio Hamburg, Tonndorfer Hauptstr. 90, Hamburg 70. Tel: 66.88.1. Gen. Mgr.: Gyula Trebitsch; Mgrs.: Joachim Frels, Claus Kuehn; Sales & Mktg. Dir.: Otto Stingl; Import/Export Dir.: Dr. Eckart Haas.  
Int'l branch: USA, 315 W. 57 St., New York, N. Y. 10019. Tel: (212) 586-6776. Contact: Ingrid Menzel.  
Teldec (Studio & Technical Div.), Berlin-Lichterfelde, 1000 Berlin. Tel: (0311) 73.01.36 & 73.60.38.  
Tonstudio Bauer, Markgroeningstr. 46, 714 Ludwigsburg-Eglosheim. Tel: 31098. Contact: Rolf Bauer.

## HONG KONG

Population: 3,926,500.  
Per capita income: \$521 (US).  
Official rate of exchange: \$1 (US) = \$6.06 (Hong Kong).  
Average retail price per tape: 8-track cartridge—\$8.25 (US); 4-track cartridge—\$8.25 (US); cassette—\$4.95 (US); open reel—\$8.25 (US).  
**Pre-recorded tapes imported from USA** (recorded tapes, other recorded media and prepared media for sound recording): c.i.f. value 1967—\$288,077 (US); 1966—\$234,118 (US).  
**Pre-recorded tapes imported from countries other than USA** (recorded tapes, other recorded media and prepared media for sound recording): c.i.f. value 1967—\$47,738 (US); 1966—\$311,857 (US).  
**Type of distribution:** Manufacturer-to-wholesaler-to-retailer.  
**Type of promotion:** Manufacturers and wholesalers advertise line or label; retailers advertise contents.  
**Import/Export regulations:** None—this is a free port.

### ● tape importers/ distributors

Ampex World Opns. S.A., 102 Kayamally Bldg., 22 Queen's Rd., Central Hong Kong, B.C.C. Tel: H-227059.  
**Cartridge 4-track, 8-track, cassette & open reel:** Ampex Stereo Tapes imported from USA.  
Colonial Trading Co., Luk Hoi Tung Bldg., 1st floor, Hong Kong, B.C.C.  
Cosdel Ltd., PO Box 2567, 1330-1332 Prince's Bldg., Hong Kong, B.C.C. Tel: H-247047. Mng. Dir.: Kenneth L. Cole, T. K. Whang; Tape Div. Mgr.: T. K. Whang.  
**Far East Div.**  
**Cartridge 8-track & open reel:** RCA, Camden, Colemans (USA); also subsidiary/affiliates in Australia, Germany, Italy.  
**Hong Kong Div.**  
**Cartridge, cassette & open reel:** Acta (USA), Alro (USA), Atlantic (USA), Cadet (USA), Checker (USA), Chess (USA), Dol (USA), Durium (Italy), Elektra (USA), Ember, (HK), Everest (USA), Gordy (USA), Hickory (USA), Motown (USA), Nonesuch (USA), Prestige (USA), Pye (UK), Random (USA), Reprise (USA), Steed (USA), Tamla (USA), Time (USA), Turnabout (USA), Viva (USA), Vogue (France), Vox (USA), Warner Bros.-Seven Arts (USA).

Electric & Musical Inds. Ltd. (EMI), 1517 Star House, 3 Salisbury Rd., Tsimshatsui, Kowloon, Hong Kong. Tel: K-677041. Mng. Dir.: K. F. Bruce; Sales Mgr.: R.H.C. Ascott.  
**Lines available on tape:** Angel (USA), Audio Fidelity (USA), Capitol (USA), Columbia (UK), Monument (USA), Parlophone (UK), Stateside (UK).  
Tsang Fook Piano Co., 19 Queen's Rd., Central Hong Kong, B.C.C.  
Sin Guen Trading Co., Man Cheong Bldg., 14th floor, Hong Kong, B.C.C.  
Shun Hing Electronic Trading Co. Ltd., 602 Central Bldg., Hong Kong, B.C.C.  
Wo Kee Hong Ltd., Loke Yew Bldg., 5th floor, Hong Kong, B.C.C.  
Jardine, Matheson & Co. Ltd., PO Box 70, 22 Pedder St., Hong Kong, B.C.C. Tel: H-228011. Import Dept. Mgr.: R. D. Johnstone  
**Lines available on tape:** Angel (USA), Audio Fidelity (USA), Capitol (USA), Columbia (UK), Monument (USA), Parlophone (UK), Stateside (UK).  
Jepsen & Co., Prince's Bldg., 24th floor, Hong Kong, B.C.C.  
Lisonda Ltd., Alexandra House, Ground floor, Hong Kong, B.C.C.  
Moutrie & Co., Ltd., Alexandra House, Des Voeux Rd., Central Hong Kong, B.C.C. Pres.: Napoleon Ng; Tape Div. Mgr.: Fung Chi-Toa.  
**Lines available on tape:** Ampex (USA), Philips (Germany, Netherlands).  
Tatt Sing Sanyo Electric Co., Ltd., 34-37 Connaught Rd., C, 4th floor, Wang Kee Bldg., Hong Kong, B.C.C.  
P. H. Shek Ltd., United Chinese Bank Bldg., 4th floor, Hong Kong, B.C.C.  
T. K. Whang & Co., PO Box 1575, 1330-1332 Prince's Bldg., Hong Kong, B.C.C. Prop.: T. K. Whang; Tape Div. Mgr.: Robert Wong.  
**Lines available on tape:** Audio-Spectrum—includes Alshire, Somerset-Stereo Fidelity (USA), Barclay (France).  
Fook Yuen Electronic Co. Ltd., Wyndham Mansion, 2nd floor, Wyndham St., Hong Kong, B.C.C.

### ● playback equipment mfrs./importers

Ampex World Opns. S.A. 102 Kayamally Bldg., 22 Queen's Rd., Central Hong Kong, B.C.C. Tel: H-227059.  
Sony Corp. of Hong Kong Ltd., 3 Lane Crawford House, 6th floor, Hong Kong, B.C.C.

### ● supplies & accessories

#### RAW TAPE, BLANK LOADED TAPE, TAPE DUPLICATING EQUIPMENT

Ampex World Opns. S.A., 102 Kayamally Bldg., 22 Queen's Rd., Central Hong Kong, B.C.C. Tel: H-227059.  
Minnesota Mining & Manufacturing (3 M Co.) Hong Kong Ltd., Luk Hoi Tung Bldg., 7th floor, Hong Kong, B.C.C.

#### HEAD CLEANERS & DEMAGNETIZERS

Ampex World Opns. S.A., 102 Kayamally Bldg., 22 Queen's Rd., Central Hong Kong, B.C.C. Tel: H-227059.

## ITALY

Population: 53,129,000.  
Per capita income: \$1,000 (US).  
Official rate of exchange: \$1 (US) = 623.50 lire.  
**Pre-recorded tape manufactured for domestic & export sale:** (factory value) 8-track cartridge 1968—\$65,000. 4-track cartridge 1968—\$15,000; 1967—\$7,000; 1966—\$1,600. Cassette 1968—\$202,000.  
**Pre-recorded tapes imported from countries other than USA** (mainly Netherlands & Germany): (factory value) 1968—\$445,000; 1967—\$140,000; 1966—\$70,000.  
**Average retail price per tape:** 4-track cartridge—(EP) \$2.40, (LP) \$7.20; 8-track cartridge—\$7.82; cassette—(EP) \$2.40, (LP) \$6.33; open reel—\$15. (All prices plus 10% luxury tax and 4% income tax.)  
**Tape market:** Cassettes command about 85% of the market, 8-track cartridges have 13.5% and 4-track cartridges 1.5%. There is no market for open reel or PlayTape. There are about 30 companies licensed by Philips to make their cassette players. An estimated 250,000 cassette players have been sold and 60,000 8-track cartridge players.  
**Type of distribution:** Most record companies distribute their tape product through record wholesalers and retailers. RCA-Italiana is branching out into other forms of distribution and is selling 8-track product through gas stations.  
**Type of promotion:** Posters, racks and newspaper ads are used. Extra sales stimulation comes

continued on page 122

## INTERNATIONAL TAPE SECTION

Continued from page 121

from discounts to retailers and an exchange program—an old cartridge plus 80¢ gets a new cartridge.

**Import/Export regulation:** There is no duty on goods from Common Market countries. Duty on goods from other countries varies according to reciprocal agreements. All imports are subject to accessories fees and 10% luxury tax. Export is free with 4% return income tax in favor of exporters. Germano Ruscitto

### ● record manufacturers with tape product

A & M (see CGD).

Amico (see Det).

Ariston (see IFI).

Audio Fidelity (see CGD).

**Belldisc-Italiana**, Via Turati 28, Milan, Tel: 650-675. Mng. Dir. & Gen. Mgr.: Antonio Casetta; Sales Mgrs.: Andrea Malcoffi (North), Vincenzo Napolitano (South); Pub.: Nicoletta Arcari; Int'l: Bice Paradiso.

**Cartridge 4-track & 8-track:** Belldisc licensed to Ecofina.

**Cassette:** Bluebell licensed to Phonogram; Belldisc licensed to Ecofina & Phonogram.

**Bluebell** (see Belldisc-Italiana).

**C B S-Italiana**, Galleria del Corso 4, Milan, Tel: 70.25.63. Cable: COLREC. Mng. Dir.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax, Sandro Delor; Promo & Pub.: Gian Borasi; Press: Marina Testori, Anna Esengrini; Int'l: Andrea Bianchi.

**Cartridge 8-track & cassette:** CBS catalog (distributed thru Messaggerie Musicali).

**C G D** (Compagnia Generale del Disco), Galleria del Corso 4, Milan, Tel: 79.48.41. Cable: COM-GEDISC. Admins.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax, Sandro Delor; Promo: Johnny Porta; Int'l: Andrea Bianchi; Press: Marina Testori, Anna Esengrini.

**Cartridge 8-track:** owned—CGD; represented—A&M (USA), Audio Fidelity (USA), Festival (France), GNP Crescendo (USA), Hickory (USA), Musicor (USA), Project 3 (USA), Reprise (USA), Scepter (USA), Warner Bros.-Seven Arts (USA)—self-mfd. (distributed thru Messaggerie Musicali).

**Cartridge 4-track:** owned—CGD; represented—A&M (USA), Audio Fidelity (USA), Festival (France), GNP Crescendo (USA), Hickory (USA), Musicor (USA), Project 3 (USA), Reprise (USA), Scepter (USA), Warner Bros.-Seven Arts (USA) licensed to Ecofina.

**Cassette:** same as 8-track.

**Cam** (see Det).

**Carisch**, Via General Fara 39, Milan, Tel: 650.741. Pres.: Aldo Paroli; Mng. Dir.: Sandro Galli; Sales Dir. & Int'l: Giuseppe Cremascoli.

**Cartridge 4-track & cassette:** Carisch catalog—self-mfd.

**Carosello** (CEMED), Galleria del Corso 4, Milan, Tel: 794.747, 793.008. Cable: CURCIMUSIC. Pres.: Giuseppe Gramitto Ricci; VP: Theo Trèppiedi; Gen. Mgr. & Int'l: Davide Matalon; Press & Pub.: Luisa de Toni.

**Cartridge 8-track & cassette:** owned—Carosello catalog; represented—United Artists (USA).

**Cellograf-Simp SpA**, Via Maffucci 18, Milan, Tel: 37.63.141. Mng. Dir.: Natale Sciascia; Gen. Mgr.: Riccardo Rotà; Sales Mgr: Giovanni Albani.

**Cartridge 4-track:** Phonocolor, Style licensed to SIL.

**Cassette:** Phonocolor, Style licensed to Phonogram & SIL.

**Cetra** (see Fonit-Cetra).

**Clan** (see Clan Celentano SRL).

**Clan Celentano SRL**, Corso Europa 5, Milan, Tel: 704.261. Mng. Dir. & Gen. Mgr.: Corrado Pintus; Promo & Pub.: Gabriella Zanotti.

**Cartridge 8-track:** Clan licensed to RCA-Italiana.

**EP & LP cassette:** Clan licensed to Phonogram.

**D G G** (see Phonogram SpA).

**Decca Dischi Italia**, Via Brisa 3, Milan, Tel: 874.048. Cable: DECCITAL. Gen. Mgr.: Romano Bacchini; Mgr. & Int'l: Paolo Tosi; Sales Mgr.: Luigi Negro.

**Cassette:** Decca imported.

**Det**, Via Virgilio 8, Rome, Tel: 31.43.41. Cable: CAMUSIC. Pres.: Giuseppe Campi; Gen. Mgr.: Sergio Federici; Sales Mgr.: Bruno Bianchi; Press & Promo.: Franca Croccolo; Int'l Mgr.: Luini Campi.

**Cartridge 8-track:** Det licensed to RCA-Italiana.

**EP & LP cassette:** Det, Amico, Cam licensed to Phonogram.

**Durium SpA**, Via Manzoni, 40/42, Milan, Tel: 70.10.08, 70.17.05/03. Pres. & Mng. Dir.: Krikor Mintangian; Admin.: Franco Martinengo; Export Mgr.: Elisabel Mintangian.

**Cartridge 8-track:** Durium, PDU licensed to RCA-Italiana.

**EP & LP cassette:** Durium, PDU licensed to Phonogram.

**E M I-Italiana**, Pizza Cavour 1, Milan, Tel: 652.577/668/738. Cable: EMIGRAN. Mng. Dir.: Steve L. G. Gottlieb; Sales & Int'l: Carlo Barbareschi; Pub. & Press: Eraldo di Vita; Int'l Rep. Co-ord.: Sergio Bono.

**Cartridge 8-track & cassette—self-mfd. & imported.**

**Ember** (see Vedette).

**Everest** (see Vedette).

**Festival** (see CGD).

**Folklore**, Via Ventimiglia 194, Turin, Tel: 697.125. Mng. Dir.: Carlo Margaria.

**Cartridge 4-track & 8-track:** FP 4 licensed to Ecofina.

**Cassette:** FP 4—self-mfd. & licensed to Ecofina.

**Fonit-Cetra**, Via Bertola 34, Turin, Tel: 57.53. Cable: CETRA. Pres.: Enrico Carrera; Mng. Dir.: Renato Zaccone; Sales: Luigi Arduino; Int'l: Maurizio Golla; Pub. & Press.: Rosita Robba.

**Cartridge 8-track:** owned—Fonit-Cetra catalog; represented—Kapp (USA)—self-mfd.

**Cartridge 4-track:** owned—Fonit-Cetra catalog; represented—Kapp (USA)—self-mfd. & licensed to SIL.

**Cassette:** Fonit-Cetra licensed to Phonogram.

**Fontana** (see Phonogram SpA).

**G N P Crescendo** (see CGD).

**Hickory** (see CGD).

**I F I** (Ariston), Piazzetta Pattari 1/3, Milan, Tel: 89.77.45. Pres.: Alfredo Rossi; Co-ord & Promo.: Giuseppe Tarozzi; Sales Dir.: Amleto Silvestri; Int'l: Pier Tacchini.

**Cartridge 4-track:** Ariston licensed to Ecofina & SIL.

**Kapp** (see Fonit-Cetra).

**Lyra** (see Vedette).

**Meazzi**, Via Piatti 4/6, Milan, Tel: 867.361. Cable: MEFROM. Mng. Dir. & Int'l: Enrico Meazzi.

**Cartridge 4-track & 8-track:** licensed to Ecofina.

**Mercury** (see Phonogram SpA).

**Miura**, Corso Europa 5, Milan, Tel: 782.296/298/317. Pres.: Lorenzo Sampietro.

**Cartridge 4-track, 8-track & cassette:** licensed to Ecofina.

**Musicor** (see CGD).

**P D U** (see Durium SpA).

**Philips** (see Phonogram SpA).

**Phonocolor** (see Cellograf-Simp SpA).

**Phonogram SpA**, Via Benadir 14, Milan, Tel: 28.26.241. Cable: COMINFON. Mng. Dir.: Manlio Baron; Gen. Mgr.: Alain Trossat; Sales Mgr.: Franco Paradiso; Pub.: Dario Pogliani; Press: Paolo Frosi.

**Cassette:** Philips, DGG, Polydor, Mercury, Fontana catalogs—self-mfd.

**Polydor** (see Phonogram SpA).

**Project 3** (see CGD).

**R C A-Italiana**, Via Tiburtina Km. 12, Rome, Tel: 41.60.41. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Ass't Gen. Mgr.: Ennio Melis; Opns. Mgr.: Luciano Bernacchi; Special Projects Mgr.: Giacomo Peroni.

**Cartridge 8-track:** RCA-Italiana & RCA International catalogs—self-mfd.

**Reprise** (see CGD).

**Ricordi**, Via Berchet 2, Milan, Tel: 87.13.13, 89.33.66. Cable: RICORDISC. Mng. Dir.: Guido Rignano; Promo. Mgr.: Lucio Salvini; Foreign Exploitation: Mimma Guastoni; Sales: Renzo Benini.

**Cartridge 8-track:** Ricordi catalog licensed to Ecofina & RCA-Italiana.

**Cartridge 4-track:** Ricordi catalog licensed to Ecofina & SIL.

**EP cassette:** Ricordi catalog licensed to Phonogram.

**LP cassette:** Ricordi catalog self-mfd.

**Rifi Rec. Co.**, Corso Buenos Aires 77, Milan, Tel: 273.641. Dir.: Giovanbattista Ansoldi; Int'l Mgr.: Giuseppe Velona; Sales Mgr.: Piero La Falce; Pub. & Promo.: Vladimiro Albera; USA Business Agent: Richard H. Roemer, 400 Madison Ave., New York, N.Y.

**Cartridge 8-track—self-mfd.**

**Cartridge 4-track—licensed to Ecofina & SIL.**

**Cassette—self-mfd. & licensed to Phonogram.**

**Saar**, Viale di Porta Vercellina 14, Milan, Tel: 46.96.251. Mng. Dir.: Walter Gurtler; Gen. Mgr.: Italo Prandin; Sales Mgr.: Sergio Balloni; Prod'n Mgr. & Int'l: Giuseppe De Gioia; Promo.: Guido Ardizzone.

**Cartridge 8-track & cassette:** licensed to SIL.

**Scepter** (see CGD).

**Sidet Edizioni**, Piazzetta Pattari 4, Milan, Tel: 804.818. Int'l: Emanuele Daniel.

**Cartridge 4-track, 8-track & cassette:** licensed to Ecofina.

**Style** (see Cellograf-Simp SpA).

**Tiffany**, Galleria del Corso 2, Milan, Tel: 78.16.94.

**Cartridge 4-track, 8-track & cassette:** licensed to Ecofina.

**United Artists** (see CGD).

**Vedette**, Via Lumiere 2 (Cinelandia), Cologno Monzese (Milan), Tel: 912.46.91.

**Cartridge 8-track:** owned—Vedette; represented—Everest (USA)—self mfd. & licensed to Ecofina; Ember (UK), Lyra (Greece)—self-mfd.

**Cartridge 4-track:** owned—Vedette; represented—Everest (USA) licensed to Ecofina.

**Cassette:** owned—Vedette; represented—Ember (UK), Everest (USA), Lyra (Greece)—self-mfd.

**Warner Bros.-Seven Arts** (see CGD).



**VENI,  
VIDI,  
VICI!!**

believes  
in the future:  
that's why  
in '68  
we were  
swinging  
with  
**MUSICASSETTES**  
and  
in '69  
we're making it  
with  
**STEREO-8**

**Vedette Records**  
is still  
Italy's  
most aggressive  
independent  
record company!

**Vedette Records** Via Lumiere, 2 (Cinelandia)  
20093 Cologno-Monzese (Milano) - ITALY

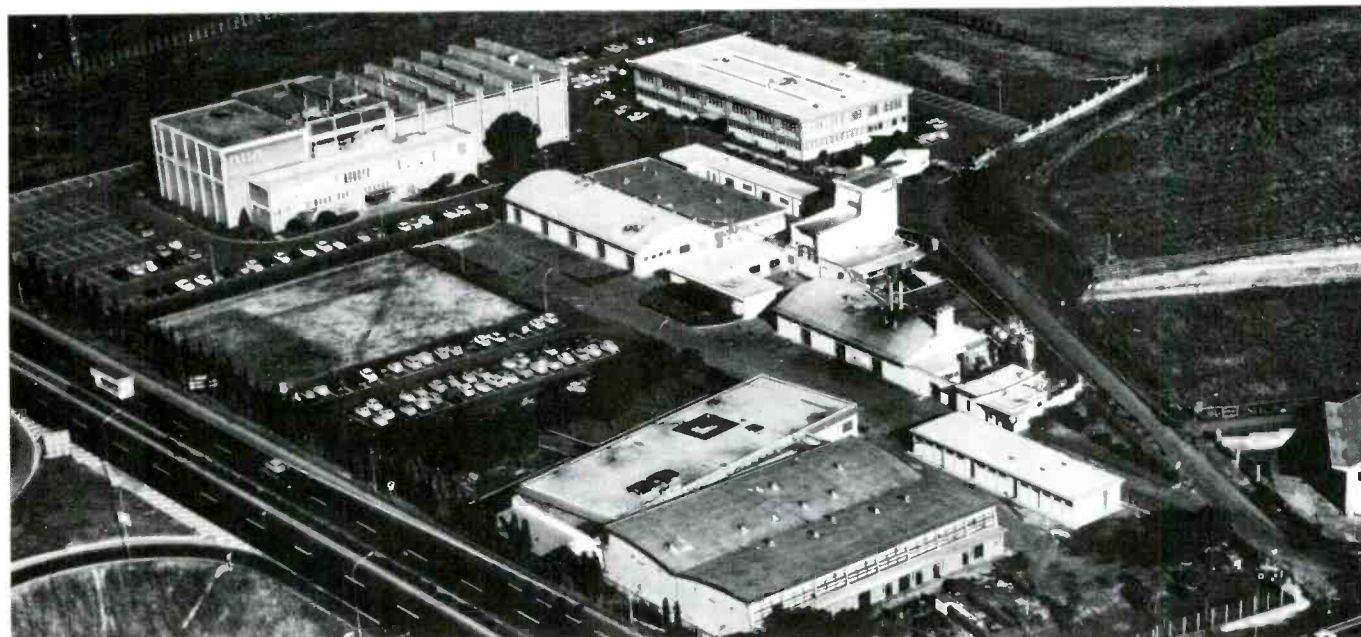
continued on page 126



# Europe too is going Stereo 8 RCA



The largest facilities and the world experience to the service of the European Record Industry.



RCA's Italiana facilities in Rome can produce over one million tape cartridges a year.

# THE BIG STEREO 8 PLAYER.....



## *Sonar* GN 101

MONO AURAL TAPE DECK FOR «STEREO-8» DESIGNED TO BE ATTACHED TO THE EXISTING CAR-RADIO.

- Easy to play: just slide a cartridge into the slot. Automatic switching from tape to radio.
- Connects to any 12 V car radio.
- Easy to install: under the dash-board.
- A compact design assures maximum leg room.



## *Sonar* GN 103/S

AN AUTOMATIC STEREO PHONIC TAPE PLAYER FOR «STEREO-8» CARTRIDGES WITH THE SAME DIMENSIONS AS A STANDARD EUROPEAN CAR-RADIO.

- Push-button program selector with indicator lights to show program being played (patented).
- 7 Watts output power per channel.
- Balance control - tone control.



## *Sonar* GN 104/SR

COMBINATION «STEREO-8» TAPE PLAYER AND TWO BAND SOLID STATE RADIO IN THE SAME REDUCED DIMENSIONS AS A STANDARD EUROPEAN CAR-RADIO.

- Automatic switching from tape to radio and vice-versa.
- Push-button program selector with indicator lights to show selected program or wave band (patented).
- Balance control; tone control.
- 7 Watts output power per channel.



## *Sonar* GN 207

THE 8 TRACK TAPE PLAYER INCORPORATING A STEREO AMPLIFIER.

- Push button program selector with indicator lights to show program being played (patented).
- 220/110 V (50-60 Cycle) power supply.
- Dimensions (including speakers) 72×17,5×20 cm. 28.3/8×6.7/8×7.7/8 in.
- Input for pick-up and tuner.



## *Sonar* GN 208

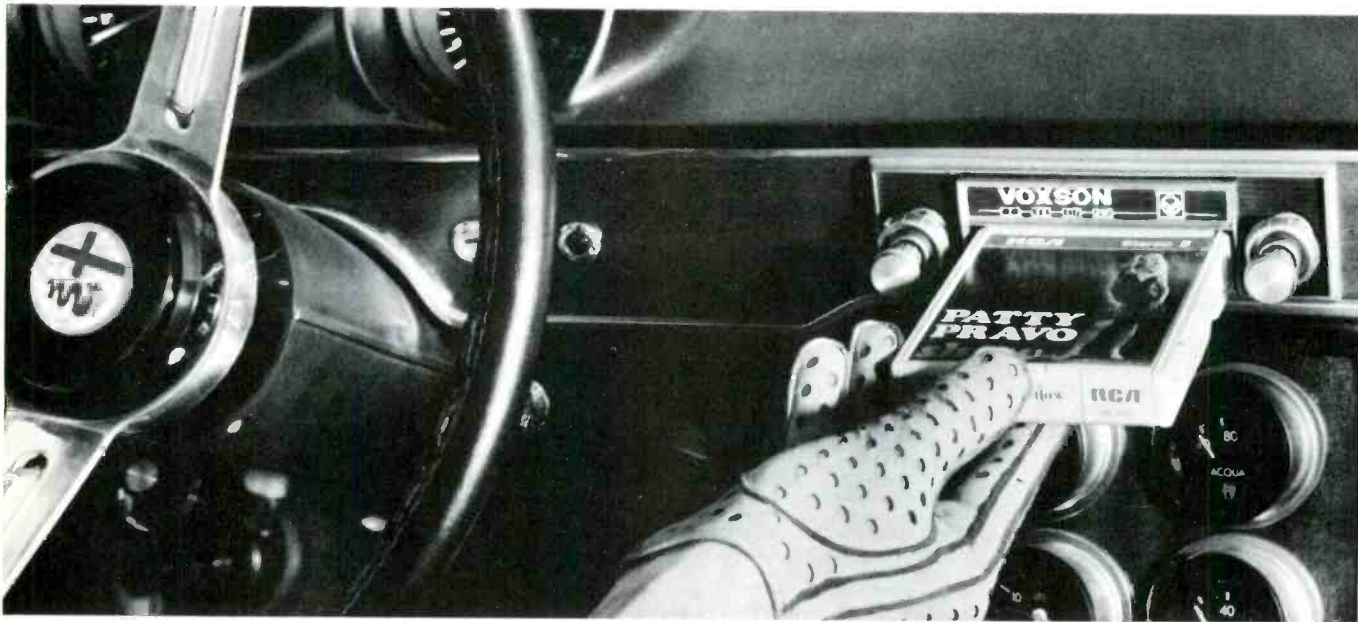
THE HOME TAPE DECK THAT IS THE IDEAL COMPLEMENT TO AN EXITING HI-FI STEREO SYSTEM OR STEREO RADIOGRAM.

- Optional wireless remote control selector for easy program changing (GN 208/SC).
- Universal power supply: 240-220-160-140-125-110 V (50-60 Cycle).
- Reduced dimensions: 30×11,5×17 cm. 15.7/8×4.1/2×6.5/8 in.

# VOXSON

europa's largest manufacturer

# ... IN THE SMALL DASHBOARD RADIO



- ✔ 4 models for the car and 2 models for the home.
- ✔ All Sonar players are equipped with a special brushless motor guaranteed for more than 5.000 hours.
- ✔ Electronic speed regulation to reduce wow and flutter to an absolute minimum.
- ✔ Push-button program selector with indicator lights to show program being played (patented).
- ✔ Car models with compact dimensions: 188 × 150 × 53 mm. 7-3/8 × 6 × 2-1/8 in.
- ✔ 12 V positive or negative ground.
- ✔ Special, water-proof, high fidelity car speakers.
- ✔ 7 W output power per channel.
- ✔ Optional pedal remote control selector for easy program changing in the car models.

Write for details of our international marketing program to: EXPORT DEPARTMENT, VOXSON-F.A.R.E.T., C.P. 2390 A.D., ROME, ITALY.

# VOXSON

## europa's largest manufacturer

## INTERNATIONAL TAPE SECTION

Continued from page 122

### • duplicator/marketers

Ecofina SRL, Via Leopardi 8, Milan. Tel: 86.90.121, 806.125. Gen. Mgr.: Mourad Sabet.  
**Cartridge 8-track:** Belldisc, Everest, FP 4, Meazzi, Miura, Ricordi, Sidet, Tiffany.  
**Cartridge 4-track:** A&M, Ariston, Audio Fidelity, Belldisc, CGD, Everest, FP 4, Festival, GNP Crescendo, Hickory, Meazzi, Miura, Musicor, Project 3, Reprise, Ricordi, Rifi, Scepter, Sidet, Tiffany, Warner Bros.-Seven Arts.  
**Cassette:** Belldisc, FP 4, Miura, Sidet, Tiffany.  
 Phonogram SpA, Via Benadir 14, Milan. Tel: 28.26.241. Cable: COMINFON. Mng. Dir.: Manlio Baron; Gen. Mgr.: Alain Trossat; Sales Mgr.: Franco Paradiso; Pub.: Dario Pogliani; Press: Paolo Frosi.  
**EP cassette:** Philips, Fontana, Mercury, DGG, Polydor catalogs; Amico, Belldisc, Bluebell, Cam, Clan, Det, Durium, Fonit-Cetra, PDU, Phonocolor, RRR, Ricordi, Rifi, Style.  
**LP cassette:** Philips, Fontana, Mercury, DGG, Polydor catalogs; Amico, Belldisc, Bluebell, Cam, Clan, Det, Durium, PDU, Phonocolor, RRR, Style.  
 R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Tape Dept. Mgr.: Benito Vassura; Ass't Gen. Mgr.: Ennio Melis; Opts. Mgr.: Luciano Bernacchi; Pub. Mgr.: Giacomo Peroni.  
**Cartridge 8-track:** RCA-Italiana, RCA International catalogs; Clan, Det, Durium, Motown, PDU, Ricordi, Tamla.  
 S I L SpA, Via Gaudenzio Ferrari 3, Turin. Tel: 87.17.26. Gen. Mgr.: Mr. Boldetti.  
**Cartridge 8-track:** Saar.  
**Cartridge 4-track:** Ariston, Fonit-Cetra, Kapp, Phonocolor, Ricordi, Rifi, Style, Westminster.  
**Cassette:** Phonocolor, Saar, Style.

### • tape distributors

Messaggerie Musicali, Galleria del Corso 4, Milan. Tel: 79.48.41. Cable: SUGARMUSIC. Sales Mgr.: Sergio Di Gennaro.  
 Branches: Turin, Milan, Genoa, Padua, Rome, Florence, Bari, Catania, Naples.  
**Cartridge 8-track:** CBS catalog; CGD, A&M,

Audio Fidelity, Festival, GNP Crescendo, Hickory, Musicor, Project 3, Reprise, Scepter, Warner Bros.-Seven Arts.  
**Cartridge 4-track:** CGD, A&M, Audio Fidelity, Festival, GNP Crescendo, Hickory, Musicor, Project 3, Reprise, Scepter, Warner Bros.-Seven Arts.  
**Cassette:** same as 8-track.

Phonogram SpA, Via Benadir 14, Milan. Tel: 28.26.241. Cable: COMINFON. Mng. Dir.: Manlio Baron; Gen. Mgr.: Alain Trossat; Sales Mgr.: Franco Paradiso; Pub.: Dario Pogliani; Press: Paolo Frosi.  
**Cassette:** Philips, Fontana, Mercury, DGG, Polydor catalogs; Amico, Ariston, Belldisc, Bluebell, Cam, Clan, Det, Durium, Fonit-Cetra, PDU, Phonocolor, RRR, Ricordi, Rifi, Style.

### • tape playback equipment

Amaco, Morbegno (Sondrio).  
**Configuration:** cassette.  
 Anpadovani, Via Principe Amedeo 5, Milan. Tel: 65.27.19.  
 Atlantic Electric SpA, Via Fantoli 5/7, Milan. Tel: 50.47.41.  
**Configuration:** cassette.  
 Autovox SpA, Via Salaria 981, Rome. Tel: 83.70.91.  
**Configuration:** cassette.  
 Gianni Baunberger, Via Privata Perugia, Milan. Tel: 70.94.02.  
**Configuration:** cassette.  
 Robert Bosch, Via Pettiti 15, Milan. Tel: 39.96.  
**Configuration:** cassette.  
 Carlo Buzzi, Via Maggio 5, Legnano. Tel: 484.16.  
**Configuration:** cartridge 4-track, 8-track & 4&8-track compatible.  
 Condor of Giuseppe Gallo, Via Ugo Bassi 23/A, Milan. Tel: 60.628.  
**Configuration:** cassette.  
 Century, Via Overdan 24, Brescia.  
**Configuration:** cassette.  
 Crespi & Zaretti, Via Milano, Cassano d'Adda (Milan).  
**Configuration:** cassette.  
 Davoli, Via F. Lombardi 6/8, Parma. Tel: 40.885.  
**Configuration:** cassette.  
 De Gasperis, Via Fonzaso 5, Milan.  
**Configuration:** cassette.  
 Dino Del Maso, Via Giotto 65, Lissone (Milan).  
**Configuration:** cassette.  
 Ecofina SRL, Via Leopardi 8, Milan. Tel: 86.90.121. Gen. Mgr.: Mourad Sabet.  
**Configuration:** cartridge 4-track, 8-track & 4&8-track compatible.  
 Europhon, Via Mecenate 86, Milan. Tel: 50.35.51.  
**Configuration:** cassette.  
 F A A R T, Via Voltorno 31, Quinto de' Stampi Rossano (Milan).  
**Configuration:** cassette.  
 F I A M di Ludovico Marchese, Via Regio Parco 32, Settimo Torinese (Turin). Tel: 56.31.36.  
**Configuration:** cassette.  
 Fonit-Cetra, Via Bertola 34, Turin. Tel: 57.53.  
**Configuration:** cartridge 4-track, 8-track & 4&8-track compatible.  
 Fonmusik, Via Cadolini 3, Milan. Tel: 58.55.67.  
**Configuration:** cassette.  
 Fraem, Via Niccodemi 5, Milan.  
**Configuration:** cassette.  
 G B O Italiana, Via Matteotti, 56, Cinisello Balsamo (Milan)/ Tel: 9.28.93.91.  
**Configuration:** cassette.  
 Gammavox, Via M. Melloni 32, Milan. Tel: 71.13.80.  
**Configuration:** cassette.  
 Geloso SpA, Via Brenta 29, Milan.  
**Configuration:** cassette.  
 I N C I S, Via Novara 28, Saronno (Varese).  
**Configuration:** cassette.  
 Imar, Via Trebbia, 29/A, Quinto di Rozzano (Milan).  
**Configuration:** cassette.  
 Lesa, Via Bergamo 21, Milan. Tel: 55.43.41.  
**Configuration:** cassette.  
 Lear (see Marelli).  
 Magnetofoni Castelli SpA, S. Pedrino di Vignate (Milan). Tel: 95.60.41.  
**Configuration:** cassette.  
 Marelli, Corso Venezia 51, Milan (Lear licensees).  
**Configuration:** cartridge 8-track.  
 Midget Electronics, Via Cilea 4, Pioltello (Milan).  
**Configuration:** cassette.  
 Moel, Via Orembelli 13, Milan.  
**Configuration:** cassette.  
 Muntz (see Stereo-Pak SRL).  
 Musicalnastro SRL, Via Lamarmora 33, Milan. Tel: 58.26.01.  
**Configuration:** cassette.  
 Offel, Via Lato di Mezzo 32-42, Lugo di Ravenna (Ravenna). Tel: 225.42.  
**Configuration:** cartridge 4-track.  
 Perser, Via Cimarosa 35, Vicenza. Tel: 31.801.  
 Philips, Piazza IV Novembre 3, Milan. Tel: 69.94.  
**Configuration:** cassette.  
 Radio SARCA, Via Anfossi 6, Milan.  
**Configuration:** cassette.  
 S E I, Via Emilia 52/54, Ozzano Emilia (Bologna). Tel: 71.91.01.  
**Configuration:** cartridge 8-track & cassette.  
 S F C Italiana, Via Roma 8, Gorle (Bergamo).

S I L SpA, Via Gaudenzio Ferrari 3, Turin. Tel: 87.17.26. Gen. Mgr.: Mr. Boldetti.  
**Configuration:** cartridge 4&8-track compatible.  
 Selimco, Piazza IV Novembre 4, Milan. Tel: 69.06.54.  
**Configuration:** cassette.  
 Siera, Via Vittor Pisani 12, Milan. (Philips affiliate).  
**Configuration:** cassette.  
 Sincom SRL, Via Washington 89, Milan. Tel: 47.91.97.  
**Configuration:** cartridge 4-track & 8-track.  
 Stereo-Pak SRL, Trezzo Sull'Adda (Milan). Tel: 90.90.138/2; Via I. Nievo 28/a, Milan. Tel: 46.95.271. (Muntz licensees).  
**Configuration:** cartridge 4-track, 8-track & 4&8-track compatible.  
 Telewatt SAS, Via Piemonte 21, Cinisello Balsamo (Milan). Tel: 92.86.566.  
**Configuration:** cassette.  
 Giovanni Vaiani, Via Leonardo da Vinci 50, Corsico (Milan).  
**Configuration:** cassette.  
 Voxson-Faret SpA, Via di Tor Cervara 286, Rome. Tel: 22.09.51.  
**Configuration:** cartridge 8-track.  
 Wilco, Via Barnabo Visconti 7, Milan. Tel: 40.43.0555.  
**Configuration:** cassette.  
 Wilson, Via Gardone 7, Milan.  
**Configuration:** cassette.  
 Giuseppe Zanotto, Via Zambelli 12, Milan.  
 Zanussi Industrie, Pordenone (Udine).  
**Configuration:** cassette.

### • Service & supplies

#### RAW TAPE MANUFACTURERS

Agfa Gevaert, Viale Certosa 126/130, Milan. Tel: 390.151. Mng. Dir.: Helmut Schultze-Battman.  
 Ferrania (controlled by 3M), Corso Matteotti 12, Milan. Tel: 70.16.77.

#### EMPTY CARTRIDGE CASSETTE & REEL MANUFACTURER

3 M Minnesota, Via Gozzi 1, Milan. Tel: 73.93. Cable: TRIMINCO.

#### TAPE DUPLICATING EQUIPMENT

A E G Italiana, Via G. B. Pirelli 12, Milan.  
 S I L SpA, Via Gaudenzio Ferrari 3, Turin. Tel: 87.17.26. Gen. Mgr.: Mr. Boldetti.

#### CUSTOM DUPLICATION

Durema SpA, Via Rita Tonoli 1, Milan. Tel: 38.15.81.  
 Ecofina SRL, Via Leopardi 8, Milan. Tel: 86.90.121, 806.125.  
 Folklore, Via Ventimiglia 194, Turin. Tel: 697.125.  
 Offel, Via Lato di Mezzo 42, Lugo di Ravenna.  
 Phonogram SpA, Via Benadir 14, Milan. Tel: 28.26.241. Cable: COMINFON. Mng. Dir.: Manlio Baron; Gen. Mgr.: Alain Trossat; Sales Mgr.: Franco Paradiso.  
 R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Tape Dept. Mgr.: Benito Vassura; Ass't Gen. Mgr.: Ennio Melis; Opts. Mgr.: Luciano Bernacchi; Pub. Mgr.: Giacomo Peroni.  
 S I L SpA, Via Gaudenzio Ferrari 3, Turin. Tel: 87.17.26. Gen. Mgr.: Mr. Boldetti.  
 3 M Minnesota (Istituto Dei Ciechi), Via Gozzi 1, Milan. Tel: 73.93.  
 Vedette, Via Lumiere 2 (Cinelandia), Cologno Monzese (Milan). Tel: 912.46.91.

## JAPAN

Population: 99,000,000  
 Per capita income: \$922 (US).  
 Official rate of exchange: \$1 (US) = 360 yen.  
 Pre-recorded tape sales: Oct. 1967-Sept. 1968—cartridges, 4,476,125 units; cassettes, 431,647 units; open reel, 159,923 units.  
 Pre-recorded tapes exported to USA: (factory value—cartridges only) 1968—2,900,000 units; 1967—1,500,000 units.  
 Tape market: To date the largest selling tape product is the 8-track cartridge with the cassette rapidly gaining in sales. The 4-track cartridge is in a decline. According to a survey conducted by the Industrial Market Research Laboratory dated April 25, 1968, approximately 1,000,000 car stereo cartridge players were exported and 250,000 units sold domestically during 1967, while the 1968 estimates are for 2,000,000 units exported and a domestic sale of 500,000. This tremendous growth is due in part to the large number of transistor radio manufacturers who, having saturated the market with transistor radios, have turned to the production of car stereos.  
 Type of distribution: Major manufacturers mostly deal directly with the retailer, while the smaller manufacturers utilize wholesalers who also handle product from the larger companies.  
 Import/Export regulations: Free, effective Oct. 1, 1962.

J. Fukunishi



**20056 TREZZO SULL'ADDA (MILANO) ITALY**  
 A LICENSEE MANUFACTURER MUNTZ-STEREO PAK CAL. U.S.A.

**4 track 8 track | 4&8 track players**

● **manufacturers duplicating & marketing tape product**

- Appolon Ongaku Kogyo Co., 5 Wakaba-cho 1-Chome, Shinjuku-ku, Tokyo. Tel: (353)-0191. Pres.: T. Kobayashi.
- Asahi Broadcasting Co., 2 Oyodo-cho 2-Chome, Oyodo-ku, Osaka. Tel: (458)-5321. Pres.: K. Shimojo.
- C B S-Sony Rec. Co., 17-7 Roppongi 3-Chome, Minato-ku, Tokyo. Tel: (585)-0411. Pres.: A. Morita.
- Echo Ents., Dai-ichi Fuji Bldg., 93 Kashiwagi 1-Chome, Shinjuku-ku, Tokyo. Tel: (363)-0275. Pres.: K. Kano.
- Electronic Research & Development Co., Shiozaki Bldg., 7 Hirakawa-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: (263)-4841. Pres.: Robert Schreiber.
- King Rec. Co., 12-13 Otoha 2-Chome, Bunkyo-ku, Tokyo. Tel: (941)-3111. Mng. Dir.: M. Suzuki.
- Mecca Rec. Pack Co., 1236 Kamiike-cho 2-Chome, Toyota-shi, Aichi-ken. Tel: (2)-6111. Mng. Dir.: J. Suzuki.
- Nippon Broadcasting System Serv., 7 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: (281)-5251. Mng. Dir.: T. Ishida.
- Nippon Columbia Co., 14-14 Akasaka 4-Chome, Minato-ku, Tokyo. Tel: (584)-6111. Mng. Dir.: Y. Terajima.
- Nippon Crown Co., Washin Bldg., 10-8 Akasaka 2-Chome, Minato-ku, Tokyo. Tel: (582)-4741. Mng. Dir.: S. Ito.
- Nippon Gramophone Co., 6-6 Shimbashi 1-Chome, Minato-ku, Tokyo. Tel: (572)-6451. Mng. Dir.: K. Morita.
- Nippon Victor Co., 2-4 Kasumigaseki 3-Chome, Chiyoda-ku, Tokyo. Tel: (580)-0211. Repr.: K. Kasajima.
- Pioneer Co., 15-5 Omori Nishi 4-Chome, Ota-ku, Tokyo. Tel: (763)-2111. Mng. Dir.: S. Matsumoto.
- T B S Serv., TBS Bldg., 3-50 Akasaka 5-Chome, Minato-ku, Tokyo. Tel: (582)-7351. Pres.: S. Akimoto.
- Taiko Electric Mfg. Co., 10-13 Nakanobu 6-Chome Shinagawa-ku, Tokyo. Tel: (782)-1111. Mng. Dir.: T. Ichinose.
- Teichiku Co., 1 Nishi-Shimbashi 2-Chome, Minato-ku, Tokyo. Tel: (502)-6651. Mng. Dir.: T. Nagamine.
- Teikoku Dempa Co., 35-2 Hakusan 5-Chome, Bunkyo-ku, Tokyo. Tel: (813)-5151. Mng. Dir.: Y. Oyamada.
- Tokyo Denki Kagaku Kogyo Co., Kanasugi Bldg., 14-6 Kanda 2-Chome, Chiyoda-ku, Tokyo. Tel: (256)-6111. Mng. Dir.: Y. Takao.
- Tokyo Tanshi Co., Dai-Ni Maruzen Bldg., 2 Edohashi 2-Chome, Nihombashi, Chuo-ku, Tokyo. Tel: (272)-3631. Rep.: T. Inouye.
- Toshiba Musical Inds. Ltd., 2-17 Akasaka 2-Chome, Minato-ku, Tokyo. Tel: (583)-1111. Mng. Dir.: T. Sakai.

● **tape playback equipment manufacturers**

- Ace Sonic, 7 Yaesu 5-Chome, Chuo-ku, Tokyo. Tel: (212)-1111.
- Aiwa, 2-3 Sofokanda 5-Chome, Chiyoda-ku, Tokyo. Tel: (833)-1531.
- Alps Motoroller, 247 Yukigaya-cho, Ota-ku, Tokyo. Tel: (541)-0281.
- Crown Radio, 17-4 Ueno 3-Chome, Taito-ku, Tokyo. Tel: (832)-6271.
- Electronic Research & Development, Shiozaki Bldg., 7 Hirakawa-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: (263)-4841.
- Funakana Denki, 20 Ikaino Naka 3-Chome, Ikuno-ku, Osaka. Tel: (717)-1101.
- Hayakawa Denki Kogyo, 22-22 Nagaie-cho, Abeno-ku, Osaka. Tel: (621)-1221.
- Hitachi Seisakusho, 4 Marunouchi 1-Chome, Chiyoda-ku, Tokyo. Tel: (212)-1111.
- Kobe Kogyo, 5 Wadayama-dori, Hyogo-ku, Kobe. Tel: (67)-5081.
- Matsushita Tsushin Kogyo, 880 Tsunashima-cho, Kohoku-ku, Yokohama. Tel: (531)-1231.
- Mecca Rec. Pack Co., 1236 Kamiike-cho 2-Chome, Toyota-shi, Aichi-ken. Tel: (763)-2111.
- Mitsubishi Denki, 12 Marunouchi 2-Chome, Chiyoda-ku, Tokyo. Tel: (212)-6111.
- Nippon Columbia Co., 14-14 Akasaka 4-Chome, Minato-ku, Tokyo. Tel: (584)-8111.
- Nippon Victor Co., 2-4 Kasumigaseki 3-Chome, Chiyoda-ku, Tokyo. Tel: (580)-0211.
- Perutech, 31-17 Nishi-Kojiya 2-Chome, Ota-ku, Tokyo. Tel: (742)-3461.
- Pioneer, 15-5 Omori-Nishi 4-Chome, Ota-ku, Tokyo. Tel: (763)-2111.
- Sankei Seisakusho, 21-3 Shimo-Maruko 4-Chome, Ota-ku, Tokyo. Tel: (731)-2221.
- Sanyo Denki, 2-18 Keihan Hon-dori, Moriguchi-shi, Osaka. Tel: (991)-1181.
- Shin Nihon Denki, 20 Nishi-Shimbashi 3-Chome, Minato-ku, Tokyo. Tel: (434)-3211.
- Sony, 351 Kita-Shinagawa 6-Chome, Shinakawa-ku, Tokyo. Tel: (442)-5111.
- Standard Kogyo, 3622 Kami-Tsuruma, Sagami-hara-shi, Kanagawa-ken. Tel: (23)-1111.

*continued on page 128*

# NOW THERE'S A CASSETTE TAPE WITH MUSCLES.

New Maxell F-20 Magnetic Tape helps you make better cassette recordings—with fewer problems. Reason? Real muscle. Maxell F-20 has 10% greater tensile strength than conventional recording tape. Prevents tape breaks, headaches, lost studio time. Lower print-through level, too. And our secret Hush-Hush Tape Formula virtually wipes out hiss, delivers pure fidelity in mono or stereo. Compatible with all cassettes—and with your budget. Write us today for more facts.

**HITACHI MAXELL, LTD.**  
501 5th Avenue, NYC, NY 10017.

## ECOFINA Stereo



the trade mark

of a high quality stereo tape cartridge catalog

First company in the Common Market to have licensing agreements with record companies for duplication and sales of 4 and 8-track cartridges and cassettes.

Ecofina, a leading independent company in Europe with a productive capacity of 3,000 musicassettes and 1,500 8-track cartridges a day. Manufacturers of cartridge and cassette players.

Contact general manager Mourad Sabet

ECOFINA SRL—Via Leopardi 8—Tel. 806125/8690121—MILAN—ITALY

## INTERNATIONAL TAPE SECTION

Continued from page 127

Sumitomo-3M, 3M Bldg., 1 Akasaka 7-Chome, Minato-ku, Tokyo. Tel: (403)-1111.  
T D K Electronics, 14-6 Uchi-Kanda 2-Chome, Chiyoda-ku, Tokyo. Tel: (256)-6111.  
Taiko Denki Seisakusho, 10-13 Nakanobu 6-Chome, Shinagawa-ku, Tokyo. Tel: (782)-1111.  
Teikoku Dempa, 35-2 Hakusan 5-Chome, Bunkyo-ku, Tokyo. Tel: (531)-1231.  
Tokai Tsushinki, 816 Nakahara, Shizuoka-shi. Tel: (85)-0141.  
Tokyo Shibaura Denki, 72 Horikawa-cho, Kawasaki-shi, Kanagawa-ken. Tel: (52)-2111.  
Van Denko, Makino, Nakamura-ku, Nagoya. Tel: (551)-4811.  
Yanase, 6 Shibaura 1-Chome, Minato-ku, Tokyo. Tel: (452)-4311.

### ● tape wholesalers

Daichiku, 5-1 Uchi-Kanda 3-Chome, Chiyoda-ku, Tokyo.  
Jujiya Gakki, 2 Ginza 3-Chome, Chuo-ku, Tokyo.  
Katayama Shokai, 28 Miyauchi-cho, Fukuoka.  
Keystone Denshi, Ishikawa Bldg., Hirakawa-cho, Chiyoda-ku, Tokyo.  
Kunihara Gakki, Nijo 8-Chome, Asahikawa.  
Lilac Shoji, 50 Kawaraya-machi Niban-cho, Minami-ku, Osaka.  
Lucky Shokai, 4 Suda-cho 2-Chome, Kanda, Chiyoda-ku, Tokyo.  
Nishiyama Gramoshop, 157 Minami-Saka-machi, Minami-ku, Osaka.  
Seiko-Do, 46-11 Itabashi-cho 2-Chome, Itabashi-ku, Tokyo.  
Sumiya, 6-9 Gofuku-cho 1-Chome, Shizuoka.  
Yamano Gakki, 2 Ginza 4-Chome, Chuo-ku, Tokyo.

### ● services & supplies

#### CUSTOM TAPE DUPLICATORS

Chuo Rokuon, Sone Bldg., Ginsa Nishi, Chuo-ku, Tokyo. Tel: (571)-0851.  
Kosoku Rokuon, Dai 4, Hidewa Bldg., Ginza, Chuo-ku, Tokyo. Tel: (571)-1985.  
Video Serv., Asahi Bldg., Ginza Nishi, Chuo-ku, Tokyo. Tel: (572)-0404.

#### EMPTY CARTRIDGE, CASSETTE & REEL MANUFACTURERS

Taiko Denki, 10 Nakanobu 6-Chome, Shinagawa-ku, Tokyo. Tel: (782)-1111.  
Tokyo Denki Kagaku, Kanasugi Bldg., Asahi, Kanda, Chiyoda-ku, Tokyo. Tel: (252)-7151.

#### RAW TAPE MANUFACTURERS

Fuji Shashin Film, O-kura Bldg., Ginza Nishi, Chuo-ku, Tokyo. Tel: (567)-9111.  
Hitachi Maxell, 303 Kita-Shinagawa 3-Chome, Shinagawa-ku, Tokyo. Tel: (442)-7271.  
Nippon Broadcasting System Serv., 7 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: (281)-5251.  
Nippon Columbia Co., 14-14 Akasaka 4-Chome, Minato-ku, Tokyo. Tel: (584)-8111.  
Sony, 351 Kita-Shinagawa 6-Chome, Shinagawa-ku, Tokyo. Tel: (442)-5111.  
Sumitomo-3M, 3M Bldg., 1 Akasaka 7-Chome, Minato-ku, Tokyo. Tel: (403)-1111.  
Tokyo Denki Kagaku, Kanasugi Bldg., Asahi, Kanda, Chiyoda-ku, Tokyo. Tel: (252)-7151.

## MEXICO

Population: 44,145,000.  
Per capita income: \$263 (US).  
Official rate of exchange: \$1 (US) = 12.5 pesos.  
Tape market: Annual sales: 9,600 open reel tapes, 132,000 4-track cartridges, 72,000 8-track cartridges, no cassette at present. Sales of tape playback equipment in 1967 were up 300% over 1966.  
Type of distribution: Manufacturer to retailer only.  
Kevin Kelleghan

### ● record manufacturers with tape product

A & M (see RCA S.A.).  
Alegria (see Discos Alegria S.A.).  
Angel (see Discos Capitol de Mexico S.A.).  
Archiv Produktion (see Discos Universales S.A.).  
Atlantic (see Discos Universales S.A.).  
Audio-Spectrum (see Orfeon VideoVox S.A.).  
Barclay (see Orfeon VideoVox S.A.).  
Belart (see Discos Universales S.A.).  
Blue Bell (see Gamma S.A.).  
Buddah (see Discos Universales S.A.).  
C B S/Columbia Internacional S.A., Av. 16 de Septiembre 51, Naucalpan de Juarez, Mexico. Pres.: Juan Manuel Villarreal; Tape Div. Mgr.: Armando de Llano.

Cartridge 4-track & 8-track: owned—CBS; represented—CBS International; licensed to Stereo Jet de Mexico S.A.

Cadet (see Gamma S.A.).  
Cadet/Concept (see Gamma S.A.).  
Camden (see RCA S.A.).  
Capitol (see Discos Capitol de Mexico S.A.).  
Checker (see Gamma S.A.).  
Chess (see Gamma S.A.).  
Cisne (see Discos Cisne S.A.).  
Corito (see Coro S.A.).  
Coro S.A., Bahia de Perula 80, Mexico 17, D.F. Tel: 31-29-00. Pres.: Federico Riojas; Tape Div. Mgr.: Alonso Peon.  
Lines available on tape: owned—Corito, Coro, Selekt; represented—Seeco (USA).  
D G G (see Discos Universales S.A.).  
D U S A (see Discos Universales S.A.).  
Decca (see Orfeon VideoVox S.A.).  
Dimsa (see Orfeon VideoVox S.A.).  
Discos Alegria S.A., Xochicalco 242-2, Mexico 13, D.F. Contact: Jesus Hinojosa.  
Discos Capitol de Mexico S.A., Ayuntamiento 54, Mexico 1, D.F. Tel: 18-13-20. Gen. Mgr.: Andre Midani; Sales Mgr.: Arturo Valdes; Mgr.: Ramon Antonio Dosal.  
Lines available on tape: owned—Capitol, Angel.  
Discos Cisne S.A., Carracci 64, Mexico 19, D.F. Tel: 63-13-70. Pres.: Rafael Fiacchi G.  
Lines available on tape: owned—Cisne, Raff—self-mfd.  
Discos Fonomex S.A., Tacuba 40 Desp. 101, Mexico 1, D.F. Tel: 21-06-26. Contact: Miguel Moreno.  
Discos Musart S.A., Av. Cuiflahuac 2327, Mexico 16, D.F. Tel: 27-00-20. Pres.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo.  
Lines available on tape: owned—Musart—self-mfd.  
Discos Orbi-Vox, Av. Veracruz 60, Mexico 7, D.F. Tel: 10-20-35. Contact: Manuel Vital R.  
Discos Son-Art S.A., Hamburguro 49, 4º piso, Mexico 6, D.F. Tel: 46-50-61. Contact: Jose I. Morales P.  
Discos Universales S.A., Insurgentes Sur 1877, Mexico 20, D.F. Tel: 48-41-68. Pres.: Hans Schrade; Tape Div. Mgrs.: Andre Toffel, Enrique Noriega.  
Cassette: owned—Belart; represented—Archiv Produktion (Germany), Atlantic (USA), Buddah (USA), DGG (Germany), Elektra (USA), Fontana (USA), Heliodor (USA), Kama Sutra (USA), King (USA), MGM (USA), Mercury (USA), Metro (USA), Philips (USA), Polydor (Germany), Velvet (USA), Verve (USA).  
Dot (see RCA S.A.).  
Double-Shot (see Gamma S.A.).  
Duret-Thomson (see Gamma S.A.).  
Durium (see Gamma S.A.).  
Elektra (see Discos Universales S.A.).  
Elenco (see RCA S.A.).  
Erato (see Gamma S.A.).  
Fonomex (see Discos Fonomex S.A.).  
Fontana (see Discos Universales S.A.).  
Gamma S.A., PO Box 7762, Ejercito Nacional 167, Mexico 1, D.F. Tel: 45-73-60. Pres.: Jose Manuel Vidal Zapater; Gen. Mgr.: Carlos J. Camacho.  
Lines available on tape: owned—Gamma; represented—Blue Bell (Italy), Cadet (USA), Cadet/Concept (USA), Checker (USA), Chess (France), Double-Shot (USA), Duret-Thomson (France), Durium (Italy), Erato (France), Hispavox (Spain), Project 3 (USA), Pye (UK), Reprise (USA), 20th Century-Fox (USA), United Artists (USA), Vanguard (USA), Warner Bros.-Seven Arts (USA).  
Gramm S.A., Diagonal San Antonio 1234B, Mexico 13, D.F. Tel: 43-73-17. Contact: Rodolfo Solis.  
Heliodor (see Discos Universales S.A.).  
Hispavox (see Gamma S.A.).  
Kama Sutra (see Discos Universales S.A.).  
Kapp (see Orfeon VideoVox S.A.).  
King (see Discos Universales S.A.).  
London (see Peerless de Mexico S.A.).  
M G M (see Discos Universales S.A.).  
Mercury (see Discos Universales S.A.).  
Metro (see Discos Universales S.A.).  
Musart (see Discos Musart S.A.).  
Odeon (see Discos Capitol de Mexico S.A.).  
Orbi-Vox (see Discos Orbi-Vox).  
Orfeon VideoVox S.A., Av. Universidad 1273, Mexico, D.F. Tel: 24-25-00. Pres.: Rogerio Ascanraga.  
Lines available on tape: owned—Orfeon, Dimsa; represented — Audio-Spectrum (USA), Barclay (France), Decca (USA), Kapp (USA), Scepter (USA).  
Peerless de Mexico S.A., Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40. Pres.: Heinz Klinckwort B.; Tape Div. Mgr.: Carl E. O'Brien.  
Cartridge 4-track & 8-track: owned—Peerless; represented—London (USA).  
Philips (see Discos Universales S.A.).  
Polydor (see Discos Universales S.A.).  
Project 3 (see Gamma S.A.).  
Provedora de Discos Veltro S.A., Articulo 123, No. 127-5, Mexico 1, D.F. Tel: 18-67-21. Contact: Juan Troop.  
Pye (see Gamma S.A.).  
R C A S.A., Av. Cuiflahuac 2519, Mexico 16, D.F. Tel: 27-60-20. Pres.: Louis Couttolenc Jr.; Tape Div. Mgr.: Guillermo Infante O.  
Cartridge 8-track: owned—RCA, Camden; represented—A&M (USA), Dot (USA), Elenco (Brazil).  
Raff (see Discos Cisne S.A.).  
Reprise (see Gamma S.A.).  
Scepter (see Orfeon VideoVox S.A.).  
Selekt (see Coro S.A.).  
Son-Art (see Discos Son-Art S.A.).

20th Century-Fox (see Gamma S.A.).  
United Artists (see Gamma S.A.).  
Vanguard (see Gamma S.A.).  
Veltro (see Provedora de Discos Veltro S.A.).  
Velvet (see Discos Universales S.A.).  
Verve (see Discos Universales S.A.).  
Warner Bros.-Seven Arts (see Gamma S.A.).

### ● duplicator/marketers

Stereo Jet de Mexico S.A., Calle Dos 13B, Naucalpan, Mexico. Tel: 76-06-38, 76-16-15. Pres.: Alberto Guindi S.; Tape Div. Mgr.: Casimiro P. Flores Ochoa.  
Cartridge 4-track & 8-track: ABC, Alegre, Bluesway, CBS, CBS International, Command, Grand Award, Harmony, Impulse, Mode, Music Guild, Roulette, Tico, Vogue, Westminster.

### ● tape playback equipment

Acetatos Profesionales S.A., Londres 179, Mexico 6, D.F. Tel: 33-19-72. Pres.: T. A. Dehesa.  
Brand names: Crown, Fairchild, TEAC.  
Admiral de Mexico, Appo. 8912, Calle 25 Norte No. 24, Mexico 8, D.F. Tel: 22-40-34.  
Ampex de Mexico S.A., Division del Norte 1832, Mexico 13, D.F. Tel: 39-68-70. Mgr.: M. A. Hernandez; Tape Div. Mgr.: Armando Rangel.  
Crown (see Acetatos Profesionales S.A.).  
Fairchild (see Acetatos Profesionales S.A.).  
Industrias Nacionales de Sonido S.A., Mexico-Xochimilco 4861, Mexico 22, D.F. Tel: 73-24-80/78. Pres.: David L. Romero; Tape Div. Mgr.: Raul C. Romero.  
Packard-Bell de Mexico S.A., Biznaga 43, Mexico City, D.F. Tel: 15-52-90.  
Philco, Clavel 157, Mexico 4, D.F. Tel: (day) 47-46-00; (night) 40-20-70. Pres. & Gen. Mgr.: Lorenzo Carbia.  
Home office: USA.  
Sonido (see Industrias Nacionales de Sonido S.A.).  
T E A C (see Acetatos Profesionales S.A.).

### ● tape distributors

Acetatos Profesionales S.A., Londres 179, Mexico 6, D.F. Tel: 33-19-72. Pres.: T. A. Dehesa.  
Cartridge & cassette: various lines.  
Playback equip.: Crown, Fairchild, TEAC.  
Ampex de Mexico S.A., Division del Norte 1832, Mexico 13, D.F. Tel: 39-68-70. Mgr.: M. A. Hernandez; Tape Div. Mgr.: Armando Rangel.  
Cartridge 4-track, 8-track, cassette & open reel: Ampex Stereo Tapes imported from USA.  
Playback equip.: Ampex.  
Accessories: raw tape, blank loaded tape, tape duplicating equipment, head cleaners & demagnetizers (Ampex).

### ● tape supplies, services & accessories

#### RAW TAPE MANUFACTURERS/IMPORTERS

Ampex de Mexico S.A., Division del Norte 1832, Mexico 13, D.F. Tel: 39-68-70. Mgr.: M. A. Hernandez; Tape Div. Mgr.: Armando Rangel.  
Minnesota Manufacturer de Mexico, San Juan de Aragon 516, Mexico, D.F. Tel: 17-82-10.  
Brand name: Scotch.  
Scotch (see Minnesota Manufacturer de Mexico).  
3 M Co. (see Minnesota Manufacturer de Mexico).

#### BLANK LOADED TAPE

Ampex de Mexico S.A., Division del Norte 1832, Mexico 13, D.F. Tel: 39-68-70. Mgr.: M. A. Hernandez; Tape Div. Mgr.: Armando Rangel.  
Configuration: cassette.  
Minnesota Manufacturer de Mexico, San Juan de Aragon 516, Mexico, D.F. Tel: 17-82-10.  
Configuration: cassette.  
Brand name: Scotch.  
Scotch (see Minnesota Manufacturer de Mexico).  
3 M Co. (see Minnesota Manufacturer de Mexico).

#### MANUFACTURERS OF TAPE DUPLICATING EQUIPMENT

Ampex de Mexico S.A., Division del Norte 1832, Mexico 13, D.F. Tel: 39-68-70. Mgr.: M. A. Hernandez; Tape Div. Mgr.: Armando Rangel.  
Chief product: tape transports, heads & electronics, head cleaners.  
Minnesota Manufacturer de Mexico, San Juan de Aragon 516, Mexico, D.F. Tel: 17-82-10.  
Chief product: mastering unit, duplicating unit; leader tapes, timing tapes, sensing tapes, soling tapes, self-threading take-up reel.  
Brand name: Scotch.  
Scotch (see Minnesota Manufacturer de Mexico).  
3 M Co. (see Minnesota Manufacturer de Mexico).

#### CUSTOM DUPLICATION

Majestic Electronica S.A., Stereo Tape Div., Av. del Rosal 256, Mexico 19, D.F. Tel: 63-09-39, 63-10-70. Pres.: Patricio Rivero Azcarraga; Gen. Mgr.: Gabriel Gonzalez de la O.

Peerless de Mexico S.A., Laguna Mayran 232, Mexico 17, D.F. Tel: 45-63-40. Pres.: Heinz Klinckwort B.; Tape Div. Mgr.: Carl E. O'Brien.

#### DISPLAY RACKS

Minnesota Manufacturera de Mexico, San Juan de Aragon 516, Mexico, D.F. Tel: 17-82-10.  
3 M Co. (see Minnesota Manufacturera de Mexico).

#### HEAD CLEANERS & DEMAGNETIZERS

Amplex de Mexico S.A., Division del Norte 1832, Mexico 13, D.F. Tel: 39-68-70. Mgr.: M. A. Hernandez; Tape Div. Mgr.: Armando Rangel.

## NETHERLANDS

Population: 13,430,000.

Per capita income: \$1,350 (US).

Official rate of exchange: \$1 (US) = 3.65 Dutch florins.

Average retail price per tape: 8-track cartridge—\$6.90; cassette—\$2-\$6.40; open reel—\$8.

**Tape market:** The Dutch tape market has grown rapidly since its inception in 1965. The growth in the use of playback equipment in 1968 was considered extraordinarily high, but comparable growth is not expected in 1969. The cassette system predominates, with a moderate use of open reel, few 4 & 8-track players, and no Play-Tape. The use of cassettes in cars is not expected to develop soon because few cars have radios. There is no manufacture of raw tape or tape playback equipment in the Netherlands. A special stimulus to the use of tape for recording purposes is the Dutch Union of Soundhunters, with 1,500 members.

**Type of distribution:** Retailers are supplied directly by the manufacturer or importer. A special entrepot stock of 4 & 8-track cartridges has been created at Schiphol Airport, carrying mainly RCA and CBS labels.

**Type of promotion:** Most tape promotion is carried on by manufacturers and importers in conjunction with normal record promotion. Philips makes a special promotion effort for its cassette players. Promotion is difficult owing to a lack of good pop material for an attractive teenage catalog on cassettes.

**Import/Export regulations:** There is no import duty on tapes from Common Market countries.

## ● manufacturers, importers/exporters & distributors of pre-recorded tapes

Barclay-Nederland, Singel 104, Amsterdam. Tel: 234361. Pres.: B.R. Maasen.

Bovema, Bronsteeweg 43, Heemstede. Tel: 023-80750. Mng. Dir.: G. M. Oord; Finance & Admin. Mgr.: N.L.A. Hutter; Pub. Mgr.: C. J. Sprangers; Promo. Mgr.: P. M. Fock.

C B S, Artone Bldg., Kruisstraat 8-10, Haarlem. Tel: 17476. Cable: COLRECORD. Mng. Partners: Bill C. & Casper D. Slinger; Mktg. Dir.: John J. Vis; Mktg. Mgr.: Gerard Hulsebosch; Promo.: Ko Kooyman.

C N R, Rembrandtstraat 17, Leyden.

Dureco, Beursstraat 21, Amsterdam. Tel: 242288. Cable: RECMUS. Pres.: Mrs. Marjan de Raaf; Sales: R. Aardse.

Inelco, Arent Janszoon Ernststraat 801, Amsterdam, Z-2. Tel: 421722. Cable: INTELECT. Mng. Dir.: W. Brandsteder; Sales: J. Beutler; PR & Int'l: A. N. Prins; Pub.: P.F.J. Dam.

Negram-Delta, Herenweg 101, Heemstede. Tel: 023-87350, 87355. Cable: NEGRAM. Dirs.: Hans I. Kellerman, Robert Oegas; Sales: Henk Coops; Pub.: Cor Aaftink; Promo.: Pin ter Linde; Export: Loes Jansen.

Oostdijk Trade Centre (OTC), Badhoevelaan 78, Badhoevedorp.

Phonogram, Drenthestraat 21, Amsterdam-Buitenveldert. Tel: 440888. Mng. Dir.: Jack Haslinghuis; Sales Dir.: Reinhard H. Klaasen; Int'l: Leo Boudewijns.

Polydor, Piet Heimpelen 5, The Hague. Tel: 634955. Cable: POLNED. Mng. Dir.: E. Garretsen; Sales: T. A. van Holten; Mktg. Mgr.: J. Assman; Int'l Dirs.: J. van Bart, N. van Biemen, P. Niewerf.

Telgram, St. Maartenslaan 1-3, Weert. Tel: (04950) 2620, 4269. Pres. & Owner: Johnny Hoes; Int'l: Mrs. Jacqueline Hoes; Sales: Ch. P. Noorcondorp; Pub.: J.D. Timman.

Philips Phonographische Industrie (PPI), Torenlaan 17, Baarn. Tel: 02154-3551. Pres.: C. Solleveld; Mng. Dirs.: Dr. J. van der Velden, Dr. H. Haertle, Dr. H. W. Steinhäusen; Deputy Dirs.: T. van de Haar, Ir. J. C. van Houten; PR Mgr.: A. L. Bouma; Adv. Mgr.: H. J. van Ramshorst. Configuration: cassette.

## ● services & supplies

### CUSTOM DUPLICATION

Philips Phonographische Industrie (PPI), Torenlaan 17, Baarn. Tel: 02154-3551. Configuration: cassette.

### MANUFACTURER OF TAPE DUPLICATING EQUIPMENT

Philips Phonographische Industrie (PPI), Torenlaan 17, Baarn. Tel: 02154-3551. Technical Liaison Dept.: J. M. J. Hoks.

## NORWAY

Population: 3,800,000.

Per capita income: \$1100 (US).

Official rate of exchange: \$1 (US) = 7.15 krone.

Pre-recorded tapes imported from USA: (factory value) 1968—40,000 units, \$115,000.

Pre-recorded tapes imported from countries other than USA: (factory value) 1968—35,000 units, \$110,000.

Average retail price per tape: 8-track cartridge—\$8.25-\$9.00; cassette—\$6.25.

**Tape market:** All tapes are imported. Cassettes dominated the market during the last half of 1967 and the first half of 1968 with sales of 10,000. During 1968, 8-track cartridges took the lead due to the popularity of tapes in cars. Recent sales figures have fallen because of a popular exchange system—75¢ plus an old tape gets a new tape. The relative success of cartridges is due in part to poor radio reception. Those who wish music while traveling must rely on tapes.

Espen Eriksen

## ● manufacturers with pre-recorded tape product

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 2/67 67 90. Cable: BENDIKMUSIC. Dir.: Arne Bendiksen; Sales Dir.: Erik Johansen; Pub.: Siri Lill Eide. Labels available on tape: CBS, Epic, Reprise, Scepter, Triola, Warner Bros.-Seven Arts.

*continued on page 130*



WE DON'T NEED TO INTRODUCE TO YOU THE THOUSANDS OF AVAILABLE MONO/STEREO RECORDS NUMBERS BY INTERNAL ARTISTS

**PALETTE RECORDS ARE RELEASED ALL OVER THE WORLD**

**palette**



**we are open to deal for...**

**8 TRACKS / 4 TRACKS / CASSETTE / REEL TO REEL / PLAYTAPE**



for further information, please contact: PALETTE RECORDS, 13 Madeleine, Brussel 1  
Telex 23539

## INTERNATIONAL TAPE SECTION

Continued from page 129

E M I Norsk, Youngsgaten 1, Oslo 1. Tel: 2/20 92 75.  
Labels available on tape: Columbia, Dot, Electrola, HMV, Liberty, Motown, Odeon, Parlophone, Tamla.  
Nera, Pilestredet 75 c, Oslo 3. Tel: 2/46 19 50. Cable: MUSICA. Dir.: E. Meyer; Sales Mgr.: A. Tegmeier.  
Branch: Birger Gjestland, PO Box 219, Bergen. Contact: Ingv. Borhaug.  
Labels available on tape: RCA, Telefunken.  
Nor-Disc, Rosenborggaten 19, Oslo 3. Tel: 2/46 39 52. Cable: ASNORDISC. Telex: 8521. Mng. Dir. & Int'l.: Totto Johannessen; Pub., Adv. & Promo.: Karl Neegaard.  
Labels available on tape: A&M, Atco, Atlantic, DGG, Decca, Metronome, Polydor.  
Norsk Grammfonkompani, Wergelandsveien 1, Oslo 1. Tel: 2/20 86 53. Cable: NOGRAKO. Gen. Mgr.: O. Knudsen; Sales Mgr.: Arnt Hellum.  
Label available on tape: Pye.  
Norsk Phonogram, Rosenborggaten 19, Oslo 3. Tel: 2/69 59 02. Cable: PHONOGRAM. Mng. Dir.: Haakon Tveten.  
Labels available on tape: Philips, Fontana, Mercury.

### ● tape importer

Eurotron A/S, Manglerud Hovedgard, Oslo 6. Tel: 2/26 78 46. Dir.: Mr. Kasl.  
Imports: CBS, Starday, Ambassador, USA.

## PUERTO RICO

Population: 2,735,900.  
Per capita income: \$1,129 (U. S.).  
Currency: same as (US).  
Average retail price per tape: cartridge 8-track—\$6.95-\$7.95; cartridge 4-track—\$6.95; cassette—\$5.95-\$6.95; open reel—\$7.95 & up.  
Tape market: There is no manufacturing of tape products in Puerto Rico, most product is imported from New York and Hialeah, Fla. As statistical figures on these importations are furnished by the US Department of Commerce and are consolidated under the same classification as phonograph records, no exact figures are available. It is estimated that they represent about 15% of the total amount for 1967 or \$255,224 (factory value) and \$155,520 for the first 10 months of 1968. The demand is for about 85% Latin music and artists and 15% for all other. The sale of 4-track cartridges is very small.  
Import/export regulations: Since Puerto Rico is governed by the same regulations that apply to the USA, there is no custom duty or local tax on tape product coming from the USA. On importations from other countries, the federal custom rate of about 15% ad valorem applies.  
ANTONIO CONTRERAS

### ● record manufacturers producing cartridges & cassettes sold in Puerto Rico

Belter (see Kubaney Recs.).  
Borinquen Tapes (see Producciones Discos Borinquen Inc.).  
C B S Columbia (see Thomas McGuinness).  
Casa Frago Inc., PO Box 2774, San Juan. Zip: 00903. Tel: (809) 723-0505. Pres.: Lino Frago.  
Cartridge 8-track: Frago.  
Discuba (see Musical Tapes Inc.).  
Fragoso (see Casa Frago Inc.).  
Gema Tape Corp., c/o G.M.A. Dists. Inc., 71 Rodriguez Serra St., Santurce. Zip: 00907. Tel: (809) 725-4408. Mgr.: Angel I. Mont.  
Home office: USA—693 10 Ave., New York, N.Y. 10036. Tel: (212) JU 2-4943. Pres.: Guillermo Alvarez Guedes.  
Cartridge 8-track, cassette & playtape: Gema. Guarani (see Rico-Vox Tapes).  
Island Recs. (see Rico-Vox Tapes).  
Kelvinator Sales of Puerto Rico Inc., PO Box BG, Rio Piedras. Zip: 00928. Tel: (809) 765-1360. Tape Mgr.: Ionacio Mena.  
Cartridge 8-track: RCA.  
Kubaney Recs. Dist. Inc., 403 San Jorge St., Santurce. Zip: 00912. Pres.: Mateo San Martin.  
Home office: USA—South Eastern Rec. Co., 150 W. 29, Hialeah, Fla. 33012. Tel: (305) 887-7411.  
Branch: USA—Universal Rec'g Corp., 655 W. 83 St., Hialeah, Fla. 33012. Tel: (305) 821-1431.  
Cartridge 8-track & cassette: Kubaney, Belter, Vergara.

Thomas McGuinness, 178 Hostos St., Suite 719, Hato Rey. Zip: 00918. Tel: (809) 765-4923.  
Cartridge 8-track: CBS, Columbia.  
Musart (see Musical Tapes Inc.).  
Musical Tapes Inc., c/o Eliseo Cepero, GPO Box 3353, San Juan. Zip: 00936. Tel: (809) 765-5301.  
Home office: USA—PO Box 75, Hialeah, Fla. Tel: (305) 887-2638. Pres.: Eliseo Valdes.  
Branches: USA—2854 W. Pico Blvd., Los Angeles, Calif. Tel: (213) 733-0937—502 W. 51 St., New York, N. Y. 10036. Tel: (212) 581-3235.  
Cartridge 4-track, 8-track & cassette: Musart, Musidisc, Discuba.  
Musidisc (see Musical Tapes Inc.).  
Producciones Discos Borinquen Inc., PO Box 4785, San Juan. Zip: 00936. Tel: (809) 764-3960. Pres.: Dario Gonzalez.  
Branch: USA—c/o Eduardo Cuervo, 446 W. 50 St., New York, N. Y. Tel: (212) 581-0655.  
Cartridge 8-track & cassette: Borinquen.  
R C A (see Kelvinator Sales of Puerto Rico Inc.).  
Rico-Vox Tapes, 504 Sirio St.—Urb. Altamira, Rio Piedras. Zip: 00920. Tel: (809) 782-7772. Pres.: Bernardo Herger.  
Cartridge 4-track, 8-track, cassette & open reel: Rico-Vox, Guarani, Island Recs.  
Velvet Recs. Inc., c/o Roberto Page, 558 Maximo Gomez St., Hato Rey. Zip: 00918. Tel: (809) 766-7137.  
Home office: USA—PO Box 398, Hialeah, Fla. 33012. Tel: (305) 888-1377.  
Cartridge 8-track: Velvet.  
Vergara (see Kubaney Recs.).

### ● tape wholesalers, distributors, rack jobbers & importers

Note: In Puerto Rico, due to accessibility to mainland suppliers, so-called wholesalers are also distributors, rack jobbers, one stops, importers, and, in many cases, retailers.  
Allied Whse. Co. of Puerto Rico Inc., PO Box 512, Catano. Zip: 00632. Tel: (809) 788-1912. Pres.: Albert Dierle; Sales: Charles Tarrab.  
Note: They are wholesalers and rack operators with one of the largest record tape stocks in Puerto Rico. They operate a fleet of trucks that cover the island.  
Casa Frago Inc., PO Box 2772, San Juan. Zip: 00903. Tel: (809) 723-0505. Pres.: Lino Frago.  
Labels represented: Frago and South American labels.  
Note: They do a large wholesale business and carry heavy stock of many labels. They also operate a retail store in San Juan.  
Distribuidora Electronica Dec. Inc., GPO Box 3993, San Juan. Zip: 00936. Tel: (809) 783-5818. Pres.: Jack Delaster; Sales Mgr.: Willey Rosell.  
Home office: USA—Dyn. Assocs. Inc., 270 W. 22 St., Hialeah, Fla. 33010.  
Label represented: Mercury.  
Note: They are wholesale distributors of all kinds of pre-recorded tapes with special attention to Latin Music. They import tape playback equipment manufactured in Japan under their own label "Galaxy".  
Distribuidora Nacional de Discos Inc., 606 Cerra St., Santurce. Zip: 00907. Tel: (809) 724-4964. Pres.: Gilberto Gonzalez.  
Labels represented: A&M, Borinquen, Liberty, Monument.  
Note: They carry a large stock of 4 & 8-track cartridges, cassettes and open reel tapes of many labels.  
Galas Rec. Dist. Inc., 258 Central Ave. Ext.—University Gardens, Rio Piedras. Zip: 00927. Note: They operate record-tape concessions in local discount chain.  
Island Recs., 504 Sirio St.—Urb. Altamira, Rio Piedras. Zip: 00920. Tel: (809) 782-7772. Pres.: Bernardo Herger.  
Labels represented: Atco, Atlantic, Rico-Vox.  
Note: They carry a large stock of all pre-recorded tapes and operate record-tape concessions in two of the leading department stores in the San Juan area.  
Kelvinator Sales of Puerto Rico Inc., PO Box BG, Rio Piedras. Zip: 00928. Tel: (809) 765-1360. Pres.: Carlos Rom; Sales Mgr.: Ignacio Mena.  
Label represented: RCA.  
Note: They operate several appliance stores that also carry records and tapes.  
Solfeo Rec. Dist'g Co., Bonaparte C-10, Villa Conzessa. Tel: (809) 724-3013 ext. 259. Mgr.: Ismael Lopez.  
Branch: USA—New York, N. Y.  
Labels represented: Hopes. MRVA, Professional, Starbright.  
J. Martinez Vela Inc., PO Box 2027, San Juan. Zip: 00903. Tel: (809) 722-5171. Buyer: Juan J. Cue.  
Labels represented: United Artists & others.  
Note: They carry a large stock of all tape goods. They do little wholesaling but operate record-tape departments in local discount chain that moves a lot of merchandise.  
United Rec. Dists. Inc. (formerly Central Rec. Dists. (Inc.) PO Box 228, Hato Rey. Zip: 00919. Tel: (809) 765-0270.

## SPAIN

Population: 32,000,000.  
Per capita income: \$600 (US).  
Official rate of exchange: \$1 (US) = 70 pesetas.  
Pre-recorded tape manufactured for domestic & export sale: (factory value) 4-track cartridge 1968—200 units, \$1,715. Cassette 1968—230,000 units, \$821,430. Open reel 1968—500 units, \$1,858.  
Pre-recorded tapes imported from USA: (factory value) 1968—500 units, \$3,000.  
Pre-recorded tapes imported from countries other than USA: (factory value) 1968—30,000 units, \$100,000.  
Average retail price per tape: 4-track cartridge—\$14.30; cassette—\$5.30-\$5.60; open reel—\$7.15.  
Tape market: The Philips musicassette system completely dominates with approximately 50,000 recorder/players in use. The cartridge 4-track and open reel market is relatively insignificant while the production of cartridge 8-track tapes and playback units is non-existent. The production of musicassettes started in 1968 with an estimated 230,000 tape units manufactured. It is expected that these figures will at least double in the near future. The 4-track and open reel markets are not expected to develop.  
Type of distribution: Manufacturer to retailer or manufacturer to tape club to consumer.  
Type of promotion: Newspapers, street advertisements, catalogues and shops.  
Import/Export regulations: Importation requires special licenses which involve high customs taxes; therefore it is cheaper to manufacture than to import. Exportation is free but has not yet begun.

### ● record manufacturers with tape product

Belter, Calle Gomis 1, Barcelona. Tel: 211.55.00. Cable: BELTERDISC. Exec. Mgr.: Jose Ramon Batalla; Sales Mgr.: Juan Fernandez; Promo.: Carlos Ayerbe; Pub.: Gabriel Orfila; Sound Eng. Chief: Edmundo Benet.  
Branches: Madrid, Tarragona, Alicante, Almeria, Badajoz, Bilbao, Cordoba, Granada, La Coruna, Las Palmas de Gran Canaria, Lugo, Mahon, Malaga, Murcia, Palma de Mallorca, Orense, Orviedo, Salamanca, Valencia, Valladolid, Vigo, Zaragoza.  
Int'l branches: Argentina, Portugal.  
Labels: Belter, Arlequin.  
Tape: cassette.  
Columbia, Libertad 24, Madrid 4. Tel: 2.21.10.95. Cable: DISCOLUMBIA. Dir.: Enrique Inurrieta; Sales Dir.: Francisco Florez; Pub. & Promo.: Gerhard Haltermann; Int'l: Linda C. B. Meredith.  
Branch: Venta Berri, Apdo. 84, San Sebastian. Tel: 23600. Dir. Francisco-Florez—Gerona 176, Barcelona. Tel: 2.57.45.72. Contact: Rafael Olive.  
Labels: Columbia, Alhambra.  
Tape: cassette duplicated by Fonogram.  
Compania Grafonografica Espanola, Discos Barclay, Calle Augusto Figueroa 39, Madrid 4. Tel: 222.74.74. Cable: BARCLAYDISC. Gen. Mgr.: Alain Milhaud; Admin. Dir.: Feliciano Martin-Turrión; Ass't Mgr. & Int'l: Helga Wegner; Pub. & Promo.: Francisco Delafuente; Adv.: Jose Luis Diar Ricote.  
Labels: Barclay, Classic, Fleche, JAG, Princess, Riviera.  
Tape: cassette.  
Discophon, Calle Valencia 288, Barcelona. Tel: 215.13.70, 215.38.56. Gen. & Sales Dir.: Manuel Alavedra Invers.  
Branch: Calle Concepcion Arenal 3, Madrid. Tel: 231.08.49. Contact: Miguel Mezcuiriz.  
Labels: Discophon, DDC, Top Hit.  
Tape: cassette.  
Editora General (EDIGSA), Avda. Jose Antonio 654, Barcelona 10. Tel: 231.69.50. Dir.: Jose Maria Macip.  
Labels: Edigsa-Cinsa, Edigsa-Galaxia (distributed by Zafiro).  
Tape: cassette.  
Espectra S.A., Edificio Parking, Plaza de los Mostenses, Madrid 8. Tel: 241.49.35. Gen. Dir. & Int'l: Jose Miguel Esteban; Sales Dir.: Bartolome Espadale Verges; Promo.: Diego Martin; Studio Chief: Francisco Perez Martin.  
Branches: Seville, Santa Cruz de Tenerife, Badajoz, Barcelona.  
Labels: (owned) Espectra; (distributed) Sinfonia, Trianguo.  
Tape: cassette, open reel—self-mfd.  
Fonogram, Avda. de America y Hernandez de Tejada, Madrid 17. Tel: 267.42.00. Gen. Dir.: Mariano de Zuniga; Technical Dir.: C.H.F. Maschewski; Sales Dept: Saul Tagarro. Pub. & Adv.: Jesus Campos; Promo.: Victor Villegas; Int'l: Rafael Niederleytner; Import/Export: Angel Sanchez.  
Branch: Plaza Nargiso Oller 9, Barcelona 6. Chief: Ruperto Castro.  
Tape: Cassette—self-mfd.

continued on page 132





... full-time staff,  
 part-time staff,  
 field surveys, 32  
 hours of nationwide  
 telephone calls  
 each week,  
 dealer sales reports . . .

No wonder the  
 Billboard chart  
 department  
 tells it like it  
 REALLY is!

**ACCURATELY**

## INTERNATIONAL TAPE SECTION

Continued from page 130

Vergara, Gral Mola 9, Barcelona 9. Tel: 257.94.05.  
Cable: VERGARASA, Dir.: Alberto Serra Pujol;  
Sales Dir.: Antonio R. Ibanez; Pub.: Fernando  
Vila; Promo.: Ramon Segura; Int'l: Roas Mula.  
Branch: Arcipreste de Hita 14, Madrid. Tel:  
244.12.57.  
Labels: Vergara, Alma.  
Tape: cartridge 4-track (duplicated by Atlan-  
tida in Switzerland).  
Zafiro, Campomanes 10, Madrid. Tel: 2.41.50.04.  
Dir.: D. Esteban Garcia Morencos; Sales Dir.:  
D. Jose Sagi-Vela Barba; Pub.: D. Antonio Or-  
tega Jimenez; Int'l: D. Joaquin Merino Perez.  
Branches: Barcelona, Valencia, Bilbao, Vallado-  
lid, Alicante, Tenerife, Oviedo, Seville, Vigo, La  
Coruna.  
Labels: (owned) Cancela, Novola, Zafiro; (dis-  
tributed) Edigsa.  
Tape: cassette duplicated by Fonogram.

### ● cassette & open reel manufacturers

Espectra, Edificio Parking, Plaza de los Mostenses,  
Madrid 8. Tel: 241.49.35. Gen. Dir.: Jose  
Miguel Estebanranz; Sales Dir.: Bartolome Espa-  
dale Verges.  
Configuration: cassette & open reel.  
Fonogram, Avda. de America y Hernandez de Tejada,  
Madrid 17. Tel: 267.42.00. Gen. Dir.: Mariano  
de Zuniga; Sales Dept.: Saul Tagarro.  
Configuration: cassette & open reel.

### ● custom duplication

Adams, Sagasta 23, Madrid.  
Celada, Avda. de America 22, Madrid 2. Tel: 245.  
46.00. Dir.: Juan Alonso de Celada.  
Dyrasa, Jose Antonio 55, Madrid.  
Fonogram, Avda. de America y Hernandez de  
Tejada, Madrid 17. Tel: 267.42.00.  
Fonopolis, Ibiza 52, Madrid 9. Tel: 237.90.00.  
Sinfonia, Vallehermoso 32, Madrid 15. Tel: 224.  
23.97.  
Sonomax, Santo Domingo 11, Madrid.  
Sonoplay, Serano 164-2, Madrid 2.

## SWEDEN

Population: 8,000,000.  
Per capita income: \$3,056 (US).  
Official rate of exchange: \$1 (US) = 5.17 kronor.  
Tape market: The market is still relatively small.  
There is no tape manufacturing in Sweden.  
Tapes are imported. Swedish labels are manu-  
factured in Germany. The cassette is the domi-  
nant configuration.

### ● record manufacturers with tape product

E M I Svenska AB, Fack, Stockholm 10. Tel:  
08/22 45 80. Telex: 10046. Cable: GRAMMO-  
PHON. Gen. Mgr. & Dir.: Anders Holmstedt;  
Adv. Mgr.: Per Fagerholm.  
Labels: Capitol, Columbia, Electrola, Encore,  
HMV, Odeon, Parlophone, Regal, Stateside.  
Cartridge 8-track & cassette.  
Grammofon AB Electra, PO Box 1178, Ankdamms-  
gatan 5, 17123 Solna 1. Tel: 08/82 04 80.  
Cable: TEFUNK. Telex: 1561. Gen. Mgr.: Sixten  
Eriksson; Ass't Mgr.: Hans-Ove Eriksson; Sales:  
Per Lindberg; PR: Gosta Linderholm.  
Labels: Celesta, Musica, Sagoton, Swedish  
Society Discofil, Telestar.  
Cartridge 8-track & cassette.  
Karussell Grammofon, Karlavagen 81, 11459 Stock-  
holm. Tel: 08/63 58 20. Mng. Dir.: Ivan Nord-  
strom; Sales: Gosta Winge; PR: Ruth Linn.  
Labels: Joker, Karussell, Polydor, Primula.  
Cassette.  
Philips-Sonora, Box 5153 Kommendorsgatan 26,  
10244 Stockholm. Tel: 08/63 54 00. Mng. Dir.:  
Eddie Landqvist; Sales: Gunnar Jonsson; Press:  
Ingvar Erikson.  
Labels: CBS, Dux, Fontana, Mercury, Oktav,  
Philips, Pye, Sonora, Svenska Ljud.  
Cassette.

## SWITZERLAND

Population: 6,036,000.  
Per capita income: \$2,262 (US).  
Official rate of exchange: \$1 (US) = 4.25 francs.  
Average retail price per tape: 8-track cartridge—  
\$11.40; (LP) cassette—\$4.40 to \$5.10; EP cas-  
sette—\$2.30; open reel—\$7.02.  
Tape market: Switzerland has the highest sales of  
tapes & cassettes per capita in Europe due in

part to low cassette prices which approximate  
those of records.  
Type of distribution: Manufacturer or importer-to-  
retailer system predominates.  
Import/Export regulations: Imports from EFTA  
(European Free Trade Assn.) countries are tax-  
free; those from EWG (European Common Market)  
countries are taxed by weight.

### ● record manufacturers with tape product

Amadeo (see Phonag).  
Ariola (see Musikvertrieb).  
Barclay, 14 rue du Roverey, CH-1207 Geneva. Tel:  
(022) 36-17-41/74-14.  
Branches: Belgium, France, Netherlands.  
Cartridge 8-track & cassette.  
Blue Bell (see Philips).  
C B S, 10 unter Alstard, CH-6301 Zug. Tel: (042)  
4-62-22. Cable: COLRECORD. Telex: 7B 874.  
Gen. Mgr.: Max Wyngaard.  
Cassette: CBS.  
C G D (see Philips).  
Cian (see Philips).  
Coral (see Musikvertrieb).  
Decca (see Musikvertrieb).  
Deram (see Musikvertrieb).  
Durium (see Philips).  
E M I Recs. AG, Raemistr. 42, CH-8024 Zurich.  
Tel: (051) 34-52-77. Gen. Mgr.: Max Brunner.  
Elite Special (see Musikvertrieb).  
Eurodisc (see Musikvertrieb).  
EutiCas (see PIPS).  
Festival (see Musikvertrieb).  
Fonit/Cetra (see Phonag).  
Fontana (see Philips).  
Hansa (see Musikvertrieb).  
Helvetia (see Phonag).  
Intercord (see Phonag).  
M P S (see Phonag).  
Mercury (see Philips).  
Monument (see Musikvertrieb).  
Musica (see Phonag).  
Musikvertrieb AG, Badenerstr. 555, CH-8040 Zurich.  
Tel: (051) 54-97-54. Telex: 52 7 40. Gen. Mgr.:  
M. A. Rosengarten; Sales Dir. & Promo.: Lud-  
wig Schenkert.  
Cartridge 8-track: Ariola (Germany), Coral (USA),  
Decca (USA), Deram (USA), Elite Special (Ger-  
many), Eurodisc (Germany), Festival (France),  
Hansa (Germany), London (USA), Monument  
(USA), RCA (USA), Reprise (USA), Telefunken  
(Germany), Vega (France), Warner Bros.-Seven  
Arts (USA).

P I P S (Production Internationale de Propagande  
Sonore), PO Box 78, CH-8703 Erlenbach. Tel:  
(051) 90-85-85. Cable: TIELERLENBACH. Dir.:  
Eugene Tiel.  
Cassette: PIPS, RenoCas, EutiCas.  
Philips, PO Box 27, Edenstr. 20, CH-8027 Zurich.  
Tel: (051) 44-22-11. Contact: A. Duchable.  
Cassette: Philips, Fontana, Mercury (Austria,  
France, Italy, Netherlands, UK); Blue Bell, CGD,  
Cian, Durium, Rifi, Tristan (Italy).  
Phonag AG, PO Box 66, Straulistr. 1, CH-8401 Win-  
terthur. Tel: (052) 23-62-31. Telex: 56 281.  
Gen. Mgr.: Helmut Bischof.  
Cartridge 4 & 8-track: Fonit/Cetra (Italy).  
Cassette: Amadeo (Germany), Fonit/Cetra (Italy),  
Helvetia (Switzerland), Intercord (Germany),  
Musica (Germany).  
Open reel: MPS (Germany), Saba (Germany).  
R C A (see Musikvertrieb).  
RenoCas (see PIPS).  
Reprise (see Musikvertrieb).  
Rifi (see Philips).  
Saba (see Phonag).  
Siemens EAG, Loewenstr. 35, CH-8021 Zurich. Tel:  
(051) 25-36-00.  
Telefunken (see Musikvertrieb).  
Tristan (see Philips).  
Vega (see Musikvertrieb).  
Vogue SA, Av. des Alpes 70, CH-1820 Montreux.  
Tel: (021) 62-45-55.  
Warner Bros.-Seven Arts (see Musikvertrieb).

### ● tape manufacturers & duplicators

Atlantida, 9-11 rue du Clos, CH-1207 Geneva. Tel:  
(022) 36-68-60. Cable: ASAINTER.

### ● tape playback equip- ment manufacturers

Revox International (div. of Ela), PO Box, CH-8105  
Regensdorf.

### ● services & supplies EMPTY CARTRIDGE & CASSETTE MANUFACTURERS

Audio Devices Inc., 34 rue de l'Athenee, 1206  
Geneva.  
Configuration: cartridge 4 & 8-track & cassette.  
Brand: Audiopak.

## RAW TAPE MANUFACTURERS

Audio Devices Inc., 34 rue de l'Athenee, 1206  
Geneva.  
Brand: Audiotape.

## BLANK LOADED TAPE

Audio Devices Inc., 34 rue de l'Athenee, 1206  
Geneva.  
Configuration: cartridge 4 & 8-track, cassette  
& NAB broadcast cartridges.  
Brand: Audiotape.

## RECORDING & TAPE DUPLICATING STUDIO

Ruba Beerli & Co., Untere Rebgasse 18, CH-4000  
Basel. Tel: (061) 33-23-94.

## ● accessories & supplies

### HEAD CLEANERS & DEMAGNETIZERS DISPLAY RACKS

Audio Devices Inc., 34 rue de l'Athenee, 1206  
Geneva.

## UNITED KINGDOM

Population: 54,000,000.  
Per capita income: \$2,670.  
Official rate of exchange: \$1 (US) = 8 shillings,  
4 pence; 1 pound = \$2.40 (US).  
Pre-recorded tape manufactured for domestic & ex-  
port sale: 8-track cartridge 1968—120,000 units;  
1967—30,000 units. Cassette 1968—700,000 units;  
1967—500,000 units; 1966—200,000 units. Open  
reel 1967—230,000 units; 1966—227,000 units.  
Average retail price per tape: 4-track cartridge—  
\$6.54; 8-track cartridge—\$6.74; cassette—\$6.71;  
open reel—\$6.60.  
Tape market: There are an estimated six million  
playback units in use in Britain, 95% of which  
are open reel machines. Ninety per cent of 4 &  
8-track cartridge units in use are installed  
in cars. Tapes carry a 55% purchase tax. The  
musicassette was launched ahead of other  
cartridge systems and has retained its lead.  
Type of distribution: Manufacturer to dealer is  
standard throughout the industry. About 30%  
of musicassettes, 4 & 8-track cartridges are sold  
through car dealers and electrical shops not  
stocking records.  
Type of promotion: Musicassettes are promoted  
along with records, 4 & 8-track cartridges are  
promoted more through car media such as motoring  
magazines.  
Import/Export regulations: All tapes that have  
copyright clearance and are from non-Communist  
countries are admitted without a license after  
payment of 25% import duty or 16.25% from  
Canada or other Commonwealth territories.

### ● record manufacturers with tape product

A D-Rhythm Prod'ns, 14a Broadwalk, Pinner Rd.,  
North Harrow, Middlesex. Sales Dir.: David K.  
Burrows; Promo Dir.: Jon A. Gummer; Int'l:  
John C. Jackson.  
Branch: The Studios, Rickmansworth, Herts.  
Tel: 7-2351. Cable: JACMUSIC. Mgr.: John C.  
Jackson.  
Open reel.  
Blue Horizon, c/o M&R Ents., 3b Godstone Rd.,  
Kenley, Surrey. Tel: (01) 660-5754. Owners:  
Richard & Mike Vernon (distributed by CBS).  
Cassette: licensed to Philips through CBS.  
Blue Note (see Liberty).  
C B S, 28/30 Theobalds Rd., London, W.C.1. Tel:  
(01) 242-9000. Cable: COLRECORD. Mng. Dir.:  
Kenneth Glancy; Opns. Dir.: Maurice Oberstein;  
Sales Mgr.: Carl Denker; Mktg Mgr.: Olav  
Wyper; Pub.: Rodney Burbeck; Export Mgr.:  
Fred Dennis; Creative Servs. Mgr.: John Hays;  
Sales Promo Mgr.: Denis Knowles.  
Cartridge 8-track: licensed to University Rec'g.  
Cassette: licensed to Philips.  
Canaan (see Word Ltd.).  
Capitol (see EMI).  
Columbia (see EMI).  
Decca, Decca House, 9 Albert Embankment, London  
S.E.1. Tel: (01) 735-8111. Cable: DECCORD.  
Chm.: Sir Edward Lewis; Mng. Dir.: W.W.  
Townley.  
E M I (The Gramophone Co.), EMI House, 20 Man-  
chester Sq., London W.1. Tel: (01) HUN 448B.  
Cable: EMIRECORD. Mng. Dir.: K.A.C. East;  
Sales Dir.: J. R. Fruin; Mkt. Planning & Servs.  
Mgr.: C. Hadley; Promo Mgr.: Colin Burn;  
Gen Mgr. Int'l Sales Div.: A. M. Smith.  
Cartridge 4-track & 8-track: Capitol, Columbia,  
Parlophone.  
Cassette: Columbia, HMV, Immediate, Motown,  
Parlophone, Tamla.  
Open reel: Capitol, Columbia, HMV, Parlophone,  
Stateside.  
Ember, Carlton Tower Pl., Suite 4, Sloan St., London  
S.W.1. Tel: (01) 245-9330/9. Cable: KRUGENT.  
Chm.: John Barry; Mng. Dir. & Int'l: Jeffrey  
S. Kruger; Sales Dir.: Bernie Taylor; Pub.:

Peter Douglas; Adv.: Gerry Fifer; Promo.: Jimmy Henney.  
**Cartridge 8-track:** Ember, Famous Artists licensed to University Rec'g.  
**Famous Artists (see Ember).**  
 Fontana (see Philips).  
 HMV (see EMI).  
 Immediate (see EMI).  
 Imperial (see Liberty).  
 Island, 155 Oxford St., London W.1. Tel: REG 6228.  
 Cable: ACKEE. Mng. Dir.: C. Blackwell; Dirs.: D. Betteridge, C. Peers; Sales Dir.: D. Betteridge; Pub. & Adv.: Ian Coates; Promo.: C. Peers; Int'l.: C. Blackwell.  
**Branch:** Music House, 12 Neasden Ln., London N.W.10. Tel: 459-6212/4. Mgr.: G. Walker.  
**Cassette:** licensed to Philips.  
 Liberty, 11 Albermarle St., London W.1. Tel: (01) 629-7362. Cable: LIBRECORD. Mng. Dir.: Robert Reisdorff; Press Officer: Vivien Holgate; Adv. & Export Mgr.: Carole Chapman.  
**Cartridge 4-track, 8-track & cassette:** Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, United Artists, World Pacific—self-mfd. Major Minor, 58/59 Marlborough St., London W.1. Tel: (01) 437-5803. Mng. Dir.: Philip R. Solomon; Promo Mgr.: Pat Campbell; Sales Dir.: Mrs. Margaret Brace; Pub.: Frances Baars; Adv.: Steven Hill.  
**Int'l branch:** Eire.  
**Cartridge 4-track, 8-track & cassette:** licensed through GRT (USA).  
 Mercury (see Philips).  
 Minit (see Liberty).  
 Motown (see EMI).  
 Pacific Jazz (see Liberty).  
 Page One (see Philips).  
 Parlophone (see EMI).  
 Philips Recs. Ltd., Stanhope House, Stanhope Pl., London W.2. Tel: 262-7788. Cable: PHIL-RECORD. Mng. Dir.: L. Gould; Commercial Mgr.: F.C.A. Kent; Gen. Sales Mgr.: W. Woyda; Sales Mgr.: G. Hannington; Export Mgr.: C. Voute.  
**Branches:** Highland House, 58 Waterloo St., Glasgow C.2. Tel: Central 1617-18 Lloyd St., Manchester 2. Tel: Deangate 8741/5.  
**Cassette:** Philips, Fontana, Mercury, Page One—self-mfd.  
**Open reel:** Philips, Fontana, Mercury—licensed to Ampex.  
 Polydor Recs. Ltd., 17/19 Stratford Pl., London W.1. Tel: (01) 493-7401. Mng. Dir.: Roland Rennie; Admin. Dir.: Peter Erdmann; Mktg. Dir.: Alan Bates; Sales Mgr.: Eddie Webster; Adv. Mgr.: Derek Hammond; Overseas Mgr.: David Ball; Mktg. Co-ord.: Chris Whent.  
**Cassette:** licensed to Philips.  
**Open reel.**  
 Pye, ATV House, Great Cumberland Pl., London W.1. Tel: (01) 262-5502. Cable: PYREC. Mng. Dir.: Louis Benjamin; Gen. Mgr.: L. E. Cocks; Sales Mgr.: R. O'Dwyer; Press Officers: Miss P. Pretty; Int'l. Promo Mgr.: P. Elderfield; Int'l. Dir.: Geoff Bridge.  
**Branches:** 132 Western Rd., Mitcham, Surrey. Tel: (01) 648-7000. Gen. Sales Mgr.: R. O'Dwyer —1A Dora Rd., Small Heath, Birmingham. Tel: VIC 4533. Area Mgr.: R. K. Pipkin—9A Upper Accommodation Rd., Leeds 9. Tel: Leeds 20445/6. Area Mgr.: R. L. Hunt—Ralli Bldgs., Salford. Tel: BLA 1404/5. Area Mgr.: M. B. Sager—21c Carbrain Estate, Cumbernauld, Glasgow, Scotland. Area Mgr.: C. I. Brown.  
**Int'l branch:** Eire, 24 Mountjoy Sq., Dublin. Tel: Dublin 4-6441. Sales Mgr.: J. Woods.  
**Cartridge 8-track:** licensed to University Rec'g.  
**Cartridge 4-track:** licensed to King Stereo.  
**Cassette:** licensed to Philips.  
**Open reel:** licensed to Ampex.  
 Sacred (see World Ltd.).  
 Soul City (see Liberty).  
 Stateside (see EMI).  
 Tamla (see EMI).  
 United Artists (see Liberty).  
 World Ltd., Greycaines House, Greycaine Rd., North Watford, Hertfordshire. Contact: W. T. Hamilton.  
**Home office:** USA.  
**Cartridge 8-track & cassette:** Canaan, Sacred, World—self-mfd.  
**World Pacific (see Liberty).**  
 World Rec. Club, Parkbridge House, The Little Green, Richmond, Surrey. Tel: (01) 940-8331. Cable: DISCLUB. Promo Dir.: Bruce Matthews; Admin. Dir.: John Becher.  
**Cartridge 8-track & open reel:** licensed to University Rec'g.

**Cartridge 8-track:** EMI, CBS, Pye groups, A&M, Chess, Reprise, Warner Bros.-Seven Arts, World Record Club.

## ● tape playback equipment manufacturers & importers

A E G (Great Britain) Ltd., 27 Chancery Ln., London, W.C.2. Tel: Chancery 9944.  
 A M C Radio Ltd., 5 Shakespear Rd., London, N.3. Tel: Finchley 2188.  
 Acme Electric Co. (Finsbury) Ltd., 74 Great Eastern St., London, E.C.2. Tel: Shoreditch 6486.  
 B. Adler & Sons Radio, Ltd., 32a Coptic St., London, W.C.1. Tel: Museum 9606.  
 Alba (Radio & Television) Ltd., 70 Tabernacle St., London, E.C.2. Tel: Clerkenwell 1322.  
 Allegro Sound Equip. Ltd., 91a Heath St., London, N.W.3. Tel: Hampstead 6377.  
 Ampex Electronics Ltd., Acree Rd., Reading. Tel: Reading 84411.  
 Ampex Great Britain Ltd., 72 Berkeley Ave., Reading. Tel: Reading 55341.  
 Audiorama Ltd., 138 Horton Rd., Datchet, Buckinghamshire. Tel: Slough 42242.  
 Baird TV Dist., Empire House, 414 Chiswick High Rd., London, W.4. Tel: Chiswick 8437.  
 Balmoral Electronics, Ltd., 113 Victoria St., St. Albans, Hertfordshire. Tel: St. Albans 51982.  
 Bang & Olufsen, U.K. Sales Div., Debenhams Electric & Radio Dist., Easterbrook Rd., Gloucester.  
 F.W.O. Bauch Ltd., Holbrook House, Cockfosters, Barnet, Hertfordshire. Tel: Hadley Green 3277.  
 Benkson Ltd., 351 Oxford St., London, W.1. Tel: Hyde Park 2886.  
 Benross Trading Co. Ltd., 29-33 Everton Brow, Liverpool 3. Tel: North 0471.  
 Binatone Electronics, Ltd., 1 Paul St., London, E.C.2. Tel: National 4577.  
 B. C. Blazy & Clement Ltd., Memfagimal House, 26-29 St. Cross St., London, E.C.1. Tel: Chancery 7608.  
 Bosch Lt., 205 Great Portland St., London W.1. Tel: Langham 2762.  
 C. Braddock Ltd., 266 Waterloo Rd., Blackpool. Tel: Blackpool 45049.  
 Brenell Engineering Co. Ltd., 231-5 Liverpool Rd., London, N.1. Tel: North 8271.  
 Britimpex Ltd., 16-22 Great Russell St., London, W.C.1. Tel: Museum 7600.  
 British Radio Corp. Ltd., 284 Southbury Rd., Enfield, Middlesex. Tel: Howard 2477.  
 Bush Radio (div. of The Rank Organisation), Power Rd., Chiswick, London, W.4. Tel: Chiswick 6491.  
 Cape Electrophonics Ltd., 43-45 Shirley High St., Southampton. Tel: Southampton 74251.  
 Clarke & Smith Mfg. Co. Ltd., Melbourne Works, Wallington, Surrey. Tel: Wallington 9252.  
 Cleaver Hume Ltd., 29 Wright's Ln., London, W.8. Tel: Western 9861.  
 Connevans Ltd., Westminster Bank Chambers, Bridge St., Leatherhead, Surrey. Tel: Leatherhead 2671.  
 Contronics Ltd., Garth Works, Deepcut Bridge Rd., Blackdown, near Aldershot, Hampshire. Tel: Deepcut 5936.  
 Co-operative Whse. Society, Ltd., Alma Park, Warley St., Upminster, Essex. Tel: Upminster 3200.  
 Dansette Prods. Ltd., Dansette House, Honeypot Ln., Stanmore, Middlesex. Tel: Wordsworth 0021.  
 Deimos Ltd., 8 Corwell Ln., Hillingdon, Middlesex. Tel: Hayes 3561.  
 Denham & Morley Ltd., 173 Cleveland St., London, W.1. Tel: Euston 3656.  
 Direct TV Replacements Ltd., 126 Hamilton Rd., London, S.E. 27. Tel: Gipsy Hill 6166.  
 Dual Electronics Ltd., Radnor House, London Rd., London, S.W. 16.  
 Dynaport Radio & Television Ltd., 30-34 Gorst Rd., London, N.W. 10. Tel: Elgar 7541.  
 Dynatron Radio Ltd., St. Peter's Rd., Furze Platt, Maidenhead, Berkshire. Tel: Maidenhead 23331.  
 Electric & Musical Ind. Ltd., Blyth Rd., Hayes, Middlesex. Tel: Hayes 3888.  
 Electrical Agencies (Belfast) Ltd., 4 College Sq. N., Belfast 1, Ireland. Tel: Belfast 24813.  
 Electrical & General Dev. (London) Ltd., 229 Dawes Rd., London, S.W. 6. Tel: Fulham 5432.  
 Electronic Assemblies Ltd., 223 Whittington Rd., Bowes Park, London, N.22. Tel: Bowes Park 2201.  
 Elizabethan Electronics Ltd., Crow Ln., Romford, Essex. Tel: Romford 64101.  
 Elstone Electronics Ltd., 81 Kirkstall Rd., Leeds 3. Tel: Leeds 35111.  
 Epsilon Inds. Ltd., Faggs Rd., Feltham, Middlesex. Tel: Feltham 5091.  
 Erskine Laboratories Ltd., Newby Bridge Ln., Newby, Scarborough. Tel: Scalby 483.  
 Europa Electronics Ltd., Howard Pl., Shelton, Stoke-on-Trent. Tel: Stoke-on-Trent 29316.  
 Europhon (Radio & TV) Ltd., 174 Pentonville Rd., London, N.1. Tel: Terminus 7486.  
 Expert Gramophones Ltd., 1 Railway Approach, Wallington, Surrey. Tel: Wallington 2700.  
 Felcort Ltd., 251 Edgwarebury Ln., Edgware, Middlesex. Tel: Stonegrove 7127.  
 Ferguson Radio & Television, Thorn House, Upper St. Martin's Ln., London, W.C.2. Tel: Temple Bar 2444.  
 Ferrograph Co., Ltd., 84 Blackfriars Rd., London, S.E. 1. Tel: Waterloo 1981.  
 Fi-Cord International, Charlwood Rd., East Grinstead, Sussex. Tel: East Grinstead 21351.  
 Fidelity Radio Ltd., 6 Olaf St., London, W.11. Tel: Park 0131.  
 Flint Television Ltd., 4a Regent Parade, Harrogate. Tel: Harrogate 4687.  
 Fonadek International Ltd., Vivian Rd., Birmingham 17. Tel: Harbourne 2267.  
 Grundig (G.B.) Ltd., Newlands Park, Sydenham, London, S.E. 26. Tel: Sydenham 2211.  
 Halroy Prods. Ltd., The Power House, Headstone Ln., North Harrow, Middlesex. Tel: Hatch End 1021.  
 C. E. Hammond & Co., Ltd., 90 High St., Eton, Windsor, Berkshire. Tel: Windsor 63388.  
 Hartley Electromotives Ltd., Octopus Works, Monkmoor, Shrewsbury. Tel: Shrewsbury 6343.  
 Hasmick Promos, Ltd., 13 Elvaston Pl., London, S.W.7. Tel: Knightsbridge 4001.  
 Heddon-Smith Group Ltd., Heddonia House, 7 William Rd., London, N.W.1. Tel: Euston 8501.  
 Highgate Acoustics 71/73 Great Portland St., London, W.1. Tel: Museum 2901.  
 Holgates of Totton Ltd., 55-57 Commercial Rd., Totton, Hampshire. Tel: Southampton 3441.  
 Inter-Continental O. E. Co. Ltd., Vivian Rd., Birmingham 17. Tel: Harborne 4266.  
 K G M Electronics Ltd., Bardolph Rd., Richmond, Surrey. Tel: Richmond 7171.  
 Kenton Laboratories Ltd., 2 Myron Pl., London, S.E.13. Tel: Lee Green 7433.  
 Kingsway Mill (M/C) Ltd., 1 Berry St., London, E.C.1. Tel: Clerkenwell 3856.  
 Klik Stereo Ltd., 340-342 London Rd., Hadeleigh, Essex. Tel: (0702) 556714. Dirs.: Mike Price, Douglas Wiles, Tony Levene.  
**Cartridge 8-track:** imports only.  
 Kolster-Brandes Ltd., Footscray, Sidcup, Kent. Tel: Footscray 3333.  
 L C A (Dist'g) Co. Ltd., 93 Shackleton Ln., Hackney, London, E.8. Tel: Clissold 6543.  
 L P F Phonotronics Ltd., 175/183 Cricklewood Ln., London, N.W.2. Tel: Meadway 3344.  
 Leavers-Rich Equip. Ltd., 319 Trinity Rd., London, S.W.19. Tel: Vandyke 9054.  
 Magneta (BVC) Ltd., Ackmar Works, Parsons Green Ln., London, S.W.6. Tel: Renown 5566.  
 R. Marking & Co. Ltd., 197 Streatham Rd., Mitcham, Surrey. Tel: Mitcham 4044.  
 Martin Electronics Ltd., 154 High St., Brentford, Middlesex. Tel: Isleworth 1161.  
 Modern Techniques, Wedmore St., London, N.19. Tel: Archway 3114.  
 Murphy Radio (div. of The Rank Organisation), Bessemer Rd., Welwyn Garden City, Hertfordshire. Tel: Welwyn 23434.  
 M. Murray Electronics Ltd., 5 Selkirk Rd., London, S.W.17. Tel: Balham 9175.  
 Northern Radio Servs., Kings College Rd., London, N.W.3. Tel: Primrose 3314.  
 Pamphonic Reproducers Ltd., Heath Works, Baldock Rd., Royston, Hertfordshire. Tel: Royston 2412.  
 Peto Scott Ltd., Adlestone Rd., Weybridge, Surrey. Tel: Weybridge 47271.  
 Philips Electrical Ltd., Century House, Shaftesbury Ave., London, W.C.2. Tel: Gerrard 7777.  
 Plantex Electronics Ltd., 11 Mayers Rd., Wood Green, London, N.22. Tel: Mulberry 1091.  
 Pullin Photographic Ltd., 11 Aintree Rd., Perivale, Greenford, Middlesex. Tel: Alperton, 1541.  
 R E W (Earlsfield) Ltd., 266-268 Upper Tooting Rd., London, S.W.17. Tel: Balham 8267.  
 Rank Bush Murphy Ltd., Power Rd., Chiswick, London, W.4. Tel: Chiswick 6491.  
 Rebus Electric Ltd., 66 Elms Rd., Aldershot. Tel: Aldershot 22240.  
 Repts (Tape Recorders) Ltd., Colville Rd., Factory Estate, Acton, London, W.3. Tel: Acton 4141.  
 J. Rivlin Ltd., 16-17 Brunswick St., Leeds 2. Tel: Leeds 31458.  
 Robuk Elect. Inds. Ltd., 559-561 Holloway Rd., London, N.19. Tel: Archway 1022.  
 Ruco Prods. (Radio) Ltd., 197 Lower Richmond Rd., Surrey. Tel: Prospect 4463.  
 Saba Electronics Ltd., 35 Eden Grove, London, N.7. Tel: North 8241.  
 Sanyo Serv. & Sales, 164 Clapham Park Rd., London, S.W.4. Tel: (01) 720-1911.  
 Scientific & Technical Dev. Ltd., Stover Trading Estate, Yate, Bristol. Tel: Chipping Sodbury 250.  
 Sharp Sales & Serv., 16-18 Worley Rd., Swinton, Manchester. Tel: Swinton 3232.  
 Skytone Electronics Ltd., Burnstall Rd., Coventry. Tel: Coventry 74622.  
 Sony UK Sales (div. of Debenhams Elec. & Radio Dist.), Eastbrook Rd., Gloucester.  
 Stereosound Prods. Ltd., 12-14 Wakefield Rd., Brighouse, Yorkshire. Tel: Brighouse 1755.  
 Supersound Electronic Prods., 14 Mt. Pleasant Rd., Hastings. Tel: Hastings 5647.  
 Symphony Amplifiers Ltd., 16 Kings College Rd., London, N.W.3. Tel: Primrose 3314.  
 Tape Recorders (Electronics) Ltd., 197 Lower Richmond Rd., Richmond, Surrey. Tel: Prospect 4463.  
 Thermionic Prod. (Electronics) Ltd., Shore Rd., Hythe, Southampton. Tel: Hythe 3265.  
 Thorn Electrical Inds. Ltd., Thorn House, Upper St. Martin's Ln., London, W.C.2. Tel: Temple Bar 2444.  
 Tonesta Ltd., 5 High St., Hatfield Peverel, Essex. Tel: Hatfield Peverel 241.

Continued on page 134

## INTERNATIONAL TAPE SECTION

Continued from page 133

Triumph Electronics Ltd., 118-122 Brighton Rd., Purley, Surrey, Tel: Uplands 2327.  
 Truvox Ltd., Neasden Ln., London, N.W.10. Tel: Dollis Hill 8011.  
 Unamec Ltd., United Africa House, Blackfriars Rd., London, S.E. 1. Tel: Waterloo 2070.  
 University Rec'g Co., 38 Gold St., Cambridge. Tel: Cambridge 54947.  
 University Rec'g Ltd.—Tempo Tapes Ltd., 36 Hertford St., London, W.1. Tel: (01) 499-8157. Cable: UNIRECO. Mng. Dir.: Philip Ashworth; Tape Mgr.: Mike Hazeldine.  
 Cartridge 8-track: (4 models) 1 auto, 3 home.  
 Van Den Molen Ltd., 42 Mawney Rd., Romford, Essex. Tel: Romford 41904.  
 Veritone Ltd., Eden Grove, London, N.7. Tel: North 8161.  
 Volmar Ltd., 154 High St., Brentford, Middlesex. Tel: Isleworth 1161.  
 Vortexion Ltd., 257/263, The Broadway, London, S.W.19. Tel: Liberty 6242.  
 Wholesale Supplies (Swinton) Ltd., 16-18 Worsley Rd., Swinton, Manchester. Tel: Swinton 3232.  
 K. H. Williman & Co. Ltd., Blackford House, Sutton, Surrey. Tel: Melville 1491.  
 Winter Trading Co. Ltd., Winter House, 95-99 Ladbroke Grove, London, W.11. Tel: Park 1341.  
 Wyndson Rec'g Co. Ltd., 2 Bellevue Rd., Friern Barnet, London, N.11. Tel: Enterprise 2226.

### ● tape distributors

Klik Stereo Ltd., 340-342 London Rd., Hadleigh, Essex. Tel: (0702) 556714. Dirs.: Mike Price, Douglas Wiles, Tony Levene.  
 Cartridge: 8-track.  
 University Rec'g Ltd.—Tempo Tapes Ltd., 36 Hertford St., London, W.1. Tel: (01) 499-8157. Cable: UNIRECO. Mng. Dir.: Philip Ashworth; Tape Mgr.: Mike Hazeldine.  
 Labels: A&M, CBS, Chess, EMI, Pye, Reprise, Warner Bros.—Seven Arts, World Record Club.

### ● services, supplies & accessories

#### RAW TAPE SUPPLIERS

A E G (Great Britain) Ltd., 27 Chancery Ln., London, W.C.2. Tel: Chancery 9944.  
 Adastr Electronics Ltd., 167 Finchley Rd., London, N.W.3. Tel: Maida Vale 8164.  
 B. Adler & Sons Radio Ltd., 32a Coptic St., London, W.C.1. Tel: Museum 9606.  
 Agfa Ltd., Great West Rd., Brentford, Middlesex. Tel: Isleworth 2131.  
 Ampex Great Britain Ltd., 72 Berkeley Ave., Reading. Tel: Reading 55341.  
 Audev Ltd., 9 Willow Rd., Poyle Trading Estate, Colnbrook, Slough, Buckinghamshire.  
 Brand: Audiotape.  
 B A S F United Kingdom Ltd., 5a Gillespie Rd., London, N.5. Tel: Canonbury 2011.  
 Bang & Olufsen U. K. Sales (div. of Debenhams Elec. & Radio Dist.), Easterbrook Rd., Gloucester.  
 British Manufactured Bearings Co. Ltd., Fleming Way, Crawley, Sussex. Tel: Crawley 28765.  
 Chart-Edge Ltd., 18 Jermyn St., London, S.W.1.  
 Colton & Co. (Lapidaries) Ltd., The Crescent, Wembleton, London, S.W.19. Tel: Wembleton 9401.  
 Commercial Drug & Chemical Co. Ltd. (Photographic Div.), 460 Holloway Rd., London, N.7.  
 Denham & Morley Ltd., 173 Cleveland St., London, W.1. Tel: Euston 3656.  
 Electric & Musical Inds. Ltd., Blyth Rd., Hayes, Middlesex. Tel: Hayes 3888.  
 Ferrograph Co. Ltd., 84 Blackfriars Rd., London, S.E.1. Tel: Waterloo 1981.  
 Grundig (Great Britain) Ltd., Newlands Park, Sydenham, London, S.E. 26. Tel: Sydenham 2211.  
 Highgate Acoustics, 71/73 Great Portland St., London, W.1. Tel: Museum 2901.  
 Ilford Ltd., Ilford, Essex. Tel: Ilford 3000.  
 Inter-Continental Office Equip. Co. Ltd., Vivian Rd., Birmingham 17. Tel: Harborne 4266.  
 K G M Electronics Ltd., Bardolph Rd., Richmond, Surrey. Tel: Richmond 7171.  
 K & K Electronics Ltd., 25 Roman Rd., London, E.2. Tel: Advance 1936.  
 Gordon J. King (Ents.) Ltd., Enterprise House, N. Boundary Rd., Brixham, Devon. Tel: Brixham 2304.  
 Kodak Ltd., Kodak House, Kingsway London, W.C.2. Tel: Holborn 7841.  
 L C A (Dist.) Co. Ltd., 93 Shackelwell Ln., Hackney, London, E.8. Tel: Clissold 6543.  
 Leda Tapes, 30 Baker St., London, W.1. Tel: Welbeck 0441.  
 Leavers-Rich Equip. Ltd., 319 Trinity Rd., London, S.W. 19. Tel: Vandyc 9054.  
 R. Marking & Co. Ltd., 197 Streatham Rd., Mitcham, Surrey. Tel: Mitcham 4044.  
 Mastertape (Magnetic) Ltd., Prescot Rd., Poyle Trading Estate, Colnbrook. Tel: Colnbrook 2431.  
 N. Miers & Co. Ltd., 28 Piercing Hill, Theydon Bois, Essex. Tel: Theydon Bois 2611.  
 Minnesota Mining & Mfg. Co. Ltd., 3M House, Wigmore St., London, W.1. Tel: Hunter 5522.

Muzicord Ltd, Aston Tirrold near Didcot, Berkshire. Tel: Blewbury 303.  
 Philips Electrical Ltd., Century House, Shaftesbury Ave., London, W.C.2. Tel: Gerrard 7777.  
 K. Popper (RTC) Ltd., 55 Chaplin Rd., London, N.W.2. Tel: Willesden 2141.  
 R C A Great Britain Ltd., Lincoln Way, Windmill Rd., Sunbury, Middlesex. Tel: Sunbury 5511.  
 R E W (Earlsfield) Ltd., 266-268 Upper Tooting Rd., London, S.W. 17. Tel: Balham 8267.  
 Sony U.K. Sales (div. of Debenhams Elec. & Radio Dist.), Eastbrook Rd., Gloucester.  
 Telcon Metals Ltd, Manor Royal, Crawley, Sussex. Tel: Crawley 28800.

### EMPTY CARTRIDGES, CASSETTE & REEL MFRS.

Audev Ltd., 9 Willow Rd., Poyle Trading Estate, Colnbrook, Slough, Buckinghamshire.  
 Configuration: cartridge 4-track, 8-track & cassette.  
 Brand: Audiotape.  
 Klik Stereo Ltd., 340-342 London Rd., Hadleigh, Essex. Tel: (0702) 556714. Dirs.: Mike Price, Douglas Wiles, Tony Levene.  
 Configuration: cartridge 8-track.

### BLANK LOADED TAPE

Audev Ltd., 9 Willow Rd., Poyle Trading Estate, Colnbrook, Slough, Buckinghamshire.  
 Configuration: cartridge 4-track, 8-track, NAB broadcast cartridges.  
 Brand: Audiotape.  
 University Rec'g Ltd. — Tempo Tapes Ltd., 36 Hertford St., London, W.1. Tel: (01) 499-8157. Mng. Dir.: Philip Ashworth; Tape Mgr.: Mike Hazeldine  
 Configuration: cartridge 4-track, 8-track, cassette & open reel.

### CUSTOM DUPLICATORS

Ampex Great Britain Ltd., Acre Rd., Reading. Tel: Reading 84411.  
 Associated Rec'gs Co., 326 Kensal Rd., London, W.10. Tel: Ladbroke 6651.  
 Britimpex Ltd., 16-22 Great Russell St., London, W.C.1. Tel: Museum 7600.  
 Commercial Drug & Chemical Co. Ltd., (photographic div.), 460 Holloway Rd., London, N.7.  
 Ditchburn Clairetone Ltd., Lytham, Lancashire. Tel: Lytham 7421.  
 Electric & Musical Inds. Ltd., Blyth Rd., Hayes, Middlesex. Tel: Hayes 3888.  
 Global Prods., 14 Underwood Rd., Rothwell, Kettering, Northhamshire. Tel: Rothwell 540.  
 King Stereo, 22 Bruton Pl., London W.1. Tel: (01) 629-6553. Chm.: Hugh Pinder; Mng. Dir.: Clive King; Gen. Sales Mgr.: Stuart Houghton.  
 Languator Rec'gs Ltd., Milton St., Brixham, South Devon.  
 Magneta (BVC) Ltd., Ackmar Works, Parsons Green Ln., London, S.W.6. Tel: Renown 5566.  
 Morutunes Ltd., 102 Leigham Ct. Rd., London, S.W.16. Tel: Streatham 3322.  
 Music-on-Tapes Ltd., Charlwood Rd., East Grinstead, Sussex. Tel: East Grinstead 23888.  
 Muzicord Ltd., Aston Tirrold near Didcot, Berkshire. Tel: Blewbury 303.  
 Northern Radio Servs., Kings College Rd., London, N.W.3. Tel: Primrose 3314.  
 Philips Recs. Ltd., Stanhope House, Stanhope Pl., London, W.C.2. Tel: Ambassador 7788.  
 Rediffusion Reditune, Cray Ave., Orpington, Kent. Tel: 66-32121. Gen. Mgr.: A.J.S. Taylor.  
 Sound Coverage Ltd., Charlwood Rd., East Grinstead, Sussex. Tel: East Grinstead 23888.  
 Sound Rec'gs for Industry, Aston Tirrold near Didcot, (industrial & background music serv.). Berkshire. Tel: Blewbury 303.  
 Symphony Amplifiers Ltd., 16 Kings College Rd., London, N.W.3. Tel: Primrose 3314.  
 Tape-Music Dists. Ltd., 11 Redvers Rd., London, N.22. Tel: Bowes Park 0152.  
 Tele-Radio (Development) Ltd., 189 Edgware Rd., London, W.2. Tel: Paddington 4455.  
 Teletape, 84-88 Shaftesbury Ave., London, W.1. Tel: Gerrard 1615.  
 Tempo Tapes Ltd., Bridge Works, Wallace Rd., London, N.1. Tel: Canonbury 8641.  
 Trusound Mfg. Ltd., Essex Works, Bryant Ave., Harold Park, Romford, Essex. Tel: Ingrebourne 40740.  
 University Rec'g Ltd., 36 Hertford Ct., London, W.1. Tel: (01) 499-8157. Mng. Dir.: Philip Ashworth; Tape Mgr.: Mike Hazeldine.

### CATALOG SERVICES

Advance Recs., 16 1/2 High St., Leicester. Tel: 57803.  
 Contact: Mr. Bingham.  
 King Stereo, 22 Bruton Pl., London W.1. Tel: (01) 629-6553. Chm.: Hugh Pinder; Mng. Dir.: Clive King; Gen. Sales Mgr.: Stuart Houghton.

### PACKAGING & LABELING

King Stereo, 22 Bruton Pl., London W.1. Tel: (01) 629-6553. Chm.: Hugh Pinder; Mng. Dir.: Clive King; Gen. Sales Mgr.: Stuart Houghton.

### DISPLAY RACKS

Audev Ltd., 9 Willow Rd., Poyle Trading Estate, Colnbrook, Slough, Buckinghamshire.

### HEAD CLEANERS

Audev Ltd., 9 Willow Rd., Poyle Trading Estate, Colnbrook, Slough, Buckinghamshire.  
 Klik Stereo Ltd., 340-342 London Rd., Hadleigh, Essex. Tel: (0702) 556714. Dirs.: Mike Price, Douglas Wiles, Tony Levene.

## VENEZUELA

Population: 9,686,486.  
 Per capita income: \$719 (US).  
 Official rate of exchange: \$1 (US) = 4.50 bolivars.  
 Pre-recorded tapes imported from USA: (factory value) 1967—\$800,000; 1966—\$300,000.  
 Average retail price per tape: 8-track cartridge—\$7.77; 4-track cartridge—\$6.66; cassette—\$6.66; open reel—\$7.77.  
 Tape market: All equipment is imported from the USA and Japan. The estimated number of machines in use is (open reel) 150,000; (4-track) 30,000; (8-track) 80,000; (4 & 8-track compatible) 50,000; (cassette) 10,000.  
 Type of distribution: manufacturer-to-retailer and importer-to-retailer.

Eleazar Lopez

### ● record manufacturers with tape product

Atlantic (see Siemens Venezolana).  
 C B S (see La Discoteca).  
 Capitol (see Siemens Venezolana).  
 Discomoda (see Favedica).  
 La Discoteca, PO Box 17380, Caracas. Tel: 344681/85. Gen. Mgr.: W. Ricken; Tape Div. Mgr.: Bernard Brecht.  
 Cartridge 4 & 8-track: (owned) Sonus; (represented) CBS (USA), Dot (USA), Musart (Mexico), Plaza (Brazil).  
 Distribuidora Nacional de Discos, Apdo. 8535, Caracas. Tel: 422019, 414062. Cable: DINA-DISCO. Gen. & Tape Div. Mgr.: Jose Page; Int'l: Raul Roges.  
 Cartridge 4 & 8 track: Velvet; (represented) Riviera (France).  
 Dot (see La Discoteca).  
 Favedica (Fabrica Venezolana de Discos), PO Box 3402, Caracas. Tel: 497491. Pres.: Cesar Rodan; Tape Div. Mgr.: Jorge Ramirez.  
 Cartridge 4 & 8 track: Discomoda.  
 Hermanos Antor, Apdo. 7825, Nueva Granada, Caracas. Tel: 691881, 693319. Cable: CONTI-DISCO. Pres. & Tape Div. Mgr.: Antor Antor.  
 Cartridge 4 & 8-track: (represented) RCA.  
 Musart (see La Discoteca).  
 Musitron, Apdo. del Este 5280, Caracas. Tel: 339344. Pres.: Harry Ferris; VP & Tape Div. Mgr.: Stanley W. Steinhaus; Sales: F. Arelos.  
 Cartridge 4 & 8-track: Odeon, Parlophone.  
 Odeon (see Musitron).  
 Parlophone (see Musitron).  
 Philips (see Siemens Venezolana).  
 Plaza (see La Discoteca).  
 Polydor (see Siemens Venezolana).  
 R C A (see Hermanos Antor).  
 Riviera (see Distribuidora Nacional de Discos).  
 Siemens Venezolana, Av. Principal Los Ruices, Caracas. Tel: 348561. Gen. & Tape Div. Mgr.: Harry Alex.  
 Cassette: (owned) Philips, Polydor; (represented) Atlantic (USA), Capitol (USA), Polydor (Int'l).  
 Sonus (see La Discoteca).  
 Velvet (see Distribuidora Nacional de Discos).

### ● cassette marketer

Hogarama, Centro Comercial de Chacaito, Caracas. Tel: 729846. Cable: MARSYK. Pres.: A. Leslie Escoffery Jr.

### ● importers/exporters

Don Disco, Ed. Royal Palace, Chacaito, Caracas. Tel: 718056. Mgr.: Gervacio Garcia.  
 Maracaibo Import, Centro Comercial, El Parque (Antiguo Coney Island), Caracas. Tel: 327644. Mgr.: Irvin K. Allum.

### ● services & supplies

#### CUSTOM DUPLICATORS

#### BLANK LOADED TAPE PACKAGING & LABELING PRINTING & LITHOGRAPHING

Sonus Electronics, PO Box 17380, Caracas. Tel: 344681/85. Pres.: Bernard Brecht.

#### MANUFACTURER OF TAPE DUPLICATING EQUIPMENT

Sonus Electronics, PO Box 17380, Caracas. Tel: 344681/85. Pres.: Bernard Brecht.  
 Chief product: Winders, loaders.

### ● accessories & supplies

Sonus Electronics, PO Box 17380, Caracas. Tel: 344681/85. Pres.: Bernard Brecht.

READ BILLBOARD FIRST THING EACH WEEK

# IT SHOWS

YOU'RE "IN" ON THE BIG NEWS

## Billboard

The International Music Record Newsweekly

### Break Bias Barrier NOW

The concept of the "break bias barrier" is a key theme in the current music industry landscape, reflecting the challenges and opportunities for new artists and established acts alike.

### Devaluation Stirs Trade

U. K.: Bracing For the Punch

The music industry in the United Kingdom is bracing for the economic impact of devaluation, with many stakeholders looking for ways to navigate the uncertain market.

PURS FOREIGN \$5 DENT SEEN

Foreign exchange rates are a significant factor in the global music market, with fluctuations in the dollar's value affecting international sales and distribution.

U. S.: Facing Pinch on Take

The U.S. music industry is facing a "pinch on take" as it navigates the challenges of a changing market, with many artists and labels seeking innovative solutions.

### Monaural v. Stereo: Dealer And Buyer In Same Groove

The debate between monaural and stereo sound continues to resonate with both dealers and buyers, as the industry seeks to balance cost and quality.

### ColClub, FTC In New Battle

The Copyright Clearance Center (CCC) and the Federal Trade Commission (FTC) are engaged in a new legal battle over music licensing and royalties.

### Korvette's Rothfeld Urges: EDP Ticketing for Industry

Industry leader Rothfeld is urging the implementation of Electronic Data Processing (EDP) ticketing to streamline the music industry's financial and operational processes.



Billboard breaks the BIG stories first with the "inside" scoops on the world of music. It will help you keep up-to-date on the hottest in sound and the big names in the recording industry.

You'll find in-depth articles and regular columns of special interest on: Radio-TV Programming; Reports on Classical, Country, Pop, R&B, and Jazz Music; Audio Retailing—hints on inventory and store improvements; Tape Cartridge News, Vox Jox and much more.

## THE BILLBOARD CHARTS

Each week the entire record industry looks to Billboard's authoritative and accurate charts to spotlight the hits:

- Hits of the World
- Hot 100
- Hot Country Albums
- Hot Country Singles
- New Album Releases
- Top 40 Easy Listening
- Best-Selling Classical LP's
- Best-Selling Jazz Records
- Breakout Albums
- Breakout Singles
- Best Selling R&B Records
- Top LP's



Read the reviews on new releases—tomorrow's hits and star performers. In addition, many retailers use the charts as colorful, sales promotion displays.

## EVERY MONDAY, BILLBOARD HELPS YOU PLAN AHEAD. SEE FOR YOURSELF.

Billboard will reach you by "jet" anywhere in the world. Fill in the coupon and mail today. Try Billboard. It's a great way to start each week, "in the know."

# SEND NO MONEY NOW

Please start my subscription to Billboard right now.  
 Bill me later for 1 year at only \$25 ( or 3 years for \$50).  
Above subscriptions are for U. S. and Canada. Europe: \$45 by air. Other overseas rates on request.

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Fill in and mail to:  
**Billboard, Circ. Dept. 100, 165 W. 46th St., New York, N.Y. 10036.**

# Index to Advertisers

This alphabetical listing is provided as an additional service to readers.  
The publisher does not assume liability for errors or omissions.

## A

A & L Dist.	47
A & M Records	17
Amberg File (Access)	99 thru 102
American Sound	114
Ampex (Canada)	119
Ampex Corp. (Is the Stereo)	5
Ampex Corp. (Let Ampex)	137
Atlantic Records	23
Audio Devices	67
Audio Magnetics	76
Audio Matrix	85
Audio Physics	78

## B

Belair Enter.	104
Bell Sound Studios	24, 25
Berkshire	90

## C

California Auto Radio	94
Capitol	55
Car Tapes	33
Cartridge Control Corp.	92
Cassette Cartridge Corp.	74
Caytronics	93
Chancellor Electronics	89
Channel Marketing	68
Columbia Records	21
Columbia Record Prod.	82
Communication Electronics	72
Crown Radio	86
Crown Kent Modern	43

## D

Data Packaging	71
Dooto Rec.	22
Dot Rec.	31
Dubbings	87

## E

Ecofina	127
Eltron Export Co.	36
Epic Records	11

## F

Fiesta Records	26
Fine Tone Audio Products	54

## G

GRT (Canada)	112
GRT (There's More in the Music Biz)	4th Cover
GRT (There's More Than Business)	69
Gabor, Don	98

## H

Heartwarming Rec.	20
Mitachi Maxell Ltd.	127

## I

ITCC	39
ITCC Canada	117
Irish Magnetic Tape (Morhan)	72

## J

Jubilee Records	27
-----------------	----

## K

King Instrument Corp.	70
-----------------------	----

## L

Le Bo Products	97
Lear Jet	37
Lear Jet (We're Out to Break)	73
Liberty Rec.	15
London Rec. Canada	110

## M

Magnetic Tape Eng. Corp.	91
McLennon Educational Corp.	95
Motown Records	13
Muntz, Earl	83

## N

N.A.L.	8, 9
Nortronics	38

## P

Palette	129
Philips Rec. Ltd.	18, 19
Pickwick	29
Plastic Ware	76
Playmate Ind.	95
Polydor Records (Canada)	111

## Q

Quality Rec. of Canada	109
Queens Litho	84

## R

R.C.A. Italiana	123
Record Shack	98
Recoton	103
Rheem Califone	79
Rozinante Inc.	75

## S

Spar Tape	81
Stereo Mobile	30
Stereo-Pak	126
Stereodyne	2nd Cover
Stereodyne of Canada	120
Stone, Robert J.	115

## T

Tape Dist. of America	16, 20, 22, 30, 34, 36
Tape Dist. of America (Hardware)	35
Tape Dist. of America (TDA)	65
Tape Tronics	88
Telepro Industries	66
Telex	77
Tenzo Corp.	6

## V

Vedette	122
Voxson	124, 125

## W

Win Records	107
Worldex Mfg.	36



## let ampex put all the pieces together for you!

Right! We've taken all the guesswork out of selling pre-recorded stereo tapes. We know this business inside and out. And we're ready to make you an expert at the game . . . ready to give you everything you need to make your stereo tape business boom!

How? With the biggest selection ever of soul, pop, rock, folk, jazz and classical sounds on open reel, 4-track cartridge, 8-track cartridge, cassette and the new micro-cassette. With attractive award-winning permanent and mass merchandising displays. With exciting banners, artist posters and other dynamic point-of-purchase materials. Plus *National Consumer Advertising*.

AMPEX has *all* the answers. Contact your Ampex representative and let him begin putting the *profit* puzzle together for you.

**AMPEX**

STEREO TAPES Ampex Stereo Tapes Division • AMPEX CORPORATION • 2201 Lunt Ave. • Elk Grove Village, Ill. 60007

SALES OFFICES: EAST: 65 COMMERCE WAY, HACKENSACK, NEW JERSEY • SOUTH: 1125 97TH ST., BAY HARBOR ISL., FLORIDA • MIDWEST: 2201 W. LUNT, ELK GROVE VILLAGE, ILL. • WEST: 500 RODIER DRIVE, GLENDALE, CALIF. • HAWAII: 313 KAMAKEE ST., HONOLULU • AMPEX OF CANADA: 100 SKYWAY, REXDALE, ONTARIO

BT069-AST

There's more to the music business than business.



There's music.

If you're a record manufacturer your problem is to pick hit records, before they're hits.

Our problem is to build a company so good that record manufacturers will pick us to duplicate, package, distribute and promote their top artists on tape.

How are we doing?  
Take a look.

Contract duplicating and licensing on 8 track, 4 track, cassettes and reels from General Recorded Tape, Inc., Sunnyvale, California 94086.

THE GREAT TAPES

**GRT**